

# CIP Update

2 May 2024

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→ Vista Group's **vision** is for our digital ecosystem  
to **connect the film industry** and  
**power the moviegoer experience** →

## What does Vista Group do?

- 46% market share<sup>1</sup>
- \$US15b+ GTV<sup>2</sup>
- Mission critical technology
- Growing film segment
- 100+ countries
- Focus on innovation
  - Process, data and AI



**We provide the  
technology solutions  
powering the world's  
largest cinema circuits  
and film distributors**

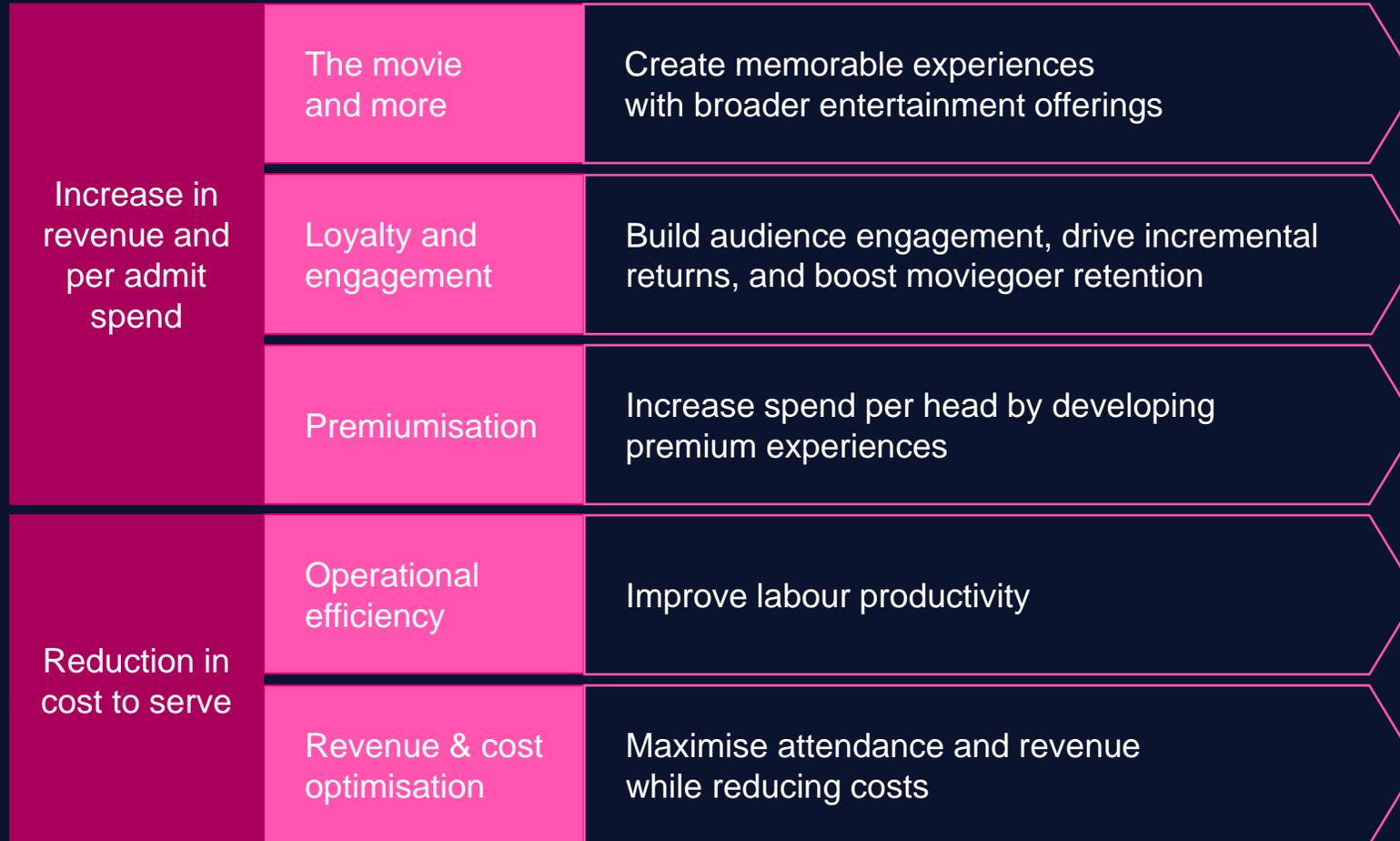
<sup>1</sup> Percentage of the world market for Cinema Exhibition Companies with 20+ screens, excluding China and India.

<sup>2</sup> Gross transaction value involves management estimates based on publicly listed company disclosure for cinema circuits and general market data.

# Strong alignment to industry drivers

Vista Group's solutions enable clients to capture value

## Exhibition Client Value Drivers



# Clear client pathway to Vista Cloud adoption

Delivers early benefits, path and pace tailored to client priorities



## Data Empowerment

Understand how you're performing, why, and get bespoke recommendations to seize every opportunity.

## Digital Enablement

Scale to blockbuster moments and deliver amazing user experiences regardless of who builds your sales channels.

## Moviegoer Engagement

Drive incremental returns and boost moviegoer retention and spend with tailored interfaces, communications, and offers.

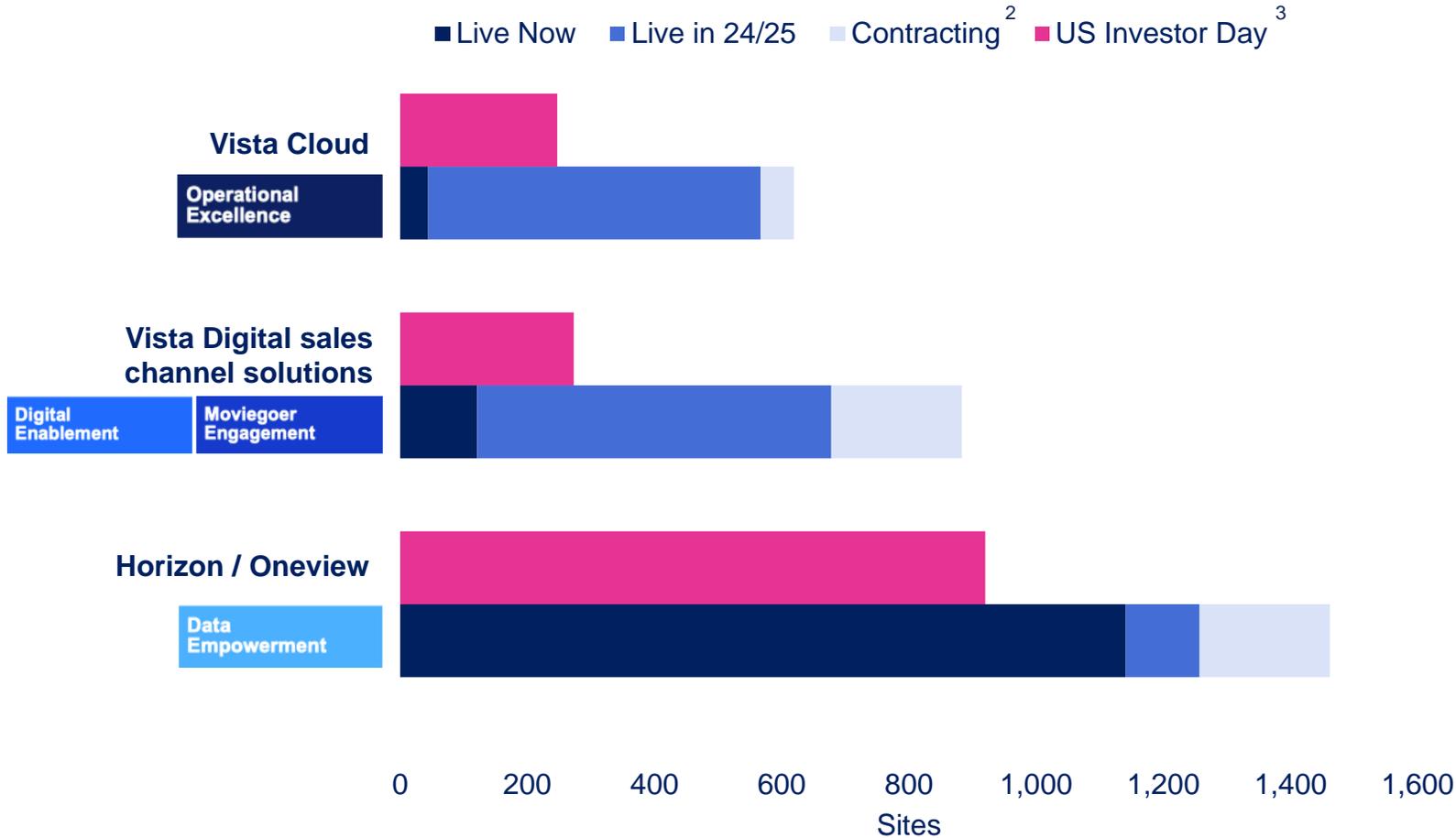
## Operational Excellence

Ensure your team can serve your guests and operate your theatres as efficiently and effectively as possible.

Progressive steps through Vista Cloud

# Vista Cloud Delivery Pipeline Momentum

On track for ARR<sup>1</sup> of \$175m+ at end of 2025



Vista Digital sales channel solutions

Digital Enablement Moviegoer Engagement



Horizon / Oneview

Data Empowerment



1. ARR is Annualised Recurring Revenue, calculated as trailing 3 month Recurring Revenue multiplied by four.
2. Clients currently negotiating an agreement for the service.
3. Site momentum (Live or Signed) reported on page 62 of Vista Group's US Investor Day presentation held on 13 September 2023.

# Financial Highlights

Total Revenue	<b>\$143.0m</b>	<b>▲ 6%</b>	2023	\$143.0m
			2022	\$135.1m
			2021	\$98.1m
Recurring Revenue <sup>1</sup>	<b>\$124.0m</b>	<b>▲ 10%</b>	2023	\$124.0m
			2022	\$112.3m
			2021	\$81.4m
SaaS Revenue <sup>1</sup>	<b>\$45.9m</b>	<b>▲ 20%</b>	2023	\$45.9m
			2022	\$38.4m
			2021	\$27.8m
ARR <sup>2</sup>	<b>\$126.3m</b>	<b>▲ 7%</b>	2023	\$126.3m
			2022	\$118.0m
			2021	\$96.7m
EBITDA <sup>3</sup>	<b>\$13.3m</b>	<b>▲ 25%</b>	2023	\$13.3m
			2022	\$10.6m
			2021	\$6.5m
Operating Cashflow <sup>4</sup>	<b>\$9.0m</b>	<b>▼ 27%</b>	2023	\$9.0m
			2022	\$12.4m
			2021	\$11.3m

(Including business transformation items)

1. Recurring Revenue and SaaS Revenue are defined in section 2.1 of the 2023 Annual Report.
2. ARR is Annualised Recurring Revenue, calculated as trailing 3 month Recurring Revenue multiplied by four.
3. EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation, amortisation, "other gains and losses" (see section 2.3 of the 2023 Annual Report) and share of equity accounted results from associates.
4. Operating cashflow has been presented including \$5.0m of payments associated with the business transformation and CEO transition.

- Strong client momentum with new signings
- Operating leverage improves with \$10m of annualised cost savings
- EBITDA<sup>3</sup> expansion as business transformation completes
- Recurring and SaaS Revenue<sup>1</sup> growth

# Vista Cloud – The Proof Points

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**2023**

Proving product-market fit

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**2024**

Proving delivery at scale

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**2025**

Delivery at scale, at pace



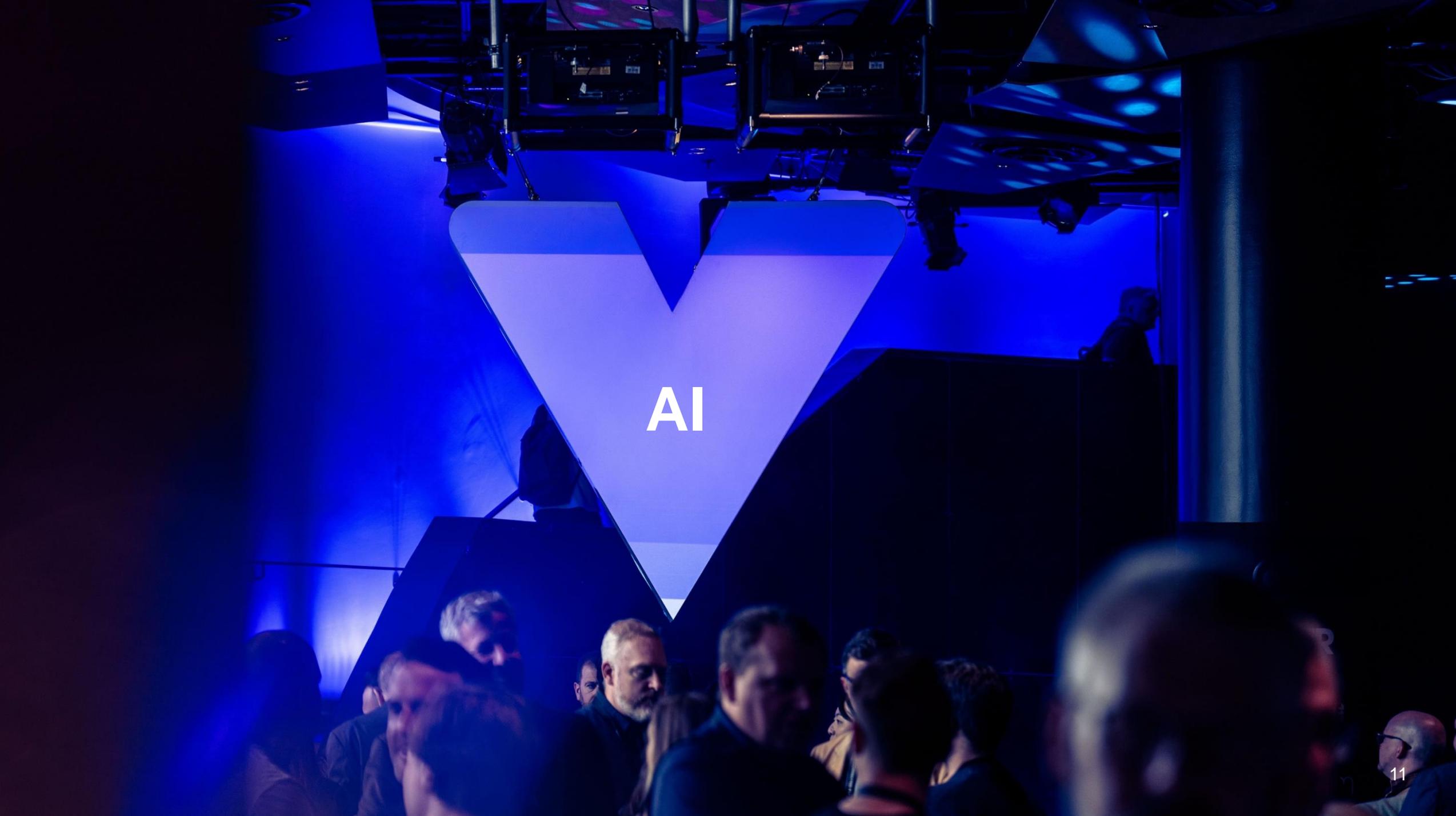
Watch this space...

# That's all great – but is our opportunity growing?



← Includes potential ecosystem and stepout areas such as..

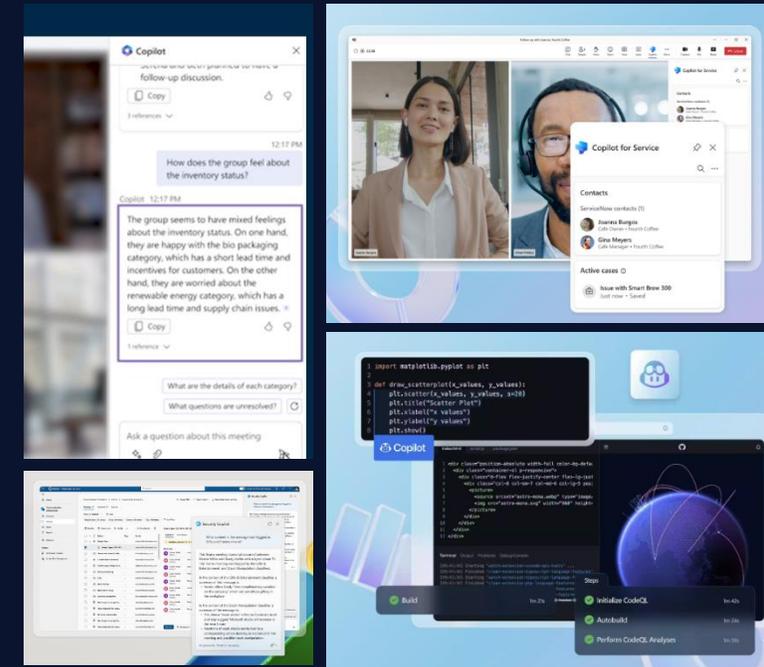
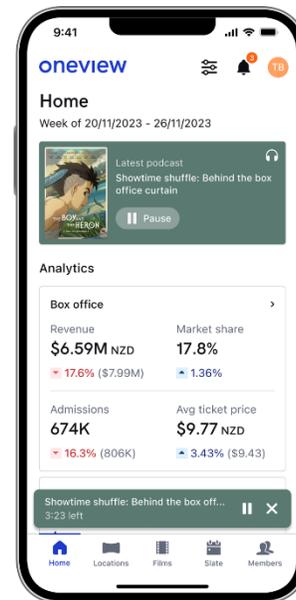
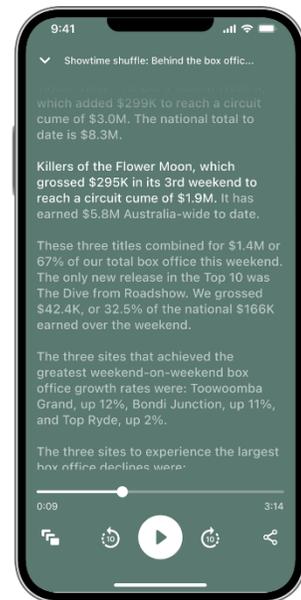
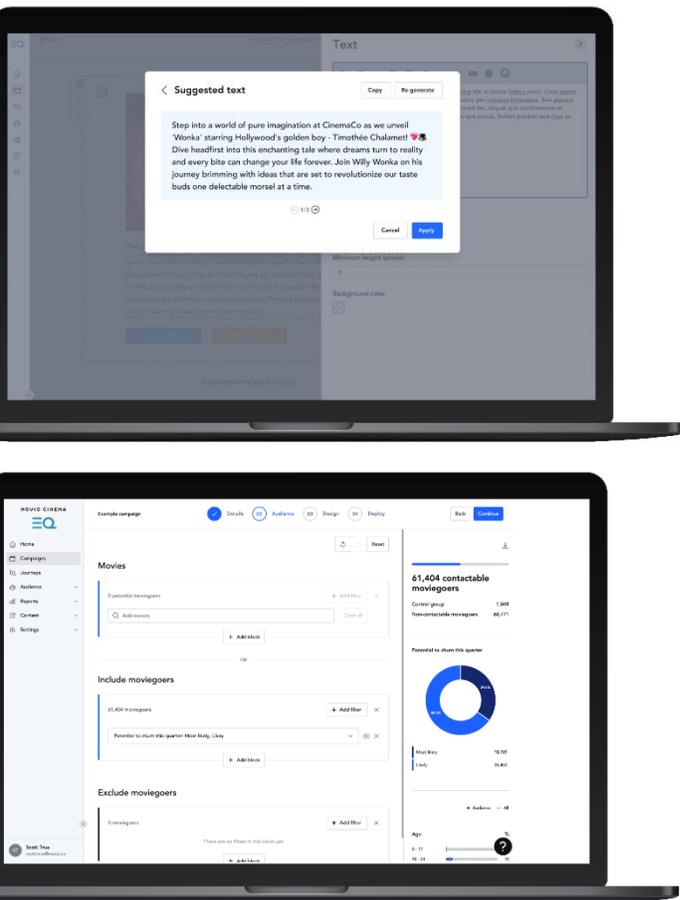
- Marketing
- Film Distribution
- Payments / Ticketing
- Out of Home Entertainment/FEC

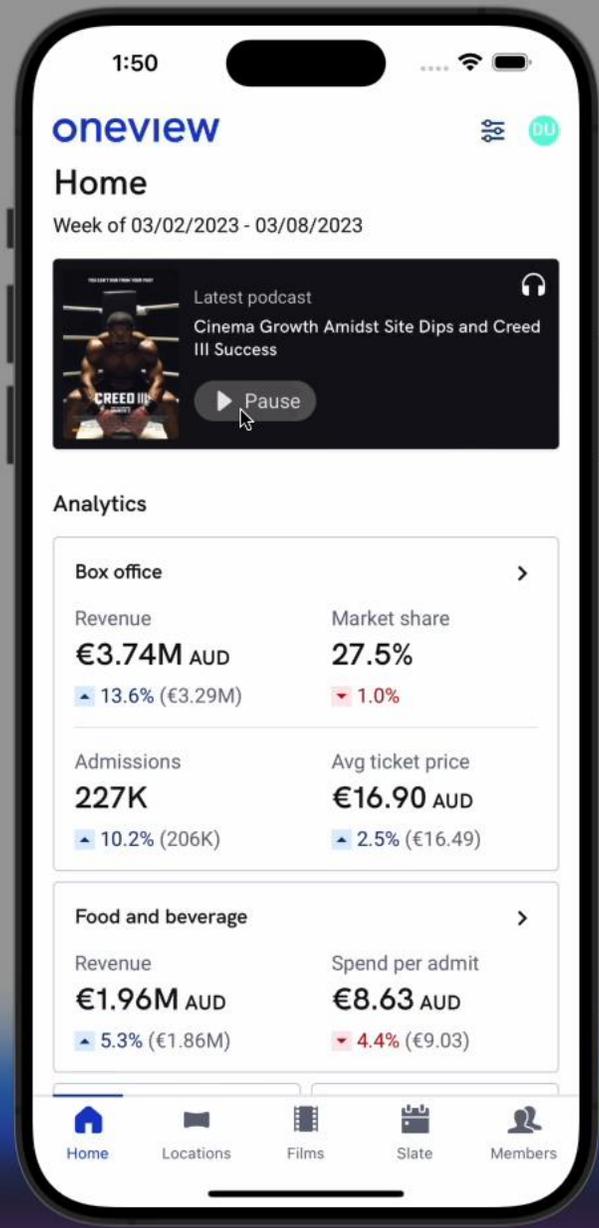


AI

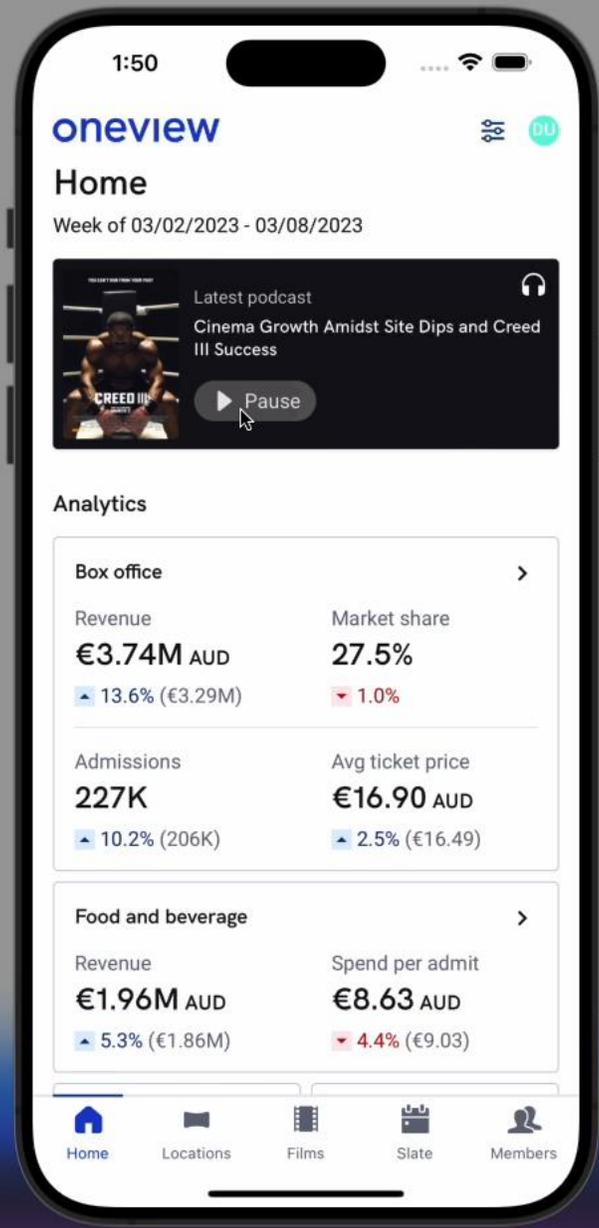
# AI-driver solutions to empower our clients

# And our teams





Oneview  
Generative AI  
that is useful



Oneview  
Generative AI that  
speaks your language

A large, illuminated blue 'V' logo is the central focus, set against a dark background with blue ambient lighting. The scene appears to be a stage or event space, with various pieces of equipment like cameras and lights visible on the ceiling. In the foreground, the silhouettes of several people are visible, suggesting an audience or a group of people gathered for an event. The overall atmosphere is modern and high-tech.

# Questions

Thank You



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