

VISTA GROUP

CRAIGS INVESTOR DAY
23 May 2019



WHAT DOES VISTA GROUP DO?



**THE GLOBAL LEADER IN
SOFTWARE AND DATA
SOLUTIONS FOR THE FILM
INDUSTRY.**



MOVIO



POASTER

maCCS



FLICKS

AGENDA

- Key Industry Drivers and Trends
- Vista Group
- Vista Cinema
- Movio
- Growth Markets / Opportunities





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KEY INDUSTRY TRENDS

GLOBAL BOX OFFICE



All Films (US Billions)

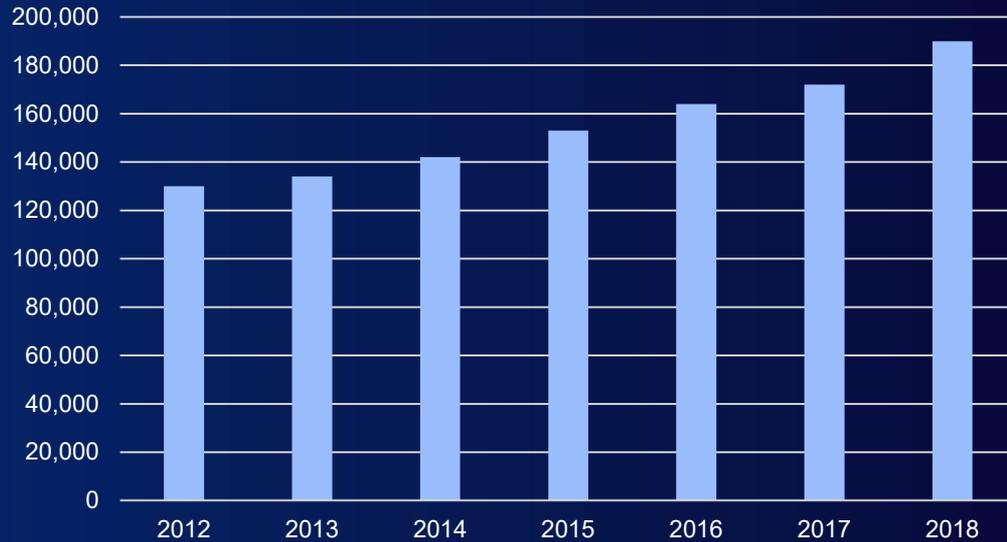


	2013	2014	2015	2016	2017	2018	% Change 18 vs. 17	% Change 18 vs. 14
U.S./Canada	\$10.9	\$10.4	\$11.1	\$11.4	\$11.1	\$11.9	7%	15%
International	\$25.0	\$26.0	\$27.3	\$27.4	\$29.5	\$29.2	-1%	12%
Total	\$35.9	\$36.4	\$38.4	\$38.8	\$40.6	\$41.1	1%	13%

COURTESY OF THE MOTION PICTURES ASSOCIATION OF AMERICA

CINEMA SCREEN GROWTH

Cinema Screen Growth



COURTESY OF THE MOTION PICTURES
ASSOCIATION OF AMERICA



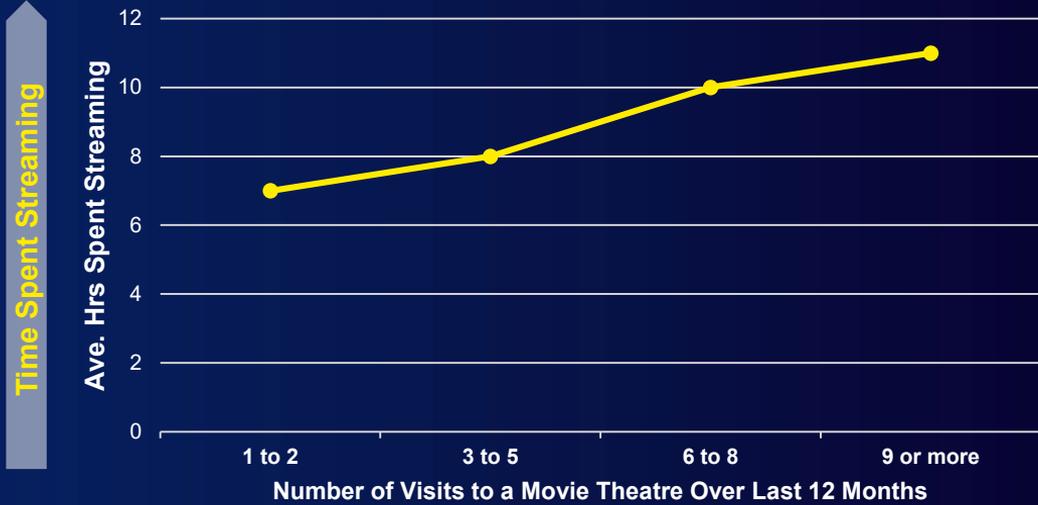
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AVID STREAMERS ARE ALSO AVID MOVIE GOERS



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Moviegoining Frequency

Number of Respondents: 460 (1 to 2), 511 (3 to 5), 323 (6 to 8), 438 (9 or more)

Source: Ernst & Young
(1) Services include Netflix, Hulu, Amazon Video, etc.

MORE (US) CONSUMERS GO TO THE MOVIES TODAY THAN IN 2010



Moviegoers⁽¹⁾ as Percent of Domestic Population⁽²⁾



Source: MPAA

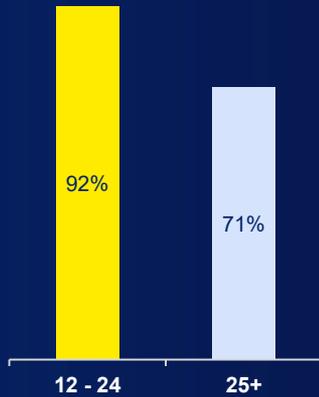
(1) Moviegoer defined as watching a movie in theatres at least once a year.

(2) MPAA adjusted survey methodology in 2017 from telephonic survey to online survey.

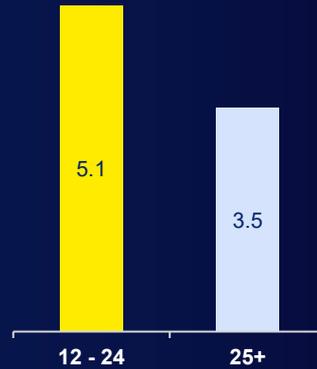
YOUNG PEOPLE DO GO TO THE MOVIES



% Moviegoers



Annual Attendance Per Capita



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Technology company – software and data.

29%

CAGR since listing.

840

People (50% in New Zealand).

26%

Increase in EPS in 2018.

Offices

Auckland
Los Angeles
London
Mexico
Shanghai
Beijing
Cape Town.

\$130m

Revenue (NZD).

61%

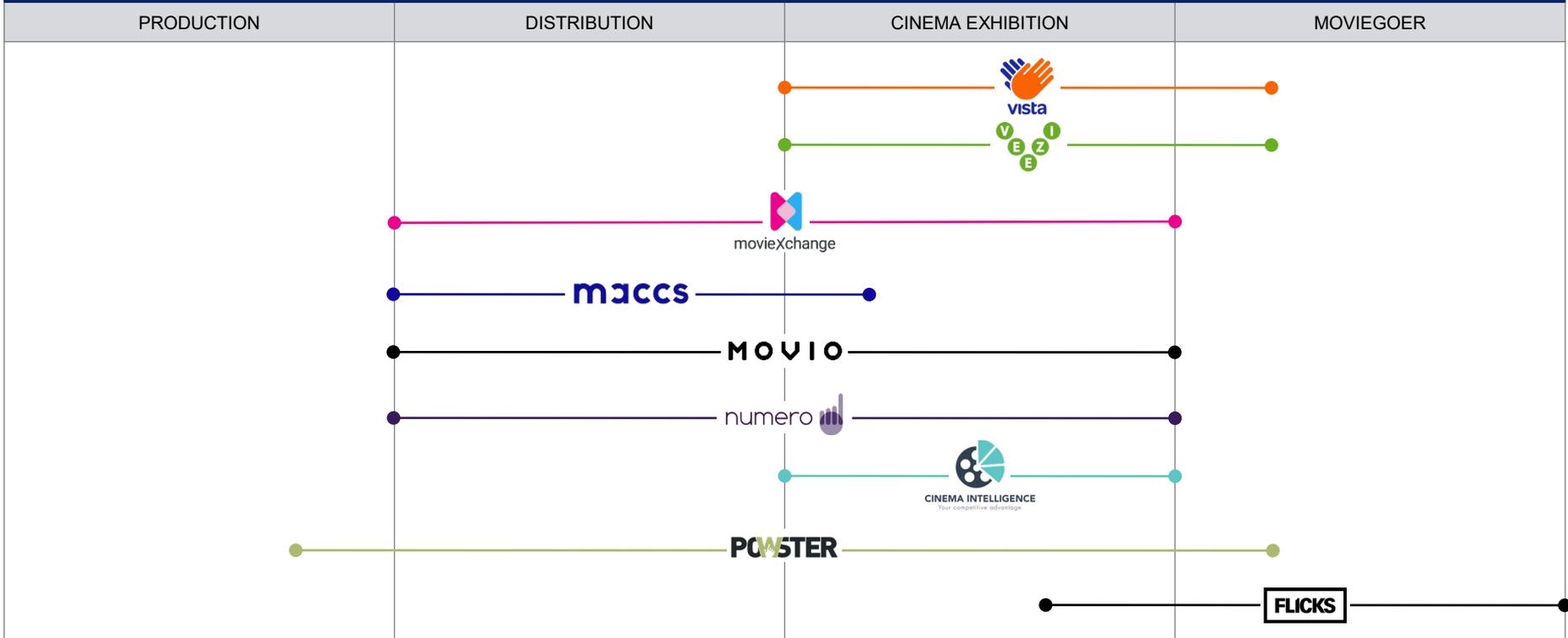
Of revenue is recurring.

22%

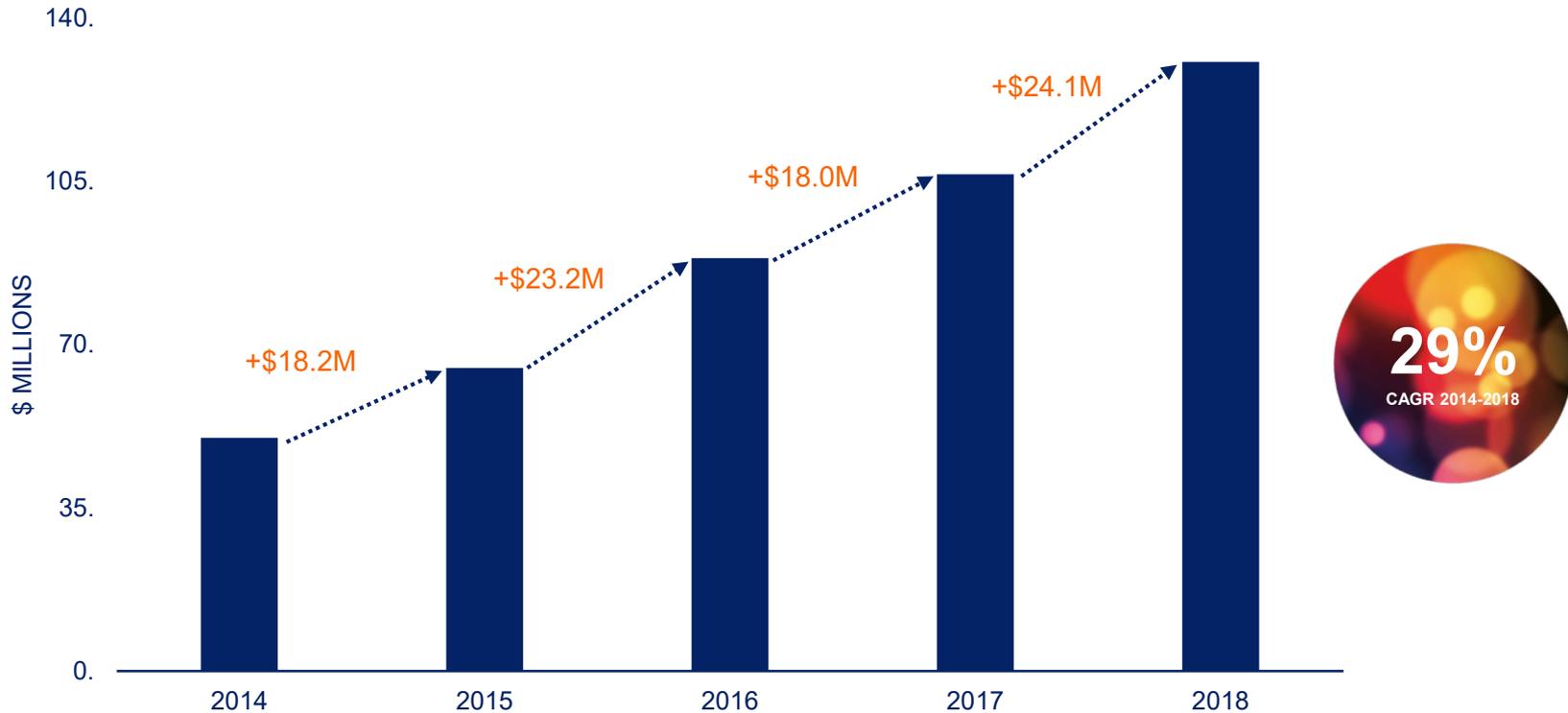
EBITDA in 2018 (up 17%).



VISTA GROUP COMPANIES WITHIN THE FILM INDUSTRY VALUE CHAIN



VISTA GROUP – 5 YEAR REVENUE



OPERATING SEGMENTS



2018						
NZ\$M	Cinema	Movio	Additional Group Companies	Early Stage Investments	Corporate	Total
Revenue	82.4	22.8	15.0	4.5	5.9	130.7
EBITDA ¹	25.6	6.2	1.4	0.4	(4.5)	29.2
EBITDA % of revenue	31%	27%	9%	10%	(76%)	22%

2017						
NZ\$M	Cinema	Movio	Additional Group Companies	Early Stage Investments	Corporate	Total
Revenue	67.6	15.5	12.3	1.2	10.0	106.6
EBITDA ¹	19.8	3.6	0.6	(1.8)	2.7	25.0
EBITDA % of revenue	29%	23%	5%	(150%)	27%	23%

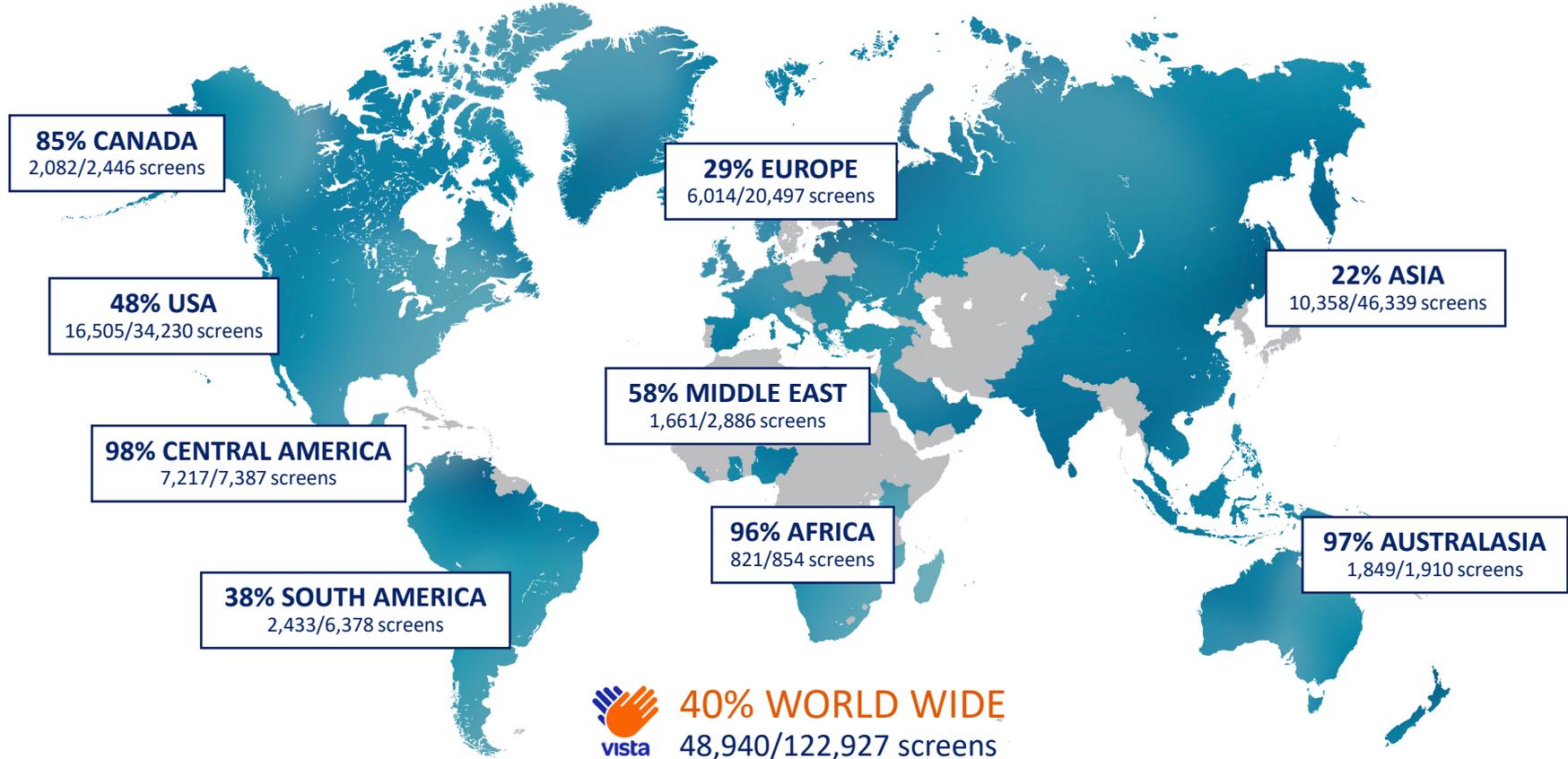
Note: EBITDA¹ is a Non-GAAP measure and is defined as earnings before net finance expense, income tax, depreciation, amortisation, acquisition costs and equity-accounted results from associate companies. Expenses related to the VCL deferred consideration is also excluded. This is consistent with the measure used in the Prospectus dated 3 July 2014. Depreciation and amortisation in 2018 \$4.2m (2017: \$3.6m).

VISTA CINEMA



Vista World Share

Vista Cinema percentage of the world market – for cinema exhibition companies with 20+ screens



VISTA CINEMA METRICS



Cinema management software for the world's largest cinema exhibitors.

94

Total countries with Vista Cinema now installed.

7,200

Cinemas globally using Vista software.

2B

Number of tickets processed per year is in excess of 2 billion.

40%

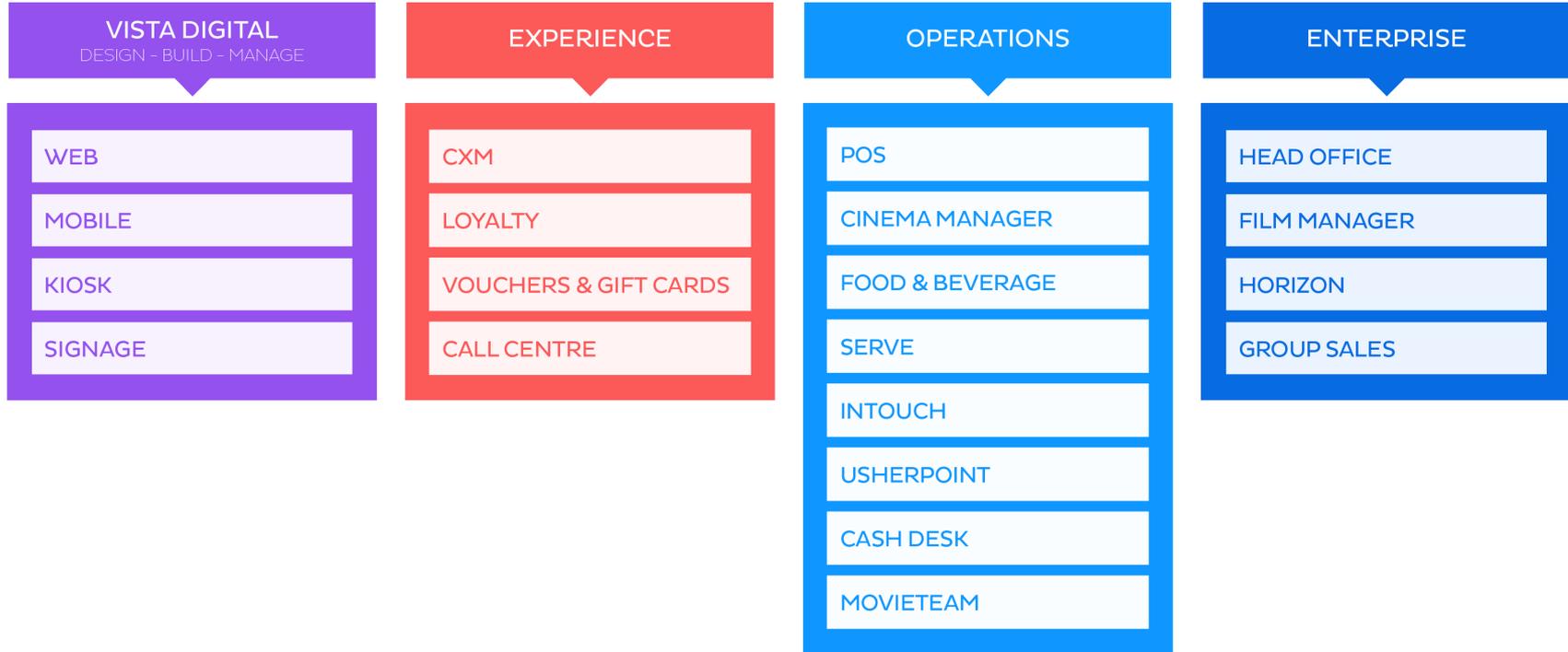
Global market share of 20+ screen segment (48% excluding China).

8/10

Of the largest cinema exhibitors use Vista Cinema within their circuits.

for the  of cinema

VISTA CINEMA – PRODUCT MODEL





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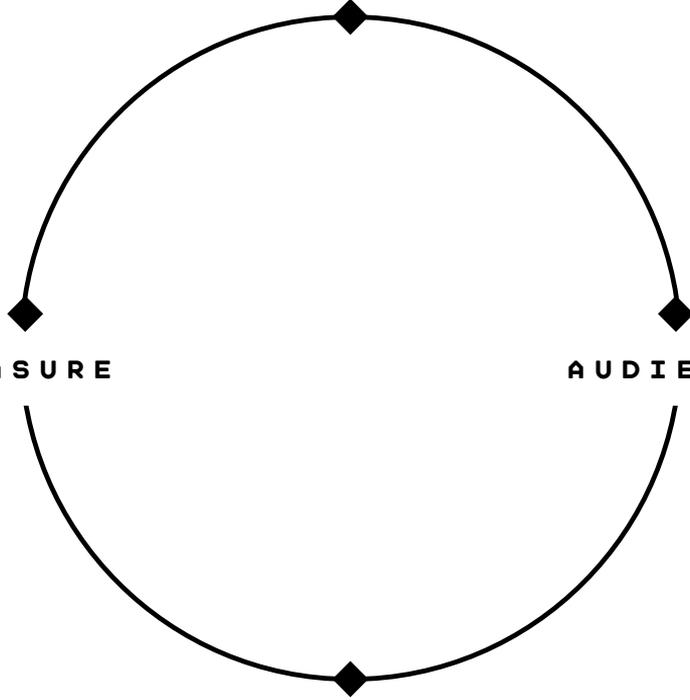
MOVIO EMPOWERS
EXHIBITORS AND STUDIOS
TO CONNECT ALL **MOVIEGOERS**
TO THEIR IDEAL MOVIE, SO
EVERYONE CAN EXPERIENCE
THE **MAGIC OF CINEMA**

MOVIEGOERS

MEASURE

AUDIENCE

CONNECT



MOVIEGOERS

SUPPORTING THE WORLD'S MOST COMPREHENSIVE MOVIEGOER DATABASE

Leverage data from leading POS vendors,
marketing campaigns, websites, social platforms,
mobile solutions, and other external sources within Movio.

AUDIENCE

ACTIONABLE MOVIEGOER INSIGHTS

Instantly identify the perfect target audience using Movio's proprietary artificial intelligence applications, coupled with cinema-centric filters.

CONNECT

EFFORTLESS CAMPAIGN EXECUTION

Go from concept to multi-channel execution in minutes using Movio's complete editing suite. Allowing Cinemas and Studios to interact with moviegoers across email, SMS, push, social or most recently, any digital channel.

MEASURE

MEASURABLE MARKETING SUCCESS

Confidently determine which campaigns drive the greatest incremental value with Movio's post-campaign transactional and delivery reporting.



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GROWTH MARKETS / OPPORTUNITIES

GROWTH



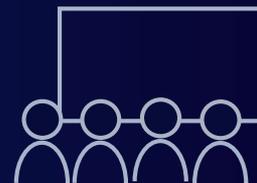
CUSTOMERS

- New geographies
- Exhibitor consolidation
- Competitive wins



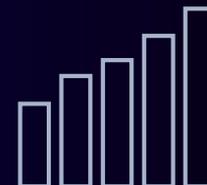
ENGAGING MOVIEGOERS

- Consumer facing offers
- Aggregated platforms
- Enhanced moviegoer understanding



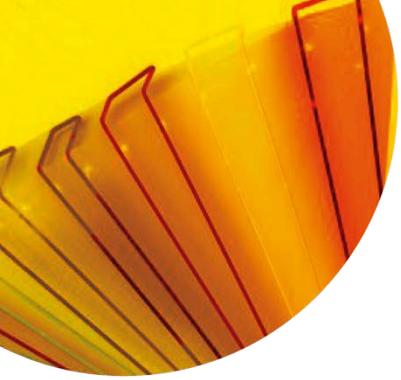
BOX OFFICE

- Targeted digital advertising
- Digital sales channels
- Grow the box office



INTEGRATE THE INDUSTRY

- Digitize industry data
- Create operating efficiency
- Analytics and Big Data



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