



VISTA
GROUP

MACQUARIE CONFERENCE

Wednesday 2 May, 2018



AGENDA

- 2017 Financial Highlights
- Global Cinema Screens
- Introducing Kimbal Riley
- Vista Group - Growth
- Movio – Will Palmer
- Questions





OPERATING SEGMENTS

CINEMA



MOVIO

MOVIO

ADDITIONAL GROUP
COMPANIES

POWSTER

maccs

FLICKS

EARLY STAGE
INVESTMENTS



ASSOCIATES



VISTA CHINA

VISTA GROUP FY17 SUMMARY

- Another great year of growth advancing global leadership for Vista Group
 - **20%** increase in Revenue – the 4th consecutive year of 20+% growth
 - **57%** increase in Operating Profit
 - **104%** increase in Operating Cash Flow
 - **20%** increase in recurring revenue to \$64m – **60%** of total revenue
 - **31%** CAGR for Revenue and **38%** CAGR for EBITDA since IPO
- Maintained strong balance sheet, low debt and strong cash position
- Advanced our strategy of moving to controlling positions in our investments through transactions in China and Latin America
- Appointment and transition of new CEO
- Outlook remains strong.



FINANCIAL HIGHLIGHTS



TOTAL REVENUE

\$106.6m

(up 20%)

RECURRING REVENUE

\$64.3m

(up 20%)

OPERATING PROFIT

\$20.4m

(up 57%)

EBITDA¹

\$25.0m

(up 42%)

OPERATING CASHFLOW

\$11.0m

(up 104%)

2017 DIVIDEND

2.78

CENTS P/SHARE

EBITDA 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 2017 \$3.6m (2016: \$3.3m).



INTRODUCING – KIMBAL RILEY

- As announced on 24 January, Kimbal moved into the the role of VGL Chief Executive on 3 April 2018.
- Kimbal has led Vista Entertainment for the last 4 years, a period of significant growth and development for the business which has seen that business unit as a high growth driver for VGL as a whole.
- Prior to his role within VGL Kimbal has had an extensive career in senior executive roles in the IT and services industries in New Zealand and overseas.

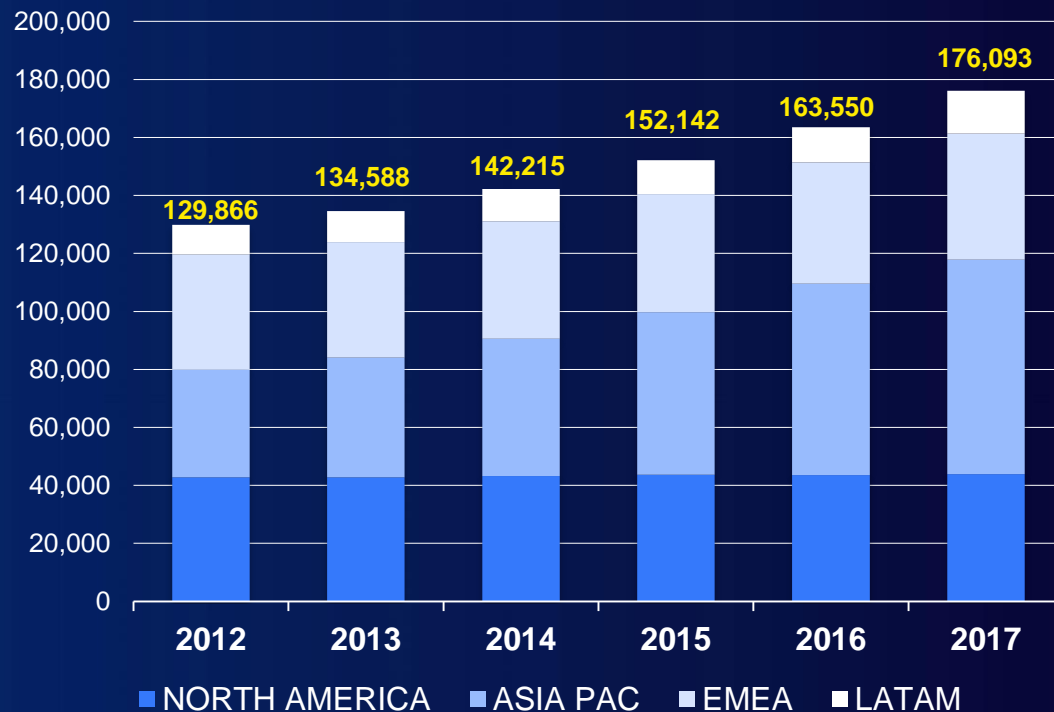


WHAT ARE WE ABOUT?

THE GLOBAL LEADER CREATING VALUE IN SOFTWARE AND DATA FOR THE FILM INDUSTRY



GLOBAL CINEMA SCREENS



COURTESY OF 20th CENTURY FOX

FOCUS ON SUPER-CIRCUITS



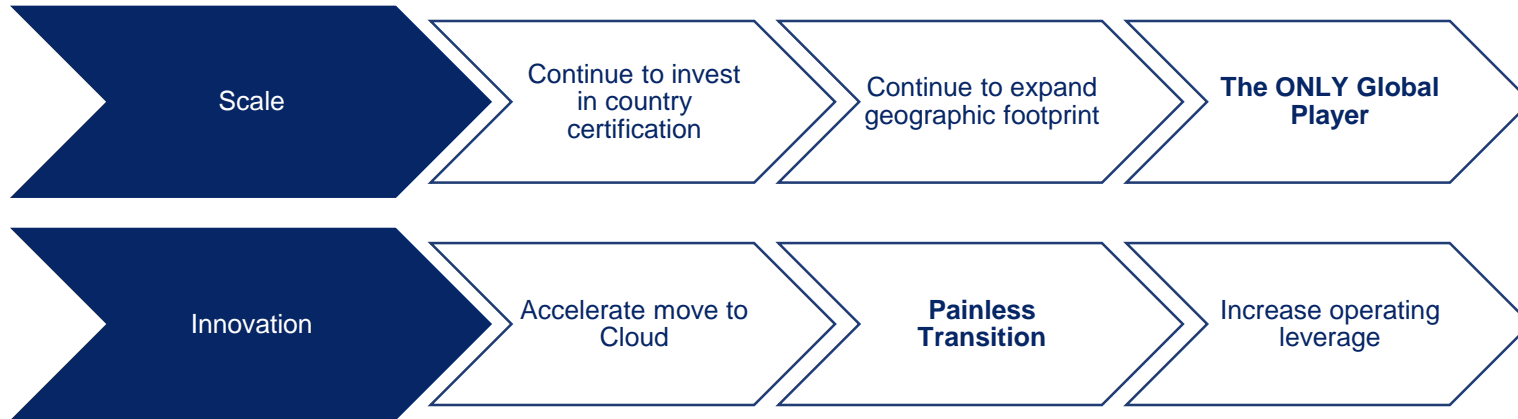
Shows % of potential remaining for Vista Group products.
Based on management assessment.

2018 MARKET GROWTH



REGION	EXISTING MARKETS	NEW MARKETS
North America	USA Competitive wins	
Latin America	Mexico Cinepolis, Cinemex	Brazil International customers
EMEA	France, Germany, Spain Direct in France	Italy, Poland, Saudi Arabia Saudi goldrush...
Asia Pacific	Indonesia, Vietnam Under-screened	Japan Large circuits
China	China	

SUSTAIN COMPETITIVE POSITION



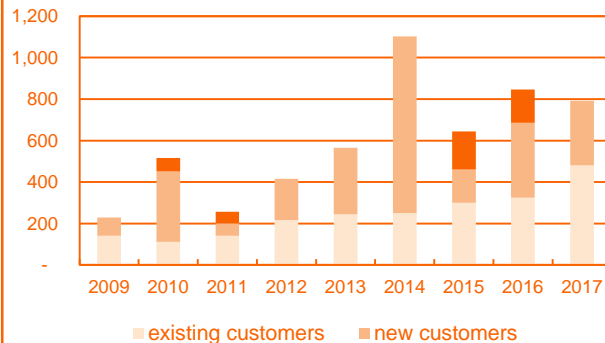


Vista Cinema provides cinema management software to the world's largest cinema exhibitors

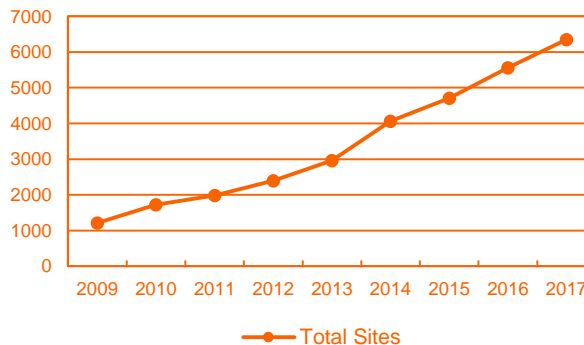
- 793 new sites in 2017 bringing total to 6350
- New markets — Brazil and Italy
- 93 installed countries - increase of 11
- Acquisition of Latin American business partner in September 2017
- 8 out of the 10 largest cinema exhibitors use Vista Cinema within their circuits.
- New CEO appointed for Vista Cinema



NEW SITES ADDED



TOTAL SITE COUNT



14%

growth in total
sites to 6,350

10%

increase in average site
license to \$30k

POWSTER

World leading film marketing products

- Strong growth in revenue and EBITDA
- Created 46% more movie destination sites (1,300) in 2017
- 87 of the top 100 grossing movies used the Powster Movie platform with total site visits up 290% to 422m
- Opened LA studio and completed successful entry to the USA.

MACCS

Provides world leading theatrical distribution software

- Tough year for MACCS which impacted on this segments overall result
- Heavily focused on completion of Warner Bros. USA implementation — large and complex
- New CEO to be appointed to lead next phase
- 5,500+ cinema sites delivering weekly audited box office results to MaccsBox.

FLICKS

Movie and cinema review and showtime guide

- Site visits up 34% to 6.6m and page visits up 42% to 17.9m in Australia
- Now the largest independent movie site in Australasia.



CINEMA INTELLIGENCE

Software to optimise film forecasting and scheduling

- Strong 2nd half performance with high percentage of recurring revenue
- Increased pipeline and closure of 2 significant contracts for 2018 implementation
- Market opportunity large as penetration of Vista Cinema customers still low
- Many opportunities for new products to complement the Vista Cinema product suite
- Targeted to have positive EBITDA in 2018.



movieXchange

A new platform to share film digital assets & enable new cinema ticketing sales channels to access cinema exhibitors

- MX Film now producing revenue with 10 customers in USA and Australia
- MX Film has very wide potential customer set
- MX Tickets had transaction volumes and revenue ahead of internal targets in FY17
- Currently only deployed in USA but a global opportunity.



Stardust

Social app to share video reaction to movies and tv shows

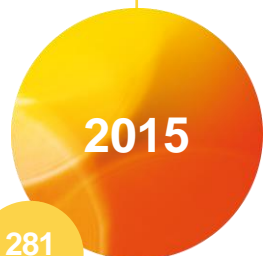
- Active user numbers growing well since launch now at 24,000 and on target to reach key milestone of 50,000
- Activity rates (videos posted and reactions) increasing month on month. 20K reaction videos posted in December 2017.

CHINA



VISTA CHINA Established

- Traditional licensing model

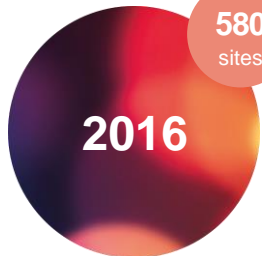


281
sites

VISTA CHINA

100% Vista Group

- Strong but small player
- Foreign
- Commercial model changing



580
sites

VISTA CHINA JV with WePiao

- JV with Tencent Affiliate
- Adjusting to commercial model



759
sites

VISTA CHINA

- Business grows strongly
- JV partner transfers ticketing business to another Tencent Affiliate



VISTA CHINA Change in structure

- Vista Group acquires more shares
 - Financial consolidation of Vista China can be achieved
- ### Introduction of additional products
- Veezi

CHINA – A POTENTIAL GROWTH ENGINE

- Revenue of NZ\$17m, an increase of 71% over FY16
- Vista Cinema 12% of large competitive market
- Veezi gained first sites in China in 2017
- \$21m NZD cash repatriated to New Zealand to date.

GROWTH

- Third Party revenue (Vista share of online ticket sales) – already significant with huge upside
- Mobile and Web opportunities for cinemas
- Site market share – huge opportunity to grow from present market share as China cinema matures
- Movio – huge data opportunity with assistance from JV partner; localisation now complete
- Veezi – almost ‘unlimited’ upside with opportunities to gain sites in large ‘batches’
- Wider sales for Numero China data.





We understand
moviegoers

MOVIO

Target Customers



Exhibitors

Existing



Target



Film Studio Advertisers & Media Agencies

Existing



Target



Publishers & Media Owners

Existing



Target



Connecting everyone
with their ideal movie



MOVIO



The world's most comprehensive moviegoer database



100M+
Moviegoers



750M+
Transactional
Records



5000+
Movies



39
Countries



Leader in
offline data



Universal
APIs



Existing

Web Tracker



New

Custom API
Integrations

Identifiable moviegoers



Connected Moviegoers

- Experian
- Liveramp

KPI: No. of Active Moviegoers

KPI: No. of Connected Moviegoers

MOVIO



Actionable moviegoer insights



Machine
Learning



Audience
Similarity



Propensity



Audience
Segments



Project
Insights



Existing

Movie Insights



New

Audience Insights

Segments as views

Propensity

Segments as views

MOVIO



Effortless campaign execution



Digital campaign
workflow



Movio style
automation potential



Existing

Connect modules

- SMS Connect
- Mobile Connect
- Social Connect
- WeChat Connect

KPI: No. of connections

New

Campaign Automation

Campaign Overhaul



Ad-tech integration

Addressable TV

KPI: No. of campaigns

MOVIO



Measurable marketing success



Case Studies



Benchmarks



Prove it



Post-campaign reporting

Data out



Advertising effectiveness

Measurement tool

MOVIO

2017 Performance Metrics

Revenue Growth



37% Total to \$15.6M



150% Movio Media



Per Active
Moviegoer
(AM)

44% USA Total 45c per AM

15% Global Total 35c per AM



Growth in connection
messages sent to 1.8B

Growth Strategy



Increase active moviegoers
held by Movio



Increase revenue
per active moviegoer

	Active Moviegoers (Millions)		Revenue Per Active Moviegoer	
	2017	2018	2017	2018
APAC	7.4	7.8 - 8.6	\$0.23	\$0.22 - 0.25
EMEA	7.8	7.6 - 8.4	\$0.23	\$0.32 - 0.37
US/Canada	23.8	23.9 - 26.4	\$0.45	\$0.64 - 0.69
LATAM	5.7	6.7 - 7.4	\$0.11	\$0.09 - 0.12
GLOBAL	44.7	45.9 - 50.7	\$0.35	\$0.38 - 0.46

MOVIO

OUTLOOK

- Outlook for Global Film Industry is robust – particularly solid growth in 'International' markets
- Revenue growth of the existing businesses is expected to be in the region of 20%
- Movio – executing on the promise of the full model.
- Strong pipeline for 2018 in Vista Entertainment, with new territories opening up.
- MACCS – a year of consolidation and re-establishment.
- Powster – Los Angeles studio firing on all cylinders
- Flicks – major expansion in Australia and other markets
- Other Group companies segment offers exciting possibilities...
- Vista Group able to directly benefit from Vista China performance



IMPORTANT NOTICE

This presentation has been prepared by Vista Group International Limited ("Vista Group").

Information in this presentation:

- is provided for general information purposes only, does not purport to be complete or comprehensive and is not an offer or invitation for subscription, purchase or recommendation of securities in Vista Group. This presentation does not constitute investment advice;
- should be read in conjunction with, and is subject to, Vista Group's financial statements, market releases and information published on Vista Group's website (www.vistagroup.co.nz);
- may include projections or forward looking statements about Vista Group and the environment in which Vista Group operates. Such forward-looking statements are based upon current expectations and involve risks, uncertainties and contingencies outside of Vista Group's control. Vista Group's actual results or performance may differ materially from these statements. Although management may indicate and believe the assumptions underlying the forward looking statements are reasonable, any assumptions could prove inaccurate or incorrect and, therefore, there can be no assurance that the results contemplated in the forward looking statements will be realised;
- may include statements relating to past performance, which should not be regarded as a reliable indicator of future performance.

While all reasonable care has been taken in compiling this presentation, Vista Group accepts no responsibility for any errors or omissions.

All information in this presentation is current at the date of this presentation, unless otherwise stated.

All currency amounts are in NZ dollars, unless stated otherwise.

