

2024 Half Year Results

6 August 2024

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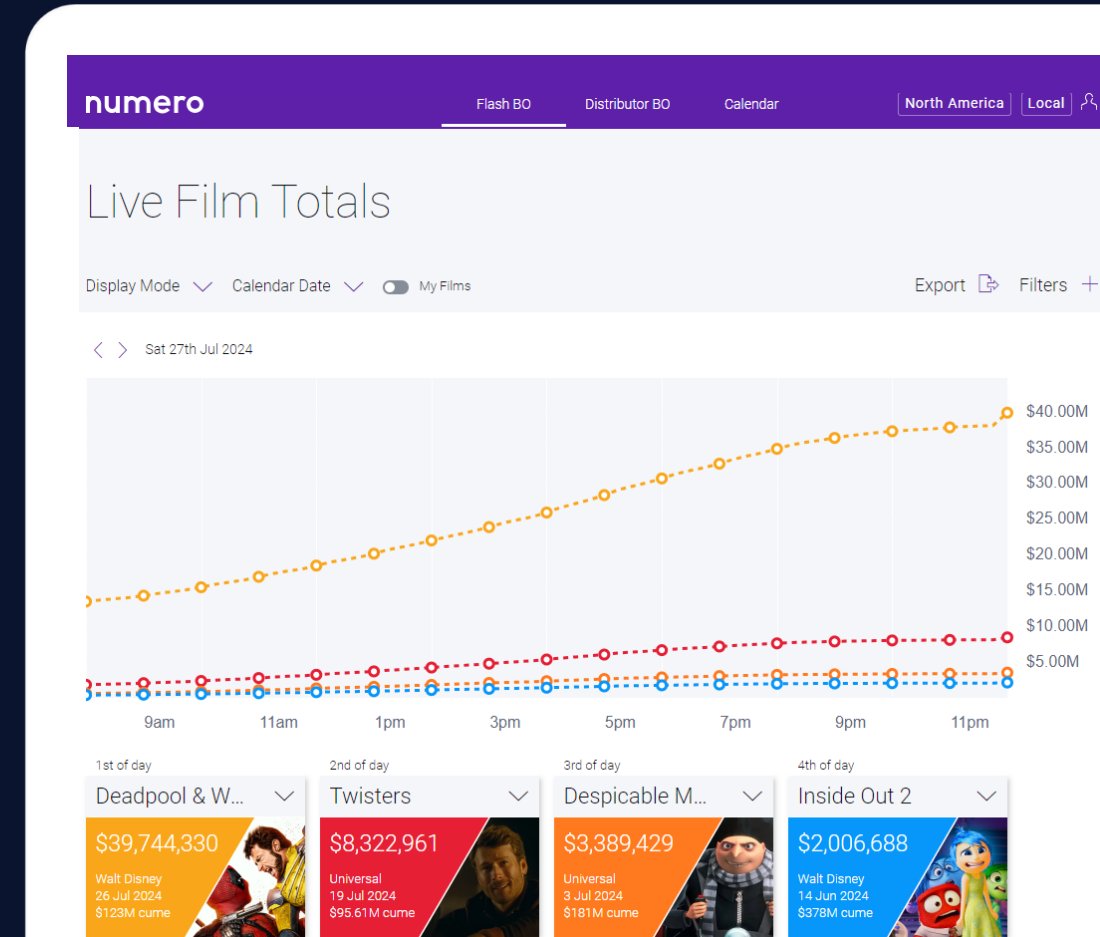
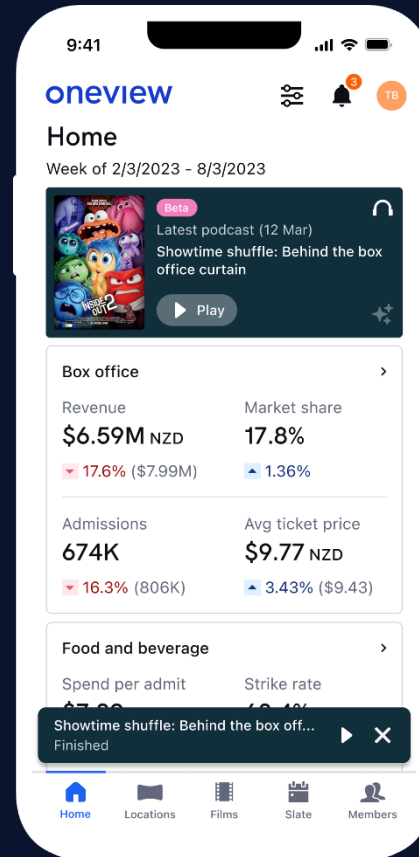
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Unless otherwise stated, all information in this presentation is expressed at the date of this presentation and all currency amounts are in NZ dollars.

Agenda

- 01** Highlights / Strategy **Stuart Dickinson** | Chief Executive Officer
- 02** Financial Results **Matt Cawte** | Chief Financial Officer
- 03** Questions

Highlights





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

Financial Highlights

Total Revenue	\$69.6m	n/c	1H24	\$69.6m
			1H23	\$69.7m
			1H22	\$62.4m
Recurring Revenue ¹	\$63.4m	▲ 5%	1H24	\$63.4m
			1H23	\$60.5m
			1H22	\$53.5m
SaaS Revenue ¹	\$25.4m	▲ 20%	1H24	\$25.4m
			1H23	\$21.1m
			1H22	\$18.0m
ARR ²	\$129.4m	▲ 9%	1H24	\$129.4m
			1H23	\$118.3m
			1H22	\$112.0m
EBITDA ³	\$7.2m	▲ 188%	1H24	\$7.2m
			1H23	\$2.5m
			1H22	\$3.1m
Operating Cashflow	\$3.0m	▼ 52%	1H24	\$3.0m
			1H23	\$6.2m
			1H22	\$5.1m

1. Recurring Revenue and SaaS Revenue are defined in section 1 of the 2024 Interim Report.

2. ARR is Annualised Recurring Revenue, calculated as trailing 3 month Recurring Revenue multiplied by four.

3. EBITDA is a non-GAAP measure which is defined as earnings before net finance costs, income tax, depreciation, amortisation, and "other gains & losses" (see section 2.3 of the 2024 Interim Report).

4. Movements in working capital are disclosed in section 3.1 of the Interim Report, and represent (\$3.1m) cash outflows in 1H24, and \$8.6m cash inflows in 1H23.

- Strong Recurring Revenue¹ and SaaS Revenue¹ growth
- EBITDA³ margin of 10%, up from 4% in 1H23
- Disciplined focus on getting clients live with Vista Cloud capabilities
- Good client momentum with new signings
- Operating cash flows up \$8.5m on 1H23, after adjusting for working capital⁴

The Industry and 1H24

The Industry

- Impacts of delayed movies, due to the writers' and actors' strikes, flowed through the first five months of 2024
- Stronger end to the period with:
 - *Inside Out 2* the highest grossing animated movie of all time¹
 - *Deadpool & Wolverine* has the sixth-highest opening weekend of all time¹

Industry Impact for Vista Group 1H24

- Impact to clients flowing through to Vista Group on a short-term basis primarily across non-recurring revenue (hardware, services, creative)
- Vista Cloud full steam, 17 roll-outs July - August

1. Source: Box Office Mojo and Variety.com



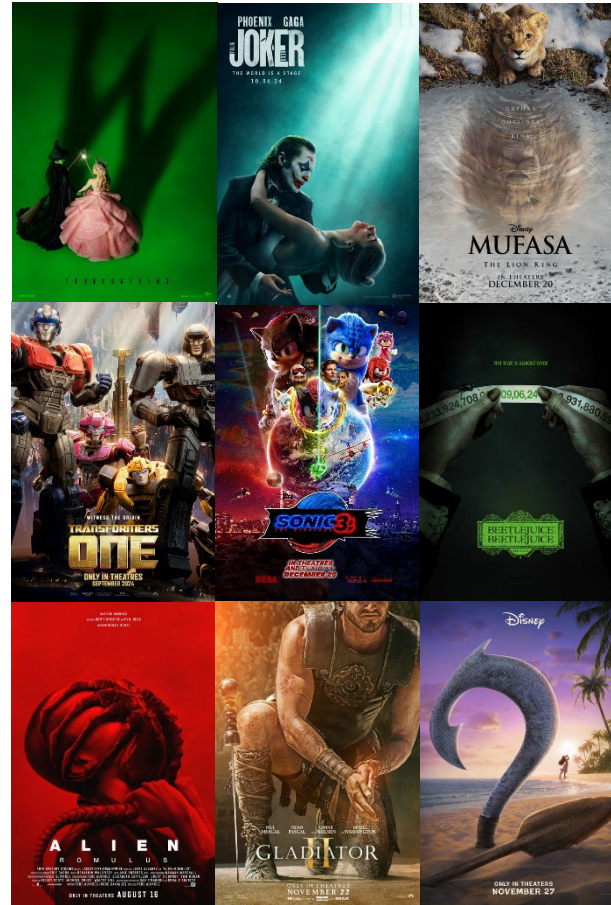
Strong 2H24 Movie Slate

Building box office momentum



Inside Out 2

Released June 2024: **US\$1.5B+**



2H24

Wide releases every week for rest of year³

\$8B+

Domestic market forecast²

1. Source: Box office mojo
2. Source: Omdia
3. Source: The Numbers

Vista Cloud – The Proof Points

2023

Proving product-market fit

2024

Proving delivery at scale

2025

Delivery at scale, at pace



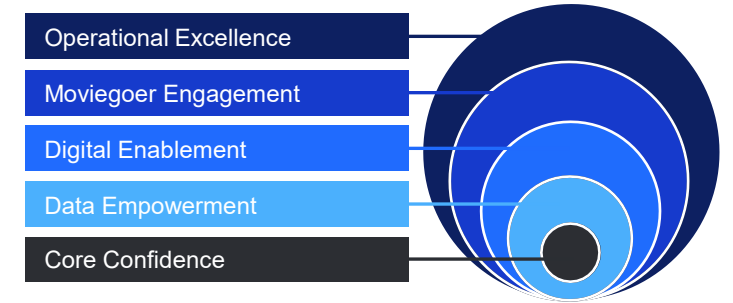
On track for ~800 sites live on Vista Cloud capabilities by end of 2024

On track for \$175m+ ARR¹ by end of 2025

1. ARR is Annualised Recurring Revenue, calculated as trailing 3 month Recurring Revenue multiplied by four. Aspirations for 2025 ARR assume no delays in key cloud transition projects and no adverse change in industry or operating outlook.

Clear Client Pathway to Vista Cloud Adoption

Delivers early benefits, path and pace tailored to client priorities



Data Empowerment

Reveal how I am performing, why, and recommend what I should do to seize every opportunity

Digital Enablement

Allow me to scale to blockbuster moments and deliver amazing user experiences regardless of who builds my sales channels

Moviegoer Engagement

Allow me to drive incremental returns and boost moviegoer retention with tailored interfaces, communications and offers

Operational Excellence

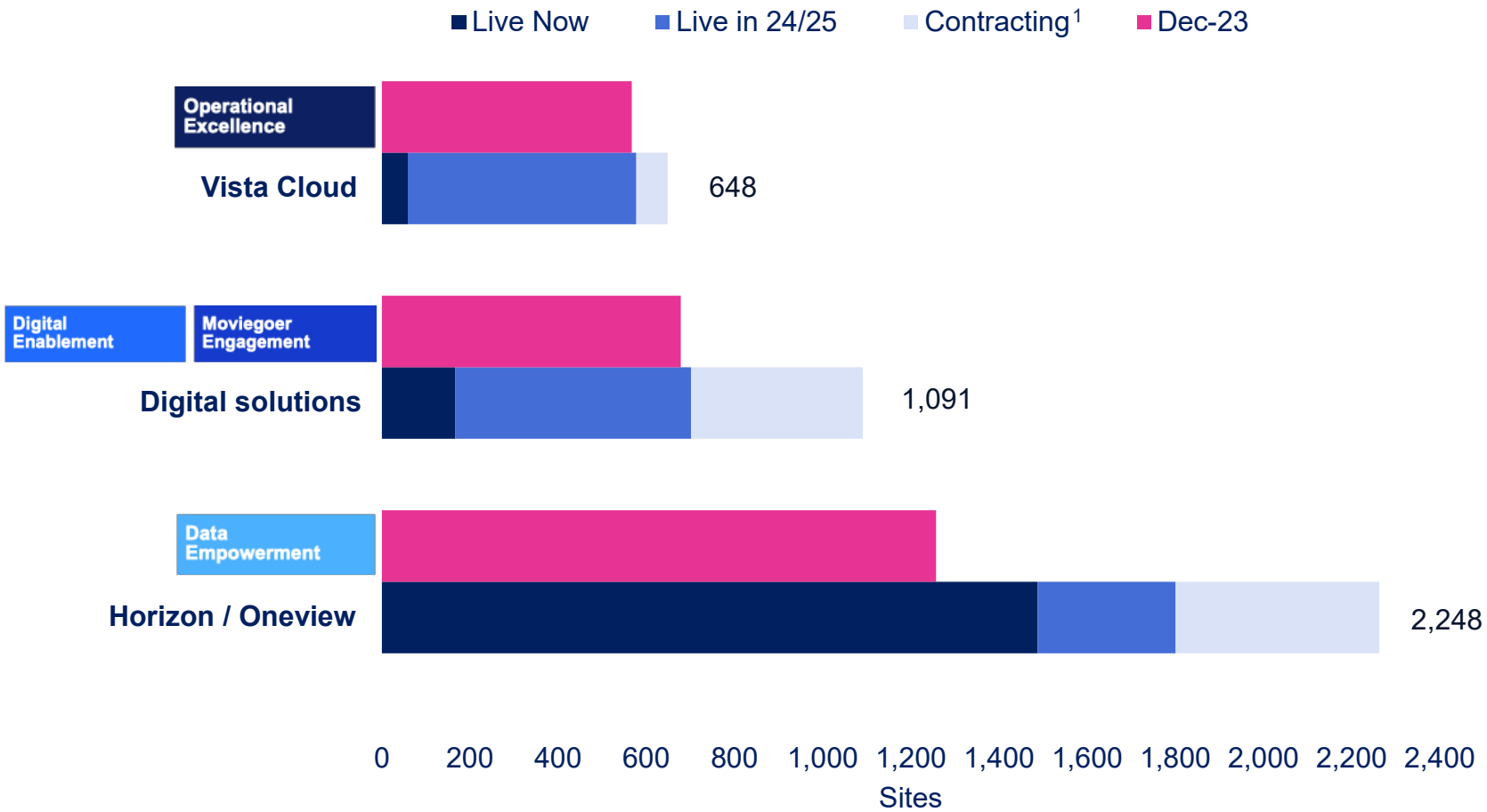
I want my team to serve our guests and operate our theatres as efficiently and effectively as possible

Progressive steps through Vista Cloud



Cinema Cloud Momentum

Acceleration across all cloud solution areas



Sites 'live'

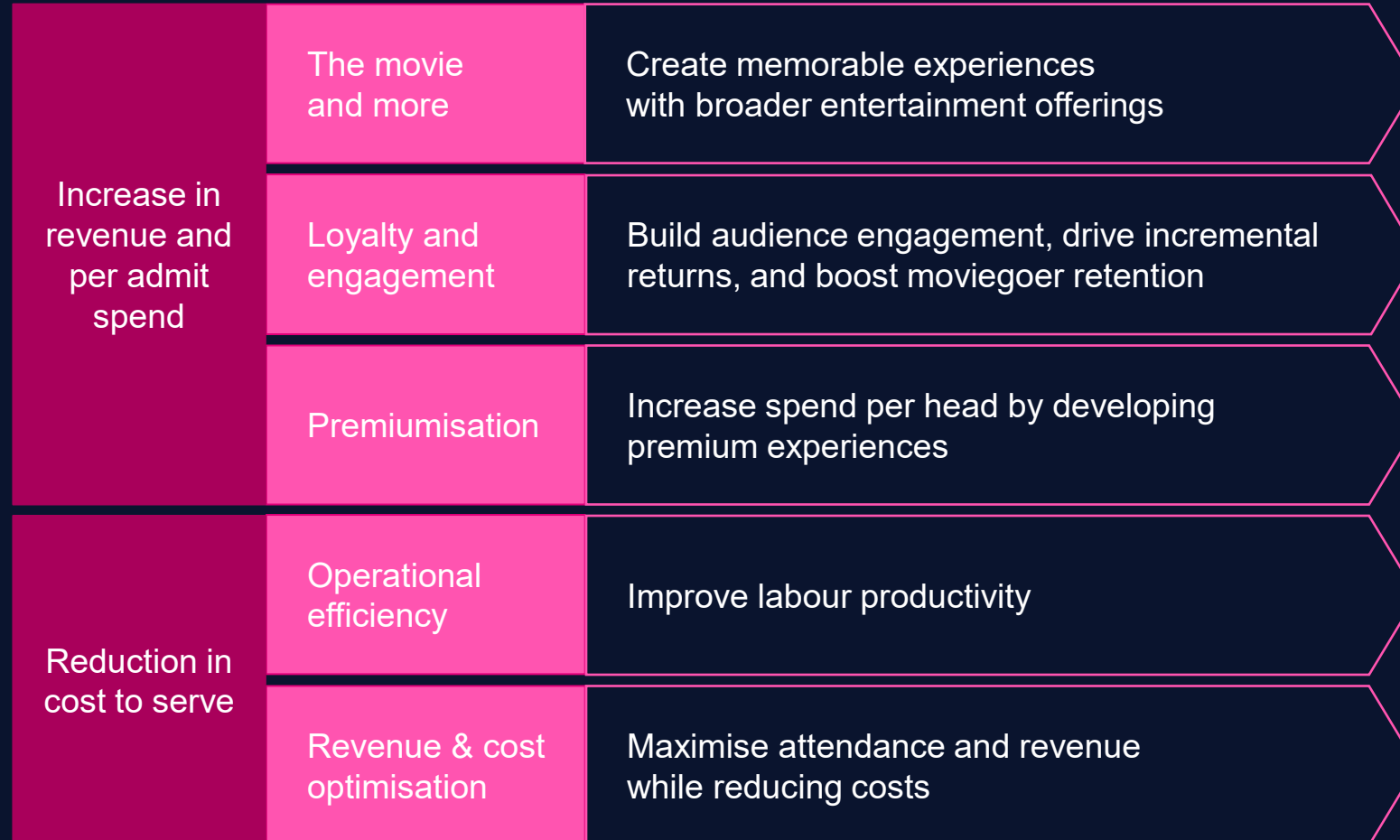
	Live 30 Jun 2024	Live 5 Aug 2024	Target 31 Dec 2024	Target 31 Dec 2025
Vista Cloud	59	138	~400	700 – 1,000
Digital solutions	166	247	~800	1,600+

1. Clients currently negotiating an agreement for the service.

Cinema Alignment to Industry Drivers

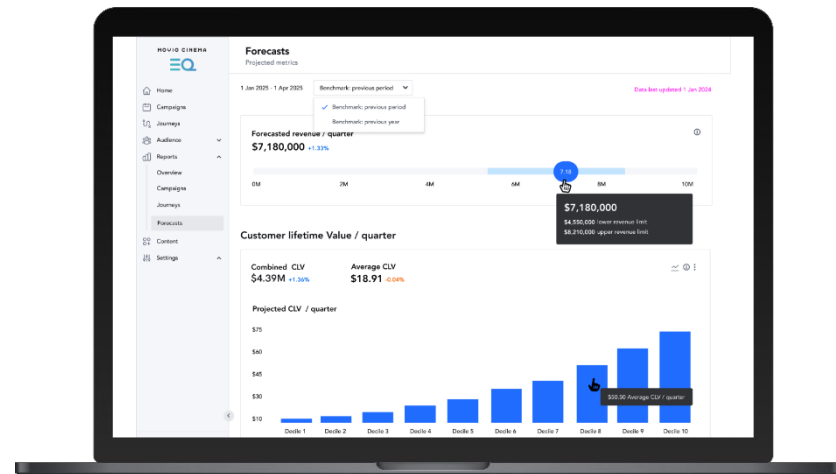
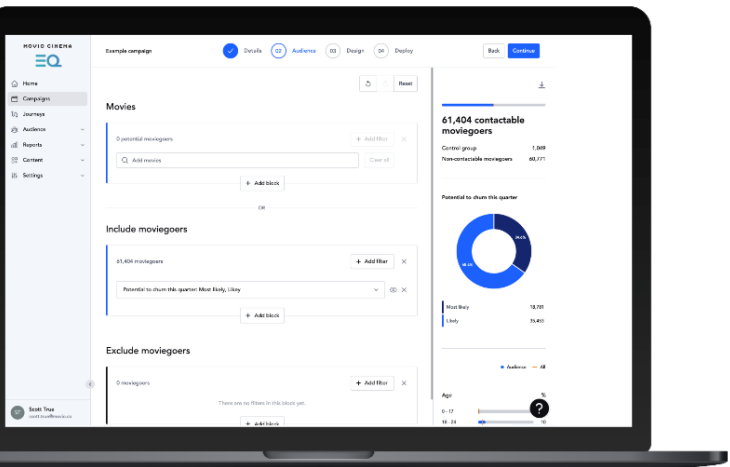
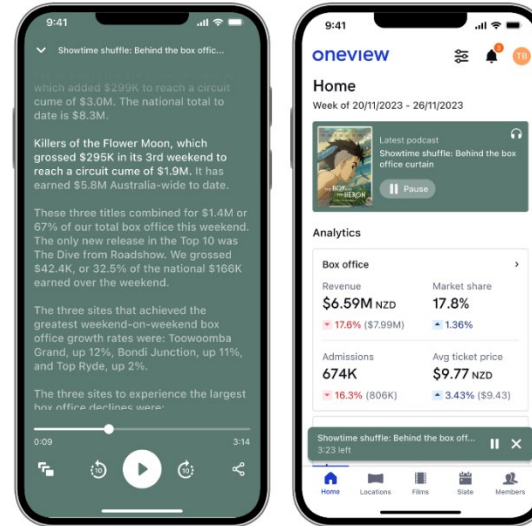
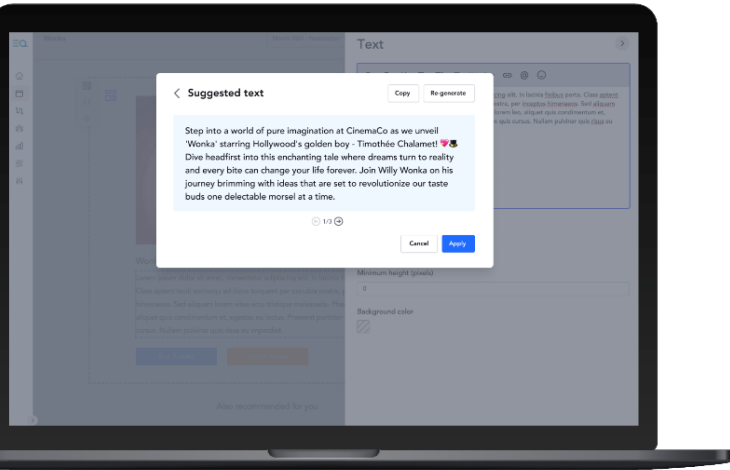
Solutions enable clients to capture value

Exhibition Client Value Drivers



Real AI-Driven Solutions to Empower our Clients

Delivering practical business-oriented benefits



“Vista Group is ahead of the curve. They’re using leading-edge [AI] tools like agents, which have really only been around as a concept for less than a year.”

Microsoft New Zealand

Our Connected Ecosystem



Film Studio & Distributor	
Movie marketing	Invoicing & settlement
Film booking & sales	Content management
Box office reporting	Release date planning

Cinema Head Office
Reporting & analytics
Film scheduling
Marketing
Circuit management

Cinema Site			
Reporting & analytics	Cinema management	Kitchen operations	Point of sale
Film scheduling	Corporate bookings	Bar & restaurant	Kiosk
Marketing		Stock management	Ticket validation
Circuit management			Digital signage
			Scan-to-order
			In-seat dining service

Moviegoer
Websites & apps
Cinema & streaming guide
Loyalty & subscriptions
Gift cards



Financial Results

Income Statement

NZ\$m (Six months – Unaudited)	1H24	1H23	% Change
Total revenue	69.6	69.7	-
Total segmental expenditure	(47.0)	(48.7)	-3%
Contribution margin¹	22.6	21.0	+8%
General and administrative expenses	(14.6)	(17.6)	-17%
Foreign exchange losses	(0.8)	(0.9)	
EBITDA²	7.2	2.5	+188%
Depreciation and amortisation	(9.7)	(9.8)	
Net finance costs	(1.1)	(0.8)	
Other gains and losses ³	-	(1.8)	
Loss before tax	(3.6)	(9.9)	+64%
Net loss attributable to VGL shareholders	(2.4)	(8.7)	+72%

1. Contribution margin is a non-GAAP measure which is calculated as total revenue, less cost to serve, sales & marketing costs, and R&D costs.

2. EBITDA is a non-GAAP measure which is defined as earnings before net finance costs, income tax, depreciation, amortisation, and "other gains & losses" (see section 2.3 of the 2024 Interim Report).

3. Other gains and losses are excluded from operating expenditure and EBITDA¹ because they result from non-cash activities, or are not derived in the normal course of business (more details are provided in section 2.3 of the 2024 Interim Report).

4. Recurring Revenue and SaaS Revenue are defined in section 1 of the 2024 Interim Report.

5. ARR is Annualised Recurring Revenue, calculated as trailing 3 month Recurring Revenue multiplied by four.

- Total revenue flat, non-recurring down 33%
- Recurring Revenue⁴ up 5% and SaaS Revenue⁴ up 20%
- ARR⁵ \$129.4m
- Business transformation full year savings evident in lower cost run rate
- Strong contribution margin¹ and EBITDA² growth
- EBITDA² margin now 10%, up from 4% in 1H23

Six Monthly Breakdown – SaaS P&L

NZ\$m (Six months – Unaudited)	1H22	2H22	1H23	2H23	1H24
Recurring revenue ¹	53.5	58.8	60.5	63.5	63.4
Non-recurring revenue ¹	8.9	13.9	9.2	9.8	6.2
Total revenue	62.4	72.7	69.7	73.3	69.6
Cost to serve	21.6	24.3	25.3	25.4	28.4
Hardware cost of sales	2.4	2.3	1.1	1.5	0.5
Gross profit	38.4	46.1	43.3	46.4	40.7
Sales and marketing	6.8	7.5	7.7	7.6	4.9
Research and development	12.6	15.0	14.6	13.8	13.2
Contribution margin²	19.0	23.6	21.0	25.0	22.6
<i>Contribution margin² %</i>	<i>30%</i>	<i>32%</i>	<i>30%</i>	<i>34%</i>	<i>32%</i>
General and administration	15.7	16.9	17.6	15.2	14.6
EBITDA³ (ex FX)	3.3	6.7	3.4	9.8	8.0
<i>EBITDA³ (ex FX) margin</i>	<i>5%</i>	<i>9%</i>	<i>5%</i>	<i>13%</i>	<i>11%</i>
Foreign exchange (gains)/losses	0.2	(0.8)	0.9	(1.0)	0.8
EBITDA³	3.1	7.5	2.5	10.8	7.2
<i>EBITDA³ margin</i>	<i>5%</i>	<i>10%</i>	<i>4%</i>	<i>15%</i>	<i>10%</i>

1. Recurring revenue and Non-recurring revenue are defined in section 1 of the 2024 Interim Report.

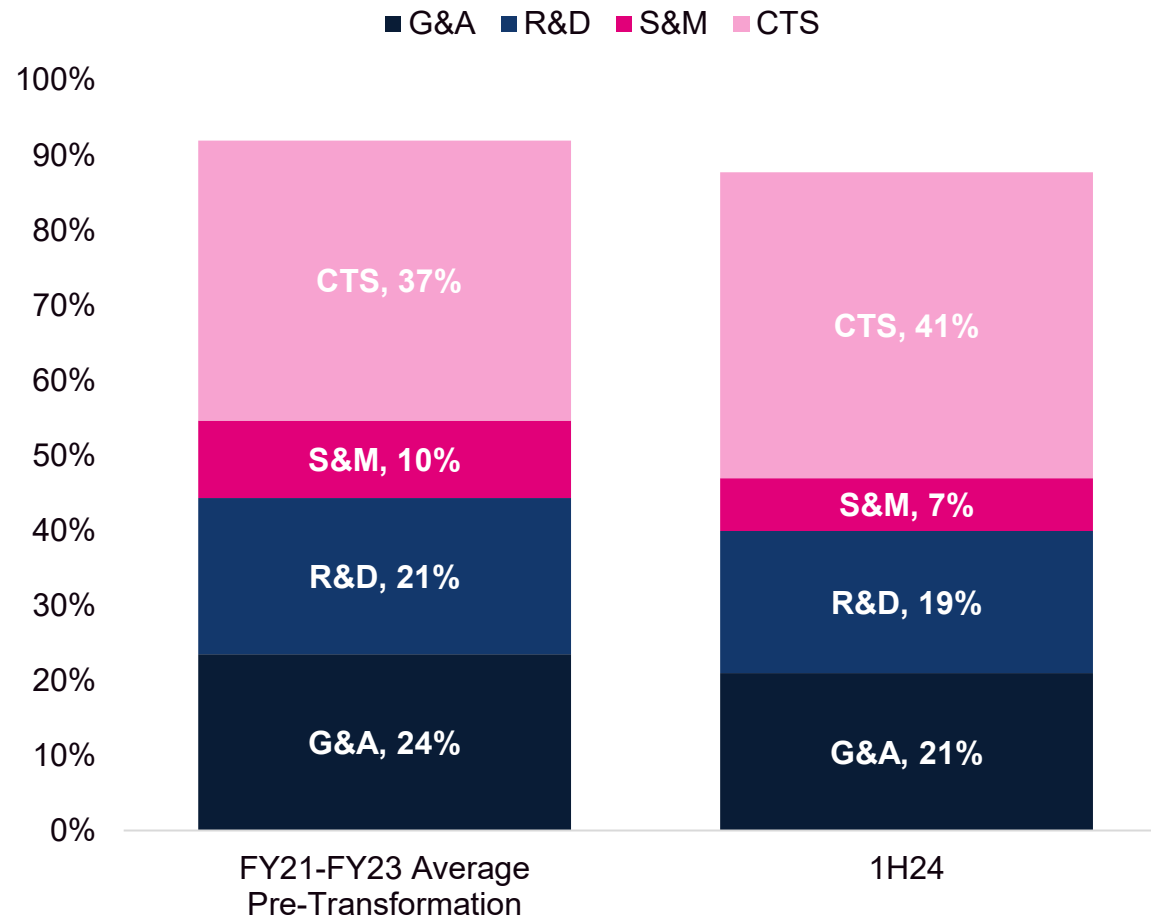
2. Contribution margin is a non-GAAP measure which is calculated as total revenue, less cost to serve, sales & marketing costs, and research & development costs.

3. EBITDA is a non-GAAP measure which is defined as earnings before net finance costs, income tax, depreciation, amortisation, and “other gains & losses” (see section 2.3 of the 2024 Interim Report).

- Recurring revenue¹ growth underpinned by SaaS revenue¹ acceleration
- Post transformation costs below 2023 US Investor Day run rate
- Movement between SaaS cost classifications due to transformation, primarily S&M and G&A to CTS (see next slide)
- Improving, sustainable EBITDA³ growth
- Operating leverage expected to continue to improve through 2H24 and FY25

Post Transformation SaaS Costs

SaaS Costs as % of Revenue



- Overall operating leverage showing significant improvement
- Business transformation has changed cost classifications
- Account management now classified as CTS (previously S&M)

Reporting Segments¹

Cinema Segment – NZ\$m (Unaudited)	1H23	2H23	1H24
SaaS revenue ²	16.2	19.3	19.5
Non-SaaS revenue ²	32.6	31.7	31.4
Recurring revenue²	48.8	51.0	50.9
Non-recurring revenue ²	6.7	7.7	4.5
Total revenue	55.5	58.7	55.4
Contribution margin³	16.5	19.8	17.1
<i>Contribution margin³ %</i>	30%	34%	31%

Film Segment – NZ\$m (Unaudited)	1H23	2H23	1H24
SaaS revenue ²	4.9	5.5	5.9
Non-SaaS revenue ²	6.8	7.0	6.6
Recurring revenue²	11.7	12.5	12.5
Non-recurring revenue ²	2.5	2.1	1.7
Total revenue	14.2	14.6	14.2
Contribution margin³	4.5	5.2	5.5
<i>Contribution margin³ %</i>	32%	36%	39%

1. New reporting segments are defined in section 2.2 of the 2024 Interim Report.

2. SaaS revenue, Non-SaaS revenue, Recurring revenue and Non-recurring revenue are defined in section 1 of the 2024 Interim Report.

3. Contribution margin is a non-GAAP measure which is calculated as total revenue, less cost to serve, sales & marketing costs, and research & development costs.

Cinema

- SaaS Revenue² up 20%, supporting overall 4% Recurring Revenue² growth on 1H23
- Contribution margin³ up 4% on 1H23

Film

- SaaS Revenue² up 20%, supporting overall 7% Recurring Revenue² growth on 1H23
- Strong contribution margin³ growth, 22% up on 1H23

Financial Position

NZ\$m	Jun 2024 <i>Unaudited</i>	Dec 2023 <i>Audited</i>	% Change
Cash	20.0	28.5	-30%
Receivables and other current assets	37.4	42.9	-13%
Non-current assets	152.6	149.0	+2%
Current liabilities	(48.0)	(57.3)	-16%
Non-current liabilities	(24.2)	(25.8)	-6%
Net assets / total equity	137.8	137.3	+0%

- Cash position of \$20.0m (\$0.9m net of bank borrowings)
- Cash and undrawn bank facilities of \$42.9m
- Continued strong client collections improving the receivables book

FCF / Cash Usage¹

NZ\$m (Unaudited)	1H22	2H22	1H23	2H23	1H24
Net movement in cash held	(9.1)	(6.0)	(9.2)	(8.0)	(8.7)
Adjust for loan movements	0.1	-	-	(0.4)	(0.8)
Adjust for business transformation items ²	-	-	-	5.0	0.5
Adjust for acquisitions / earn-outs	3.3	-	1.3	-	0.5
FCF / Cash Usage¹	(5.7)	(6.0)	(7.9)	(3.4)	(8.5)
Cash Usage¹ per month	(1.0)	(1.0)	(1.3)	(0.6)	(1.4)

- Working capital was \$3.1m adverse in 1H24³, after a sustained period of positive contribution from strong post pandemic receivables management
- 1H24 Cash Usage¹ when adjusted for working capital movements³ was similar to 2H23
- On track for 4Q24 FCF¹ positive

1. Free Cash Flow (FCF) and Cash Usage are non-GAAP measures and are calculated using the net movement in cash held, less cash applied to business acquisitions / earn-outs, and less cash used to settle exceptional items included within "other gains and losses" (see section 2.3 of the 2024 Interim Report).

2. Business transformation items represents the cash outflow for the business transformation and CEO transition in 2023.

3. Movements in working capital are disclosed in section 3.1 of the Interim Report.

Cashflow

NZ\$m (Unaudited)	1H24	1H23	% Change
Receipts from clients	75.3	78.4	-4%
Payments to suppliers & employees	(70.4)	(71.7)	-2%
Business transformation items ¹	(0.5)	-	
Tax & interest	(1.4)	(0.5)	
Cash flow from operating activities	3.0	6.2	-52%
Capitalised development	(9.2)	(10.8)	-15%
Retriever earn-outs	(0.5)	(1.3)	
Other investing activities	0.2	0.1	
Loan drawdowns	0.8	-	
Other financing activities	(3.0)	(3.4)	
Net movement in cash held	(8.7)	(9.2)	
Opening cash	28.5	46.0	
Foreign exchange differences	0.2	0.3	
Closing cash	20.0	37.1	

1. Business transformation items relate to cash outflow associated with the 2023 business transformation and CEO transition.
2. Net changes in working capital are reported in section 3.1 of the 2024 Interim Report.
3. Free Cash Flow and Cash Usage are non-GAAP measures and are calculated using the net movement in cash held, less cash used / applied to business acquisitions / earn-outs / movement in loans / cash used to settle exceptional items included within "other gains and losses" (see section 2.3 of the 2024 Interim Report).

- Adjusting for changes in working capital², operating cash flows of \$6.1m
- Capitalised development down 15% on 1H23 due to transformation and delivery of Vista Cloud



Outlook

Vista Group Outlook

Strong cost control and accelerated client onboarding leads to margin expansion and 4Q24 FCF¹ positive

- 2024 total revenue guidance of \$148m-\$153m (was \$152m-\$157m)
 - Recurring Revenue² of \$133m-\$137m (was \$134m-\$139m, implied)
 - Non-Recurring Revenue² of \$15m-\$16m (was ~\$18m)
- Free Cash Flow¹ positive in 4Q24
- 2024 EBITDA³ margin of 13-14% (stronger than expected)
- 2025 EBITDA³ margin upgraded to 16-18% (was 15%+)
- On target to achieve December 2025 ARR⁴ of \$175m+

1. Free Cash Flow and Cash Usage are non-GAAP measures and are calculated using the net movement in cash held, less cash applied to business acquisitions / earn-outs, and less cash used to settle exceptional items included within "other gains and losses" (see section 2.3 of the 2024 Interim Report).

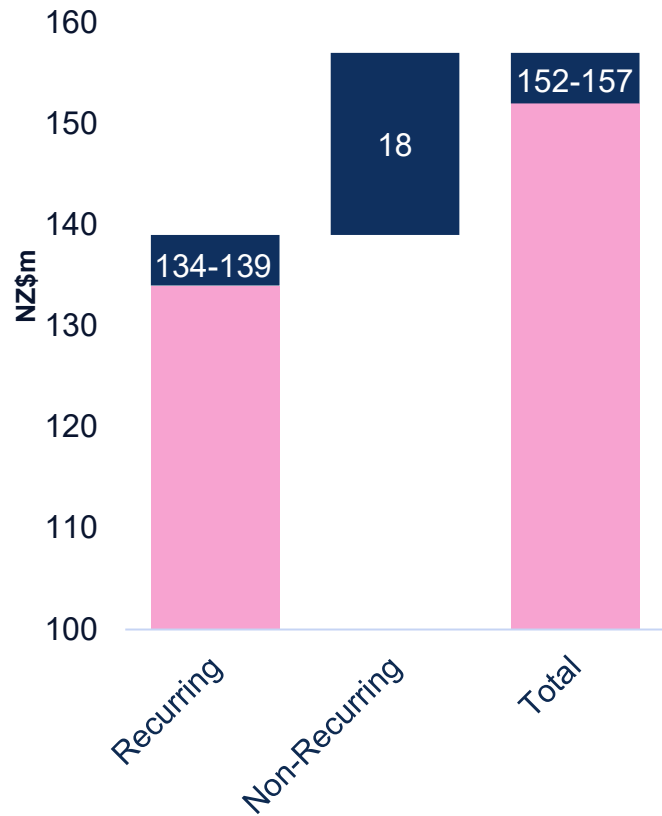
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4. ARR is Annualised Recurring Revenue, calculated as trailing 3 month Recurring Revenue multiplied by four. Aspirations for 2025 ARR assume no delays in key cloud transition projects and no adverse change in industry or operating outlook.

FY24 Recurring v Non-Recurring Guidance

Feb 24 Revenue Guidance



Aug 24 Revenue Guidance



Aug 2024 Key Assumptions:

- Improved 2H24 domestic box office, full year now \$8b+²
- Recovery of non-recurring purchasing of hardware and services

1. Recurring and Non-recurring revenue is defined in section 1 of the 2024 Interim Report.
 2. Source: Omdia.

Guidance and aspirations updated, higher EBITDA¹ margin

	Jun 2024 <i>Actuals</i>	FY24 <i>Guidance</i>	Dec 2025 <i>Aspirations</i>	100% Platform <i>Aspirations</i> <i>(not updated)</i>
Revenue		Recurring \$133m-137m Non-recurring \$15m-16m Total \$148m-153m		
Sites		~800 (~400 on Vista Cloud)	1,600+ (Digital solutions or Cloud)	6,000+
ARR²	\$129m		\$175m+	\$300m+
EBITDA¹ margin	10%	13-14%	16-18% Was 15%+	25-30%+
Free cash flow³		Positive for 4Q24		
Impact of GTV⁴ on Revenue	12%			50%+ (Cinema 60-70%)

1. EBITDA is a non-GAAP measure which is defined as earnings before net finance costs, income tax, depreciation, amortisation, and "other gains & losses" (see section 2.3 of the 2024 Interim Report).
2. ARR is Annualised Recurring Revenue, calculated as trailing 3 month Recurring Revenue multiplied by four. Aspirations for 2025 ARR assume no delays in key cloud transition projects and no adverse change in industry or operating outlook.
3. Free Cash Flow and Cash Usage are non-GAAP measures and are calculated using the net movement in cash held, less cash applied to business acquisitions / earn-outs, and less cash used to settle exceptional items included within "other gains and losses" (see section 2.3 of the 2024 Interim Report).
4. Gross Transactional Value.



Questions

A large, illuminated blue 'V' logo is the central focus, set against a dark, blue-lit background. The scene appears to be a stage or a large event space, with various pieces of technical equipment, including monitors and lighting rigs, visible in the upper portion of the frame. In the foreground, the silhouettes and heads of a crowd of people are visible, suggesting a public gathering or presentation. The overall atmosphere is professional and high-tech.

Appendix

Enterprise Site Count

On-Premises & Vista Cloud: Compared to 30 June 2024

Market	Channel	31 Dec 2023	New Sites ¹	Closures / Losses ¹	30 Jun 2024
Enterprise	Direct	4,630	50	(49)	4,631
	India	1,663	106	(309)	1,460
	China ²	362			362
	Total Enterprise	6,655			6,453
Independent	Veezi	1,008	48	(69)	987
	Veezi China ²	148			148
TOTAL		7,811			7,588

Enterprise Market Share³

46%

1. Management estimate: New sites, closures and losses are aggregated when the split is not known or includes seasonal client changes.
2. China market share not updated, as Vista Group renegotiates its China reseller arrangement.
3. Management's estimate of the Cinema segment percentage of the world market for Cinema Exhibition Companies with 20+ screens, excluding China and India

Thank You



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