



VISTA GROUP 2020 ANNUAL MEETING OF SHAREHOLDERS

28 May 2020

AGENDA



INTRODUCTION & CHAIRMAN'S ADDRESS

KIRK SENIOR



GROUP CEO'S ADDRESS

KIMBAL RILEY

RESOLUTIONS

RESOLUTION 1 – Appointment of Auditors and Auditors' Remuneration

RESOLUTION 2 – Re-election of Brian Cadzow as a Director

RESOLUTION 3 – Re-election of James Ogden as a Director

QUESTIONS

GENERAL BUSINESS

CHAIRMAN'S ADDRESS



VISTA GROUP SUMMARY FROM THE CHAIR



- 2019 strong finish, set up for 2020
- Good Q1 2020, was on track for growth
- Pandemic – Acted swiftly
- Emerging in a very strong position



VISTA GROUP SUMMARY FROM THE CHAIR



Post COVID-19

- A strong balance sheet
- A structure focused heavily on margin growth
- Advanced investment in our critical SaaS project
- A very focused and strong customer relationship
- Great opportunities to grow our market share
- A first-class management team.



GROUP CEO'S ADDRESS



VISTA GROUP – 2019 RESULTS



Solid 2nd half performance underpinned results in line with guidance.

- Group revenue growth of 11% highlighted by 16% growth for core business
- Solid underlying EBITDA performance
- SaaS revenue now 33%, recurring revenue steady at 61% up \$8m
- Good revenue growth and a strong profit improvement from AGC
- Balance sheet remained strong with low debt and a strong cash position
- Vista Cinema market share of Enterprise (20+ screens segment) excluding China was 51%, up from 48%



FINANCIAL HIGHLIGHTS



TOTAL REVENUE

\$144.5m

(up 11%)

RECURRING REVENUE

\$88.2m

(up 11%)

OPERATING PROFIT

\$21.3m

(down 14%)

EBITDA¹

\$31.1m

(down 5%)

OPERATING CASHFLOW

\$15.5m

(down 44%)

¹EBITDA is a Non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation and amortisation, acquisition expenses, capital gains/losses, impairment losses and equity-accounted results from associates and joint venture companies.

OPERATING METRICS OF THE CORE BUSINESSES IN 2019



VISTA CINEMA

Cinema management software for all the world's cinemas

- 857 new sites, 143 in China
- Total 8,059 sites, 1,101 China
- Customers in 116 countries
- Enterprise market share (excluding China) 51%, 40% with China
- Whole cinema market share (excluding China) 40%, 29% with China
- Revenue from non-software ecosystem over \$6m – highlighted by hardware and payment partner fees.

MOVIO

World leading, data driven, marketing tools to the global film industry

- Movio Cinema grew 19%, increasing footprint to 57 countries
- Movio Research Global grew 15%, with 100% of Research revenue now recurring in nature
- Movio Media, digital campaign revenue up 68% in 2019, direct campaign revenue down 16% and slate agreement executed with A24.

THE COVID PANDEMIC



COVID-19 PANDEMIC IMPACTS



MARKET

- Cinemas worldwide closed
- Movie release schedules largely deferred to later in 2020 or 2021.

CUSTOMERS

- Cinema closure impacts customers financial position
- Many cinema customers are unable to pay their accounts on time
- Studio and distributors less impacted to date
- Additional Group Companies businesses – MACCS and Powster – trading satisfactorily.

PEOPLE

- All staff working from home and over 80% are working reduced hours for reduced pay
- Board and exec have volunteered salary sacrifices
- Government wage subsidies help to offset labour costs.



RESPONSE TO COVID-19



PRIORITIES

- Look after our people
- Engage with our customers and actively support them
- Ensure we come through COVID-19 stronger and more agile.

OUR PEOPLE

- All working from home – assisted our excellent IT teams and supported by P&C
- Working from Home – only marginal productivity loss
- Our people leant in to reduce their hours and their income.

CUSTOMERS

- Multi-level engagement with customers
- Agreed payment plans where necessary
- Innovative ideas to support customers
 - Enabling Kerbside pickup in our mobile app for customers
 - Created a Cinema Reopening Kit with features supporting Dynamic Social Distancing, contactless payment and ordering, and contact tracing
 - Partnered with a local NZ firm – Shift72 – to enable cinemas to offer their own TVOD solution
 - Launched Movio Research 2.0 – enabling greater self service – in the USA, UK, and Australia
 - Produced 'Tea with Movio' – a weekly webinar series on best practice.





Cinema Reopening Kit

The Cinema Reopening Kit is a collection of specially curated features to help you adapt your cinema, with a strong emphasis on a self-serve experience, to keep both moviegoers and staff safe and comfortable when you reopen. Discover the key features and moviegoer journey below.



WEB

Book tickets remotely



KIOSK

Self-serve for your moviegoers



MOBILE

Order without direct contact



DIGITAL SIGNAGE

Announce orders for pickup and prevent queues



CXM

Living Ticket - Contact tracing and digital ticketing



F&B

Remote ordering, preparation, and pickup of F&B



POS

Perform contact tracing on orders



INTOUCH

Enforce cleaning measures



SELF SCAN

No more physical exchanges of tickets

WELL POSITIONED FOR RECOVERY POST COVID-19



STRONG FUNDAMENTALS

- Well capitalised
- Leading global provider of software and data analytics solutions to the industry
- Large and loyal global client base
- Business critical solutions
- Pro-actively customers supporting during and post Covid-19
- New business wins over the Covid-19 period
- Excellent support from banking partners.



LOOKING FORWARD - OUTLOOK



LOOKING FORWARD

- The timing of cinema re-opening, and the response of movie-goers once cinemas re-open remains uncertain
- We continue to review our operations and structures to ensure we are best positioned to navigate this uncertainty
- We remain committed to delivering on our major project to transition Vista Cinema to a SaaS future
- We remain in dialogue with our partner in Vista China, however there is no current proposal to revisit our proposed purchase of increased equity (which purchase process we terminated in March).

OUTLOOK

- In March we withdrew our guidance for 2020 and given the level of uncertainty in the industry globally, that remains the case.



RESOLUTIONS



RESOLUTIONS



- **Resolution 1** – That the Board is authorised to fix the fees and expenses of PwC as auditor for the ensuing year.
- **Resolution 2** – That Brian Cadzow be re-elected as a Director of Vista Group.
- **Resolution 3** – That James Ogden be re-elected as a Director of Vista Group.



03/27/20
Gross Box Office
15,160.88
3,715.00
2,951.50
2,490.00
2,445.00

RESOLUTIONS



Resolution 1 – That the Board is authorised to fix the fees and expenses of PwC as auditor for the ensuing year.

RESOLUTIONS



Resolution 1 – That the Board is authorised to fix the fees and expenses of PwC as auditor for the ensuing year.

Confirmation of Proxies:

- Proxies and Postal Votes received:
 - For 157,535,337 (99.61%)
 - Proxy discretion 606,613 (0.38%)
 - Against 5,808 (0.01%)
 - Abstain 110,453

RESOLUTIONS



Resolution 2 – That Brian Cadzow be re-elected as a Director of Vista Group.

RESOLUTIONS



Resolution 2 – That Brian Cadzow be re-elected as a Director of Vista Group.

Confirmation of Proxies:

- Proxies and Postal Votes received:

• For	156,179,297	(98.75%)
• Proxy discretion	606,567	(0.38%)
• Against	1,366,009	(0.87%)
• Abstain	106,338	

RESOLUTIONS



Resolution 3 – That James Ogden be re-elected as a Director of Vista Group.

RESOLUTIONS



Resolution 3 – That James Ogden be re-elected as a Director of Vista Group.

Confirmation of Proxies:

- Proxies and Postal Votes received:

• For	157,476,608	(99.56%)
• Proxy discretion	606,567	(0.38%)
• Against	84,389	(0.06%)
• Abstain	90,647	

QUESTIONS

GENERAL BUSINESS



CLOSING



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