



**VISTA**  
**GROUP**

**VISTA GROUP 2017 AGM : Event Cinema 6, Gold Class**  
**25 May 2017**

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

# AGENDA



- **Introduction**
- **Chairman's Address**
- **Group CEO Address**
- **Questions on Annual Report & Financial Statements**
- **Business Resolutions**
  - Resolution 1 – Remuneration of Auditors
  - Resolution 2 – Re-election of James Ogden as a Director
  - Resolution 3 – Re-election of Brian Cadzow as a Director
  - Resolution 4 – Election of Cris Nicolli as a Director
- **General Business & Questions**
- **Afternoon Tea in the Gold Class Lounge**



# CHAIRMAN'S ADDRESS KIRK SENIOR





# GROUP CEO ADDRESS MURRAY HOLDAWAY





# VISTA GROUP UPDATE

- Founded 1996 & listed on NZX/ASX in Aug 2014 with market cap of \$187M; today that is \$501M. CGR of 45% p.a
- 530+ staff & offices in 10 offices:
  - Auckland, Sydney, London, LA, Dallas, Holland, Shanghai, Romania, Cape Town, Beijing
- Completed the acquisitions of:
  - 50% of Cinema Intelligence, a Dutch software company specialising in predicative analytics & intelligence solutions for cinema exhibitors
  - 50% of Powster, a UK based provider of movie websites & marketing platforms to Film studios & distributors
  - 100% of Flicks NZ & Australia
- Completion of the new venture in China which transitioned Vista China to an associate company in the second half of 2016



— VISTA ENTERTAINMENT SOLUTIONS —

MOVIO

maccs

numero



CINEMA INTELLIGENCE  
Your competitive advantage

POWSTER

FLICKS

# THE STRENGTH OF VISTA GROUP

- Consistent strong revenue growth
- Strong annuity revenue
- Sustained profitability as we continue to invest
- Positive operating cash generation
- Dividend payer
- Leading global position in an expanding film industry



# Result Highlights



- **Strong 35% revenue growth for the consolidated Vista Group to \$88.6m over FY2015**
- **Performance compared to FY2015:**

NZ\$m	31 December 2016	31 December 2015	
Revenue	88.6	65.4	35.5%
EBITDA <sup>1</sup>	17.6	15.1	16.6%
Trading Net Profit <sup>2</sup>	12.0	10.1	18.8%
Net Profit Before Tax	53.0	10.1	724.1%

- Investment in 3 strategic acquisitions during the first half of FY2016
- Completion of a major strategic transaction in China, the fastest growing film market in the world
- Increased investment in product enhancement and commencement of work on new platforms for growth. Includes a social application for moviegoers and a platform to connect various parts of the cinema industry that has arisen from our China experience.
- Headcount growth to support the business in a tight labour market. Headcount (excluding new acquisitions in FY2016) has increased 24% (104) to 474. Total headcount (including acquisitions) is 532.

## Outlook for FY2017 continues to look positive

<sup>(1)</sup> EBITDA is defined as earnings before depreciation and amortisation (\$3.3), net finance expenses, income tax and the expense accrual related to the VCL deferred consideration.

<sup>(2)</sup> Trading Net profit is defined as Net Profit Before Tax excluding capital gains on the sale of shares in subsidiaries



# VISTA GROUP – TRADING METRICS

## TOTAL REVENUE ANALYSIS

**30%**

AVERAGE REVENUE  
GROWTH PER YEAR  
FOR LAST 3 YEARS

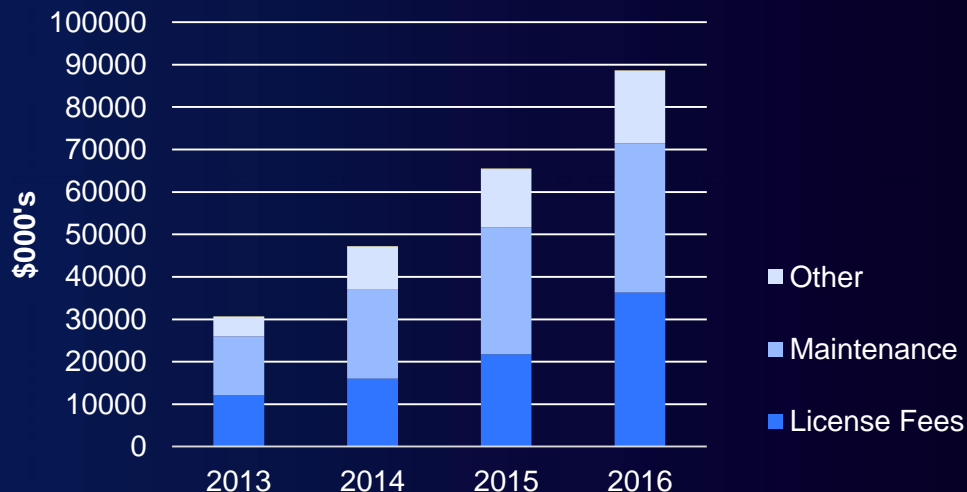
**35%**

REVENUE GROWTH  
OVER FY2015  
\*28% EXCL. ACQUISITIONS

**32%**

INCREASE IN VALUE OF  
RECURRING REVENUE to \$53.2m

## REVENUE ANALYSIS



# FINANCIAL PERFORMANCE – METRICS



## UNDERLYING EBITDA\*

↑ **2% POINTS  
TO 22%**

FROM 2015

## TRADING RECEIVABLES

**IN LINE WITH  
REVENUE**

EXCLUDING CHINA TRANSACTION  
RECEIVABLE OF \$35.5M

## CAPITAL INCREASE

↑ **\$7.9M**

ISSUE OF NEW SHARES TO  
WEPIAO FOR 2.0% HOLDING

## OPERATING CASHFLOW

+ **5.4m**

POSITIVE BUT SUPPRESSED BY DELAY  
IN CHINA TRANSACTION PAYMENTS

## NEW INVESTMENTS

**\$12.1m** NEW VENTURES  
**\$4.4m** CAPITALISED DEVELOPMENT

## DIVIDEND

**4.61 cents p/share**

FIRST DIVIDEND AT TOP END OF  
POLICY RANGE (50%)

\* Underlying EBITDA is EBITDA less foreign currency gains and losses and has the impact of the acquisitions in 2016 removed.



# VISTA CINEMA

Largest Group subsidiary outperformed growth forecasts for third year in a row. Revenue growth 20%+ in FY2016.

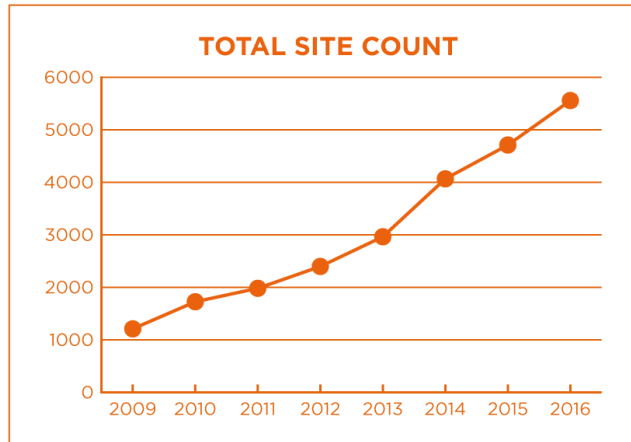
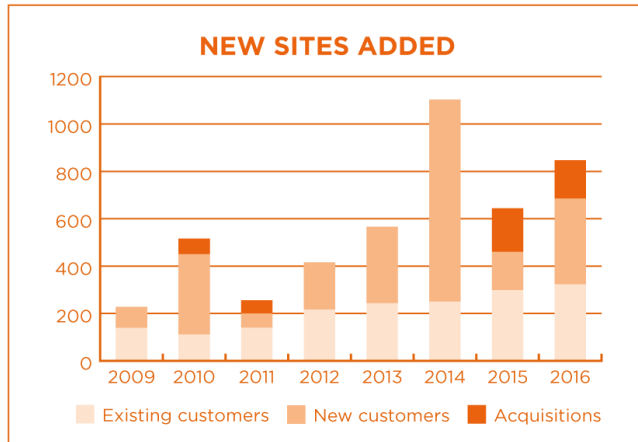
847 new cinema sites added (includes 161 from CCG) to bring global total to 5,557. In addition 285 installations at customer owned small retail outlets.

Estimate 38% of large circuit market (global). Total Global screen growth still strong.

New office in South Africa to support market. New customer Ster Kinekor largest exhibitor in Africa. The office will support opportunities in the growing African market.

Advanced developments on existing products and new initiatives for future growth.

Investment in staff to support the business.



Site number growth of 52% to 532 at year end across 20 countries.

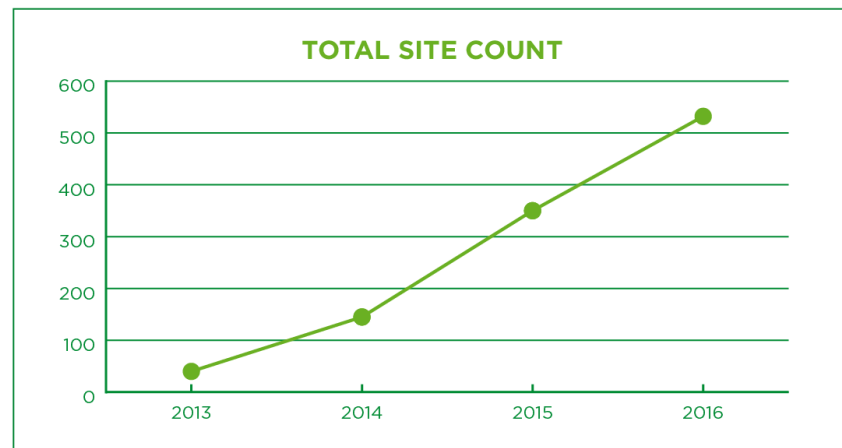
Addressable market size approximately 25,000 Cinemas.

ARR strong at \$5,750 per annum per site (\$480 per month).

New agreement with Film Industry Organisation in Sweden with significant opportunity in 2017.

French certification achieved and first site live. Wider market entry planned for 2017.

China SARFT approval gained and first site live in late 2016.



**\$3.06m**

Annualised Recurring Revenue (ARR)

**532**

Global total of contracted sites



**MATTHEW PREEN**  
General Manager

# MOVIO

On track with their mission: To revolutionise the way film distributors and cinema exhibitors interact with moviegoers.

## Movio Cinema

Increased customers from 37 to 50 of the world's largest cinema circuits including AMC (USA), Ster Kinekor (SA) and Vue (UK).

## Movio Media

New multi-year deals signed with Sony, Warner Bros., Lionsgate. Significant opportunities opened up in the digital media space.

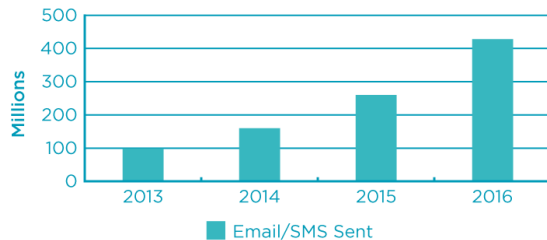
## 2017

Increasing the volume of active moviegoers via new data sources including online transactions.  
Extending the campaign offering to incorporate digital media (web, mobile, social).  
Introduce Media Agency offering.

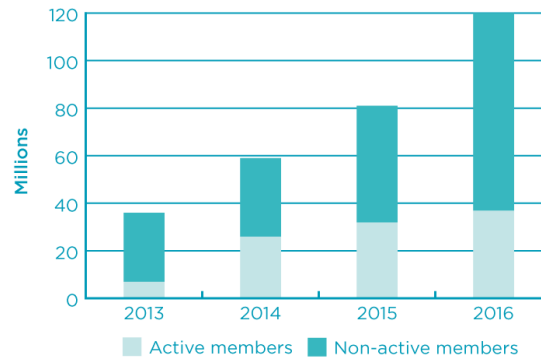
**\$305**

Total revenue per 1,000  
active members

### EMAIL GROWTH



### MEMBER DATABASE



**WILL PALMER**  
Chief Executive  
& Co-founder



# MACCS & MACCSBOX

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## **Maccs – Movie ACCounting System**

Theatrical distribution software providing a logistics and financial solution.

## **MaccsBox – Theatrical Value Chain**

Collects audited box office results (eBor) centrally and provides them to distributors, and enables automated invoicing and collection systems.

### **2016**

Completed the Warner Bros. domestic enhancements and the release of Maccs 9.0.

Commenced development of cloud based application for smaller distributors.

Introduced MaccsBox to the USA.

### **2017**

Warner Bros. Went live Q1 2017.

Renewed focus on USA sales following successful Warner Bros. implementation

Further country rollouts of MaccsBox.



**BURT HULS**  
Chief Executive  
& Founder



# POWSTER

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Provides world-leading film marketing products including interactive content to promote films.

Marketing platform for movie studios, powering the world's biggest films. One destination per film with all cinemas and show-times listed.

## 2016

All six major studios using Powster platforms in the US.

Joined Vista Group.

Doubled staff across London and Los Angeles.

## 2017

Opening of Los Angeles studio creating further business with the major studios.

Launch Trailered, a new web destination that enables moviegoers to consume trailers in a completely new way.

Launch of VR show times.



Provides business intelligence solutions for exhibitors, to enable optimising forecasting, planning and scheduling of movies.

## 2016

Opened LA office.

Global expansion – running implementations on three continents.

Released new forecasting module.

## 2017

Build more integration to Vista.

Strong focus on North America.



**CLAUDIU  
TANASESCU**  
CEO

## Authoritative Australasian movie and cinema guide

Moviegoer access nationally for every movie playing; cinemas, session times, booking links, videos and trailers, reviews (user and critical) plus editorial from Australasia's best industry contributors.

### 2016

Best year for advertising revenues and best year to date for total website visitors.

### 2017

Build Australian visitation rates advertising revenue.

Commence presence in new territories.

Release new SaaS based website product for small cinemas.



PAUL  
SCANTLEBURY  
CEO

Tracks daily results at cinema level & reports to Film Studios, Distributors & Exhibitors.

SaaS product for film distributors and exhibitors.

### 2016

Achieved nearly 100% collection in Australia and New Zealand markets.

Commenced moving major studios from trial licenses to full licenses.

Commenced collecting data from China and now collecting data from 8,000 Chinese cinemas.

### 2017

Selling China service to major LA studios.

Building services in new territories.



**SIMON BURTON**  
Chief Executive

## NEW DEVELOPMENTS

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- **Vista Cloud**

Commenced platform change for our enterprise Vista Cinema product to provide customers the choice of an on premise or hosted deployment. First parts to be released in 2017.

- **Social Media App**

A new mobile social application based around films and television content.

- **movieXchange - Media**

New SaaS application to assist exhibitors and distributors with the management of digital marketing content. Released at CinemaCon March 2017.

- **movieXchange - Tickets**

A new platform offering for exhibitors to make it easier to access the growing number of cinema ticketing sales channels. New revenue streams expected in 2017.

- **MovieTeam**

Released new SaaS Cinema focused staff management and scheduling product. Multiple customers signed up and we continue to invest in the product.

- **Movio Media Digital Agency**

An extension of Movio Media to enable Movio to participate in the online and social media advertising world.



**DEREK FORBES**  
COO, Vista Group



# QUESTIONS





# BUSINESS RESOLUTIONS

- Resolution 1 – That the Board is authorised to fix the auditors remuneration.
- Resolution 2 – That James Ogden be re-elected as a director of Vista.
- Resolution 3 – That Brian Cadzow be re-elected as a director of Vista.
- Resolution 4 – That Cris Nicolli be elected as a director of Vista.

# BUSINESS RESOLUTIONS

## Confirmation of Proxies:

- Resolution 1 – That the Board is authorised to fix the auditors remuneration.

- Proxies held by the Chair

• For	44,539,594	(54.14%)
• Proxy discretion	363	( 0.00%)
• Total For	44,539,957	(54.14%)

# BUSINESS RESOLUTIONS

## Confirmation of Proxies:

- Resolution 2 – That James Ogden be re-elected as a director of Vista.

- Proxies held by the Chair

• For	44,103,110	(53.61%)
• Proxy discretion	363	( 0.00%)
• Total For	44,103,473	(53.61%)
• Against	436,484	( 0.53%)

# BUSINESS RESOLUTIONS

## Confirmation of Proxies:

- Resolution 3 – That Brian Cadzow be re-elected as a director of Vista.

- Proxies held by the Chair

• For	44,539,594	(54.14%)
• Proxy discretion	363	( 0.00%)
• Total For	44,539,957	(54.14%)

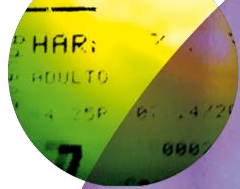
# BUSINESS RESOLUTIONS

## Confirmation of Proxies:

- Resolution 4 – That Cris Nicolli be elected as a director of Vista.

- Proxies held by the Chair

• For	44,539,594	(54.14%)
• Proxy discretion	363	( 0.00%)
• Total For	44,539,957	(54.14%)



# GENERAL BUSINESS FURTHER QUESTIONS CLOSING







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**VISTA GROUP 2017 AGM**

**25 May 2017**

