

Market Announcement

8 May 2015, Vista Group International Ltd, Auckland, New Zealand

Presentation to Australian Investor Conference

Please find attached our presentation for the Macquarie Australian Investor Conference.

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VISTA
GROUP

VISTA GROUP – MACQUARIE CONNECTIONS

May 2015

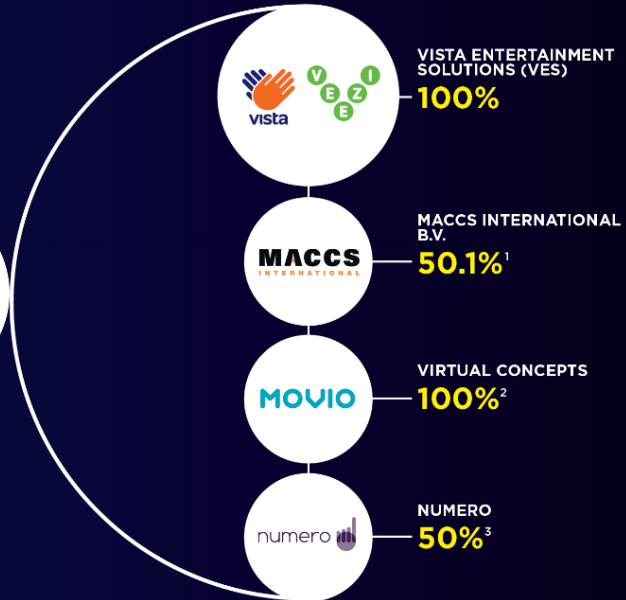




VISTA GROUP INTRODUCTION

Business snapshot

- > New Zealand headquartered company that is a global leader in film industry software
- > Vista Group founded 1996 and listed on the NZX and ASX in August 2014 with a free float of \$92.5m, raising \$40.0m in new capital. Market Cap now 416M NZD.
- > Global footprint of sales and support with 300+ staff across 6 offices in Auckland, Sydney, London, Los Angeles, Holland and Shanghai
- > Core of business is cinema software with 4,000+ installed sites in over 60 countries. 330% growth since 2009
- > Provides software to the film distribution industry through MACCS
- > High growth data analytics through Movio and Numero – cloud based SaaS solutions
- > PFI forecasts run through to December 2015





VISTA GROUP FINANCIAL PERFORMANCE

FY14 Result Highlights

OPERATING METRICS

Strong cinema performance with total of 1103 new sites installed during 2014. VEEZI sites installed met target.

PFI ACHIEVEMENT

Revenue up \$2.0M or 4% - 47.2M actual vs 45.2M PFI.

Profit attributable to shareholders up \$0.6M or 17% - \$4.0M vs \$3.4M.

INVESTMENT AND STRATEGY

Conditional agreement to acquire US based Ticketsoft. Successful integration of Movio and MACCS operations to the Group. New Movio products hitting development targets

Trading Performance



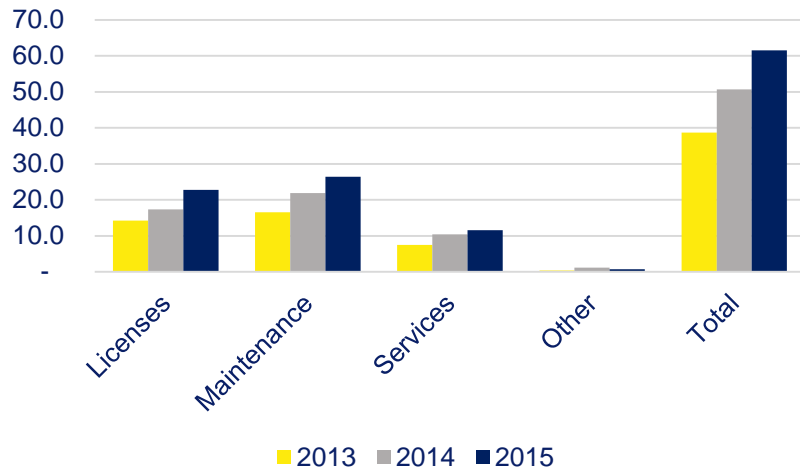
All figures in \$m's	2014 ACTUAL		2014 PFI		2013 Actual	
TRADING	\$		\$	%	\$	%
Revenue	47.2		45.2	4.4%	30.5	54.8%
Operating Expenses	40.6		39.0	4.1%	22.4	81.3%
Operating Profit	6.6		6.2	6.5%	8.1	-18.5%
Net Profit attributable to Shareholders	4.0		3.4	17.6%	5.7	-29.8%

Note : percentages are 2014 actual increase/decrease to the PFI number and the 2013 actual number

- > Revenue supported by strong performance from cinema with DADI rollout and Regal implementation completion
- > IPO offer costs controlled (\$1.8m expensed vs \$1.7m in PFI)
- > Costs of share based payments (\$1.0m) expensed in the result
- > Slightly higher tax expense due to level of non-deductible expenses through IPO process and beyond

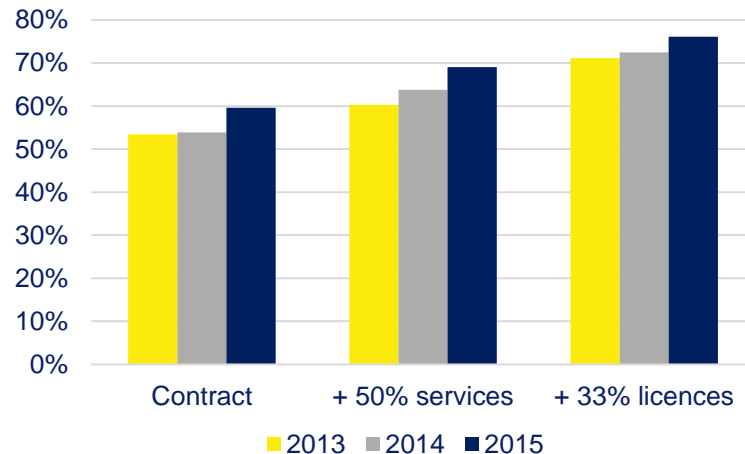
Revenue Components

Revenue by Type



- > Growth in all categories of revenue
- > Growth in maintenance due to increase in new licence sales
- > Based on pro forma – full years of all subsidiaries for 2013 & 2014

ARR as a % of Revenue

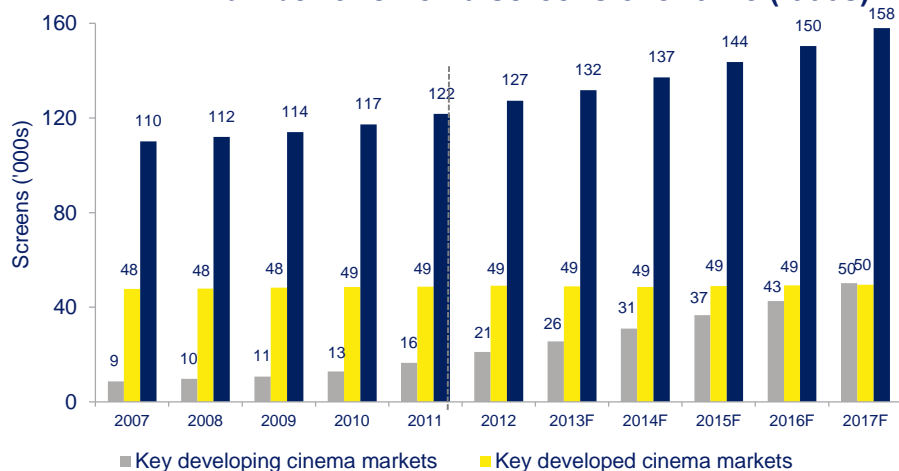


- > Base = recurring licences + maintenance + contracted services
- > +50% services – because services are consistent from existing customers we consider around 50% to be “recurring”
- > +33% licences – as a proportion of new licence revenue are sales to existing customers as they install new sites or take new software we consider this to be recurring

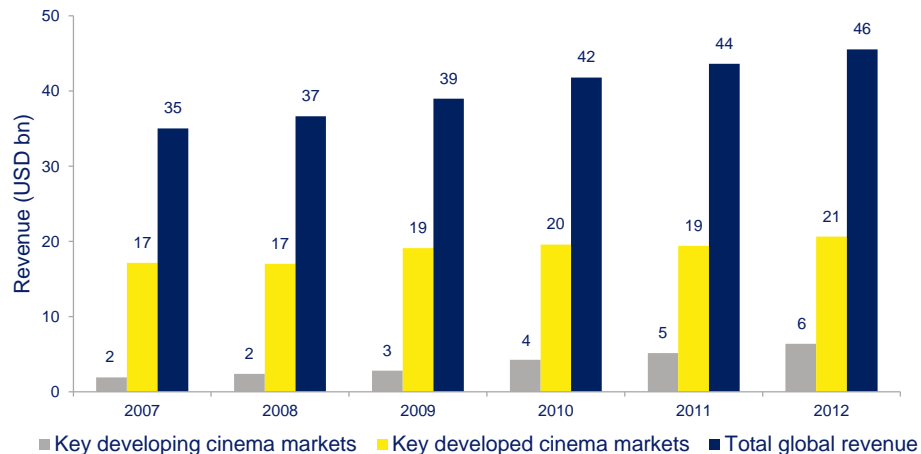
Trends in cinema exhibition

- > **The number of screens is particularly relevant to the Vista Group's business model**
 - Global number of screens have grown at a historic 2007 – 2012 CAGR of 3.0% and are forecast to grow at a CAGR of 4.4% over the next five years
 - Growth in the number of screens is being driven by the growth of consumer buying power in developing economies
 - Growth in multiplex cinema exhibitors in developing markets

Number of cinema screens over time ('000s)



Cinema revenue over time (USD billion)

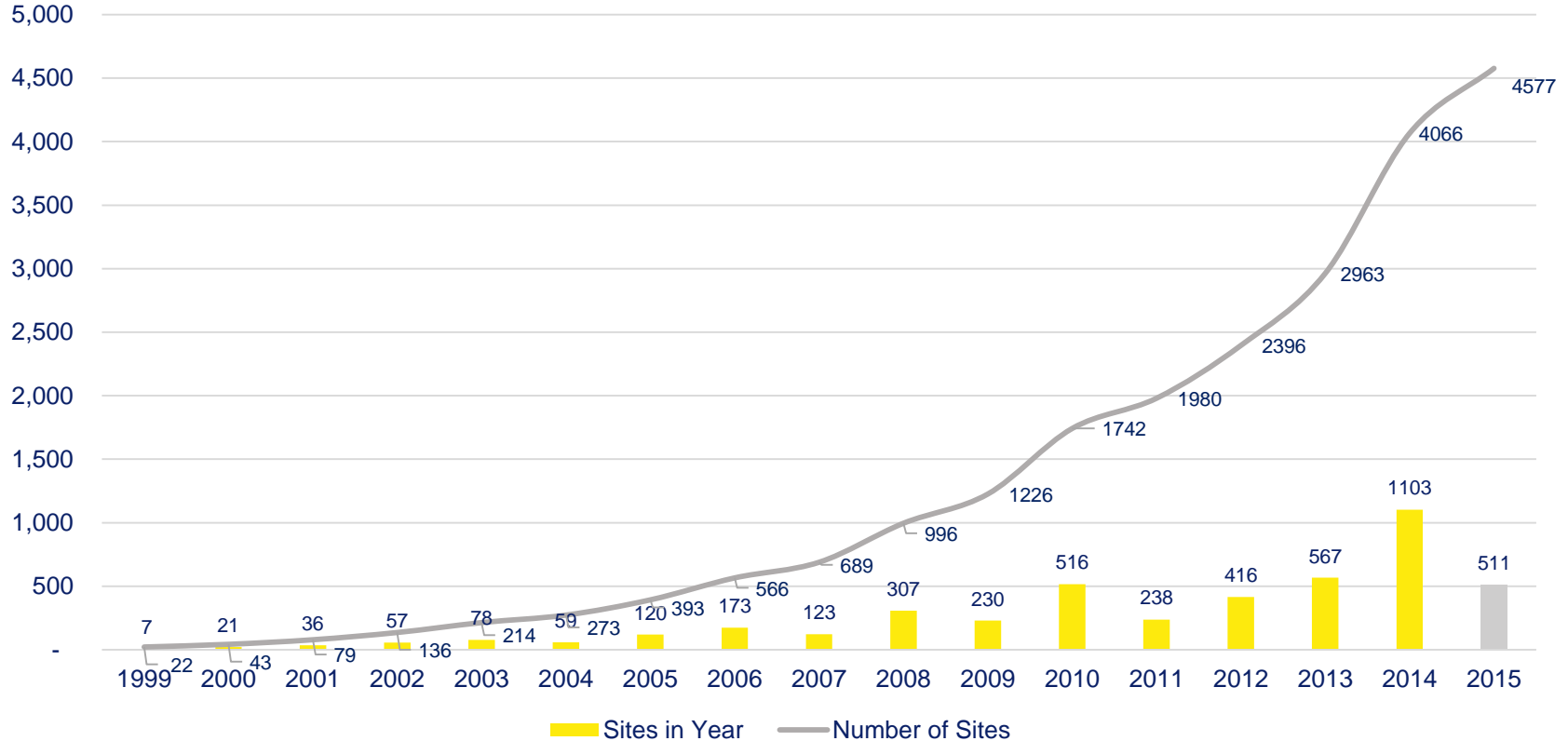


1. Source: Dodona

2. Developed cinema markets include the USA, the UK, Canada, Australia and New Zealand

3. Developing cinema markets include China, Thailand, United Arab Emirates, Romania, Russia, Chile, Colombia and Brazil

Growth in Sites



89% CANADA
2,067/2,323 screens

38% USA
11,318/30,050 screens

98% CENTRAL AMERICA
4,995/5,108 screens

19% SOUTH AMERICA
877/4,713 screens

24% EUROPE
4,076/16,865 screens

45% AFRICA
973/2,172 screens

28% ASIA
4,330/15,291 screens

84% AUSTRALASIA
1,380/1,636 screens

38% WORLD WIDE
30,016/78,158 screens



WORLD REACH

Vista Entertainment Solutions percentage of the market –
for Cinema Companies with 20+ screens



VISTA GROUP GROWTH OPPORTUNITIES

Vista Entertainment Solutions

> Strong performance

- Sites installed in 2014 was 1103. Almost 2 times our previous record
- Revenue up on PFI expectation and 30% higher than 2013 actual

> Significant Customer Installations

- Regal Cinemas rollout completed of 583 sites ahead of original schedule
- DADI cinemas. 230 sites in total completed with 210 implemented in 6 weeks

> Market share increasing

- New customers in USA, Indonesia, China, Middle East, Eastern Europe
- Continuing expansion from existing customers in Latin America, USA, Europe

> Investment continuing to maintain future potential

- Development and customer support resources
- Opportunity in China, France, Brazil, Russia and Japan
- Ticketsoft acquisition
- New French business partner

- > Reached 150 installed sites by 31 December 2014
- > Revenue building steadily with SaaS model
- > Sales and marketing model refinements resulting in more opportunities
- > Development of the product to address more market requirements – esp. USA
- > Working on expansion to additional markets beyond USA, Australasia and UK

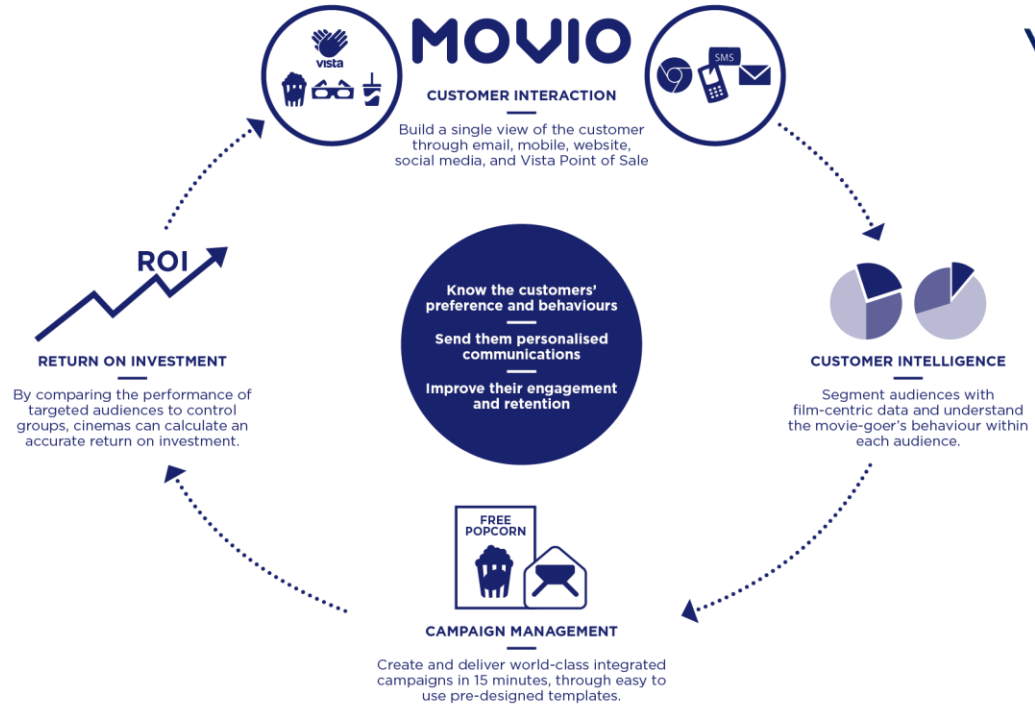
3,000 independent cinemas in the US alone and **20,000₊₁** world wide

1. Management estimate



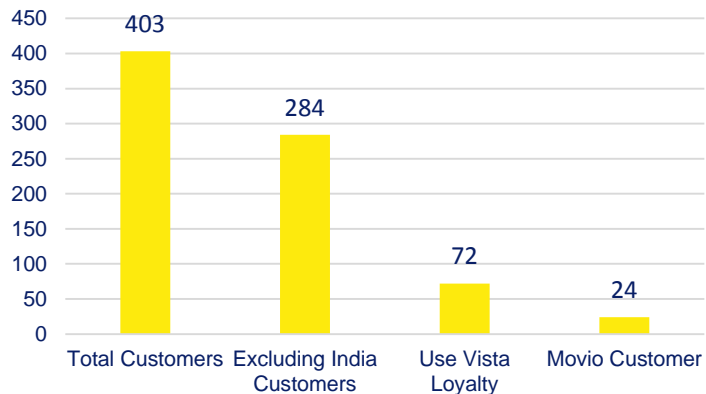
Movio

- > Performance since full acquisition on target
- > Movio Media completed BETA test with studios and 1st version in production
- > Continuing to expand through the Vista cinema client base in additional territories
- > Movio functionality acting as a drawcard for Vista cinema to potential customers
- > Technology platform use for Numero



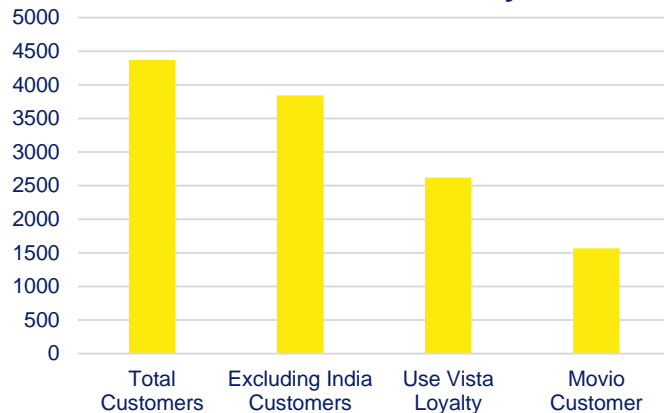
Movio Penetration within Vista Loyalty Customers

Penetration measured by customers



- > Indian customers excluded. High Indian attendance rates mean Loyalty is not a key requirement
- > Loyalty module is used by 25% of non Indian customers
- > Movio has penetrated 33% of the Vista customers that use Loyalty
- > Movio is now acting as a driver for some new Loyalty module sales to existing customers

Penetration measured by site



- > The customers that do use Loyalty are our larger customers. While only 25% of non Indian customers use Loyalty these represent 68% of cinema sites
- > Movio's penetration of these sites is 59% compared with 33% of the customers

Summary

- > **Group Financial performance in excess of PFI for 2014**
- > **Vista Cinema - Key customer implementations in 2014 of the largest cinema exhibitors in the USA and China**
- > **New cinema sites installed 1103, bringing total installed site to over 4,000. Strong support for recurring revenue base**
- > **Movio continues to add exhibitor clients and is well positioned for their studio products, strong growth prospects**
- > **Other business units in strategically strong positions to deliver the performance expected in 2015**
 - Number of Veezi sites continuing to grow
 - MACCS is making headway in USA
 - Numero collection of Box Office in Australia now > 90%
- > **2015 will be biggest box office year in history**





END

