



Market Announcement

1 March 2022, Vista Group International Limited, Auckland, New Zealand.

Vista delivers big screen result

[Auckland, NZ, 1 March 2022]: Vista Group International (NZX & ASX: VGL) announces its 2021 Full Year result today, reporting strong moviegoer attendance globally, commercialisation of Vista Cloud and stronger competitive position.

Highlights

- Achieved 2H21 revenue, EBITDA¹ and cash guidance
- Strong box office off the back of *Spider-Man: No Way Home*, North American Domestic market >US\$2b 4Q21
- Stabilised market conditions, cinemas largely open and blockbuster movies released on schedule
- First Vista Cloud customer live and delighted
- Retriever purchase cash and profit positive, supports long term competitive position

Key Financial Highlights

- Revenue of \$98.1m (up 12% on 2020) within guidance range
- Recurring revenue¹ of \$81.4m (up 24% on 2020)
- EBITDA¹ profit of \$6.5m, improvement of \$17.9m on 2020
- Positive 2H21 EBITDA¹ excluding expected credit loss and foreign exchange of \$1.3m
- Positive operating cashflow of \$11.3m, up 277% on 2020
- Cash of \$60.4m, up \$2.3m from 30 June 2021. Net cash² of \$43.6m

Key Operational Highlights

- Maintains 51% market share of the 20+ screens segment excluding China
- Good progress with Vista Cloud and Vista Digital – improved opportunities for growth
- Expansion and retention of talent is a key focus for 2022
- New customers in Vista Cinema, Veezi, Mica. Vista Cinema expands Odeon footprint.

Please refer to the following documents that accompany this announcement for full details of the result.

- 2021 Annual Report
- 2021 Full Year Result Investor Presentation
- 2021 Full Year Result Media Announcement
- 2021 Full Year NZX Results Announcement

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¹ See sections 2.1 and 2.2 of the Financial Statements in the 2021 Annual Report for the definition and reconciliation of recurring revenue and EBITDA.

² Net Cash is total cash less total borrowings