



MARKET ANNOUNCEMENT

26 October 2022, Vista Group International Ltd, Auckland, New Zealand

Vista Group outlines increased ambition through platform-focused strategy at Investor Day, detailing path to support the cinema of the future

- The platform will deliver innovation to cinema clients and align revenue with their success
- Very positive client response to the platform, combined with strengthening industry and box office figures
- Vista Group's platform strategy targets long term Group ARR of \$NZD300m+
- Inflection point in late 2024 expected to deliver free cash flow by the end of 2025 and beyond

At its Investor Day today, Vista Group (NZX ASX VGL) will present its platform-focused strategy to achieve operating and financial targets. Members of Vista Group's executive team will outline how the Group's strategy to expand its core platform and grow market share will see the company target long-term Group annual recurring revenue (ARR) of \$NZD300m+.

Vista Group's three-pronged strategy will see the company continuing to support clients to rebuild their businesses; expand the core platform for maximum value; and create and invest in new opportunities.

The SaaS building blocks of the platform include cinema management solution, Vista Cloud; Vista Digital's self-service digital sales channels; and Movio's new marketing data analytics and campaign management solution.

Vista Group's Investor Day presentation comes as the industry continues to rebound, with strengthening moviegoer attendance and movies setting new box office records.

Vista Group will detail significant inflection points in late 2024 and 2025 as existing on-premises clients transition to the platform and new clients come on board. The company is targeting 1600-2400 sites on the platform by the end of 2025 with Group ARR of \$NZD175m-\$NZD205m. Vista Group can execute the strategy with its existing funding.

Vista Group will also present today an abridged presentation at the Jarden Future Leader Conference – a copy of that presentation is also attached to this announcement.

Attached documents:

- 1) 2022 Investor Day Presentation
- 2) 2022 Investor Day Press Release
- 3) Jarden Future Leader Conference Presentation

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