



vista

numero

MOVIO

maccs

POWSTER



FLICKS

FY23 Half Year Results

25 August 2023

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Agenda

- 01** Our Business **Stuart Dickinson** | Chief Executive Officer
- 02** Financial Results **Matt Cawte** | Chief Financial Officer
- 03** Questions

Vista Group's **purpose** is to bring more people together to **experience the magic** of movies and cinema by creating the platform that **connects the industry** and **powers the moviegoer experience**

Financial Highlights

Total Revenue

\$69.7m +12%

Recurring Revenue¹

\$60.5m +13%

SaaS / Cloud Revenue¹

\$21.1m +17%

ARR²

\$118.3m +6%

EBITDA³

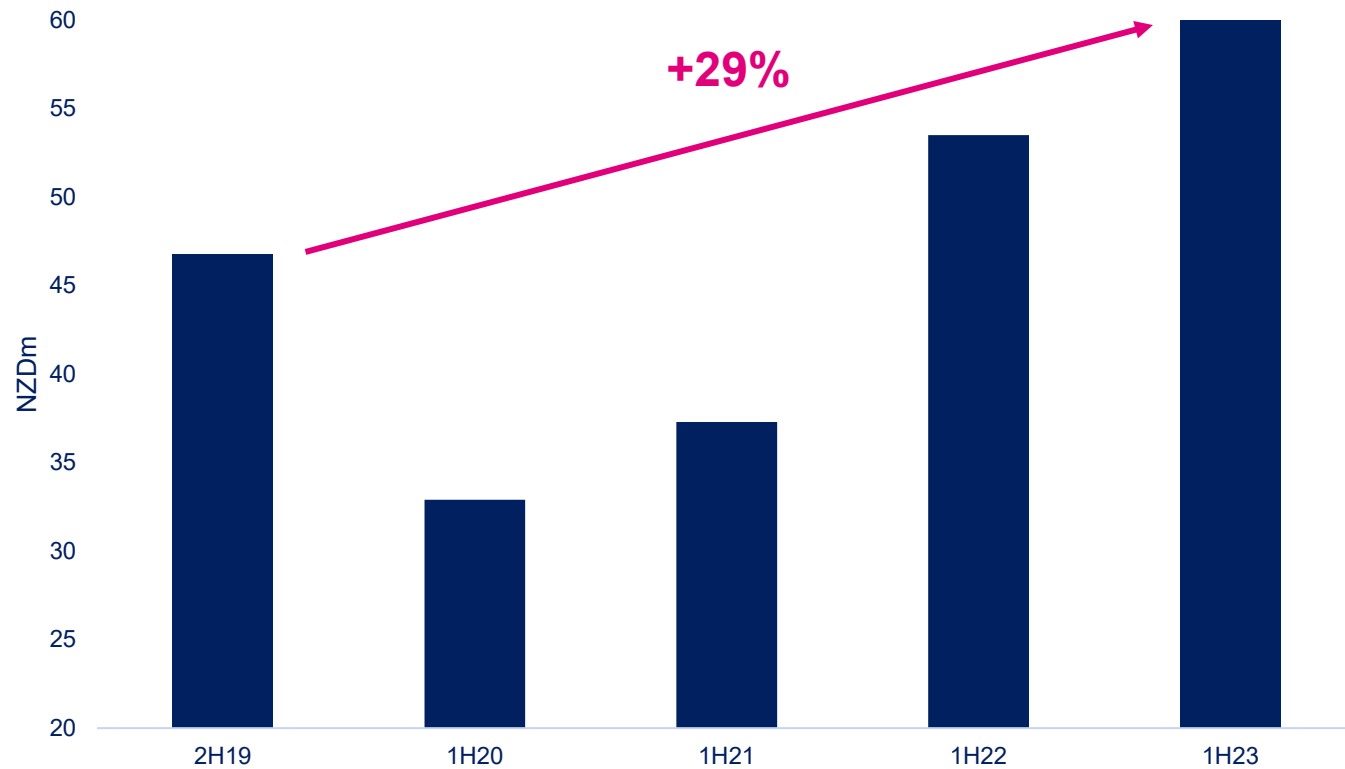
\$2.5m -19%

Operating Cashflow

\$6.2m +22%

1. For definitions of Recurring Revenue and SaaS Revenue, refer to section 2.1 of the 2023 Interim Report.
2. ARR is Annualised Recurring Revenue, calculated as trailing 3 month Recurring Revenue multiplied by four.
3. EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation, amortisation, "other gains and losses" (see section 2.3 of the 2023 Interim Report) and share of equity accounted results from associates.

Recurring Revenue Growth



1H23 Recurring Revenue¹
has increased 29% from
2H 2019

1. Recurring Revenue is defined in section 2.1 of the 2023 Interim Report.

Vista Group Outlook

- 2023 revenue guidance of \$142m – \$147m range
- Free cash flow positive expected 4Q 2024
- Transformation underway to drive greater client alignment / outcomes and deliver improved financial performance

Strategic Priorities

01

Support our
clients to thrive

02

Expand our core
platform and
deliver value

03

Create and invest in
new opportunities

The world of movies...gets bigger

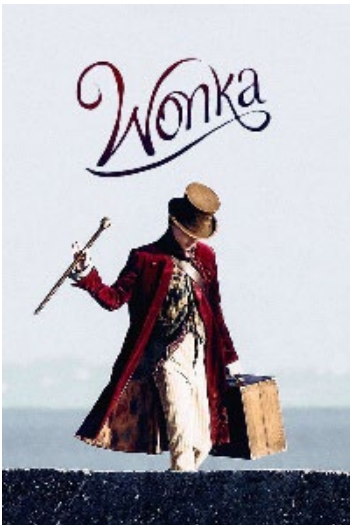
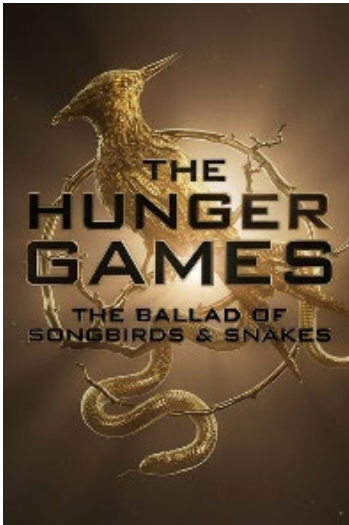
Mega movie titles see audiences flock to theatres

- Q2 global box office produces best quarterly result since 2019
- *The Super Mario Bros. Movie* was the biggest worldwide opening ever for an animated title
- *Creed 3*, *John Wick 4* and *Scream 6* opened to franchise-best numbers
- Diversity of content continues to improve and delivers broader audience to cinemas
- '*Barbenheimer*' opening weekend in July was the best domestic box office since April 2019, with many circuits reporting best admissions revenue in their history

"[*Barbenheimer*] is a victory for cinema."

Francis Ford Coppola, July 2023

Upcoming 2023 Blockbusters



Industry outlook

- Strong blockbusters with original content drive excitement for the cinema experience
- Studio pipeline of more diverse content announced for 2023 and 2024, potential headwind from writers and actors strikes
- Apple and Amazon movies on release schedule
- July box office 105% of 2019
- Cinema operators reporting positive cash performance

US\$2 Billion
Combined global box office

01



US\$1.3B



US\$0.7B

Addressing our clients' needs

What our clients want

- Greater customer/moviegoer intimacy
- Expanded digital reach and engagement
- Operating efficiency, reduced costs
- Connected actionable data to drive decision making
- Expanded offerings – the movie and more
- Technology solutions to connect the industry

Studio /
Distribution
clients



Cinema /
Exhibition
clients



Exhibition platform momentum

Vista Cinema / Movio

Vista Cinema

Cinema management software used by the world's largest cinema exhibitors

- Total revenue **up by 9%**
- Strong client interest in Vista Digital adoption as stepping stone to Vista Cloud
- Staggered Vista Cloud migration journey received well at CineEurope
- Vista Oneview app live with pilot client ahead of September 2023 launch

Movio

Global leader in data-driven marketing, providing products and services to exhibitors, studios and film advertising specialists

- Total revenue **up by 8%**
- Rollout of Movio Cinema EQ on track for full migration by EOY
- Making analytics actionable with a smarter approach to movie marketing

Vista Cinema Total Revenue

\$47.5m

up 9% vs 1H22

Movio Total Revenue

\$9.7m

up 8% vs 1H22

Site count¹

Compared to 31 December 2022

Market	Channel	31 Dec 2022	New Sites ¹	Closures / Losses ¹	30 Jun 2023
Enterprise	Direct	4,984	62	(62)	4,984
	India	1,613	71	(192)	1,492
	China	355	3		358
	Total Enterprise	6,952	136	(254)	6,834
Independent	Veezi	956	19		975
	Veezi China	147		(1)	146
TOTAL		8,055	155	(255)	7,955

Enterprise Market Share²

50%

1. Management estimate - market data is less available post-pandemic. New sites, closures and losses for China are aggregated.

2. Vista Cinema percentage of the world market for Cinema Exhibition Companies with 20+ screens, excluding India and China.

Create new opportunities

Additional Group Companies (AGC)

Numero • Maccs

Box office reporting and world leading theatrical distribution software

- Combined total revenue **up by 23%**
- Numero's presales comparison feature launched in June to great studio acclaim
- Good geographic expansion continues to drive revenue growth for Numero

Flicks

Movie and cinema review and showtime guide

- Total revenue **up by 33%** due to higher average users in NZ, Australia and the UK
- Strong advertising and affiliate revenue growth

Powster

World leading film marketing products

- Total revenue **up by 36%** due to strong Showtimes performance

AGC¹ Total Revenue

\$12.5m

+29% vs 1H22

1. AGC is the Additional Group Companies operating segment, as reported in section 2.2 of the 2023 Interim Report. It is an aggregation of Vista Group's portfolio companies, being Maccs, Numero, Flicks and Powster.



Financial results

Income statement

NZ\$m (Six months – Unaudited)	1H23	1H22	% Change
Total revenue	69.7	62.4	+12%
Total operating expenditure	(66.3)	(59.1)	+12%
Foreign exchange losses	(0.9)	(0.2)	
EBITDA¹	2.5	3.1	-19%
Depreciation and amortisation	(9.8)	(8.4)	+17%
Net finance costs	(0.8)	(0.8)	
Other gains and losses (incl. impairment & associates)	(1.8)	(13.8)	
Loss before tax	(9.9)	(19.9)	+50%
Net loss attributable to VGL shareholders	(8.7)	(17.8)	+51%

- Total revenue **up 12%** supported by underlying ARR² growth
- Costs in line with 2023 ASM update
- Business transformation underway, **path to 4Q24 positive free cash flow**

1. EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation, amortisation, “other gains and losses” (see section 2.3 of the 2023 Interim Report) and share of equity accounted results from associates.

2. ARR is Annualised Recurring Revenue, calculated as trailing 3-month Recurring Revenue multiplied by four.

Six monthly breakdown

NZ\$m (Six months – Unaudited)	1H20	2H20	1H21	2H21	1H22	2H22	1H23
Recurring Revenue ¹	32.9	32.6	37.3	44.1	53.5	58.8	60.5
Non-Recurring Revenue ¹	11.9	10.1	7.6	9.1	8.9	13.9	9.2
Total revenue	44.8	42.7	44.9	53.2	62.4	72.7	69.7
Cost to serve	16.9	17.6	16.3	18.8	21.6	24.3	25.3
Hardware cost of sales	2.1	0.9	0.5	0.8	2.4	2.3	1.1
Gross profit	25.8	24.2	28.1	33.6	38.4	46.1	43.3
Sales and marketing	5.1	4.7	4.2	5.1	6.8	7.5	7.7
Research and development	9.6	9.2	10.3	12.0	12.6	15.0	14.6
General and administration	13.0	13.1	10.2	15.3	15.4	17.6	18.1
EBITDA³ (ex ECL² and FX)	(1.9)	(2.8)	3.4	1.2	3.6	6.0	2.9
Movement in ECL provision through P&L ²	6.0	1.5	(2.9)	0.5	0.3	(0.7)	(0.5)
Foreign exchange (gains)/losses	(1.4)	0.6	(0.1)	0.6	0.2	(0.8)	0.9
EBITDA³	(6.5)	(4.9)	6.4	0.1	3.1	7.5	2.5

1. For definitions of Recurring Revenue and Non-Recurring Revenue, refer to section 2.1 of the 2023 Interim Report.

2. The movement in ECL provision through P&L represents the reduction in the prior period ECL provision which has been recognised in the income statement, as the associated cash has either been received, or is now considered highly probable to be received. This value is reported in section 4.1, or page 20.

3. EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation, amortisation, "other gains and losses" (see section 2.3 of the 2023 Interim Report) and share of equity accounted results from associates.

- Strong underlying revenue performance despite headwinds
- Cost run rate stabilising as per 2023 ASM update and 2022 Investor Day
- EBITDA³ in line with expectations
- **Operating leverage expected to improve from 1H24** with continued Recurring Revenue¹ growth and post transformation cost base

Operating segments

30 June 2023 (Six months – unaudited)

NZ\$m	Vista Cinema	Movio	AGC ¹	Corporate	Total
Total revenue	47.5	9.7	12.5	-	69.7
EBITDA ²	7.9	1.8	1.5	(8.7)	2.5
EBITDA % of revenue	17%	19%	12%		4%

30 June 2022 (Six months – unaudited)

NZ\$m	Vista Cinema	Movio	AGC ¹	Corporate	Total
Total revenue	43.7	9.0	9.7	-	62.4
EBITDA ²	7.8	2.0	0.3	(7.0)	3.1
EBITDA % of revenue	18%	22%	3%		5%

Revenue growth	9%	8%	29%		12%
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- Solid underlying revenue growth in Vista Cinema and Movio, with strong performance in studio focused AGC¹
- Good growth in EBITDA margin² in AGC¹
- Business transformation programme underway

1. AGC is the Additional Group Companies operating segment, as reported in section 2.2 of the 2023 Interim Report. It is an aggregation of Vista Group's portfolio companies, being Maccs, Numero, Flicks and Powster.

2. EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation, amortisation, "other gains and losses" (see section 2.3 of the 2023 Interim Report) and share of equity accounted results from associates. EBITDA margin is calculated as EBITDA over total revenue.

Financial position

NZ\$m	Jun 2023 (Unaudited)	Dec 2022 (Audited)	% Change
Cash	37.1	46.0	-19%
Receivables and other current assets	37.2	42.6	-13%
Non-current assets	152.7	146.5	+4%
Current liabilities	(51.4)	(54.1)	-5%
Non-current liabilities	(30.9)	(33.0)	-6%
Net assets / total equity	144.7	148.0	-2%

- Strong cash position of \$37.1m (\$18.8m net of bank borrowings)
- Cash and undrawn bank facilities of \$60.8m
- Working capital improvement¹ of \$1.4m solidifying a strong balance sheet
- Substantial reduction in receivables of \$6.7m
- Substantially reduced payables of \$6.0m
- Net trade receivables² over 90 days reducing from \$10.9m to \$5.8m

1. See the net change in working capital in section 3.1 of the 2023 Interim Report..

2. The aging of net trade receivables and contract assets are disclosed in section 4.1 of the 2023 Interim Report.

Cashflow

NZ\$m (Six months – Unaudited)	1H23	1H22	% Change
Receipts from clients	78.4	63.4	+24%
Payments to suppliers & employees	(71.7)	(57.2)	+25%
Tax & interest	(0.5)	(1.1)	
Cash flow from operating activities	6.2	5.1	+22%
Capitalised development	(10.8)	(7.6)	+42%
Retriever acquisition / earn-outs	(1.3)	(3.3)	
Other investing activities	0.1	(0.7)	
Other financing activities	(3.4)	(2.6)	
Net movement in cash held	(9.2)	(9.1)	
Opening cash	46.0	60.4	
Foreign exchange differences	0.3	0.6	
Closing cash	37.1	51.9	-29%

- Good operating cash flows
- Capitalised development up with increased investment in SaaS platform
- Average monthly Cash Usage¹ of \$1.2m in 1H23 as platform development continues
- Positive free cash flows now expected during 4Q24, 12 months earlier than previous guidance

1. Cash Usage is calculated using the net movement in cash held, less cash applied to the Retriever acquisition / earn-outs, and less \$0.7m cash applied to cash settled exceptional items (see other gains and losses in section 2.3 of the 2023 Interim Report).

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Questions



VISTA
GROUP

vista

numero

MOVIO

maccs

POWSTER



FLICKS