

# Annual Shareholders' Meeting

26 May 2022



Vista Group  
International  
Limited

2022

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# Agenda

**01** Introduction and Chair's Address Susan Peterson

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**02** Group CEO's Address Matt Cawte

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**03** Resolutions

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**04** General Business

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# Chair's Address



# Industry recovery accelerates

## Vista Group delivers big screen result

- Our people
  - A huge thank you to our global team for their commitment and performance throughout the year
  - A better place to work and thrive
- Our customers
  - The future is bright – our industry is back!
  - The cinema experience remains a vital component of the economic model of film
  - Our long-term strategic support of our customers through the pandemic has worked
- Our business
  - We delivered on all our FY21 projections
  - Expanded our investment in the Vista Cloud transition, Vista Digital and Movio
  - Balance sheet fit for growth
- Trust
  - Stepped up our security, risk, climate and inclusion work
  - Improved our transparency
- Set up for long-term, sustainable profit growth and cash



# Governance

## Creating that future

### Board succession

- A warm thank you to James Ogden for his extraordinary contribution to Vista Group
- Excited to welcome James Miller as an Independent Director

### Board's priorities 2022/23

- Our people
- Customer centred innovation strategy, the platform that connects the industry and powers the moviegoer experience
- Grow responsibly and sustainably
- Operating leverage

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# Group CEO's Address



# CinemaCon

## Industry

- 'We're back'
- Super positive vibe and terrific turnout
- **Cinema Exhibitors**
  - Optimistic – some M&A on the horizon
  - focused on seamless customer experiences, hiring (difficult), and diversification
- **Studios**
  - Strong film slate across the board for 22/23
  - Diversity of content increasing
  - Commitment to theatrical window

## Vista Group

- Exhibitor focus on seamless customer experience plays right into Vista Digital
- Buoyant interest in our platform – Vista Cloud, Vista Digital and Movio EQ
- Customer quote on Movio EQ "I inherited Movio Classic - I'd buy Movio EQ"
- Pipeline for Vista Cloud and Vista Digital doubled since pre-CinemaCon
- Customer sentiment towards Vista Group overwhelmingly positive





# Vista builds a strong, sustainable platform

## Cloud first, cloud everywhere

### Strategic


- Clarified our goals, our mission and our purpose
- Brought clarity to our structure
  - Core business = Platform - Vista Cinema and Movio
  - Portfolio companies serve film industry
- Transition from on premise software sales to full service SaaS underway

### Operational

- Back to operational growth
  - All aspects strong – team very busy
  - Need more people to deliver

### Financial


- Strong balance sheet, good cash \$58m at year end
- 2022 will be a record year for Annual Recurring Revenue
- Continue to invest with confidence
  - Acquired Retriever
  - Increase digital tools investment (increases TAM)



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


# Vista Group Strategy

01




**Support our  
customers to rebuild  
their business**

02



**Expand our core platform  
that delivers value  
to our customers and  
connects moviegoers**

03



**Create and  
invest in new  
opportunities**

# What's been happening this year – 2022 to date

## Platform

- 2nd Vista Cloud implementation under way in USA (30 sites) – go live in coming months
- Significant investment committed to accelerate Vista Cloud and Vista Digital
- 'Journeys' feature of Movio EQ resonates strongly with Movio customers
- Pipeline for Vista Cloud and Vista Digital very strong
- Commercials for Vista Cloud significantly ahead of original projections

## Portfolio

### Numero and Maccs

- Numero signing expanded contracts with studios
- Mica performing strongly with medium sized distributors

### Flicks and Powster

- Solid progress in key metrics – unique visitors & showtimes platforms



# Outlook

## Industry

- Strong and stable film slate for 2022/23, anchored around tentpole releases but with increasing diversity
- Cinemas open with few operating restrictions and moviegoers attending in big numbers
- Moviegoing has cemented its pivotal role as a key element of the film industry
- Studios unanimously support an exclusive theatrical window

## Vista Group

- Good Q1 revenue, ARR of \$100m for first time, Retriever to add \$3m revenue to full year, close watch on Vista China
- Our purpose is to bring more people together to enjoy the magic of movies and cinema
- Terrific potential for our platform strategy – likely to be more substantial over time than we originally thought

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# Resolutions



# Resolutions

**Resolution 1** – That the Board is authorised to fix the fees and expenses of PricewaterhouseCoopers as auditor for the ensuing year.

**Resolution 2** – That Kirk Senior be re-elected as a Director of Vista Group.

**Resolution 3** – That Cristiano Nicolli be re-elected as a Director of Vista Group.

**Resolution 4** – That James Miller be elected as a Director of Vista Group.



# Resolution 1

That the Board is authorised to fix the fees and expenses of PricewaterhouseCoopers as auditor for the ensuing year.





# Resolution 1

That the Board is authorised to fix the fees and expenses of PricewaterhouseCoopers as auditor for the ensuing year.

## **Confirmation of proxies:**

Proxies and Postal Votes received:

|                  |             |          |
|------------------|-------------|----------|
| For              | 172,188,591 | (99.42%) |
| Proxy discretion | 1,003,644   | (0.58%)  |
| Against          | 0           | (0.00%)  |
| Abstain          | 3,600       |          |



## Resolution 2

That Kirk Senior be re-elected as a Director of Vista Group.



## Resolution 2

That Kirk Senior be re-elected as a Director of Vista Group.

### **Confirmation of proxies:**

Proxies and Postal Votes received:

|                  |             |          |
|------------------|-------------|----------|
| For              | 168,107,826 | (97.07%) |
| Proxy discretion | 1,003,644   | (0.58%)  |
| Against          | 4,078,165   | (2.35%)  |
| Abstain          | 6,200       |          |



## Resolution 3

That Cristiano Nicolli be re-elected as a Director of Vista Group.



## Resolution 3

That Cristiano Nicolli be re-elected as a Director of Vista Group.

### **Confirmation of proxies:**

Proxies and Postal Votes received:

|                  |             |          |
|------------------|-------------|----------|
| For              | 172,071,382 | (99.38%) |
| Proxy discretion | 1,003,644   | (0.58%)  |
| Against          | 75,000      | (0.04%)  |
| Abstain          | 45,809      |          |



## Resolution 4

That James Miller be elected as a Director of Vista Group.



# Resolution 4

That James Miller be elected as a Director of Vista Group.

## **Confirmation of proxies:**

Proxies and Postal Votes received:

|                  |             |          |
|------------------|-------------|----------|
| For              | 168,180,832 | (97.11%) |
| Proxy discretion | 1,003,644   | (0.58%)  |
| Against          | 4,005,159   | (2.31%)  |
| Abstain          | 6,200       |          |

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# Questions





Thank you



**VISTA**  
GROUP