

Annual Meeting of Shareholders

26 May 2021



Vista Group
International
Limited

2021

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Unless otherwise stated, all information in this presentation is expressed at the date of this presentation and all currency amounts are in NZ dollars.

Agenda

01 Introduction and Chair's Address Susan Peterson

02 Group CEO's Address Kimbal Riley

03 Resolutions

04 General Business



Chair's Address

A year like no other

Impressive teamwork

A warm thank you to our Vista Group team for their incredible resilience throughout the year:

- Continuously finding new ways to support our customers across the globe
- Completing an early and successful capital raise to provide balance sheet confidence
- Progressing a simplification agenda to reduce complexity and sharpen our strategic focus
- Accelerating our transition to the Cloud
- Supporting each other as we endured various forms of lengthy and challenging lockdowns in our respective corners of the world

This has enabled us to:

- Be strongly positioned as cinemas reopen and content flows
- Strengthen and grow our excellent customer relationships
- Step change our technology fundamentals. Vista Cloud transition and Movio
- Enjoy excellent balance sheet strength to drive long-term growth
- Find new ways to recognise and reward our team – employee share scheme

Governance

Stepping into the future

Move to independence

- A warm thank you to Brian Cadzow for his extraordinary contribution to Vista Group
- Note of thanks to Kirk Senior for his outstanding service as Chair, and welcome to his role as Non-Executive Director
- Excited to welcome Claudia Batten as an Independent Director
- Increase to Non-Executive Director's Fee pool to facilitate the transition to independent governance

Board's priorities 2021/22

- Innovation at our heart – Vista Cloud
- Continued operational discipline – near term focus on cash, ARR recovery, and expansion of SaaS
- Growing into attractive 'white spaces' across the world of movies to support more customers
- Greater transparency in our reporting (financial, ESG/TCFD, and remuneration)
- Creating a workplace that is envied by others – there is a rapidly accelerating war for tech talent across the globe. The development and support that we provide to our world class team is our priority



Group CEO's Address

What was 2020 like?

Tough but the team was awesome – inspiring

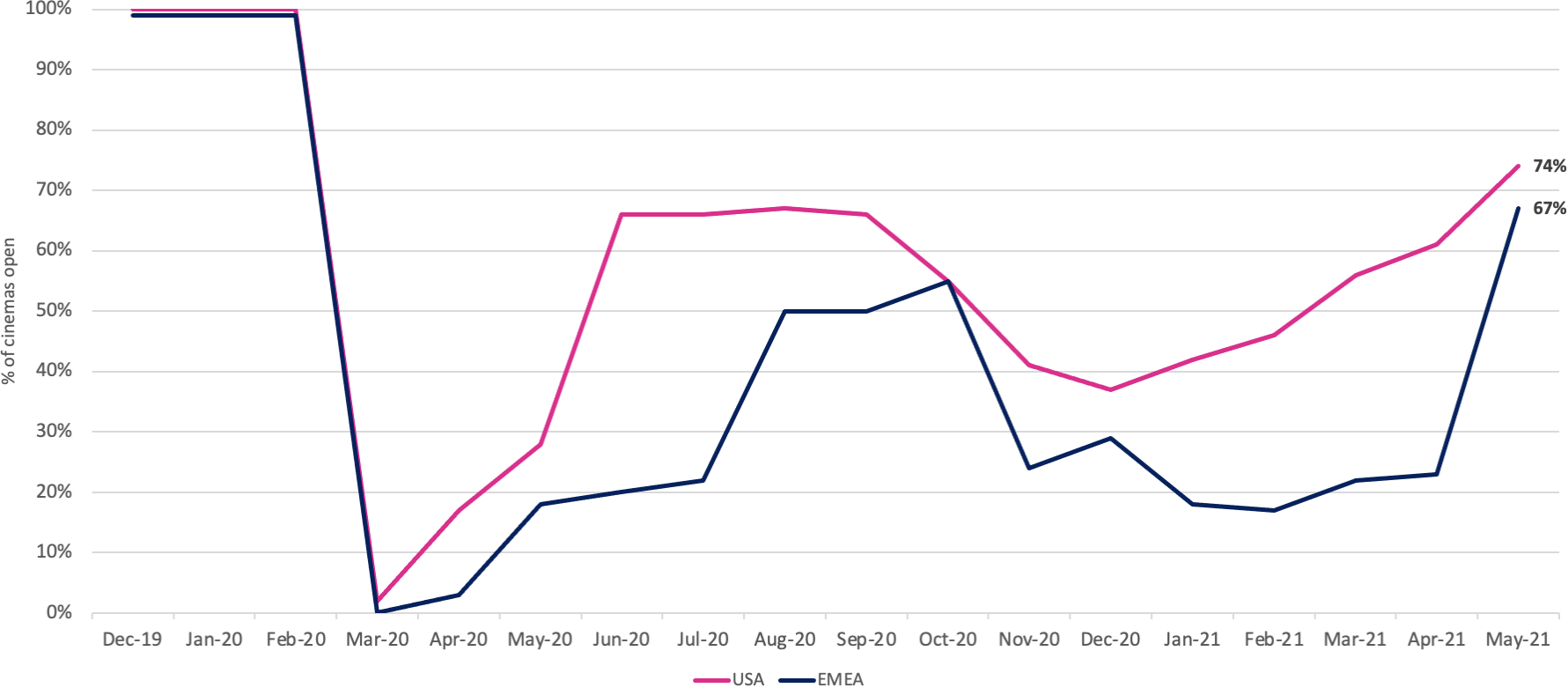
Operational

- We focused and we delivered
 - We looked after our people
 - We looked after our customers
 - We looked after our company
- We continued to execute on our core strategic themes
 - We simplified our structure
 - We continued to build our recurring revenue (with the Vista Cloud project at the forefront)
 - We reduced duplication in our businesses – with HR and marketing becoming Group functions

Financial

- Raised \$62.3m in new capital, strong support from major banking partners
- Excellent cash management, year-end cash \$67m
- Conservative revenue recognition and provisioning of aged debt
- We continued to invest – with confidence for the future

Percentage of Cinemas Open



What's been happening – 2021 to date

Vista Cinema

- We have new and existing customers signing up for subscription (pre-cursor to Vista Cloud)
- We have engagement under way for Odeon Spain and Portugal
- Veezi has continued to add new independent cinema customers every week
- Competitive wins in EMEA and LATAM are implementing

Vista Cloud

- We are on track for release in 2021
- There is an intensive period of engineering over coming months
- Pilot customer conversations are under way (likely to be current managed customers)

Movio

- Madex trials scheduled in key geographies – live campaigns in Australia
- Strong levels of renewals and extensions by Movio Cinema customers

Numero and Maccs

- Good levels of activity in our distribution focused businesses

Flicks and Powster

- Flicks monthly user counts are ahead of 2019 comparatives and well ahead of 2020
- Powster showtimes site count growing each month

Outlook

Vista Group

- Balance sheet strong – cash burn and revenue tracking in line with expectations (similar to H2 2020)
- Vista Cloud showing excellent velocity – remains on track for launch in 2021
- Strong product innovation continues across all Group companies
- We are reviewing investment cases for moving into white spaces in the film industry segments
- No update on guidance at this point

Industry

- Cinemas are open in key territories – USA, UK, Mexico
- We see activity levels across the film industry increasing markedly – cinemas and distributors
- Customer stress levels mixed – some still in difficulty, but most moving on from restructuring
- The Industry as a whole is adjusting to hybrid consumption models (theatrical / online)
- The Theatrical window likely shortening to around 45 days – little if any impact on exhibition



Resolutions

Resolutions

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

Resolution 2 – That Susan Peterson be re-elected as a Director of Vista Group.

Resolution 3 – That Murray Holdaway be re-elected as a Director of Vista Group.

Resolution 4 – That Claudia Batten be re-elected as a Director of Vista Group.

Resolution 5 – That the maximum aggregate annual remuneration payable to Non-Executive Directors be increased by \$225,000, from \$500,000 to \$725,00 (plus GST as appropriate).

Resolution 6 – That the Vista Group Recognition Scheme Rules be approved.

Resolutions

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Confirmation of proxies:

Proxies and Postal Votes received:

For	92,280,336	(99.21%)
Proxy discretion	734,615	(0.79%)
Against	492	(0.00%)
Abstain	53,328	



Resolutions

Resolution 2 – That Susan Peterson be re-elected as a Director of Vista Group.

Resolutions

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Confirmation of proxies:

Proxies and Postal Votes received:

For	85,730,978	(92.12%)
Proxy discretion	736,595	(0.79%)
Against	6,601,198	(7.09%)
Abstain	0	



Resolutions

Resolution 3 – That Murray Holdaway be re-elected as a Director of Vista Group.

Resolutions

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Confirmation of proxies:

Proxies and Postal Votes received:

For	92,300,803	(99.17%)
Proxy discretion	736,595	(0.79%)
Against	31,373	(0.03%)
Abstain	0	



Resolutions

Resolution 4 – That Claudia Batten be re-elected as a Director of Vista Group.

Resolutions

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Confirmation of proxies:

Proxies and Postal Votes received:

For	92,302,871	(99.18%)
Proxy discretion	736,595	(0.79%)
Against	29,305	(0.03%)
Abstain	0	

Resolutions

Resolution 5 – That the maximum aggregate annual remuneration payable to Non-Executive Directors be increased by \$225,000, from \$500,000 to \$725,000 (plus GST as appropriate).

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Confirmation of proxies:

Proxies and Postal Votes received:

For	77,026,010	(84.22%)
Proxy discretion	711,235	(0.78%)
Against	13,721,692	(15.00%)
Abstain	54,748	



Resolutions

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Resolutions

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Confirmation of proxies:

Proxies and Postal Votes received:

For	92,177,815	(99.12%)
Proxy discretion	736,975	(0.79%)
Against	82,312	(0.09%)
Abstain	71,669	



Questions



Thank you



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GROUP