

8 October 2026

NZX Tech Investor Day

Vista Group Overview

vista

VEEZI

MOVIO

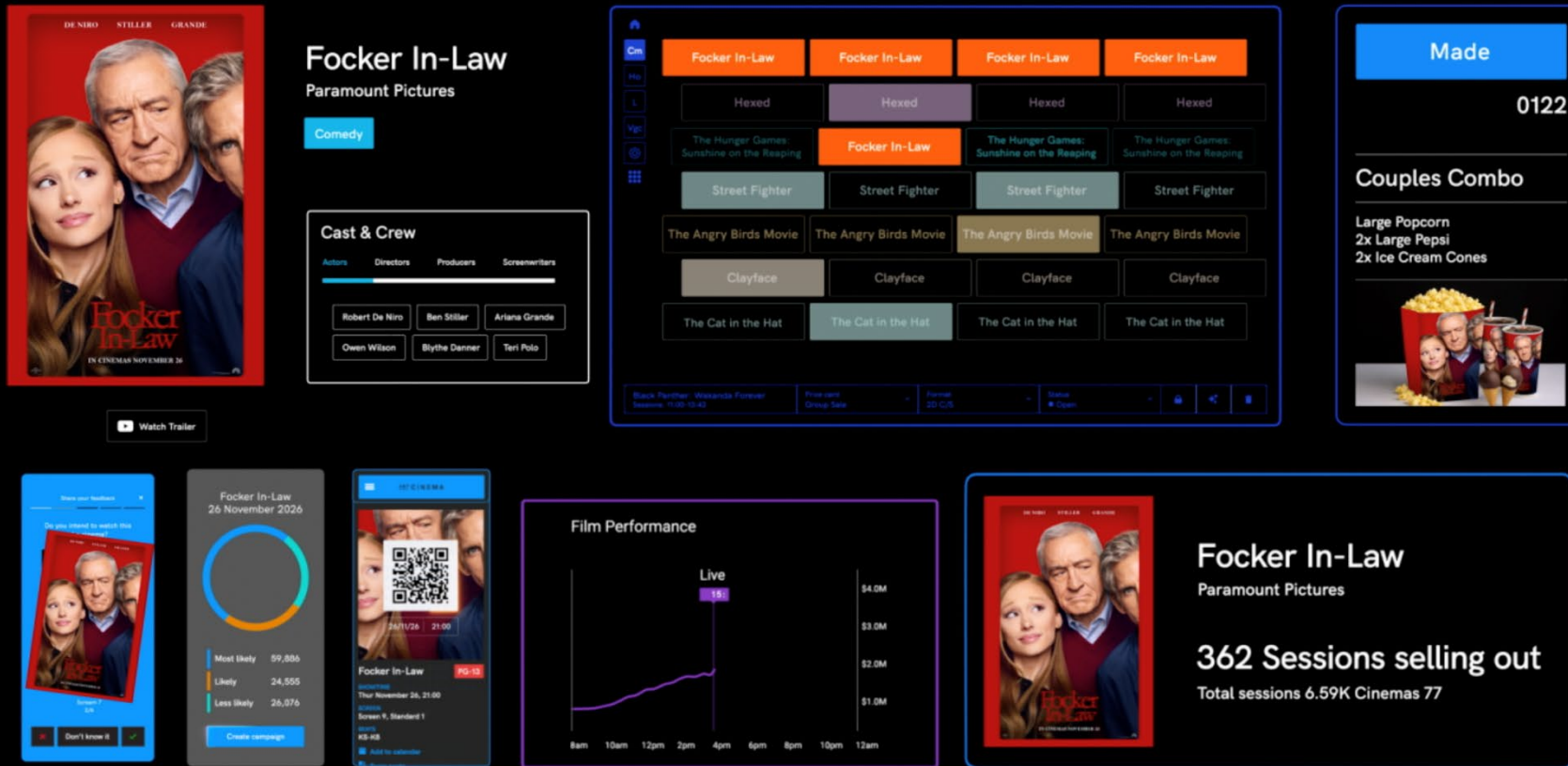
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FLICKS

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Vista Group Promotional Video



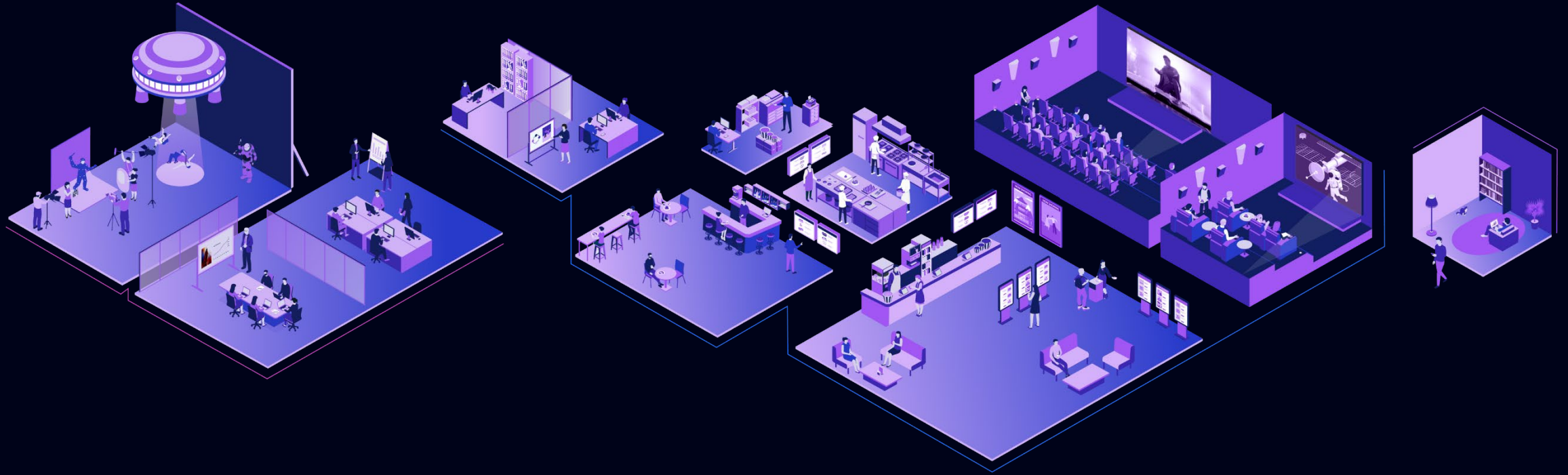
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Vista Group is the global leader in providing the mission-critical commerce and operations infrastructure for the cinema and film industry



Film studio & distributor	Cinema – head office	Cinema – F+B	Cinema – back office	Cinema – front of house	Cinema – theatre	Moviegoer
- Movie marketing - Film booking & sales - Reporting & analytics - Invoicing & settlement - Content management - Release date planning	- Reporting & analytics - Film scheduling - Marketing - Digital movie media - Circuit management	- Kitchen operations - Bar & restaurant - Stock management	- Cinema management - Corporate bookings	- Point of sale - Ticket + F&B kiosk - Queue busting & remote sales - Ticket validation - Digital signage	- Scan-to-order - In-seat dining service	- Websites & apps - Loyalty & subscriptions - Personalised communication - Guest services - Cinema & streaming guide

Our solutions are contracted to power ~48% of the global enterprise cinema market

Key Points

~48%
Contracted Enterprise
Market Share

80+
Countries

US\$20b
Expected transactional
volume by end of 2030

Our global Vista Cloud clients include:

cinépolis

ODEON

CINEPLEX



Larry F. Miller
MEGAPLEX
THEATRES

VILLAGE
CINEMAS

GALAXY
CINEMAS

cineworld

NCG
CINEMA

FLIX
BREWHOUSE

MAJOR
CINEPLEX

Contracted Enterprise Market Share – Management’s estimate of the Cinema segment percentage of the world market for Cinema Exhibition Companies with 20+ screens, excluding Russia, India and China.

Expected Transactional Volume – The estimated annual value of ticketing, food & beverage and related transactions processed through Vista Cloud and Veezi by the end of 2030.

Our tech powers 95% of ANZ enterprise cinemas, and our kiwi clients include ...

EVENT
C I N E M A S

SILKY OTTER

UNITED
CINEMAS

Hoyts

READING
CINEMAS

ACADEMY
CINEMAS

THE
BRIDGEWAY

LIDO
AUCKLAND

THE **HOLLYWOOD**

MONTEREY CINEMAS
HOWICK - AUCKLAND

TE WHATU  **STARDOME**

 **Takapuna
Beachside
CINEMAS**

VINTAGE  CINEMA

THE CAPITOL

Every time you go to the movies, you're probably interacting with Vista technology

From ticketing and seat selection to food & beverage and loyalty programmes, Vista powers the end-to-end cinema experience



Vista Group’s growth is driven by its cloud-based platform offerings

Operational Priorities

SaaS Platform Transformation

Transitioning our existing on-premise enterprise clients to the Vista Cloud Platform

Operational Efficiency

Expand EBITDA margins
Build Free Cash Flow

Platform Aspirations

2026 Guidance*

Revenue: \$179m-\$184m
EBITDA margin: 18%-20%

2030 Exit Rate

ARR: \$315m+
EBITDA margin: 33%-37%

Revenue and EBITDA (NZ\$m)

Year	Revenue (NZ\$m)	EBITDA (NZ\$m)	EBITDA Margin (%)
2020	88	-10	13%
2021	98	5	7%
2022	135	10	8%
2023	142	15	9%
2024	150	22	14%
2025	165	28	17%
2026 guidance mid-point	182	35	19%

Legend: EBITDA (orange), Revenue (blue), EBITDA Margin (line)

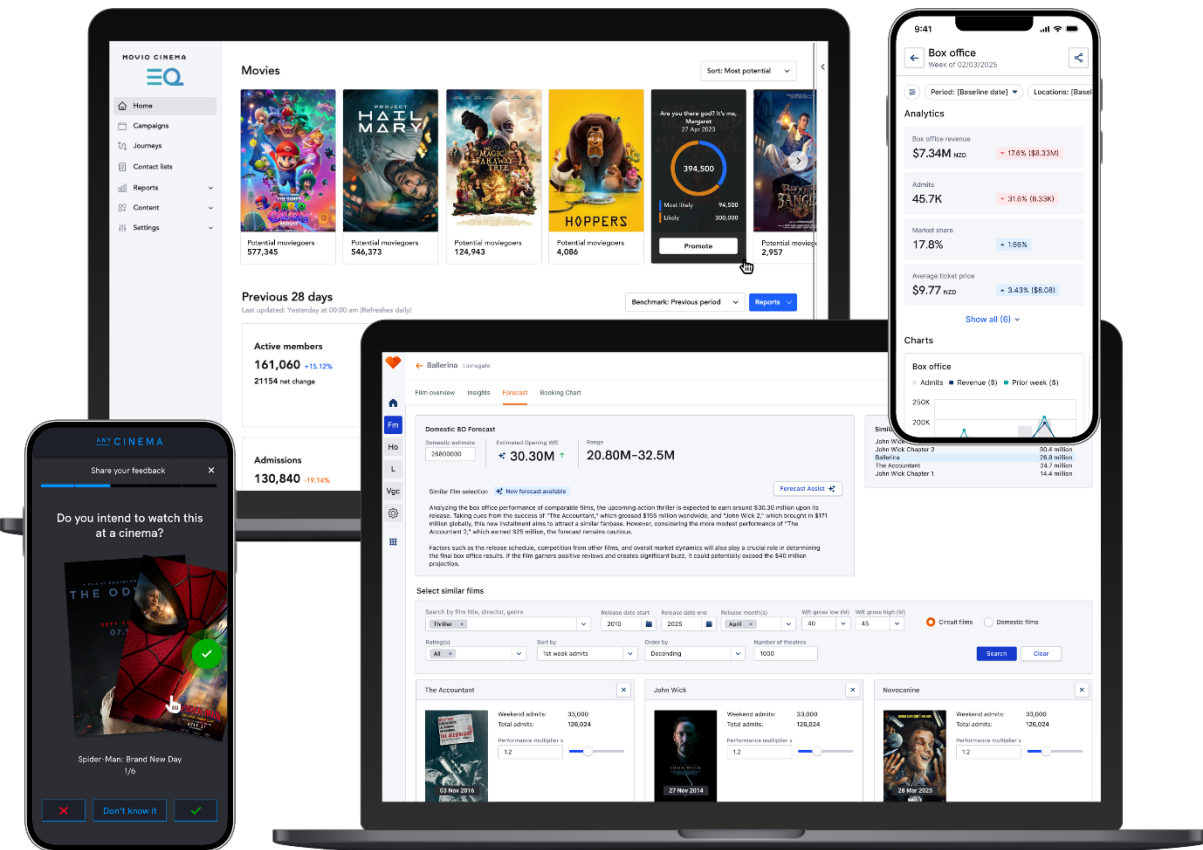
* 2026 ASSUMPTIONS:

Domestic box office: US\$9.75b

USD currency: US\$0.59 (~\$2.0m headwind to US\$0.58 in FY25)

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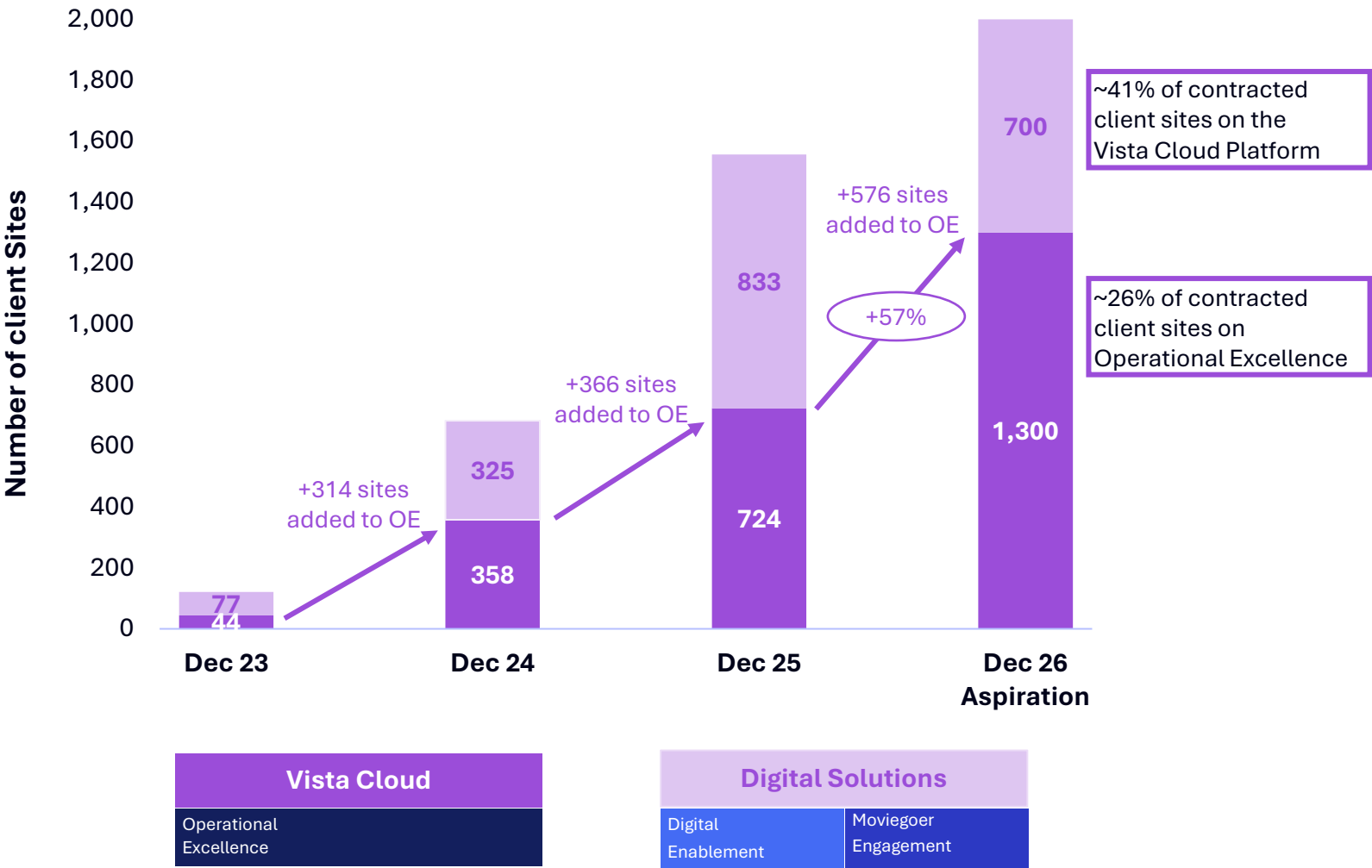
Our AI-powered intelligence layer transforms moviegoer, operational and market data into actionable insights for cinema teams across Vista Cloud



- **Driving revenue growth**
Understand audiences, uncover revenue opportunities, and deliver more relevant, personalised engagement
- **Improve efficiency**
Forecast demand, optimise schedules and simplify operational decision-making
- **Enhance experiences**
Leverage intelligence from across the cinema ecosystem to better understand and serve moviegoers
- **Strengthen the platform**
AI embedded across Vista workflows, data and applications makes our platform more connected, intelligent and valuable

Client demand is accelerating cloud adoption

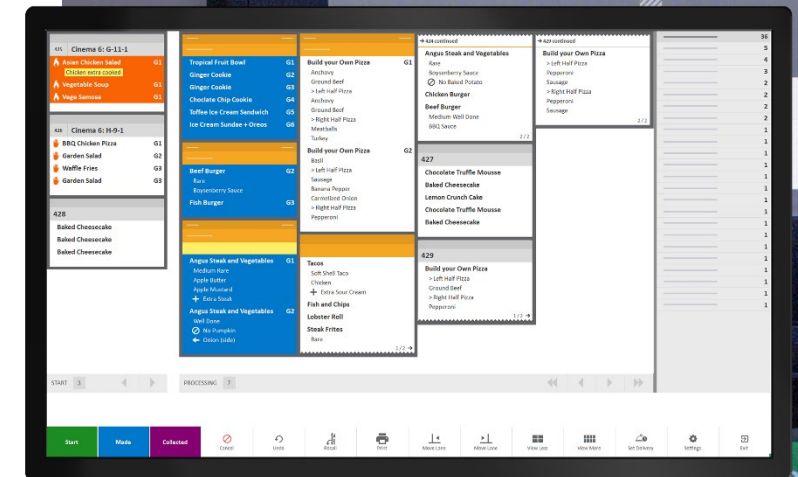
More than a quarter of contracted enterprise sites are expected to be fully cloud-enabled by the end of FY26



Contracted backlog provides strong forward visibility

With 37% of client sites contracted to Operational Excellence, our full cloud offering, implementation schedules now extend into FY27 and FY28

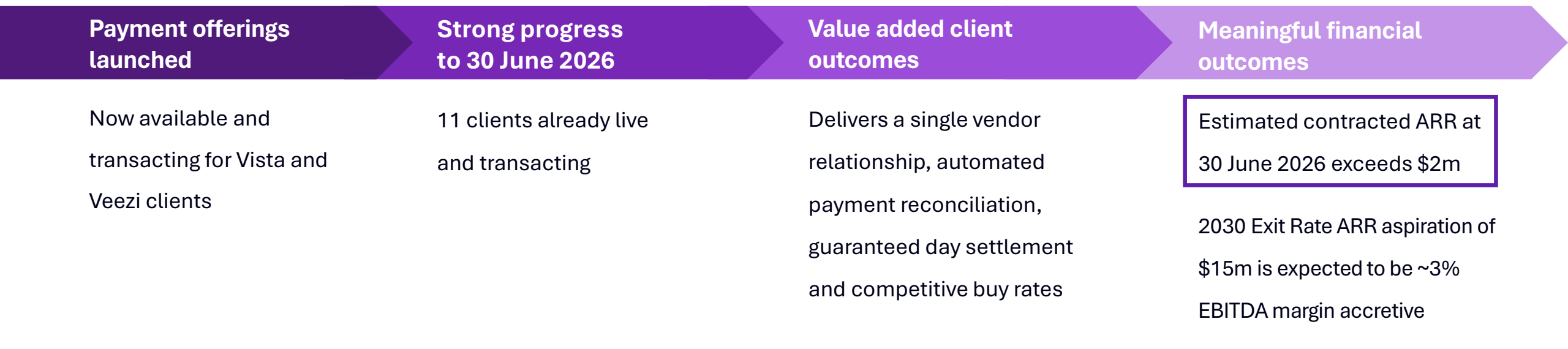
Enterprise Sites	Vista Classic	Digital Solutions	Operational Excellence	Total
Sites live at 31 December 2025	2,928	833	724	4,485
Cloud migration / change in sites	(89)	63	26	-
Sites live at 30 June 2026	2,839	896	750	4,485
% of total sites live	63%	20%	17%	
Contracted sites at 31 December 2025	2,598	792	1,236	4,626
Net change during 1H26	146	(425)	572	293
Contracted sites at 30 June 2026	2,744	367	1,808	4,919
% of total contracted sites	56%	7%	37%	



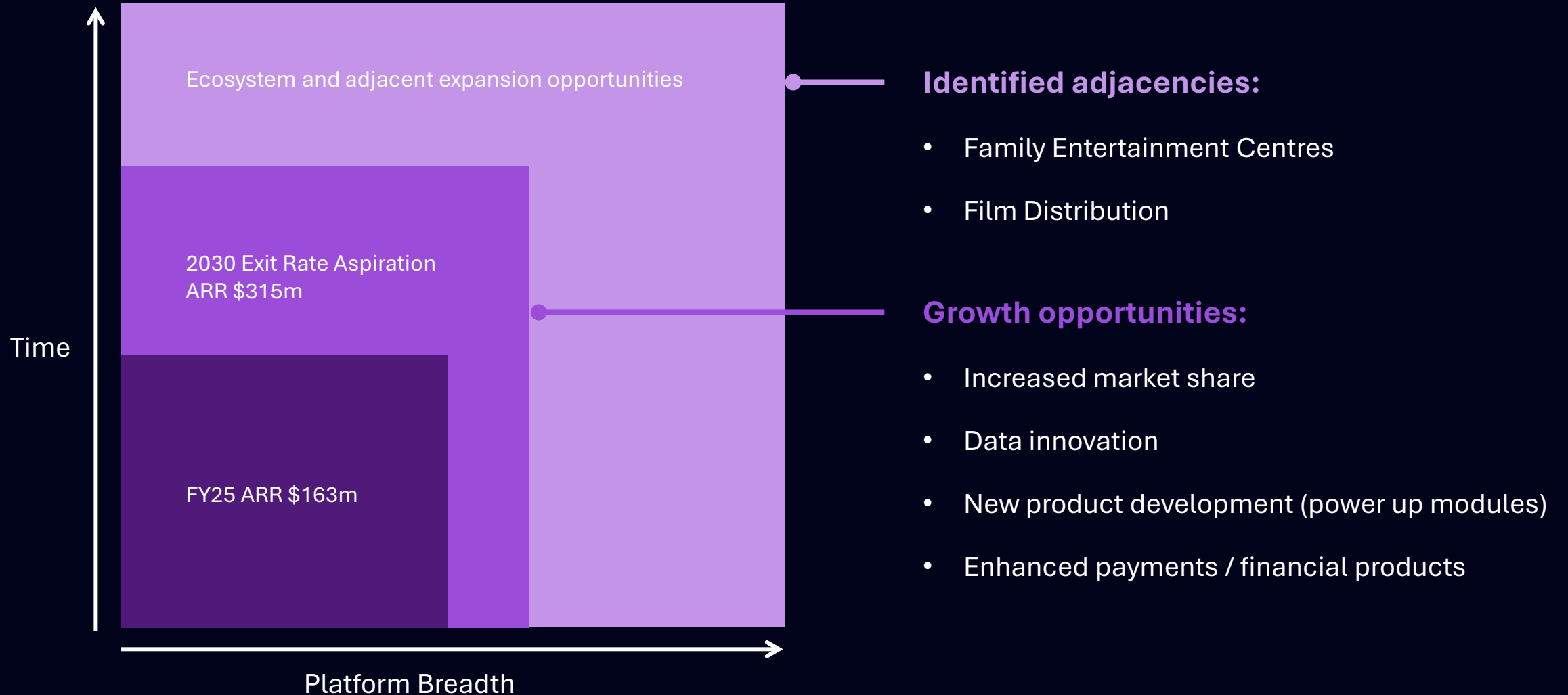
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Vista Payments is a new growth lever launched in late 2025

With the potential to exceed our base case assumptions through an estimated \$2m ARR contracted by 30 June 2026



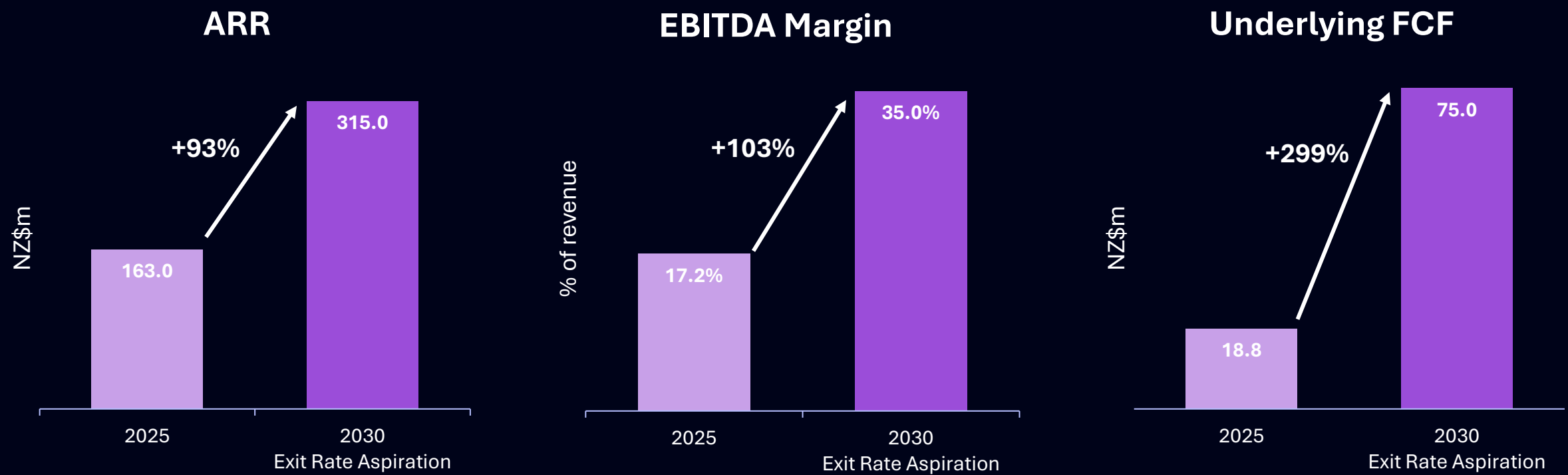
We have a clear roadmap of identified expansion opportunities



**Indicative scale*

2030 exit rate aspirations

Over five years we expect to approximately double ARR and EBITDA Margin, and quadruple Underlying FCF



Underlying FCF – Free Cash Flows normalised for incremental costs incurred to onboard clients to Vista Cloud, and for escalated capitalised development costs (long-term BAU levels assumed to be \$8.0m per annum). These normalised incremental cash costs are not expected to be incurred at full platform adoption.