

MARKET ANNOUNCEMENT

27 October 2026, Vista Group International Ltd, Auckland, New Zealand

CG Tech Conference Presentation

Vista Group International Limited (NZX & ASX: VGL) advises that the attached presentation will be presented at the CG Tech Conference, held by Canaccord Genuity on 27 October in Sydney.

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About Vista Group

Vista Group International Limited is a global leader in providing technology solutions to the international film industry. With brands including Vista, Veezi, Movio, Numero, Maccs, Flicks and Powster, Vista Group's expertise covers cinema management software; loyalty, moviegoer engagement and marketing; film distribution software; box office reporting; creative studio solutions; and the Flicks movie, cinema and streaming website and app.

27 October 2026

Canaccord Genuity Tech Conference

Vista Group Investor Presentation

vista

VEEZI

MOVIO

numero

maccs

FLICKS

POWSTER

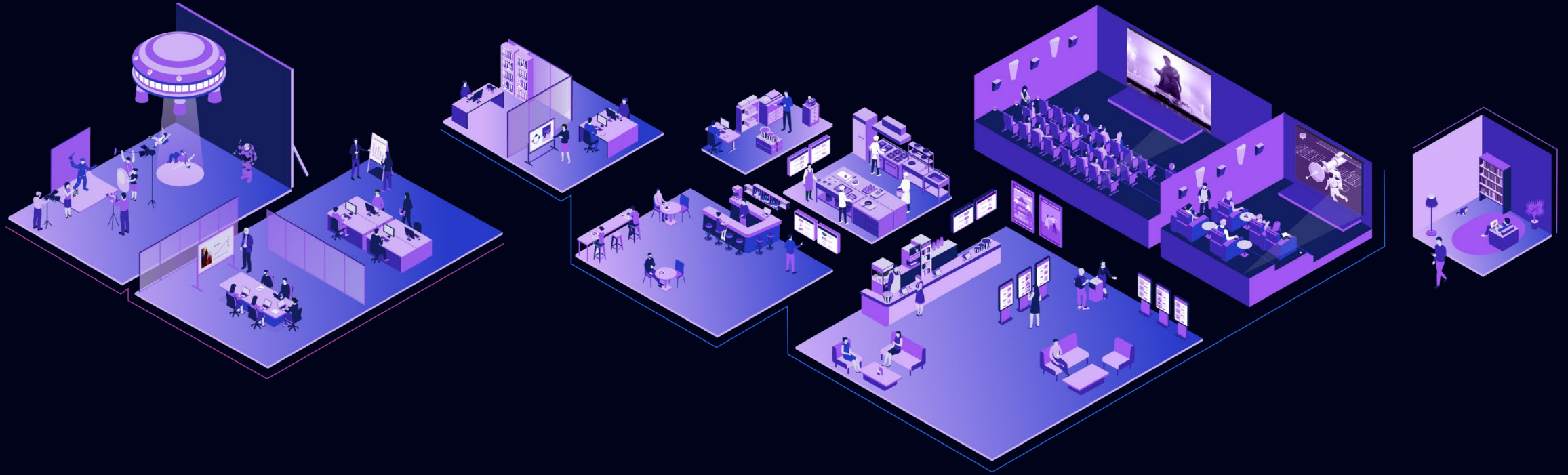
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Vista Group is the global leader in providing the mission-critical commerce and operations infrastructure for the cinema and film industry



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

95%

Australia and NZ
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.

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

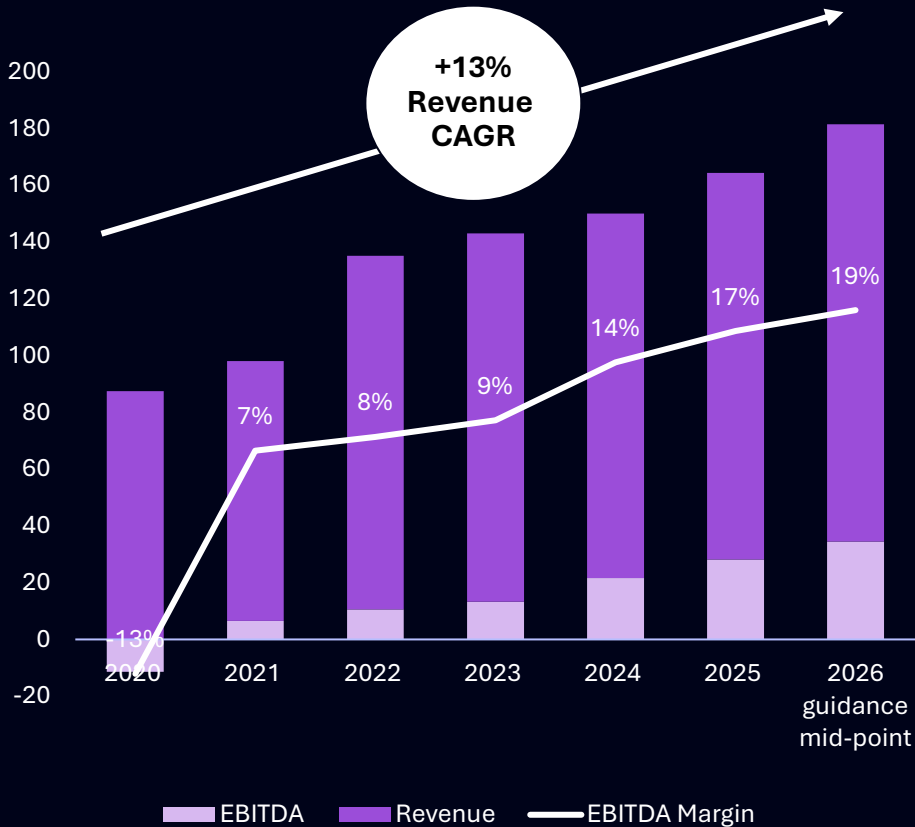
2026 Guidance*

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

2030 Exit Rate

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

Revenue and EBITDA (NZ\$m)



* 2026 ASSUMPTIONS:

Domestic box office: US\$9.75b

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

Significant signings in 2026

Substantial client demand underpins our cloud acceleration strategy



312

Enterprise sites

—
Mexico & United States

- Returning client moving to Vista Classic + Data Empowerment throughout 2026
- Adds approximately 2 percentage points to Contracted Enterprise Market Share



504

Enterprise sites

—
Mexico

- Vista Group's largest circuit to Operational Excellence throughout 2026
- Follows successful transition of Cine Yelmo (51 sites in Spain) to Operational Excellence
- ~10% of Vista Group's contracted total Enterprise Client sites at 31 Dec 2025



88

Enterprise sites

—
United Kingdom

- Contracted to Digital Enablement throughout 2026
- Part of the wider Regal Entertainment Group (~500 sites on Vista Classic, including ~400 in US)
- Follows the successful transition of Picturehouse (25 sites in UK) to Digital Enablement



59

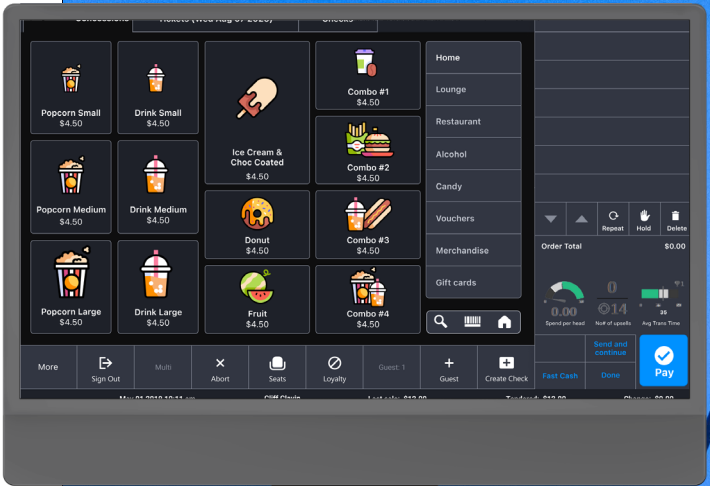
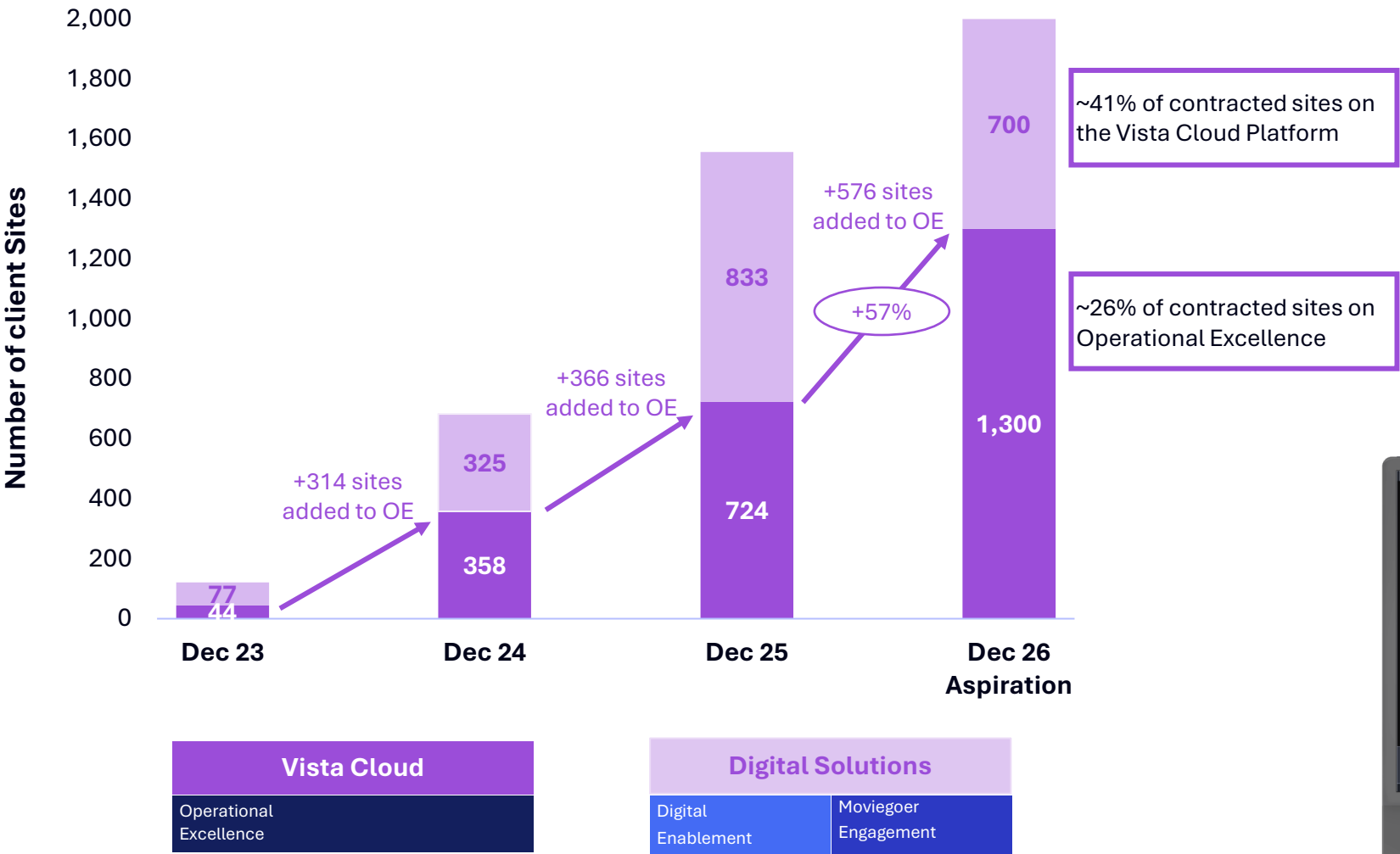
Enterprise sites

—
Continental Europe

- Multi-year contract to Operational Excellence
- Operates cinemas across Austria, Albania, Bosnia & Herzegovina, Croatia, Greece, Kosovo, Montenegro, North Macedonia, Romania, Serbia and Slovenia

Client demand is accelerating cloud adoption

Client adoption is reaching an inflection point, with ~2,000 sites targeted by Dec 26

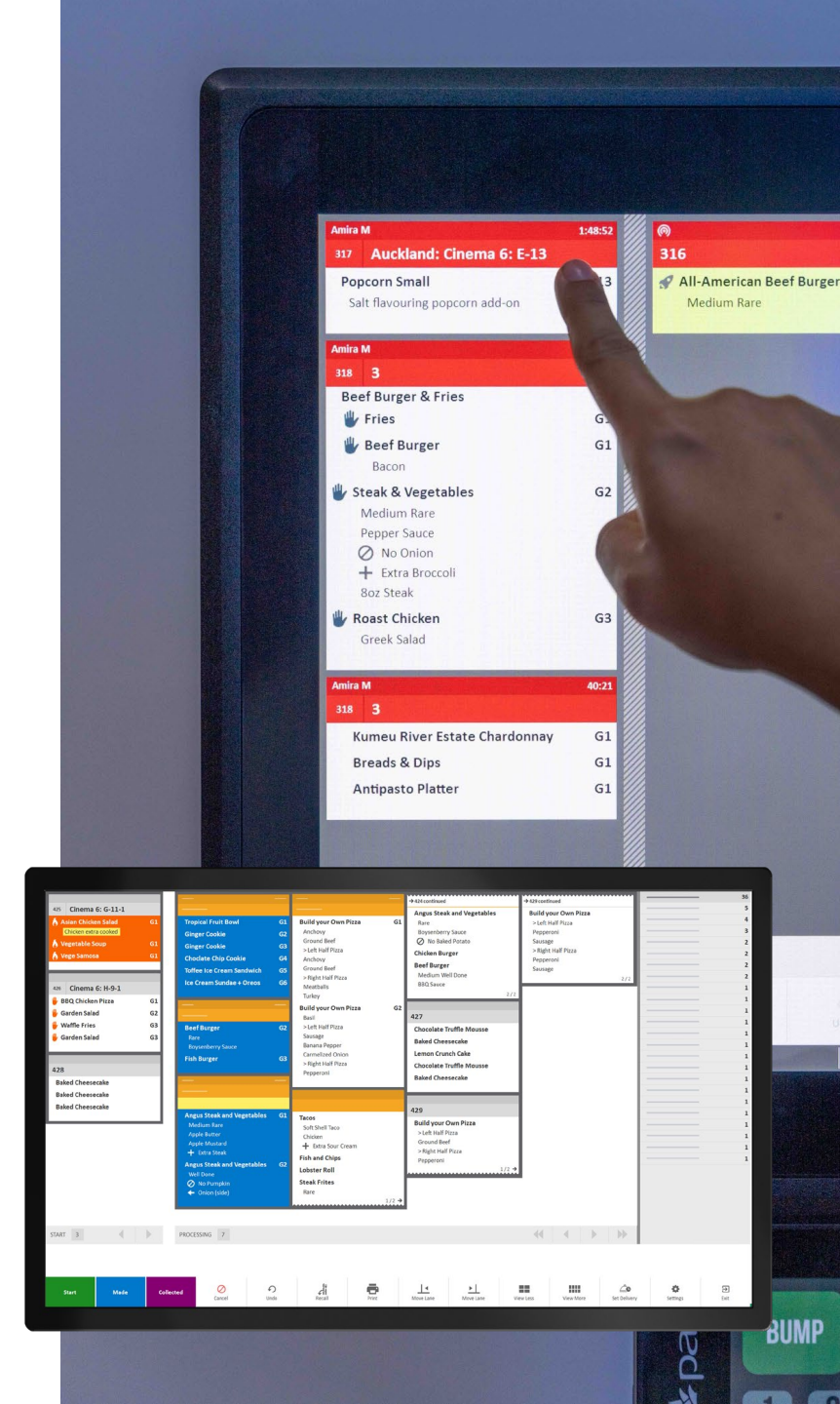


Contracted backlog provides strong forward visibility

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%	

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.



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



- Identify high-intent audiences and drive attendance with targeted marketing
- Optimise programming, operational, staffing and concessions decisions using real-time demand and performance insights
- Capture guest feedback and trend analysis to improve experiences and loyalty
- Predict demand and build better schedules with AI-powered forecasts

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

Payment offerings launched

Now available and transacting for Vista and Veezi clients

Strong progress to 30 June 2026

11 clients already live and transacting

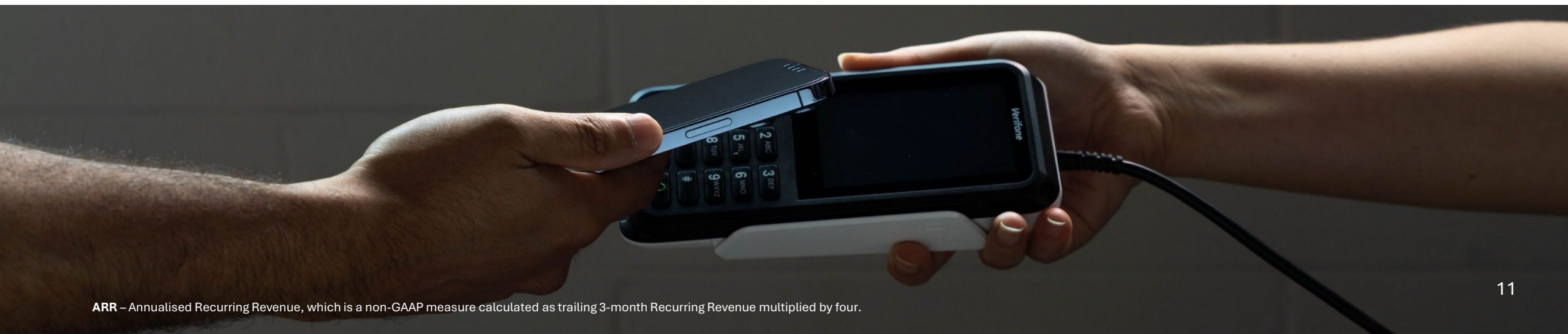
Value added client outcomes

Delivers a single vendor relationship, automated payment reconciliation, guaranteed day settlement and competitive buy rates

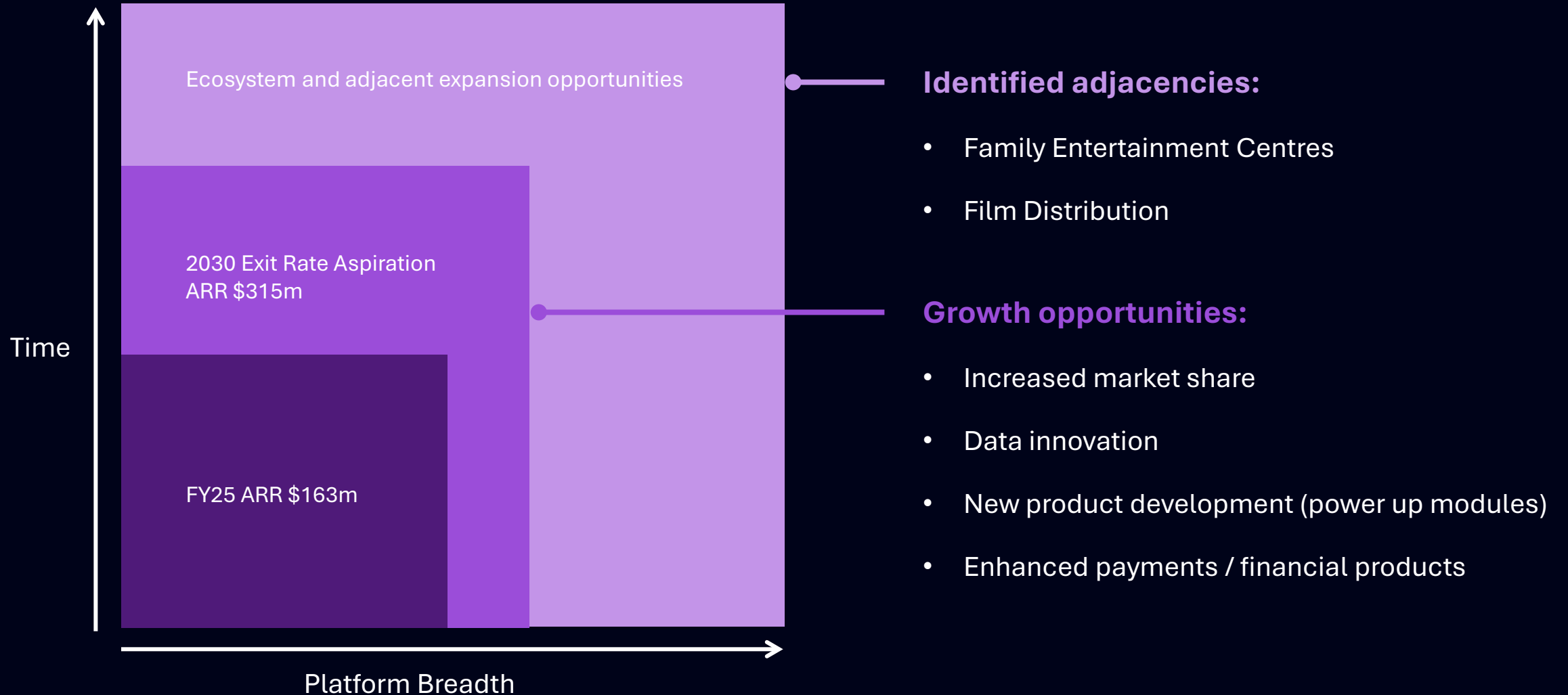
Meaningful financial outcomes

Estimated contracted ARR at 30 June 2026 exceeds \$2m

2030 Exit Rate ARR aspiration of \$15m is expected to be ~3% EBITDA margin accretive



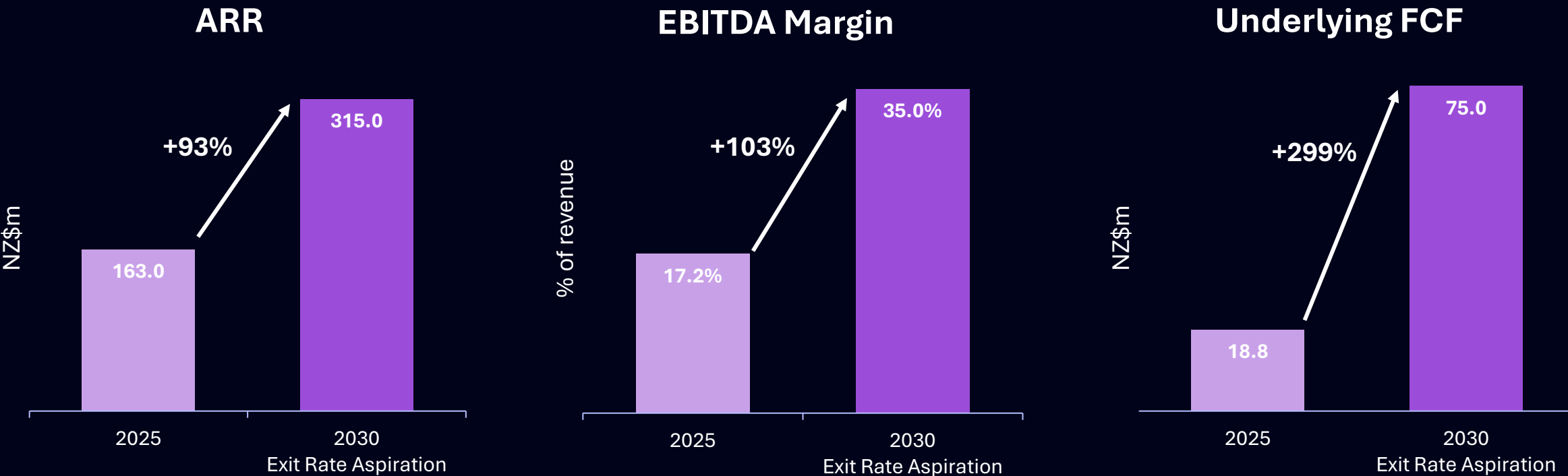
We have a clear roadmap of identified expansion opportunities



**Indicative scale*

2030 exit rate aspirations

By the 2030 exit rate, Vista Group aspires to nearly double ARR and EBITDA Margin, and approximately 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.

Appendix

Outlook

At the 1H26 results announcement we upgraded revenue guidance to NZ\$179m-\$184m

	FY26 Guidance and Aspirations	FY30 Exit Rate Aspirations
Revenue	\$179m-\$184m Originally \$176m-\$182m Upgraded at 1H26	
EBITDA margin	18-20% Up from 17.2% in FY25	33-37% No change
ARR		\$315m+ Includes \$15m from Vista Payments
FCF	2H26: FCF Neutral	\$75m No change

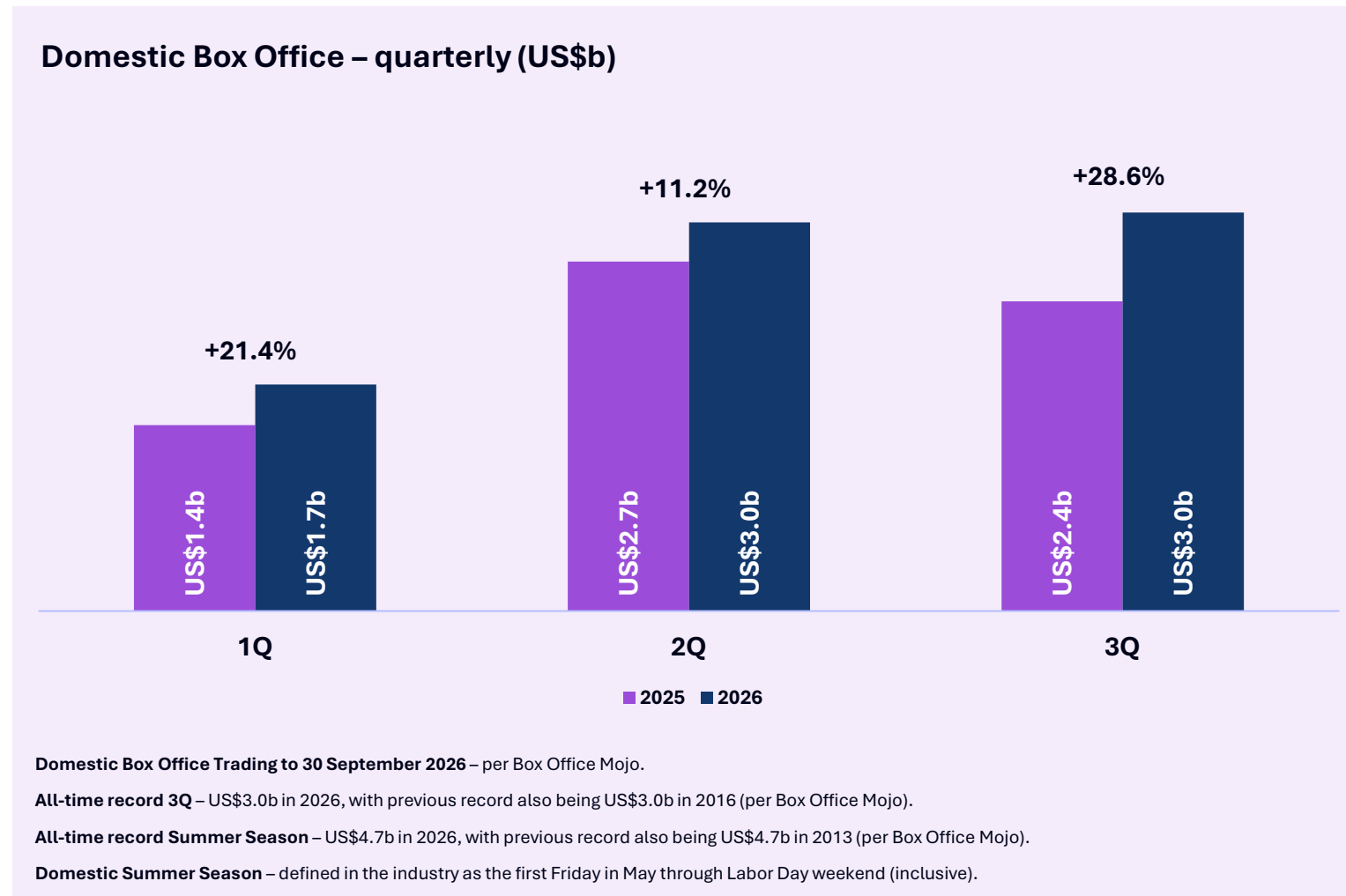
2026 GUIDANCE ASSUMPTIONS:

- **Domestic Box Office:** US\$9.75b
- **USD currency:** assumed at US\$0.59 creating ~\$2.0m headwind to the FY25 average/spot rate (US\$0.58), original FY26 guidance assumed US\$0.60

Guidance and aspirations: Vista Group's 2026 guidance is based on a number of assumptions, including box office performance, foreign exchange, and the timing of key client signings and transitions. Guidance assumes there are no material adverse macro-economic and/or market condition impacts, and there are no major accounting adjustments, other unforeseen circumstances, or future acquisitions or divestments. Aspirations are not financial forecasts or guidance.

Domestic Box Office delivers all-time record results in both 3Q and the North American summer season

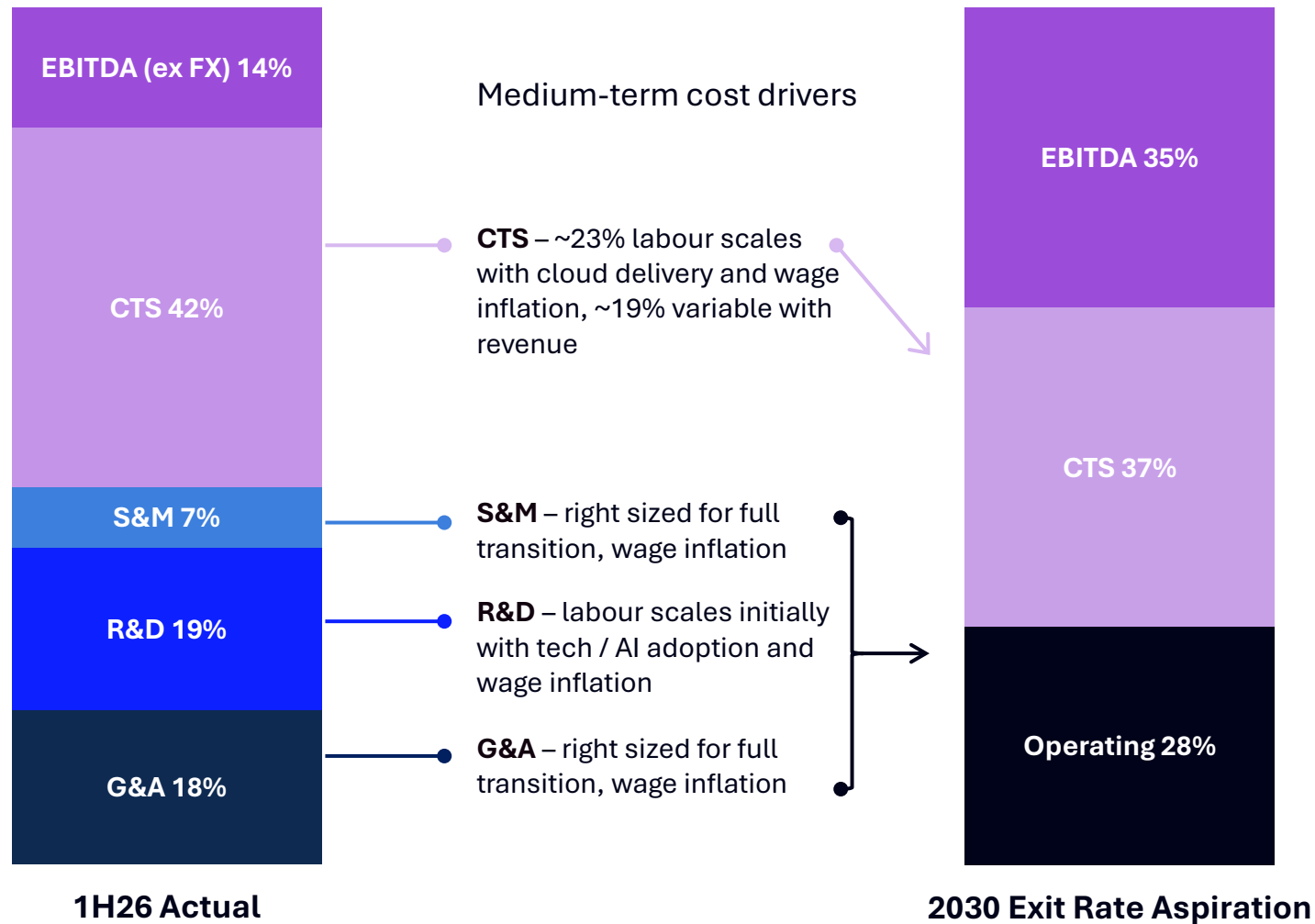
2026 vs 2025: +19.9% year-to-date through 30 September 2026



- US box office forecasts continue to strengthen
- Vista Group's FY26 Domestic Box Office assumption of US\$9.75b may prove conservative, with *Dune: Part Three* and *Avengers: Doomsday* still to release on 18 Dec 2026
- Vista Cloud demonstrated its scalability during August's record box office weekend, in one day alone handling 350 million requests, twice the volume of a typical day

2030 Exit Rate Aspirations

Operational leverage is expected to support a 33-37% EBITDA margin at the 2030 exit rate



MARGIN OBSERVATIONS:

- Operational leverage progress not expected to be linear due to large client onboarding
- Deferred implementation costs create a cash drag beyond 2030, margins will be better on a cash basis
- Significant proportion of delivery and tech teams diverted to adjacent opportunities closer to full adoption

Glossary

Vista Cloud Capabilities:

Operational Excellence – The final Vista Cloud capability, marking the completion of an exhibitor’s cloud journey.

Digital Solutions – Vista Cloud capabilities representing digital solutions, including sales channels and marketing. These capabilities are marketed to clients as Digital Enablement and Moviegoer Engagement.

Vista Cloud Platform – An aggregation of all clients using a Vista Cloud capability, including Digital Enablement, Moviegoer Engagement or Operational Excellence.

Data Empowerment – The initial Vista Cloud capability which includes access to the Horizon data warehouse, and the Oneview app / AI podcast.

Defined Terms:

ARR – Annualised Recurring Revenue, which is a non-GAAP measure calculated as trailing 3-month Recurring Revenue multiplied by four.

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.

Domestic Box Office – The gross box office revenue a movie earns from ticket sales across North America (United States and Canada).

EBITDA – a non-GAAP measure which is defined as earnings before net finance costs, income tax, depreciation, amortisation, and “other gains & losses” (see section 2.3 of the 2026 Interim Report).

Enterprise Client – Cinema Exhibition Companies with 20+ screens. Enterprise client sites are recognised from the date that the production environment is available for use.

Exceptional Items – The cash inflow or outflow relating to transactions classified as “other and gains and losses” (see section 2.3 of the 2026 Interim Report).

Free Cash Flow (FCF) – A non-GAAP measure calculated using the net movement in cash held, less cash applied to business acquisitions / earn outs, movements in borrowings, and cash used to settle exceptional items included within “other gains and losses” (see section 2.3 of the 2026 Interim Report).

Incremental Costs – The 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.

Recurring and Non-Recurring Revenues – Recurring Revenue is the portion of revenues that are expected to give rise to recurring cash receipts that will continue until the service is cancelled. Unlike Non-Recurring Revenues, these revenues are predictable, stable and can be expected to occur at regular intervals going forward with a relatively high degree of certainty. This classification of revenue is also expected to help investors understand the nature of Vista Group’s revenue.

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.