MARKET ANNOUNCEMENT

3 August 2026, Vista Group International Ltd, Auckland, New Zealand

Vista Group raises revenue guidance as market share expands

Vista Group International Limited (NZX & ASX: VGL) today announced its half year results for the six months ending 30 June 2026, delivering another strong performance marked by growing market share, accelerating cloud adoption, and upgraded full-year revenue guidance.

Vista Group increased its Contracted Enterprise Market Share from 46% to 48% during the period, reinforcing its global leadership position. Key client agreements during the half included Vista Cloud agreements for Cinépolis Mexico, Cineworld, and Cineplexx. Cinemex also returned to Vista Group, contributing more than 300 net new sites across a combination of Vista Classic and Data Empowerment solutions.

The results continue to reflect Vista Group's ability to execute its strategy at scale, with key metrics expanding and capital actively deployed to support its cloud transition growth strategy. Strong performance in the first half, combined with favourable macro conditions including foreign exchange, has led to an upgrade to 2026 revenue guidance of $179m-184m (originally $176m-182m).

Financial overview

Vista Group delivered a strong financial performance in 1H26, reflecting continued momentum in cloud adoption and improved operating leverage:

- Total revenue of $86.3m (up 12% on 1H25), with Recurring Revenue of $80.1m (up 14% on 1H25) and SaaS Revenue of $43.5m (up 38% on 1H25)
- ARR of $170.1m (up 17% on 30 June 2025)
- EBITDA of $12.4m (up 24% on 1H25), with EBITDA margin after adjusting for foreign exchange of 13.8% (up +1.9pts on 11.9% at 1H25).

Outlook

- Revenue guidance raised to $179m-184m (previously $176m-182m)
- EBITDA margin remains on track at 18%-20% for FY26
- Free Cash Flow expected to be neutral in 2H26, supporting continued balance sheet discipline.

Operational overview

- Contracted Enterprise Market Share expanded to 48% (+2%) following the return of Cinemex's 312 sites from a competing solution
- Major customer wins reinforce demand for Vista Cloud, including Cinépolis Mexico (504 sites), Cineworld UK (88 sites) and Cineplexx Europe (59 sites)
- Cinépolis Mexico's 504-site commitment substantially de-risks achievement of the FY26 Operational Excellence target
- Cloud adoption continues to build, with 37% of sites contracted to Operational Excellence and 44% to the Vista Cloud Platform
- Vista Payments now estimated to have more than $2m of contracted ARR, with 11 clients with sites live at 30 June 2026.

Industry overview

- Domestic box office continues to strengthen, with 1H26 up 15% year-on-year and FY26 industry forecasts approaching US$10b
- Strong industry fundamentals are reflected in domestic admissions growth of approximately 12% year on year, while investment continues to return to the sector through premiumisation initiatives, capital raises and strategic M&A activity
- Second half activity is looking strong with six franchise tentpoles whose prior instalments earned a combined US$3.1b at the Domestic Box Office.

Please refer to the following attachments for full details of the results:

- 2026 Interim Report
- 2026 Half Year Result Investor Presentation
- 2026 Half Year Result Media Announcement
- 2026 Half Year NZX Results Announcement.

To assist investors in understanding Vista Group's historical performance, an excel data sheet with values to 1 January 2020 has been included in Vista Group's Investor Centre: vistagroup.co.nz/investor-centre. Also included in this data sheet are other previously reported financial metrics and site count information.

Guidance assumptions

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.

Glossary of terms

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

Box Office Statistics – Box Office Mojo.

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 at 30 June 2026.

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

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

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

Recurring Revenue, Non-Recurring Revenue, SaaS Revenue, Contribution, EBITDA, and Free Cash Flow – each of these non-GAAP financial measures are defined in section 1 of the 2026 Interim Report.

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

ENDS

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About Vista Group

Vista Group International Ltd (Vista Group) is a public company, founded in New Zealand in 1996 and listed on both the New Zealand and Australian stock exchanges in 2014 (NZX & ASX: VGL). Vista Group is a global leader in providing tech 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.