



# FY26 RESULTS

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MAY 20, 2026

**WILL LOPES**

Chief Executive Officer  
& Managing Director

**BOB CRUICKSHANK**

Chief Financial Officer



# IMPORTANT NOTICE

### Forward-looking statements

This document contains forward-looking statements including plans and objectives. Do not place undue reliance on them as actual results may differ, and may do so materially. They reflect Catapult’s views as at the time made, are not guarantees of future performance and are subject to uncertainties and risks, such as those described in Catapult’s most recent financial report. Subject to law, Catapult assumes no obligation to update, review or revise any information in this document.

### Pro forma financial information

Catapult changed its financial year end from June 30 to March 31, with a nine-month transitional FY21 consisting of an interim period ending December 31, 2020 and a final period ended March 31, 2021. Catapult also changed its presentation currency from A\$ to US\$, which commenced with reporting in US\$ for the six-month period ended December 31, 2020. Catapult also acquired SBG on July 1, 2021. This document sets out pro forma information solely for the purpose of illustrating the effects of the acquisitions (including SBG) and these changes on certain historical financial results.

The financial information identified as “Pro forma including acquisitions” in this document is pro forma, and has not been independently audited or reviewed. The pro forma financial information identified as “Pro forma including acquisitions” is, as applicable, either a 6-month period ended September 30, or a 12-month period ended March 31, on the basis that the Company acquired all relevant acquired entities on April 1, 2018. All pro forma financial information has been compiled from management accounts. Because of its hypothetical nature, the pro forma information may not give a true picture of a relevant comparison. Subject to law, Catapult assumes no obligation to update, review or revise the pro forma information.

### Defined terms and Calculation Methodologies

In this document, unless otherwise indicated:

- “1H” for April 1, 2021 onwards, is each period starting April 1 and ending September 30, with the first such period being 1H FY22;
- “2H” for October 1, 2021 onwards, is each period starting October 1 and ending March 31, with the first such period being 2H FY22;
- “FY” for April 1, 2021 onwards, is each period starting April 1 and ending March 31, with the first such period being FY22;
- “ACV” or “Annualized Contract Value” is the annualized value of all active subscription contracts in effect using an average exchange rate to US\$ over a 1-month period ending on the ACV Effective Calculation Date;
- “ACV (CC)” or “ACV constant currency” is ACV calculated on a “constant currency” basis, which is calculated using an average exchange rate to US\$ over a 1-month period ending on the date that is 1 year before the ACV Effective Calculation Date;
- “ACV CAGR” is the cumulative annual growth rate in ACV on a “constant currency” basis over a period A to B, which is calculated as the annualized growth rate (expressed as a percentage) of (x) the ACV as at the Effective Calculation Date for B (using currency rates as at the effective calculation date for A); divided by (y) the ACV as at, and using the currency rates as at, the effective calculation date for A. Therefore, for example, the ACV CAGR for 1H FY23 to 1H FY25 is calculated as the annualized growth rate (expressed as a percentage) of (x) the ACV calculated as at September 30, 2024 (using currency rates as at September 30, 2022); divided by (y) the ACV calculated as at, and using the currency rates as at, September 30, 2022;
- “ACV Churn” is the reduction in ACV from the loss of customers over a period, which is calculated as the quotient (expressed as a percentage) of (x) the reduction in ACV from the loss of customers over the 12-month period prior to the Effective Calculation Date; divided by (y) the total ACV calculated as at the date that is 12 months prior to that Effective Calculation Date;
- “ACV Effective Calculation Date” for ACV is, unless otherwise stated, March 31, 2026. The ACV Effective Calculation Date for ACV denoted as “Opening ACV” or “Closing ACV” is ACV calculated as at, respectively, the start or end of the relevant period. Therefore, for example, the Opening ACV FY24 Effective Calculation Date is April 1, 2023 and the Closing ACV FY24 Effective Calculation Date is March 31, 2024. ACV denoted as “1H” is calculated as at the end of the relevant period. Therefore, for example, the ACV 1H FY24 Effective Calculation Date is September 30, 2023, and the ACV 1H FY25 Effective Calculation Date is September 30, 2024;
- “ACV Growth” or “ACV YoY” is the growth in ACV (including on a “constant currency” basis), which is calculated as the quotient (expressed as a percentage) of (x) the ACV calculated as at the ACV Effective Calculation Date; divided by (y) the ACV calculated as at the date which is 12 months prior to that ACV Effective Calculation Date;
- “ACV Retention” is the retained ACV from continuing customers over a period, which is calculated as (1 - ACV Churn), expressed as a percentage;
- “Fixed Costs” is the total of General & Administrative (G&A), and capitalized and non-capitalized Research & Development (R&D) costs;
- “Free Cash Flow” or “FCF” is cash flows from operating activities less cash flows used for investing activities, excluding cash used for acquisitions of, and investments into, businesses and strategic assets. FCF excludes AASB16 lease payments;
- “Incremental profit” over a period is calculated as the incremental Management EBITDA over that period;
- “Incremental profit margin” over a period is calculated as the quotient (expressed as a percentage) of (x) the incremental Management EBITDA over that period; divided by (y) the incremental revenue over that period;
- “Lifetime Duration” or “LTD” is the average length of time that customers have continuously subscribed for Catapult’s products or services as at the effective calculation date, weighted by each customer’s ACV as at that date;
- “Management EBITDA” is Reported EBITDA excluding employee-related share-based payments, acquisition contingent consideration, severance, acquisition-related transaction costs, and payroll tax expense related to employee-related share-based payments; and including capitalized development expenditure;
- “Multi Solution Pro Teams” is the number of Pro teams that, as at the effective calculation date, use more than one Catapult solution;
- “Multi Vertical Pro Teams” is the number of Pro teams that, as at the effective calculation date, use a product from more than one of Catapult’s verticals;
- “nm” means not meaningful;
- “pp” means percentage point, which is the arithmetic difference between two percentages;
- “Recurring Revenue” is SaaS Revenue, plus Media, and plus other recurring revenue that is not attributable to ACV;
- “Recurring Revenue Growth”, “Recurring Revenue YoY”, “SaaS Revenue Growth” or “SaaS Revenue YoY” is the growth in, respectively, Recurring Revenue or SaaS Revenue (including on a “constant currency” basis, the “Relevant Revenue”), which is calculated as the quotient (expressed as a percentage) of (x) that Relevant Revenue over, as applicable, the 12-month period prior to March 31 of a specified FY or the 6-month period prior to September 30 of a specified HY (the “Relevant Period”); divided by (y) the Relevant Revenue over, as applicable, the 12-month period or 6-month period ended 12 months prior to the Relevant Period;
- “Reported EBITDA” means earnings before interest, tax, depreciation, and amortization for the relevant period derived from the financial statements prepared in accordance with applicable accounting standards, and before any adjustments applied in calculating Management EBITDA;
- “Rule of 40” is the sum of annual ACV growth percentage on a constant currency (CC) basis and Management EBITDA margin (Management EBITDA as a % of Revenue);
- “SaaS Revenue” or “SaaS (ACV) Revenue” is revenue attributable to ACV;
- “Variable Costs” is Total non-capitalized COGS, Sales & Marketing (S&M), and Delivery Costs.

This document should be read in conjunction with the above definitions and calculation methodologies as they are integral to understanding the content.

### Non-IFRS Information

While Catapult’s results are reported under IFRS, this document also includes non-IFRS information, such as Management Operating Profit, Management EBITDA, EBITDA, Gross Margin, Contribution Margin, Free Cash Flow (FCF), Annual Recurring Revenue (ARR), Annualized Contract Value (ACV), Lifetime Duration (LTD), ACV Retention, ACV Churn., and Rule of 40. These measures are provided to assist in understanding Catapult’s financial performance, given that it is a SaaS business. They have not been independently audited or reviewed, and should not be considered an indication of, or an alternative to, IFRS measures.

### General

The information in this document is for general information purposes only, and does not purport to be complete. It should be read in conjunction with Catapult’s other market announcements. Readers should make their own assessment and take professional independent advice prior to taking any action based on the information. Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the presented figures. All financials are in US\$ unless otherwise indicated.

WE ARE THE STANDARD FOR PROFESSIONAL SPORTS

40+

SPORTS

100+

COUNTRIES

5,500+

TEAMS GLOBALLY



RUGBY  
AU

## OUR VISION

**UNLEASH** THE POTENTIAL  
OF EVERY TEAM AND ATHLETE  
ON EARTH

# **WILL LOPES**

**CHIEF EXECUTIVE OFFICER  
& MANAGING DIRECTOR**

**> OVERVIEW**

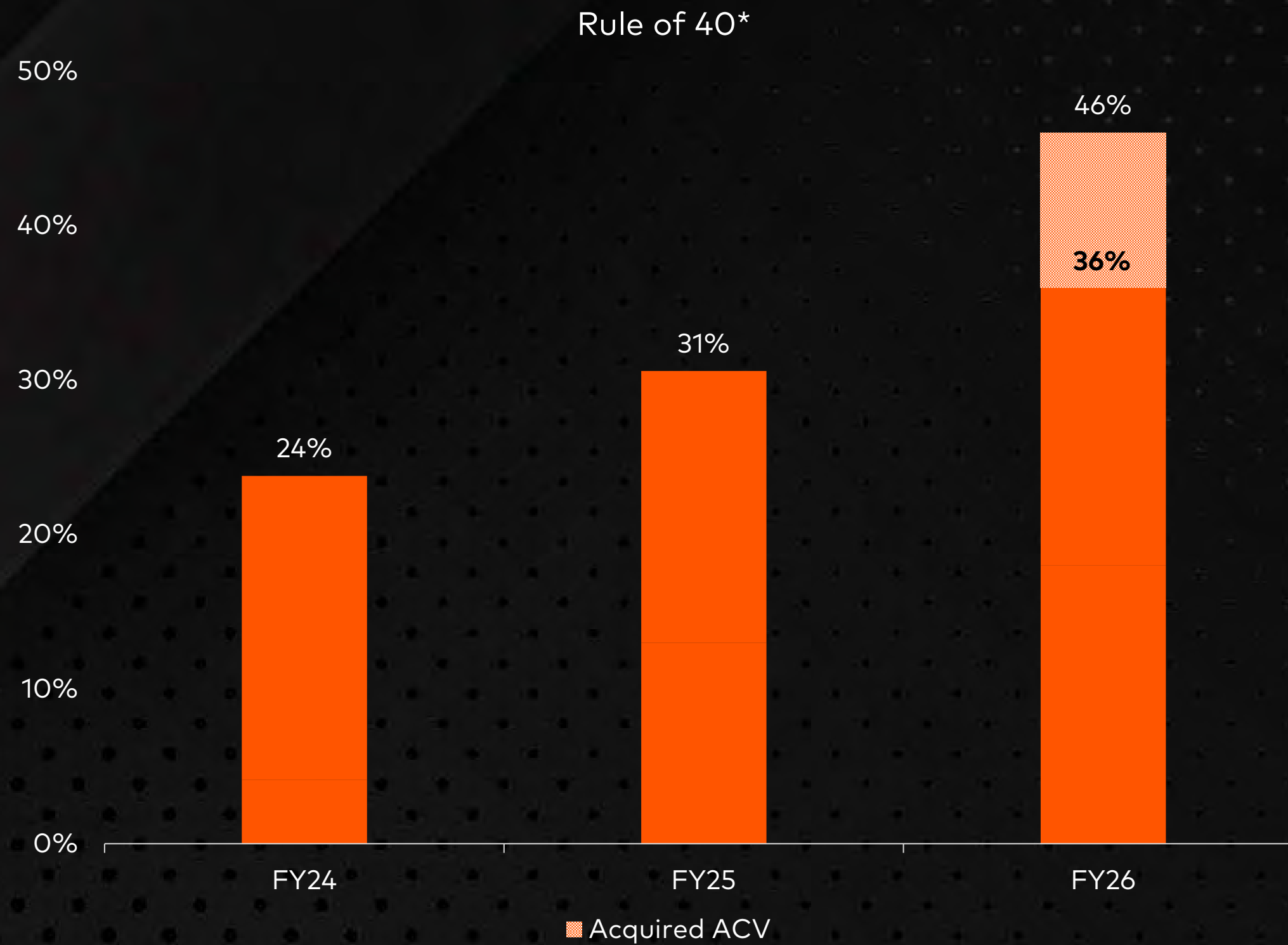
**FINANCIAL REVIEW**

**STRATEGY & OUTLOOK**

**Q&A**



# FY26 WAS A RECORD-BREAKING YEAR FOR CATAPULT



**ACV GROWTH (CC)**

**28%**

**18% excluding acquired ACV**

**MANAGEMENT EBITDA %**

**18%**

\* Rule of 40 is defined as the sum of annual ACV growth percentage on a constant currency (CC) basis and Management EBITDA margin (Management EBITDA as a % of Revenue).  
Important Note: Rule of 40 has not been independently audited or reviewed. See slide 2 for defined terms and calculation methodologies.

## SCALE IS COMPOUNDING GROWTH INTO RECORD PROFIT

### ACV

**US\$133.8M**

(A\$191M)

**↑ 28% YoY (CC)**

### REVENUE

**US\$140.7M**

(A\$200M)

**↑ 19% YoY (CC)**

### MANAGEMENT EBITDA

**US\$24.7M**

(A\$35M)

**↑ US\$10M YoY**

## UNDERPINNED BY A STRONG SAAS ENGINE

**ACV RETENTION**

**96%**

**ACV PER PRO TEAM**

**↑10%**

**MULTI SOLUTION PRO TEAMS**

**↑62%**

# WITH OPERATING LEVERAGE DELIVERING STRONG INCREMENTAL PROFIT

| US\$M                                   | FY25         | FY26         | Incremental |
|-----------------------------------------|--------------|--------------|-------------|
| <b>Revenue</b>                          | <b>116.5</b> | <b>140.7</b> | <b>24.2</b> |
| Variable Costs<br>(COGS, S&M, Delivery) | 58.9         | 66.2         | 7.3         |
| <i>Variable Costs %</i>                 | <i>50%</i>   | <i>47%</i>   | <i>30%</i>  |
| Fixed Costs<br>(G&A, R&D)               | 43.0         | 49.8         | 6.8         |
| <i>Fixed Costs %</i>                    | <i>37%</i>   | <i>35%</i>   | <i>28%</i>  |
| <b>Incremental Profit</b>               |              |              | <b>10.0</b> |
| <b>Incremental Profit Margin</b>        |              |              | <b>41%</b>  |

- Our target is to keep at least 30% of every new dollar of revenue we generate as profit
- Variable cost efficiencies continued to improve, meaning each new dollar costs less to generate
- Excluding the impact from acquisitions our incremental profit margin would have been 48%

# WHILE DELIVERING AN EVEN BETTER USER EXPERIENCE FOR PRO TEAMS

## **VECTOR 8**

The world's most powerful athlete monitoring system is already in the hands of the best pro teams on earth — faster, more accurate, and built to save coaches' time.

## **PERCH**

The new P2 Camera. 37% wider field of view. 2x faster frame rate. Coaches get richer, more complete data from every session.

## **IMPECT**

IMPECT is live on the Catapult platform. Rich match data and video analysis, unified in a single workflow for the first time.

## **MATCHTRACKER**

Our new aggregation service packages event data, positional data, and multi-angle video for every team in a league — so teams get straight to analysis.

## **AI INSIGHTS**

AI-powered shift detection is live in ice hockey — giving coaches instant, automatic player workload insights. The same capability is coming to more sports.

## **FOCUS LIVE**

Focus Live is now live for practice. American Football teams get the same real-time insight on the training field that they've had on game day.

# **BOB CRUICKSHANK**

**CHIEF FINANCIAL OFFICER**

**OVERVIEW**

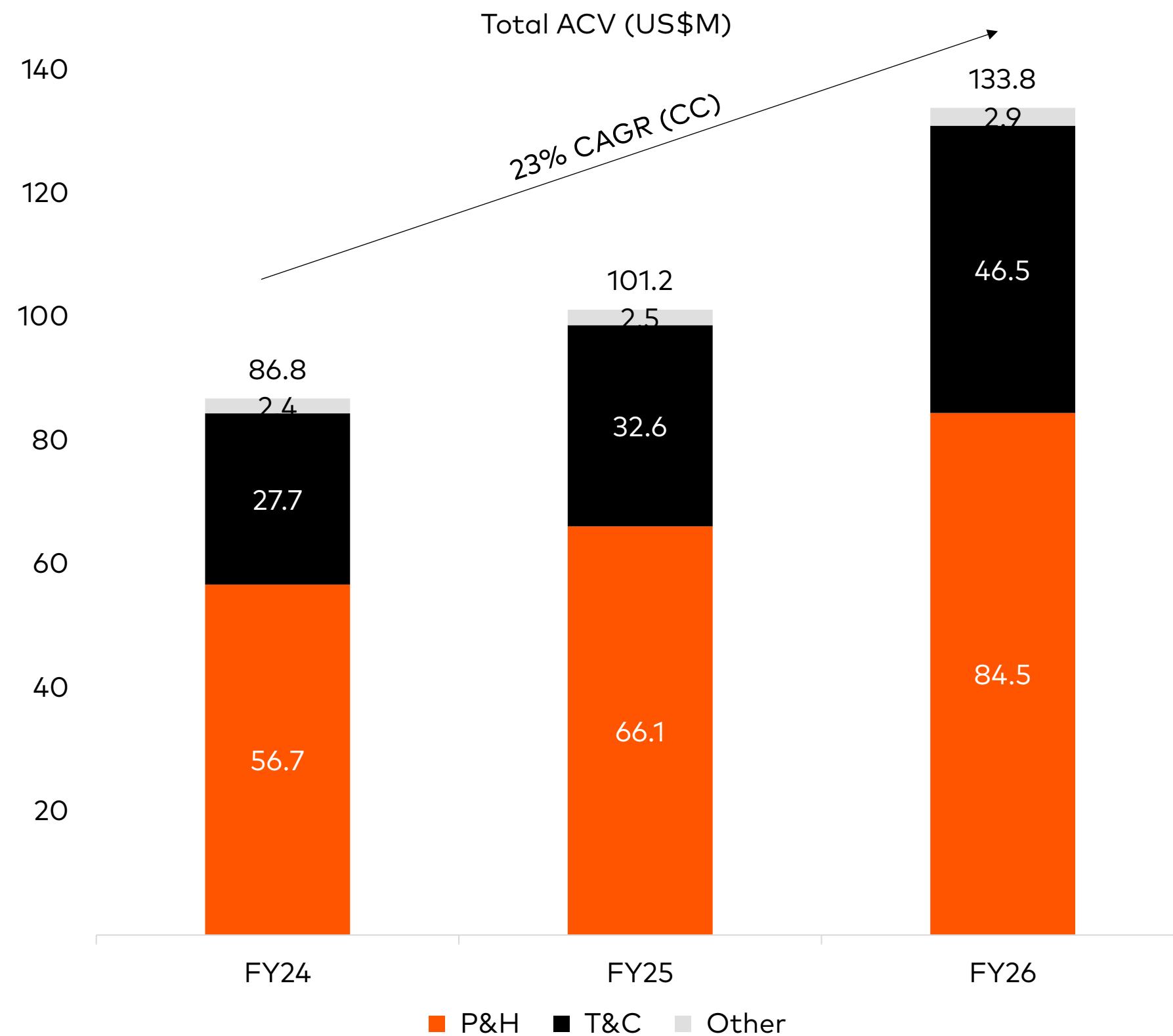
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**Q&A**

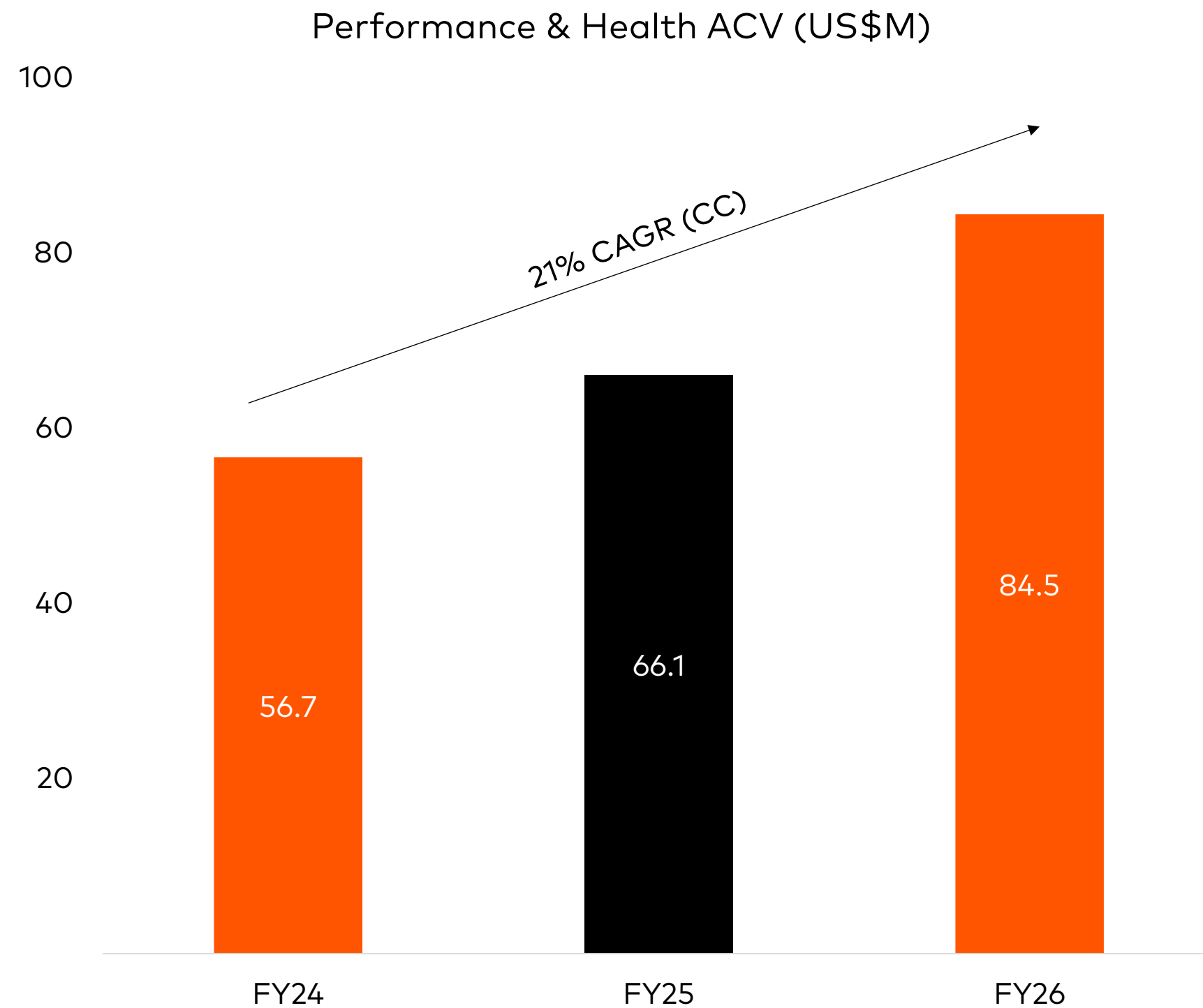


# ACV GROWTH ACCELERATING WITH NEW AND EXISTING PRODUCT SUITE

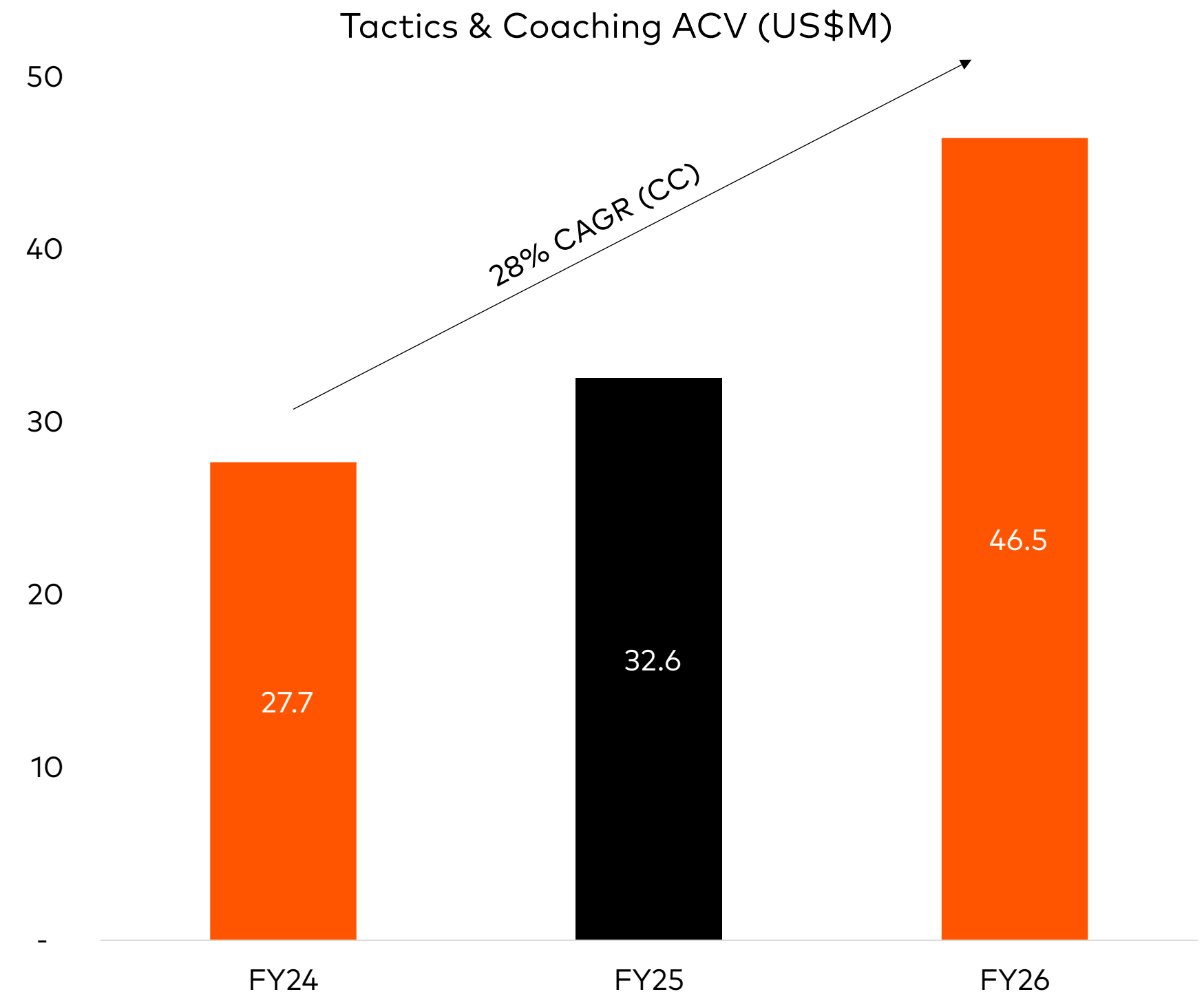


- ACV, our leading indicator of future SaaS revenue, continues to demonstrate strong growth, powered by a dual SaaS engine
- Normalizing for the acquired ACV from Perch and IMPECT in FY26, ACV growth of 18% (CC) represented another year of strong ACV growth

# T&C NOW A MUCH LARGER CONTRIBUTOR TO OVERALL GROWTH

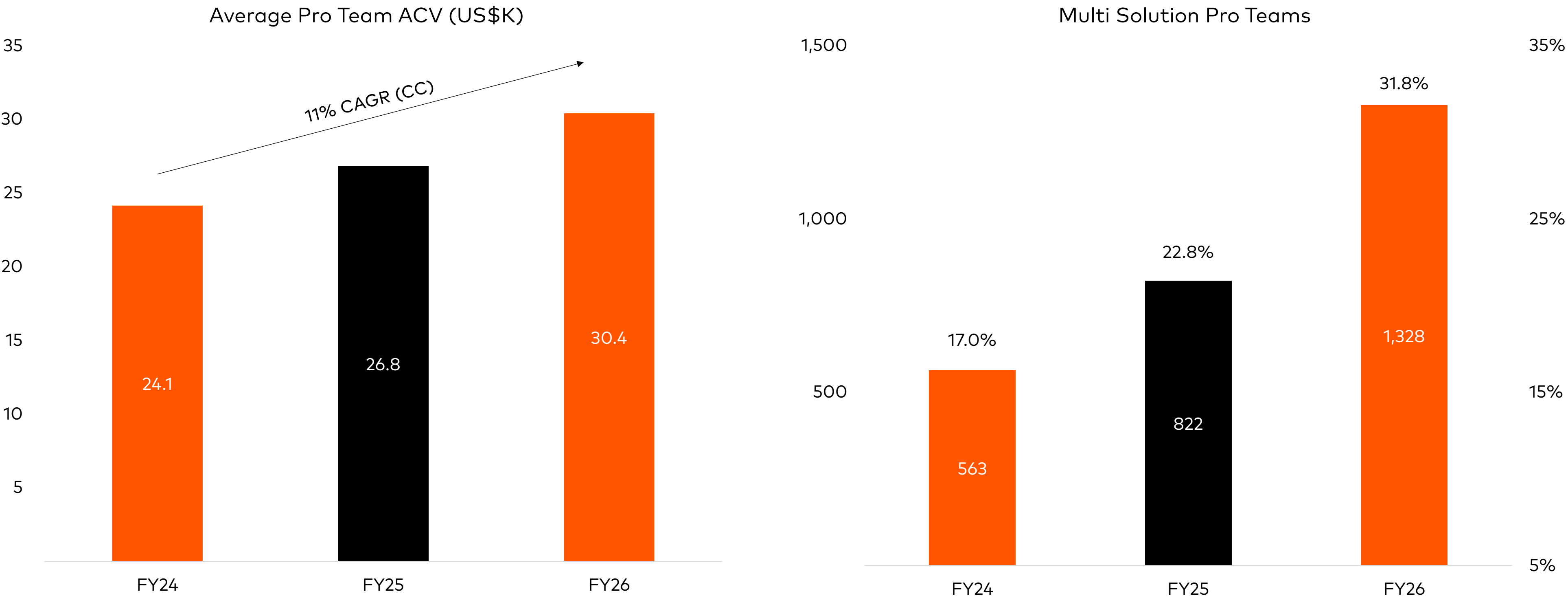


P&H grew 23% (CC) YoY as Catapult added a record number of new P&H customers



T&C grew 40% (CC) YoY with IMPECT added to the platform and continued growth from Pro Video Suite

# ACV PER TEAM GREW AS TEAMS BOUGHT MORE SOLUTIONS

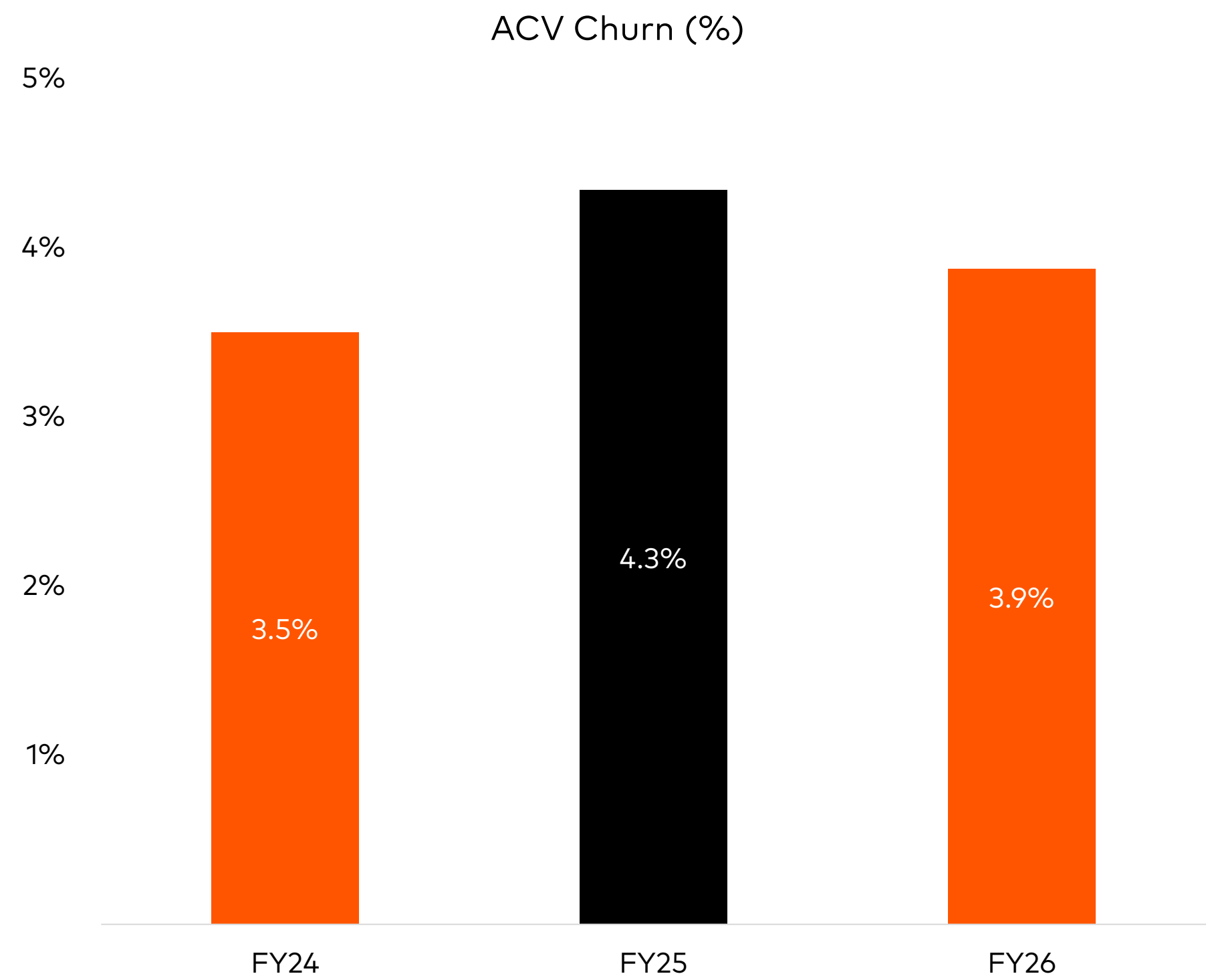


Average ACV Per Pro Team continues to reflect success growing our share of wallet, and exceeds \$30K Per Pro Team for the first time

506 teams became Multi Solution Pro Teams, a 54% 2-year CAGR

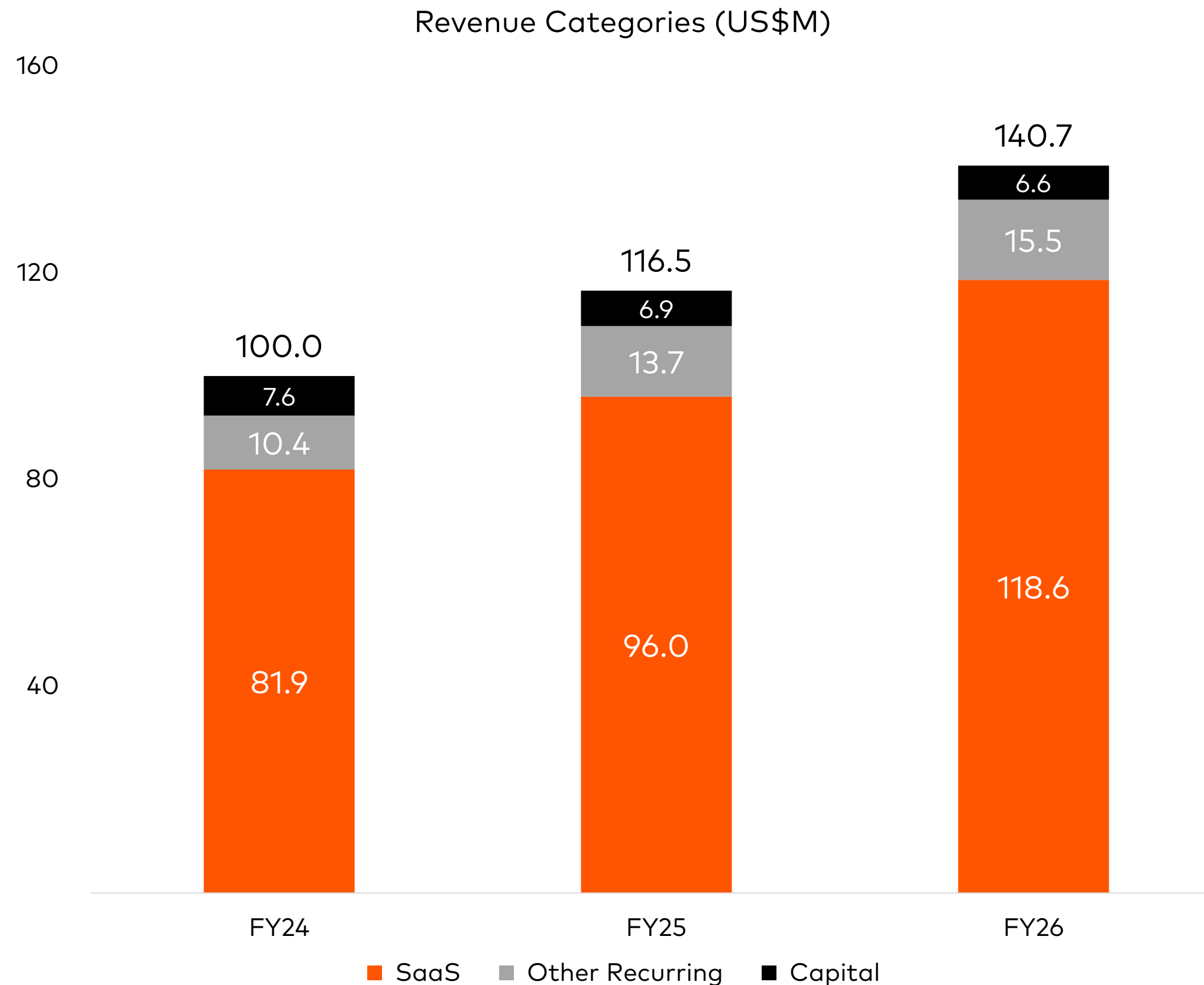
Important Note: ACV, ACV Growth (CC, constant currency), and Multi Solution Pro Teams financial information in this slide has not been independently audited or reviewed. See slide 2 for defined terms and calculation methodologies.

# RETENTION RATES REMAIN BEST-IN-CLASS



- ACV Retention continues to be strong, with churn below our target of 5%
- Expansion of Catapult's multi solution product suite supports ongoing best-in-class Retention rates

# SAAS REVENUE DRIVING OVERALL REVENUE GROWTH



**21%**

## SaaS Revenue

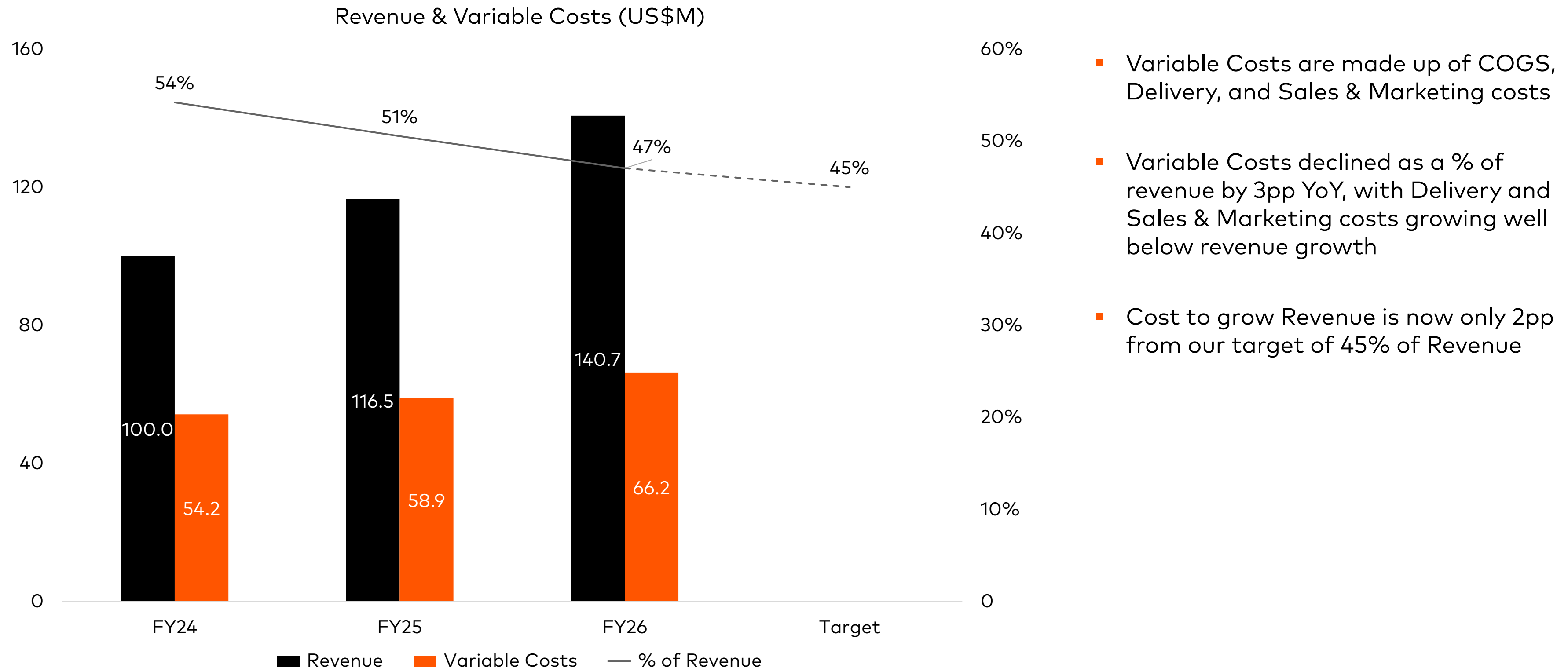
Additional solutions in the platform are accelerating YoY Growth (CC)

**19%**

## Total Revenue

YoY Growth (CC)

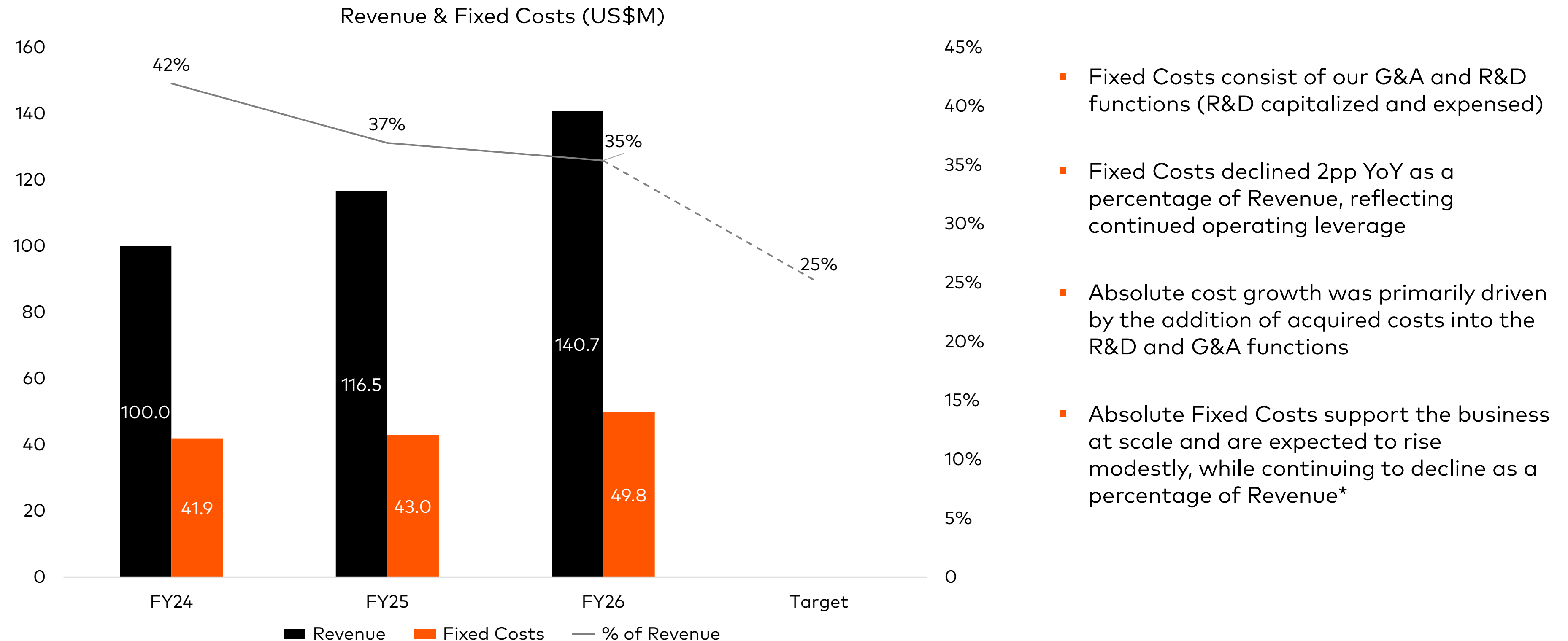
# COST OF GROWTH CONTINUES TO DECLINE TOWARDS LONG TERM TARGET



Percentages do not include Non-Cash Employment Costs.

**Important Note:** The financial information in this slide, particularly the Target, is provided solely to illustrate how operating margin improves with scale. The information is not, and must not be relied upon as, a statement or estimate of Catapult's current financial performance; a forecast of or guidance as to Catapult's future financial performance, condition or prospects; or an indication of Catapult's views regarding any of the foregoing. The information in this slide has not been independently audited or reviewed. See slide 2 for defined terms and calculation methodologies.

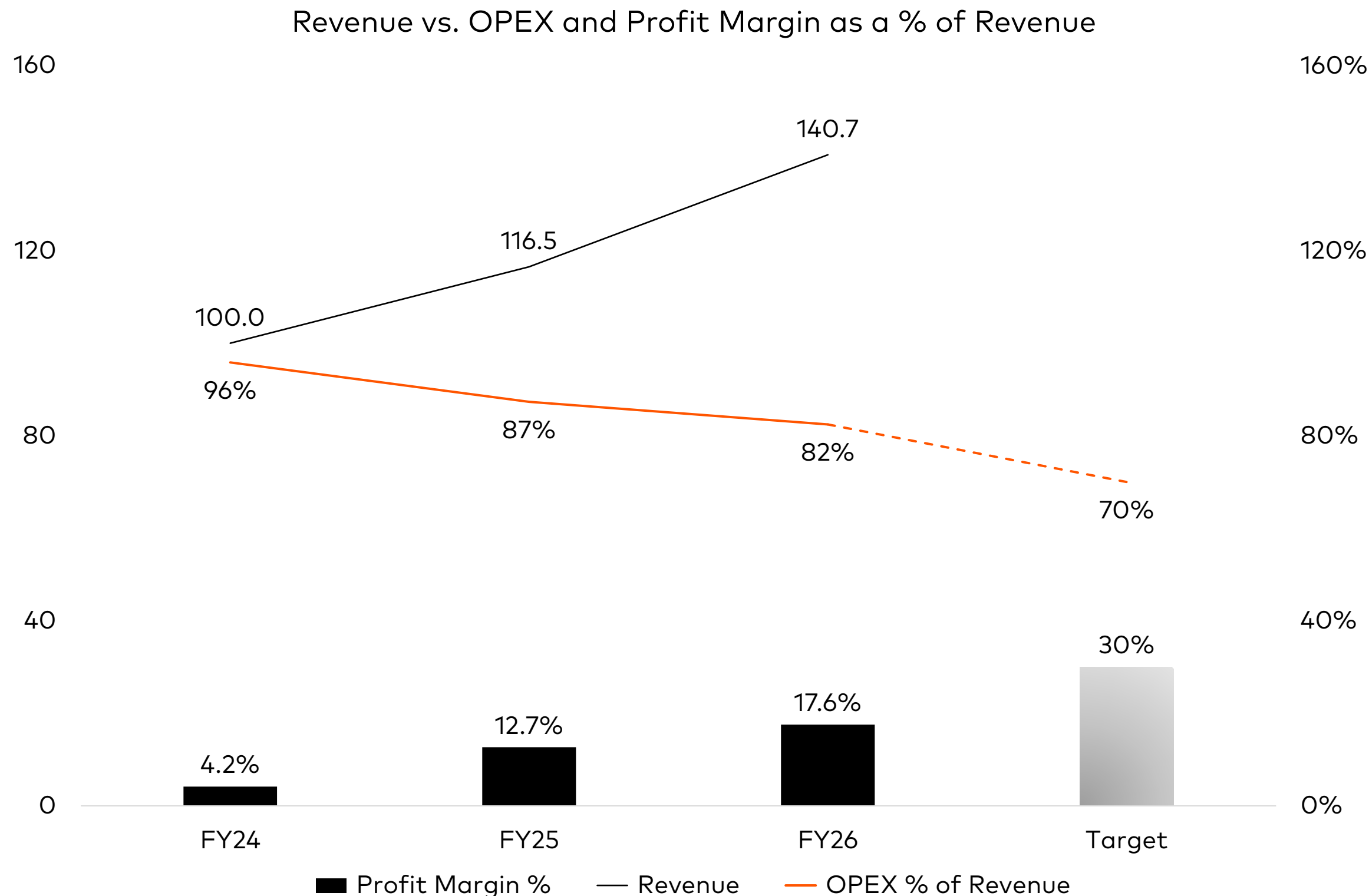
# FIXED COST EFFICIENCY IMPROVED DESPITE ABSORBING ACQUISITIONS



Percentages do not include Non-Cash Employment Costs. R&D includes both capitalized and non-capitalized components

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# OPERATING PROFIT MARGIN CONTINUES TO EXPAND

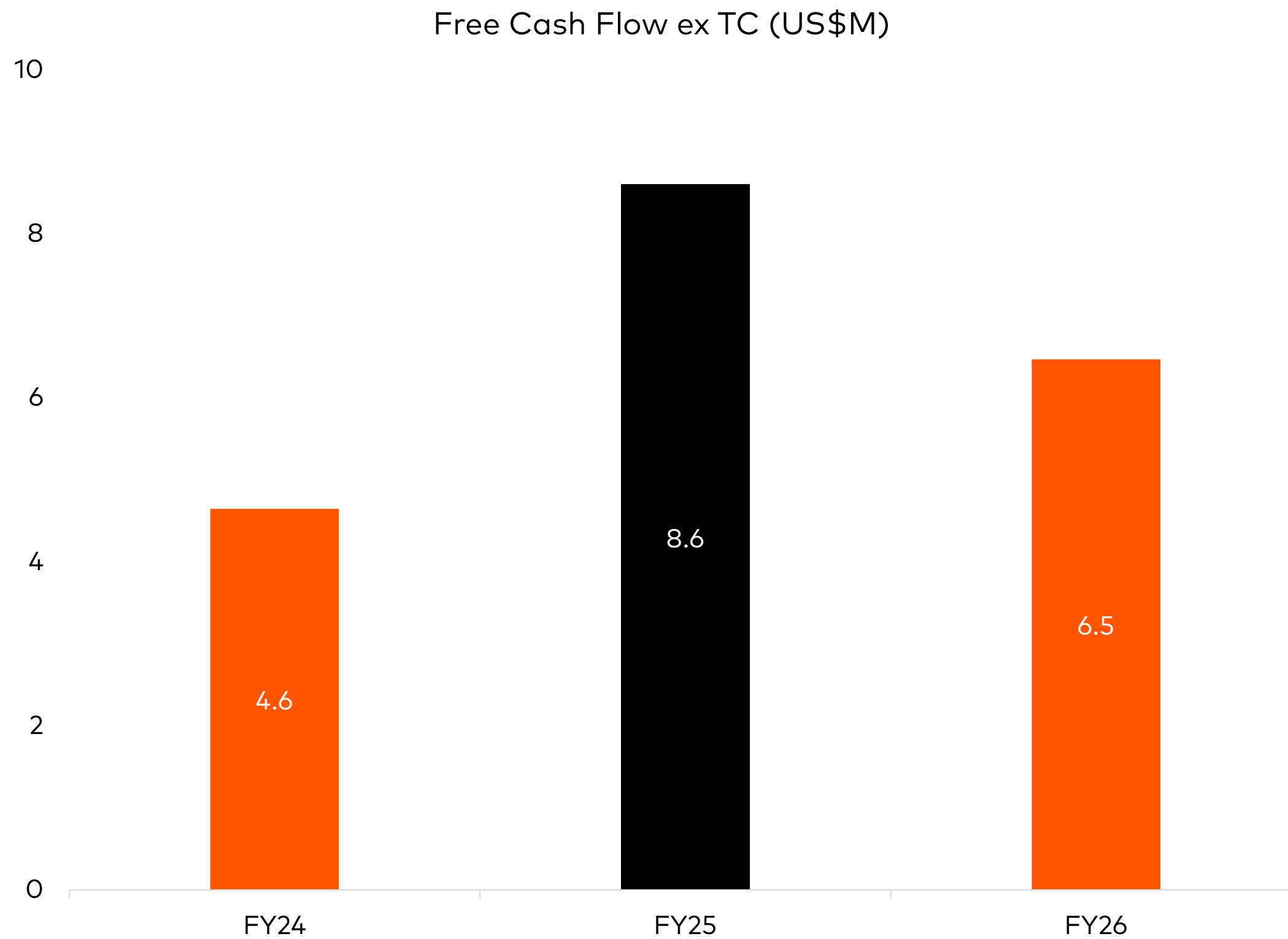


- Our operating profit margin has now expanded 4x in the past 2 years, a 13pp improvement that demonstrates the operating leverage of our model at scale
- Each incremental dollar of Revenue is converting to margin at an accelerating rate as operating costs are absorbed across a larger base
- As Revenue continues to grow, operating profit margin is expected to increase towards our long-term target as OPEX (Variable + Fixed costs) as a % of Revenue continues to decrease\*\*

\* Profit Margins do not include Non-Cash Employment Costs. R&D includes both capitalized and non-capitalized components.

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# WHILE MAINTAINING POSITIVE FREE CASH FLOW



- Free Cash Flow excluding transaction costs of US\$6.5M came in above the \$5-6M guidance in the March 2026 trading update
- FCF was impacted by the timing of some cash collections that were delayed into early FY27, which resulted in an Accounts Receivable balance of US\$20.1M at year end, up from US\$10.4M in FY25
- Catapult ended FY26 with a cash balance of more than \$53M, and no debt

# OPERATING PROFIT & LOSS SUMMARY

| FOR THE 12 MONTHS ENDED MARCH 31<br>(US\$M) | FY26         | FY25         | Change       | % Change     |
|---------------------------------------------|--------------|--------------|--------------|--------------|
| REVENUE                                     | 140.7        | 116.5        | 24.2         | 20.8%        |
| COGS                                        | 27.8         | 22.2         | 5.6          | 25.3%        |
| <b>GROSS PROFIT</b>                         | <b>112.9</b> | <b>94.4</b>  | <b>18.6</b>  | <b>19.7%</b> |
| <b>GROSS MARGIN %</b>                       | <b>80.3%</b> | <b>81.0%</b> | <b>-0.7%</b> | <b>-0.9%</b> |
| VARIABLE COSTS (EX. COGS)                   | 38.4         | 36.7         | 1.7          | 4.7%         |
| <b>CONTRIBUTION PROFIT</b>                  | <b>74.5</b>  | <b>57.6</b>  | <b>16.9</b>  | <b>29.3%</b> |
| <b>CONTRIBUTION MARGIN %</b>                | <b>52.9%</b> | <b>49.5%</b> | <b>3.5%</b>  | <b>7.0%</b>  |
| FIXED COSTS                                 | 49.8         | 43.0         | 6.8          | 15.9%        |
| <b>MANAGEMENT OPERATING PROFIT</b>          | <b>24.7</b>  | <b>14.7</b>  | <b>10.0</b>  | <b>68.4%</b> |
| OTHER INCOME                                | 0.0          | 0.1          | -0.1         | -98.3%       |
| <b>MANAGEMENT EBITDA</b>                    | <b>24.7</b>  | <b>14.8</b>  | <b>9.9</b>   | <b>67.3%</b> |
| <b>MANAGEMENT EBITDA MARGIN %</b>           | <b>17.6%</b> | <b>12.7%</b> | <b>4.9%</b>  | <b>38.6%</b> |

- At 80%+, Gross Margin remains on target. The modest YoY movement reflects Media business growth, not underlying margin pressure
- Efficiencies found in our Variable Costs (ex COGS) meant our Contribution Margin increased by 4pp to 53%, with absolute costs increasing only \$1.7M, less than 5%
- Management EBITDA increased by nearly \$10M YoY, or 67%, with a 5pp increase in our Management EBITDA Margin

# PROFIT & LOSS SUMMARY

| FOR THE 12 MONTHS ENDED MARCH 31<br>(US\$M)                             | FY26         | FY25         | Change       | % Change       |
|-------------------------------------------------------------------------|--------------|--------------|--------------|----------------|
| <b>MANAGEMENT EBITDA</b>                                                | <b>24.7</b>  | <b>14.8</b>  | <b>9.9</b>   | <b>67.3%</b>   |
| CAPITALIZED DEVELOPMENT & OTHER                                         | 19.1         | 15.9         | 3.2          | 20.3%          |
| SBP - EMPLOYEE COMPENSATION & RELATED TAXES                             | -18.7        | -11.8        | -6.9         | -58.7%         |
| <b>EBITDA (EXCLUDING ACQUISITION CHARGES)</b>                           | <b>25.1</b>  | <b>18.9</b>  | <b>6.3</b>   | <b>33.2%</b>   |
| ACQUISITION RELATED CHARGES                                             | -7.6         | -0.7         | -6.9         | nm             |
| <b>EBITDA</b>                                                           | <b>17.5</b>  | <b>18.1</b>  | <b>-0.6</b>  | <b>-3.5%</b>   |
| <b>EBITDA MARGIN %</b>                                                  | <b>12.4%</b> | <b>15.5%</b> | <b>-3.1%</b> | <b>-20.1%</b>  |
| DEPRECIATION & AMORTIZATION                                             | -29.9        | -23.6        | -6.3         | -26.9%         |
| AMORTIZATION OF ACQUIRED INTANGIBLES                                    | -7.4         | -3.3         | -4.1         | -122.5%        |
| <b>EBIT</b>                                                             | <b>-19.8</b> | <b>-8.8</b>  | <b>-11.1</b> | <b>-126.0%</b> |
| FX LOSS & OTHER ONE TIME ADJUSTMENTS                                    | -2.7         | 3.0          | -5.7         | -188.0%        |
| INTEREST AND OTHER                                                      | -1.4         | -3.1         | 1.6          | 53.2%          |
| <b>NPAT</b>                                                             | <b>-24.0</b> | <b>-8.8</b>  | <b>-15.2</b> | <b>-172.1%</b> |
| <b>NPAT (EXCLUDING ACQUISITIONS, FX AND OTHER ONE TIME ADJUSTMENTS)</b> | <b>-6.2</b>  | <b>-7.8</b>  | <b>1.5</b>   | <b>19.8%</b>   |

- Management EBITDA of US\$24.7M, up 67% YoY was a record operating profit.
- Share-based compensation and related payroll tax of US\$18.7M reflects the significant increase of Catapult's share price at vesting - not additional equity grants or dilution to shareholders.
- Acquisition-related charges of US\$7.6M primarily relate to the deferred IMPECT purchase price subject to service-based vesting conditions – a non-cash item unrelated to operating performance.
- Excluding acquisition-related charges, EBITDA would have grown 33% YoY, demonstrating the underlying strength of the core business.
- NPAT was impacted by three non-cash items unrelated to business performance: acquisition-related charges, increased amortization of acquired intangibles, and a YoY (\$5.7M) net FX impact and other one-time adjustments.
- Excluding the Acquisition, FX impact & Other one-time adjustments, NPAT would have improved by 20% YoY

# **WILL LOPES**

**CHIEF EXECUTIVE OFFICER  
& MANAGING DIRECTOR**

**OVERVIEW**

**FINANCIAL REVIEW**

**➤ STRATEGY & OUTLOOK**

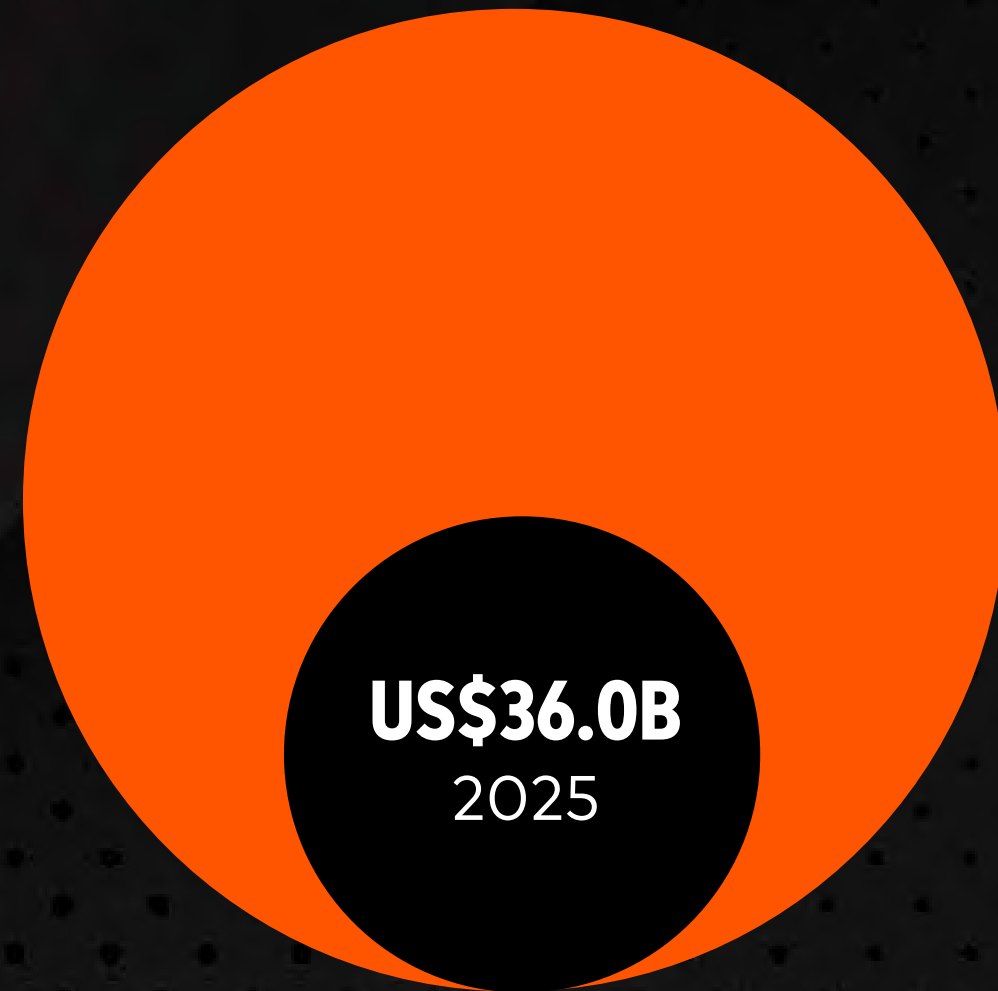
**Q&A**



# SUBSTANTIAL MARKET FOR CATAPULT

## PRO SPORTS TECHNOLOGY

**US\$71.7B**



**market size by 2030**

**20K**  
Pro Teams

Men &  
Women  
NCAA  
Athletics

Major Sporting Leagues

Feeder Divisions

Pro Team Academies

National Teams

Olympic Teams

## ADJACENT MARKETS

High School & Youth  
Sport Teams

First Responders

Military

Medical

Source: Marketsandmarkets, Sports Technology Market Size & Share Forecast 2030, March 2025.

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# STRONG VALUE PROPOSITION

## HELP TEAMS MAKE BETTER DECISIONS THROUGH A COMPREHENSIVE ALL-IN-ONE TECHNOLOGY

### SAVE TIME

Help teams make better use of time with improved workflows



### DISCOVER INSIGHTS

Contextualize data to increase access to meaningful insights



# WITH A GROWING PORTFOLIO OF SOLUTIONS BUILT FOR ACV EXPANSION



## ATHLETE MONITORING

Wearable tracking that optimizes elite athlete load and performance



## VIDEO ANALYSIS

Integrated video and tactical analysis accelerating team performance decisions



## GYM MONITORING

Strength and conditioning analytics bridging the gym to the field



## SCOUTING

Data-driven talent identification and recruitment intelligence for elite teams



## MOTORSPORT

Real-time vehicle and driver performance analytics for competitive motorsport

# WELL POSITIONED TO LEAD AI REVOLUTION IN SPORTS TECH

01

## SPORT IS AI-RESILIENT

AI intensifies the pursuit of performance advantage – it doesn't replace it

02

## WE ARE THE INFRASTRUCTURE

AI needs ground-truth data. We capture it. You can't build the agent without the signal.

03

## EXPANDS OUR ADDRESSABLE MARKET

AI removes the analyst capacity constraint, unlocking deeper value for existing teams and a larger market beyond them

**15+ YEARS**

Proprietary data

**5 PETABYTES**

Ground-truth athlete data

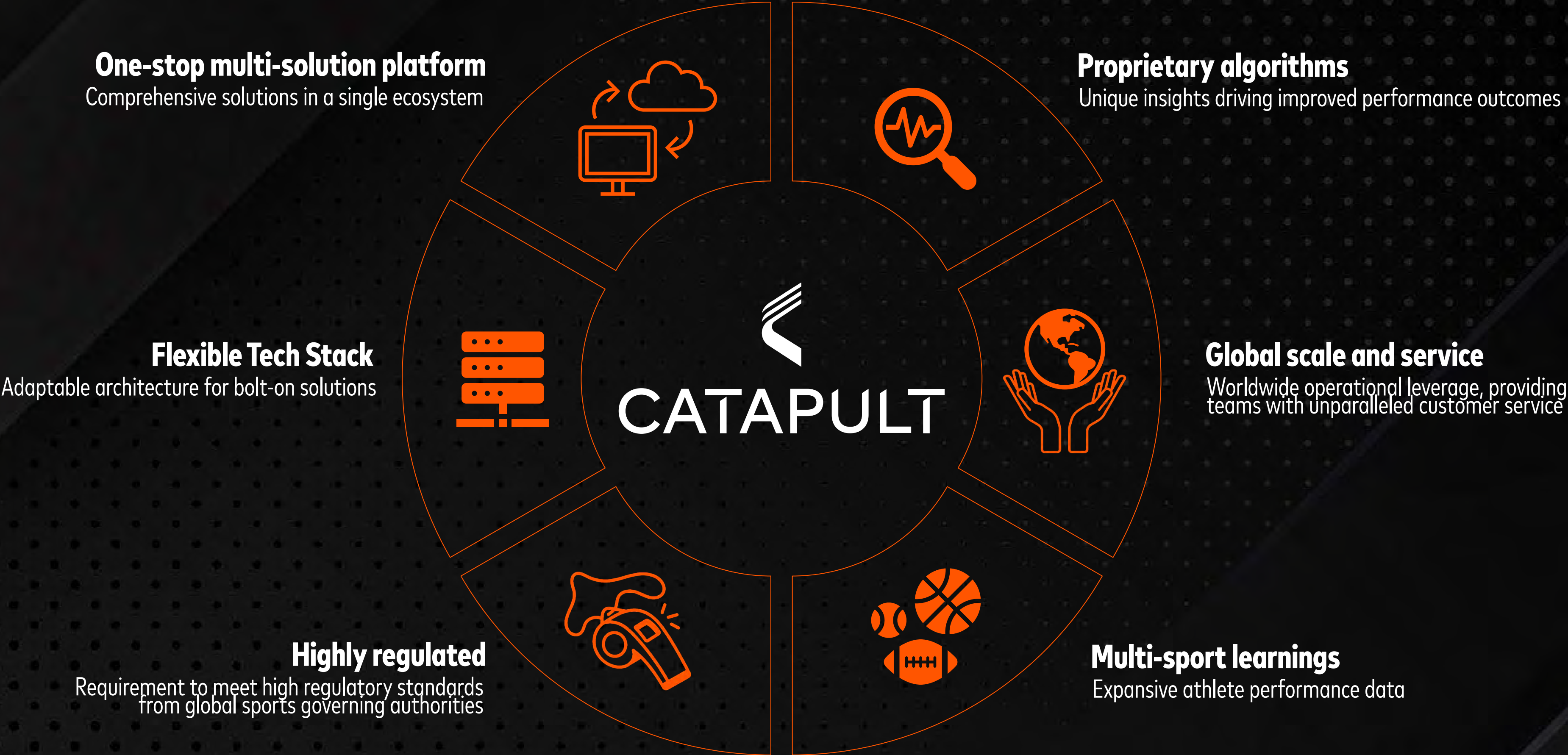
**25 MILLION**

Observed sets – Perch

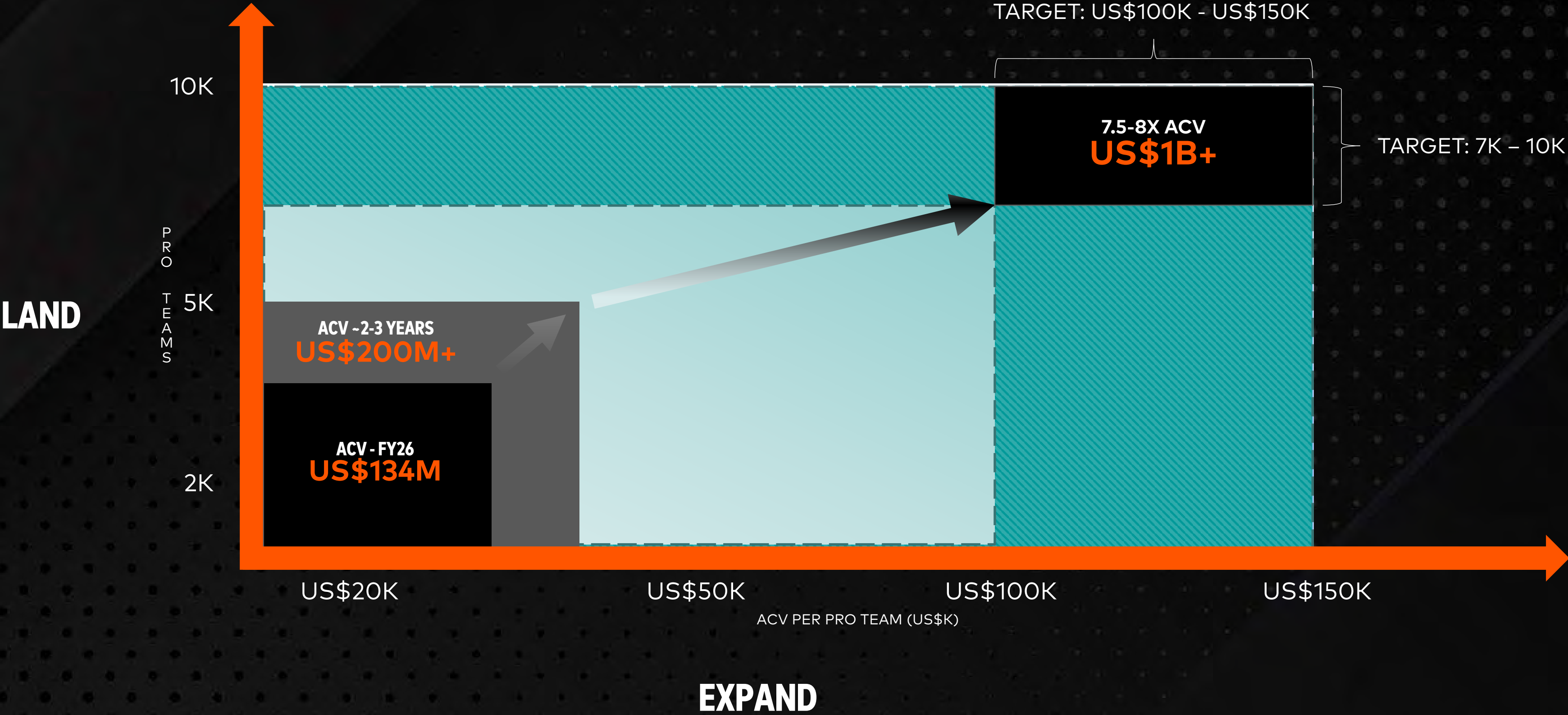
**200,000+**

Structured Matches - Impect

# FURTHER IMPROVING OUR STRONG COMPETITIVE MOAT



# WITH A CLEAR STRATEGY TO US\$1B ACV



Important Note: The financial information in this slide is provided solely to illustrate the ways in which Catapult could achieve \$1B in ACV. The information is not, and must not be relied upon as, a statement or estimate of Catapult's current financial performance; a forecast of or guidance as to Catapult's future financial performance, condition or prospects; or an indication of Catapult's views regarding any of the foregoing. The information in this slide has not been independently audited or reviewed. See slide 2 for defined terms and calculation methodologies.

# DESIGNED FOR PROFITABLE GROWTH AT SCALE

|                                   | METRIC                         | KEY ITEMS                                                                                                                 | TARGET |
|-----------------------------------|--------------------------------|---------------------------------------------------------------------------------------------------------------------------|--------|
| Cost of Growth<br>(Variable Cost) | Revenue                        |                                                                                                                           | 100%   |
|                                   | COGS                           | <ul style="list-style-type: none"> <li>Video Hardware</li> <li>Data &amp; Hosting</li> <li>License Royalty</li> </ul>     | 20%    |
|                                   | Delivery                       | <ul style="list-style-type: none"> <li>Support</li> <li>Customer Success</li> <li>Supply Chain &amp; Logistics</li> </ul> | 10%    |
|                                   | Sales & Marketing              | <ul style="list-style-type: none"> <li>Sales</li> <li>Marketing</li> <li>Revenue Operations</li> </ul>                    | 15%    |
| Fixed Costs                       | Management Contribution Margin |                                                                                                                           | 55%    |
|                                   | G&A                            |                                                                                                                           | 10%    |
|                                   | R&D (inclusive of CAPEX)       |                                                                                                                           | 15%    |
|                                   | Management EBITDA              |                                                                                                                           | 30%    |

- While we have ambitious top-line growth goals, our commitment to growing profitably post Perch and IMPECT acquisitions is unchanged
- Our focus on SaaS creates predictable revenue w/ ACV being the leading indicator
- Through cross-selling and product innovation we lower our Variable Costs (cost of growth) as go-to-market productivity increases
- We have established a base for scale, minimizing the need to increment Fixed Costs to support growth, increasing our profit margin

Percentages do not include Non-Cash Employment Costs. R&D includes both capitalized and non-capitalized components  
 Important Note: The financial information in this slide is provided solely to illustrate how operating margin improves with scale. The information is not, and must not be relied upon as, a statement or estimate of Catapult's current financial performance; a forecast of or guidance as to Catapult's future financial performance, condition or prospects; or an indication of Catapult's views regarding any of the foregoing. The information in this slide has not been independently audited or reviewed. See slide 2 for defined terms and calculation methodologies.

# WITH CLEAR MEASURES OF SUCCESS

| RULE OF 40 IS OUR FOCUS                                                                              |                                                                                                                                           |                                                                                                    |                                                                                |                                                                  |
|------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|------------------------------------------------------------------|
| ACV GROWTH (28% <sup>1</sup> )                                                                       |                                                                                                                                           |                                                                                                    | MANAGEMENT EBITDA (18% <sup>2</sup> )                                          |                                                                  |
| Pro Team Count                                                                                       | ACV per Pro Team                                                                                                                          | ACV Retention                                                                                      | Variable Cost Efficiency                                                       | Fixed Cost Discipline                                            |
| <b>4,178</b><br><br>Continue to land new P&H logos with greenfield opportunity that exists in market | <b>US\$30.4K</b><br><br>Through a combination of cross-sell, upsell, pricing, and new product solutions, continue increasing ACV per team | <b>96.1%</b><br><br>Continue to invest in service and products to maintain ACV retention above 95% | <b>47%</b><br><br>Support growth, while finding efficiencies in cost of growth | <b>35%</b><br><br>Leverage our fixed cost foundation as we scale |

<sup>1</sup> Constant currency, including acquired ACV  
<sup>2</sup> Expressed as the Management EBITDA margin

Important Note: The information in this slide (including ACV Retention and ACV per Pro Team financial information) has not been independently audited or reviewed. iSee slide 2 for defined terms and calculation methodologies.  
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## FY27 OUTLOOK

Our objective is to deliver on our strategic priorities with a continued focus on profitable growth. In FY27, we continue to expect:

- ACV growth to remain strong with low churn
- Continued improvement in cost margins towards our targets
- Higher Free Cash Flow (excluding transaction costs) as our business scales

## TODAY'S KEY TAKE-AWAYS



**TRANSFORMATIONAL  
YEAR**



**STRONG  
PROFITABLE GROWTH**



**DELIVERING ON  
EXPECTATIONS**

# UNIQUELY POSITIONED FOR A GLOBAL OPPORTUNITY

## SIGNIFICANT MARKET OPPORTUNITY

US\$71bn+ Market (2030) opportunity in delivering industry leading solutions for Pro sports teams\*

## GLOBAL LEADERSHIP POSITION

SaaS revenue is multiples the nearest P&H competitor globally with a newly developed, best in class T&C solution

## PROVEN BUSINESS MODEL

Scalable, subscription business model driving adoption with powerful unit economics

## UNPARALLELED & DIFFERENTIATE DATA

Historical datasets delivering unparalleled, unique, and differentiated insights in Pro sports and beyond

## RESILIENT & RELIABLE CUSTOMERS

Deeply embedded in teams' workflows delivering best in class retention rates across all major sports leagues

## WORLD CLASS CATAPULT TEAM

Dedicated and passionate team with extensive industry and technology expertise

\* Source: Marketsandmarkets, Sports Technology Market Size & Share Forecast 2030, March 2025. The information is not, and must not be relied upon as, a statement or estimate of Catapult's current financial performance; a forecast of or guidance as to Catapult's future financial performance, condition or prospects; or an indication of Catapult's views regarding any of the foregoing. The information in this slide has not been independently audited or reviewed.

**Q&A**



# APPENDIX



# APPENDIX – BALANCE SHEET

| AS AT MARCH 31 (US\$M)                     | FY26          | FY25          |
|--------------------------------------------|---------------|---------------|
| CASH                                       | 53.45         | 10.76         |
| TRADE AND OTHER RECEIVABLES                | 28.49         | 17.27         |
| INVENTORY                                  | 3.85          | 2.21          |
| PPE                                        | 31.89         | 30.00         |
| GOODWILL                                   | 112.59        | 51.26         |
| OTHER INTANGIBLE ASSETS                    | 93.16         | 49.10         |
| DEFERRED TAX ASSETS                        | 1.86          | 5.30          |
| <b>TOTAL ASSETS</b>                        | <b>325.30</b> | <b>165.89</b> |
| TRADE AND OTHER PAYABLES                   | 18.48         | 14.17         |
| CONTRACT LIABILITIES                       | 53.37         | 41.44         |
| OTHER LIABILITIES                          | 16.37         | 6.78          |
| EMPLOYEE BENEFITS                          | 9.26          | 7.74          |
| BORROWINGS AND OTHER FINANCIAL LIABILITIES | 5.21          | 9.80          |
| DEFERRED TAX LIABILITIES                   | 10.24         | 4.04          |
| <b>TOTAL LIABILITIES</b>                   | <b>112.94</b> | <b>83.97</b>  |
| <b>TOTAL EQUITY</b>                        | <b>212.36</b> | <b>81.92</b>  |

# APPENDIX – PROFIT & LOSS

| FOR THE 12 MONTHS ENDED MARCH 31 (US\$M)                                                          | FY26           | FY25           |
|---------------------------------------------------------------------------------------------------|----------------|----------------|
| REVENUE                                                                                           | 140.72         | 116.53         |
| OTHER INCOME                                                                                      | 5.33           | 0.09           |
| COST OF GOODS SOLD                                                                                | (27.79)        | (22.17)        |
| EMPLOYEE BENEFITS EXPENSE                                                                         | (50.21)        | (44.33)        |
| EMPLOYEE SHARE-BASED PAYMENT EXPENSE                                                              | (26.13)        | (12.27)        |
| CAPITAL RAISING AND LISTING EXPENSES                                                              | (0.25)         | (0.16)         |
| TRAVEL, MARKETING AND PROMOTION                                                                   | (5.96)         | (5.41)         |
| OCCUPANCY                                                                                         | (1.48)         | (1.40)         |
| PROFESSIONAL FEES                                                                                 | (3.25)         | (3.71)         |
| OTHER EXPENSES                                                                                    | (13.51)        | (9.07)         |
| <b>OPERATING PROFIT (LOSS) BEFORE DEPRECIATION AND AMORTIZATION</b>                               | <b>17.48</b>   | <b>18.11</b>   |
| DEPRECIATION AND AMORTIZATION                                                                     | (37.32)        | (26.89)        |
| <b>OPERATING LOSS</b>                                                                             | <b>(19.84)</b> | <b>(8.78)</b>  |
| FINANCE COSTS                                                                                     | (1.84)         | (2.62)         |
| FINANCE INCOME                                                                                    | 0.32           | 0.06           |
| OTHER FINANCIAL ITEMS                                                                             | (2.68)         | (0.55)         |
| <b>LOSS BEFORE INCOME TAX EXPENSE</b>                                                             | <b>(24.04)</b> | <b>(11.89)</b> |
| INCOME TAX BENEFIT (EXPENSE)                                                                      | 0.08           | 3.09           |
| <b>LOSS AFTER INCOME TAX EXPENSE FOR THE PERIOD ATTRIBUTABLE TO OWNERS OF CATAPULT SPORTS LTD</b> | <b>(23.96)</b> | <b>(8.81)</b>  |

# APPENDIX – CASH FLOW

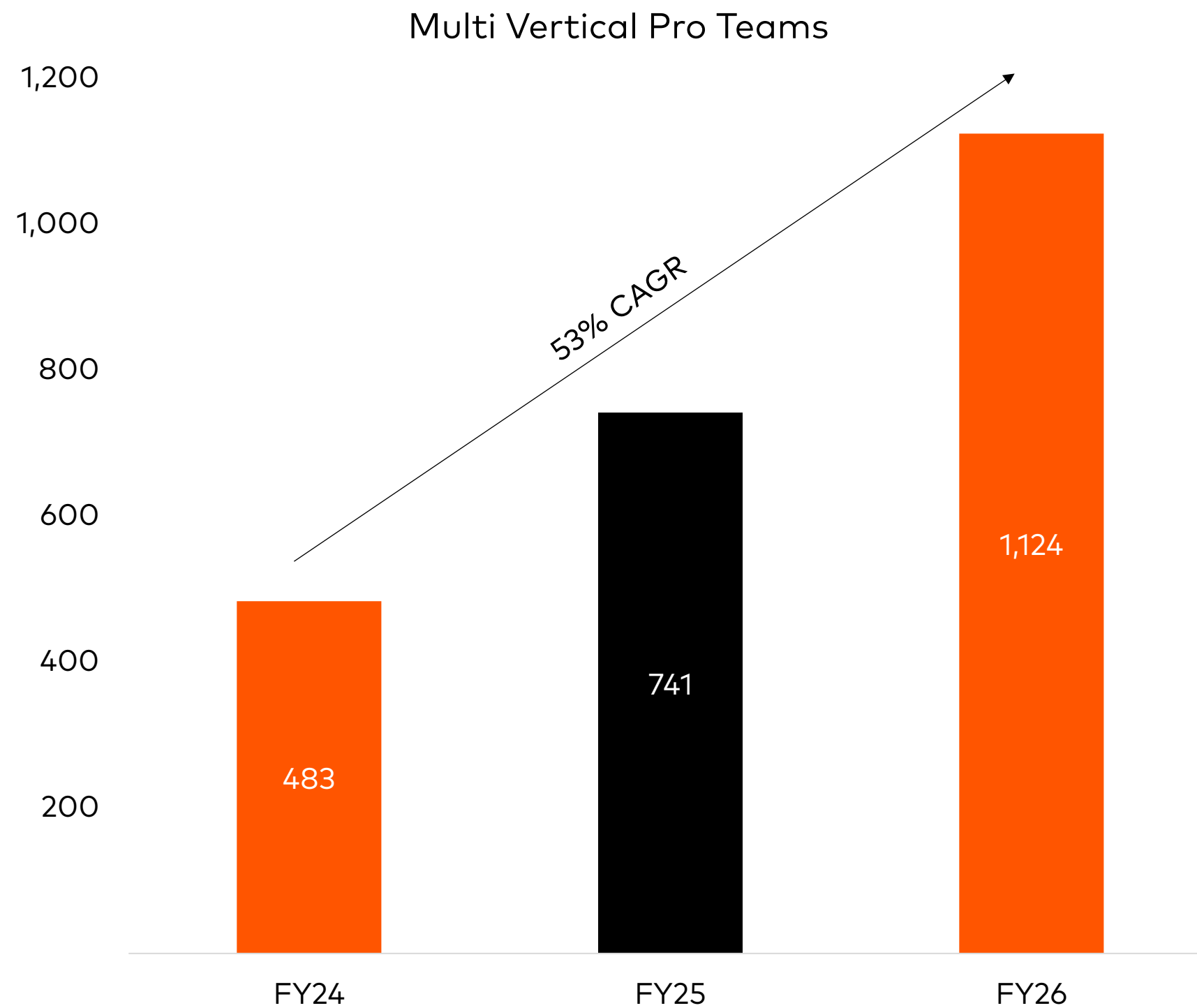
| FOR THE 12 MONTHS ENDED MARCH 31 (US\$M)       | FY26           | FY25           |
|------------------------------------------------|----------------|----------------|
| <b>OPERATING CASH FLOW</b>                     |                |                |
| RECEIPTS FROM CUSTOMERS                        | 143.43         | 124.61         |
| PAYMENTS TO STAFF AND SUPPLIERS                | (104.62)       | (86.25)        |
| OTHER OPERATING CASH FLOW                      | 0.19           | 0.09           |
| <b>NET CASH FLOW FROM OPERATING ACTIVITIES</b> | <b>39.00</b>   | <b>38.45</b>   |
| <b>INVESTING CASH FLOW</b>                     |                |                |
| ACQUISITION OF SUBSIDIARIES                    | (47.57)        | -              |
| PAYMENTS FOR PPE & OTHER                       | (14.04)        | (12.81)        |
| CAPITALIZED DEVELOPMENT                        | (23.39)        | (17.05)        |
| <b>NET CASH USED IN INVESTING ACTIVITIES</b>   | <b>(85.00)</b> | <b>(29.85)</b> |
| <b>FINANCING CASH FLOW</b>                     |                |                |
| PROCEEDS FROM EXERCISE OF SHARE/OPTION ISSUE   | 97.39          | 1.39           |
| TRANSACTION COSTS OF ISSUE OF SHARES           | (3.01)         | -              |
| REPAYMENT OF LEASING LIABILITIES               | (1.68)         | (1.32)         |
| OTHER FINANCING CASH                           | (1.12)         | (1.86)         |
| PURCHASE OF NON-CONTROLLING INTEREST           | (0.47)         | -              |
| NET RECEIPT/(REPAYMENT) OF FINANCING LOANS     | (3.54)         | (7.54)         |
| <b>NET CASH FROM FINANCING ACTIVITIES</b>      | <b>87.58</b>   | <b>(9.33)</b>  |
| <b>NET INCREASE (DECREASE) IN CASH</b>         | <b>41.58</b>   | <b>(0.73)</b>  |

# AN ESTABLISHED TRACK RECORD OF STRONG AND CONSISTENT GROWTH

|                    |                                    | FY21** | FY22   | FY23   | FY24  | 1H25 | 2H25  | FY25  | 1H26  | 2H26  | FY26  |
|--------------------|------------------------------------|--------|--------|--------|-------|------|-------|-------|-------|-------|-------|
| ACV                | ACV (\$M)                          | 53.4   | 63.9   | 73.4   | 86.8  | 96.8 | 101.2 | 101.2 | 115.8 | 133.8 | 133.8 |
|                    | ACV GROWTH (CC)                    | 14%    | 23%    | 20%    | 20%   | 20%  | 18%   | 18%   | 19%   | 28%   | 28%   |
|                    | ACV CHURN                          | 5.5%   | 3.4%   | 3.8%   | 3.5%  | 3.8% | 4.3%  | 4.3%  | 4.9%  | 3.9%  | 3.9%  |
| CUSTOMERS          | LIFETIME DURATION (YEARS)          | 5.8    | 5.8    | 6.0    | 7.0   | 7.6  | 7.8   | 7.8   | 8.1   | 7.5   | 7.5   |
|                    | MULTI SOLUTION AS A % OF PRO TEAMS |        | 14%    | 14%    | 17%   |      | 23%   | 23%   | 27%   | 32%   | 32%   |
|                    | PRO TEAMS                          |        | 2741   | 3031   | 3317  | 3470 | 3602  | 3602  | 3878  | 4178  | 4178  |
| EARNINGS           | REVENUE (\$M)                      | 67.3   | 77.0   | 84.4   | 100.0 | 57.8 | 58.7  | 116.5 | 67.6  | 73.1  | 140.7 |
|                    | RECURRING REVENUE (\$M)            | 53.4   | 68.6   | 77.7   | 92.3  | 53.3 | 56.4  | 109.7 | 63.8  | 70.3  | 134.1 |
|                    | RECURRING REVENUE GROWTH (CC)      |        |        | 18%    | 21%   | 20%  | 19%   | 21%   | 19%   | 28%   | 20%   |
|                    | RECURRING REV AS % OF TOTAL REV    | 79%    | 89%    | 92%    | 92%   | 92%  | 96%   | 94%   | 94%   | 96%   | 95%   |
|                    | MANAGEMENT EBITDA                  | 2.9    | (13.9) | (14.2) | 4.2   | 6.2  | 8.5   | 14.8  | 9.7   | 15.0  | 24.7  |
|                    | EBITDA                             | 6.5    | (14.3) | (11.0) | 9.4   | 8.3  | 9.8   | 18.1  | 9.0   | 8.4   | 17.5  |
| MANAGEMENT MARGINS | GROSS MARGIN %                     | 74%    | 75%    | 76%    | 81%   | 79%  | 83%   | 81%   | 79%   | 81%   | 80%   |
|                    | VARIABLE COSTS (EX COGS) %         | 32%    | 40%    | 42%    | 35%   | 31%  | 32%   | 32%   | 28%   | 27%   | 27%   |
|                    | CONTRIBUTION MARGIN %              | 42%    | 34%    | 34%    | 46%   | 48%  | 51%   | 49%   | 51%   | 54%   | 53%   |
|                    | FIXED COSTS %                      | 39%    | 54%    | 52%    | 42%   | 37%  | 37%   | 37%   | 37%   | 34%   | 35%   |
|                    | MANAGEMENT EBITDA MARGIN %         | 3%     | -18%   | -17%   | 4%    | 11%  | 15%   | 13%   | 14%   | 20%   | 18%   |
| \$                 | FREE CASH FLOW (EX ACQUISITIONS)   | 4.9    | (17.9) | (21.6) | 4.6   | 4.8  | 3.8   | 8.6   | 8.2   | (1.7) | 6.5   |
| P&H                | P&H ACV                            | 29.5   | 39.0   | 47.0   | 56.7  | 63.6 | 66.1  | 66.1  | 77.5  | 84.5  | 84.5  |
|                    | P&H ACV GROWTH (CC)                | 21%    | 37%    | 28%    | 23%   | 22%  | 18%   | 18%   | 21%   | 23%   | 23%   |
| T&C                | T&C ACV                            | 20.9   | 22.0   | 23.9   | 27.7  | 30.7 | 32.6  | 32.6  | 35.7  | 46.5  | 46.5  |
|                    | T&C ACV GROWTH (CC)                | 6%     | 5%     | 11%    | 15%   | 20%  | 18%   | 18%   | 16%   | 40%   | 40%   |

Important Note: \*ACV Growth calculated is ACV YoY. \*\* FY21 financial information is pro forma including acquisitions. While elements of the above table have been independently reviewed or audited, the table and line items, including ACV, EBITDA, Management EBITDA, Variable Costs, Fixed Costs, and Contribution Profit financial information (including growth rates and margins) have not been separately independently audited or reviewed. See slide 2 for defined terms and calculation methodologies.

# MULTI VERTICAL PRO TEAM GROWTH



- Catapult's Multi Vertical Pro Team metric is being phased out and replaced by the Multi Solution Pro Team metric, which provides a more accurate reflection of cross sell progress following the Perch and IMPECT acquisitions

# GLOSSARY OF TERMS

| TERM                             | DEFINITION                                                                                                                                                                                                                                                                                                                                                                |
|----------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| ACV or Annualized Contract Value | the annualized value of all active subscription contracts in effect using an average exchange rate to US\$ over a 1-month period ending on the ACV Effective Calculation Date                                                                                                                                                                                             |
| ACV Churn                        | the reduction in ACV from the loss of customers over a period, which is calculated as the quotient (expressed as a percentage) of (x) the reduction in ACV from the loss of customers over the 12-month period prior to the Effective Calculation Date; divided by (y) the total ACV calculated as at the date that is 12 months prior to that Effective Calculation Date |
| Acquisition Related Charges      | includes SBP acquisition contingent consideration, acquisition-related transaction costs, and adjustments to fair value of contingent and deferred acquisition consideration                                                                                                                                                                                              |
| COGS                             | Cost of Goods Sold                                                                                                                                                                                                                                                                                                                                                        |
| Lifetime Duration (LTD)          | the average length of time that customers have continuously subscribed for Catapult’s products or services as at the effective calculation date, weighted by each customer’s ACV as at that date                                                                                                                                                                          |
| Management EBITDA                | EBITDA excluding share-based payments, payroll taxes relating to share-based payments, purchase consideration, acquisition related costs, adjustments to fair value of contingent and deferred acquisition consideration and severance; and including capitalized development expense                                                                                     |
| Multi Solution Pro Teams         | the number of teams that, as at the effective calculation date, use more than one Catapult solution                                                                                                                                                                                                                                                                       |
| Multi Vertical Pro Teams         | the number of teams that, as at the effective calculation date, use a product from more than one of Catapult’s verticals                                                                                                                                                                                                                                                  |
| Rule of 40                       | the sum of annual ACV growth percentage on a constant currency basis and Management EBITDA margin (Management EBITDA as a % of Revenue)                                                                                                                                                                                                                                   |



# UNLEASH POTENTIAL

"Unleash Potential" is a trademark of Catapult Sports Ltd or its affiliates.