



CANACCORD GROWTH CONFERENCE

BOSTON, US

12-13 AUGUST 2020

Will Lopes
Chief Executive Officer



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WE EXIST TO IMPROVE THE PERFORMANCE OF ATHLETES AND TEAMS





THE VISION

TO CREATE THE PLATFORM OF SOLUTIONS FOR TEAMS AND ATHLETES





COVID-19 AND BUSINESS UPDATE

GENERATED \$9.0M CASH IN FY20, REACHING POSITIVE FREE CASH FLOW A YEAR EARLY

FIFTH CONSECUTIVE HALF OF CONSISTENT EBITDA GROWTH

COVID-19 INNOVATIONS NOW USED BY OVER 2,000 ATHLETES

AWARDED VIDEO EXCHANGE CONTRACT BY TOP 130 US COLLEGE FOOTBALL TEAMS

LIFTING OF COST MEASURES FROM COVID-19 MITIGATION PLAN

ANNOUNCING OUR AUDITED FY20 RESULTS IN SEVEN DAYS

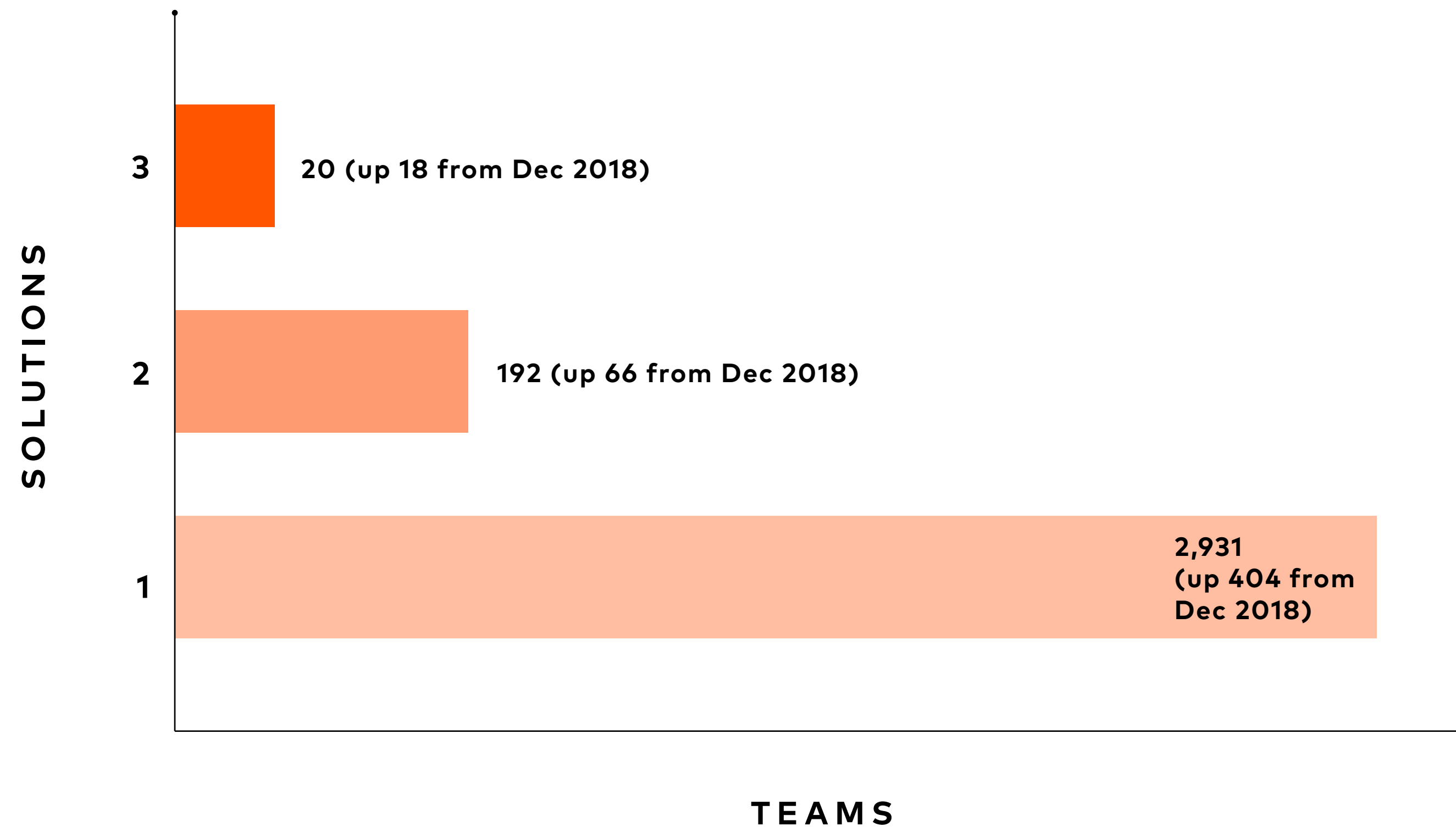




GROWTH IN CUSTOMERS WITH MORE THAN ONE SOLUTION



→ +66% to 212 customers (as at December 2019)

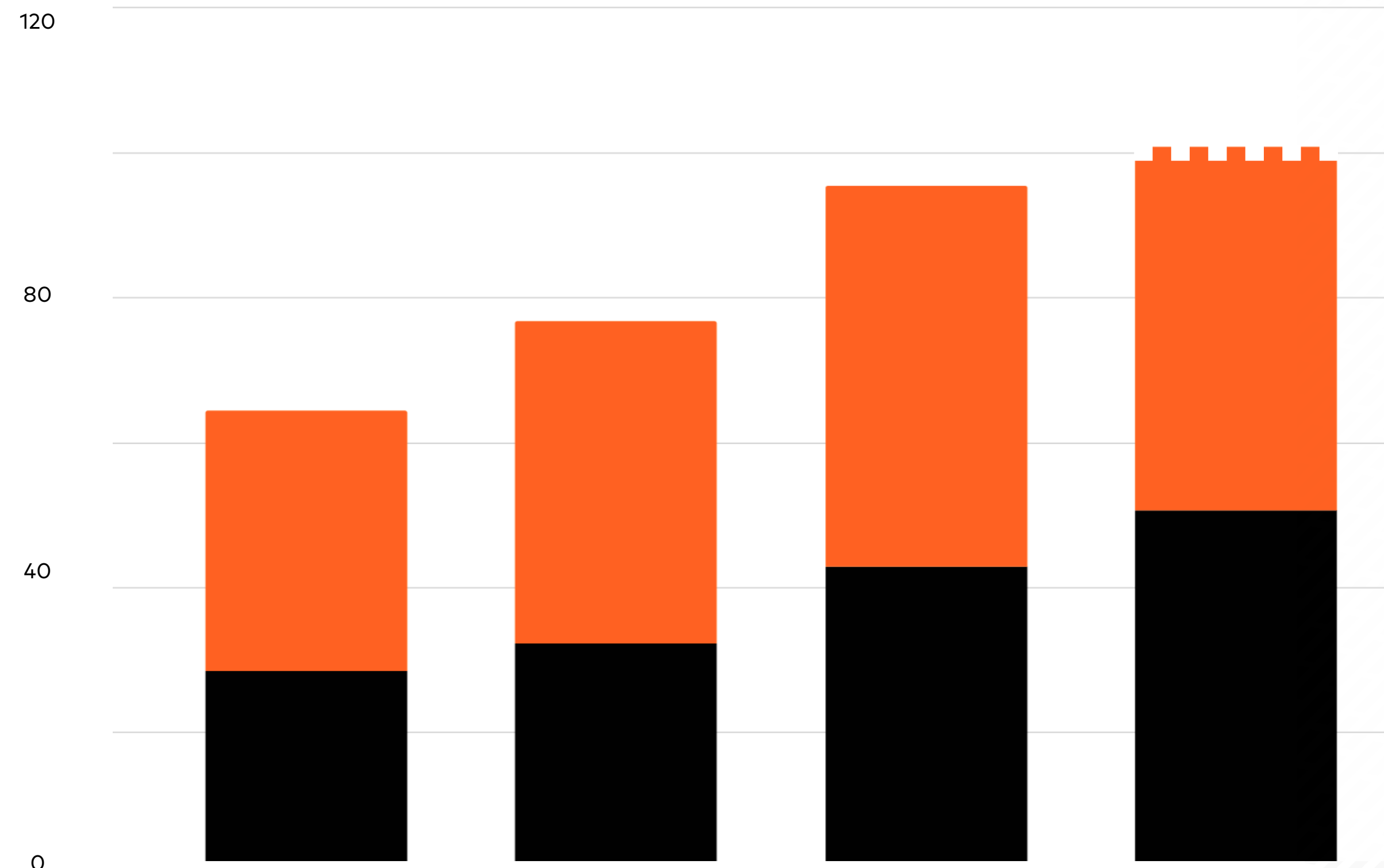


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REVENUE GROWTH DRIVEN BY RECURRING REVENUE FROM THE PRO SEGMENT

REVENUE (\$M)



FY20 REVENUE EXPECTED IN THE RANGE OF \$100M TO \$101M. OUR MAJOR Q4 SELLING SEASON WAS DISRUPTED BY COVID-19, PUSHING SALES INTO H1 FY21.

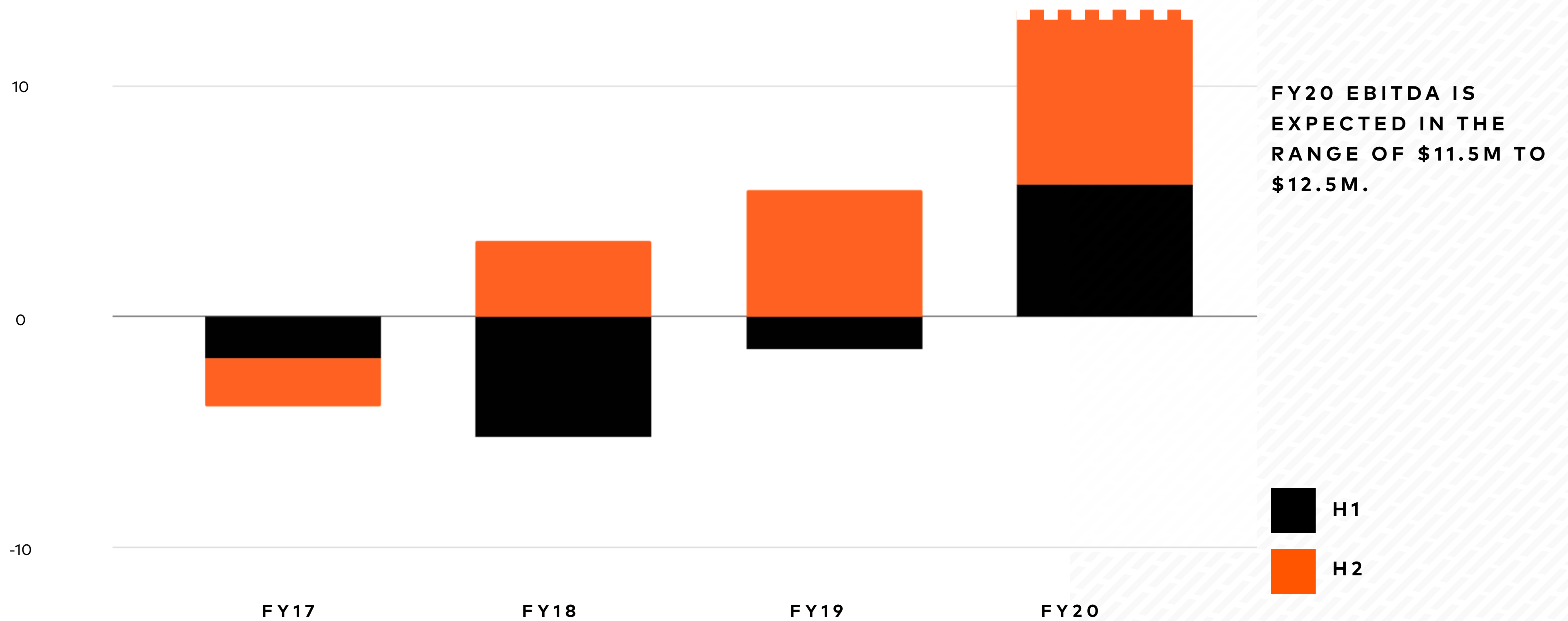
■ H1
■ H2

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EBITDA GROWTH MOMENTUM

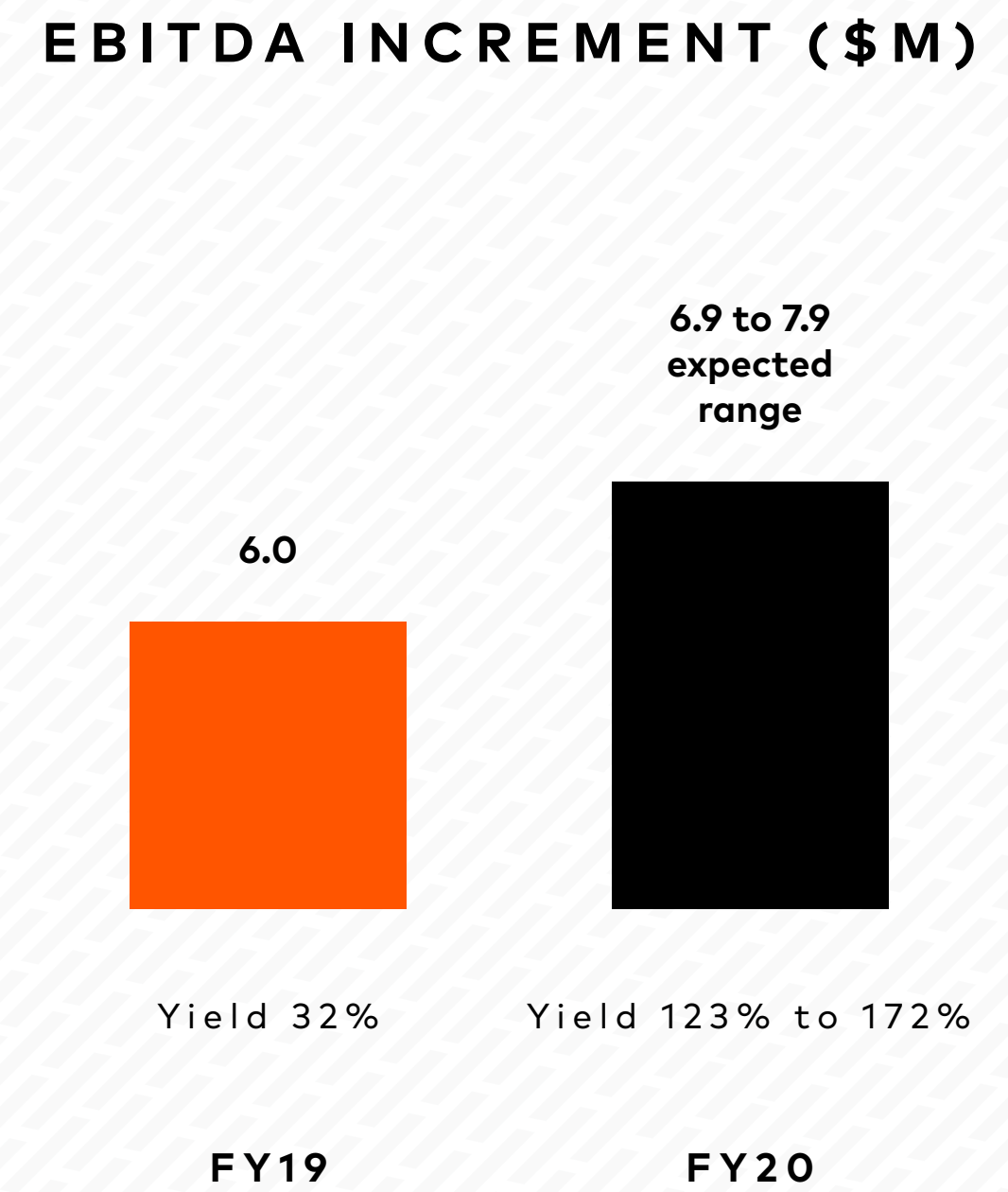
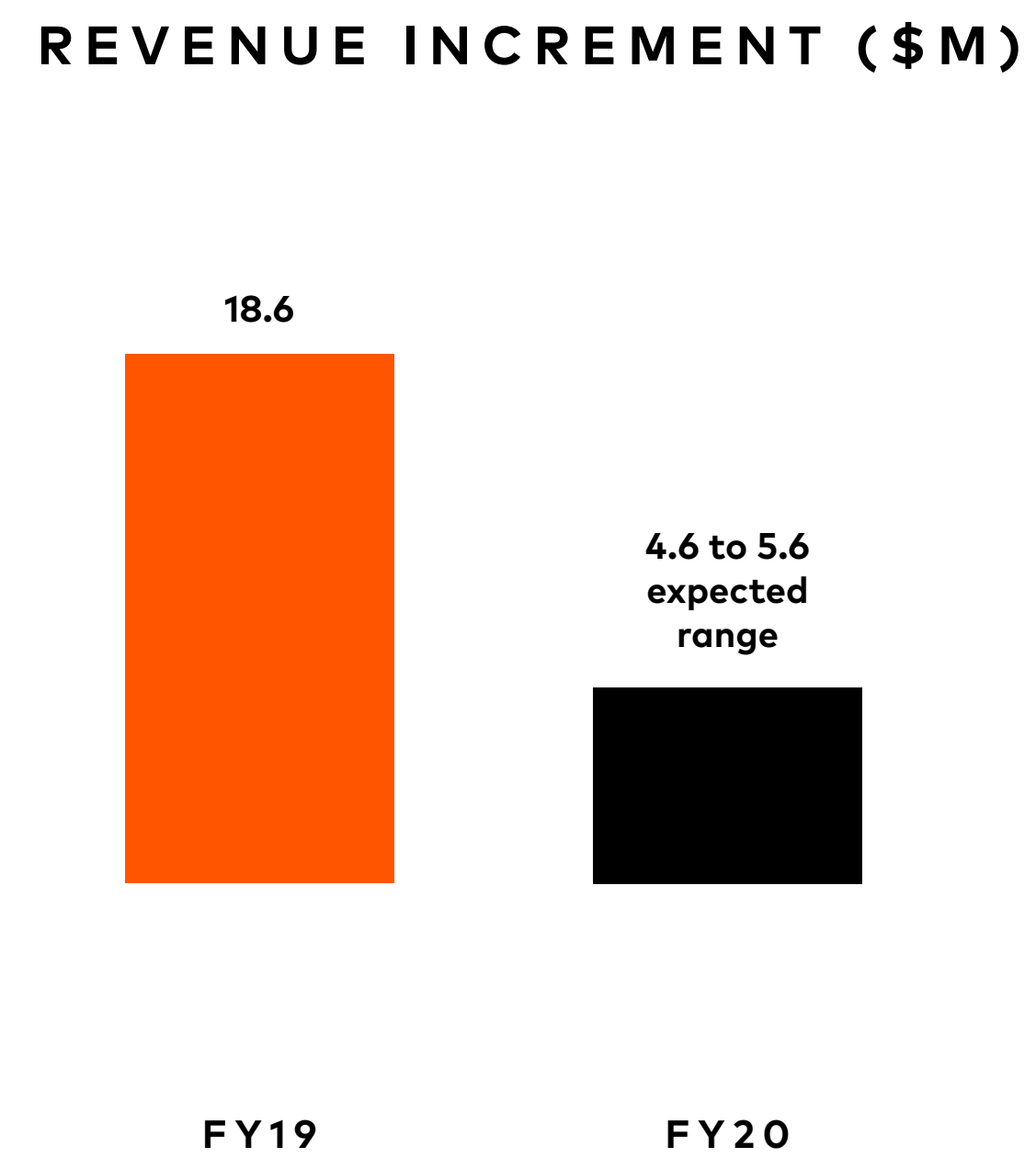
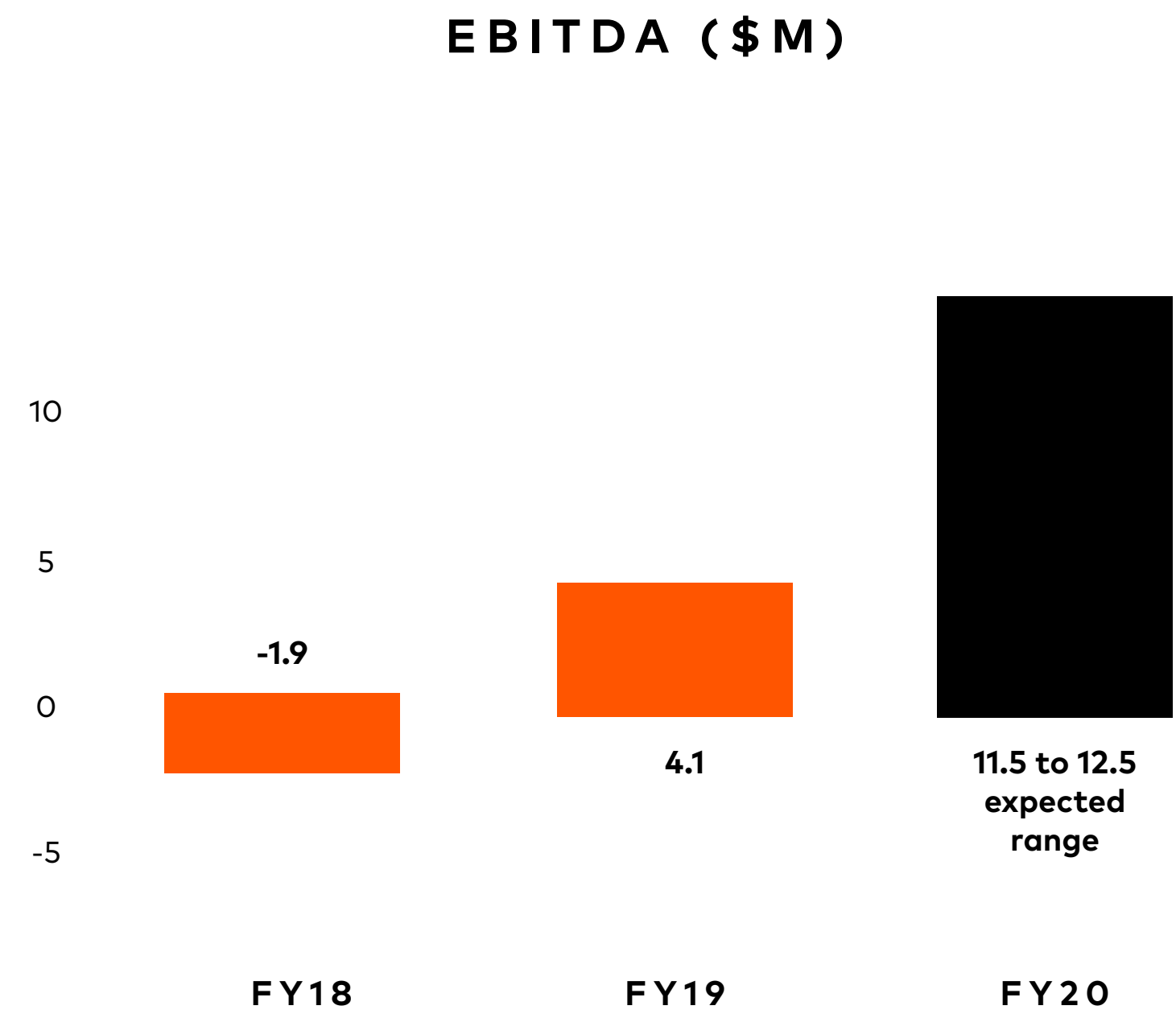
EBITDA (\$M)





CATAPULT: EBITDA GROWTH MOMENTUM

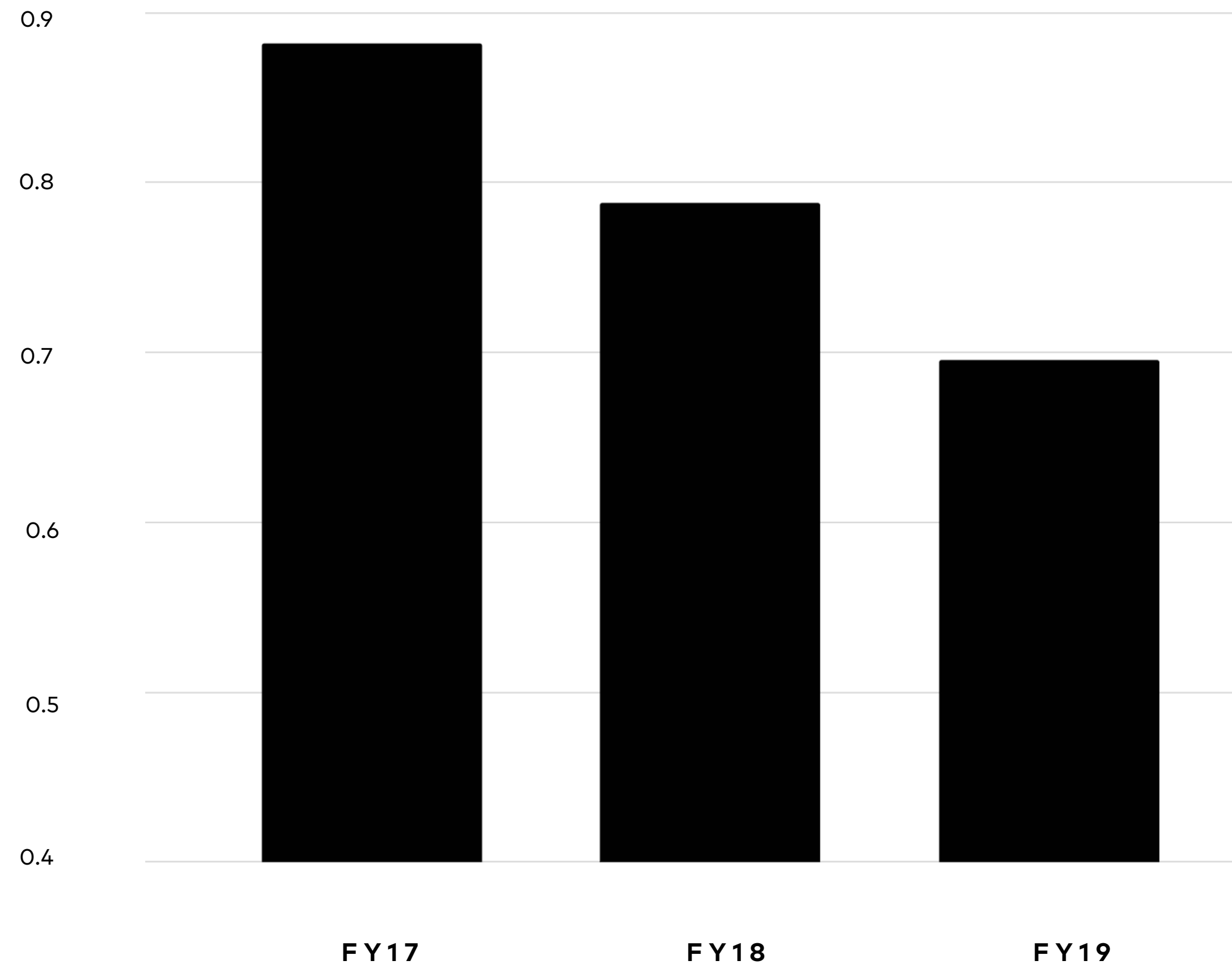
DELIVERED SECOND YEAR OF POSITIVE EBITDA





IMPROVING SCALE AND LEVERAGE ACROSS THE BUSINESS

OPEX AS A % OF REVENUE



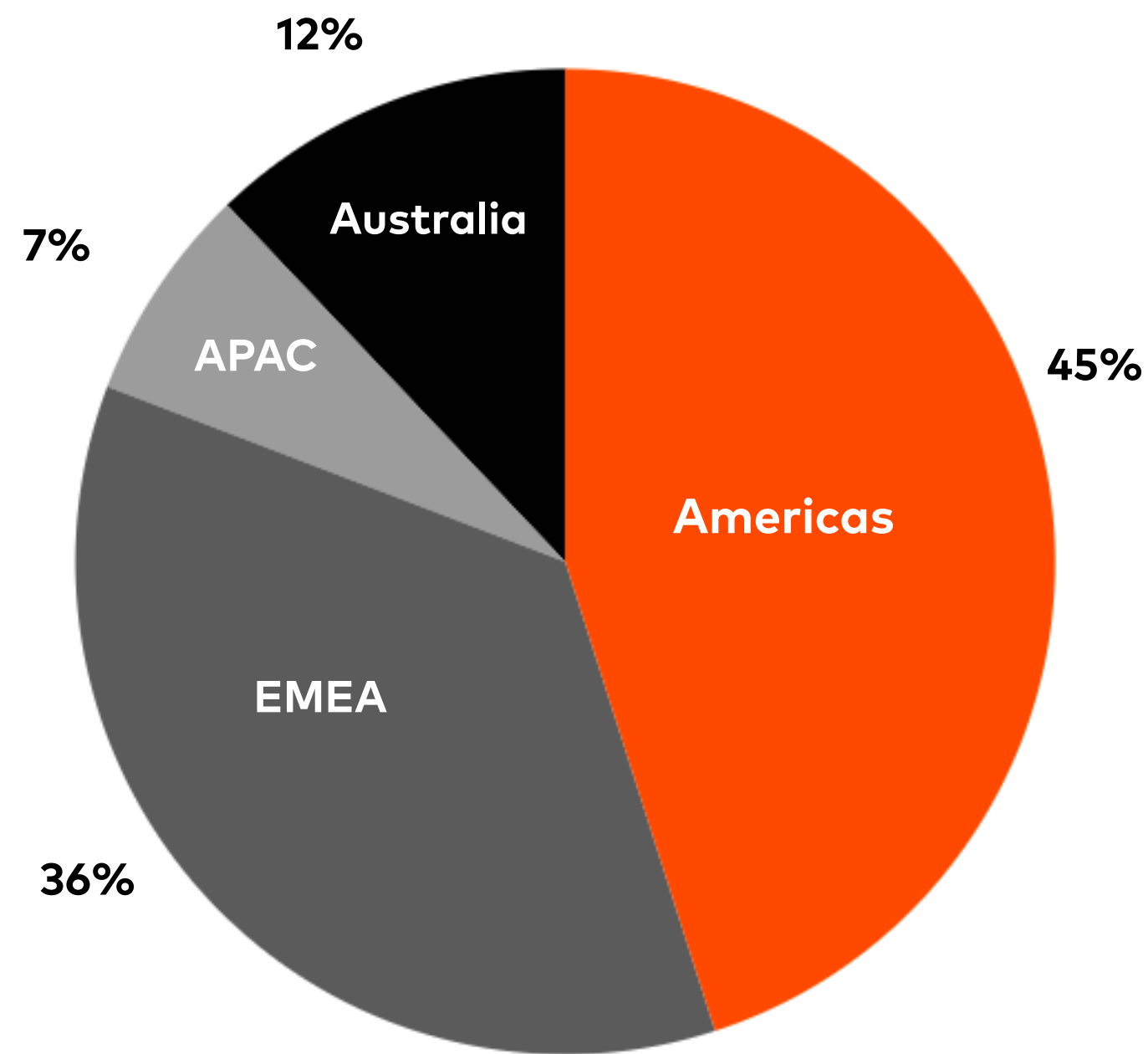


AMERICAS CONTINUES TO BE OUR GROWTH ENGINE

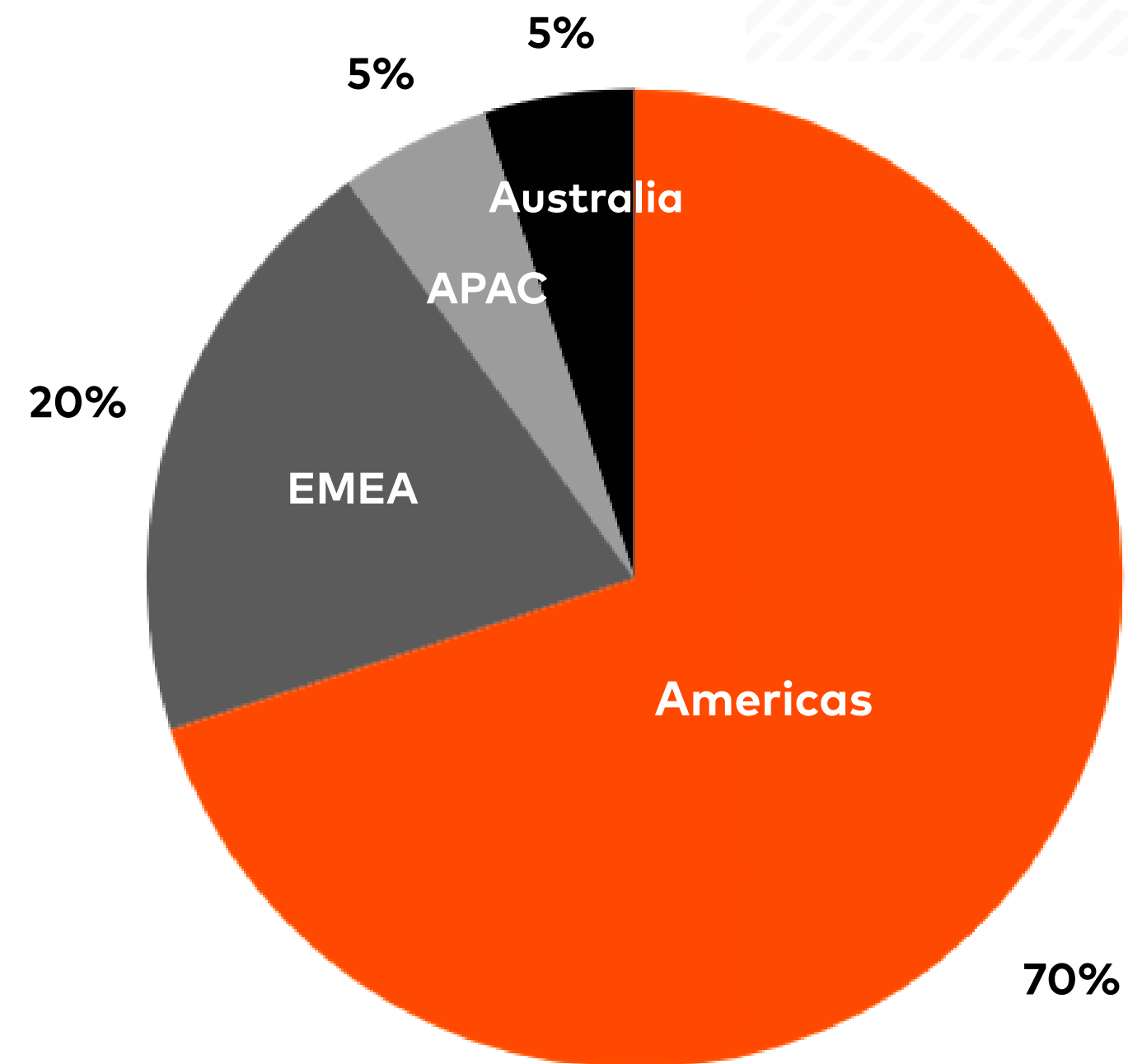


→ Delivering high value customers and high revenue growth

TEAMS BY REGION
H1 FY20



REVENUE BY REGION
H1 FY20





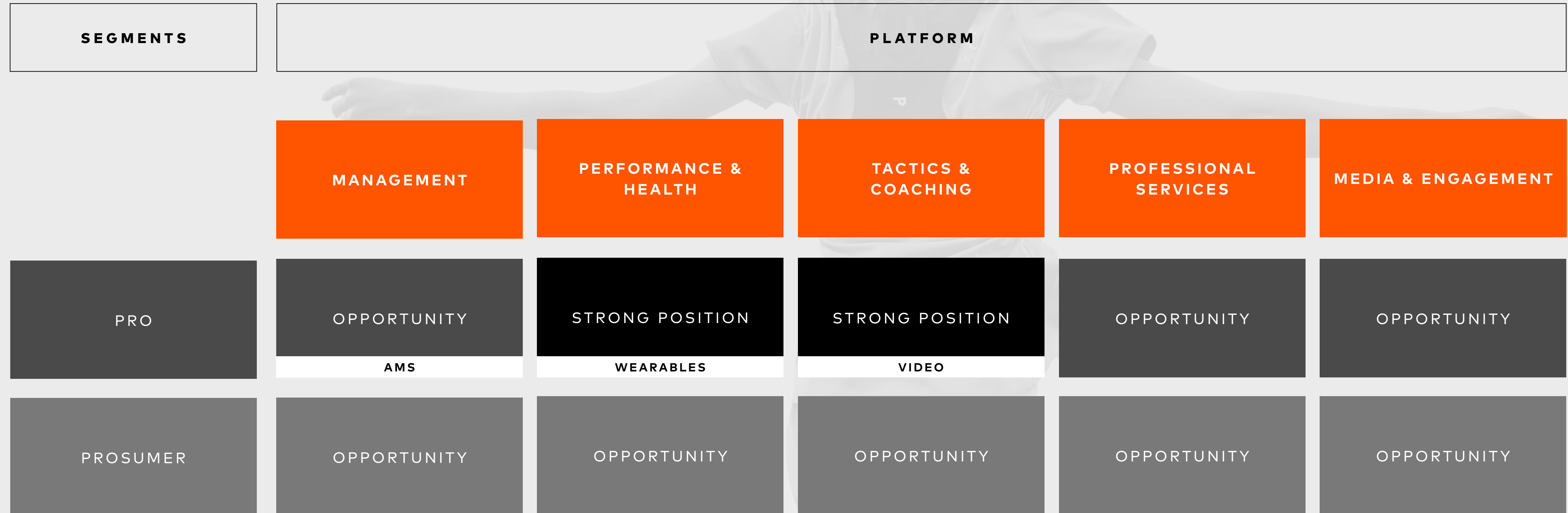
HUGE GLOBAL **SPORTS TECHNOLOGY** MARKET

- Catapult is a clear market leader providing the platform of solutions for teams and athletes into the pro and prosumer segments
- The markets we participate in are highly fragmented
- North America is our largest market while professional soccer clubs, NFL teams, and US universities represent significant customer segments





OUR CUSTOMER SOLUTION-BASED STRATEGY





FORWARD-LOOKING STATEMENTS



Any forward-looking statements, opinions and estimates provided in this announcement rely on various contingencies and assumptions. Various factors and risks, both known and unknown, many of which are outside the control of Catapult, may impact upon the performance of Catapult and cause actual performance to vary significantly from expected results. There can be no guarantee that Catapult will achieve its stated objectives or that forward looking statements or forecasts will prove to be accurate.



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