



FY22 RESULTS

MAY 25, 2022

WILL LOPES

Chief Executive Officer

HAYDEN STOCKDALE

Chief Financial Officer



FY 22 RESULTS

IMPORTANT NOTICE

This document may contain 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.

Catapult changed its financial year end from June 30 to March 31, with a nine-month transitional FY21 consisting of an interim period ended 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 SBG acquisition and these two changes on certain historical financial results.

The financial information denoted as, or in columns headed, "2019" (or "FY19"), "2020" (or "FY20"), "2021" (or "FY21"), "1H21", "2H21", or "Pro forma including SBG" in this document is pro forma and does not form part of Catapult's FY22 financial results. The pro forma financial information which is (i) "2019", "2020", "2021" (or the "FY" variants) is for the 12-month period ended, respectively, March 31, 2019, March 31, 2020, and March 31, 2021; (ii) "1H21" or "2H21" is for the 6-month period ended, respectively, September 30, 2020 and March 31, 2021; and (iii) "Pro forma including SBG" 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 SBG 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.

The financial information denoted as, or in columns headed, "2019", "2020", "2021" (or the "FY" variants), or "Pro forma including SBG" has not been independently audited or reviewed. Financial information denoted as, or in columns headed, "Mar 19", "Mar 20", "Mar 21", "Mar 22", "Sep 19", "Sep 20", or "Sep 21" is for each respective month, unless otherwise specified, point in time information which is calculated as at the last day of that month. Such point in time financial information, except for the "Mar 21", "Mar 22", and "Sep 21" balance sheets, has not been independently audited or reviewed. A reference to ACV and ACV (YoY) growth for a relevant year is, unless otherwise specified, a reference to, respectively: (i) ACV calculated as at March 31 of that year, or any other specified date; and (ii) the quotient of (x) the ACV calculated as at the relevant date for that year; divided by (y) the ACV calculated as at the date which is 12-months earlier than the date in (x), expressed as a percentage.

While Catapult's results are reported under IFRS, this document also includes non-IFRS information such as the pro forma information referred to above, EBITDA, Contribution Margin, free cash flow, Annualized Contract Value (ACV), Lifetime Duration (LTD), and ACV Churn. These measures are provided to assist in understanding Catapult's financial performance. They have not been independently audited or reviewed, and should not be considered an indication of, or an alternative to, IFRS measures.

Financial information attributed to a segment in the Appendix 4E dated the date of this document may be presented in a different classification, or split between one or more classifications, in this document.

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.

OUR VISION

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

OUR MISSION

**BUILD THE LEADING
DATA & ANALYTICS PLATFORM
FOR SPORTS PERFORMANCE**

PLATFORM DRIVEN BY CUTTING-EDGE TECHNOLOGY

SOFTWARE & ANALYTICS

VIDEO ANALYSIS (T&C) & ATHLETE MANAGEMENT

- End-to-end platform designed for efficient analysis and communication of key insights
- Video analysis solution to capture, collect, present data live and post match
- Cloud-based platform that connects teams and their workflows in one place



PERFORMANCE WEARABLE

ATHLETE MONITORING SYSTEM (P&H)

- Elite wearable solutions that track athlete performance to optimize development, manage injury risk, expedite return-to-play
- Validated by 100+ external institutions
- Combined Global and Local positioning systems



MEDIA & SERVICES

- Content Licensing
- Asset Management
- Broadcast Enhancement Services
- Professional Services
- Science for Sport



FY 22 RESULTS

WE WORK WITH THE VERY BEST TEAM AND LEAGUES GLOBALLY

3,400+

ELITE TEAMS
GLOBALLY

40+

SPORTS
GLOBALLY

100+

COUNTRIES



HIGHLIGHTS



Premier
League



CATAPULT HAS REACHED A MAJOR INFLECTION POINT

SAAS MOVE COMPLETE

- Subscriptions are 92% of total revenues
- For Pro P&H, subscriptions now account for 98% of all revenue
- The drag on total revenue growth (from the switch to subscription) is now behind us
- The move to full subscription has driven growth in our Pro customer base (by 16.3%), and average ACV/Pro customer (up 4.2% to \$24.2k)

LEADERSHIP IN PRO ATHLETE MONITORING ACCELERATED

- ACV growth rate climbed from 16% in FY20 to 32% in FY22
- Americas ACV is up 51% in FY22
- Subscription revenue in Pro P&H grew 31%
- ACV Churn of Pro P&H Customers was 3.5%

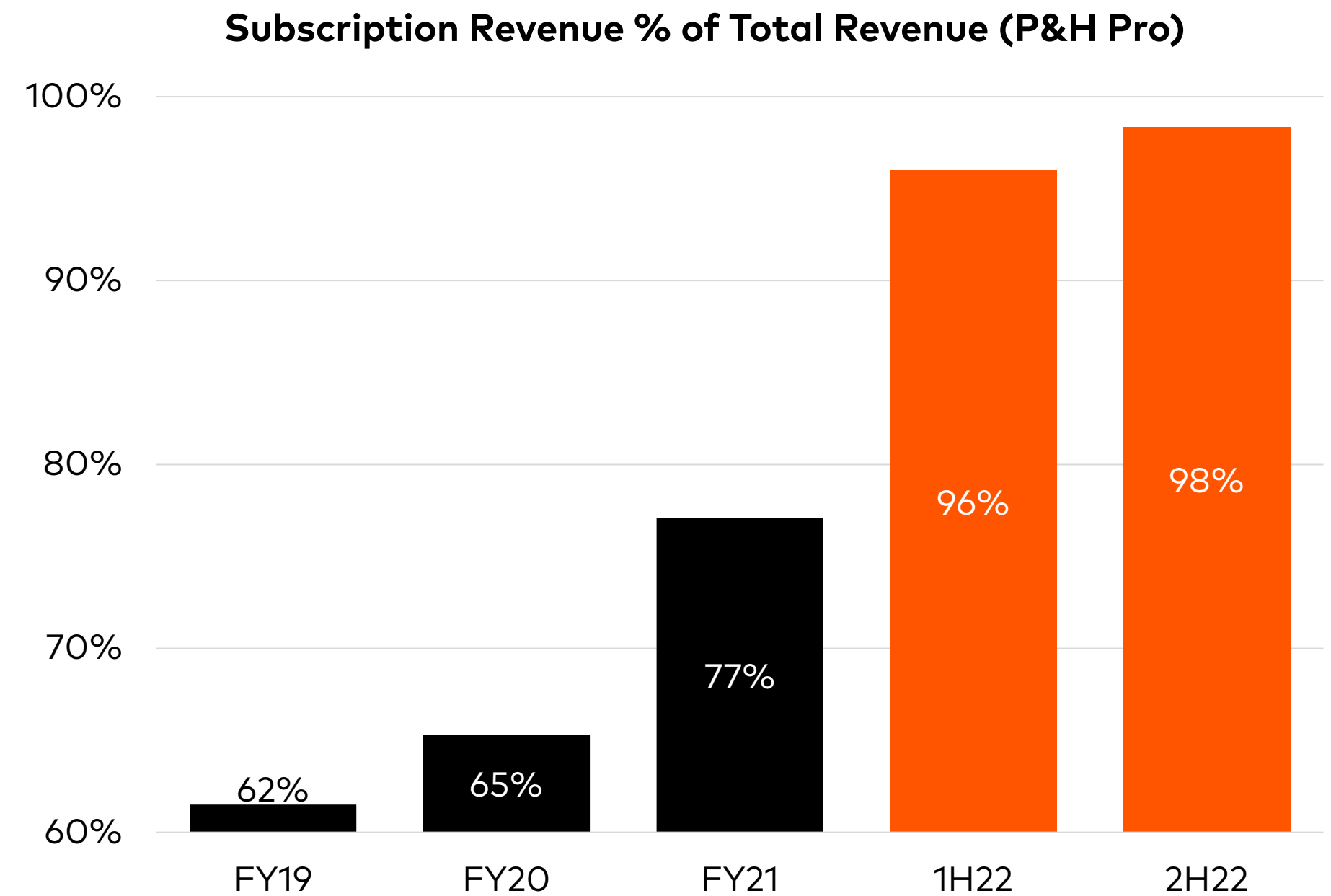
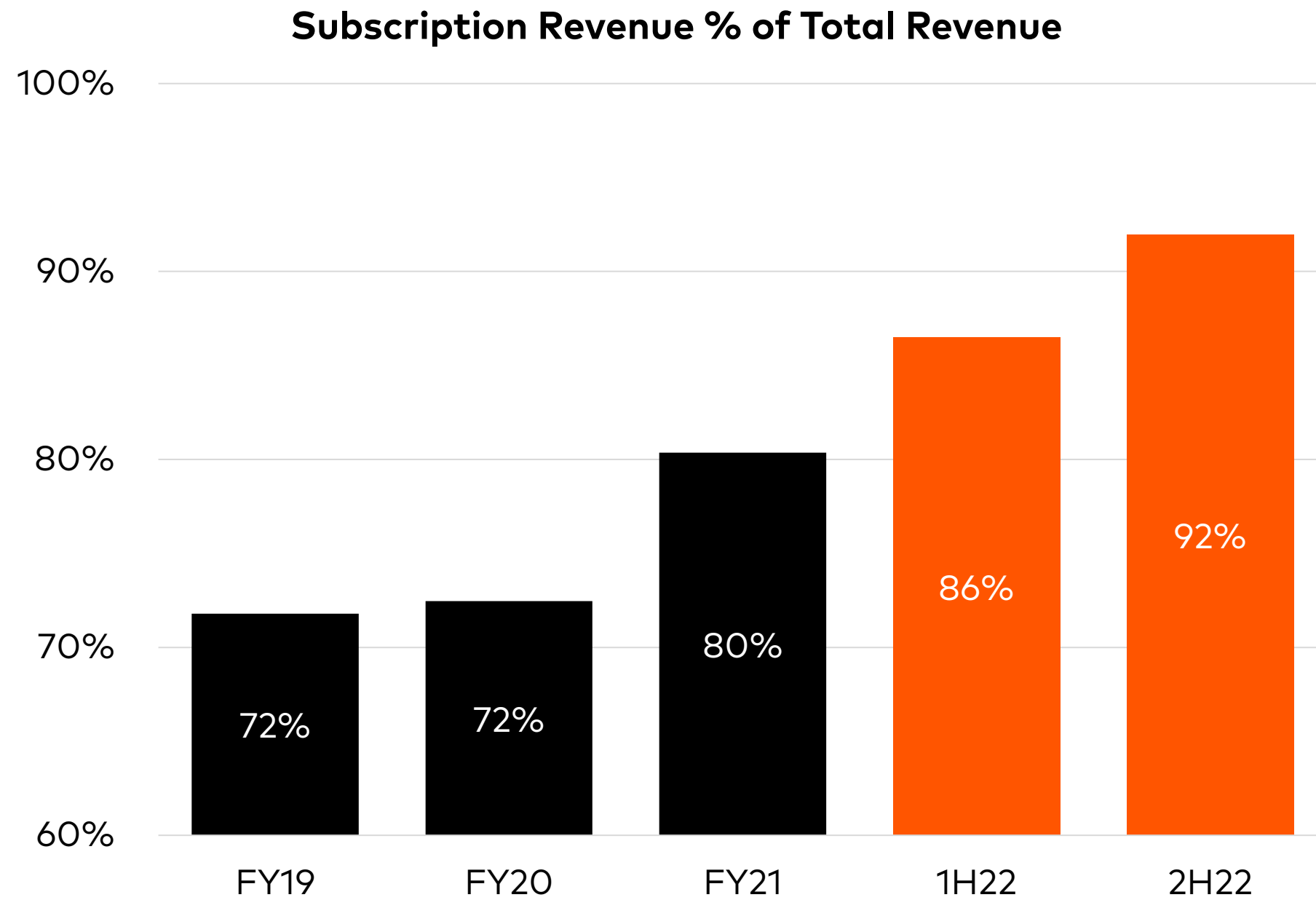
VIDEO INTEGRATION OPENS NEW GROWTH ENGINE

- Integration of MatchTracker and Vector completed ahead of time, within 7 months
- In APAC, during its key selling season, T&C ACV grew 29.7%
- New marquee deals already signed

FY 22 RESULTS

92% OF REVENUE IS NOW CONTRACTED AND RECURRING

- Transition to a recurring revenue model is now complete with 98% of P&H Pro revenue being subscription
- The drag on total revenue growth (from the switch to subscription) is now behind us



Note: Chart is pro forma including SBG in all periods

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FY 22 RESULTS

FULL SAAS SHIFT HAS STRONGLY GROWN CUSTOMERS & AVERAGE ACV

- We grew our base of Pro customers that contributes to ACV by 16.3% in FY22
- The average ACV / Pro customer has also grown by 4.2% to \$24.2k
- Churned legacy capital customers along with new customers are being recaptured under multi-year subscription deals

Customer Type		AS AT MAR 22	AS AT MAR 21	# CHANGE	% CHANGE
ACV Customers	Pro Customers	2,604	2,239	365	+16.3%
	Prosumer Team Customers	710	681	29	+4.3%
	Total ACV Customers	3,314	2,920	394	+13.5%
Non-ACV Customers	Other (Non-ACV) Customers	104	332	(228)	-68.7%
TOTAL		3,418	3,252	166	+5.1%

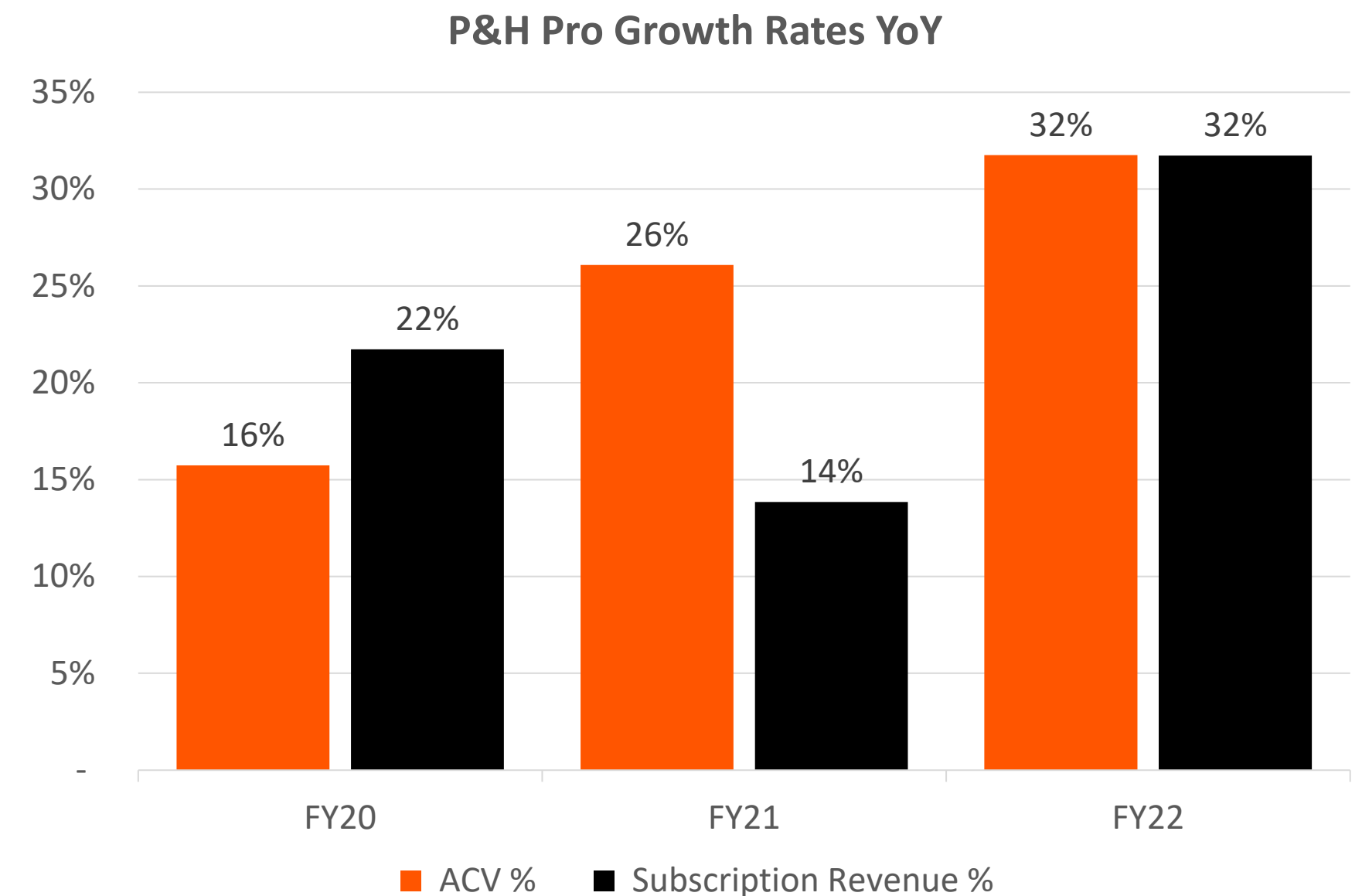
Note: Pro forma including SBG acquisition. Non-ACV Customers include those in Licensing, Professional Services, and legacy capital customers who do not contribute to ACV

FY 22 RESULTS

PRO PERFORMANCE & HEALTH VERTICAL GROWTH ACCELERATING

- FY22 ACV up 32% YoY
- Subscription revenue now aligned with ACV growth

Pro P&H Growth Model		
✓	Attractive Market	20K+ Pro teams
✓	Large opportunity remains	<10% market penetration
✓	Established subscription model	\$38.0M ACV
✓	High growth	ACV up 32%
✓	High Value	~\$20K Avg. ACV per customer
✓	Low ACV Churn	3.5%
✓	Global footprint	Teams in 40+ sports and 100+ countries



Note: ACV is on a constant currency basis

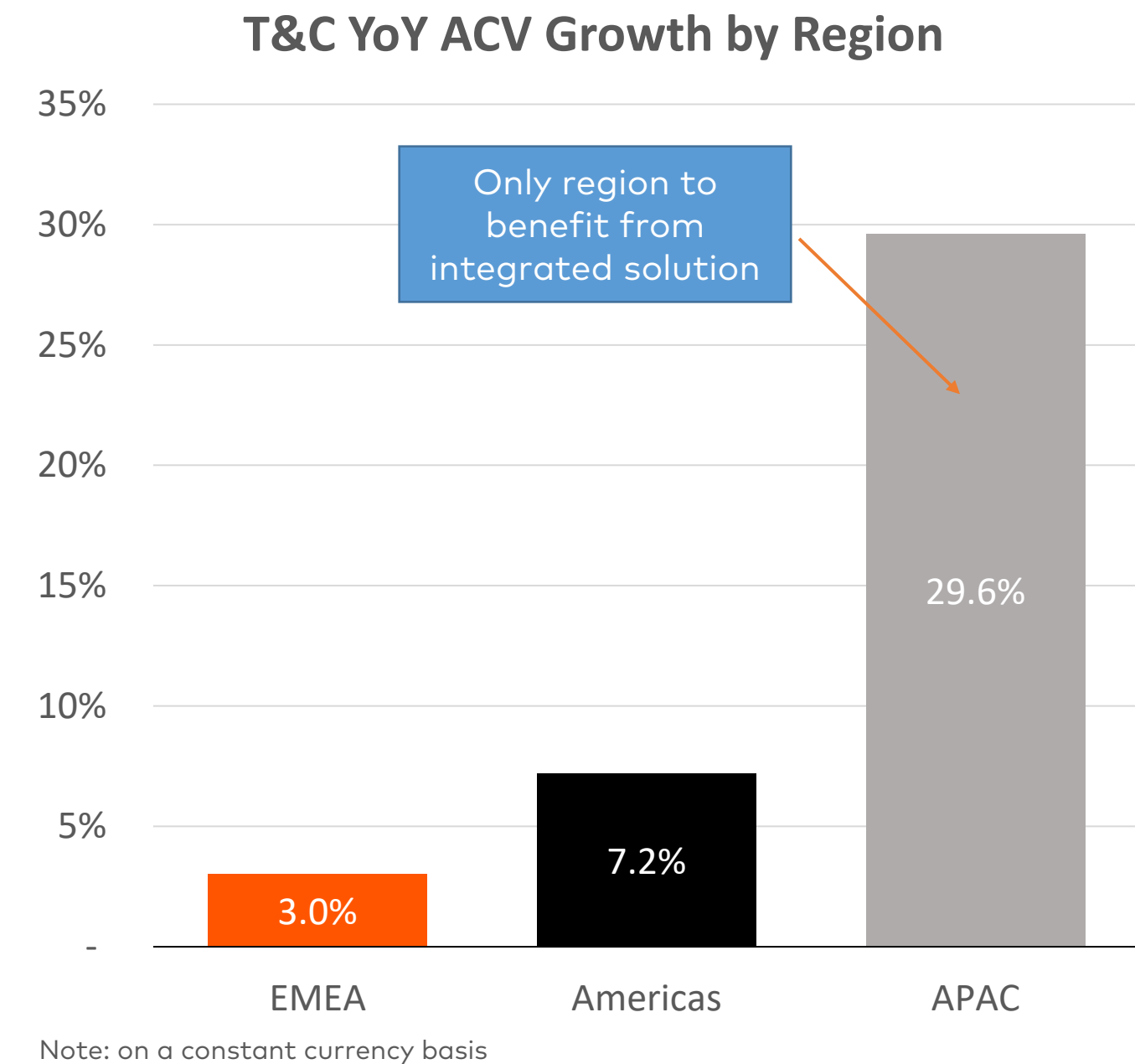
Important Note: Subscription revenue and subscription revenue growth denoted as "FY20" or "FY21", in this slide is pro forma, has not been independently audited or reviewed, and does not form part of Catapult's FY22 financial results. The pro forma financial information which is "FY20" or "FY21" is for the 12-month period ended, respectively, March 31, 2020, and March 31, 2021. ACV and ACV growth denoted as FY20, FY21 or FY22 in this slide has not been independently audited or reviewed,, does not form part of Catapult's FY22 financial results, and has been calculated as at, respectively, March 31, 2020, March 31, 2021 and March 31, 2022. See the important notice in slide 2.

FY 22 RESULTS

A MAJOR CATALYST WITH TACTICS & COACHING BECOMING A NEW GROWTH ENGINE

- Leadership in P&H vertical provides the perfect launching pad to grow T&C (i.e., "land and expand")
- Integrated solution offering is unique and poised to achieve success in this market

T&C Growth Model		
✓	Attractive Market	20K+ Pro teams
✓	Large opportunity remains	<2.5% market penetration > 1,850 cross-sell opportunities in P+H base
✓	Established subscription model	\$22.3M ACV
✓	Positive unit economics	Gross margins >90%
✓	High Value	~\$40K Avg. ACV per customer
✓	Low ACV Churn	1.5%
✓	High-Growth Indicators	APAC ACV growth 29.6% Early key deals signed (German FA, VfB Stuttgart, Nascar)
✓	New and unique technology	MatchTracker/Vector integration is unique in market and a quantum leap for customer value

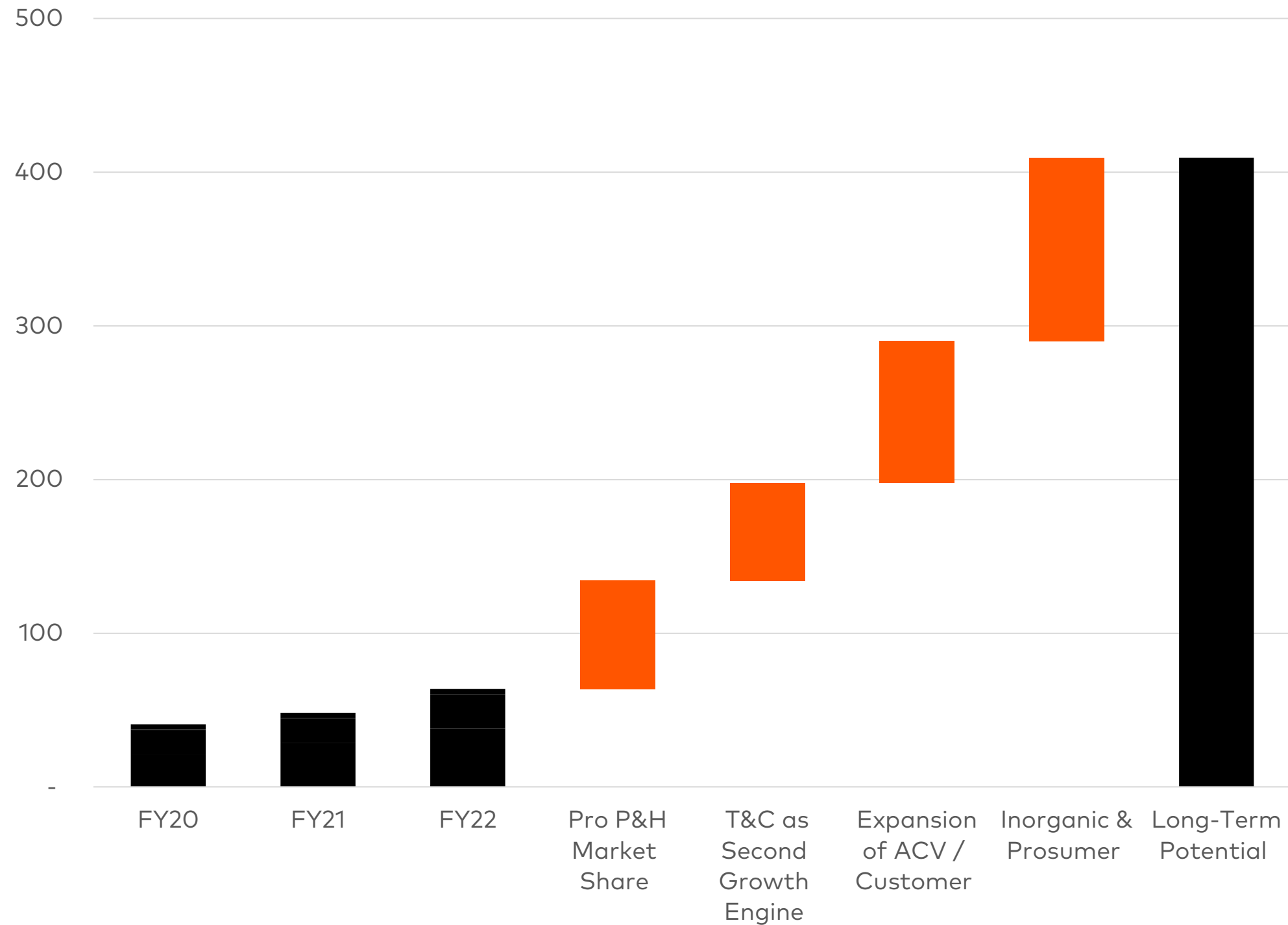


Important Note: ACV and ACV growth included in this slide is pro forma, has not been independently audited or reviewed,, does not form part of Catapult's FY22 financial results,, has been calculated over the period March 31, 2021 to March 31, 2022, and has been prepared on the basis that the Company acquired SBG on April 1, 2018. See the important notice in slide 2.

FY 22 RESULTS

GROWTH STRATEGY TO REACH \$400M+ ACV STARTING TO DELIVER

Indicative ACV Growth Vectors



Catapult has multiple growth vectors which it plans to continue executing on:

- Continue to expand Pro P&H into a large and untapped market
- Integration with Video has finally been delivered, establishing a second growth engine
- Integration opens ability to deliver prescriptive and predictive analytics, opening additional features to expand ACV per customer
- Mass-market opportunity is 15x the size of the Pro market and remains an attractive growth leg
- SBG has been an outstanding acquisition. We are emboldened we accommodate further inorganic growth opportunities

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FY 22 RESULTS

COMPANY-WIDE SAAS METRICS ARE CONVERGING STRONGLY

- We delivered 20% ACV growth year-on-year (pro-forma for SBG acquisition) and 23% (to \$65.6M) on a constant currency basis
 - P&H Pro up 32% YoY (CC)
 - T&C Pro up 6.5% YoY (CC). This excluded the key selling season in EMEA for new integrated product for soccer and rugby.
 - Prosumer ACV up 303% YoY (CC)
- Average customer duration increased to 5.8 years and ACV churn dropped by 38% to 3.4%.
- Multi-vertical customers grew by 27%. We expect this to accelerate with earlier than expected MatchTracker and Vector integration

USD \$M		AS AT MAR 22	AS AT MAR 21	% CHANGE
SAAS SUBSCRIPTION GROWTH AND QUALITY	ACV	63.9	53.4	19.7%
	ACV CHURN *	3.4%	5.5%	-37.6%
	LIFETIME DURATION (YEARS)	5.8	5.7	1.3%
	MULTI-VERTICAL CUSTOMERS	321	252	27.4%
EFFICIENCY, SCALABILITY AND OPERATING LEVERAGE	GROSS MARGIN % **	74.5%	73.8%	1.0%
	CONTRIBUTION MARGIN % **	43.2%	48.2%	-10.3%

NB: The above numbers include Russia in SaaS metrics. Excluding Russia, ACV at March 31 2022 is \$63.4m, and churn is 4.0%

* ACV Churn is calculated on a 12-month rolling basis

** Margins % are calculated for the 12-month periods ended on the respective dates

FY 22 RESULTS

SHIFT TO SAAS IS IMPROVING OVERALL GROSS MARGIN

- Gross margin expanded to 74.5% with the increased proportion of subscription revenue
- As we increase sales of T&C we anticipate our gross margin to improve
- Contribution margin decline in line with planned investment in sales, product, and operations accelerate ACV growth

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Important Note: ACV, ACV growth and ACV churn included in this slide have not been independently audited or reviewed, are pro forma (except for Mar 22 ACV) and do not form part of Catapult's FY22 financial results. The pro forma financial information has been prepared on the basis that the Company acquired SBG on April 1, 2018. See the important notice in slide 2.

FY 22 RESULTS

INPUT SAAS METRICS STARTING TO DRIVE TOP LINE GROWTH

- Subscription revenue grew 29% (up from 3.3% in FY21), as ACV growth accelerated
- Total revenue growth accelerated to 14.4% (up from a -7.4% decrease in FY21) as the proportion of high growth subscription revenue continued to offset the cessation of capital sales.
- Total revenue of \$77.0M was \$78.0M on a constant currency basis. Licensing delivered \$10.3M
- The YoY movements in Underlying EBITDA, Free Cash Flow, and R&D spend were in line with our planned investment in sales, product, and operations to accelerate ACV growth
- Despite these significant investments, we ensured Operating Cash Flow remained positive. We are confident we can modify our capital investment at any time in order to generate positive free cash

USD \$M		FY 22	FY21	% CHANGE
RECURRING REVENUE	SUBSCRIPTION REVENUE	68.6	53.2	29.0%
	REVENUE	77.0	67.3	14.4%
	SUBSCRIPTION % OF TOTAL REVENUE	89.1%	79.1%	12.6%
OPERATING LEVERAGE	UNDERLYING EBITDA*	(5.8)	7.0	-183.1%
	EBITDA	(14.3)	6.5	-318.4%
	OPERATING CASH FLOW	2.7	14.2	-81.2%
	FREE CASH FLOW**	(17.9)	4.9	-467.8%
GROWTH INVESTMENT	R&D AS % OF REVENUE	17.3%	10.1%	70.9%

* FY22 Excludes \$8.3M of SBG deferred non-cash purchase consideration (share based payments), \$0.03M of previous discretionary non-executive employee share plan expenses, and \$0.1M of employee severance costs. FY21 Excludes \$0.5M of acquisition costs. ** Excluding acquisitions and adjusting for the reclassification (from financing to operating cashflows) of a \$1.6M government loan that was converted to a grant

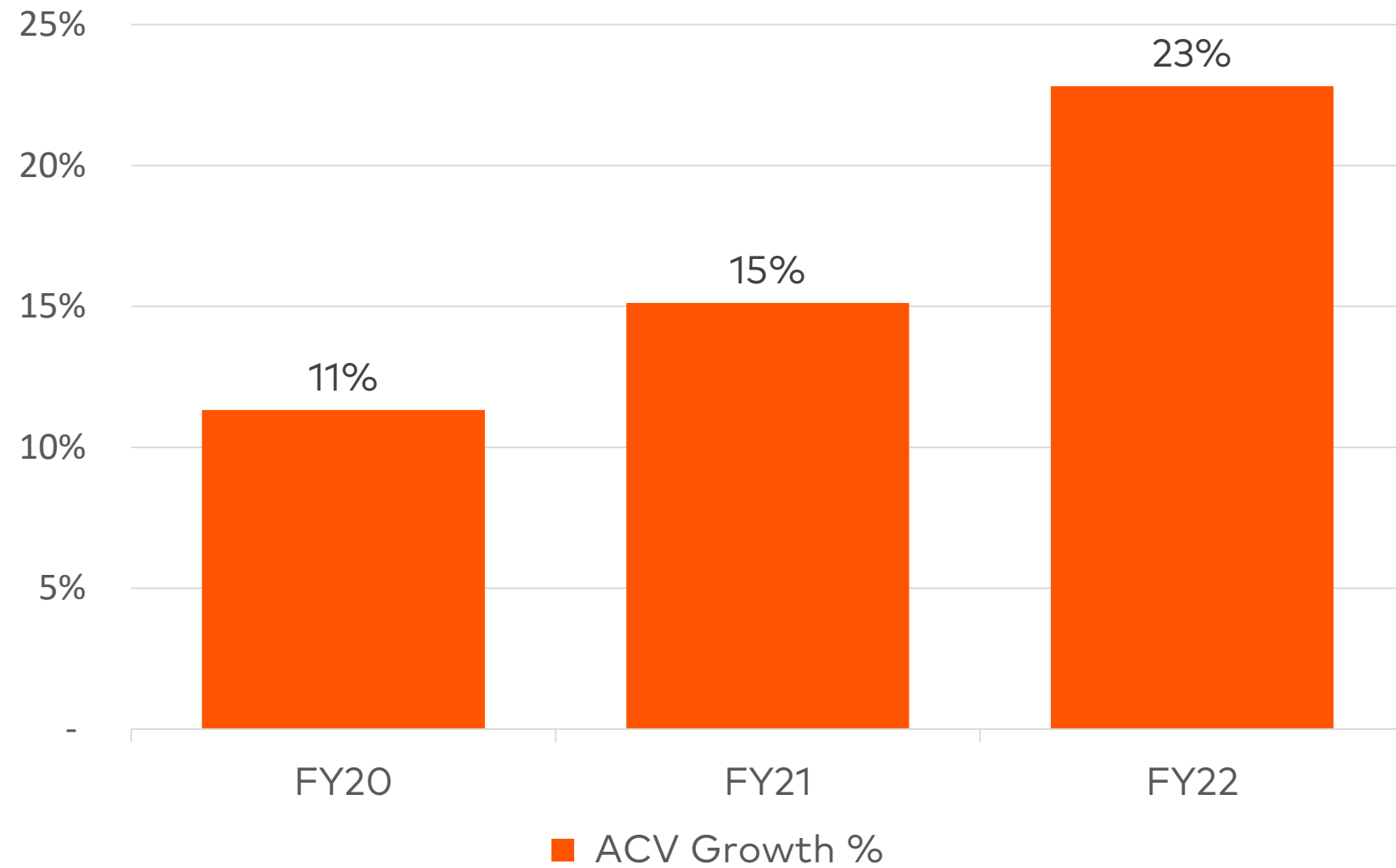
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FY 22 RESULTS

INPUT METRIC ACV IS DRIVING LAGGING METRIC OF SUBSCRIPTION REVENUE

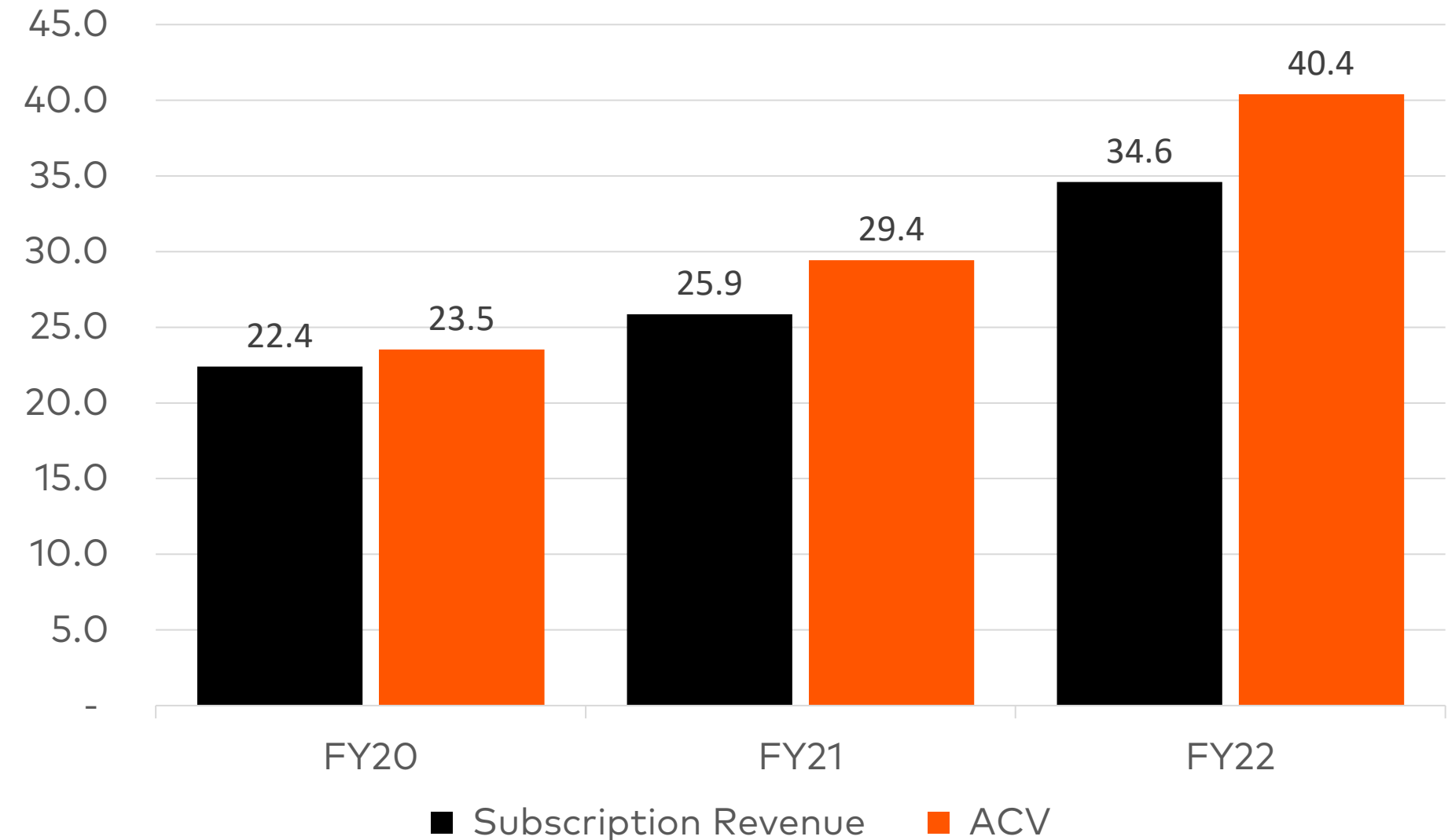
- ACV is the leading indicator to Subscription Revenue growth, the lagging metric

YoY ACV Growth Rate



Note: pro forma including SBG. ACV is on a constant currency basis.

P&H Subscription Revenue v ACV



Note: ACV is on a constant currency basis

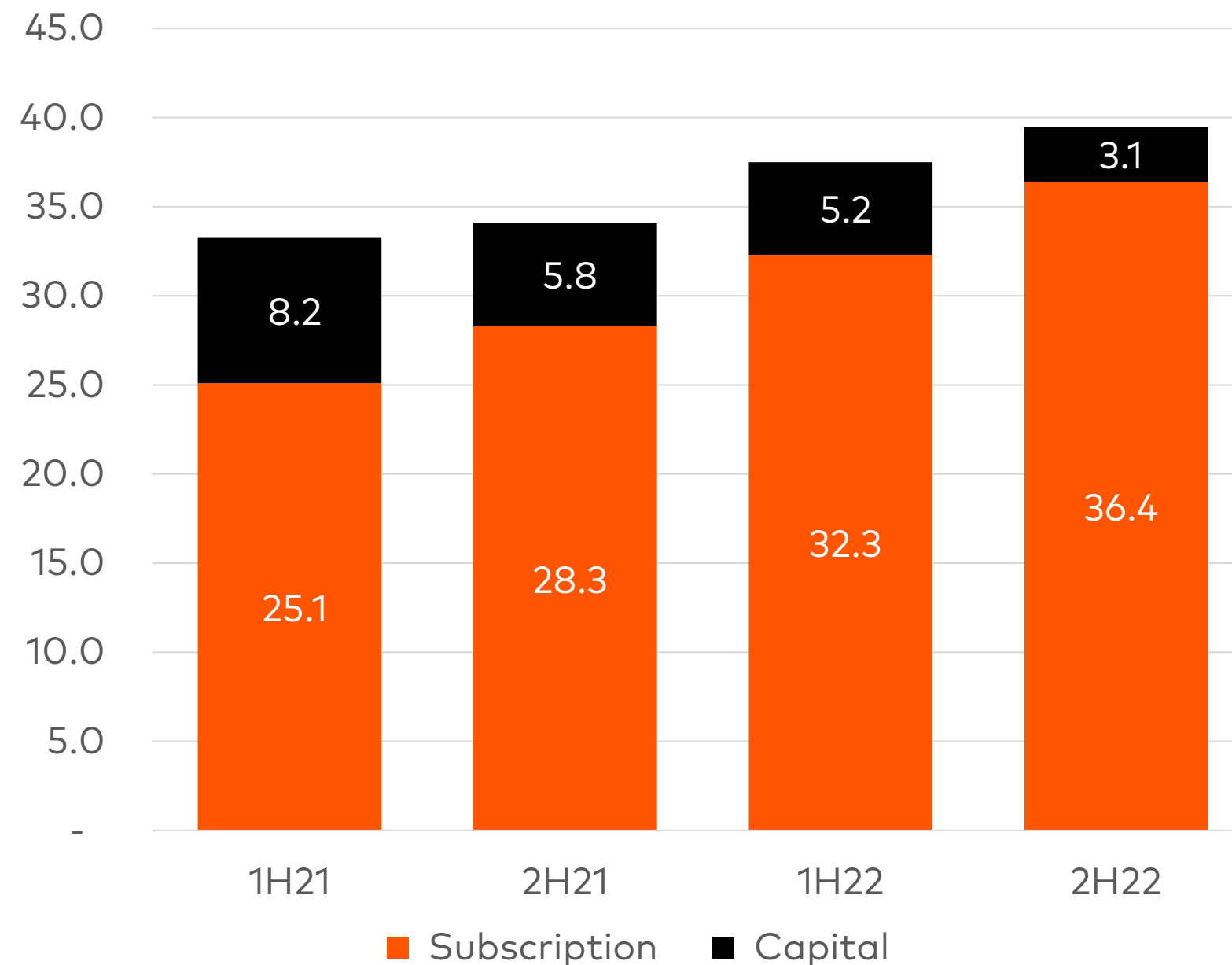
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FY 22 RESULTS

SUBSCRIPTION REVENUE IS MORE THAN REPLACING CAPITAL REVENUE

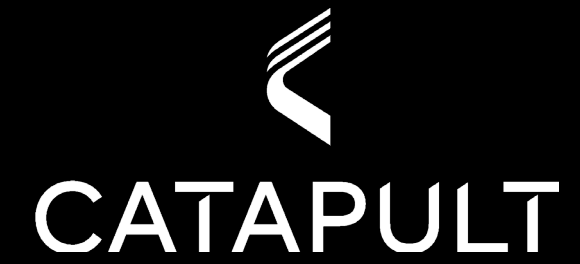
- Subscription revenue grew 29% and is now outstripping the deliberate contraction of capital revenue
- Subscription revenue in H2FY22 is already higher than total revenue in H2FY21
- The drag on total revenue (from switching away from capital) is behind us.
- Total revenue growth will now more closely track growth in subscription revenues

Subscription vs Capital Revenue by Half (US\$M)



YoY FY22 Revenue Growth	
Capital	-40%
Subscription	+29%
Total	+14.4%

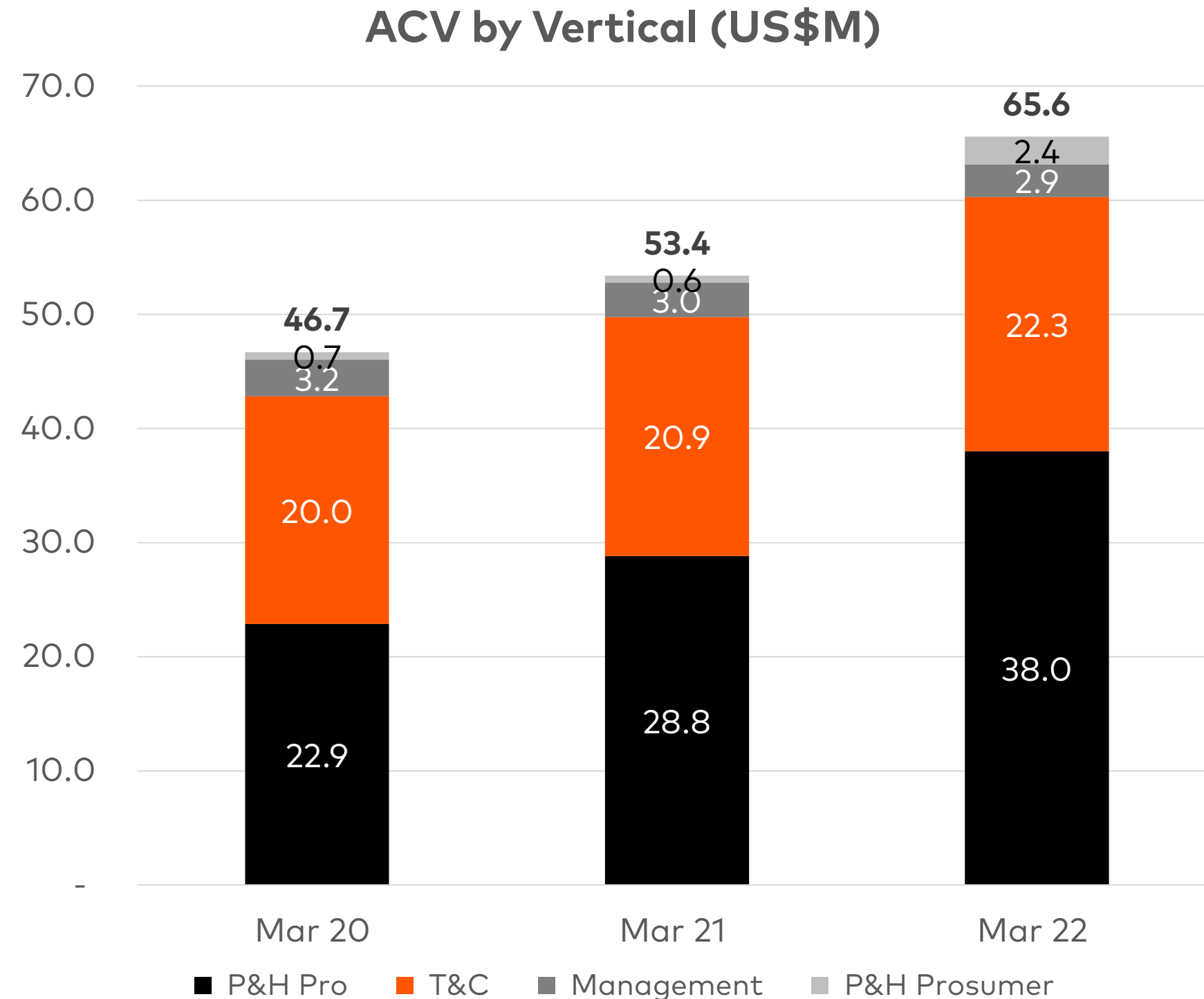
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WHERE IS ACV GROWTH COMING FROM?

FY 22 RESULTS

P&H PRO IS OUR LAND STRATEGY FOR GROWTH



- Total ACV growth for the company was 20% (pro-forma)
- 23% (to \$65.6M) on a constant currency basis
- Total Pro Segment grew 16.6%, or 19.6% on a constant currency basis
- P&H Pro, up 32% YoY (CC)
- T&C, up 6.5% YoY (CC).
- This period excluded the key selling season in EMEA for soccer and rugby for our new integrated solution.
- ACV in Management is flat as we focused on P&H and T&C
- Total Prosumer segment grew 303% (CC)

Note: on a constant currency basis, and pro forma for the inclusion of SBG

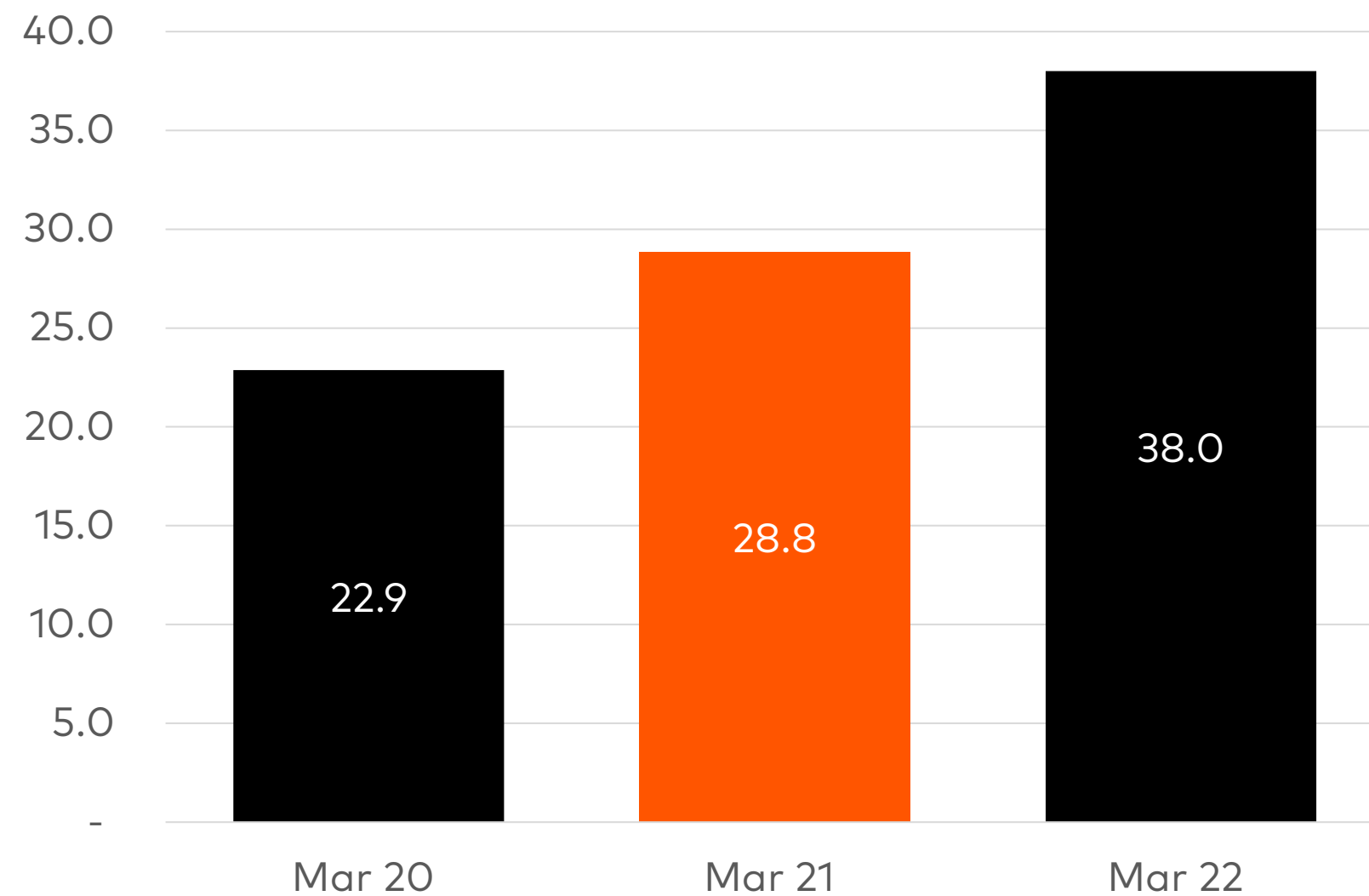
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FY 22 RESULTS

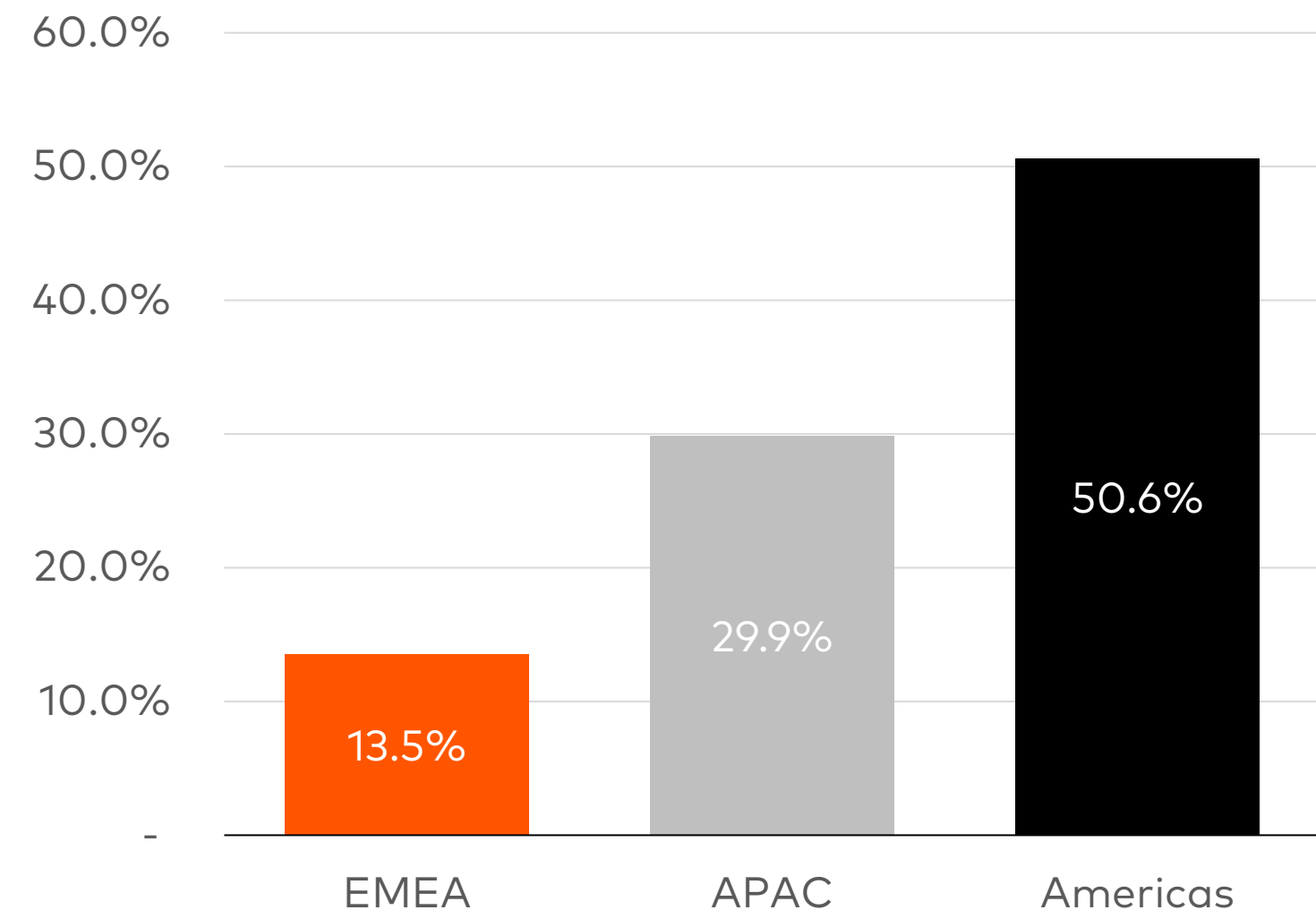
P&H PRO GREW 32% GLOBALLY WITH AMERICAS UP 51%

- Strong global growth of 27% (32% CC)
- The Americas delivered impressive growth of 51%, with new customers and upsell of major NCAA customers
- In APAC, there was ACV upsell from major customers in the region.
- EMEA growth lagged, impacted by regional issues in Southern and Eastern Europe

Performance & Health Pro ACV (US\$M)



P&H Pro YoY ACV Growth by Region



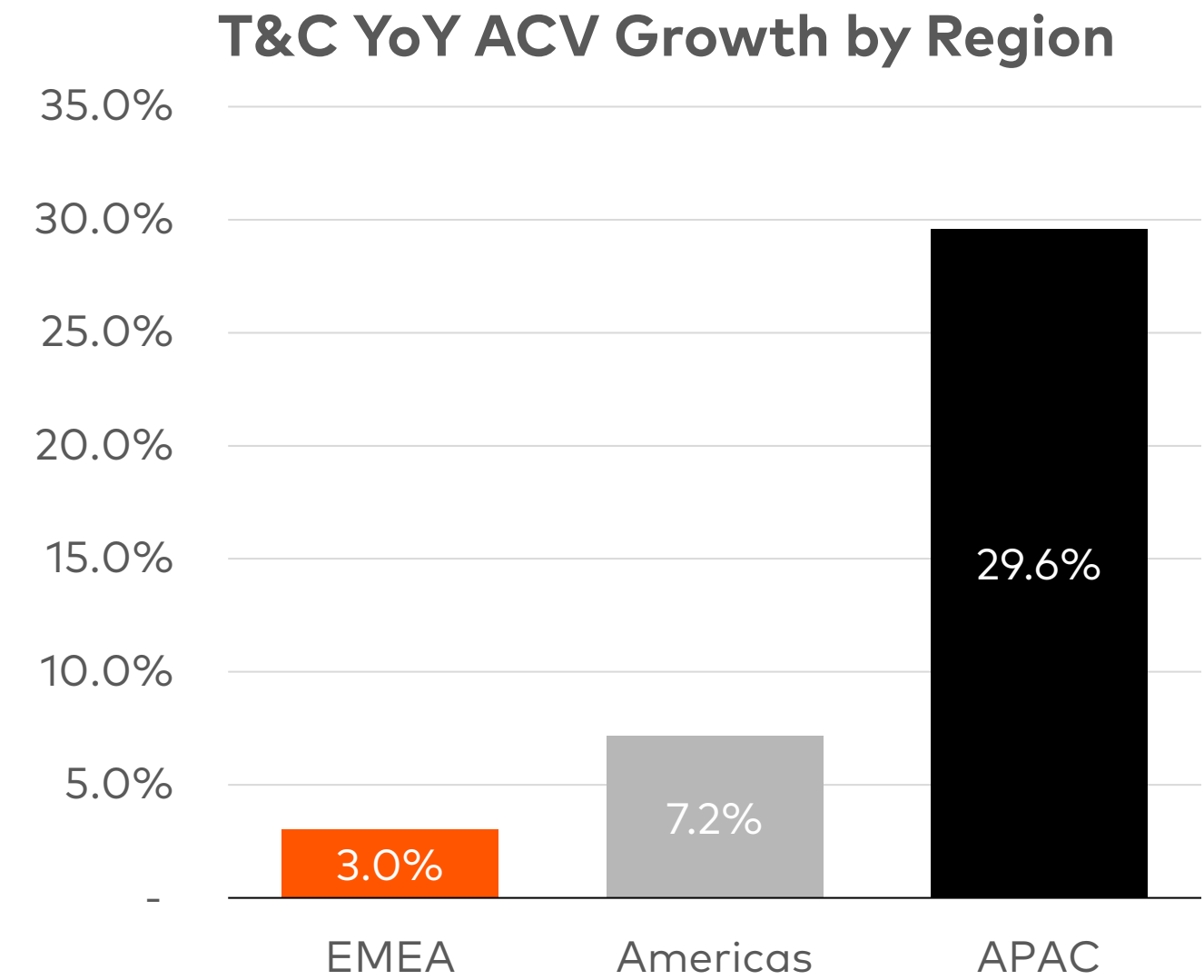
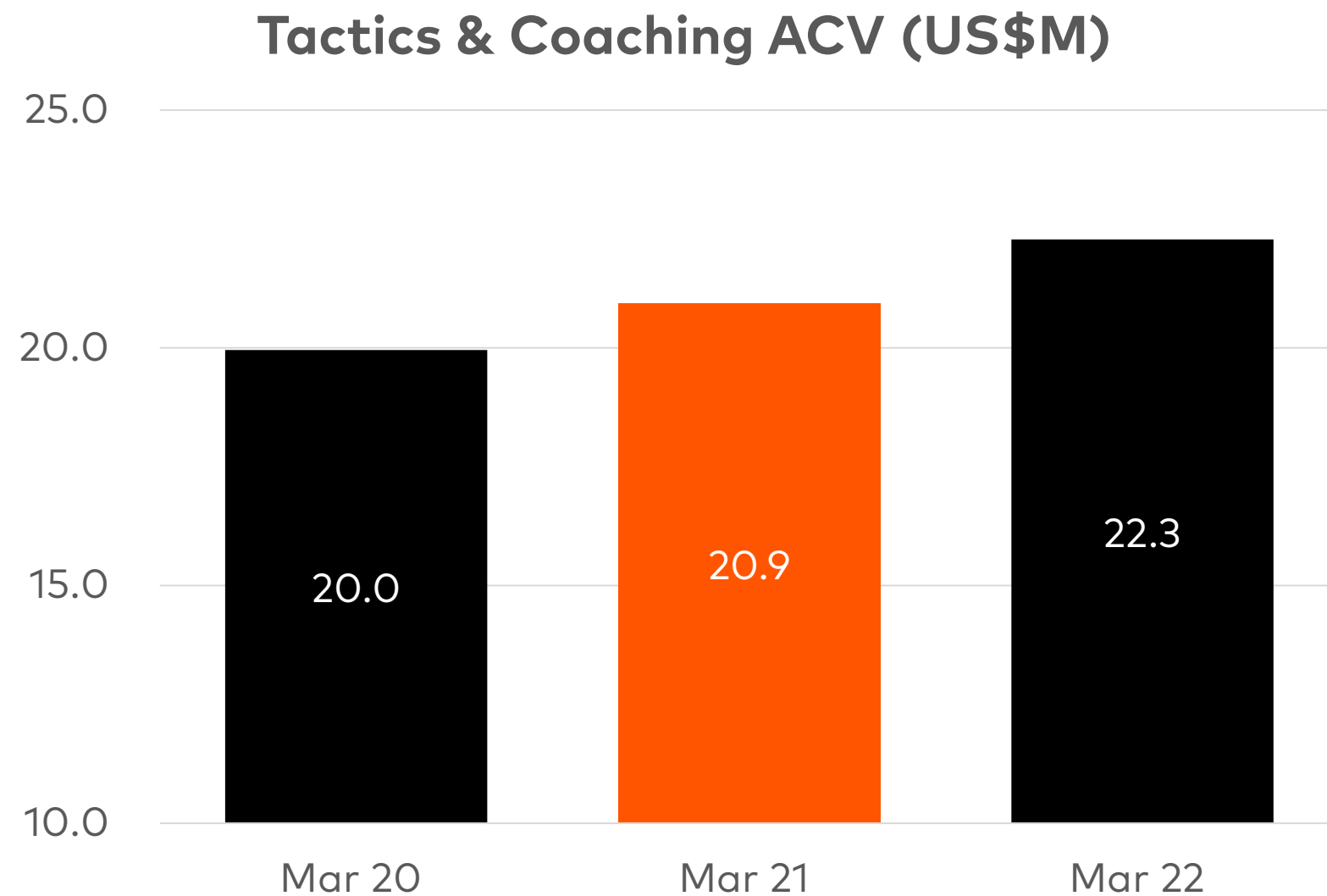
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FY 22 RESULTS

T&C POTENTIAL TO BECOME A SECOND MAJOR GROWTH ENGINE

- APAC was the only region to benefit from integrated solution in late FY22 and delivered 29.6% growth in ACV
- Exciting momentum was seen in other regions before their key selling seasons:
 - Marquee new deals (e.g., NASCAR, eSports, VfB Stuttgart, German FA) won earlier than expected
- Well-positioned in EMEA for FY23 with soccer and rugby integration



Note: on a constant currency basis, and pro forma for the inclusion of SBG

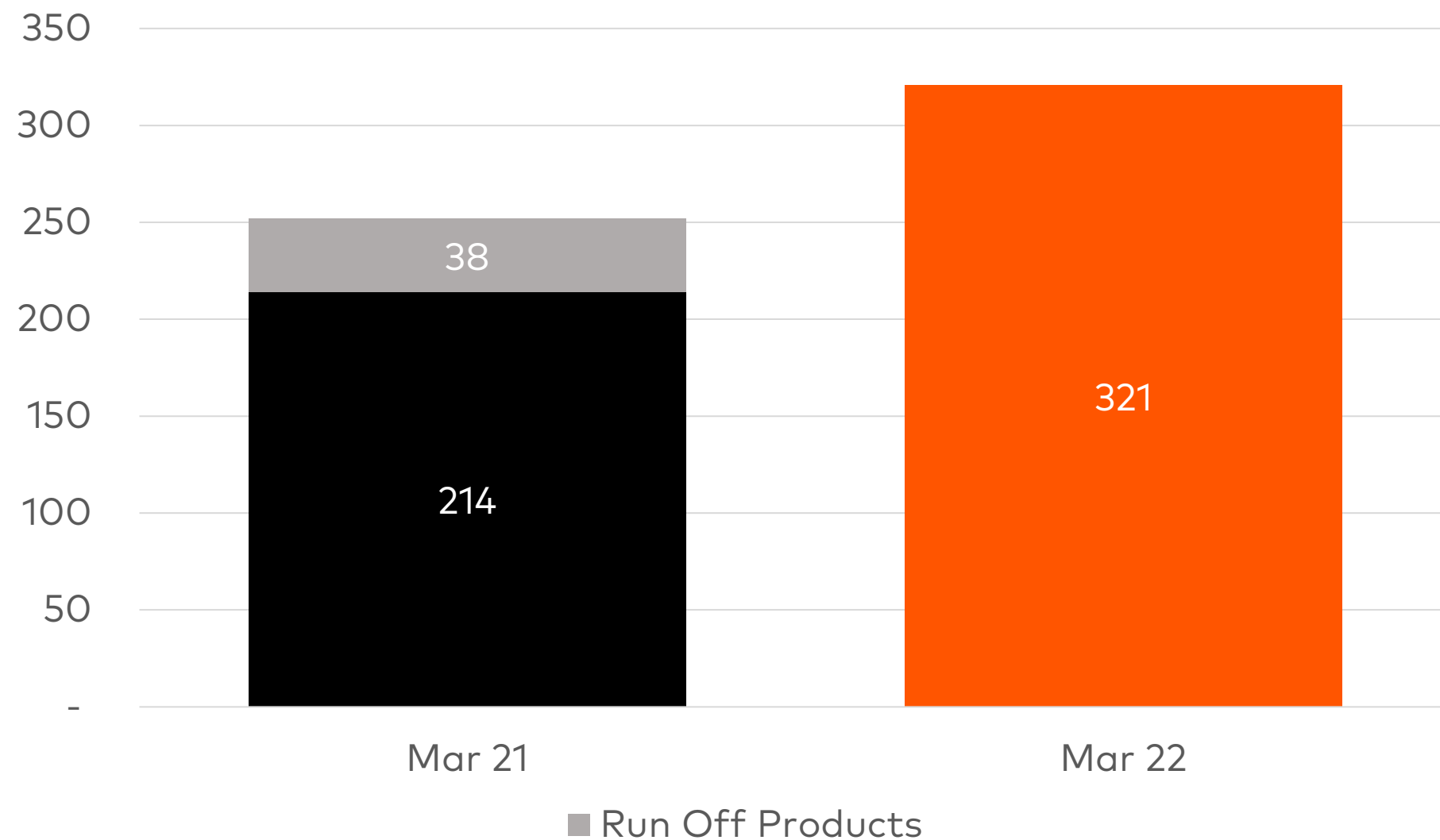
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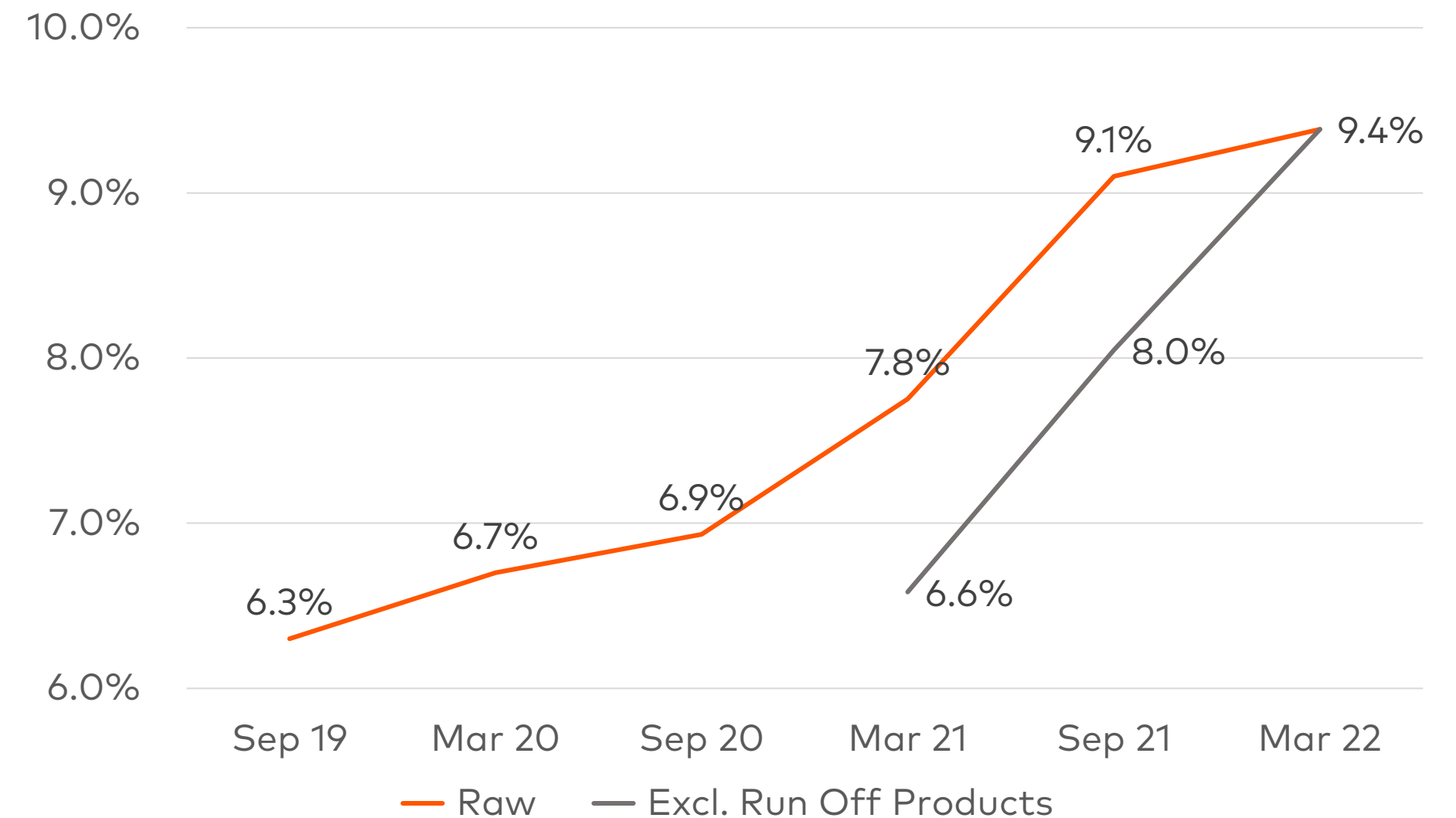
X-SELLING BECOMING A KEY CAPABILITY BODES WELL FOR T&C GROWTH

- Strong acceleration in cross sell, growing 27% over 12 months.
- Growth in multi-vertical customers was 50% when normalizing for run-off products (e.g., Vision)
- 24% of new multi-vertical customers were completely new customers to Catapult (up from 15% in FY21), emphasizing the broadening strength in the integrated solution strategy
- Land-and-expand is working with 69% of x-sell additions coming from a T&C product (up from 34% in FY21)

Multi-Vertical Customers



% Multi-Vertical Customers

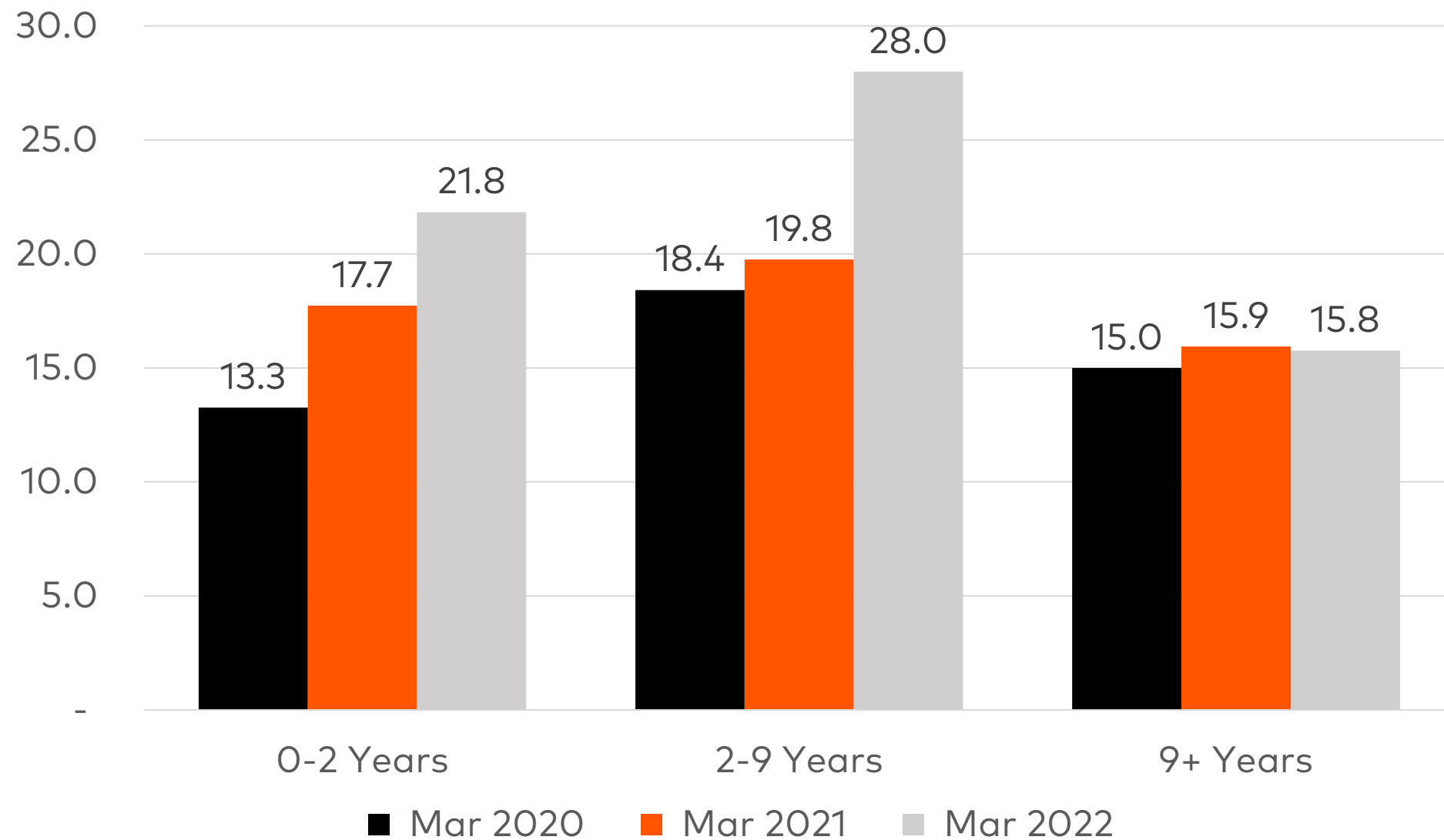


FY 22 RESULTS

AND WE ARE SUCCEEDING IN EXPANDING ACV AS WE INTEGRATE SOLUTIONS

- Average ACV/Pro Customer grew 4.2% to \$24.2k
- 28% of organic growth was movement in new customers, while an impressive 71% was net up and cross sell to current customers with an LTD of greater than 2 years

ACV By Customer Duration (USD \$M)



Movement Distribution	0-2 Years	2-9 Years	9+ Years	Total
FY22 Net Movement	4.1	8.2	(0.2)	12.1
% FY22 Net Movement	34%	68%	-2%	100%

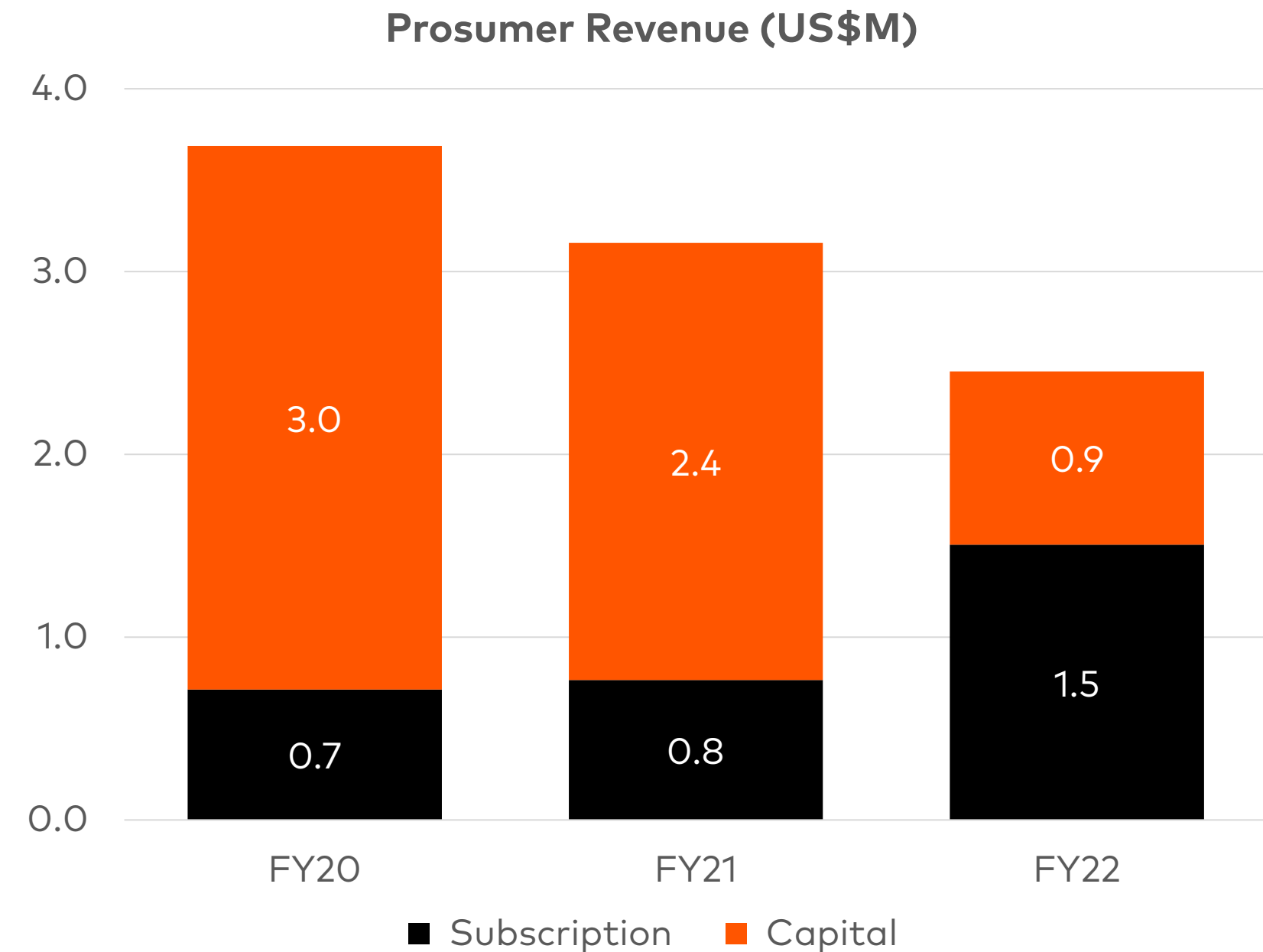
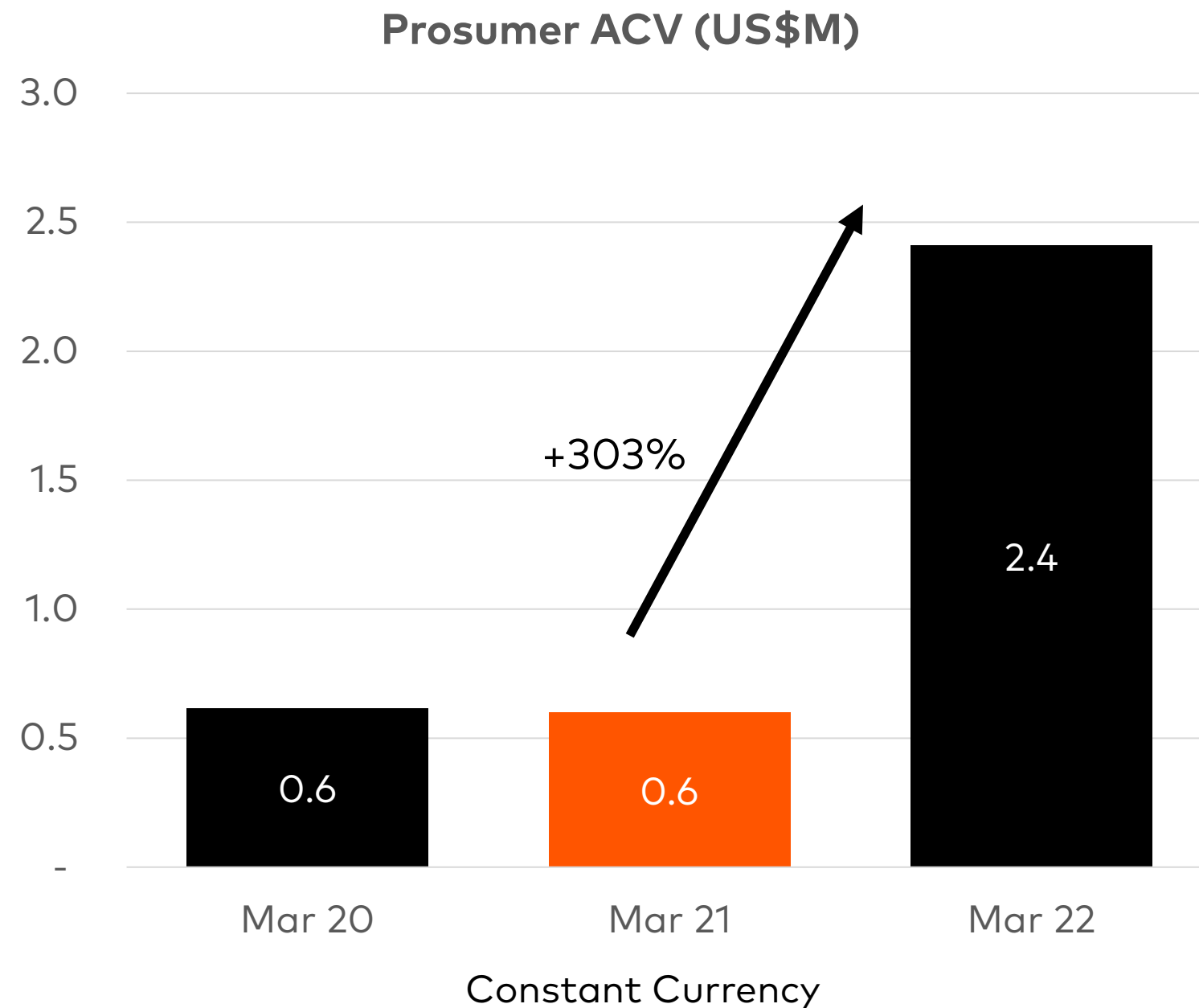
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FY 22 RESULTS

POSITIVE INDICATORS EXPANDING TO MASS MARKET – ACV UP 303%

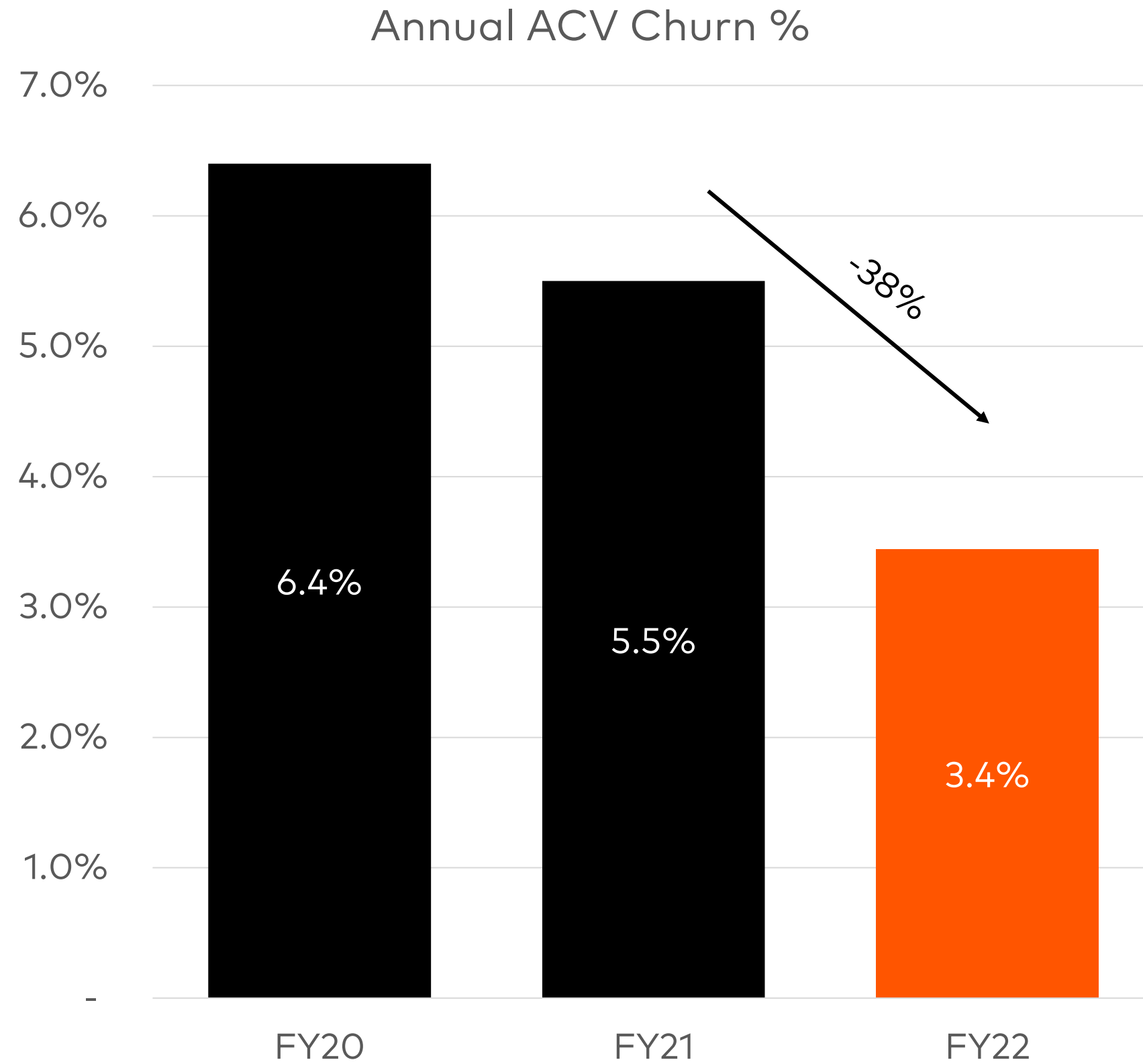
- Catapult One soft launched in late H1 FY22 as a subscription-only offering for prosumer teams and consumers (replacing PLAYR and PlayerTek)
- ACV, the leading indicator for future subscription revenue growth, was up 303% YoY
- Like our Pro segment, the switch to subscription in Prosumer will have a negative overall impact on short-term recognized revenue and margins - FY22 subscription revenue grew 97% while FY22 capital revenue declined 60%



Important Note: ACV and ACV Growth denoted as "Mar 20", "Mar 21" or "Mar 22" in this slide have not been independently audited or reviewed,, do not form part of Catapult's FY22 financial results, and have been calculated as at, respectively, March 31, 2020, March 31, 2021, and March 31, 2022.. See the important notice in slide 2.

FY 22 RESULTS

OUR PRODUCTS ARE VERY STICKY - ACV RETENTION IS NOW AT 3.4%



- Annual ACV Churn improved 38%, and is now at another new all-time low
- Excluding customers lost to run-off products, ACV Churn was even lower at 2.7%
- For our North American customers ACV Churn was even lower at 1.7%
- Reflects strongly on Catapult's high customer engagement and the embedded nature of our SaaS solutions in our customers' daily workflows

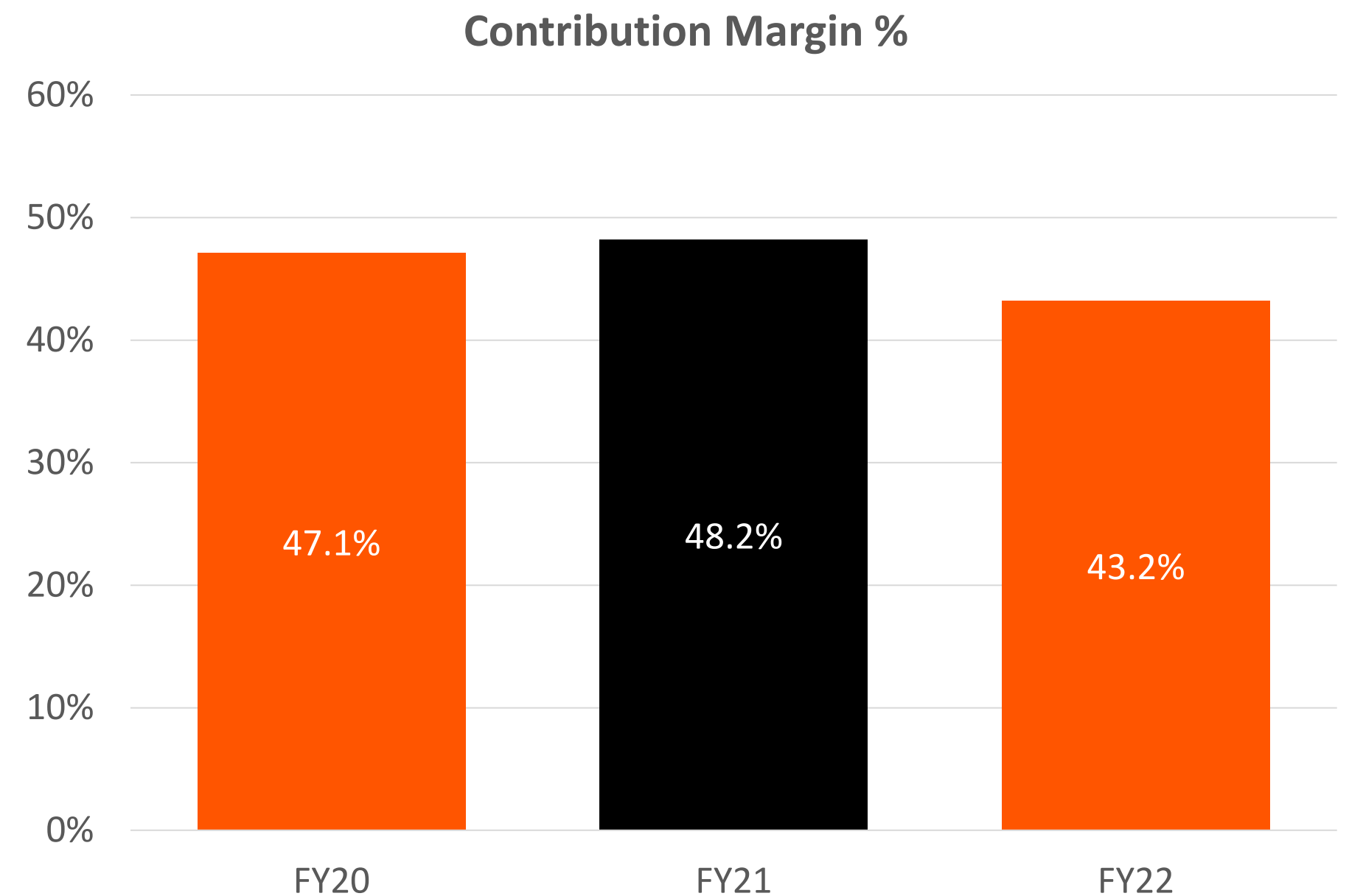
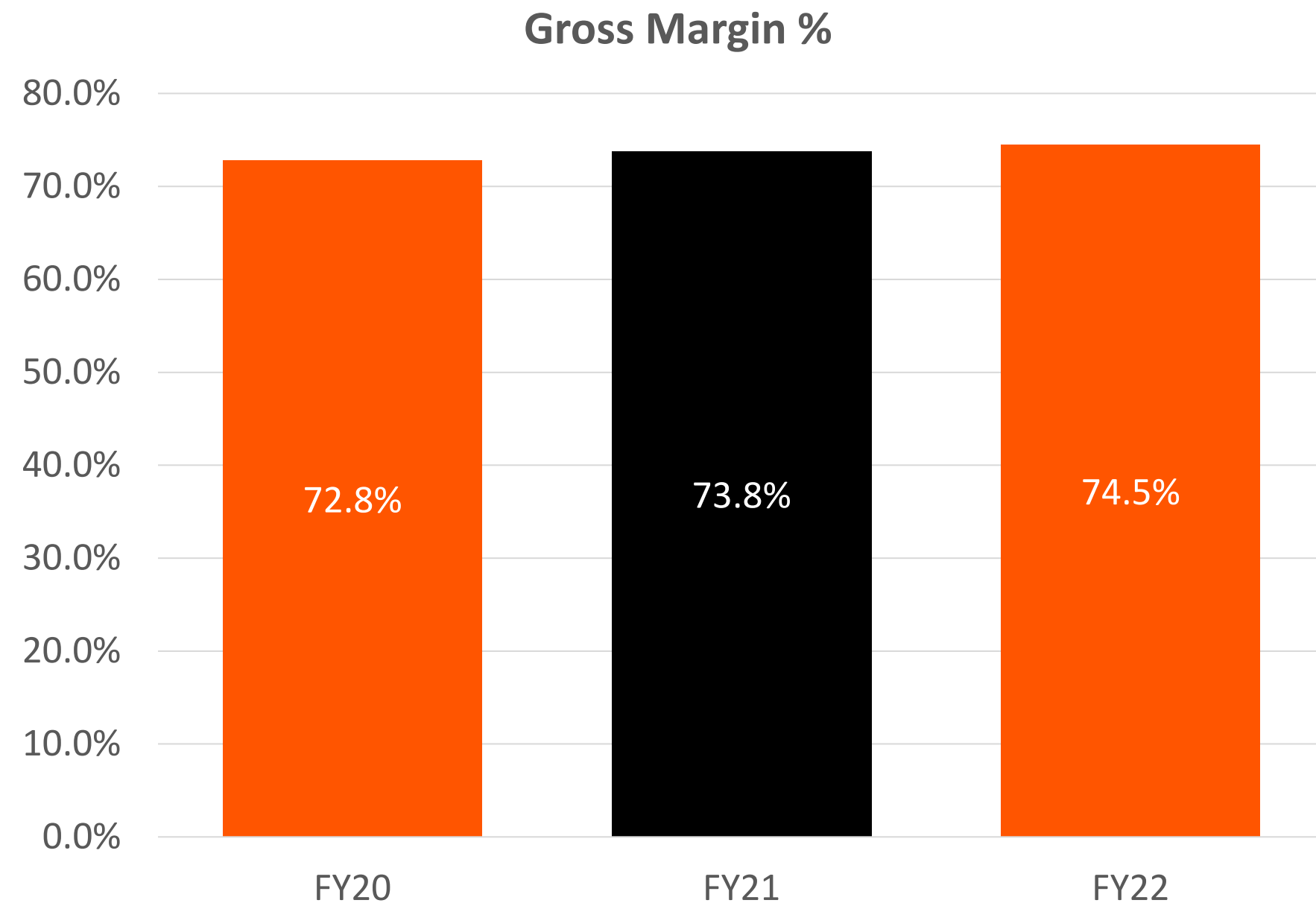
Includes Russia. Excluding Russia, ACV Churn for FY22 is 4.0%.

Important Note: ACV Churn denoted as "FY20", "FY21" or "FY22" in this slide have not been independently audited or reviewed,, do not form part of Catapult's FY22 financial results, and have been calculated as at, respectively, March 31, 2020, March 31, 2021, and March 31, 2022. on the basis that the Company acquired SBG on April 1, 2018. See the important notice in slide 2.

FY 22 RESULTS

OUR SOLUTIONS GENERATE LONG TERM CASH

- Gross margin expansion achieved with increased proportion of subscription revenue
- Contribution margin lower in FY22 and consistent with additional investment to continue to accelerate ACV growth



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FY 22 RESULTS

FY22 KEY HIGHLIGHTS

MAJOR MULTI-YEAR DEALS:

- German Football Association (DFB-Akademie)
- The National Rugby League (NRL)
- Football Association of Wales (FAW)
- Champion Data / AFL
- VfB Stuttgart

MARKET LEADERSHIP

- NFL
- EPL
- Bundesliga
- NCAA
- F1

NEW MARKETS

- NASCAR
- eSports
- Super League (SLE) and Sky Sports

INNOVATION

- Integration of video analysis with wearables provide elite organizations with an all-in-one video and data analysis platform
- Extended video technologies into basketball (earlier than planned)
- First performance metrics for Goalies in Ice Hockey
- Baseball suite of performance analytics
- Catapult One, a performance subscription-based solution for the prosumer market

MANAGEMENT

- \$26.1M of cash
- Proven ability to generate positive FCF and EBITDA
- Fully funded accelerated growth investments across tech dev, operations and sales
- Successful \$45M equity raising
- Acquisition of SBG

FY 22 RESULTS

PROFIT & LOSS STATEMENT

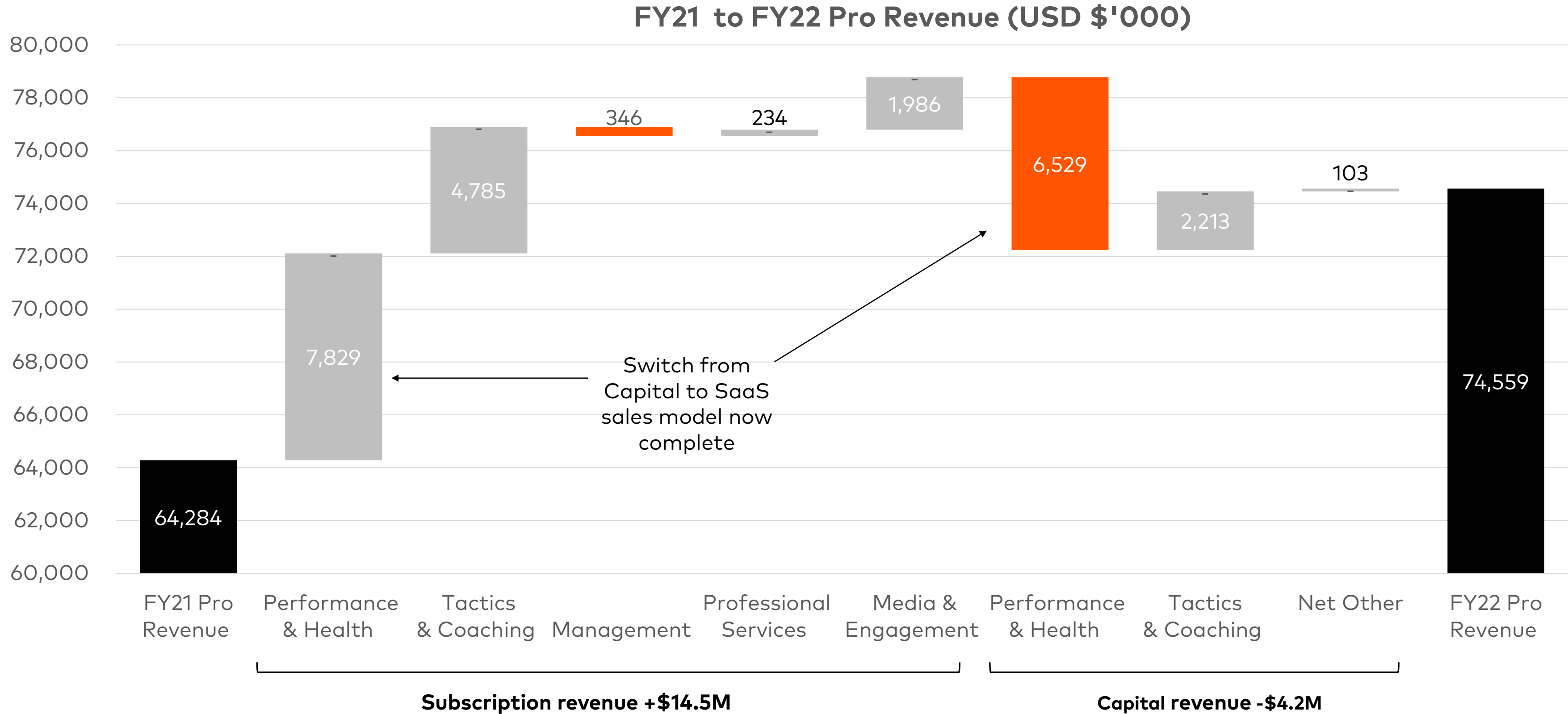
USD \$M	FY22	FY21	Change	% Change
REVENUE	77.0	67.3	9.7	14.4%
COGS	19.6	17.6	2.0	11.4%
GROSS PROFIT	57.4	49.7	7.7	15.5%
GROSS MARGIN	74.5%	73.8%	0.7%	1.0%
VARIABLE COSTS	24.1	17.2	6.9	40.1%
EMPLOYEE	19.0	14.9	4.1	27.5%
OTHER	5.1	2.3	2.8	121.7%
CONTRIBUTION PROFIT	33.3	18.0	15.3	85.0%
CONTRIBUTION MARGIN	43.2%	48.2%	-5.0%	-10.3%
OTHER INCOME	1.8	1.0	0.8	76.0%
FIXED COSTS	49.3	26.5	22.8	86.3%
FIXED STAFF COSTS	40.8	25.4	15.4	60.6%
CAPITALISED DEVELOPMENT	(13.3)	(6.8)	(6.5)	95.6%
SBG SHARE-BASED PURCHASE CONSIDERATION	8.4	0.0	8.4	-
OTHER FIXED COSTS	13.4	7.9	5.5	70.5%
EBITDA	(14.3)	6.5	(20.8)	-318.4%
EBITDA Margin %	-18.5%	9.7%	-28.3%	-290.6%
D&A	18.6	13.9	4.7	33.8%
EBIT	(33.6)	(7.4)	(26.2)	354.1%
NPAT	(32.2)	(8.2)	(24.0)	294.2%
UNDERLYING EBITDA*	(5.8)	7.0	(12.8)	-183.1%
Underlying EBITDA Margin %	-7.6%	10.4%	-18.0%	-172.7%

- Total revenue increased 14.4% YoY with growth in subscription outpacing the decline in capital revenue
- COGS grew slower than revenue at 11.4% due to revenue mix (more subscription revenues in our P&H and T&C verticals)
- Variable and Fixed costs were higher due to the normalization of cost reduction strategies (including salary reductions) implemented during the early stages of Covid-19 in H1 FY21 and the impact of the accelerated growth program announced in June 2021, as well as increased investment into our technologies and staff.
- Variable cost increases reduced contribution margin by -10.3% to 43.2%, in line with our business model plans.
- Fixed costs have been negatively impacted by higher expenses related to headcount growth (Tech, Product, Ops and Corporate) as well as higher professional fees associated with the SBG acquisition, coupled with our increased technology investment.
- D&A higher driven by higher amortization of internally developed software (R&D), the acceleration of the XOS brand write-down and increased leased assets depreciation as we capitalize more subscription hardware.

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FY 22 RESULTS

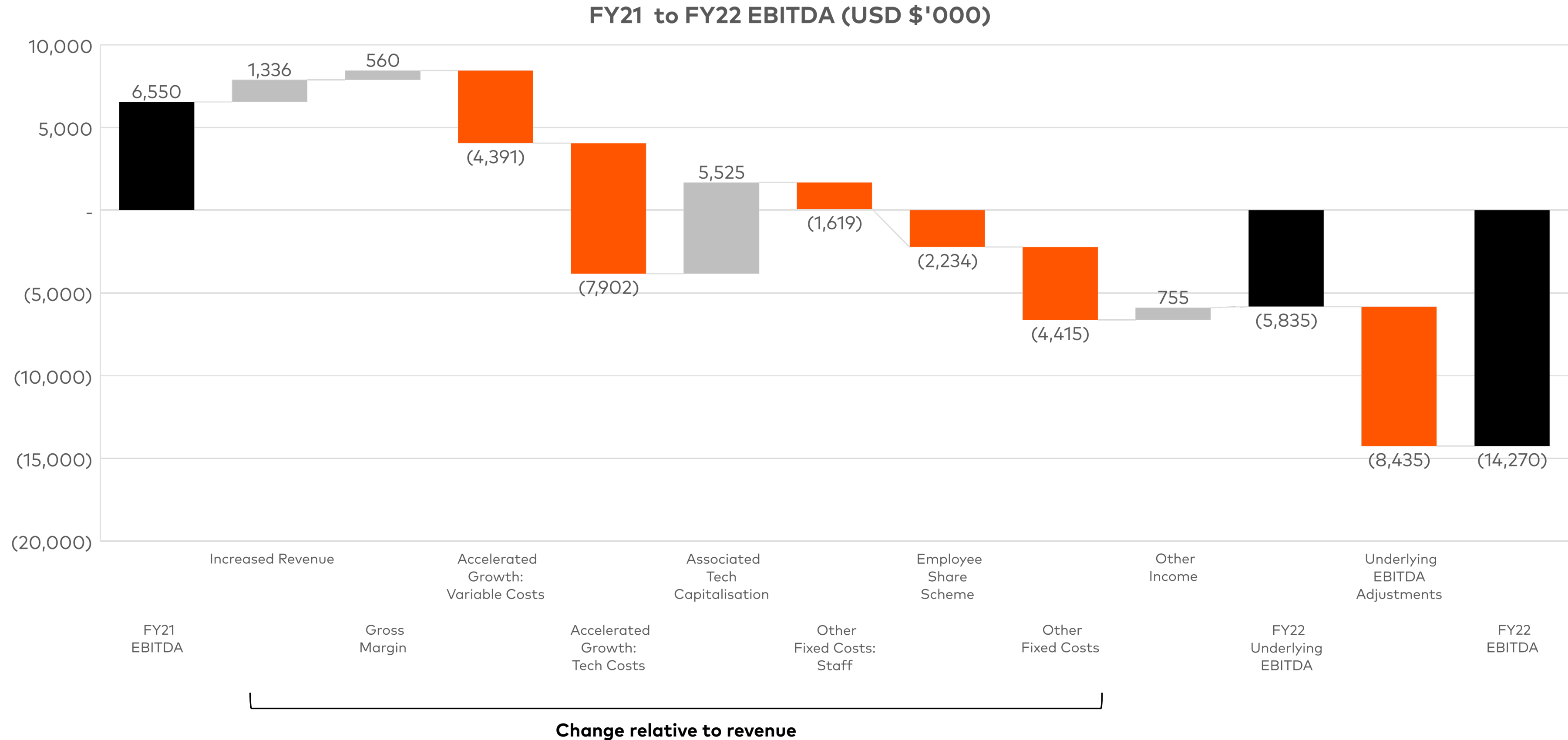
PRO SEGMENT REVENUE: STRONG P&H SUBSCRIPTION REVENUE GROWTH



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FY 22 RESULTS

EBITDA IMPACT: ACCELERATED INVESTMENT & NORMALISATION OF COVID



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FY 22 RESULTS

FREE CASHFLOW REFLECTS ACCELERATED INVESTMENT STRATEGY

Free Cash Flow FY21 to FY22 (USD \$'000)



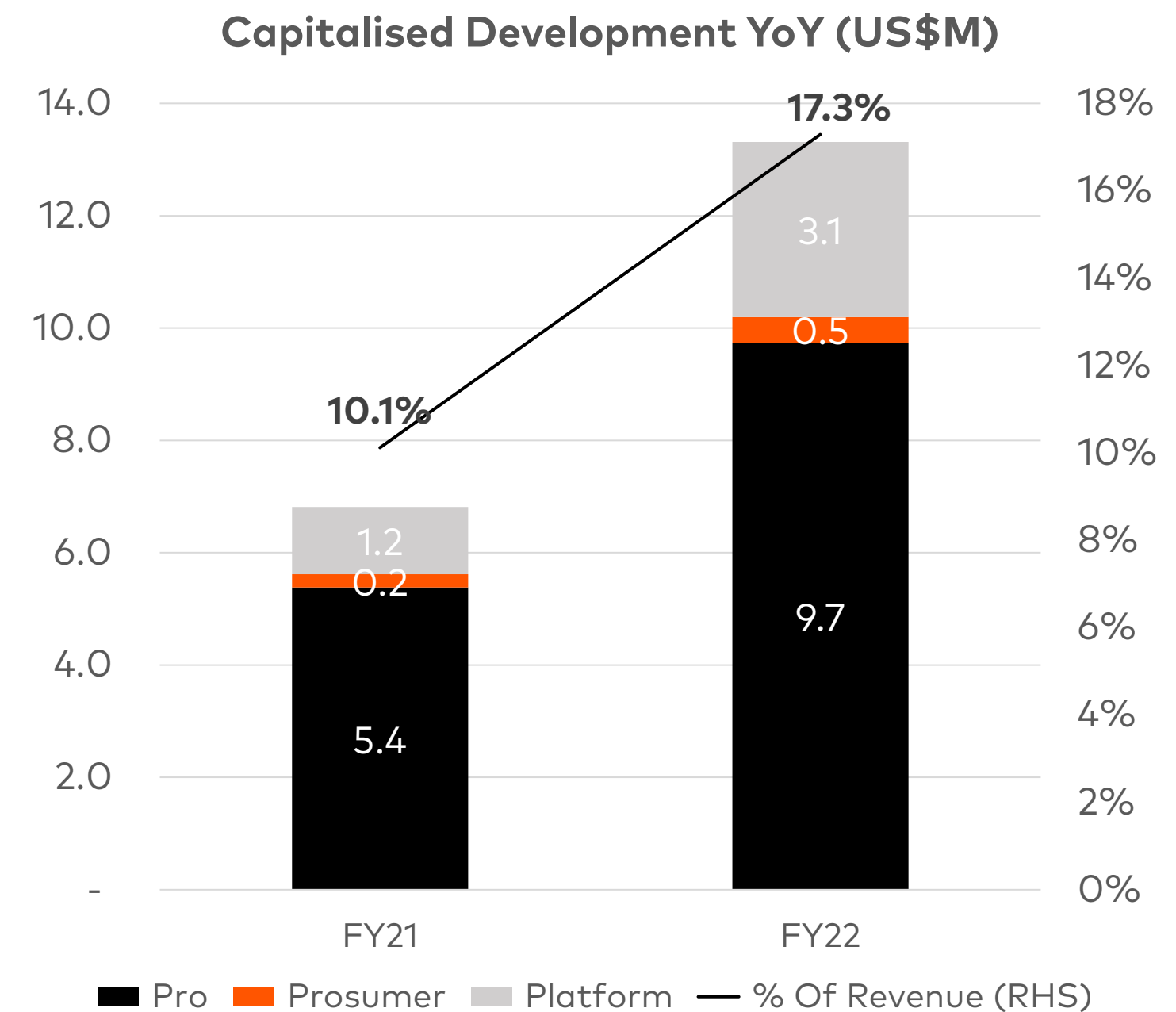
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FY 22 RESULTS

CAPEX TABLE

- The commencement of the Accelerated Growth investment strategy resulted in an increase in capitalised software development costs across verticals
- The transition to a SaaS sales model has resulted in an increase to capitalised COGS as these expenses are recognised in line with revenue

USD \$M	FY22	FY21	Change	% Change
CAPITALISED DEVELOPMENT	13.3	6.8	6.5	95.4%
PERFORMANCE & HEALTH	5.1	2.6	2.6	100.6%
TACTICS & COACHING	4.3	2.5	1.8	72.2%
MANAGEMENT	0.3	0.3	(0.0)	-7.2%
PROSUMER	0.5	0.2	0.2	92.2%
PLATFORM	3.1	1.2	1.9	160.7%
OTHER CAPEX	7.6	2.8	4.8	169.3%
CAPITALISED COGS & OTHER CAPEX	5.7	1.6	4.1	262.7%
PP&E	1.9	1.3	0.7	53.4%
TOTAL CAPEX (EX ACQUISITIONS)	21.0	9.7	11.3	117.1%



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FY 22 RESULTS

ACCELERATED GROWTH INVESTMENT IS FULLY FUNDED

- Catapult is approximately half way through our Accelerated Growth investment program
 - All investment is guided by the Rule of 40
- Investments made in projects with a range of return horizons
 - Technology initiatives: with returns commencing between <1 and <3 years
 - Sales: with returns in <1 year
 - Operations: to support expected scaling, with only modest incremental investment now expected
- Cautious approach: skewed to near-term returns, monitoring gates, etc
 - We can pull back on investment if desired, or if macro conditions dictate
- All planned organic investment remains fully funded
- Customer feedback from beta-testing of new products has been strongly positive
 - We are very confident in the Company's growth outlook

RECAP - CATAPULT HAS REACHED A MAJOR INFLECTION POINT

SAAS MOVE COMPLETE

- Subscriptions are 92% of total revenues
- For Pro P&H, subscriptions now account for 98% of all revenue
- The drag on total revenue growth (from the switch to subscription) is now behind us
- The move to full subscription has driven growth in our Pro customer base (by 16.3%), and average ACV/Pro customer (up 4.2% to \$24.2k)

LEADERSHIP IN PRO ATHLETE MONITORING ACCELERATED

- ACV growth rate climbed from 16% in FY20 to 32% in FY22
- Americas ACV is up 51% in FY22
- Subscription revenue in Pro P&H grew 31%
- ACV Churn of Pro P&H Customers was 3.5%

VIDEO INTEGRATION OPENS NEW GROWTH ENGINE

- Integration of MatchTracker and Vector completed ahead of time, within 7 months
- In APAC, during its key selling season, T&C ACV grew 29.7%
- New marquee deals already signed

FY 22 RESULTS

OUTLOOK

- We are confident that our ACV growth will be strong in the short to medium term and expect ACV growth between 20%-25% in FY23 with ACV Churn in the range of 4.5% to 6.0%.
- We are confident in our ability to generate strong operating cash flow in the short to long term. We expect operating cash flow to be positive for FY23.
- During FY22 we were subject to increasing supply chain challenges and cost inflation. We expect these to continue at a moderate degree throughout FY23, impacting on freight, COGS, wage costs, and inventory sourcing.
- We are fully funded for all organic planned investments in FY23.

FY 22 RESULTS

APPENDICES – PRO FORMA FINANCIAL INFORMATION

IMPORTANT NOTICE REGARDING 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 ended 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 SBG acquisition and these two changes on certain historical financial results.

The financial information denoted as, or in columns headed, "2019" or "FY19", "2020" or "FY20", "2021" or "FY21", "1H21", "2H21", or "Pro forma including SBG" in this document is pro forma and does not form part of Catapult's FY22 financial results. The pro forma financial information which is (i) "2019", "2020", "2021" (or the "FY" variants) is for the 12-month period ended, respectively, March 31, 2019, March 31, 2020, and March 31, 2021; (ii) "1H21" or "2H21" is for the 6-month period ended, respectively, September 30, 2020 and March 31, 2021; and (iii) "Pro forma including SBG" 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 SBG 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.

The financial information denoted as, or in columns headed, "2019", "2020", "2021" (or the "FY" variants), or "Pro forma including SBG" has not been independently audited or reviewed. Financial information denoted as, or in columns headed, "Mar 19", "Mar 20", "Mar 21", "Mar 22", "Sep 19", "Sep 20", or "Sep 21" is, unless otherwise specified, respectively point in time information which is calculated as at the last day of that respective month. Such point in time financial information, except for the "Mar 21", "Mar 22", and "Sep 21" balance sheets, has not been independently audited or reviewed. A reference to ACV and ACV (YoY) growth is, unless otherwise specified, a reference to, respectively, ACV calculated as at March 31, 2022 (or the specified date), and the growth of ACV as at that date from the ACV calculated 12-months earlier.

FY 22 RESULTS

APPENDIX – BALANCE SHEET (UNAUDITED)

AS AT MARCH 31 (US\$M)	2022	2021
CASH	26.108	22.171
TRADE AND OTHER RECEIVABLES	18.230	13.634
INVENTORY	2.990	3.884
PPE	15.606	9.437
GOODWILL	51.806	41.994
OTHER INTANGIBLE ASSETS	48.338	23.183
DEFERRED TAX ASSETS	10.421	7.503
OTHER ASSETS	-	0.001
TOTAL ASSETS	173.499	121.843
TRADE AND OTHER PAYABLES	9.875	6.898
CONTRACT LIABILITIES	29.938	20.913
OTHER LIABILITIES	3.680	1.312
EMPLOYEE BENEFITS	7.286	6.393
BORROWINGS AND OTHER FINANCIAL LIABILITIES	2.877	6.254
DEFERRED TAX LIABILITIES	10.262	3.148
TOTAL LIABILITIES	63.918	44.918
TOTAL EQUITY	109.581	76.925

FY 22 RESULTS

APPENDIX – PROFIT & LOSS (UNAUDITED)

FOR THE 12 MONTHS ENDED MARCH 31 (US\$M)	2022	2021
REVENUE	77.013	67.340
OTHER INCOME	1.761	1.006
COST OF GOODS SOLD	(19.607)	(17.635)
EMPLOYEE BENEFITS EXPENSE	(41.342)	(31.299)
EMPLOYEE SHARE-BASED PAYMENT EXPENSE *	(13.592)	(2.674)
CAPITAL RAISING AND LISTING EXPENSES	(0.177)	(0.180)
TRAVEL, MARKETING AND PROMOTION	(5.705)	(1.520)
OCCUPANCY	(0.874)	(0.570)
PROFESSIONAL FEES	(3.742)	(2.055)
OTHER EXPENSES	(8.005)	(5.870)
OPERATING PROFIT BEFORE DEPRECIATION AND AMORTIZATION	(14.270)	6.543
DEPRECIATION AND AMORTIZATION	(18.581)	(13.930)
OPERATING LOSS	(32.851)	(7.387)
FINANCE COSTS	(0.200)	(0.425)
FINANCE INCOME	0.018	0.035
OTHER FINANCIAL ITEMS	(0.595)	(0.796)
LOSS BEFORE INCOME TAX EXPENSE	(33.628)	(8.573)
INCOME TAX EXPENSE	1.441	0.407
LOSS AFTER INCOME TAX EXPENSE FOR THE PERIOD ATTRIBUTABLE TO OWNERS OF CATAPULT GROUP INTERNATIONAL LTD	(32.187)	(8.166)

* Includes SBG deferred purchase consideration of \$8.3M

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FY 22 RESULTS

APPENDIX – CASH FLOW (UNAUDITED)

FOR THE 12 MONTHS ENDED MARCH 31 (US\$M)	2022	2021
OPERATING CASH FLOW		
RECEIPTS FROM CUSTOMERS	84.539	72.501
PAYMENTS TO STAFF AND SUPPLIERS	(81.936)	(60.020)
OTHER OPERATING CASH FLOW	0.070	1.735
NET CASH FLOW FROM OPERATING ACTIVITIES	2.673	14.216
INVESTING CASH FLOW		
ACQUISITION OF SUBSIDIARIES	(19.303)	(0.458)
PAYMENTS FOR PPE	(7.027)	(2.210)
CAPITALIZED DEVELOPMENT	(13.526)	(7.119)
NET CASH USED IN INVESTING ACTIVITIES	(39.856)	(9.787)
FINANCING CASH FLOW		
PROCEEDS FROM EXERCISE OF SHARE/OPTION ISSUE	43.565	0.876
OTHER FINANCING CASH	(0.556)	2.001
NET RECEIPT/(REPAYMENT)OF FINANCING LOANS	(1.890)	(4.572)
NET CASH FROM FINANCING ACTIVITIES	41.119	(1.695)
NET INCREASES IN CASH	3.937	2.734

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CATAPULT

UNLEASH POTENTIAL