



FY25 RESULTS

MAY 21, 2025

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 denoted as "Pro forma including acquisitions" in this document is pro forma, does not form part of Catapult's FY25 financial results and has not been independently audited or reviewed. The pro forma financial information which is "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 March 31, 2024;
- "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, 2025. 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 Effective Calculation Date; divided by (y) the ACV calculated as at the date which is 12 months prior to that 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 EBITDA excluding share-based payments, purchase consideration, and severance; and including capitalized development expense;
- "Multi-vertical customers" is the number of customers 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;
- "SaaS Revenue" or "SaaS (ACV) Revenue" is revenue attributable to ACV; and
- "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, and ACV Churn. 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

4,600+

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

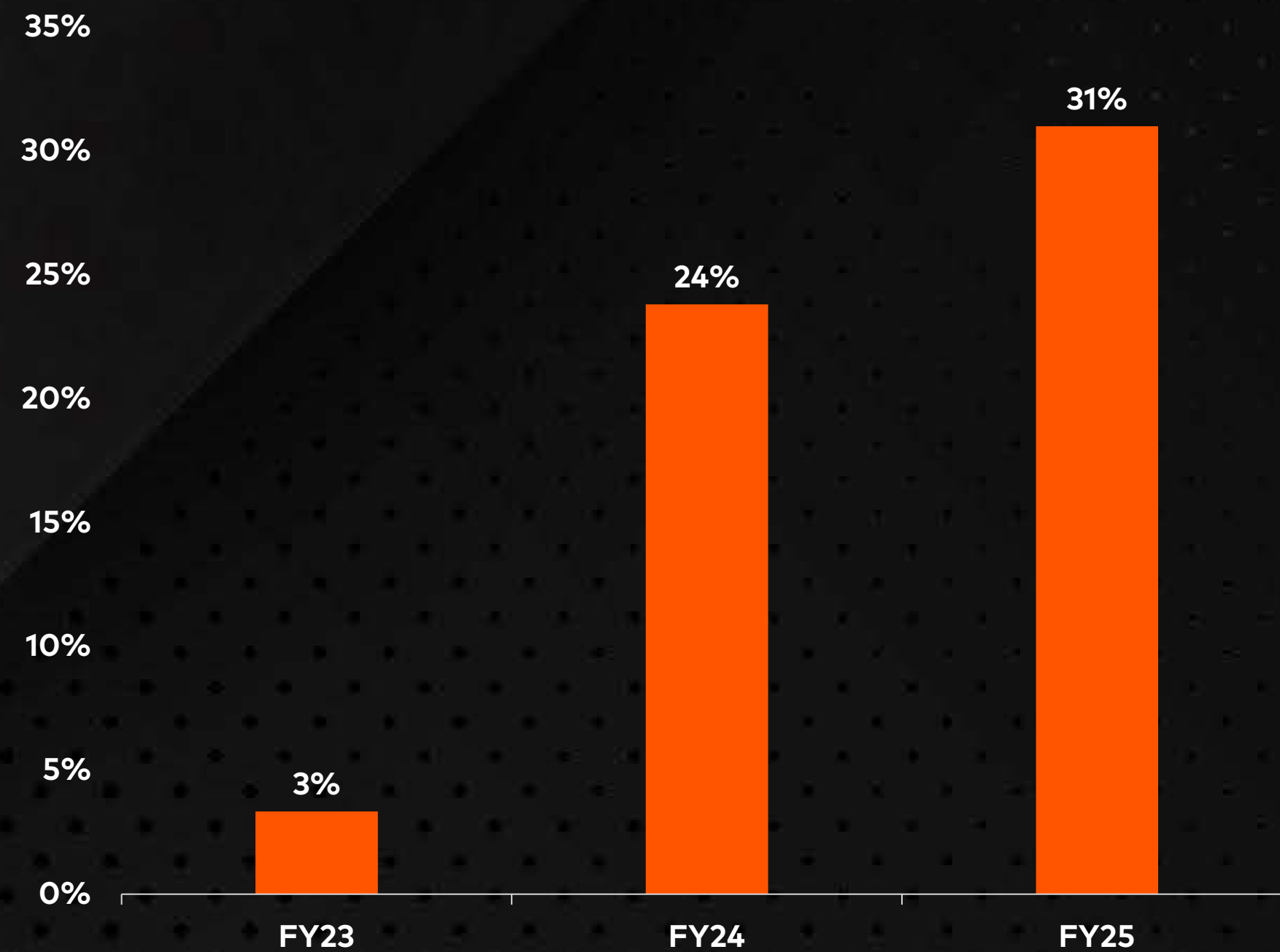
STRATEGY & OUTLOOK

Q&A

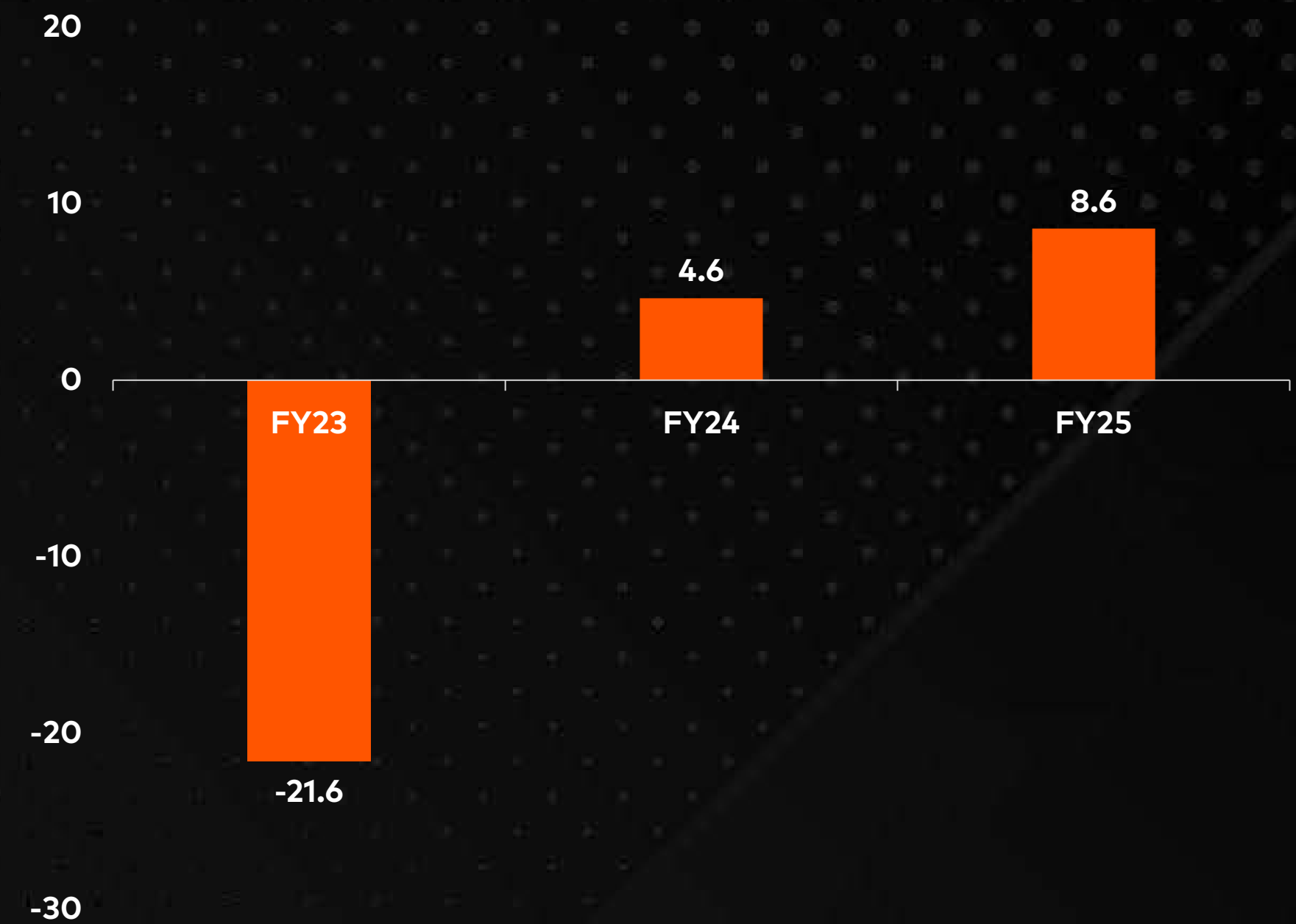


FY25 WAS A MILESTONE YEAR FOR CATAPULT

Rule of 40 *



Free Cash Flow (US\$M)



* Rule of 40 is defined as the sum of annual ACV growth percentage on a constant currency basis and Management EBITDA margin (Management EBITDA as a % of Revenue)

DRIVEN BY RECORD LEVEL PROFITABLE GROWTH

ACV

US\$101.2M

(A\$161M)

↑ 18% YoY (CC)

REVENUE

US\$116.5M

(A\$185M)

↑ 19% YoY (CC)

MANAGEMENT EBITDA

US\$14.8M

(A\$24M)

↑ US\$10.6M YoY

UNDERPINNED BY A STRONG SAAS ENGINE

ACV RETENTION

96%

ACV PER PRO TEAM

↑12%

MULTI VERTICAL PRO TEAMS

↑53%

THAT IS DELIVERING SIGNIFICANT INCREMENTAL PROFIT

US\$M	FY24	FY25	Incremental
Revenue	100.0	116.5	16.5
Variable Costs (COGS, S&M, Delivery)	54.2	58.9	4.7
Variable Costs %	54%	50%	28%
Fixed Costs (G&A, R&D)	41.9	43.0	1.0
Fixed Costs %	42%	37%	6%
Incremental Profit			10.8
Incremental Profit Margin			65%

- Our target is to keep at least 30% for every additional US\$1 of revenue we generate as profit
- In FY25, we exceeded this target with a 65% incremental profit margin, a record for a full year period
- We continued to benefit from improvements in efficiencies across our variable and fixed costs

Important Note: The financial information in this slide is provided solely to provide an example of how incremental revenue drives incremental profit. 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. See slide 2 for defined terms and calculation methodologies.

DURING A YEAR THAT WE INTRODUCED OUR BIGGEST INNOVATIONS EVER

VECTOR 8

Launched the world's most powerful athlete monitoring system, a significant leap in speed and efficiency, in a completely new platform

HUB PRO

Our next generation coaching experience integrating our new and legacy solutions together, with powerful teaching tools, built for scale

FOCUS LIVE FOR PRACTICE

Expanding our live sideline solution into practice sessions – modernizing key workflows with wearable integration

NEW AI ALGORITHMS

New AI algorithms to measure metabolic power and expand sport specific parameters for basketball, rugby and tennis

LIVE INSIGHTS

Introduced live performance insights to enhance broadcasts and analysis for UEFA and the French Rugby League (LNR)

VECTOR CORE EXPANSION

Expanded to more sports and added new language support including French, Spanish, Portuguese and Japanese

BOB CRUICKSHANK

CHIEF FINANCIAL OFFICER

OVERVIEW

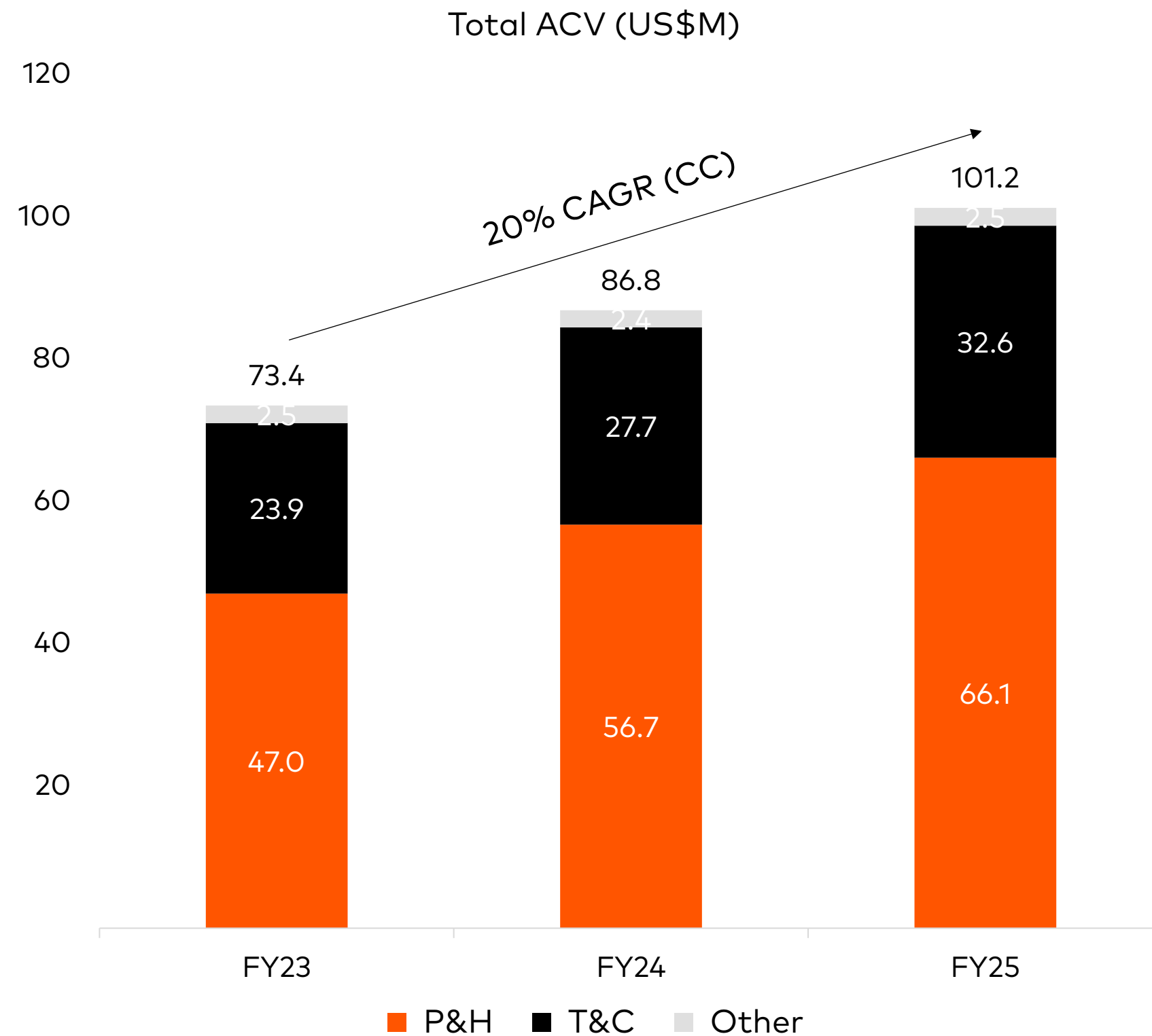
> FINANCIAL REVIEW

STRATEGY & OUTLOOK

Q&A

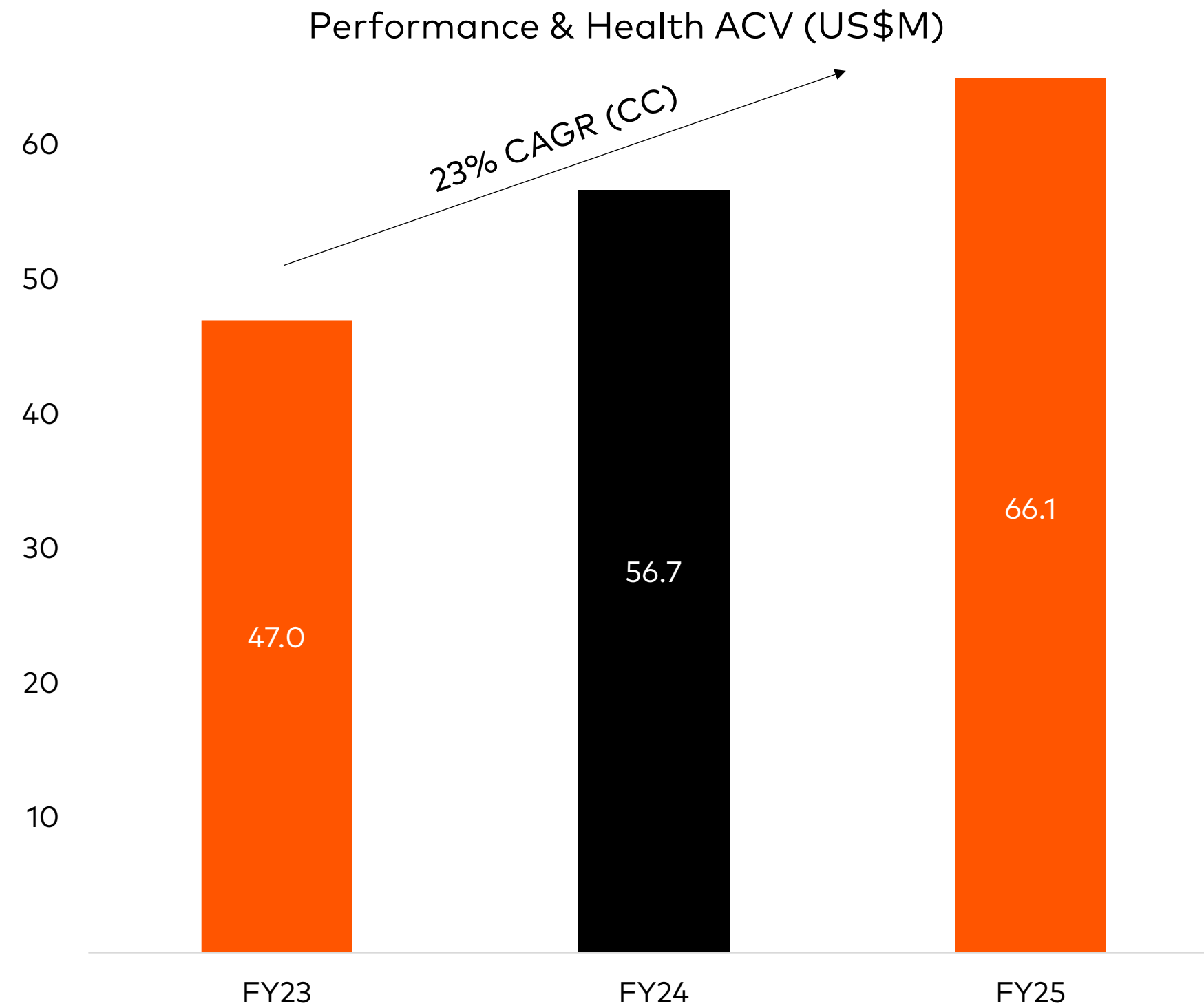


STRONG GROWTH SEES ACV NOW EXCEEDING US\$100 MILLION

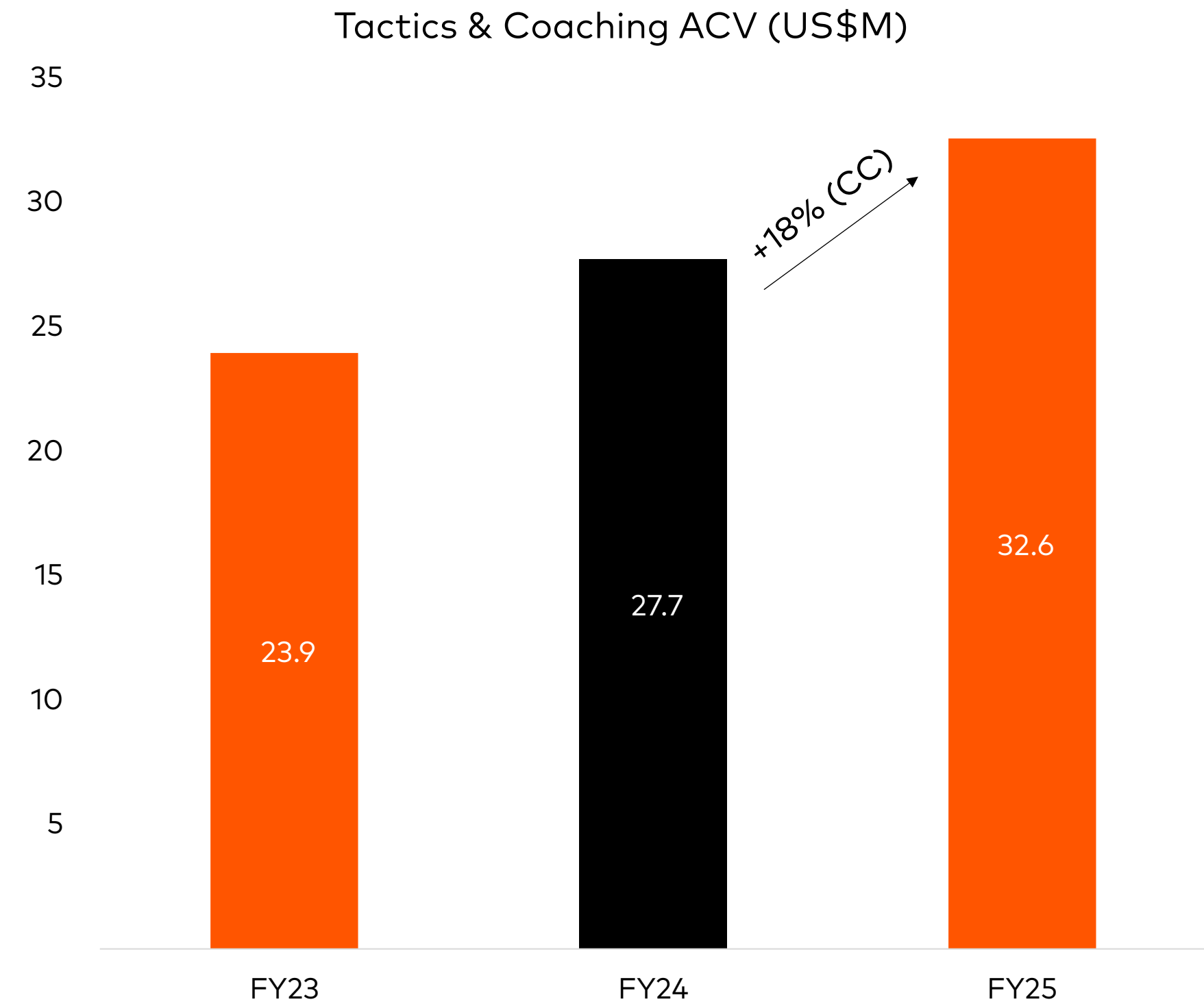


- ACV, our leading indicator of future SaaS revenue, crossed a major milestone passing US\$100M driven by a dual-growth engine
- Normalizing for a one-time impact of exiting Russia in H2, ACV grew 19% YoY (CC)

WE NOW HAVE TWO STRONG ACV GROWTH ENGINES

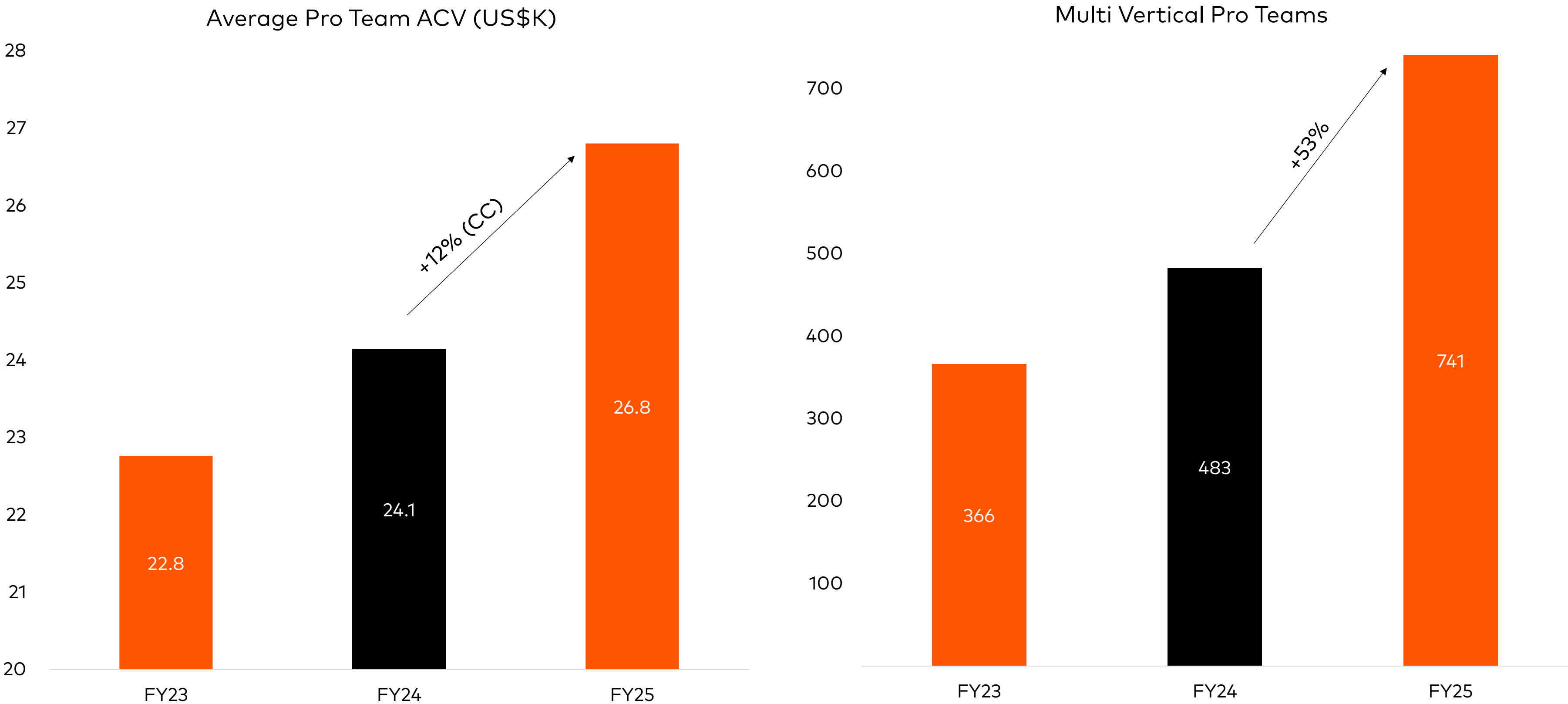


P&H grew 20% (CC) YoY when adjusted for the one-time impact



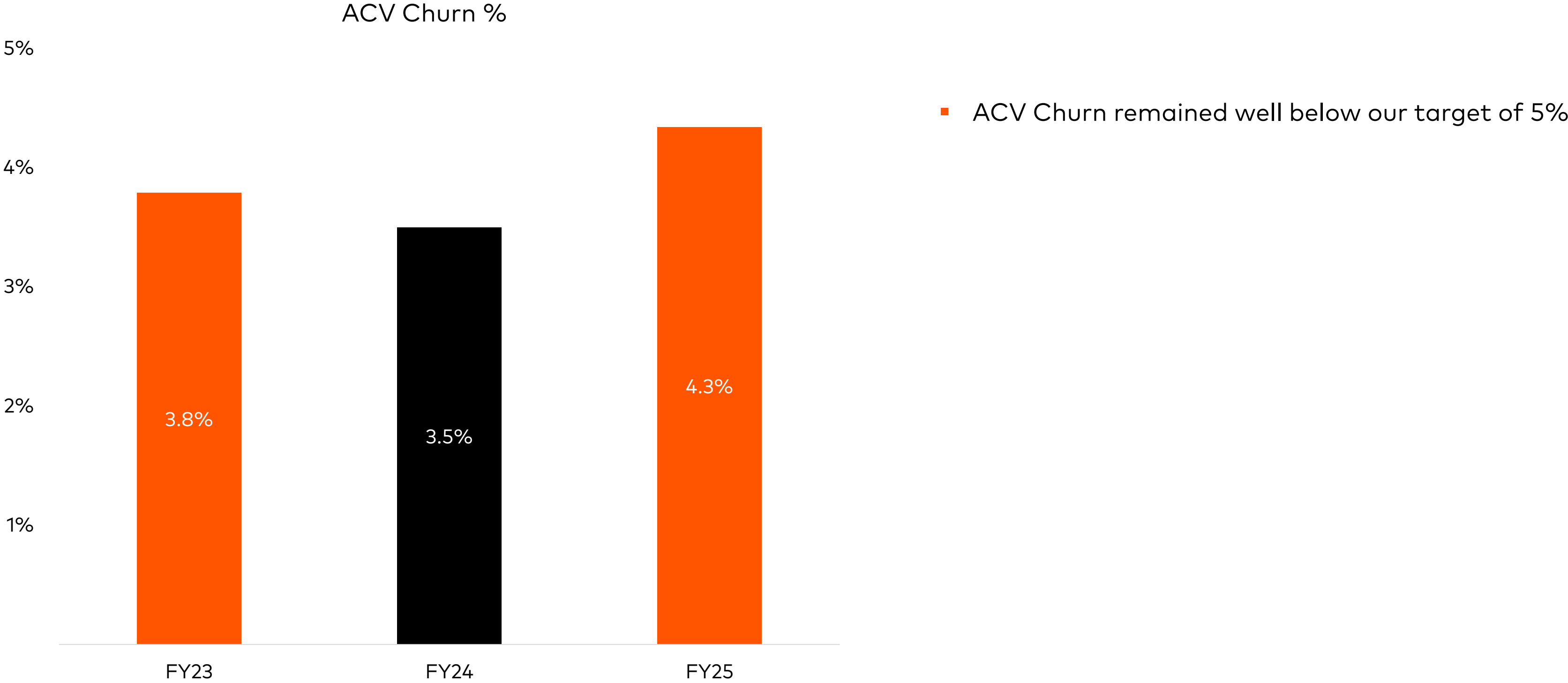
New Video Solutions grew 42% (CC) YoY positively impacting total growth

ACV PER TEAM CONTINUED TO EXPAND AS TEAMS ADDED MORE SOLUTIONS



Important Note: ACV, ACV Growth (CC, constant currency), and Multi Vertical Pro Teams financial information in this slide has not been independently audited or reviewed, and does not form part of Catapult's FY25 financial results. See slide 2 for defined terms and calculation methodologies.

WE CONTINUE TO EXCEED OUR RETENTION TARGET AND BE BEST-IN-CLASS



Important Note: ACV Churn and ACV Retention financial information in this slide has not been independently audited or reviewed, and does not form part of Catapult's FY25 financial results. See slide 2 for defined terms and calculation methodologies.

STRONG SAAS RESULTS INCREASES CONFIDENCE IN FUTURE REVENUE

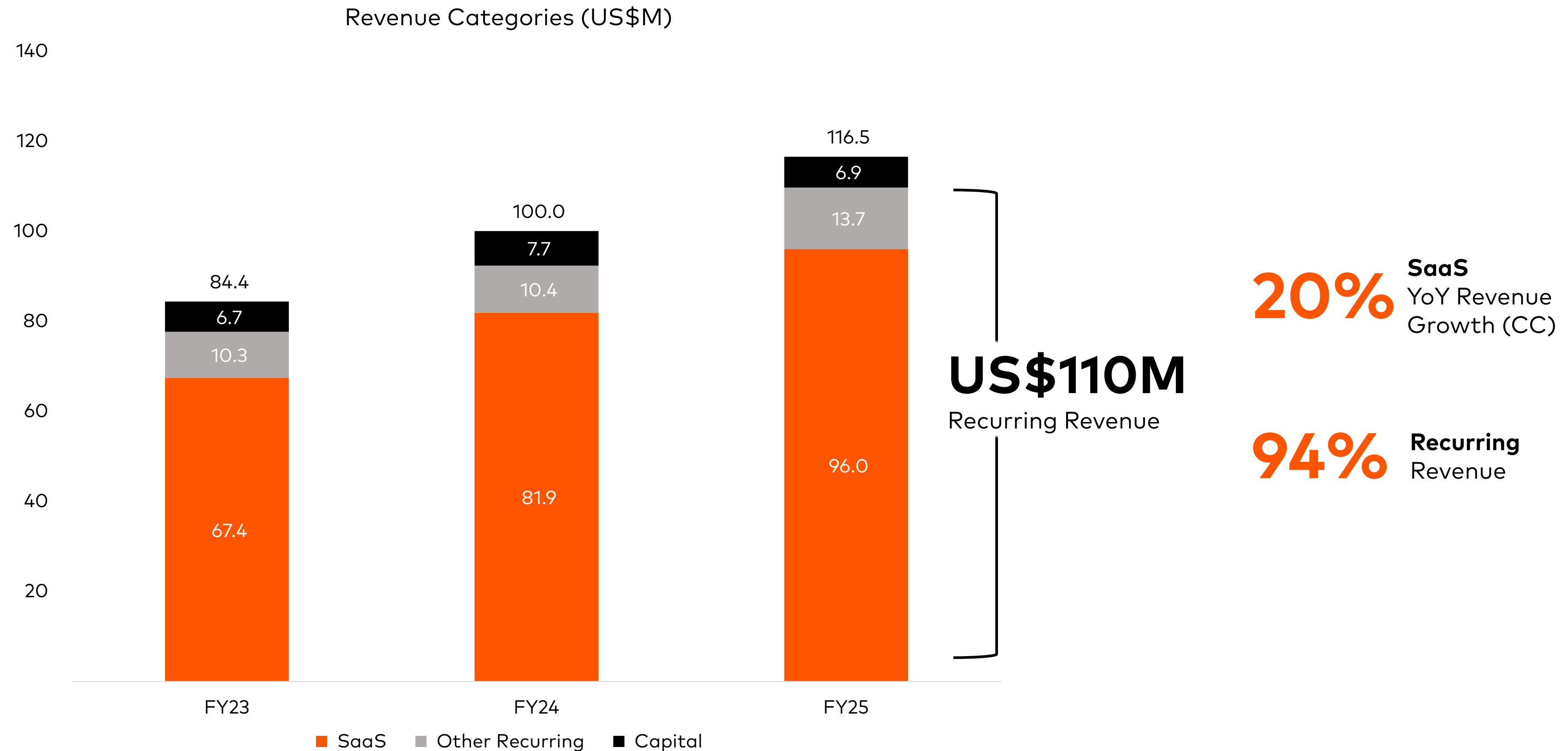
	FY25	FY24	% CHANGE
OPENING ACV (US\$M)	86.8	73.4	
NET INCREMENTAL ACV	15.3	14.4	6%
FX IMPACT	-0.9	-1.1	nm
CLOSING ACV (US\$M)	101.2	86.8	18% *
MULTI VERTICAL PRO TEAMS	741	483	53%
PRO TEAMS	3,602	3,317	9%
AVERAGE PRO TEAM ACV	26,804	24,147	12% *
ACV RETENTION %	95.7%	96.5%	-1%
LIFETIME DURATION (YEARS)	7.8	7.0	11%

- Beyond ACV, we continue to see healthy growth in landing new Pro Team customers, expanding ACV per Pro Team, and our relationship with customers positively impacting Avg. Customer Lifetime Duration
- All SaaS KPIs in FY25, our leading indicators of future revenue, were strong; boding well for future revenue growth

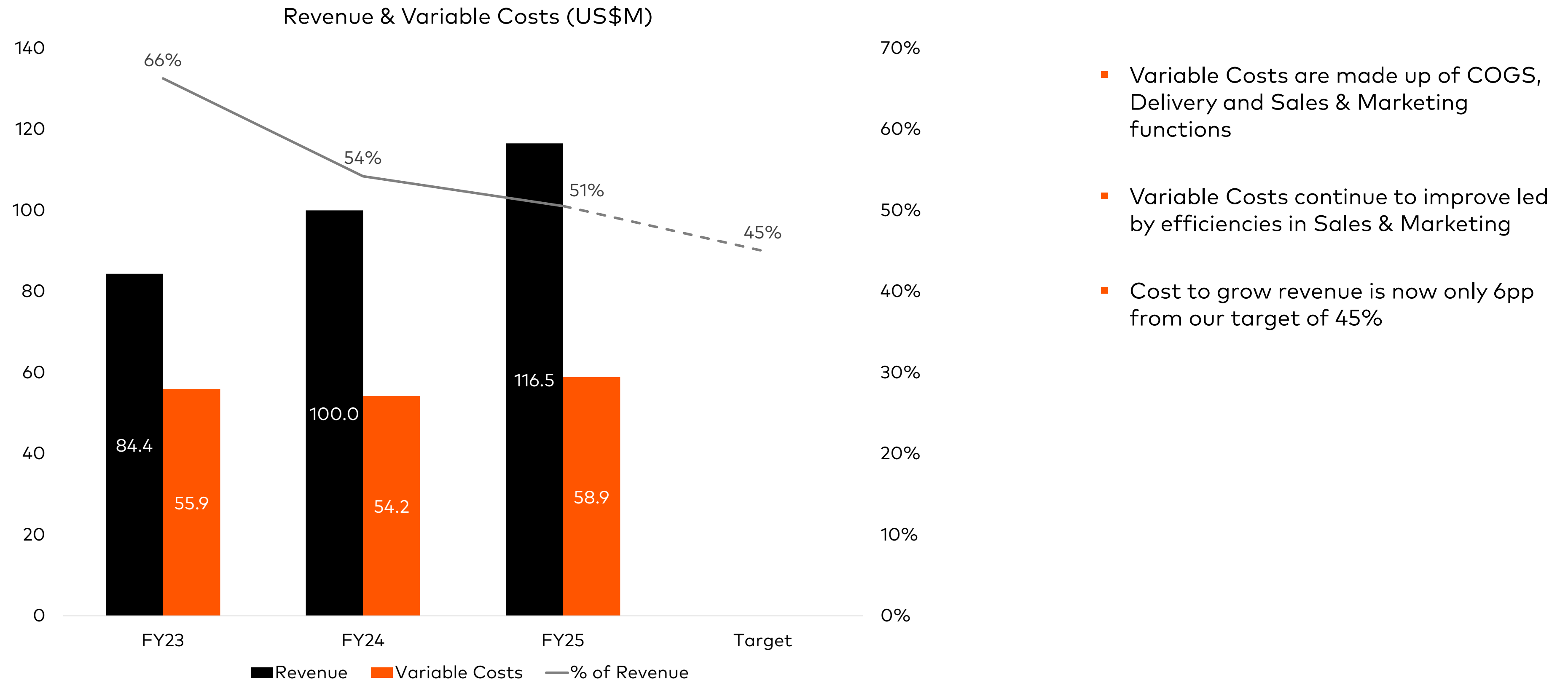
* (CC)

Important Note: ACV, Average ACV, ACV Growth (CC, constant currency), ACV Retention, Average Pro Team ACV, Lifetime Duration, and Pro Teams financial information in this slide has not been independently audited or reviewed, and do not independently form part of Catapult’s FY25 financial results. See slide 2 for defined terms and calculation methodologies.

GROWTH IN RECURRING REVENUE IS KEY TO PROFITABILITY



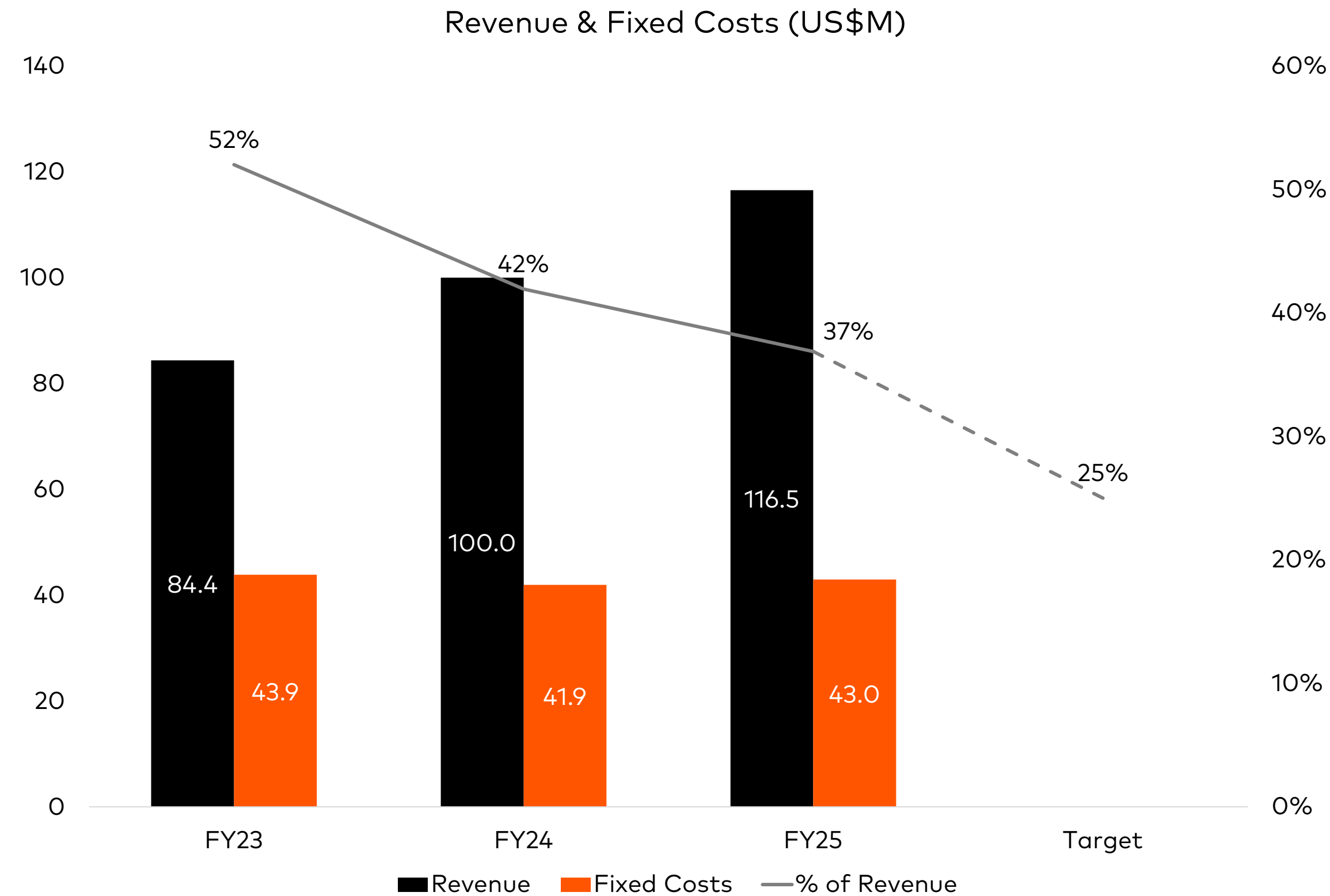
COST OF GROWTH CONTINUES TO DECLINE TOWARDS LONG TERM TARGET



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 and does not independently form part of Catapult's FY25 financial results. See slide 2 for defined terms and calculation methodologies.

WITH FIXED COST AS % OF REVENUE DROPPING W/ SCALE

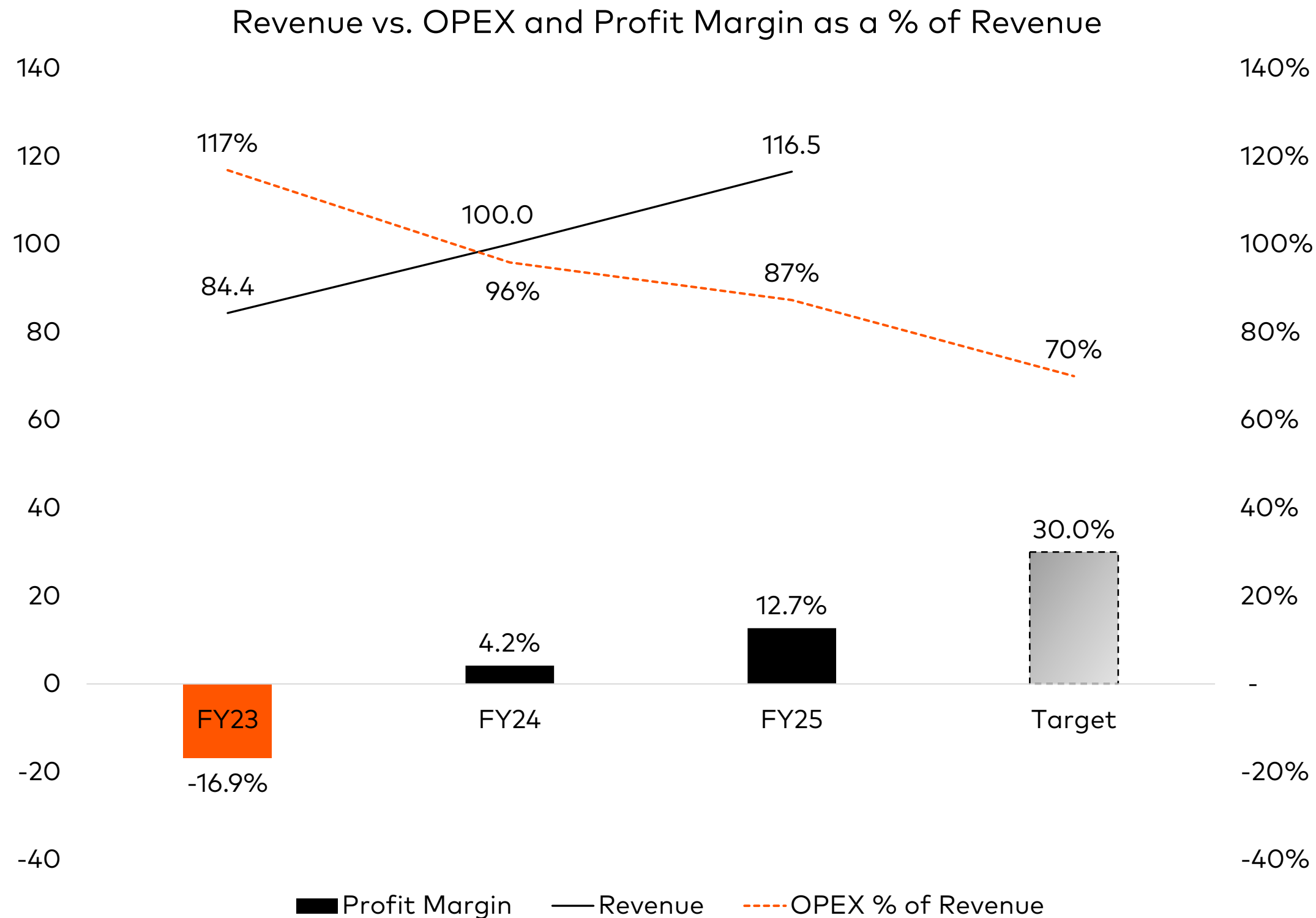


- Fixed Costs consist of our G&A and R&D functions (R&D capitalized and expensed)
- Fixed Costs increased by less than 3% to US\$43M, and combined with revenue growth, improved Fixed Costs as a % of revenue by 5pp
- Absolute Fixed Costs support the business at scale and are expected to rise modestly, while declining as a percentage of revenue toward our target of 25%*

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

Important Note: The statement marked * is a forward-looking statement. Do not place undue reliance on it as actual results may differ, and may do so materially. The statement reflects 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. The other 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, and does not independently form part of Catapult's FY25 financial results. See slide 2 for defined terms and calculation methodologies.

ACCELERATING THE GROWTH OF OUR OPERATING PROFIT MARGIN

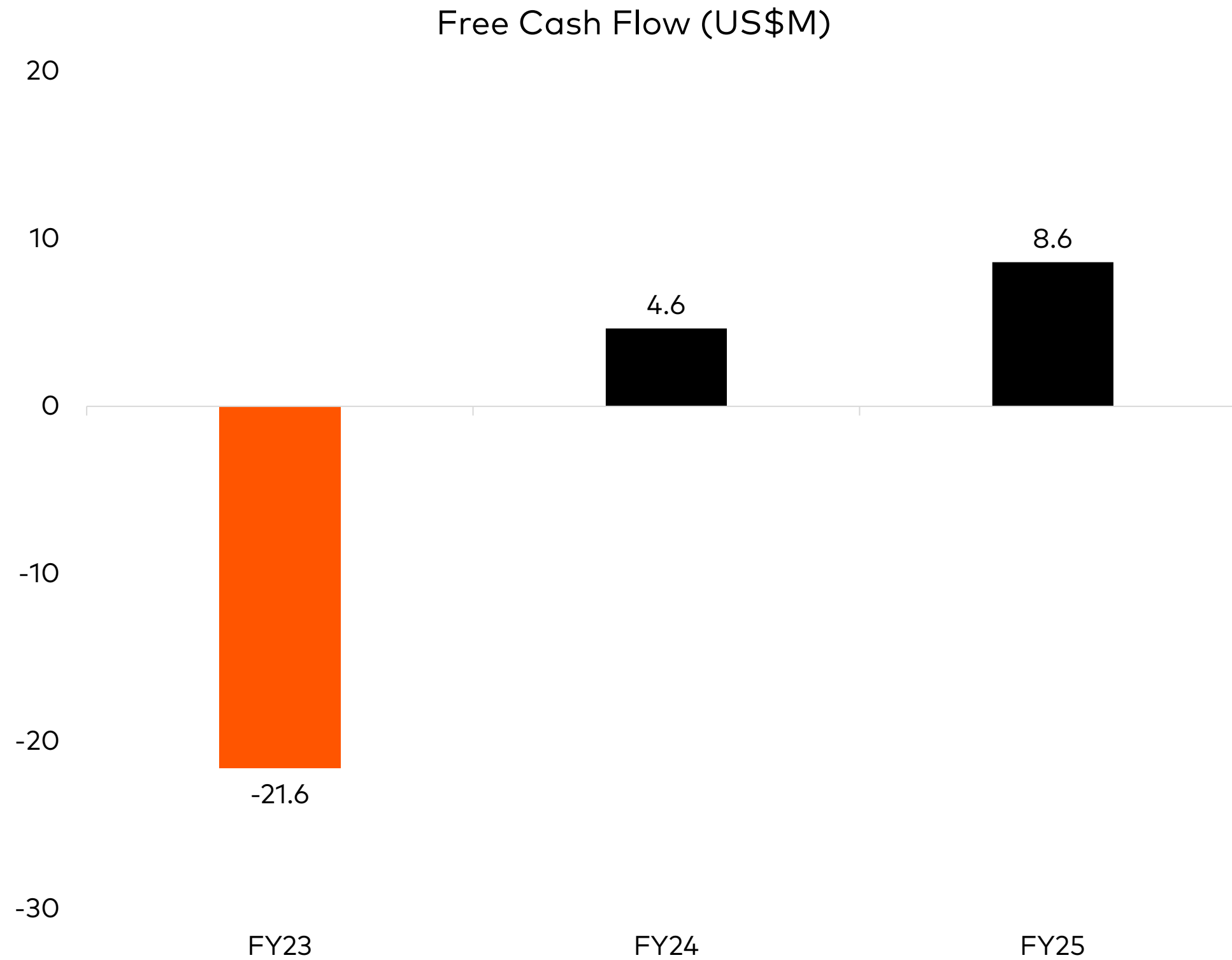


- We have now delivered US\$19M of positive operating profit margin (Management EBITDA) since crossing our critical inflection point towards profitability
- As revenue continues to grow, operating profit margin is expected to increase towards long-term target as OPEX (Variable + Fixed costs) as a % of 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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SIGNIFICANTLY EXPANDING OUR FREE CASH FLOW



- Free Cash Flow increased US\$4.0M YoY
- Growth was driven by increased revenue and improved efficiencies
- Catapult is now in a net cash position of +US\$7M on the Balance Sheet

PROFIT & LOSS SUMMARY

FOR THE 12 MONTHS ENDED MARCH 31 (US\$M)	FY25	FY24	Change	% Change
REVENUE	116.5	100.0	16.5	16.5%
COGS	22.2	18.9	3.3	17.5%
GROSS PROFIT	94.4	81.1	13.2	16.3%
GROSS MARGIN %	81.0%	81.1%	-0.1%	-0.1%
VARIABLE COSTS (EXC. COGS)	36.7	35.3	1.4	3.9%
CONTRIBUTION PROFIT	57.6	45.8	11.8	25.9%
CONTRIBUTION MARGIN %	49.5%	45.8%	3.7%	8.0%
FIXED COSTS	43.0	41.9	1.0	2.5%
MANAGEMENT OPERATING PROFIT	14.7	3.9	10.8	278.8%
OTHER INCOME	0.1	0.3	-0.2	-67.3%
MANAGEMENT EBITDA	14.8	4.2	10.6	255.4%
MANAGEMENT EBITDA MARGIN %	12.7%	4.2%	8.5%	205.0%
CAPITALIZED DEVELOPMENT	16.7	16.3	0.4	2.3%
SHARE BASED PAYMENTS & PURCHASE CONSIDERATION	-12.5	-10.2	-2.3	-22.8%
SEVERANCE	-0.8	-0.9	0.1	8.7%
EBITDA	18.1	9.4	8.7	93.2%
EBITDA MARGIN %	15.5%	9.4%	6.1%	64.9%
D&A	-26.9	-24.2	-2.7	-11.1%
INTEREST, TAXES AND OTHER	0.0	-1.9	1.8	98.6%
NPAT	-8.8	-16.7	7.9	47.3%

- Gross Margin slightly impacted by increased revenue contribution from Media business YoY
- Management EBITDA, Catapult's measure of profitability, which is inclusive of capitalized development, improved by US\$10.6M, driven by strong revenue growth with little cost base growth
- The increase in Share Based Payments is not reflective of an increase in dilution. Rather, the increase is due to changes in accounting valuation methodology as outlined at the FY24 result, along with the YoY increase in the share price
- D&A includes a US\$0.9M non-recurring depreciation charge related to a reduction in the useful life of athlete vests from four years to two years
- The change in Interest, Taxes and Other is a result of a \$3.1M income tax benefit related to the assessment of tax positions as we approach tax profitability. This was partially offset by foreign exchange movements which had a net negative impact.

Important Note: While elements of the above table have been audited, the table and line items including Variable Costs, Contribution Profit, Fixed Costs, Management Operating Profit, Management EBITDA, and EBITDA financial information (including growth rates and margins) have not been separately independently audited or reviewed, and do not independently form part of Catapult's FY25 financial results. See slide 2 for defined terms and calculation methodologies.

WILL LOPES

**CHIEF EXECUTIVE OFFICER
& MANAGING DIRECTOR**

OVERVIEW

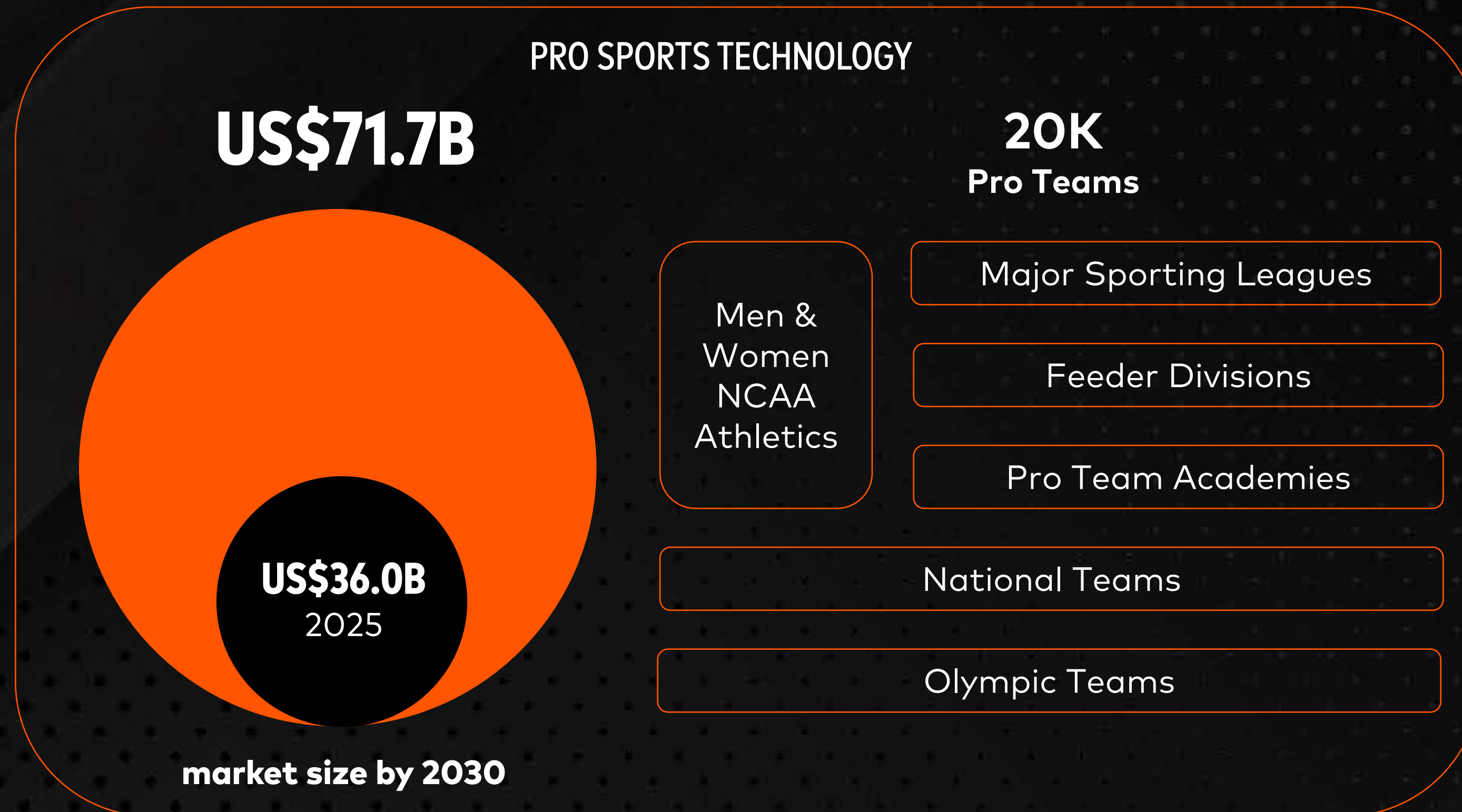
FINANCIAL REVIEW

➤ STRATEGY & OUTLOOK

Q&A



SUBSTANTIAL MARKET FOR CATAPULT



ADJACENT MARKETS

High School & Youth Sport Teams

First Responders

Military

Medical

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

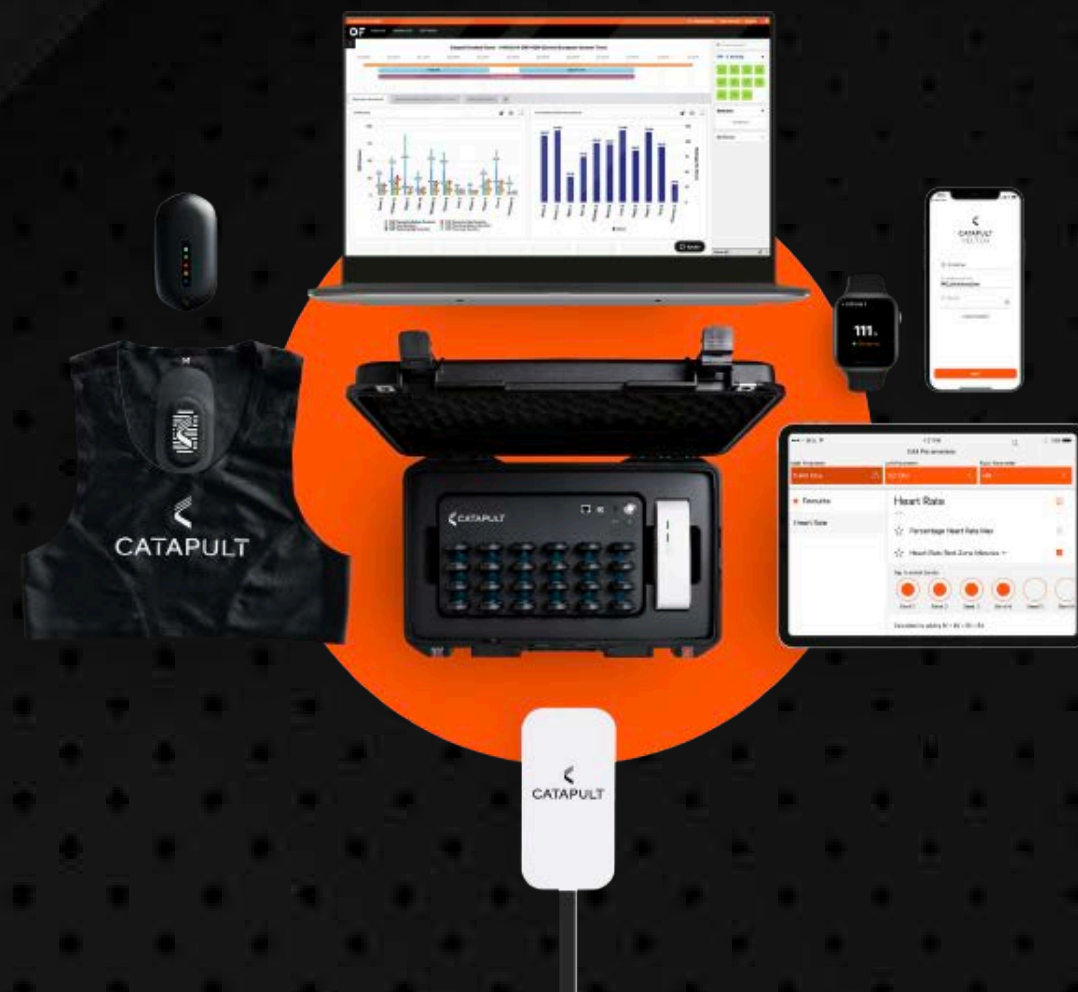
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STRONG VALUE PROPOSITION

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

SAVE TIME

Help teams make better use of time with improved workflows

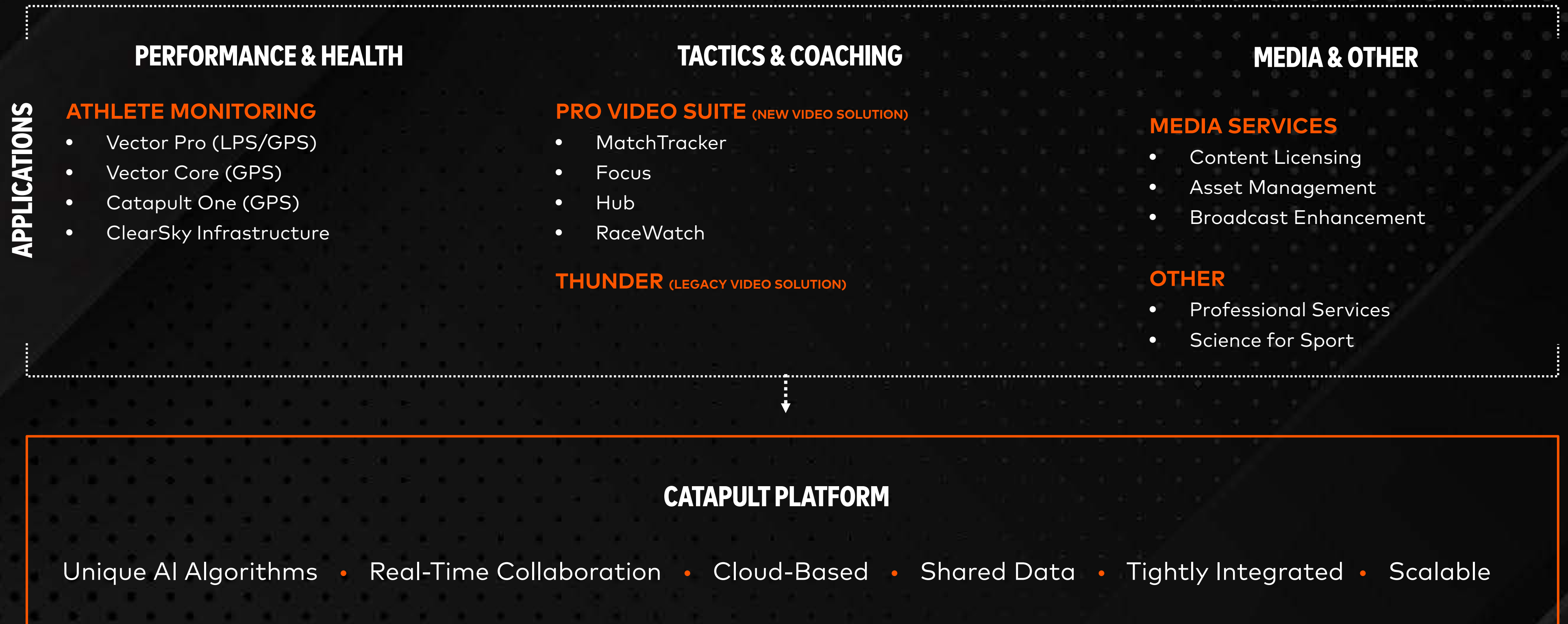


DISCOVER INSIGHTS

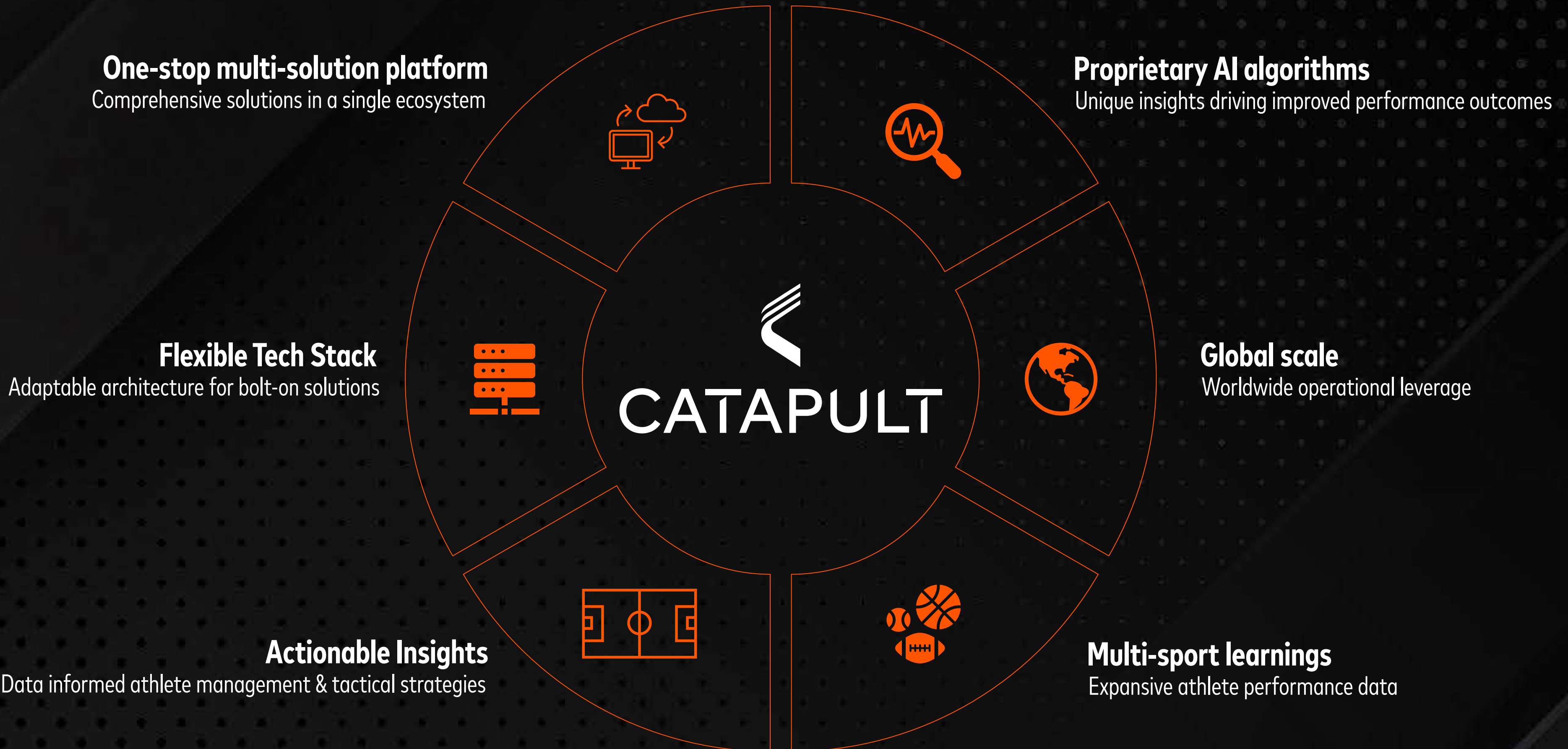
Contextualize data to increase access to meaningful insights



A SCALABLE PLATFORM THAT INTEGRATES SEAMLESSLY ACROSS APPLICATIONS

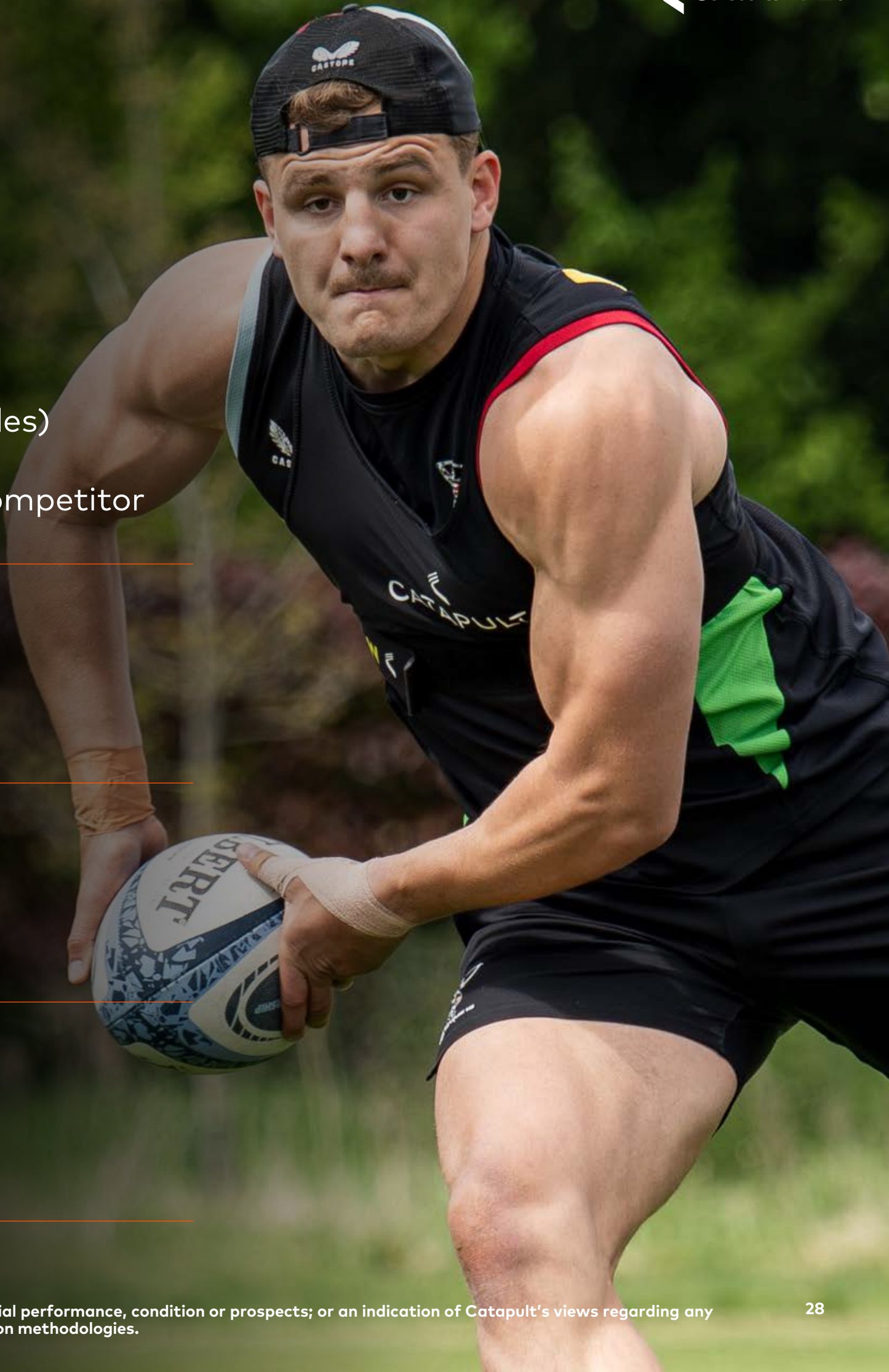


A STRONG COMPETITIVE MOAT



WE HAVE CLEAR MID-TERM MILESTONES

	MID-TERM TARGET	MARKET OPPORTUNITY
LAND	5K PRO TEAMS	<ul style="list-style-type: none">Uniquely differentiated in P&H (Wearables)Largest player in market & 5x nearest competitor
EXPAND	50% MULTI-VERTICAL	<ul style="list-style-type: none">Cross sell integrated solutionsAttractive economics in T&C
RETAIN	95% RETENTION RATE	<ul style="list-style-type: none">Product innovationExceptional service
SCALE	30% PROFIT MARGIN	<ul style="list-style-type: none">Sales & delivery productivityExpand integrated solutions



DESIGNED FOR PROFITABLE GROWTH AT SCALE

	METRIC	KEY ITEMS	TARGET
Cost of Growth (Variable Cost)	Revenue		100%
	COGS	<ul style="list-style-type: none"> Video Hardware Data & Hosting License Royalty 	20%
	Delivery	<ul style="list-style-type: none"> Support Customer Success Supply Chain & Logistics 	10%
	Sales & Marketing	<ul style="list-style-type: none"> Sales Marketing Revenue Operations 	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 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
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WITH CLEAR MEASURES OF SUCCESS

RULE OF 40 IS OUR FOCUS				
ACV GROWTH (18% ¹)			MANAGEMENT EBITDA (13% ²)	
Pro Team Count	ACV per Pro Team	ACV Retention	Variable Cost Efficiency	Fixed Cost Discipline
3,602 Continue to land new P&H logos with greenfield opportunity that exists in market	US\$26.8k Through a combination of cross-sell, upsell, pricing, and new product solutions, continue increasing ACV per team	95.7% Continue to invest in service and products to maintain ACV retention above 95%	50% Support growth, while finding efficiencies in cost of growth	37% Leverage our fixed cost foundation as we scale

¹ Constant currency
² Expressed as the Management EBITDA margin

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FY26 OUTLOOK

Our objective is to deliver on our strategic priorities with a continued focus on profitable growth. In FY26, we expect:

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



TODAY'S KEY TAKE-AWAYS



**STRONG
PROFITABLE GROWTH**



**HEALTHY
SAAS ENGINE**



**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

Q&A



APPENDIX



APPENDIX – BALANCE SHEET

AS AT MARCH 31 (US\$M)	FY25	FY24
CASH	10.76	11.59
TRADE AND OTHER RECEIVABLES	17.27	16.62
INVENTORY	2.21	0.99
PPE	30.00	27.84
GOODWILL	51.26	51.31
OTHER INTANGIBLE ASSETS	49.10	49.00
DEFERRED TAX ASSETS	5.30	7.39
TOTAL ASSETS	165.89	164.75
TRADE AND OTHER PAYABLES	14.17	9.82
CONTRACT LIABILITIES	41.44	37.55
OTHER LIABILITIES	6.78	5.05
EMPLOYEE BENEFITS	7.74	7.73
BORROWINGS AND OTHER FINANCIAL LIABILITIES	9.80	18.44
DEFERRED TAX LIABILITIES	4.04	7.73
TOTAL LIABILITIES	83.97	86.32
TOTAL EQUITY	81.92	78.42

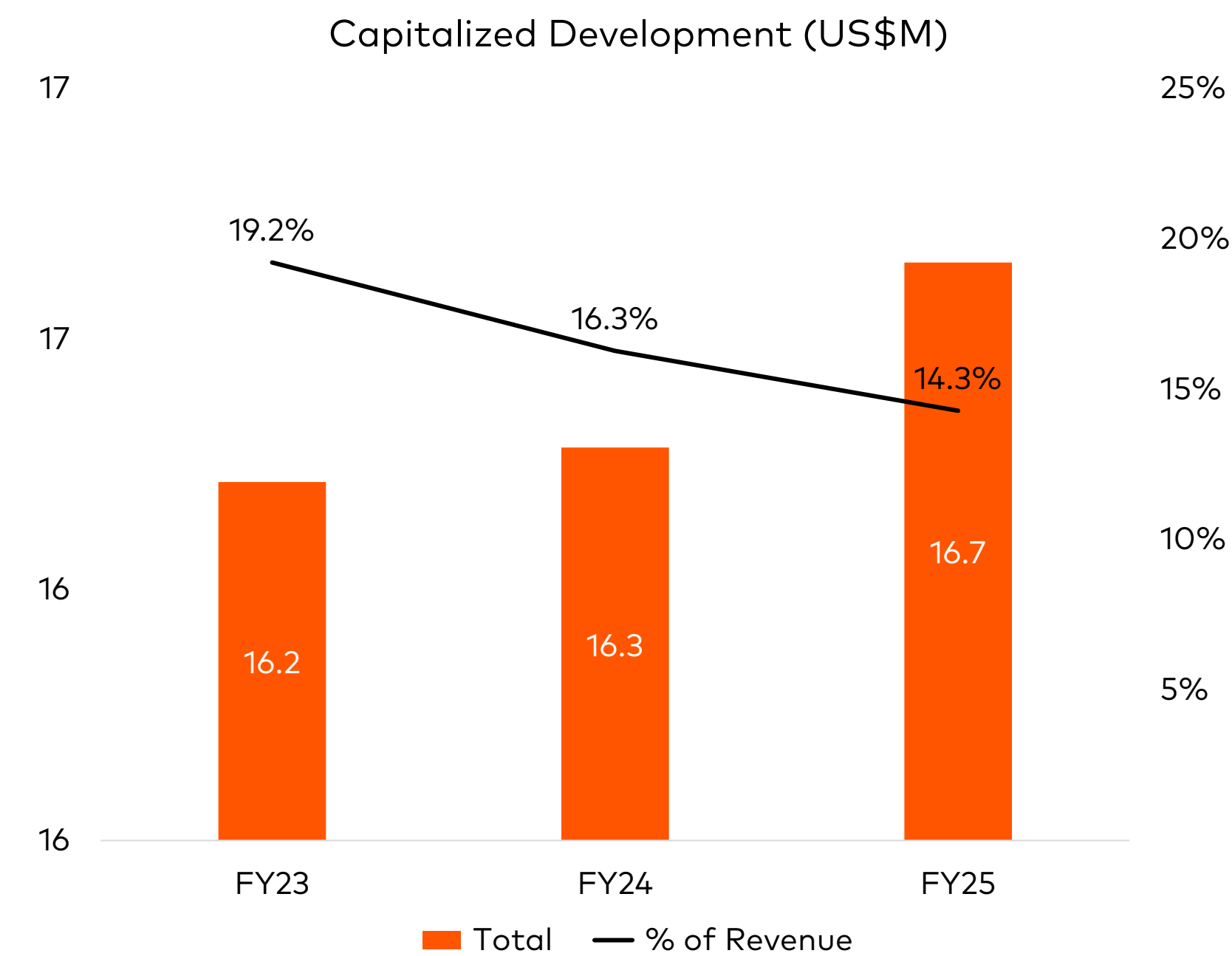
APPENDIX – PROFIT & LOSS

FOR THE 12 MONTHS ENDED MARCH 31 (US\$M)	FY25	FY24
REVENUE	116.53	100.00
OTHER INCOME	0.09	0.28
COST OF GOODS SOLD	(22.17)	(18.86)
EMPLOYEE BENEFITS EXPENSE	(44.33)	(44.51)
EMPLOYEE SHARE-BASED PAYMENT EXPENSE	(12.27)	(9.71)
CAPITAL RAISING AND LISTING EXPENSES	(0.16)	(0.11)
TRAVEL, MARKETING AND PROMOTION	(5.41)	(4.53)
OCCUPANCY	(1.40)	(0.94)
PROFESSIONAL FEES	(3.71)	(3.56)
OTHER EXPENSES	(9.07)	(8.70)
OPERATING PROFIT (LOSS) BEFORE DEPRECIATION AND AMORTIZATION	18.11	9.37
DEPRECIATION AND AMORTIZATION	(26.89)	(24.21)
OPERATING LOSS	(8.78)	(14.84)
FINANCE COSTS	(2.62)	(3.04)
FINANCE INCOME	0.06	0.06
OTHER FINANCIAL ITEMS	(0.55)	1.81
LOSS BEFORE INCOME TAX EXPENSE	(11.89)	(16.01)
INCOME TAX BENEFIT (EXPENSE)	3.09	(0.69)
LOSS AFTER INCOME TAX EXPENSE FOR THE PERIOD ATTRIBUTABLE TO OWNERS OF CATAPULT GROUP INTERNATIONAL LTD	(8.81)	(16.70)

APPENDIX – CASH FLOW

FOR THE 12 MONTHS ENDED MARCH 31 (US\$M)	FY25	FY24
OPERATING CASH FLOW		
RECEIPTS FROM CUSTOMERS	124.61	110.42
PAYMENTS TO STAFF AND SUPPLIERS	(86.25)	(78.93)
OTHER OPERATING CASH FLOW	0.09	0.22
NET CASH FLOW FROM OPERATING ACTIVITIES	38.45	31.70
INVESTING CASH FLOW		
ACQUISITION OF SUBSIDIARIES	-	-
PAYMENTS FOR PPE & OTHER	(12.81)	(10.49)
CAPITALIZED DEVELOPMENT	(17.05)	(16.57)
NET CASH USED IN INVESTING ACTIVITIES	(29.85)	(27.06)
FINANCING CASH FLOW		
PROCEEDS FROM EXERCISE OF SHARE/OPTION ISSUE	-	-
OTHER FINANCING CASH	(0.46)	(1.48)
NET RECEIPT/(REPAYMENT)OF FINANCING LOANS	(8.87)	(7.13)
NET CASH FROM FINANCING ACTIVITIES	(9.33)	(8.61)
NET INCREASE (DECREASE) IN CASH	(0.73)	(3.96)

CAPEX TABLE



FOR THE 12 MONTHS ENDED MARCH 31 (US\$M)	FY25	FY24	Change	% Change
CAPITALIZED DEVELOPMENT	16.7	16.3	0.4	2.3%
PERFORMANCE & HEALTH	7.5	7.1	0.4	5.2%
TACTICS & COACHING	9.1	8.8	0.3	3.7%
OTHER	0.0	0.4	(0.3)	-87.1%
OTHER CAPEX	12.9	10.4	2.4	23.2%
PP&E & OTHER	2.4	1.4	1.0	73.4%
CAPITALIZED COGS	10.5	9.1	1.4	15.6%
TOTAL CAPEX	29.5	26.7	2.8	10.5%

Important Note: While elements of the above table have been audited, the financial information in the table and graph (including growth rates) have not been separately independently audited or reviewed, and do not independently form part of Catapult's FY25 financial results. See slide 2 for defined terms and calculation methodologies.

AN ESTABLISHED TRACK RECORD OF STRONG AND CONSISTENT GROWTH

		FY21 **	FY22	FY23	FY24	1H25	2H25	FY25
ACV	ACV (\$M)	53.4	63.9	73.4	86.8	96.8	101.2	101.2
	ACV GROWTH (CC)	14%	23%	20%	20%	20%	18%	18%
	ACV CHURN	5.5%	3.4%	3.8%	3.5%	3.8%	4.3%	4.3%
CUSTOMERS	LIFETIME DURATION (YEARS)	5.8	5.8	6.0	7.0	7.6	7.8	7.8
	MULTI-VERTICAL AS A % OF PRO CUSTOMERS		12%	12%	15%			21%
EARNINGS	REVENUE (\$M)	67.3	77.0	84.4	100.0	57.8	58.7	116.5
	SUBSCRIPTION REVENUE (\$M)	53.4	68.6	77.7	92.3	53.3	56.4	109.7
	SUBSCRIPTION REVENUE GROWTH (CC)			18%	21%	20%	19%	21%
	SUBS REV AS % OF TOTAL REV	79%	89%	92%	92%	92%	96%	94%
	MANAGEMENT EBITDA	2.9	(13.9)	(14.2)	4.2	6.2	8.5	14.8
	EBITDA	6.5	(14.3)	(11.0)	9.4	8.3	9.8	18.1
MANAGEMENT MARGINS	GROSS MARGIN %	74%	75%	76%	81%	79%	83%	81%
	VARIABLE COSTS (EX COGS) %	32%	40%	42%	35%	31%	31%	31%
	CONTRIBUTION MARGIN %	42%	34%	34%	46%	48%	51%	49%
	FIXED COSTS %	39%	54%	52%	42%	37%	37%	37%
	MANAGEMENT EBITDA MARGIN %	3%	-18%	-17%	4%	11%	14%	13%
CASH	OPERATING CASH FLOW	14.2	2.7	4.0	31.7	20.3	18.2	38.5
	FREE CASH FLOW (EX ACQUISITIONS)	4.9	(17.9)	(21.6)	4.6	4.8	3.8	8.6
P&H	P&H ACV	29.5	39.0	47.0	56.7	63.6	66.1	66.1
	P&H ACV GROWTH (CC)	21%	37%	28%	23%	22%	18%	18%
T&C	T&C ACV	20.9	22.0	23.9	27.7	30.7	32.6	32.6
	T&C ACV GROWTH (CC)	6%	5%	11%	15%	20%	18%	18%

Important Note: *ACV Growth calculated is ACV YoY. ** FY21 financial information is pro forma including acquisitions.

While elements of the above table have been reviewed, 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, and do not independently form part of Catapult’s FY25 financial results. See slide 2 for defined terms and calculation methodologies.

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
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, purchase consideration, and severance; and including capitalized development expense
Multi-vertical customers	the number of customers that, as at the effective calculation date, use a product from more than one of Catapult’s verticals



UNLEASH POTENTIAL

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