

CATAPULT DELIVERS 19% ACV GROWTH WITH OPERATING PROFIT REACHING NEW HIGH OF \$9.7M, UP 50% YOY

NOVEMBER 18, 2025

ALL FINANCIALS ARE IN USD UNLESS OTHERWISE INDICATED

Catapult Sports Ltd (ASX:CAT, 'Catapult' or the 'Company'), the global leader in sports technology solutions for professional teams, is pleased to announce its financial results for the half-year ended September 30, 2025 (1H FY26).

1H FY26 HIGHLIGHTS

- Annualized Contract Value (ACV) increased to US\$115.8M (A\$175M), +19% (CC) YoY
- Management EBITDA (Operating Profit) increased to US\$9.7M (A\$14.7M), +50% (CC) YoY
- Reached a record high of 33% on the Rule of 40 SaaS metric
- Acquisition of Perch and IMPECT expands Catapult's growth opportunities

Commenting on the results, Chief Executive Officer & Managing Director, Mr Will Lopes, said

"Catapult delivered another strong performance through what is traditionally our peak sales season. Our Annualized Contract Value – the truest signal of long-term growth in a recurring revenue business – rose 19% year-on-year, fueled by the continued strength of our core SaaS verticals. Performance & Health remains a model of reliability and scale, while Tactics & Coaching continues to extend our reach into more teams around the world.

This growth, paired with disciplined cost management, continues to translate into meaningful operating leverage. That efficiency is reflected in our Management EBITDA (Catapult's measure of profitability) which improved by 50% over the last year, delivering a new record high of 33% in our Rule of 40 metric – a benchmark of health and momentum for any SaaS company.

I'm deeply proud of the progress we've made this half. The acquisition of Perch expanded our Performance & Health ecosystem, uniting data from on-field performance and off-field strength environments. More recently, the addition of IMPECT – the global leader in soccer scouting analytics – further strengthens our position as the most comprehensive and connected platform in pro sport.

Catapult's story has always been one of connection – between data and decision. Each step we take deepens that promise. And as we look ahead, I'm excited by the opportunity to build an even richer experience for our customers and for the sports that inspire us all."

CONSISTENTLY STRONG ACV GROWTH

Catapult's core SaaS verticals, Performance & Health and Tactics & Coaching, contributed to another robust ACV performance, with ACV growth of 19% (CC) YoY. Normalizing for a one-time impact of the Company ceasing operations in Russia in 2H FY25, and the acquired ACV from Perch in 1H FY26, ACV growth was 18% (CC) YoY, consistent with the Company's target of delivering strong ACV growth.

Catapult's core SaaS metrics continue to demonstrate Catapult's embeddedness into team workflows, with:

- ACV Retention stayed strong at 95%
- Customer Lifetime Duration increasing 7% YoY to 8.1 years
- Pro Team customers increasing 12% YoY to 3,878 Teams

In Performance & Health (P&H), Catapult's SaaS vertical that includes wearables, and now also includes the global leader in Velocity Based Training, Perch, ACV grew 21% (CC) YoY. This was driven by expansion both geographically and within individual sports. The Company continues to experience global success signing new deals in global soccer, and within other sports in North America. This performance again reinforces that Catapult remains the leading athlete monitoring solution of choice for teams and leagues across the globe, and that there remains a significant addressable market in its P&H vertical.

In Tactics & Coaching (T&C), Catapult's SaaS vertical that includes video solutions, ACV grew 16% (CC) YoY. Strong growth in American football, driven by Catapult's expanded product suite of video solutions launched in early FY26, supported by continued growth from new and existing customers in soccer, underpinned total T&C growth. At the FY26 result, T&C will incorporate the ACV from IMPECT, the global leader in soccer scouting analytics, which Catapult acquired post-half-year-end.

Catapult is continuing to execute its Land and Expand strategy, with the number of Multi-Vertical Pro Teams, those who adopted more than one Catapult solution, typically a video solution, increasing 26% YoY to 836 Pro Teams. As Pro Teams add a higher value video solution to their subscription, this has positively impacted the average ACV earned from each Pro Team, which increased by 8% (CC) and now exceeds US\$28K per Pro Team. Cross-sell represents a significant opportunity for Catapult, and with the addition of Perch, and IMPECT, Catapult's breadth of solutions positions the Company for continued cross-sell success.

TOP LINE GROWTH AND MARGIN EXPANSION

Catapult's total 1H FY26 revenue was US\$67.6M, up 16% (CC) YoY, driven by SaaS (ACV) revenue of US\$55.5M, up 16% (CC) YoY. Catapult's Media business had an exceptional half-year period, with revenue of US\$8.3M, up 41% (CC) YoY. This was driven by continued strong interest from broadcasters in college football gameday content. Total Recurring Revenue growth, which includes the Company's SaaS Revenue and Revenue from Catapult's Media business, increased by 19% (CC) YoY, ending 1H FY26 at US\$63.8M.

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Revenue growth, combined with a disciplined approach to costs, generated a Contribution Margin of 51.4%, up from 47.6% a year ago. This is the first time in a first half-year period, which characteristically is a period of higher investment in support of the Company's peak selling season, that Catapult has delivered a Contribution Margin above 50%.

Catapult delivered a Management EBITDA (Catapult's measure of profitability) of US\$9.7M, an incremental improvement of US\$3.5M YoY, impacted by a larger-than-anticipated US\$2.0M payroll tax expense from the vesting of share-based payments, which was driven by the Catapult share price, which has risen significantly over the last two years. Excluding this unusual expense, Catapult delivered an incremental profit margin of 56% in 1H FY26.

Catapult's FY26 guidance is to grow Free Cash Flow (FCF) above the US\$8.6M reported in FY25. Excluding transaction costs, which are not included in the Company's guidance, and which primarily reflect the cash payment related to the acquisition of Perch, the Company generated US\$8.2M of FCF, almost the equivalent of FCF generated in all FY25. This result reflects continued top line growth, in conjunction with an ongoing approach to diligently manage the Company's cost base. Including transaction costs, the Company reported FCF of US\$4.3M, enabling the Company to continue growing its net cash position from the end of FY25.

During 1H FY26, Catapult further strengthened its Balance Sheet, by paying down the US\$3.5M balance of its debt facility. Catapult ended the half-year period in a strong financial position, with no debt, and US\$11.3M of cash on its Balance Sheet.

Commenting on the results, Mr Bob Cruickshank, Chief Financial Officer, said "We began FY26 just as we finished FY25, delivering strong, profitable growth. Our financial position, whether it be our operating profit, cash flow, or Balance Sheet, ended the half year period in a very healthy state. Catapult's key SaaS metrics continue to exhibit the profile of a world class subscription business model, reflecting our industry leadership position and the ability to sustain our future growth.

I am particularly proud of our discipline on managing costs while delivering substantial growth, it is something we have worked hard to instil into our culture at Catapult. Our people work together to maintain this discipline, enabling us to deliver the excellent contribution margins and incremental profit margins we have reported today.

With US\$90M of net new proceeds added to the Balance Sheet following the Placement and Share Purchase Plan in relation to IMPECT, after we closed the first half, we have an even stronger Balance Sheet, no debt, and an unwavering commitment to continue driving cost margins down towards our targets, consistent with our Rule of 40 focus."

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CONTINUED INNOVATION, EXPANSION OF PRODUCT SOLUTIONS

Catapult continued to invest in Research & Development (R&D) initiatives, delivering several new product solutions in 1H FY26. These included:

- **Vector 8:** Delivered major web experience upgrades for faster data editing, streamlined report creation, and time-saving performance analysis
- **HUB Pro:** Expanded HUB Pro to support remote workflows that sync seamlessly with in-office staff – unifying communication, analysis, and feedback loops
- **Perch:** Integrated Perch's velocity-based training technology into the Catapult ecosystem – introducing Perch Assist, Performance Scores, and enhanced gym analytics
- **Gameday & Sideline:** Extended Focus Live beyond gameday into practice and strengthened our operations with new IP – including technology previously licensed for NFL gameday tracking and Local Positioning System assets currently white-labeled by other wearable providers
- **AI Automation:** Launched AI-driven automation for tagging, data cleaning, and content generation – saving coaches time and accelerating insights across video and performance

FY26 OUTLOOK¹

Commenting on the outlook for the Company, Mr Lopes said "Our objectives remain unchanged: to deliver against our strategic priorities with a clear focus on profitable, durable growth. For the remainder of FY26, we expect Annualized Contract Value growth to remain strong, supported by low churn, ongoing margin improvement toward our targets and, excluding transaction costs, higher free cash flow as the business scales – all in keeping with our Rule of 40 discipline.

Operationally, our central priority in the second half will be the seamless integration of IMPECT's people and technology into Catapult. Our goal is to equip our go-to-market teams to meet customers with a more unified, more powerful platform experience – one that feels unmistakably Catapult.

With our all-in-one SaaS platform built exclusively for sport – now strengthened by Perch and IMPECT – we stand alone in our ability to help athletes and teams optimize their performance. I remain confident in our trajectory and in the vital role we play in unleashing the potential that lives inside every athlete and team on earth."

1H FY26 RESULTS WEBCAST BRIEFING

The 1H FY26 results webcast briefing will be hosted by Mr Lopes and Mr Cruickshank at 9.30am (Melbourne time) today. To access the briefing, participants will need to pre-register via the link below. The webcast briefing will be accessible using the same link from 9.15am (Melbourne time) today.

Webcast briefing link: webcast.openbriefing.com/cat-hyr-2026/

Authorized for release to ASX by the Board

For further information, please contact:

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¹ This section contains forward-looking statements. 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 FY2025 financial report. Subject to law, Catapult assumes no obligation to update, review or revise any information in this section. See the important notices on page 5.

ABOUT CATAPULT

Catapult exists to unleash the potential of every athlete and team on earth. Operating at the intersection of sports science and analytics, Catapult products are designed to optimize performance, avoid injury, and improve return to play. Catapult works with more than 5,000 teams in over 40 sports across more than 100 countries globally. To learn more about Catapult and to inquire about accessing performance analytics for a team or athlete, visit us at catapult.com. Follow us at @CatapultSports on social media for daily updates.

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.

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 September 30, 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, September 30, 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 $(1 - \text{ACV Churn})$, 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, severance, and acquisition-related transaction costs; and including capitalized development expense;

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"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;

"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;

"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; 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.

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