



# 1H FY26 RESULTS

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NOVEMBER 18, 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 1H FY26 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 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 - 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;
- “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, ACV Churn., and Rule of 40. These measures are provided to assist in understanding Catapult’s financial performance, given that it is a SaaS business. They have not been independently audited or reviewed, and should not be considered an indication of, or an alternative to, IFRS measures.

## General

The information in this document is for general information purposes only, and does not purport to be complete. It should be read in conjunction with Catapult’s other market announcements.

Readers should make their own assessment and take professional independent advice prior to taking any action based on the information.

Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the presented figures. All financials are in US\$ unless otherwise indicated.



WE ARE THE STANDARD FOR PROFESSIONAL SPORTS

40+

SPORTS

100+

COUNTRIES

5,000+

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**

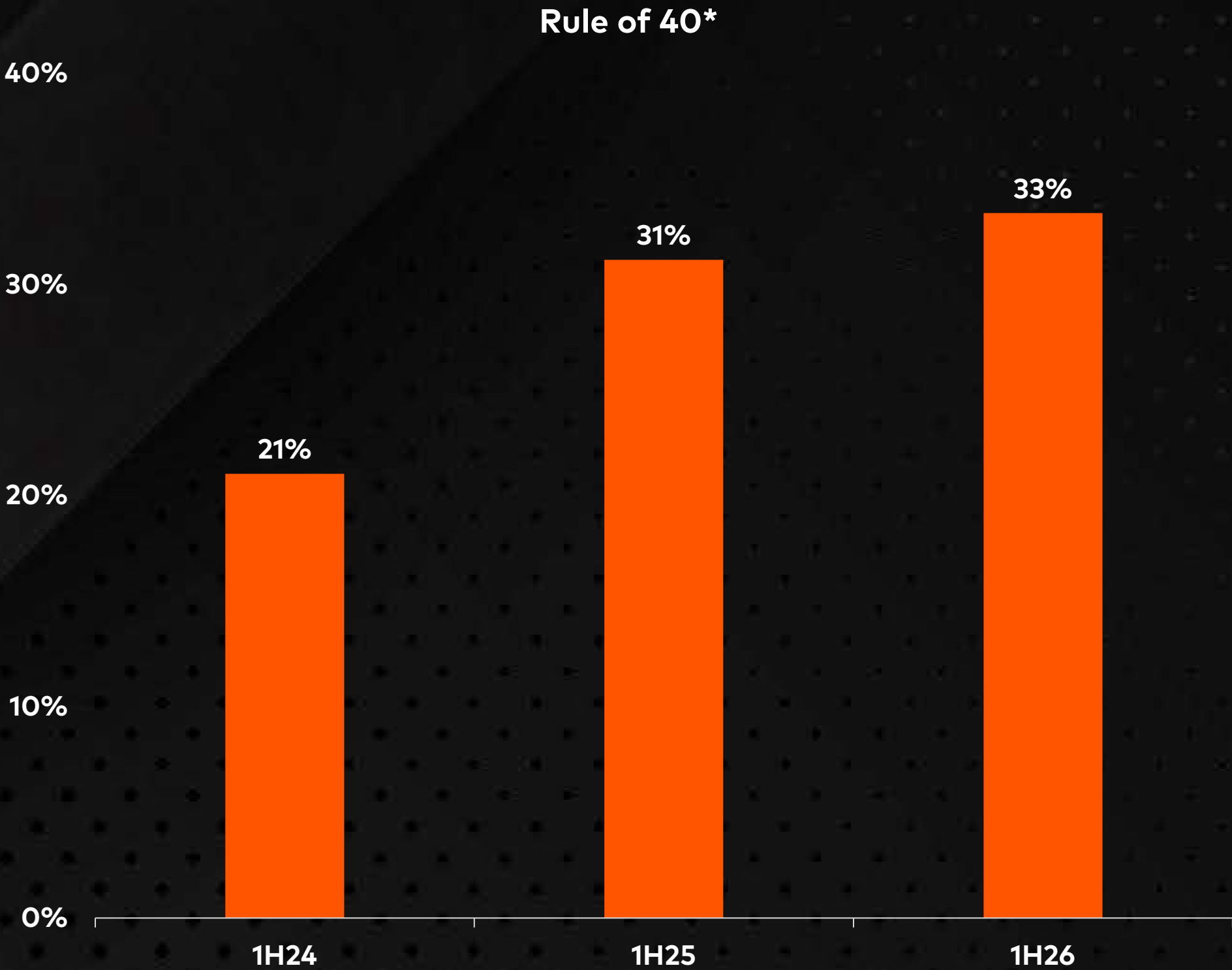
**Q&A**





# DELIVERED RECORD RULE OF 40 PERFORMANCE – STRONGEST YET

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ACV GROWTH (CC)

19%

MANAGEMENT EBITDA %

14%

\* Rule of 40 is defined as the sum of annual ACV growth percentage on a constant currency (CC) basis and Management EBITDA margin (Management EBITDA as a % of Revenue).  
 Important Note: Rule of 40 has not been independently audited or reviewed, and does not form part of Catapult's 1H FY26 financial results. See slide 2 for defined terms and calculation methodologies.



## DRIVEN BY ANOTHER RECORD HALF OF INCREMENTAL ACV GROWTH

### ACV

**US\$115.8M**

(A\$175M)

**↑ 19% YoY (CC)**

### REVENUE

**US\$67.6M**

(A\$102M)

**↑ 16% YoY (CC)**

### MANAGEMENT EBITDA

**US\$9.7M**

(A\$14.7M)

**↑ 50% YoY (CC)**



# UNDERPINNED BY A STRONG SAAS ENGINE

ACV RETENTION

95%

ACV PER PRO TEAM

↑8%

MULTI VERTICAL PRO TEAMS

↑26%



# THAT CONTINUES TO DELIVER SIGNIFICANT INCREMENTAL PROFIT

US\$M	1H25	1H26	Incremental
<b>Revenue</b>	<b>57.8</b>	<b>67.6</b>	<b>9.8</b>
Variable Costs (COGS, S&M, Delivery)	30.3	32.9	2.5
<i>Variable Costs %</i>	<i>52%</i>	<i>49%</i>	<i>26%</i>
Fixed Costs (G&A, R&D)	21.3	25.1	3.7
<i>Fixed Costs %</i>	<i>37%</i>	<i>37%</i>	<i>38%</i>
<b>Incremental Profit</b>			<b>3.5</b>
<b>Incremental Profit Margin</b>			<b>36%</b>
<b>Incremental Profit Margin</b> (Excluding \$2M SB Payroll Tax payment)			<b>56%</b>

- Our target is to keep at least 30% for every additional US\$1 of revenue we generate as profit
- We continued to benefit from improvements in efficiencies across our variable costs
- Fixed costs were negatively impacted by a larger than anticipated payroll tax expense related to the vesting of share-based payments, which occurred in 1H FY26. This expense was driven by the Catapult share price, which has risen significantly over the last two years
- Excluding this impact, the incremental profit margin would have been 56%



# WHILE MAINTAINING A RELENTLESS FOCUS ON INNOVATION

## **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



# **BOB CRUICKSHANK**

**CHIEF FINANCIAL OFFICER**

**OVERVIEW**

**> FINANCIAL REVIEW**

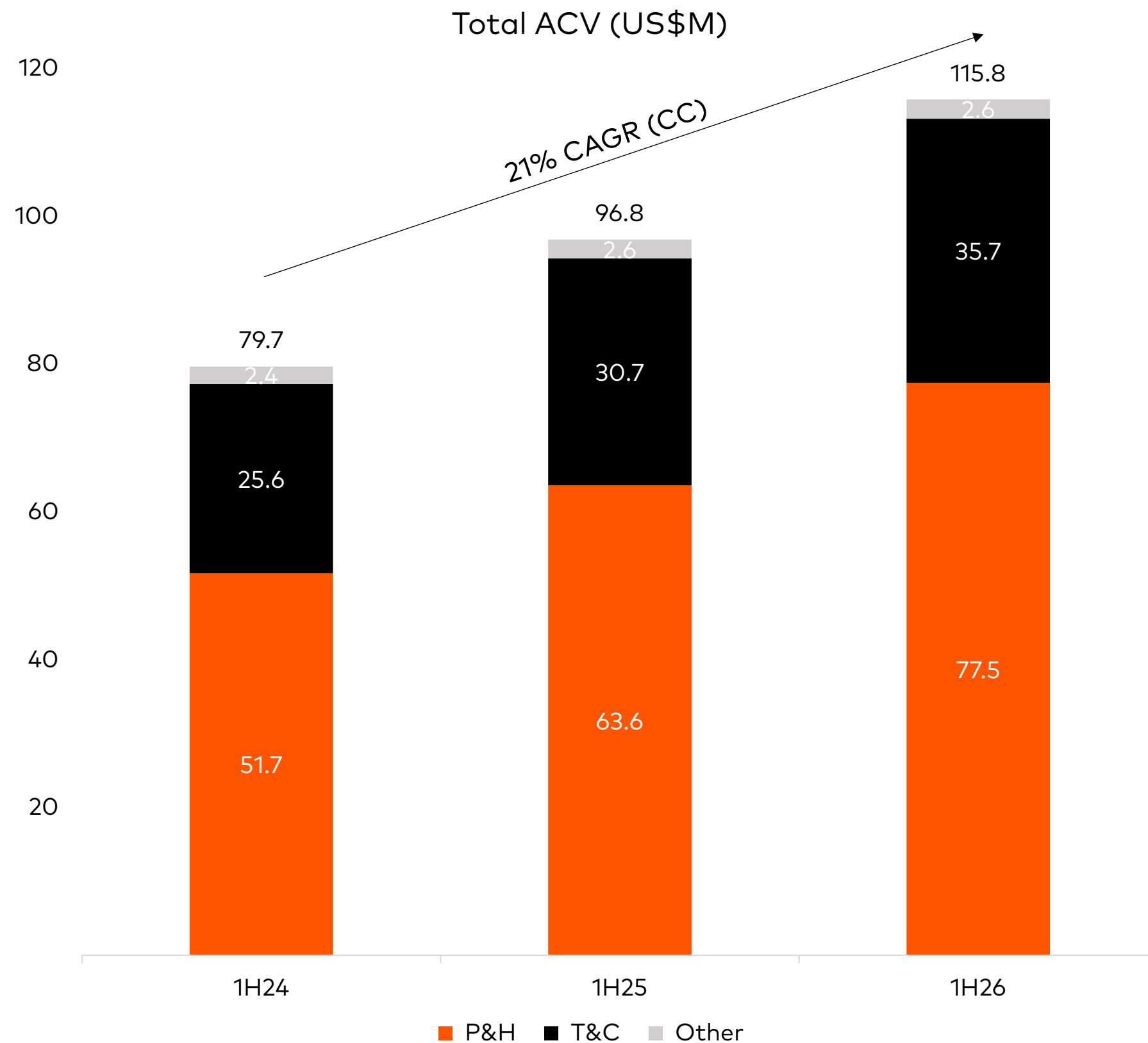
**STRATEGY & OUTLOOK**

**Q&A**





# ACV CONTINUES TO DEMONSTRATE CONSISTENT AND RELIABLE GROWTH

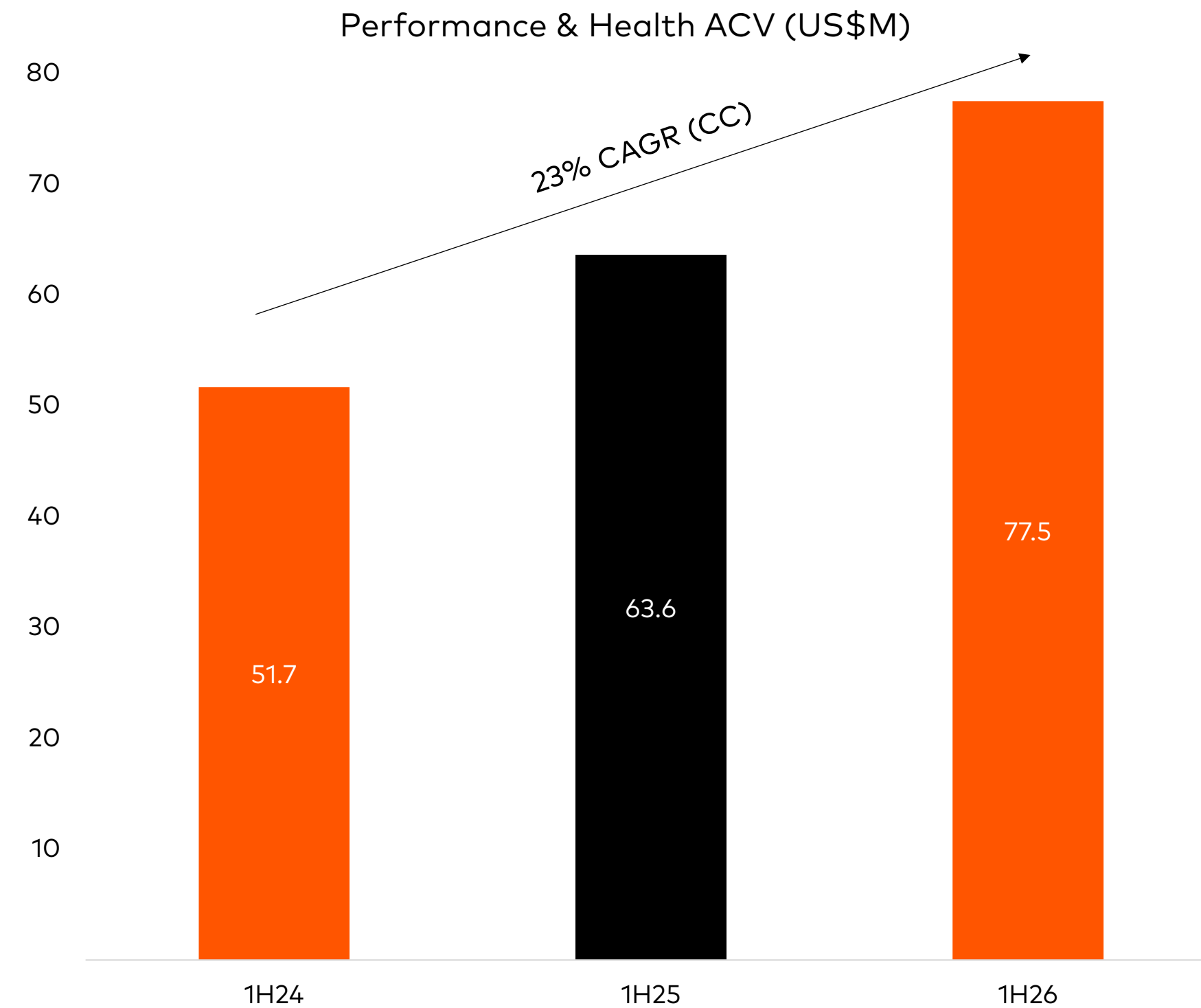


- ACV, our leading indicator of future SaaS revenue, continues to demonstrate strong growth, powered by a dual SaaS engine
- Normalizing to exclude acquired ACV from Perch, and the impact of exiting Russia in 2H FY25, ACV grew 18% YoY (CC)

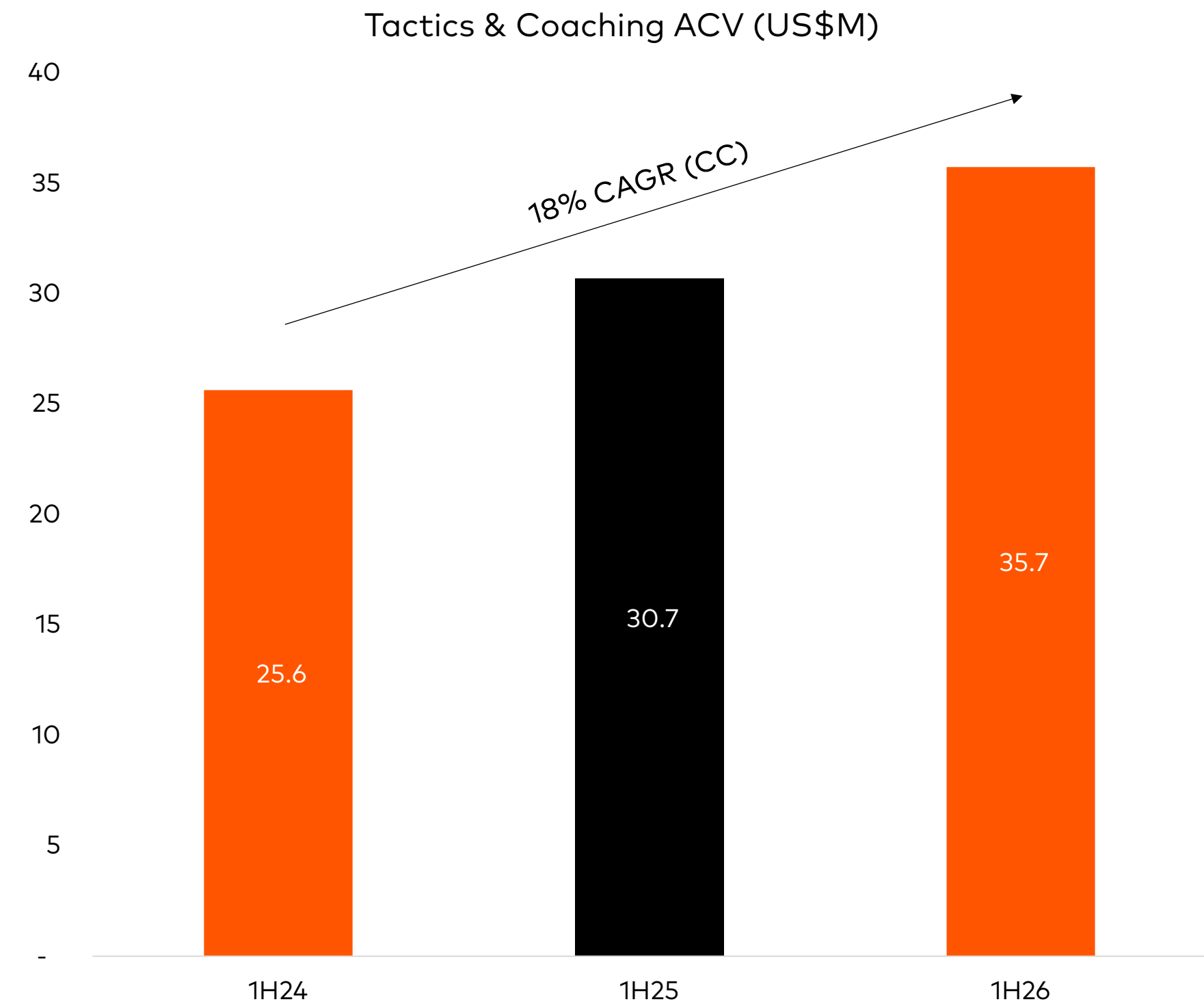


# BOTH P&H AND T&C VERTICALS ARE DRIVING GROWTH

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P&H grew 21% (CC) YoY as core wearables product drives adoption

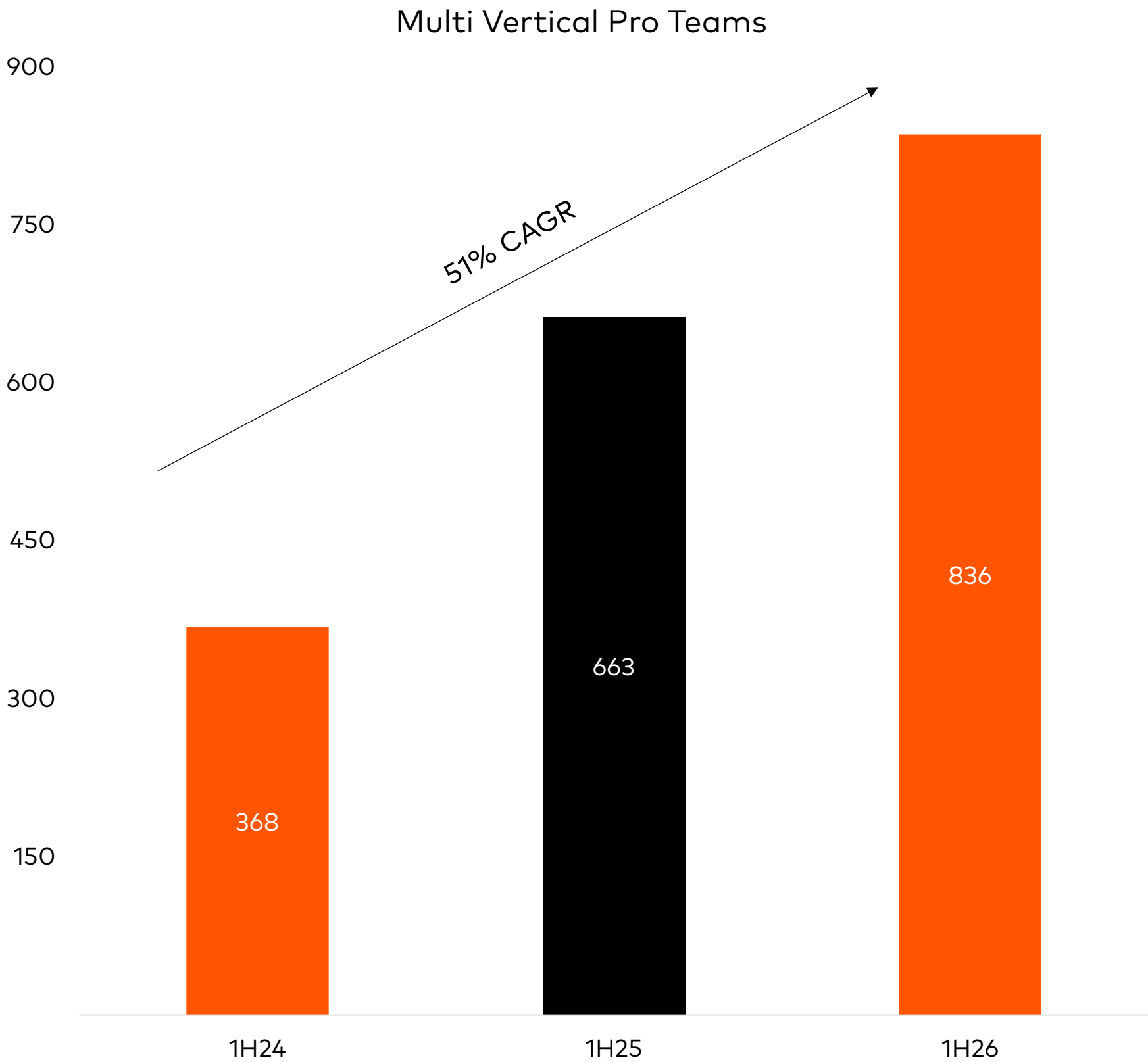
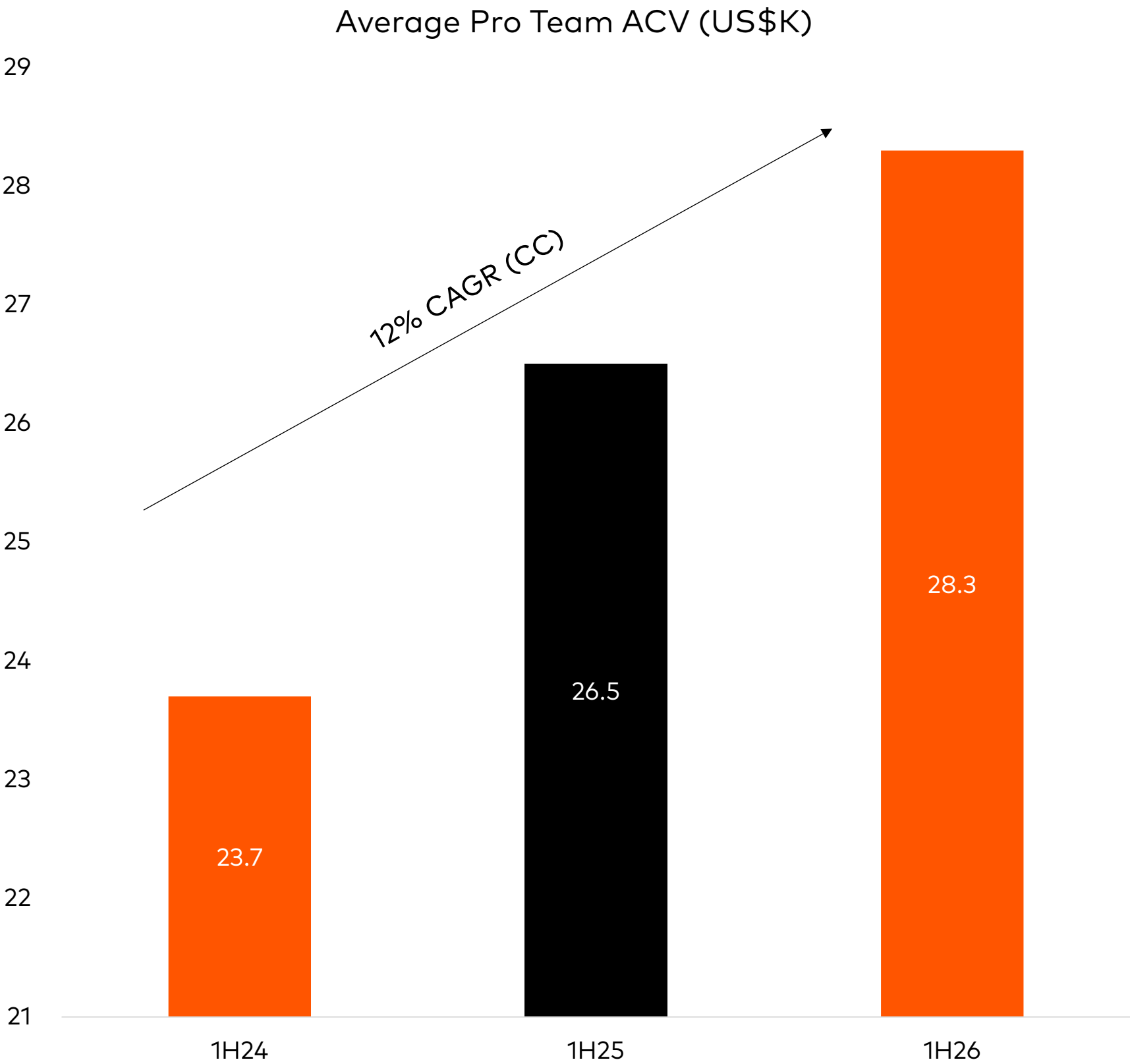


T&C grew 16% (CC) YoY with growth across all video solutions



# ACV PER TEAM CONTINUED TO EXPAND AS WE GROW SHARE OF WALLET

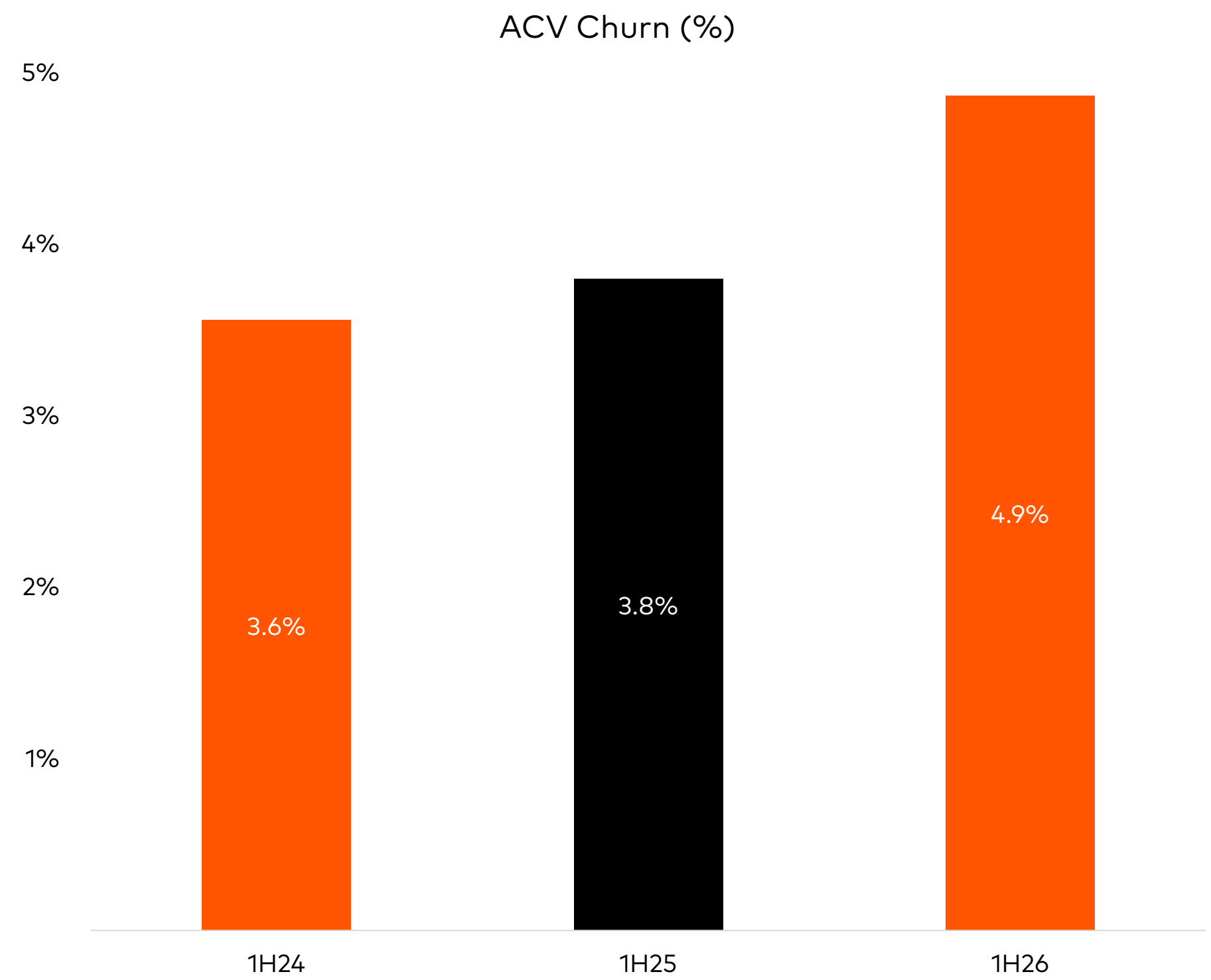
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Important Note: ACV, ACV Growth (CC, constant currency), and Multi Vertical Pro Teams financial information in this slide has not been independently audited or reviewed, and does not form part of Catapult's 1HY FY26 financial results. See slide 2 for defined terms and calculation methodologies.



# RETENTION RATES REMAIN BEST-IN-CLASS



- ACV Churn was impacted by our exit from Russia in 2H FY25. Excluding Russia, ACV Churn would be 3.9%, consistent with 1H FY25



# STRONG SAAS RESULTS INCREASES CONFIDENCE IN FUTURE REVENUE

	1H26	1H25	% CHANGE
OPENING ACV (US\$M)	101.2	86.8	
NET INCREMENTAL ACV	11.8	9.1	29%
FX IMPACT	2.8	0.9	nm
CLOSING ACV (US\$M)	115.8	96.8	19% *
MULTI VERTICAL PRO TEAMS	836	663	26%
PRO TEAMS	3,878	3,470	12%
AVERAGE PRO TEAM ACV (US\$)	28,299	26,456	8% *
ACV RETENTION %	95.1%	96.2%	-1%
LIFETIME DURATION (YEARS)	8.1	7.6	7%

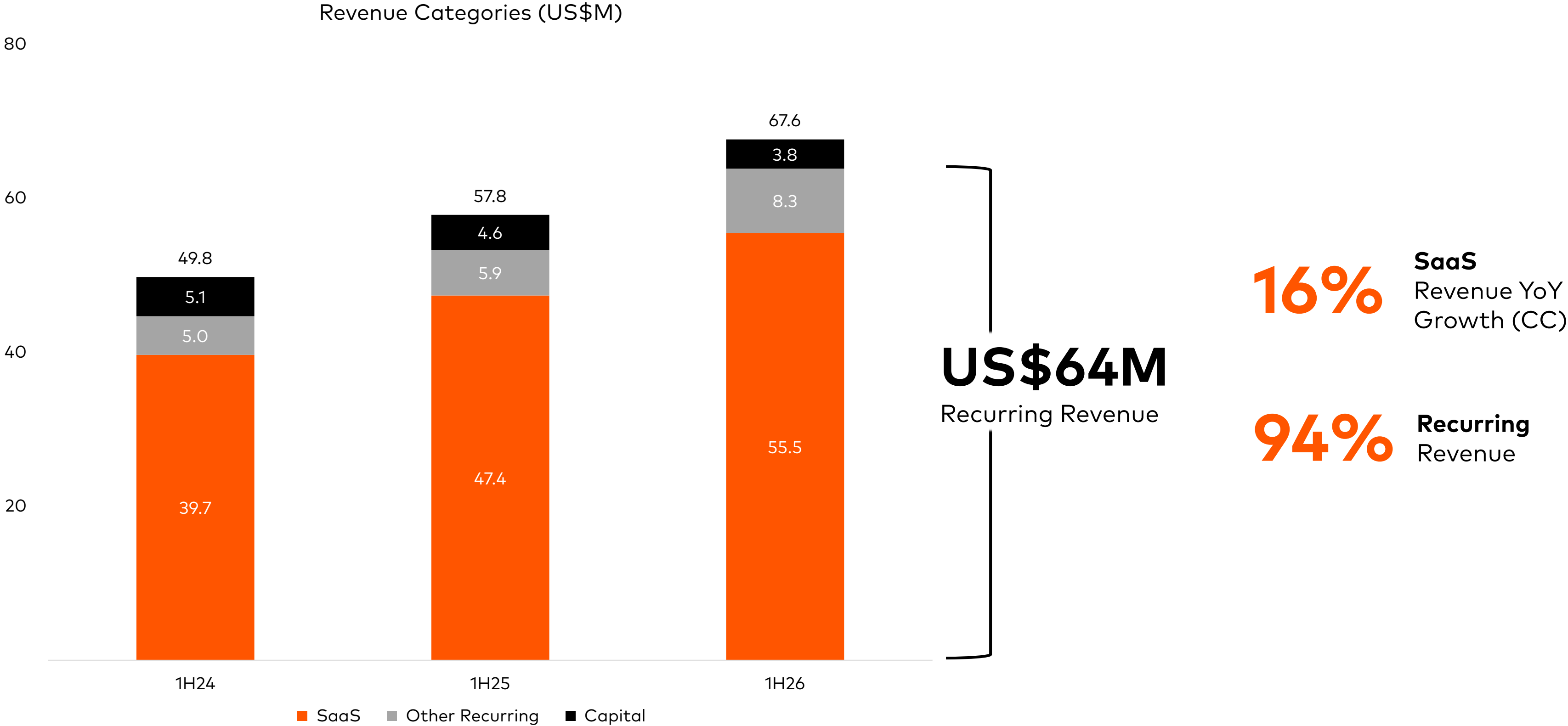
- \$19M of incremental ACV added YoY
- More than 400 Pro Teams added YoY
- ACV per Pro Team continues to increase, and now exceeds \$28K per Pro Team
- Average lifetime duration of a customer now exceeds 8 years, a 7% increase YoY
- All SaaS KPIs remain strong; boding well for future SaaS revenue growth

\* (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 1H FY26 financial results. See slide 2 for defined terms and calculation methodologies.

# RECURRING REVENUE DEMONSTRATING HIGH-QUALITY GROWTH

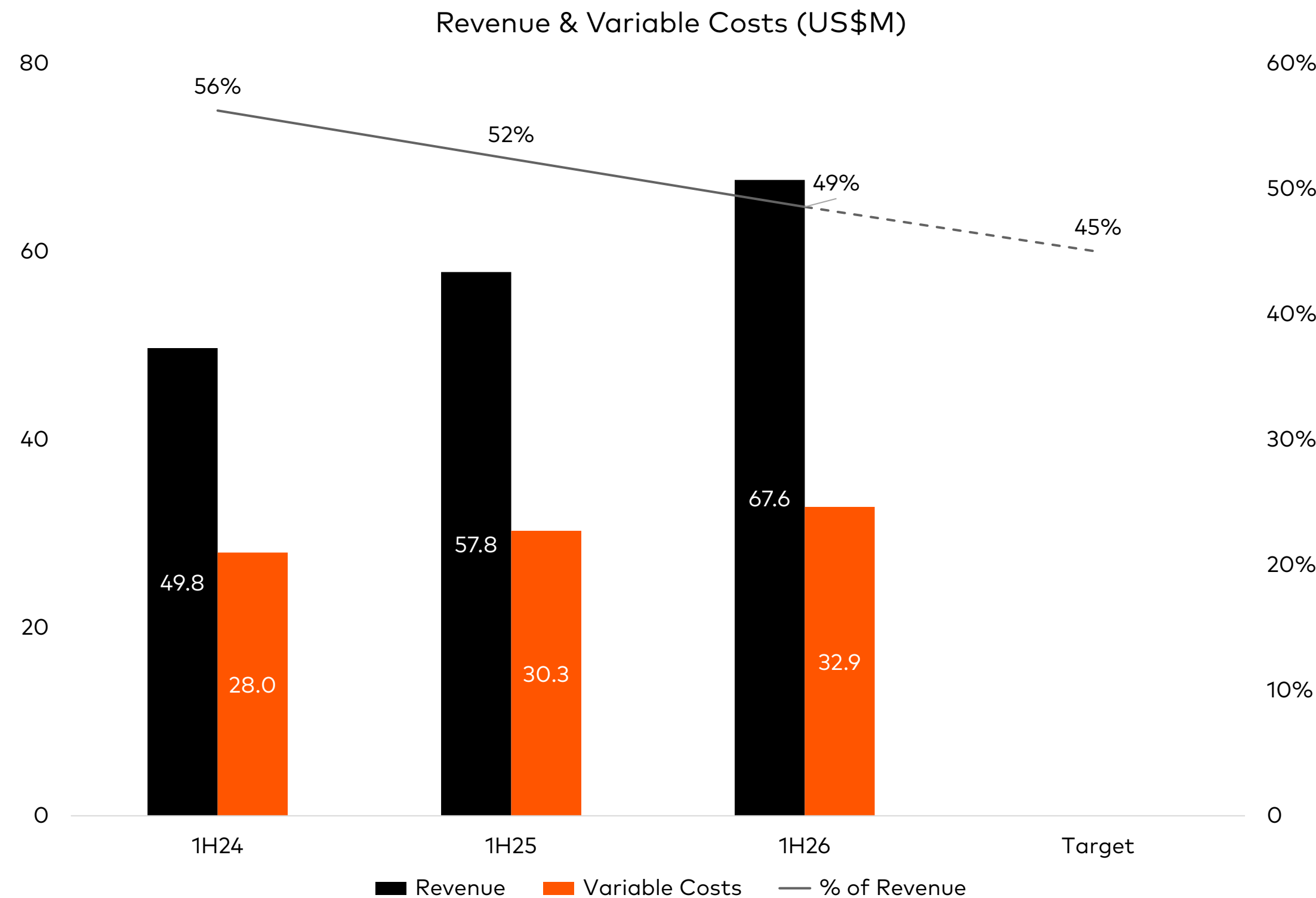
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Important Note: SaaS Revenue, SaaS Revenue YoY Growth, and Recurring Revenue financial information in this slide has not been independently audited or reviewed, and does not independently form part of Catapult's 1HY FY26 financial results. See slide 2 for defined terms and calculation methodologies.



# COST OF GROWTH CONTINUES TO DECLINE TOWARDS LONG TERM TARGET



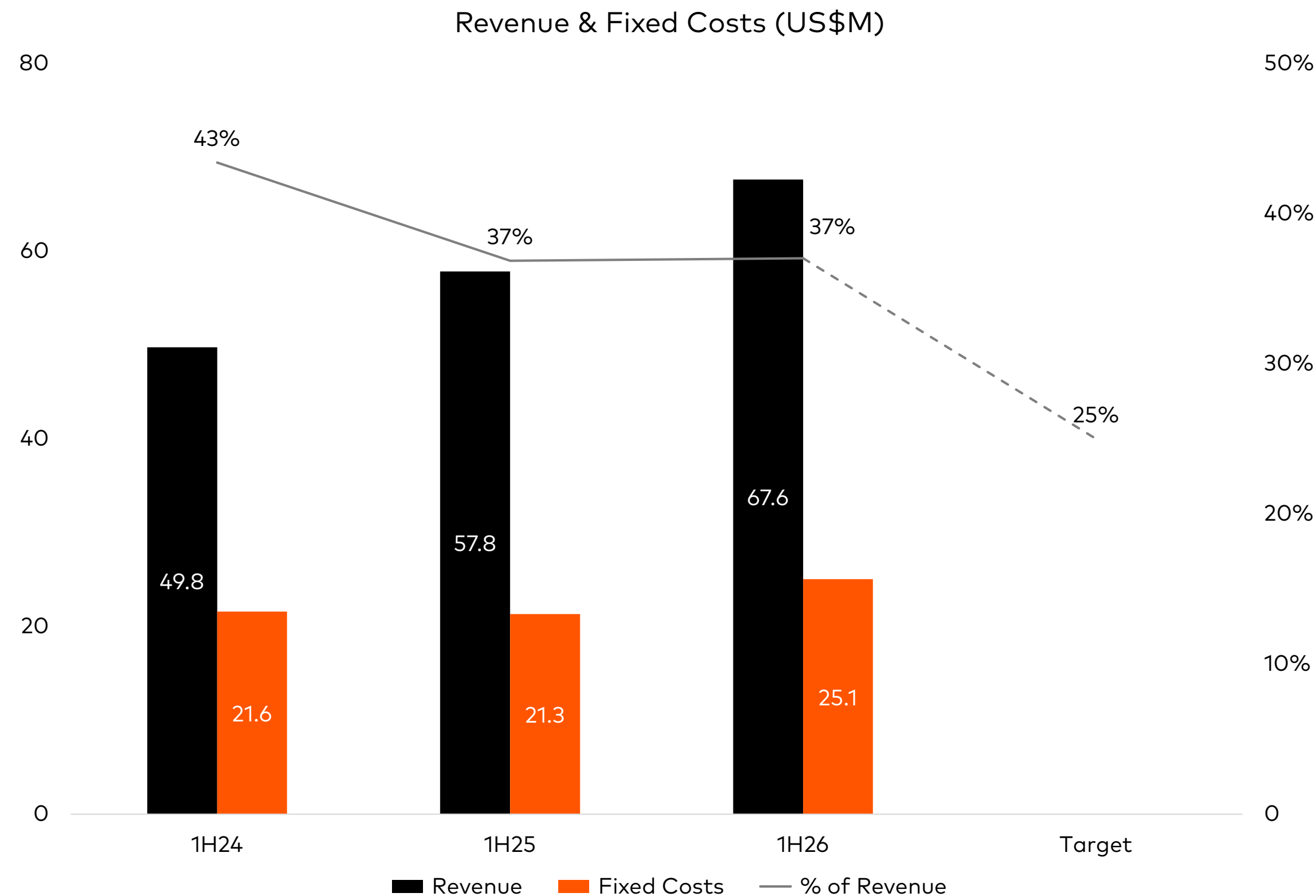
- Variable Costs are made up of COGS, Delivery, and Sales & Marketing costs
- Variable Costs continue to improve, led by efficiencies in Sales & Marketing, and Delivery costs
- Cost to grow revenue is now only 4pp from our target of 45% of Revenue

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 1H FY26 financial results. See slide 2 for defined terms and calculation methodologies.

# SHARE PRICE SUCCESS IMPACTED FIXED COSTS, BUT CORE TREND ON TRACK

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- Fixed Costs consist of our G&A and R&D functions (R&D capitalized and expensed)
- Fixed Costs increased by 18%, impacted by a larger than anticipated payroll tax expense from the vesting of share-based payments, which occurred in 1H FY26. This expense was driven by the Catapult share price, which has risen significantly over the last two years
- Absolute Fixed Costs support the business at scale and are expected to rise modestly, while declining as a percentage of revenue. Excluding the impact of the abovementioned payroll tax, Fixed Costs would have been 35% of Revenue; trending toward our target of 25%\*

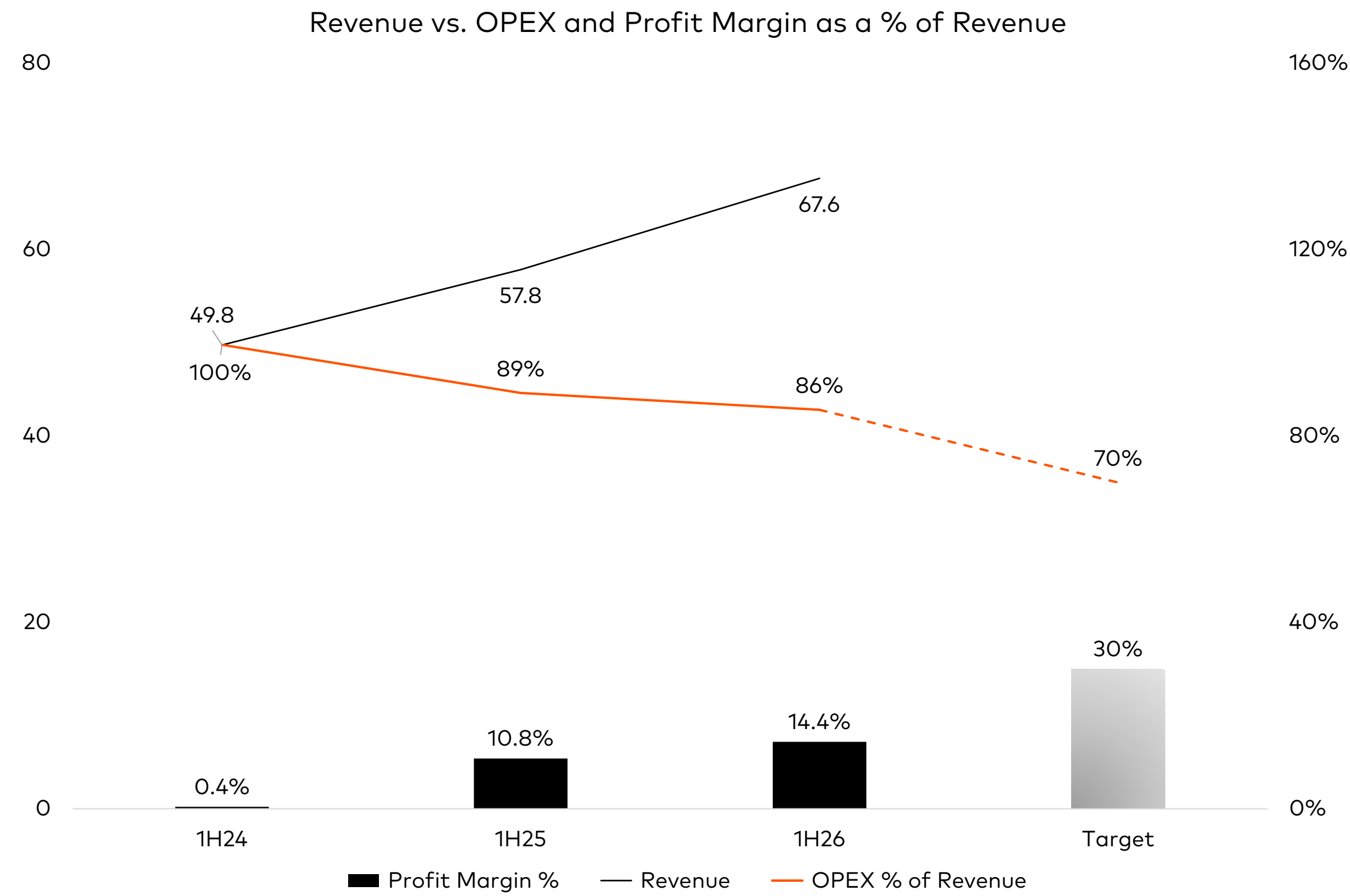
Percentages do not include Non-Cash Employment Costs. R&D includes both capitalized and non-capitalized components

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# EXPANDING OUR OPERATING PROFIT MARGIN

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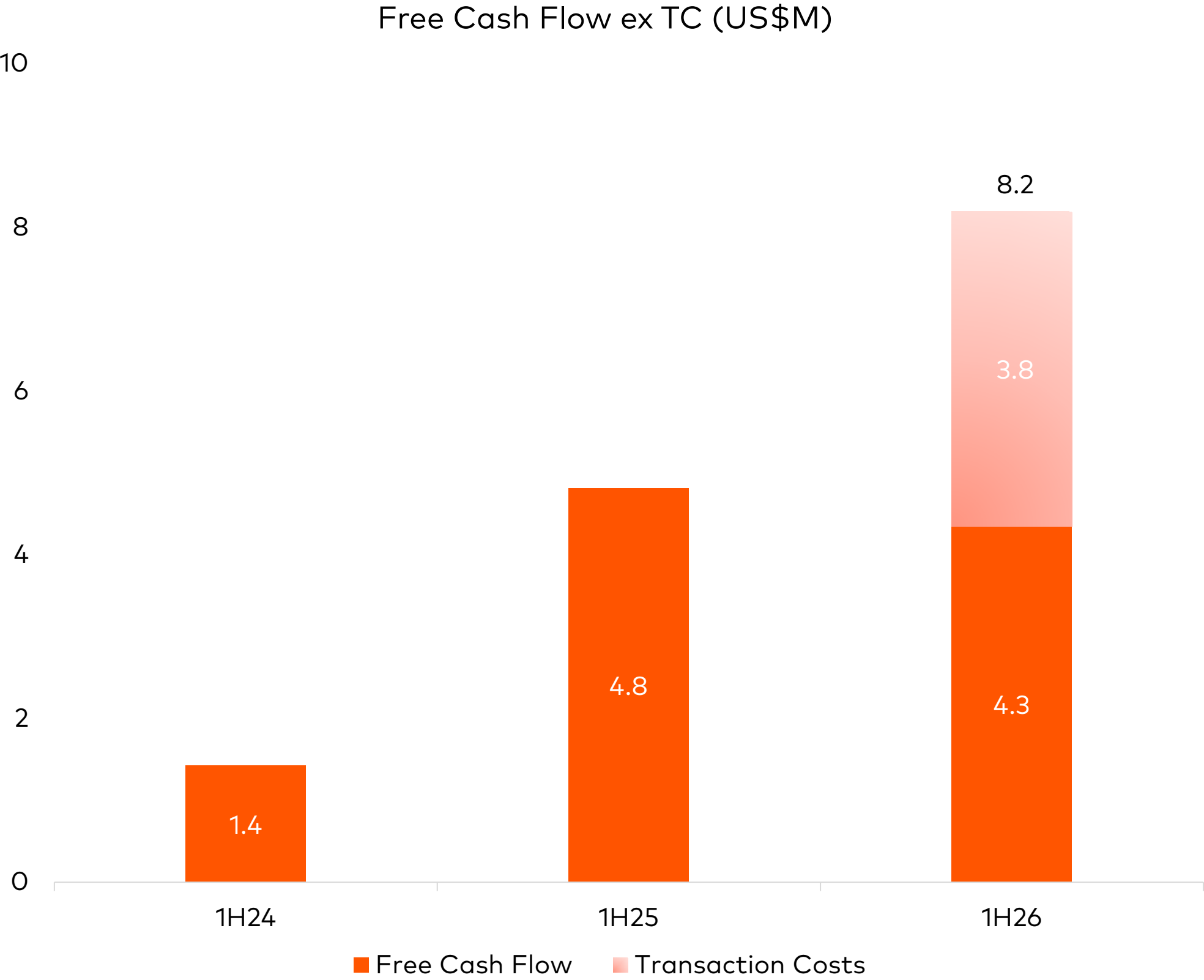


- We have now delivered US\$29M of positive operating profit margin (Management EBITDA) since crossing our critical inflection point 24 months ago
- As revenue continues to grow, operating profit margin is expected to increase towards our long-term target as OPEX (Variable + Fixed costs) as a % of revenue continues to decrease\*\*

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

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# GROWING OUR FREE CASH FLOW



- Free Cash Flow increased US\$3.4M YoY to \$8.2M, when excluding Transaction Costs, which consists primarily of the \$3M cash settlement related to the acquisition of Perch, along with related advisory fees
- At the end of 1H FY26, Catapult is in a net cash position of \$11.3M on the Balance Sheet, and with a fully repaid debt facility

Important Note: While elements of the above FCF figures have been reviewed, the FCF calculations have not been separately independently audited or reviewed, and do not independently form part of Catapult's 1H FY26 financial results. See slide 2 for defined terms and calculation methodologies.



# PROFIT & LOSS SUMMARY

FOR THE 6 MONTHS ENDED SEPTEMBER 30 (US\$M)	1H26	1H25	Change	% Change
REVENUE	67.6	57.8	9.8	16.9%
COGS	14.0	12.1	1.9	15.6%
<b>GROSS PROFIT</b>	<b>53.7</b>	<b>45.8</b>	<b>7.9</b>	<b>17.3%</b>
<b>GROSS MARGIN %</b>	<b>79.3%</b>	<b>79.1%</b>	<b>0.2%</b>	<b>0.3%</b>
VARIABLE COSTS (EXC. COGS)	18.9	18.2	0.7	3.6%
<b>CONTRIBUTION PROFIT</b>	<b>34.8</b>	<b>27.5</b>	<b>7.2</b>	<b>26.3%</b>
<b>CONTRIBUTION MARGIN %</b>	<b>51.4%</b>	<b>47.6%</b>	<b>3.8%</b>	<b>8.0%</b>
FIXED COSTS	25.1	21.3	3.7	17.5%
<b>MANAGEMENT OPERATING PROFIT</b>	<b>9.7</b>	<b>6.2</b>	<b>3.5</b>	<b>56.6%</b>
OTHER INCOME	0.0	0.0	0.0	-92.8%
<b>MANAGEMENT EBITDA</b>	<b>9.7</b>	<b>6.2</b>	<b>3.5</b>	<b>56.1%</b>
<b>MANAGEMENT EBITDA MARGIN %</b>	<b>14.4%</b>	<b>10.8%</b>	<b>3.6%</b>	<b>33.5%</b>
CAPITALIZED DEVELOPMENT	9.4	7.8	1.6	20.2%
ACQUISITION RELATED TRANSACTION COSTS	-1.9	0.0	-1.9	0.0%
SHARE BASED PAYMENTS & PURCHASE CONSIDERATION	-7.7	-5.3	-2.4	-44.9%
SEVERANCE	-0.5	-0.4	-0.1	-25.8%
<b>EBITDA</b>	<b>9.0</b>	<b>8.3</b>	<b>0.7</b>	<b>8.4%</b>
<b>EBITDA MARGIN %</b>	<b>13.4%</b>	<b>14.4%</b>	<b>-1.1%</b>	<b>-7.3%</b>
D&A	-16.2	-12.9	-3.3	-25.7%
INTEREST, TAXES AND OTHER	-1.4	-2.9	1.4	50.2%
<b>NPAT</b>	<b>-8.6</b>	<b>-7.4</b>	<b>-1.2</b>	<b>-15.7%</b>

- Improved Gross Margin, slightly offset by increased revenue contribution from Media business YoY
- Variable costs, excluding COGS, grew by less than 4% YoY, demonstrating ongoing efficiencies in Sales & Marketing, and Delivery costs
- Fixed Costs grew 18% YoY, impacted by a larger than anticipated payroll tax expense from the vesting of share-based payments, which occurred in 1H FY26
- 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
- Incremental D&A includes ~\$2M of accelerated expense of S7 devices and Thunder as they approach end-of-life, and ~\$1M of intangible amortization related to Perch
- The change in Interest, Taxes and Other is primarily due to a tax benefit, lower interest costs due to a fully paid debt facility, and reduced FX losses YoY.

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 1H FY26 financial results. See slide 2 for defined terms and calculation methodologies.



# **WILL LOPES**

**CHIEF EXECUTIVE OFFICER  
& MANAGING DIRECTOR**

**OVERVIEW**

**FINANCIAL REVIEW**

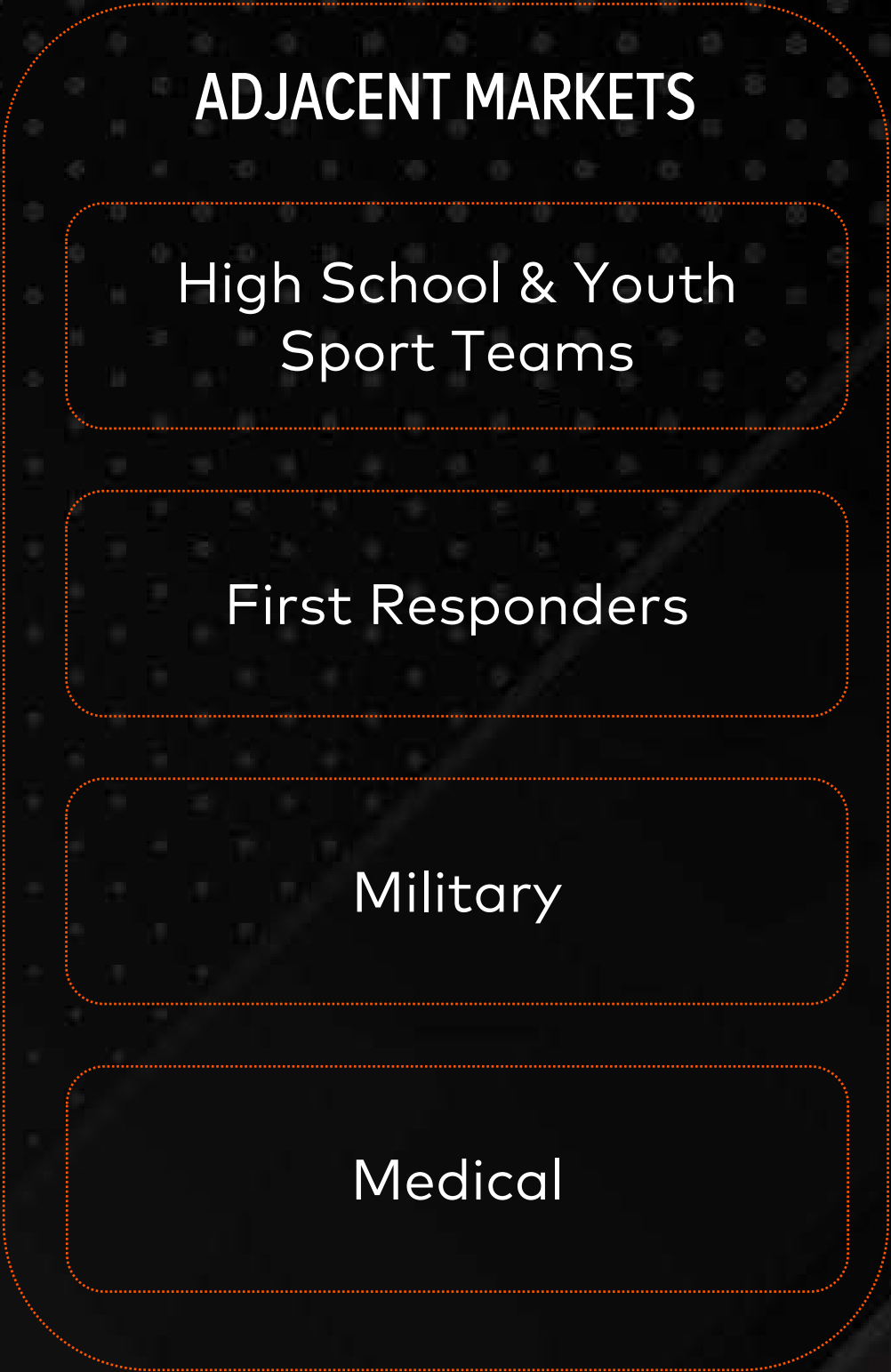
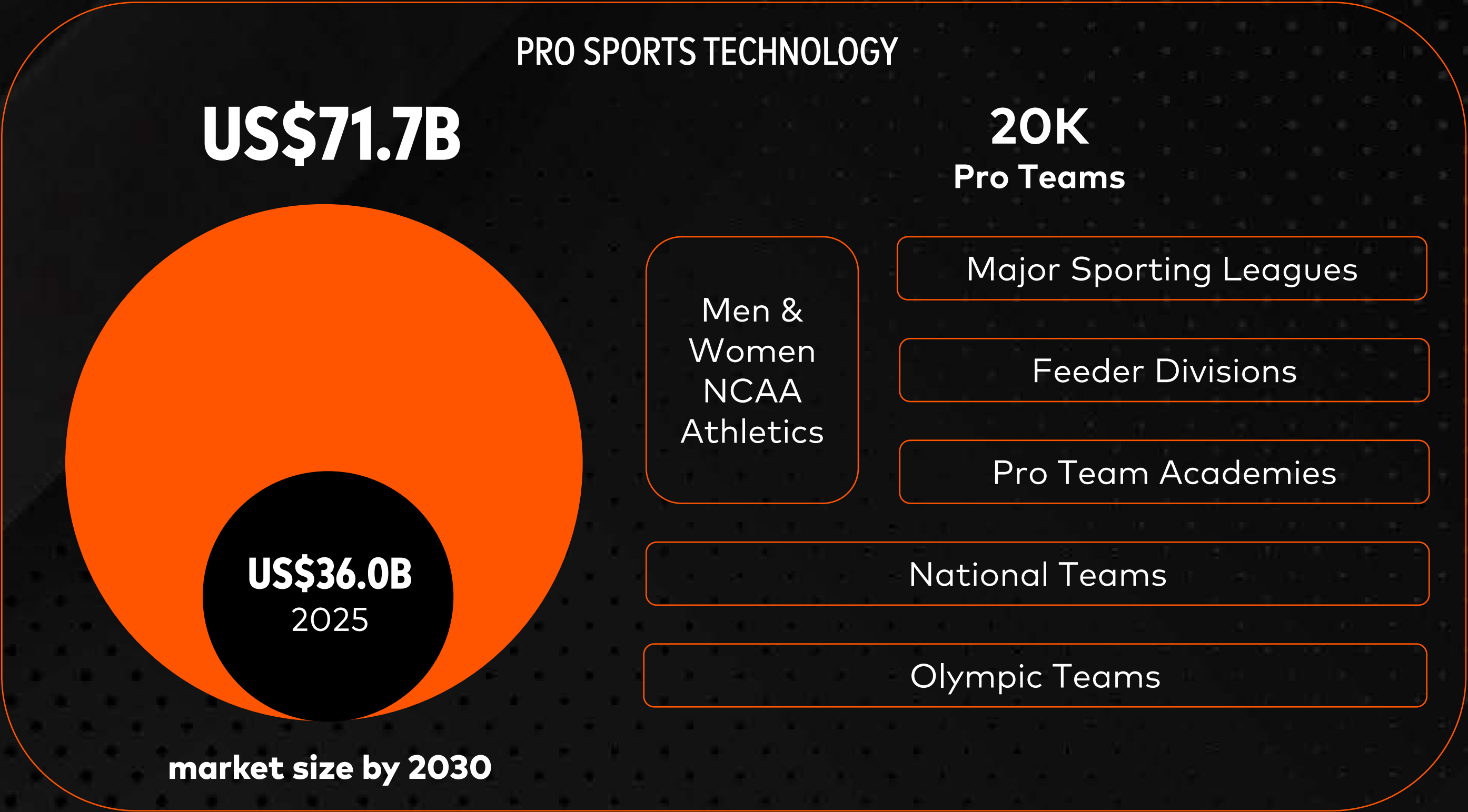
**➤ STRATEGY & OUTLOOK**

**Q&A**





# SUBSTANTIAL MARKET FOR CATAPULT



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



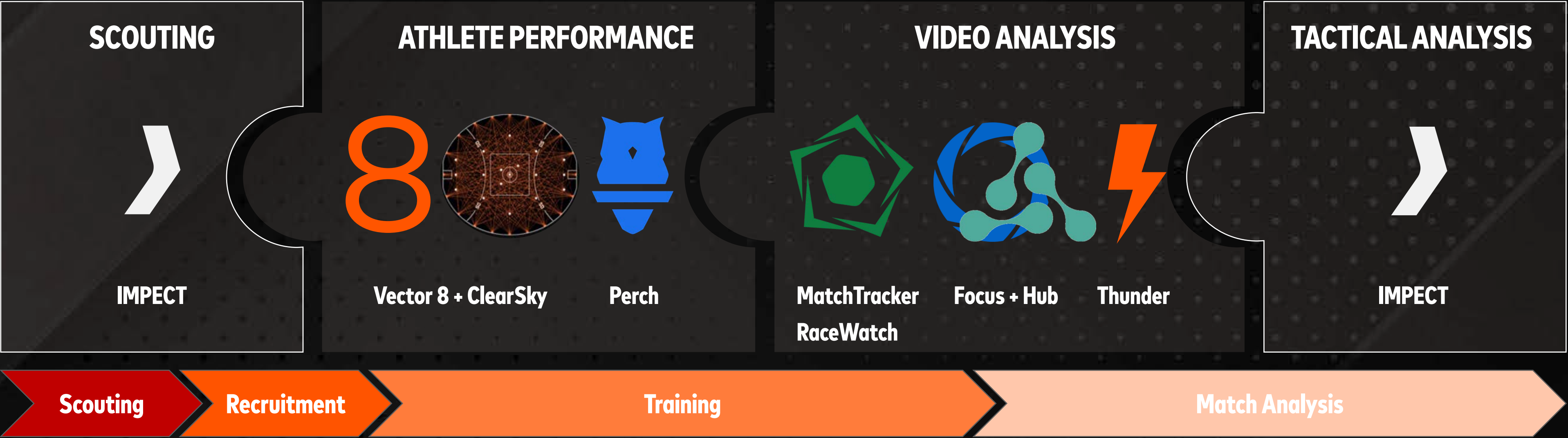
### DISCOVER INSIGHTS

Contextualize data to increase access to meaningful insights





# DRIVEN BY THE WORLD'S MOST POWERFUL PLATFORM FOR PRO TEAMS



INTELLIGENT | INTEGRATED | SEAMLESS

# A STRONG COMPETITIVE MOAT

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**One-stop multi-solution platform**  
Comprehensive solutions in a single ecosystem



**Proprietary AI algorithms**  
Unique insights driving improved performance outcomes



**Flexible Tech Stack**  
Adaptable architecture for bolt-on solutions



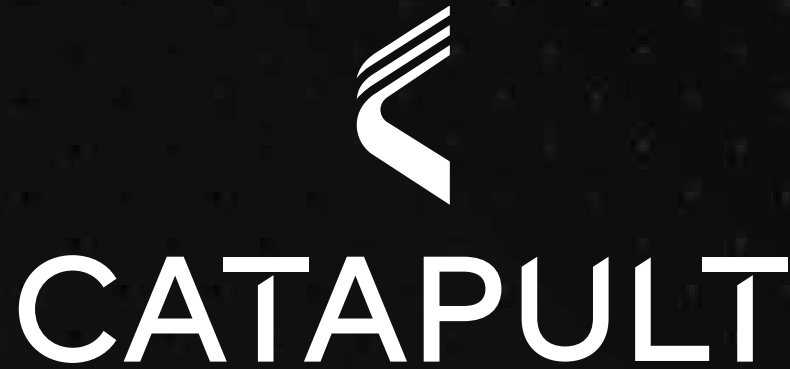
**Global scale**  
Worldwide operational leverage



**Actionable Insights**  
Data informed athlete management & tactical strategies



**Multi-sport learnings**  
Expansive athlete performance data





# WE HAVE CLEAR MID-TERM MILESTONES

	MID-TERM TARGET	MARKET OPPORTUNITY
LAND	5K PRO TEAMS	<ul style="list-style-type: none"><li>• Uniquely differentiated in P&amp;H</li><li>• Largest player in market &amp; 5x nearest wearables competitor</li></ul>
EXPAND	50% MULTI-VERTICAL	<ul style="list-style-type: none"><li>• Cross sell integrated solutions</li><li>• Attractive economics in T&amp;C</li></ul>
RETAIN	95% RETENTION RATE	<ul style="list-style-type: none"><li>• Product innovation</li><li>• Exceptional service</li></ul>
SCALE	30% PROFIT MARGIN	<ul style="list-style-type: none"><li>• Sales &amp; delivery productivity</li><li>• Expand integrated solutions</li></ul>



# DESIGNED FOR PROFITABLE GROWTH AT SCALE

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

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

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

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



# WITH CLEAR MEASURES OF SUCCESS

RULE OF 40 IS OUR FOCUS				
ACV GROWTH (19% <sup>1</sup> )			MANAGEMENT EBITDA (14% <sup>2</sup> )	
Pro Team Count	ACV per Pro Team	ACV Retention	Variable Cost Efficiency	Fixed Cost Discipline
<div>3,878</div> <div>Continue to land new P&amp;H logos with greenfield opportunity that exists in market</div>	<div>US\$28.3k</div> <div>Through a combination of cross-sell, upsell, pricing, and new product solutions, continue increasing ACV per team</div>	<div>95.1%</div> <div>Continue to invest in service and products to maintain ACV retention above 95%</div>	<div>49%</div> <div>Support growth, while finding efficiencies in cost of growth</div>	<div>37%</div> <div>Leverage our fixed cost foundation as we scale</div>

<sup>1</sup> Constant currency  
<sup>2</sup> Expressed as the Management EBITDA margin

Important Note: ACV Retention, ACV Per Pro Team, 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 1H FY26 financial results. See slide 2 for defined terms and calculation methodologies. The information is not, and must not be relied upon as, a statement or estimate of Catapult's current financial performance; a forecast of or guidance as to Catapult's future financial performance, condition or prospects; or an indication of Catapult's views regarding any of the foregoing. The information in this slide has not been independently audited or reviewed. See slide 2 for defined terms and calculation methodologies.



## FY26 OUTLOOK

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

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





## TODAY'S KEY TAKE-AWAYS



**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

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

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**Q&A**





# APPENDIX





# APPENDIX – BALANCE SHEET

AS AT SEPTEMBER 30 (US\$M)	1H26	1H25
CASH	11.27	9.74
TRADE AND OTHER RECEIVABLES	24.69	20.26
INVENTORY	1.92	0.87
PPE	33.88	33.37
GOODWILL	77.28	51.50
OTHER INTANGIBLE ASSETS	67.88	50.23
DEFERRED TAX ASSETS	2.01	8.32
TOTAL ASSETS	218.92	174.29
TRADE AND OTHER PAYABLES	12.60	8.39
CONTRACT LIABILITIES	61.03	52.06
OTHER LIABILITIES	5.41	5.52
EMPLOYEE BENEFITS	9.38	6.95
BORROWINGS AND OTHER FINANCIAL LIABILITIES	5.74	12.67
DEFERRED TAX LIABILITIES	4.21	8.21
TOTAL LIABILITIES	109.53	93.79
TOTAL EQUITY	109.40	80.50

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# APPENDIX – PROFIT & LOSS

FOR THE 6 MONTHS ENDED SEPTEMBER 30 (US\$M)	1H26	1H25
REVENUE	67.64	57.84
OTHER INCOME	0.00	0.02
COST OF GOODS SOLD	(13.99)	(12.09)
EMPLOYEE BENEFITS EXPENSE	(24.78)	(22.71)
EMPLOYEE SHARE-BASED PAYMENT EXPENSE	(7.68)	(5.06)
CAPITAL RAISING AND LISTING EXPENSES	(0.13)	(0.07)
TRAVEL, MARKETING AND PROMOTION	(2.71)	(2.47)
OCCUPANCY	(0.70)	(0.74)
PROFESSIONAL FEES	(1.84)	(1.46)
OTHER EXPENSES	(6.76)	(4.91)
OPERATING PROFIT (LOSS) BEFORE DEPRECIATION AND AMORTIZATION	9.05	8.35
DEPRECIATION AND AMORTIZATION	(16.23)	(12.91)
OPERATING LOSS	(7.18)	(4.56)
FINANCE COSTS	(1.20)	(1.57)
FINANCE INCOME	0.02	0.04
OTHER FINANCIAL ITEMS	(0.30)	(0.85)
LOSS BEFORE INCOME TAX EXPENSE	(8.66)	(6.94)
INCOME TAX BENEFIT (EXPENSE)	0.04	(0.51)
LOSS AFTER INCOME TAX EXPENSE FOR THE PERIOD ATTRIBUTABLE TO OWNERS OF CATAPULT GROUP INTERNATIONAL LTD	(8.62)	(7.45)

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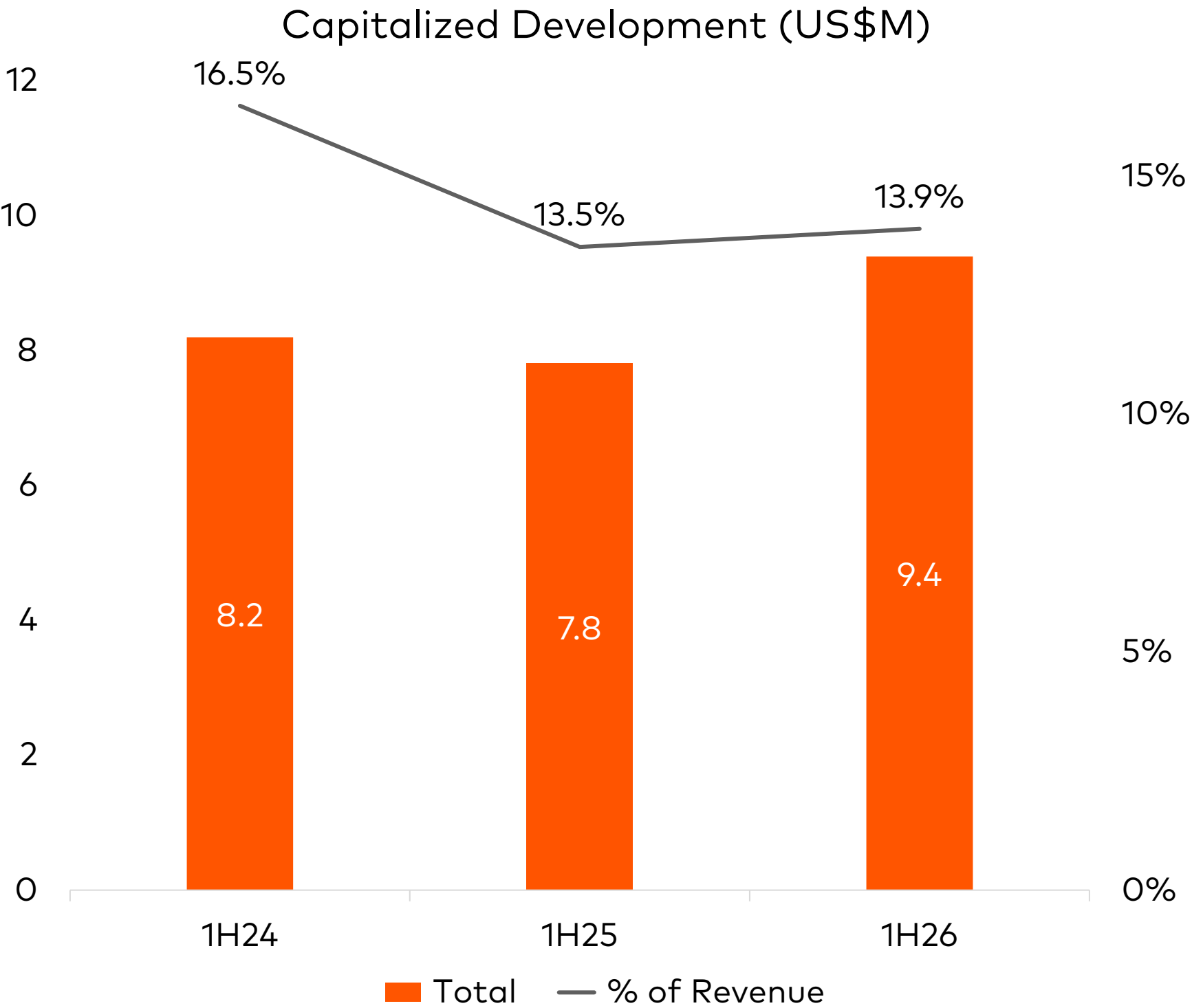
# APPENDIX – CASH FLOW

FOR THE 6 MONTHS ENDED SEPTEMBER 30 (US\$M)	1H26	1H25
<strong>OPERATING CASH FLOW</strong>		
RECEIPTS FROM CUSTOMERS	79.51	70.97
PAYMENTS TO STAFF AND SUPPLIERS	(55.11)	(50.66)
OTHER OPERATING CASH FLOW	0.03	(0.06)
<strong>NET CASH FLOW FROM OPERATING ACTIVITIES</strong>	<strong>24.43</strong>	<strong>20.26</strong>
<strong>INVESTING CASH FLOW</strong>		
ACQUISITION OF SUBSIDIARIES NET OF CASH ACQUIRED	(2.69)	-
PAYMENTS FOR PPE & OTHER	(7.28)	(7.42)
CAPITALIZED DEVELOPMENT	(10.10)	(8.03)
<strong>NET CASH USED IN INVESTING ACTIVITIES</strong>	<strong>(20.08)</strong>	<strong>(15.45)</strong>
<strong>FINANCING CASH FLOW</strong>		
PROCEEDS FROM EXERCISE OF SHARE/OPTION ISSUE	1.64	1.00
REPAYMENT OF LEASING LIABILITIES	(0.86)	(0.73)
OTHER FINANCING CASH	(0.87)	(1.14)
PURCHASE OF NON-CONTROLLING INTEREST	(0.47)	0.00
NET RECEIPT/(REPAYMENT) OF FINANCING LOANS	(3.54)	(6.02)
<strong>NET CASH FROM FINANCING ACTIVITIES</strong>	<strong>(4.09)</strong>	<strong>(6.88)</strong>
<strong>NET INCREASE (DECREASE) IN CASH</strong>	<strong>0.26</strong>	<strong>(2.06)</strong>

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# CAPEX TABLE

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FOR THE 6 MONTHS ENDED SEPTEMBER 30 (US\$M)	1H26	1H25	CHANGE	% CHANGE
CAPITALIZED DEVELOPMENT	9.4	7.8	1.6	20.2%
PERFORMANCE & HEALTH	4.0	3.5	0.5	13.8%
TACTICS & COACHING	5.4	4.3	1.1	26.8%
OTHER	0.0	0.0	(0.0)	-100.0%
OTHER CAPEX	7.1	7.3	(0.2)	-2.6%
PP&E & OTHER	1.2	1.2	0.0	3.7%
CAPITALIZED COGS	5.9	6.1	(0.2)	-3.8%
TOTAL CAPEX	16.5	15.1	1.4	9.2%

Important Note: While elements of the above table have been independently reviewed, 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 1H FY26 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	1H26
ACV	ACV (\$M)	53.4	63.9	73.4	86.8	96.8	101.2	101.2	115.8
	ACV GROWTH (CC)	14%	23%	20%	20%	20%	18%	18%	19%
	ACV CHURN	5.5%	3.4%	3.8%	3.5%	3.8%	4.3%	4.3%	4.9%
CUSTOMERS	LIFETIME DURATION (YEARS)	5.8	5.8	6.0	7.0	7.6	7.8	7.8	8.1
	MULTI-VERTICAL AS A % OF PRO CUSTOMERS		12%	12%	15%	19%	21%	21%	22%
EARNINGS	REVENUE (\$M)	67.3	77.0	84.4	100.0	57.8	58.7	116.5	67.6
	RECURRING REVENUE (\$M)	53.4	68.6	77.7	92.3	53.3	56.4	109.7	63.8
	RECURRING REVENUE GROWTH (CC)			18%	21%	20%	19%	21%	19%
	RECURRING REVENUE AS % OF TOTAL REV	79%	89%	92%	92%	92%	96%	94%	94%
	MANAGEMENT EBITDA	2.9	(13.9)	(14.2)	4.2	6.2	8.5	14.8	9.7
	EBITDA	6.5	(14.3)	(11.0)	9.4	8.3	9.8	18.1	9.0
MANAGEMENT MARGINS	GROSS MARGIN %	74%	75%	76%	81%	79%	83%	81%	79%
	VARIABLE COSTS (EX COGS) %	32%	40%	42%	35%	31%	31%	31%	28%
	CONTRIBUTION MARGIN %	42%	34%	34%	46%	48%	51%	49%	51%
	FIXED COSTS %	39%	54%	52%	42%	37%	37%	37%	37%
	MANAGEMENT EBITDA MARGIN %	3%	-18%	-17%	4%	11%	14%	13%	14%
CASH	OPERATING CASH FLOW	14.2	2.7	4.0	31.7	20.3	18.2	38.5	24.4
	FREE CASH FLOW (EX ACQUISITIONS)	4.9	(17.9)	(21.6)	4.6	4.8	3.8	8.6	8.2
P&H	P&H ACV	29.5	39.0	47.0	56.7	63.6	66.1	66.1	77.5
	P&H ACV GROWTH (CC)	21%	37%	28%	23%	22%	18%	18%	21%
T&C	T&C ACV	20.9	22.0	23.9	27.7	30.7	32.6	32.6	35.7
	T&C ACV GROWTH (CC)	6%	5%	11%	15%	20%	18%	18%	16%

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

While elements of the above table have been independently reviewed or audited, the table and line items, including ACV, EBITDA, Management EBITDA, Variable Costs, Fixed Costs, and Contribution Profit financial information (including growth rates and margins) have not been separately independently audited or reviewed, and do not independently form part of Catapult's 1H FY26 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
Rule of 40	the sum of annual ACV growth percentage on a constant currency basis and Management EBITDA margin (Management EBITDA as a % of Revenue)

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