



CATAPULT 2020 AGM

CHAIRMAN'S ADDRESS AND PRESENTATION



17 NOVEMBER 2020

Catapult Group International Limited (ASX:CAT, 'Catapult') attaches a copy of the Chairman's address and presentation which is to be delivered to shareholders at its Annual General Meeting commencing at 10:00am (Melbourne time) today.

Authorised for release to ASX by the Catapult Executive Chairman, Adir Shiffman.

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CATAPULT GROUP INTERNATIONAL LTD

2020 Annual General Meeting

Tuesday, 17 November 2020 at 10:00am

Chairman's Address

Catapult is the leading sports technology business in the world. Catapult's vision is to empower every athlete and team on earth with technology to perform at their best.

It is often said that 2020 has been a year like no other. Although there have been challenges previously unimaginable for sport globally, we are very proud of the significant progress Catapult has made this financial year.

In particular the delivery, a year earlier than expected, of our maiden free cash flow positive result despite the unforeseen challenges and uncertainty due to impacts of the COVID-19 global pandemic.

The customer value generated by Catapult's SaaS offerings, our entrenched position in customers' daily workflows, our innovation focus, and effective management response held the company in good stead during the global lockdown of professional sports through late FY20. The company is confident of emerging from this with its strong growth outlook fully intact.

Catapult is beginning to experience the scalability typical of a successful subscription software business as we continue to experience revenue growth supported by strong growth in subscriptions.

Noting Will Lopes will provide more information on our FY20 achievements in his presentation, Catapult's major FY20 financial and operating highlights included:

- EBITDA of \$13.3 million, up 225%
- Positive free cash flow of \$9.0 million, up \$26.1 million
- \$27.5 million cash balance at 30 June 2020 with \$39.8 million at 14 August 2020
- Subscription revenue of \$77.6 million, up 21%
- Revenue of \$100.7 million, up 6%; and
- 39% growth in customers with more than one Catapult solution.

Early in the financial year the Board was delighted to welcome Will Lopes as Catapult's CEO. As the former Chief Revenue Officer of Amazon subsidiary Audible, Will brings world-class

technology and growth experience from one of the world's most successful technology businesses. With the North American and European markets comprising the majority of Catapult's revenue, Will is well positioned to capitalise on this based out of Catapult's Boston office.

With Will as CEO, the Board is confident that we have a leader with global experience, huge ambition, and the proven ability to help us create the most impactful and successful technology company in world sport.

The appointment of Will and his subsequent recruitment of high calibre growth leaders including CFO, Hayden Stockdale, COO, Chris Cooper and SVP Product, Yana Bulva enhances Catapult's capacity to scale globally.

Board capability and independence was improved during FY20 following the appointment of Michelle Guthrie as an Independent Non-Executive Director and the return of Jim Orlando to an Independent Non-Executive Director role.

After 6 years with the Company as an Independent Director, Brent Scrimshaw will today retire from the Board. Brent has been with Catapult since our IPO in 2014 having previously been one of Nike's most senior executives. His guidance, counsel and commitment has been of great benefit to the Company and I have personally also been deeply grateful for his support. Brent, I thank you for your support and significant contribution over many years and wish you all the best in your new role as CEO of Enero.

Brent's retirement from the Board creates a vacancy for an Independent Non-Executive Director and we have started a global search. Notwithstanding the current limitations of COVID, Catapult's international footprint gives us the opportunity to undertake a global search for our next Director.

As a high-growth software company, with a growing global customer base and market leadership we were delighted to be included as an original constituent in the new S&P/ASX All Technology Index. We view Catapult's inclusion as a positive sign of our increasing relevance for a growing range of investors globally.

In closing I would like to say I am extremely thankful for the continued commitment of the Board, the Executive team and our employees around the world in what has been a challenging and rewarding year.

Finally, the Board is enormously grateful to athletes, teams and shareholders for their continued

support in the past year. Catapult's continued growth would not be possible without your support and loyalty. Thank you.



CHAIRMAN'S ADDRESS



DR. ADIR SHIFFMAN
EXECUTIVE CHAIRMAN



OUR VISION

**WE WILL EMPOWER EVERY
ATHLETE AND TEAM ON EARTH WITH
TECHNOLOGY TO PERFORM AT THEIR BEST**



ANNUAL GENERAL MEETING



OUR MISSION

**TO OFFER THE MOST COMPREHENSIVE SET OF
SOLUTIONS FOR TEAMS AND ATHLETES
TO IMPROVE PERFORMANCE**



FY20 ACHIEVEMENTS

SALES

- Major marquee team signings
- Another successful year with league-wide deals
- Growth in multi-solution customer up 39%

TECHNOLOGY

- Delivered 26 customer-led innovative solutions
- Vector take up rate of 17.4% across all customers
- COVID-19 solutions
- \$9m invested in R&D to drive future growth

CORPORATE

- US appointments including CEO, COO and SVP of Product
- Moving to USD currency
- New Independent Board Member with the appointment of Michelle Guthrie





FY20 KEY APPOINTMENTS: PERSONNEL WHO CAN SCALE GLOBAL BUSINESSES



Will Lopes
Chief Executive Officer



Hayden Stockdale
Chief Financial Officer



Chris Cooper
Chief Operating Officer



Yana Bulva
SVP, Product