



CATAPULT SUBSCRIPTION REVENUE ACCELERATED TO 29% FROM 3% IN FY21, FOLLOWING STRONG ACV GROWTH OF 43% OVER 12 MONTHS

NOVEMBER 17, 2021

ALL FINANCIALS ARE IN USD UNLESS OTHERWISE INDICATED

Catapult Group International Limited (ASX:CAT, 'Catapult' or the 'Company'), the global performance technology leader in elite sports, is pleased to provide its financial results for the half-year ending September 30, 2021 (H1 FY22).

H1 FY22 HIGHLIGHTS

- Subscription revenue growth, the lagging SaaS metric, accelerated dramatically to 29%, up from 3% in FY21, following 12 months of strong ACV growth
- Strong progress against key SaaS growth metrics
 - Annual Contracted Value (ACV), the leading growth indicator, grew 43% with all regions performing strongly
 - World-class ACV churn of just 4.1%
 - Continued strong growth in multi-vertical customers which expanded 50%
- Recovery from the pandemic accelerated, especially in Americas with ACV growth of 28%
- SBG integration & growth is ahead of plan following customer signings in the new markets of Basketball, NASCAR and eSports
- R&D grew 94% to 17.2% of revenue, from Covid-related lows in H1 FY21
- Accelerated growth initiatives are fully funded with over \$42 million of cash at bank

STRONG PROGRESS AGAINST KEY SAAS METRICS AS THE NORTH AMERICAN MARKET REBOUNDS

Catapult grew ACV 43% (30% ex-SBG) with Performance & Health (P&H) ACV up 40% and Tactics & Coaching (T&C) up 57%. Catapult remained deeply embedded in its customers' workflows with an average customer duration of 5.5 years and ACV churn of just 4.1%, down 40%.

There was continued strong growth in multi-vertical customers which expanded 50% as Catapult successfully drove additional sales into its large P&H customer base.

The rebound in growth evident in EMEA and APAC during H2 FY21 has taken hold across all regions. ACV growth rates on a pro-forma basis (incl. SBG in all periods) in H1 FY22 were Americas 28%, EMEA 34%, and APAC 24%. Pro-sport and deal flow in Catapult's largest market has bounced back during the half from pandemic lows, with North America P&H ACV up 62% on an annualized basis.



The lower gross margin and contribution margin were ahead of the Company expectations, impacted by the transition from a capital to subscription sales model and the non-repetition of Covid-related savings.

FINANCIAL SUMMARY – ACCELERATING GROWTH IN SUBSCRIPTION REVENUE

Catapult reported revenue of \$37.5 million, an increase of 13%. Revenue increased due to 29% growth in subscription revenue which exceeded the planned reduction in capital revenue following the Company's strategic switch to preference high quality recurring revenue SaaS deals.

The dramatic acceleration in subscription revenue growth to 29%, up from 3% in FY21, follows 12 months of strong ACV growth. All verticals reported high rates of subscription revenue growth. Subscription revenue growth in Catapult's largest vertical, P&H was 30% and entirely organic. There was acceleration of subscription revenue growth in T&C to 27% due to the SBG acquisition and cross selling success.

The contraction in EBITDA was largely due to the planned transition from capital to subscription deals in P&H. However, EBITDA remained higher than expected, with Underlying EBITDA being positive at \$1.0 million, due to a lower-than-expected negative impact from the commencement of accelerated growth initiatives. Free Cash Flow contracted to negative \$2.9 million, down from \$4.9 million in H1 FY21, in line with increased investment in accelerated growth initiatives.

OPERATING HIGHLIGHTS

SBG Integration and growth ahead of plan

SBG's integration with Catapult and growth since the completed acquisition in July 2021 is ahead of plan. Notable recent customer signings for SBG solutions include first customers in new markets of basketball, NASCAR, and eSports.

German marquee soccer club VfB Stuttgart also selected Catapult for a multi-solution and multi-year subscription to performance and video analysis solutions.

Planned increase in R&D investment has commenced and will drive near- and long-term growth

As planned, Catapult more than doubled R&D expenditure to \$6 million equating to 17.2% of revenue. The planned increase in investment reflects the commencement of accelerated growth initiatives and the strong rebound from pandemic hurdles, which are fully funded following the June 2021 equity raise.

Recent solution releases which further differentiate Catapult as the leader in sports performance technology include metrics for goalies in ice hockey, a new suite of performance analytics for baseball, and the release of Catapult One, a performance solution for the next generation of athletes in the prosumer market.

Catapult also partnered with Super League (SLE) and Sky Sports to break new ground with a UK first in delivering real-time player statistics direct to the viewer at home on match broadcasts.



STRONG FINANCIAL POSITION

In addition to the strong performance against its key SaaS metrics, the Company is well-positioned financially with \$42.1 million of cash at bank as of September 30, 2021, an increase of \$19.9 million over the previous six months.

OUTLOOK

Catapult is confident in its long-term strategy of expanding and penetrating its large total addressable market (TAM).

Catapult is confident that its ACV growth will be strong in the short to medium-term, and that this growth will accelerate subscription revenue growth in the short to medium term. Catapult anticipates that as the transition to subscription sales continues, revenue growth will catch up to the leading ACV metric.

Catapult is confident in its continued ability to generate strong operating cash flow.

The Company is aware of some elevated supply chain and inflationary risks; these have had an immaterial impact to-date on freight, COGS, wage costs, and inventory sourcing.

COMMENTS

Commenting on the results Catapult's CEO Will Lopes said: "With our transition into a fully-SaaS model, we have been focused on driving our leading indicator of growth, ACV, and it is reassuring to see the lagging metric of subscription revenue accelerate so dramatically after 12 months of strong ACV growth. We also saw a very strong rebound in North America post pandemic hurdles, which increases our confidence in future ACV growth. Catapult has been delivering high growth with our Performance & Health vertical, and now following our SBG transaction we are starting to enter a new phase of growth in our Tactics & Coaching vertical. The new deals we were able to sign along with new product updates continue to position us well for capturing the very sizable market ahead of us."

VIDEO PRESENTATION; INVESTOR AND ANALYST BRIEFING

Catapult advises that it has released a video of Management's presentation of the H1 FY22 results. The video is available for viewing at youtu.be/99N4vsa_4NQ

It is strongly recommended that participants view this video prior to the investor teleconference. The teleconference will be held for investors and analysts at 8.30am (Melbourne time) on Thursday November 18, 2021. To pre-register for this teleconference please use the following link: catapultsports.zoom.us/webinar/register/WN_5m-iS2ybQtKTwYOvNzb_Tg

Registered participants will receive a calendar invite and meeting link (and dial in number if required) which is to be used when connecting into the call.

Authorized for release to ASX by the Catapult CEO, Mr Will Lopes.



For investor enquiries, please contact:

ANDREW KEYS

Investor Relations Manager | investor.relations@catapultsports.com | +61 400 400 380

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 quantify return to play. Catapult has over 400 staff based across 24 locations worldwide, working with 3,430 elite teams in 137 countries globally. To learn more about Catapult and to inquire about accessing performance analytics for a team or athlete, visit us at catapultsports.com. Follow us at @CatapultSports on social media for daily updates.

IMPORTANT NOTICE

This document may contain forward looking statements including plans and objectives. Do not place undue reliance on them as actual results may differ and may do so materially. They reflect Catapult's views as at the time made, are not guarantees of future performance and are subject to uncertainties and risks, such as those described in Catapult's most recent financial report. Subject to law, Catapult assumes no obligation to update, review or revise any information in this document.

The financial information denoted as "2019:", "2020:" or "March 2020" in this document is pro forma, non-IFRS, and has not been independently audited or reviewed. It does not form part of Catapult's FY21 financial results. That financial information is for the six-month period ended, respectively, September 30, 2019, September 30, 2020, and March 31, 2020, and has been compiled from management accounts. The pro forma information is provided solely for the purpose of providing a comparison to that six-month period. Because of its hypothetical nature the pro forma information may not give a true picture of that comparison. Subject to law, Catapult assumes no obligation to update, review or revise the pro forma information.

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

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 H1 FY22 Half-Year Report (Appendix 4D) and Results Presentation. 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.