CATAPULT ACV PASSES A$200M, UP 25%, AS OPERATING PROFIT REACHES US$16.1M AT A 20% MARGIN

NOVEMBER 17, 2026

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, 2026 (1H FY27).

1H FY27 HIGHLIGHTS

- Annualized Contract Value (ACV) increased to US$145.2M (A$208M), +25% (CC) YoY or +18% (CC) YoY excluding acquired ACV
- More than 1 in 3 Pro Teams now run multiple Catapult solutions
- Management EBITDA (Operating Profit) reached US$16.1M (A$23M), up $US6.4M YoY, with Management EBITDA margin expanding to 20% from 14%
- Record Rule of 40 score of 38% excluding acquired ACV (45% including acquired ACV), up from 33% in 1H FY26
- Free Cash Flow (excluding transaction costs) of US$9.3M, growing Catapult's cash balance to US$62M
- Early launch of Impect Video Scouting, combining video from more than 150 competitions with performance data for soccer clubs in one platform

Commenting on the results, Chief Executive Officer & Managing Director, Mr Will Lopes, said
"Our Annualized Contract Value passed the equivalent of A$200 million for the first time this half, as more teams bought more of our platform through the peak Northern Hemisphere selling season. We set out to show that our expanded platform could accelerate growth without diluting our discipline, and this half delivered on that, as our operating profit margin reached 20%. Combined with our ACV growth rate excluding acquired ACV, we have delivered a score of 38% on the Rule of 40.

"What I am most proud of this half is how quickly we brought Impect Video Scouting to market, and the early wins we are seeing with soccer clubs, with more than 50 teams already signing up to a bundled scouting and pro video package since launch. With this launch, we can now offer soccer clubs a unified, integrated and industry-leading solution across performance monitoring, video and scouting analysis, which ensures Catapult is well positioned to execute on a substantial growth opportunity in the years ahead."

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DUAL GROWTH ENGINES POWERING ACV GROWTH

Catapult delivered another strong performance from its core SaaS verticals, with ACV (Annualized Contract Value) growth of 25% (CC) YoY to US$145.2M, passing A$200M for the first time. Excluding acquired ACV that came from the acquisition of Impect, Catapult delivered ACV growth of 18% (CC) YoY. Normalizing for the impact of the acquisition and movements in foreign exchange, incremental ACV added in the half was another record of US$11.3M, compared to US$9.3M, when excluding acquired ACV from Perch, in the first half of FY26. This performance demonstrates the attractiveness of Catapult's expanded platform as teams benefit from more solutions to embed into their workflows.

In **Performance & Health (P&H)**, Catapult's SaaS vertical that includes wearables and gym monitoring, ACV grew 15% (CC) YoY to US$90.2M, an increase of US$12.7M year-over-year, and more than the $US11.4M added in 1H FY26, when excluding acquired ACV from Perch. Soccer in North America was the key driver of ACV growth, with the Company successfully adding new teams and upselling to existing teams during the first half-year period. This demonstrates the strong P&H growth opportunities in soccer outside the traditional EMEA region.

In **Tactics & Coaching (T&C)**, Catapult's SaaS vertical that includes Pro Video analysis, Impect, and more recently Impect Video Scouting, ACV grew 47% (CC) YoY to US$52.1M. Excluding acquired ACV, T&C ACV grew 23% (CC) YoY, an acceleration from 16% (CC) in the first half of FY26. Soccer was again the key sport driving T&C ACV growth, led by the EMEA region, with the key North American renewal period in American Football delivering ACV expansion in that region.

Catapult added more than 230 Pro Teams in the half, taking its Pro Team customer base to 4,410, up 14% YoY, while growing Average ACV per Pro Team by 10% (CC) to US$31.3K. ACV Retention improved to 95.5% from 95.1% a year ago, above Catapult's 95% target. This represents the eleventh consecutive half-year period ACV Retention has exceeded 95%, a testament to the quality of the product, its value to teams, and the exceptional service delivered by Catapult's world-class people across the globe.

Cross-sell continues to build. The number of Multi Solution Pro Teams, those using more than one Catapult solution, increased by 531 to 1,567, up 51% YoY, and now represents 36% of all Pro Teams, up from 27% a year ago. Each solution added to the platform, from gym monitoring to scouting, creates another way to grow Catapult's share of wallet with the teams it already serves, and supports the Company's strategy of growing Average ACV per Pro Team towards its US$100K-$150K long-term ambition.

PROFIT GROWING FASTER THAN REVENUE

Catapult's total 1H FY27 Revenue increased to US$81.7M, up 20% (CC) YoY, driven by SaaS (ACV) Revenue of US$69.4M, up 24% (CC) YoY. Recurring Revenue, which also includes Revenue primarily from Catapult's Media business, grew 23% (CC) YoY to US$78.6M and now represents 96% of total Revenue.

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Higher revenue growth from Catapult's T&C business, which generates revenue at a higher Gross Margin as a pure software vertical, helped produce an overall Gross Margin of 80.7%. This is the first time Catapult has exceeded its 80% target in a first half-year period, which typically carries higher costs in support of the Northern Hemisphere selling season, and includes the addition of COGS in support of Impect Video Scouting.

Catapult's Contribution Margin increased to 52.9% from 51.4%, approaching the Company's 55% target, and with a disciplined approach to Fixed Costs, generated a half-year Management EBITDA (Catapult's measure of operating profit) of US$16.1M. This was generated at a Management EBITDA margin of 20%, and an incremental profit margin of 45%, above Catapult's 30% target. Catapult's Rule of 40 score excluding acquired ACV was 38%, another record performance on this key SaaS metric, and 45% including acquired ACV.

Catapult generated Free Cash Flow (excluding transaction costs) of US$9.3M, up from US$8.2M in 1H FY26 and already higher than the Free Cash Flow generated in any prior full financial year. Catapult also ended the first half with US$62M of cash on its Balance Sheet, and an undrawn US$50M debt facility, an even stronger financial position.

Commenting on the results, Mr Bob Cruickshank, Chief Financial Officer, said "We began FY27 as we finished FY26, delivering strong, profitable growth. Yet again, by delivering top line growth while maintaining discipline on our cost base, we've produced another result that is consistent with the goals and objectives we set ourselves. Gross Margin is above 80%, Contribution Margin is approaching our 55% target, and our Management EBITDA margin has expanded to 20%. That is operating leverage working exactly as we designed it.

"1H FY27 was also a period in which we further strengthened our financial position. As we announced in August, we upsized our undrawn debt facility from US$30 million to US$50 million, a prudent and responsible approach to managing our capital structure from a position of strength. With US$62 million of cash and our undrawn US$50 million facility, we now have access to more than US$110 million of capital, giving us substantial flexibility to pursue and respond to potential inorganic growth opportunities if they arise. Whilst we are in excellent shape, we will maintain a disciplined approach to capital allocation, consistent with our Rule of 40 focus."

CONTINUED INNOVATION, EXPANSION OF THE CATAPULT PLATFORM

Catapult continued to expand its platform in 1H FY27, delivering on investments made into Research & Development (R&D) and the integration of its acquisitions. These included:

- **Impect:** Early launch of Video Scout, combining video from more than 150 competitions with advanced performance data in a single platform, transforming how soccer clubs identify, evaluate and recruit talent
- **Perch:** Expanded gym monitoring capabilities with advanced movement analysis and new performance insights, helping coaches understand athlete strength, movement quality and development
- **Vector 8:** Continued advancing Catapult's next-generation athlete monitoring platform with improved data quality, streamlined reporting and new data-sharing capabilities, helping performance teams spend less time managing data and more time developing athletes

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- **Hub Pro:** Advanced Catapult's next-generation Pro Video platform with improved collaboration, automated tagging and more connected workflows, reducing manual work and helping coaches turn video into actionable insights faster
- **RaceWatch:** Introduced embedded AI-powered data analysis and visualization, allowing users to generate and share customized analysis features on demand using a significantly expanded API
- **Focus Live:** Expanded Focus Live with new practice and halftime presentation capabilities, enabling coaches to deliver immediate video feedback and accelerate athlete learning and development

FY27 OUTLOOK[1]

Commenting on the outlook for the Company, Mr Lopes said "Profitable growth remains our core focus. For FY27, we expect strong ACV growth with low churn, further improvement in cost margins towards our targets, and higher free cash flow (excluding transaction costs) as our business scales, all consistent with the Rule of 40 framework.

"Our second half priorities are unchanged. We will keep adding new teams to our expanded platform, cross-sell more of our solutions into our existing base, and deepen the role Catapult plays in how teams make decisions.

"AI is central to that third priority, and it makes our data more valuable. We hold more than 15 years and 5 petabytes of ground-truth athlete data, the signal AI in sport depends on. We are using it to build AI that coaches can trust, where every answer traces back to real data, so they know how much weight to give it. We look forward to sharing more over the coming year.

"With our all-in-one platform built exclusively for sport, I remain confident in our trajectory and in the vital role we play in unleashing the potential of every athlete and team on earth."

ANALYST PACK

Catapult's Analyst Pack, which includes information in addition to the materials lodged onto the ASX today, is now available at catapult.com/investor/results.

1H FY27 RESULTS WEBCAST BRIEFING

The 1H FY27 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 at the webcast link below. The briefing will be accessible using the same link from 9.15am (Melbourne time) today.

Webcast briefing link: webcast.openbriefing.com/cat-hyr-2027/

Authorized for release to ASX by the Catapult 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 FY26 Annual 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, mitigate injury risk, and improve return-to-play. Catapult works with more than 5,800 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.

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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" is each period starting April 1 and ending September 30;

"2H" is each period starting October 1 and ending March 31;

"FY" is each period starting April 1 and ending March 31;

"Acquisition Related Charges" includes share-based payment acquisition contingent consideration, acquisition-related transaction costs, and adjustments to fair value of contingent and deferred acquisition consideration;

"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, 2025;

"ACV CAGR" is the compound 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, 2026. 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 FY26 Effective Calculation Date is April 1, 2025 and the Closing ACV FY26 Effective Calculation Date is March 31, 2026. ACV denoted as "1H" is calculated as at the end of the relevant period. Therefore, for example, the ACV 1H FY26 Effective Calculation Date is September 30, 2025, and the ACV 1H FY27 Effective Calculation Date is September 30, 2026;

"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 ACV Effective Calculation Date; divided by (y) the ACV calculated as at the date which is 12 months prior to that ACV 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;

"Average ACV per Pro Team" is the ACV attributable to Pro Teams divided by the number of Pro Teams, as at the ACV Effective Calculation Date;

"Contribution Margin" is Revenue less Variable Costs, expressed as a percentage of Revenue;

"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;

"Management EBITDA" is Reported EBITDA (i) excluding share-based payments, payroll taxes relating to share-based payments, purchase consideration, acquisition-related transaction costs, severance costs, and adjustments to the fair value of contingent and deferred acquisition consideration; and (iii) including capitalized development expense.

"Multi Solution Pro Teams" is the number of Pro Teams that, as at the effective calculation date, use more than one Catapult solution;

"Recurring Revenue" is SaaS Revenue, plus Media, and 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;

"Reported EBITDA" means earnings before interest, tax, depreciation, and amortization for the relevant period derived from the financial statements prepared in accordance with applicable accounting standards, and before any adjustments applied in calculating Management EBITDA;

"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), Annualized Contract Value (ACV), 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.

Catapult has provided a reconciliation of Management EBITDA to its nearest statutory equivalent in its 2027 Half-Year Results.

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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