

CATAPULT DELIVERS RECORD REVENUE OF US\$141M WITH OPERATING PROFIT REACHING NEW HIGH OF US\$25M, UP 67% YOY

MAY 20, 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 financial year ended March 31, 2026 (FY26).

FY26 HIGHLIGHTS

- Annualized Contract Value (ACV) increased to US\$133.8M (A\$191M), +28% (CC) YoY or +18% (CC) YoY excluding acquired ACV
- Record Revenue of US\$140.7 million (A\$200 million), +19% (CC) YoY
- Management EBITDA (Operating Profit) increased to US\$24.7 million, +67% YoY
- Reached record high on the Rule of 40 of 36%, excluding acquired ACV, or 46%, inclusive of acquired ACV on this key SaaS efficiency measure
- Successful acquisition and integration of Perch and IMPECT, with both businesses now set for Catapult's key Northern Hemisphere selling season

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

"FY26 was a transformational year for Catapult. We set ourselves ambitious targets: maintain our organic growth rate, reinvest meaningfully in our platform, and stay focused through a period of significant M&A. We delivered on all of them. These results reflect the efforts of every person at this company, and to the world-class sports teams who trust us with their performance every day.

"What I am most proud of is how we achieved it. Disciplined cost management, combined with strong top-line growth, drove our Rule of 40 to a record high, clear evidence that our operating model is scaling the way we designed it to. We are only just beginning to realize the potential of our expanded platform, and I have great confidence in our ability to continue driving this business forward as one of the world's best SaaS companies."

ANOTHER RECORD YEAR OF ACV GROWTH

Catapult delivered another strong performance from its core SaaS verticals, with ACV (Annualized Contract Value) growth of 28% (CC) YoY. This reflects the addition of almost US\$30M of incremental ACV (CC) YoY, accelerated by growth within Catapult's existing business, and by the Perch and IMPECT acquisitions. Normalizing for the acquired ACV from Perch and IMPECT, ACV growth was 18% (CC) YoY, which also reflects a record level of incremental ACV growth.

In **Performance & Health (P&H)**, Catapult's SaaS vertical that includes wearables and gym monitoring, ACV grew 23% (CC) YoY, driven by expansion both geographically and within individual sports. The Company continues to experience success signing new teams in soccer across EMEA and Central America, and continued growth across college sports within North America. Catapult added 460 new Pro P&H customers, underscoring the significant greenfield growth opportunities remaining in this vertical.

In **Tactics & Coaching (T&C)**, Catapult's SaaS vertical that includes video analysis and now scouting analysis, ACV grew 40% (CC) YoY. The acquired ACV from IMPECT was the key driver of this growth, supported by another consistently strong contribution from Catapult's Pro Video Suite. Strong demand from global soccer teams, as well as increased adoption of new products in American football, were the sports primarily driving this growth.

Catapult added 576 new Pro Teams in FY26 while simultaneously growing Average ACV Per Pro Team by 10% (CC) to exceed US\$30K for the first time, and increasing retention to more than 96%. Landing new teams at scale without diluting per-team value or retention is the clearest signal that the land and expand strategy is working.

The expansion of Catapult's platform also unlocked a new cross-sell dynamic. Historically, cross-sell meant moving customers from P&H into T&C. In FY26, Catapult began successfully cross-selling different solutions within the same vertical — reflected in 506 new Multi Solution Pro Teams, compared to 383 new Multi Vertical Pro Teams. Catapult ended FY26 with 1,328 Multi Solution Pro Teams, up 62% YoY, an early validation of the expanded platform's commercial power.

ACV SCALE IS COMPOUNDING INTO RECORD PROFIT

Catapult's total FY26 Revenue increased to US\$140.7M, up 19% (CC) YoY. This was driven by SaaS (ACV) Revenue of \$US118.6M, up 21% (CC) YoY.

SaaS and Other Recurring Revenue, which includes Revenue from Catapult's Media business, grew 20% (CC) YoY, and now represents 95% of Catapult's total Revenue. Catapult's Media business, which is licensed to sell American college football video highlights, continues to benefit from the growing interest of global video streaming companies in producing pro sports content for their streaming platforms.

Revenue growth, combined with a disciplined approach to costs, generated a Contribution Margin of 53%, an increase from 49% last year. This enabled the Company to generate a new record-level Management EBITDA (Catapult's measure of operating profit) of US\$24.7M, an incremental improvement of US\$10M YoY, and reflects an expansion of Catapult's overall operating profit margin from 13% to 18% YoY. This also meant Catapult exceeded its 30% target YoY incremental profit margin, delivering an incremental profit margin of 41% in FY26.

Free Cash Flow (FCF) excluding transaction costs came in at US\$6.5M, above the March 2026 trading update range of US\$5-\$6M. FCF was impacted by the timing of some cash collections that were delayed into early FY27, which resulted in an accounts receivable balance of US\$20.1M at year end, up from US\$10.4M in FY25. The Company has since collected the majority of these outstanding receivables.

Commenting on the results, Mr Bob Cruickshank, Chief Financial Officer, said "There are many highlights I am impressed by in today's announcement. However, as Catapult's CFO, I am most impressed by the fact that we are now consistently delivering against a well-established strategy whereby we are disciplined on costs while reinvesting in our product suite. This continues to result in reliable top line growth, and repeatable operating leverage. These are the hallmarks of a well-executed strategy and an excellent SaaS business. With more than US\$53M of cash on our Balance Sheet, and no debt, Catapult has never been in better financial health as we continue to expand our solutions and drive our business forward, to become the global platform for pro sports teams."

CONTINUED INNOVATION, EXPANSION OF CATAPULT PLATFORM

Catapult delivered new product solutions to customers in FY26, delivering on investments made into Research & Development (R&D) initiatives, and building out Catapult's solutions with the acquisitions. These included:

- **Vector 8:** The world's most powerful athlete monitoring system is already in the hands of the best pro teams on earth — faster, more accurate, and built to save coaches' time.
- **Perch:** The new P2 Camera. 37% wider field of view. 2x faster frame rate. Coaches get richer, more complete data from every session.
- **IMPECT:** IMPECT is live on the Catapult platform. Rich match data and video analysis, unified in a single workflow for the first time.
- **Matchtracker:** Our new aggregation service packages event data, positional data, and multi-angle video for every team in a league — so teams get straight to analysis.
- **AI Insights:** AI-powered shift detection is live in ice hockey — giving coaches instant, automatic player workload insights. The same capability is coming to more sports.
- **Focus Live:** Focus Live is now live for practice. American Football teams get the same real-time insight on the training field that they've had on game day.

FY27 OUTLOOK¹

Commenting on the outlook for the Company, Mr Lopes said "At Catapult, our compass remains fixed: be an invaluable partner to our customers, and deliver strong, profitable growth. As we enter FY27, we expect strong ACV growth, low churn, continued margin improvement towards our targets, and higher free cash flow, all consistent with our Rule of 40 focus.

What excites me most about the next twelve months is the opportunity in front of our customers. We now have a platform that can do things for pro sports teams that simply were not possible before by combining athlete performance data, video analysis, gym monitoring, and scouting intelligence in one connected system. That is a genuinely new capability for the industry, and we are only beginning to show teams what it can do.

With our expanded all-in-one platform, I am more confident than ever in our trajectory and in the vital role we play in unleashing the potential of every athlete and team on earth."

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 4.

ANALYST PACK

Catapult has made available an Analyst Pack on the Company's investor website. As outlined at Catapult's Analyst Day in March, the Analyst Pack includes information, in addition to the materials lodged onto the ASX today, intended to help shareholders model the financial performance of the Company. The FY26 Analyst Pack can be found at catapult.com/investor/results.

FY26 RESULTS WEBCAST BRIEFING

The 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 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-fyr-2026/

Authorized for release to ASX by the Catapult Board.

For further information, please contact:

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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 5,500 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.

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 March 31, 2026;

"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 March 31, 2025;

"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 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 March 31, 2026; divided by (y) the ACV calculated as at March 31, 2025;

"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 excluding employee-related share-based payments, acquisition contingent consideration, severance, acquisition-related transaction costs, and payroll tax expense related to employee-related share-based payments; and including capitalized development expenditure;

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

"Multi Vertical Pro Teams" is the number of Pro teams that, as at the effective calculation date, use a product from more than one of Catapult's verticals;

"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;

"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), Annual Recurring Revenue (ARR), Annualized Contract Value (ACV), 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 FY[26] Annual Financial Report.

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.