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# 2023 ANNUAL REPORT



# IMPORTANT NOTICE

This document, including the FY23 Review set out on pages 10 to 16 (the **FY23 Review**), 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.

Catapult changed its financial year end from June 30 to March 31, with a nine-month transitional FY21 consisting of an interim period ended 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. The FY23 Review 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.

Financial information in the FY23 Review denoted as "Pro forma including acquisitions" is pro forma and does not form part of Catapult's FY23 financial results. The "Pro forma including acquisitions" financial information is, as applicable, in respect of 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.

The "Pro forma including acquisitions" financial information has not been independently audited or reviewed. Financial information denoted as, or in columns headed, "Mar 21", "Mar 22", "Mar 23", "Sep 20", "Sep 21", "Sep 22" is, for each respective month and unless otherwise specified, point in time information which is calculated as at the last day of that month. Such point in time financial information, except for the "Mar 21", "Mar 22", "Sep 21", "Sep 22", and "Mar 23" balance sheets, has not been independently audited or reviewed.

ACV is calculated using an average exchange rate to US\$ over a 1-month period ending on the effective calculation date. ACV calculated on a "constant currency" or "(CC)" basis is calculated using an average exchange rate to US\$ over a 1-month period ending on March 31, 2022. A reference to ACV growth and ACV (YoY) growth (including on a constant currency basis) for a relevant year is, unless otherwise specified, a reference to, respectively: (i) ACV calculated as at September 30 or March 31 of that year, or any other specified date; and (ii) the quotient of (x) the ACV calculated as at the relevant date for that year; divided by (y) the ACV calculated as at the date which is 12-months earlier than the date in (x), expressed as a percentage.

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, underlying EBITDA, Gross Margin, Contribution Margin, free cash flow, Annualized Contract Value (ACV), ACV Churn, Lifetime Duration (LTD), and Future Revenue Under Contract (FRUC). These measures are provided to assist in understanding Catapult's financial performance. They have not been independently audited or reviewed, and should not be considered an indication of, or an alternative to, IFRS measures. Financial information attributed to a segment in the FY23 Full Year Financial Report may be presented in a different classification, or split between one or more classifications, in the FY23 Review.

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.

This document is dated June 30, 2023.

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In this document, the terms 'Catapult', the 'Company', the 'Group', 'our business', 'organisation', 'we', 'us', 'our' and 'ourselves' refer to Catapult Group International Ltd and, except where the context otherwise requires, its subsidiaries. All references to \$ or dollars in this document are to US dollars unless otherwise stated.

# FY23 KEY FINANCIAL HIGHLIGHTS

## ON PLAN TO BE FCF+ IN FY24

- H2 US\$2.2M EBITDA on US\$42.8M Revenue
- H2 Gross margin rebounded to 81% from 71%
- Variable costs lowered by US\$8.3M\* in H2
- Fixed costs lowered by US\$3.6M\* in H2
- Operating cashflow +40% YoY to US\$3.7M

## HIGH SAAS GROWTH

- SaaS Revenue +21.8% YoY (CC)
- Record H2 sales; FY23 ACV +20.2% YoY (CC)
- P&H (Wearables) ACV +28% YoY (CC)
- T&C (Video) accelerated in new markets
- Incredibly low ACV Churn of 3.8%

\*Excludes Non-Cash components

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**IMPORTANT NOTES:** ACV, ACV growth and ACV churn financial information in this slide has not been independently audited or reviewed, does not form part of Catapult's FY23 financial results, and has been calculated as at March 31, 2023. Any financial information denoted as "constant currency" or "(CC)" is translated to US\$ using a 1-month average exchange rate ending on March 31, 2022. See page 2 for information regarding non-IFRS measures and pro forma financial information in this document, along with their purpose, method of preparation and whether they have been independently audited or reviewed. See page 2 for an explanation of ACV financial information denoted as being on a "constant currency" or "CC" basis. Commentary is for the 12-month period ended March 31, 2023 unless otherwise specified.

# FY23 KEY BUSINESS HIGHLIGHTS

## UNIQUE CUSTOMER WINS

- Expanded NRL and NRLW agreement
- XFL League Wide Deal
- McLaren F1
- FC St. Pauli
- Princeton University

## NEW PRODUCT RELEASES

- Vector T7 for indoor sports
- Smart American Football with wireless charging
- Wearable/Video integration for Basketball and Ice Hockey
- New live features for athlete monitoring
- New Vest with integrated HR for female athletes

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# CHAIRMAN'S LETTER

Dear Shareholders,

On behalf of your Board of Directors, it is our pleasure to share with you the Catapult Group International Ltd Annual Report for the financial year ended March 31, 2023 (FY23).

FY23 was another impressive year for Catapult. The Company delivered an excellent result, particularly in the second half of the financial year. Our consistent history of high ACV growth, strong gross margins and recent cost reductions indicate that we are on the path to becoming a profitable company.

The Board was delighted with our continued progress in the following 3 key areas.

First, we are heading towards generating positive Free Cash Flow in FY24. This confidence was built because we were able to significantly reduce costs while maintaining the high growth rate of our SaaS business, as evidenced by its 22% strong growth in SaaS revenue.

Despite the reduction of costs, we recorded a significant increase in H2 sales and Annual Contract Values (ACV) while maintaining low churn, demonstrating world-class customer retention and loyalty.

Second, due to our fixed cost base (G&A and R&D) now being established to support the business at scale, Catapult has entered a new phase of profitable growth. As we exit our growth investment phase, we anticipate that every additional \$1 of revenue should generate a profit margin of approximately 30% or more. Positively, early signs of this new phase of profitable growth were evidenced in the second half, with US\$15.4 million improvement in EBITDA.

Lastly, the Company's SaaS growth strategy of 'landing with wearables' and 'expanding with video' is working as anticipated.

In FY23, our Performance & Health Vertical (P&H) ACV increased by 28%. Our legacy video solution ACV grew by 7% during the financial year, while our new video solution grew by 27.5%.



DR. ADIR  
SHIFFMAN  
EXECUTIVE  
CHAIRMAN

We are thrilled to see how far our video platform has progressed in preparation for the upcoming sales seasons in the US and Europe, with promising products available for football, ice hockey, soccer, basketball, rugby, and motorsports.

In December 2022, the Company expanded its debt facility with its existing debt provider, Western Alliance Bank, for an upsized US\$20M revolving facility. The facility increased the Company's cash reserves on improved commercial terms from its previous facility. The facility is consistent with Catapult's previous remarks that it is fully funded to reach Free Cash Flow positivity in FY24 and does not anticipate any additional equity funding.

Catapult's major FY23 financial and operating highlights included:

- H2 EBITDA of US\$2.2M, a US\$15.4M improvement from H1
- H2 Gross margin rebounded to 81% from 71% in H1
- Costs to operate the business dropped US\$11.9M in H2 from H1
- Operating cashflow +40% YoY to US\$3.7M
- SaaS Revenue +21.8% YoY (CC), contributing to a total revenue of US\$84.4M
- Record H2 sales; FY23 ACV +20.2% YoY to US\$76.8M (CC)
- ACV Churn at record low rates of 3.8%
- Performance & Health Vertical (P&H) ACV grew 28% YoY (CC)

**Looking ahead to FY24, Catapult aims to deliver on its strategic priorities with a focus on cash generation.**

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# CHAIRMAN'S LETTER

## OUTLOOK

Looking ahead to FY24, Catapult aims to deliver on its strategic priorities with a focus on cash generation.

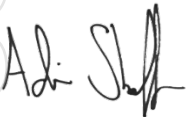
The Company expects:

- ACV growth to remain strong with low churn
- continued improvement in cost margins towards its long-term targets
- to be Free Cash Flow positive in FY24 without the need to raise equity capital

As always, I am grateful for the continued commitment and guidance of the Board, and the Executive team. And a very special thanks to our employees around the world - your dedication and teamwork contributed greatly to the Company's progress.

Finally, the Board wishes to express its appreciation to the athletes, teams, and shareholders for their endless support in the past year. Thank you everyone for your passion, hardwork and loyalty, none of this would be possible without you.

Regards



**Dr Adir Shiffman**  
Executive Chairman

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# CEO'S LETTER

Dear Shareholders,

Catapult has positioned itself to deliver on our Rule of 40 focus. This financial year, the Company delivered another excellent result, proving once again that Catapult is the global leader in the sports performance technology industry.

Catapult achieved great results during the second half of FY23. We returned the business to be EBITDA positive, an improvement of more than US\$15M. We were able to significantly reduce expenses by US\$11.9M and maintain growth, as ACV growth in our largest vertical, Performance & Health (P&H) expanded to 28% during the year. Our SaaS revenue increased by 22% contributing to a total revenue of US\$84.4M. We also maintained a low churn rate of 3.8%, showing how valuable our solutions are to our customers.

I am confident that our cost margins will continue to improve as a result of our revised investment plans, and the Company will return to Positive Free Cash flow in FY24.

As I mentioned at the FY23 result, we have reached an inflection point. Catapult is in a new phase of profitable growth and by exiting our growth investment phase, we anticipate that every additional \$1 of revenue should generate a profit margin of approximately 30% or more. This is because our fixed costs base has been established to support the business at scale, with additional leverage available as variable costs improve towards long-term margin targets.

The Board and Management have committed to focusing the Company's core activities on high-growth SaaS revenue streams. We are showing accelerated results for our SaaS growth strategy of landing with wearables and expanding with video solutions. Annualized Contract Values for our new video solutions are showing high growth rates similar to our wearables. We are further excited to see the progress made in our video platform for the coming sales seasons in the US and Europe. We added several features that will positively impact our customers' workflows by saving them time while giving them new insights. The early sales success in the EMEA and APAC regions, where we don't have a well-established subscription base for video solutions, is very encouraging for FY24.



WILL LOPES  
CHIEF  
EXECUTIVE  
OFFICER

Catapult's customer team base increased to more than 3,800 in FY23, up around 400 teams in the year, following the introduction of new solutions within the financial year.

Product launches in FY23 included:

- A new wearable device, Vector T7, for indoor sports
- A Smart American Football with wireless charging
- Wearable/Video integration for Basketball and Ice Hockey
- New live features for athlete monitoring
- New Vest with integrated HR for female athletes

Despite growth in our customer base, our average customer lifetime duration lengthened to over 6 years. Cross-selling accelerated the number of customers buying products from 2 or more verticals in Catapult's platform and now 9.5% of the Company's customers are multi-vertical customers.

The Company had notable new deals in FY23, including expanded League Wide Deals (LWD) with the NRL and NRLW, and the XFL, along with new signings of iconic logos such as McLaren F1, FC St. Pauli, and Princeton University. These exciting new deals reflect the depth of organic growth opportunities as well as the resilience of sport in a recessionary period.

Catapult's focus remains integrating video and wearable solutions, and we're proud to have been the first to bring that technology to teams around the world.

During the year, the Company announced an executive transition. Our former CFO, Hayden Stockdale, stepped down from the role. He was a key member of the executive leadership team since 2020 and was instrumental in transforming the business to higher SaaS growth and maturity. Again, the Board and I thank Hayden for his outstanding contributions to the Company and wish him all the best in his future endeavours.

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# CEO'S LETTER

“ Our primary goal is to deliver on our strategic priorities with a focus on cash generation while preserving growth opportunities in the medium/long term. ”

The Company welcomed the appointment of our new CFO, Bob Cruickshank, in April 2023. Bob has more than 25 years' experience at public and private companies, high-growth start-ups, and mature-stage U.S.-based technology companies. Prior to Catapult, he served in executive roles at Astadia, ezCater, Amazon Robotics (formerly Kiva Systems), and Aspen Technology, after a successful public accounting career at Arthur Andersen. He is currently based in Boston having been CFO for Astadia Inc. since 2021. Bob's track record of leadership and operational execution ideally positions him to further advance our strategy at Catapult. His previous successes as a CFO means he will be an invaluable addition to Catapult's leadership team.

Our primary goal is to deliver on our strategic priorities with a focus on cash generation while preserving growth opportunities in the medium/long

term. I am excited to see how the above achievements, combined with the Company's strong balance sheet, will enable Catapult to continue to benefit from the fast-growing sports technology market.

Finally, thank you to the Board for their ongoing support and advice. My overwhelming gratitude to all our customers, shareholders, and employees. I look forward to the year ahead with optimism.

Regards,



**Will Lopes**  
Chief Executive Officer

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# FY23 REVIEW OF OPERATIONS

# REVIEW OF OPERATIONS

## OUR VISION

### UNLEASH THE POTENTIAL OF EVERY TEAM AND ATHLETE ON EARTH

Catapult's vision is to unleash the potential of every league, athlete, and team on Earth by creating a platform of solutions that teams and athletes worldwide can use to improve and reach their maximum performance.

## COMPANY STRATEGY

### DELIVER THE MOST COMPREHENSIVE AND INSIGHTFUL SET OF PERFORMANCE METRICS FOR SPORTS

Catapult's focus and strategy is further illustrated below.

#### CONTEXTUALIZE DATA

Contextualize data within coaching solutions (where decisions-makers spend time)



#### APPLY DATA SCIENCE

Apply data science to create unique differentiating insights to drive market expansion



#### FOUNDATION FOR SCALE

Provide the foundation to take these insights into the Prosumer segment



## UNLEASH POTENTIAL

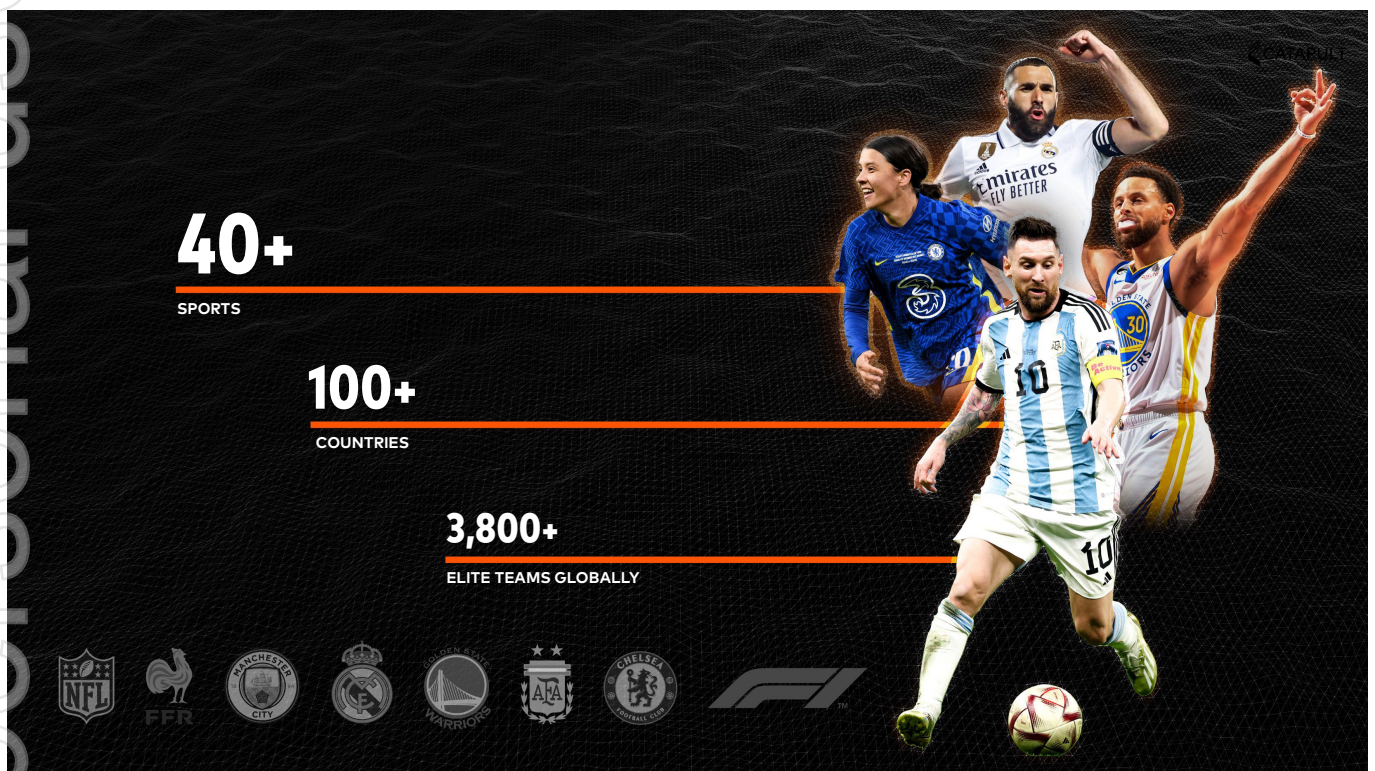
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# REVIEW OF OPERATIONS

## WE ARE THE STANDARD FOR PROFESSIONAL SPORTS

The successful execution of this strategy sees Catapult continuing to be the global performance technology leader in elite sports. The Company's global scale and rapidly expanding customer base became further evident during FY23. Catapult now works with more than 3,800 elite teams, across over 40 different sports in more than 100 countries.



The Company had notable new deals in FY23, including an expanded League Wide Deal (LWD) with the NRL and NRLW, a LWD agreement with the XFL, and many new signings including iconic logos such as McLaren F1, FC St. Pauli, and Princeton University.

FY23 was another successful year for Catapult. Catapult continued to deliver strong progress against key SaaS metrics, demonstrating the leverage that the SaaS model has created. High ACV (Annual Contract Value) growth, strong gross margins, and recent cost reductions indicate future revenue and profit growth.

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# REVIEW OF OPERATIONS

## SAAS IS KEY TO OUR GROWTH

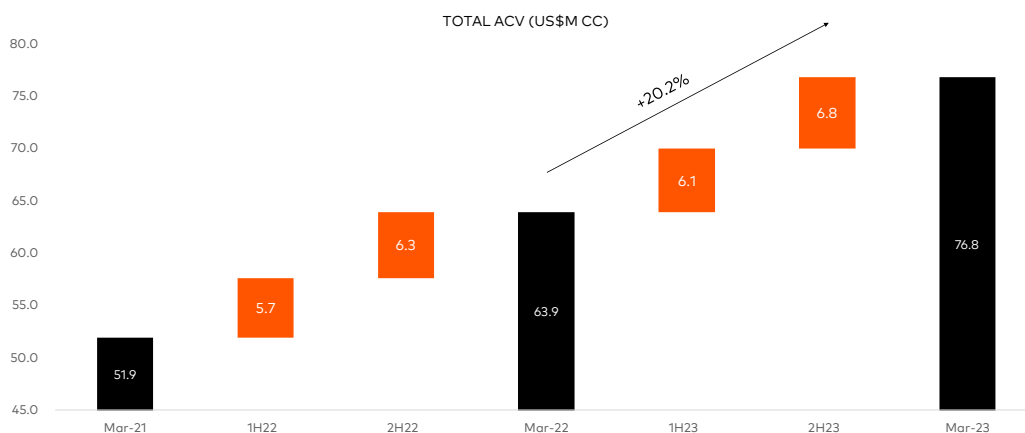
Catapult strongly believes that SaaS is the key to revenue growth and its main focus is to accelerate the business by continuously surrounding its customers with value-adding SaaS products.

	VERTICAL	FY23 ACV	FY23 GROWTH (CC)	GROSS MARGIN*	DYNAMICS
SaaS	P&H (Wearables)	\$47.0	28%	>70%	<ul style="list-style-type: none"> <li>Customer relationships begin here (Land strategy)</li> <li>High-growth (+30% CAGR last 3 years)</li> <li>Massive greenfield opportunities (Pro &amp; Prosumer)</li> </ul>
	T&C (Video)	\$23.9	11%	>90%	<ul style="list-style-type: none"> <li>Cross sell focus capitalizing on P&amp;H (Expand strategy)</li> <li>Attractive economics (avg. ACV ~2X P&amp;H)</li> <li>Catapult's Pro teams' penetration &lt;3%</li> </ul>
Non-SaaS	Media & Others	\$12.8**	0%	~50%	<ul style="list-style-type: none"> <li>Highly recurring revenue</li> <li>Profitable verticals built on top of SaaS technology</li> <li>Long-term potential (Scouting, NCAA NIL, NFT, Fan Engagement)</li> </ul>
<b>TOTAL RECURRING REVENUE</b>		<b>US\$83.7M</b>			

\* Indicative Gross Margin  
\*\* Media revenue is recurring but is not classified as ACV

## RECORD SAAS SALES DURING THE SECOND HALF

ACV was up 20.2% to US\$76.8M. This follows a record second half of US\$6.8M in ACV growth. The Performance & Health (P&H), one of the two main verticals and includes the Company's wearables products, delivered high growth of 28% to US\$49.9M of ACV. While the Tactical & Coaching (T&C) vertical, which includes the Company's video solutions, had global ACV growth of 11%.



ACV is on a constant currency basis and pro forma including acquisitions.

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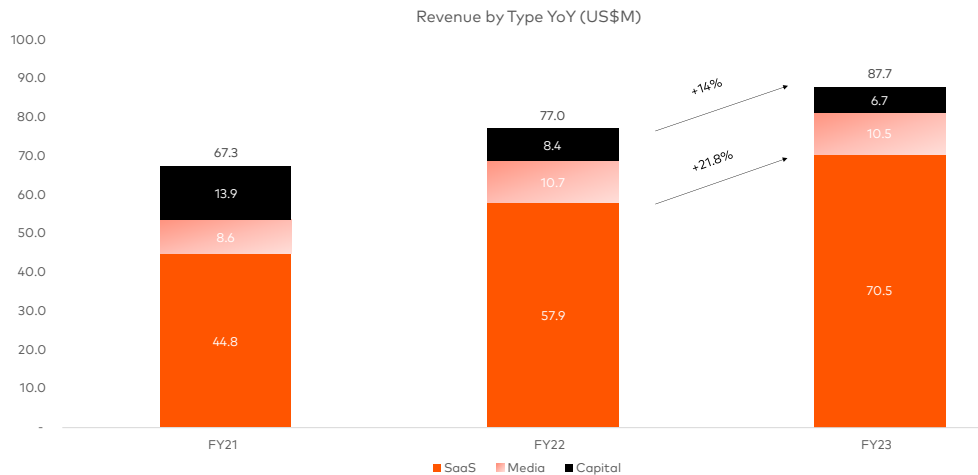
**IMPORTANT NOTES:** ACV denoted as "Mar 21", "Mar 22", "Mar 23" in the chart above has been calculated as at March 31, and the differential components in that chart have been calculated using the relevant ACV as at September 30 of the relevant year. ACV financial information related to "Mar 21" in the chart above is pro forma and calculated on the basis that the Company acquired all relevant acquired entities on April 1, 2018. All ACV and ACV growth financial information on this page has not been independently audited or reviewed, does not form part of Catapult's FY23 financial results, and has been calculated as at March 31, 2023. Any financial information denoted as "constant currency" or "(CC)" is translated to US\$ using a 1-month average exchange rate ending on March 31, 2022. See page 2 for further information regarding (i) constant currency; and (ii) non-IFRS measures and pro forma financial information, their purpose, method of preparation and whether they have been independently audited or reviewed. Commentary is for the 12-month period ended March 31, 2023 unless otherwise specified.

# REVIEW OF OPERATIONS

## SAAS REVENUE CONTINUES TO OUTPACE OVERALL REVENUE GROWTH

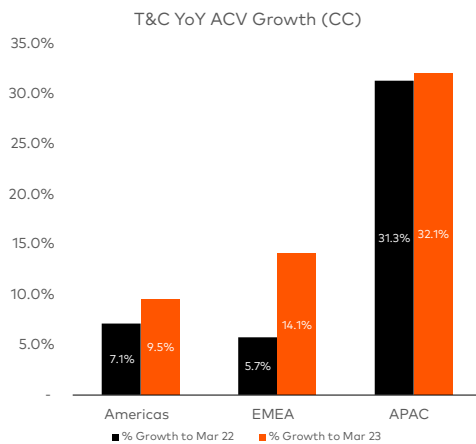
Catapult's SaaS revenue increased 21.8% to US\$70.5M. Subscription revenue, comprising SaaS revenue and recurring media revenue, is now 92% of Catapult's total revenue, highlighting the high quality of Catapult's transformed business model.

Total revenue in FY23 was US\$84.4M, up 10% or 14%. Revenue growth was attributed to SaaS revenue growth, capital revenue down 20% (as the Company fully transitioned to SaaS), and Media & Other revenue staying relatively flat.



Revenue for FY23 is on a constant currency basis.

## T&C SAAS SALES ACCELEARTED RAPIDLY IN NEW MARKETS



ACV is on a constant currency basis and pro forma including acquisitions.

Catapult's new video solution, Tactics & Coaching (T&C) has accelerated rapidly in new markets as early sales success was seen in the EMEA and APAC regions and is anticipating progress for the coming sales season in the US and Europe.

Features were added to positively impact customers' workflows, saving them time while giving them new insights.

**IMPORTANT NOTES:** In the first chart above, the revenue (i) for FY23 is "constant currency" or "(CC)" (and growth calculations relating to the same) and is revenue recognized in each month of that period translated to US\$ using a 1-month average exchange rate ending on the date which is 12-months prior to the end of that month; and (ii) for FY21 is pro forma solely to enable a comparison between the 12-month FY22 and FY23 and the combined audited financial statements for the nine-month period ended March 31, 2021 and the unaudited management accounts for the three-month period ending June 30, 2020.

In the second chart above, ACV denoted as "Mar 21", "Mar 22", "Mar 23" (and growth calculations relating to the same) (i) has been calculated as at March 31 of the relevant year and using the methodology further described on page 2; and (ii) is on a constant currency basis and translated to US\$ using a 1-month average exchange rate ending on March 31, 2022; Such ACV financial information related to "Mar 21" is pro forma and calculated on the basis that the Company acquired all relevant acquired entities on April 1, 2018.

The revenue in the first chart above, the ACV in the second chart above, and growth calculations relating to the same, have not been independently audited or reviewed, and does not form part of Catapult's FY23 financial results. See page 2 for further information regarding (i) constant currency; and (ii) non-IFRS measures and pro forma financial information, their purpose, method of preparation and whether they have been independently audited or reviewed. Commentary is for the 12-month period ended March 31, 2023 unless otherwise specified.

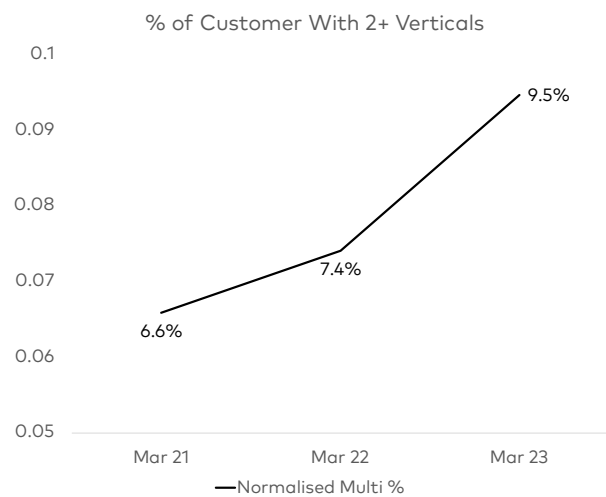
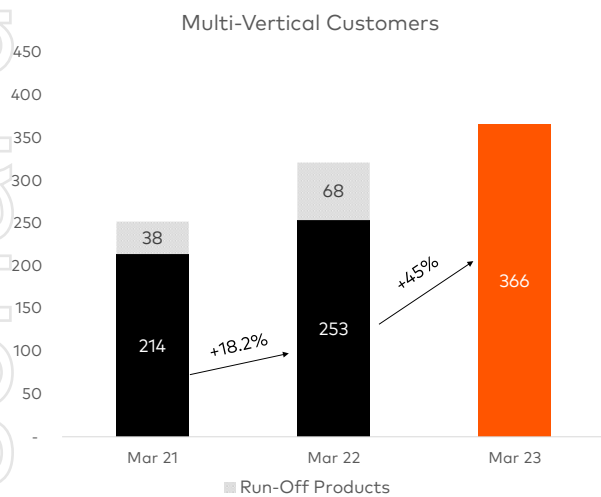


# REVIEW OF OPERATIONS

## STRONG GROWTH IN CROSS-SELLING AND LOW CHURN

Sales growth for the products generated from the 2021 acquisition of SBG was up to 27%. Multi-vertical customers grew 10%, indicating success with cross sell. Consistent low ACV Churn rate of 3.8% proves great value of the Company's products and services.

Average customer lifetime duration lengthened to over 6 years while Average ACV of Pro Customers increased by 7%.



Run-off Products are products no longer supported by Catapult that are at end-of-life (includes AMS and Vision solutions).

## ACCELERATED ROLL-OUT OF NEW PRODUCTS

Catapult invested US\$16.2M in R&D during FY23, representing 19% of revenue. This investment contributed to an accelerating roll-out of new products and solution enhancements which are expected to deliver future revenue growth.

Product launches in FY23 included:

- A new wearable device, Vector T7, for indoor sports
- A Smart American Football with wireless charging
- Wearable/Video integration for Basketball and Ice Hockey
- New live features for athlete monitoring
- New Vest with integrated HR for female athletes

**FORWARD-LOOKING STATEMENTS:** This page 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 this Annual Report. Subject to law, Catapult assumes no obligation to update, review or revise any information in this document.

**IMPORTANT NOTES:** The information in the charts above has not been independently audited or reviewed, does not form part of Catapult's FY23 financial results, and has been calculated as at March 31, 2023. See page 2 for further information regarding non-IFRS measures and pro forma financial information, their purpose, method of preparation and whether they have been independently audited or reviewed. Commentary is for the 12-month period ended March 31, 2023 unless otherwise specified.

# REVIEW OF OPERATIONS

## IMPROVED FINANCIAL POSITION AND PATH TO GENERATING CASH

In September 2022, Catapult announced a reprioritization of its accelerated investment program.

In H2 FY23, variable costs improved by US\$8.3M while fixed costs improved by US\$3.6M. These Performance & Health Vertical (P&H) savings, along with a record half-year of sales, resulted in dramatic margin improvements. Contribution profit improved by US\$9.5M and contributed to a positive EBITDA result in H2 of US\$2.2M. FY23 EBITDA loss of US\$11.0M was a 22.8% improvement on FY22.

In December 2022, the Company expanded its debt facility with its existing debt provider, Western Alliance Bank, for an upsized US\$20M (A\$31M) revolving facility. The facility increased the Company's cash reserves on improved commercial terms from its previous facility. The facility is consistent with Catapult's previous remarks that it is fully funded to reach Free Cash Flow positivity in FY24 and does not anticipate any additional equity funding.

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# REPORT OF THE DIRECTORS AND THE FINANCIAL REPORT



  
CATAPULT

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In this Financial report, the terms 'Catapult', the 'Company', the 'Group', 'our business', 'organization', 'we', 'us', 'our' and 'ourselves' refer to Catapult Group International Ltd and, except where the context otherwise requires, its subsidiaries. All references to \$ or dollars in this Financial report are to US dollars unless otherwise stated.

# OPERATING AND FINANCIAL REVIEW

This operating and financial review (the 'OFR') is designed to assist shareholders to make an informed assessment of Catapult's operations, financial position, business strategies, and prospects for future financial years. The OFR forms part of the Directors' Report and supplements, complements, and should be read together with, the financial report sections of this document that commence on page 48.

While Catapult's results are reported under IFRS, the OFR also includes non-IFRS information such as EBITDA, underlying EBITDA, Gross Margin, Contribution Margin, free cash flow, Annualized Contract Value (ACV), ACV Churn, and Lifetime Duration (LTD). See, in particular, the Key Performance Metrics section below.

The Board considers that the included non-IFRS metrics are necessary for shareholders to understand Catapult's financial performance given that it is a Software-as-a-Service ('SaaS') business. The non-IFRS information has not been independently audited or reviewed, and should not be considered an indication of, or an alternative to, IFRS measures.

## KEY PERFORMANCE METRICS

The Company measures its performance through the achievement of a number of principal SaaS metrics, and is pleased to report the following movements in all of these metrics:

METRIC	As at Mar 31, 2023	As at Mar 31, 2022	Change %
	US\$'000	US\$'000	
ACV(i)	73.4	63.9	14.9%
ACV churn(ii)	3.8%	3.4%	11.8%
Lifetime duration (LTD)(iii)	6.0	5.8	3.4%
Multi-vertical customers(iv)	366	321	14.0%

The numbers in the table above are non-IFRS and unaudited and have been provided for information purposes only. The non-IFRS metrics in the table above are defined as follows:

- (i) ACV refers to Annualized Contract Value, being the annualized value of contracted subscription revenue in effect at a particular date.
- (ii) ACV churn is the reduction in ACV from the loss of customers over a period, expressed as an annualized percentage of opening ACV.
- (iii) LTD is the weighted average length of time a customer has been continuously with the Company, weighted by customers' current ACVs.
- (iv) Multi-vertical customers are customers that use a product from more than one of the Group's verticals.

# OPERATING AND FINANCIAL REVIEW

## SUMMARY OF FINANCIAL RESULTS

US\$'000	FY23	FY22	Change	% Change
Revenue	84,360	77,013	7,347	9.5%
Cost of goods sold	20,534	19,607	927	4.7%
<b>Gross Profit</b>	<b>63,826</b>	<b>57,406</b>	<b>6,420</b>	<b>11.2%</b>
<b>Gross Margin</b>	<b>75.7%</b>	<b>74.5%</b>	<b>1.1%</b>	<b>1.5%</b>
<b>Variable Costs</b>	<b>26,210</b>	<b>23,701</b>	<b>2,509</b>	<b>10.6%</b>
Employee	20,925	18,603	2,322	12.5%
Other	5,285	5,098	187	3.7%
<b>Contribution Profit</b>	<b>37,616</b>	<b>33,705</b>	<b>3,911</b>	<b>11.6%</b>
<b>Contribution Margin</b>	<b>44.6%</b>	<b>43.8%</b>	<b>0.8%</b>	<b>1.9%</b>
Other Income	1,186	1,761	(575)	-32.7%
<b>Fixed Costs</b>	<b>49,816</b>	<b>49,735</b>	<b>81</b>	<b>0.2%</b>
Fixed Staff Costs	43,710	41,212	2,498	6.1%
Capitalized Development	(16,215)	(13,316)	(2,899)	-21.8%
SBG Share-Based Purchase Consideration	6,915	8,269	(1,355)	-16.4%
Other Fixed Costs	15,407	13,570	1,838	13.5%
<b>EBITDA</b>	<b>(11,015)</b>	<b>(14,270)</b>	<b>3,255</b>	<b>22.8%</b>
<b>EBITDA Margin %</b>	<b>-13.1%</b>	<b>-18.5%</b>	<b>5.5%</b>	<b>29.5%</b>
Depreciation & Amortization	20,596	18,581	2,016	10.8%
Earnings Before Interest and Tax (EBIT)	(31,611)	(32,850)	1,239	3.8%
Net Profit after Tax (NPAT)	(31,484)	(32,187)	703	2.2%
<b>UNDERLYING EBITDA</b>	<b>(3,159)</b>	<b>(5,835)</b>	<b>2,676</b>	<b>45.9%</b>
<b>UNDERLYING EBITDA Margin %</b>	<b>-3.7%</b>	<b>-7.6%</b>	<b>3.8%</b>	<b>50.6%</b>

## FINANCIAL AND OPERATING PERFORMANCE

- Subscription revenue for FY23 was 92.0% (FY22: 89.1%) of total revenue, as the Company continues to grow from one-time capital deals to higher quality and higher margin subscription deals.
- The Company is well positioned with \$16,225k of cash at bank as at March 31, 2023 (FY22: \$26,108k).
- The Company made the decision to reduce its accelerated growth investment in a number of areas, including both employee expenses and general overhead. Specifically, Catapult reprioritized its investment to concentrate in its key product verticals which continue to be the core growth engine.
- The Company expanded its league-wide deal with the NRL, for its performance technology to be used by all 16 NRL and all 6 NRLW teams as well as Australia's national teams and match officials.
- The Company extended its GameTracker video technology into NBA basketball, enabling every performance dataset, including wearables, to be connected to multi-angle video, with seamless collaboration across departments from anywhere.
- The Company further extended its GameTracker video suite to all basketball teams, enabling them to automate complex tasks that previously required manual post-game analysis, saving them critical time.
- The Company launched new live athlete monitoring features within its Vector product, to unlock real-time insights that allow for faster decisions and easier workflows for teams and coaches.



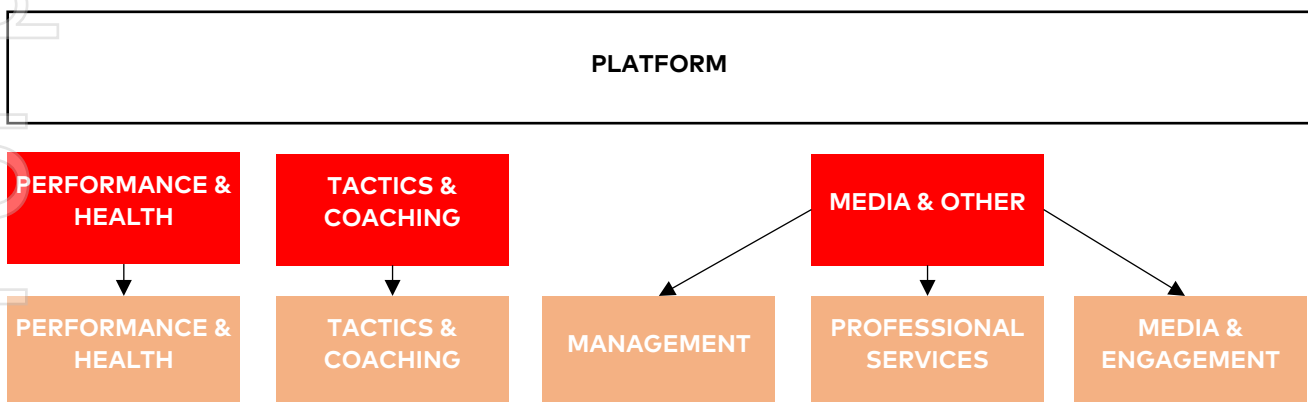
# OPERATING AND FINANCIAL REVIEW

- The Company launched its GameTracker technology into the sport of Ice Hockey, where its global ACV has grown 7x in the last five years, and its video solutions are trusted by teams around the world, including a league-wide agreement with the NHL.
- The Company announced its plans for an accelerated return to positive free cash flow<sup>1</sup>, which is now expected to be achieved in FY24. This included a decision to reduce the previously announced Accelerated Growth investment plan in a number of areas, including both employee expenses and general overhead. As part of this, the Company is reprioritizing its investment to concentrate on its key high-growth and strong-margin product verticals. The reduction in costs will mainly impact more speculative areas.
- The Group finalized an upsized \$20,000k debt facility on improved commercial terms, with its existing financier the US-based Western Alliance Bank, with a maturity date of December 27, 2024. As at March 31, 2023, \$15,747k has been drawn down on the facility.
- An additional 4.55% stake in Science for Sport Limited (SfS), the subscription online sport learning platform, was acquired as a result of a put option exercise for a purchase sum of US\$28k. Put and call options to acquire the remaining 20% of the issued share capital in SfS, which had an original term date of November 9, 2022, have been extended to December 31, 2025. Catapult previously acquired 75.45% of Science for Sport on November 9, 2020.
- In partnership with Energo Corporation (NASDAQ: WATT), a leading developer of RF-based charging for intelligent wireless power networks, the Company built the first smart American football for sports teams with an embedded tracker that can charge wirelessly, providing the data precision that Catapult customers have come to expect from its wearables & video solutions.
- The Company continued its commercial growth in the European market growth projections from the close of FY22 with the addition of many new customers, including AZ Alkmaar (Eredivisie football club), FC St. Pauli (2. Bundesliga football club), and Zebre Parma (Italian Rugby Union team).

## BUSINESS STRATEGIES AND PROSPECTS

Catapult’s vision is to create the platform of solutions for teams and athletes, in order to improve the performance of athletes and teams globally.

Within this platform Catapult has identified five “verticals” of technology solutions across two customer levels.



<sup>1</sup> Free cash flow is defined as net cash from operations minus net cash used in investing activities. This is a non-IFRS number and is unaudited.

# OPERATING AND FINANCIAL REVIEW

During the financial year, the principal activities of the entities within the Group and across the verticals were:

- In the Performance & Health vertical, a range of SaaS tracking technologies that use proprietary algorithms to quantify the load, effort and fatigue levels of athletes enabling them to maximize performance and minimize injury.
- In the Tactics & Coaching vertical, a range of video analysis software that segments game footage, enables instant video manipulation and replay, scouting of upcoming opponents, and more effective tactical and coaching practices and outcomes.
- In the Management vertical, AMS or the 'athlete management system', which is a cloud-based repository for wellness information that teams use to better understand athlete welfare, and an administration tool to plan rostering and the like.
- In the Professional Services vertical, a range of services that maximize the productivity of customers' sports technology, providing them with sports science insights and perspectives to gain a competitive edge.
- In the Media & Engagement vertical, a range of services to manage and monetize the video content assets (i.e., footage) of customers, to drive fan engagement via social media, generate revenue from media licensing, and facilitate talent scouting of athletes.

The Group's wearable and video solution products are provided to elite clients on both a subscription and upfront capital sales basis, with subscription sales forming the vast majority of all sales to elite clients. Catapult is the global leader in wearable tracking technology and analytics solutions for the sports performance market with more than 3,800 teams (FY22: 3,400 teams). Catapult is also a market leader in providing innovative digital and video analytic software solutions to elite sports teams globally.

With major offices in Australia, the United States and the United Kingdom and over 460 staff in 28 countries (FY22: 500 staff in 28 countries), Catapult is a global technology success story that is committed to advancing the way data is used in elite sports.

Based on the expected demand for athlete analytics globally and the continued growth in the Group's sales and marketing platform across key regions, we are optimistic about the long-term growth opportunity.

Furthermore, Catapult has broadened its suite of athlete analytics solutions through organic growth and through acquisitions, resulting in a substantially larger addressable market opportunity across a wider range of customers in both elite and prosumer sporting leagues. Catapult expects to benefit in these and other segments with increasing sales and technical functionality.

## BUSINESS RISK

In executing its growth plans, Catapult is subject to the market, operational and acquisition risks, including those outlined below:

### Pandemic Risks

The COVID-19 crisis has caused significant disruption in sports globally. Despite the trend returning to normalcy, a pandemic, including COVID-19 remains a risk for the Company. A pandemic or resurgence of COVID-19, including through new variants, may cause the closure or disruption of sporting events, reduce customer demand, adversely affect supply chain management, cause people movement disruptions and financial market volatility (including currency markets) and otherwise adversely affect the business. A pandemic may affect the ability of Catapult's customers or suppliers to comply with their obligations under their agreements and influence renewal or subsequent contracting decisions. Catapult continues to assess the impact of COVID-19 on the business and continues to consider ways to mitigate any risks to the Company, including monitoring the impact of Government requirements and health measures on relevant markets, and supporting customers and employees to provide a safe working environment as well as supporting hybrid and remote working.

# OPERATING AND FINANCIAL REVIEW

## Economic Risk

Catapult may be affected by general economic conditions. Changes in the broader economic and financial climate may adversely affect the conduct of Catapult's operations.

In particular, sustained economic downturns in key geographies or sectors (in particular, sports business and consumer sectors), where Catapult is focused may adversely affect its financial performance. Changes in economic factors affecting general business cycles, global health risks such as the pandemic, inflation, legislation, monetary and regulatory policies, the increased level of global uncertainty and volatility associated with the conflict in Ukraine, the imposition of sanctions and export controls, as well as changes to accounting standards, may also affect the performance of Catapult. Additionally, while the US regional banking crisis has not adversely affected Catapult, further US bank or financial institution closures and continued global banking instability may affect Catapult's ability to access cash, cash equivalents, and short and long-term investments, which could have a material adverse effect on Catapult's business and financial condition. Such factors, in addition to other macroeconomic conditions, may adversely affect our customers and suppliers, which could also have a material adverse effect on Catapult's business and financial condition. To help mitigate these risks, Catapult maintains a cash management strategy and continues to monitor its partner financial institutions and key markets. Further, detailed financial oversight allows responsive changes to the business following variations to the economic and financial climate.

## Industry and Competition Risk

Catapult's performance could be adversely affected if existing or new competitors reduce Catapult's market share, or its ability to expand into new market segments. Catapult's existing or new competitors may have substantially greater resources and access to more markets than Catapult. Competitors may succeed in developing new technologies or alternative products which are more innovative, easier to use or more cost effective than those that have been or may be developed by Catapult. This may place pricing pressure on Catapult's product offering and may impact on Catapult's ability to retain existing clients, as well as Catapult's ability to attract new clients. If Catapult cannot compete successfully, Catapult's business, operating results and financial position could be adversely impacted. Catapult mitigates these risks by continually striving for product innovation and development, pursuing strategic partnerships or acquisitions where appropriate, and monitoring competitor and industry activity to provide products that customers need.

## Technology and Hosting Platforms

Catapult relies on third-party hosting providers to maintain continuous operation of its technology platforms, servers and hosting services and the cloud-based environment in which Catapult provides its products. There is a risk that these systems may be adversely affected by various factors such as damage, faulting or aging equipment, power surges or failures, computer viruses, or misuse by staff or contractors. Catapult regularly monitors platform performance to attenuate this risk.

Other factors such as hacking, denial of service attacks, or natural disasters may also adversely affect these systems and cause them to become unavailable. Catapult's development of business continuity and crisis management plans is designed to help mitigate these concerns.

Further, if Catapult's third-party hosting provider ceased to offer its services to Catapult and Catapult was unable to obtain a replacement provider quickly, this could lead to a disruption of service to the Catapult website and cloud infrastructure. This could lead to a loss of revenue while Catapult is unable to provide its services, as well as adversely affecting its reputation. This could have a material adverse effect on Catapult's financial position and performance.

## Cyber Security and Data Breaches

Catapult provides its services through cloud-based and other online platforms. Despite investing in, and developing, our in-house technology capabilities, engaging reputable third-party IT service providers, and educating employees on data security and awareness, hacking or exploitation of any vulnerability on those platforms could lead to loss, theft or corruption of data. This could render Catapult's services unavailable for a period while data is restored. Catapult's services frequently involve processing sensitive personal or corporate confidential information. Such sensitive information could be taken, lost or viewed by unauthorized persons, either maliciously or via administrative or user

# OPERATING AND FINANCIAL REVIEW

error. Such a data breach or other cyber incident could lead to unauthorized disclosure of users' data with associated reputational damage, claims by users, regulatory scrutiny and fines. Although Catapult employs strategies and protections to improve the quality of its administrative processes and global cyber security review, including Audit and Risk Committee risk updates, and ongoing external cyber threat assessments to minimize security breaches and to protect data, these strategies and protections might not be entirely successful. In that event, disruption to Catapult's services could adversely impact on Catapult's revenue, profitability and growth prospects. The loss of client data could have severe impacts on client service, reputation, and the ability for clients to use the products.

## **Manufacturing and Product Quality Risks**

Catapult currently uses third-party manufacturers to produce components of its products. There is no guarantee that these manufacturers will be able to meet the cost, quality and volume requirements that are required to be met for Catapult to remain competitive. Catapult's products must also satisfy certain regulatory and compliance requirements, which may include inspection by regulatory authorities. Failure by Catapult or its suppliers to continuously comply with applicable requirements could result in enforcement action being taken against Catapult. Catapult continues to manage these risks by searching for replacement components, placing component orders well in advance, placing larger orders to increase stock on hand levels, and allowing the business sufficient time to respond to shortages and make necessary changes to manufacturers.

As a manufacturer, importer and supplier of products, product liability risk, faulty products and associated recall are key risks of the Catapult business. While Catapult has product liability insurance, not all claims will be covered by this, and any issues arising from product liability faults may be significant and beyond the protection of Catapult's existing insurance coverage.

## **Foreign Exchange**

Foreign exchange rates are particularly important to Catapult's business, given the significant amount of revenue that Catapult derives outside the United States of America. Catapult's financial statements are presented in US dollars. Adverse movements in foreign currency markets, which are regularly monitored by Catapult, could affect Catapult's profitability and financial position.

## **Development and Commercialization of Intellectual Property**

Catapult relies on its ability to develop and commercialize its intellectual property. A failure to protect, develop and commercialize its intellectual property successfully could lead to a loss of opportunities and adversely impact the operating results and financial position of Catapult. Furthermore, any third party developing superior technology or technology with greater commercial appeal in the fields in which Catapult operates may harm the prospects of Catapult.

Catapult's success depends, in part, on its ability to obtain, maintain and protect its intellectual property, including its patents. Actions taken by Catapult to protect its intellectual property, including regular trademark searches and strategic protection of the register, may not be adequate, complete or enforceable and may not prevent the misappropriation of its intellectual property and proprietary information or deter independent development of similar technologies by others.

The granting of a patent does not guarantee that Catapult's intellectual property is protected and that others will not develop similar technologies that circumvent such patents. There can be no assurance that any patents Catapult owns, controls or licenses, whether now or in the future, will give Catapult commercially significant protection of its intellectual property.

While Catapult regularly monitors unauthorized use of its intellectual property rights, this can be difficult and costly. Catapult may not be able to detect unauthorized use of its intellectual property rights. Changes in laws in Australia and other jurisdictions in which Catapult operates may adversely affect Catapult's intellectual property rights.

Other parties may develop and patent substantially similar or substitute products, processes, or technologies to those used by Catapult, and other parties may allege that Catapult's products incorporate intellectual property rights derived from third parties without their permission. Catapult may be subject to a claim that its current products infringe the intellectual property rights of a third party. Allegations of this kind, if successful, may result in injunctions

# OPERATING AND FINANCIAL REVIEW

being granted against Catapult which could materially affect the operation of Catapult and Catapult's ability to earn revenue, and cause disruption to Catapult's services. The defense and prosecution of intellectual property rights lawsuits, proceedings, and related legal and administrative proceedings are costly and time-consuming, and their outcome is uncertain. In addition to its patent and licensing activities, Catapult also relies on protecting its trade secrets. Actions taken by Catapult to protect its trade secrets may not be adequate and this could erode its competitive advantage in respect of such trade secrets. Further, others may independently develop similar technologies.

## Further Product Development Risk

Catapult has developed its athlete video and tracking technology and software products and continues to invest in further systems and product development.

Catapult cannot be certain that further development of its video and athlete tracking technology, software products, or online sport learning platform will be successful, that development milestones will be achieved, or that Catapult's intellectual property will be developed into further products that are commercially exploitable. There are many risks inherent in the development of technologies and related products, particularly where the products are in the early stages of development. Projects can be delayed or fail to demonstrate any benefit or may cease to be viable for a range of reasons, including scientific and commercial reasons. Catapult seeks to alleviate some of these risks by undertaking customer feedback programs to inform future product development priorities.

## Brand and Reputation Damage

The brand and reputation of Catapult and its individual products are important in retaining and increasing the number of clients that utilize Catapult's technology and products and could prevent Catapult from successfully implementing its business strategy. Any reputational damage or negative publicity surrounding Catapult, or its products could adversely impact on Catapult's business and its future growth and profitability. Catapult's policies and procedures, and the training provided to employees, help to manage these risks.

## Product Liability

Catapult's business exposes it to potential product liability claims related to the manufacturing, marketing and sale of its products. Catapult maintains product liability insurance and regularly reviews the level and scope of such cover to ensure it is appropriate. However, to the extent that a claim is brought against Catapult that is not covered or fully covered by insurance, such a claim could have a material adverse effect on the business, financial position and results of Catapult. Claims, regardless of their merit or potential outcome, may adversely impact Catapult's business and its future growth and profitability.

## Litigation

Catapult may, in the ordinary course of business, be involved in disputes. These disputes could give rise to litigation which may be costly and may adversely affect the operational and financial results of Catapult. Catapult maintains financial oversight to enable responsive changes to spending in the event of such a dispute.

Catapult Sports Inc. is the subject of a patent infringement claim filed by Charles Smith Enterprises, LLC (a non-practising entity) filed before the District Court of Delaware. While the claim involves a current Catapult product, it is not anticipated that this claim will materially affect the operation of Catapult or cause disruption to Catapult's products and services. Catapult Group International Ltd is the subject of a trademark opposition procedure filed before the United States Trademark Trial and Appeal Board (TTAB) by adidas AG in respect of a pending trademark application in the United States. It is not anticipated that this trademark opposition will materially affect the operation of Catapult or cause disruption to Catapult's products and services.

Given the above circumstances, no provisions have been recognized at March 31, 2023 in respect of either matter.

# DIRECTORS' REPORT

The Directors of Catapult Group International Ltd ('Catapult' or the 'Company') present their Report together with the financial statements of the consolidated entity, being the Company and its controlled entities (the 'Group') for the 12-month period ended March 31, 2023 ('FY23' or 'financial year').

## DIRECTOR DETAILS

The following persons were Directors of Catapult Group International Ltd during or since the end of the financial year.

### DR ADIR SHIFFMAN

**MBBS, Medicine**

**Executive Chairman**

*Appointed September 4, 2013*

*Member of Nomination and Remuneration Committee*

*Member of SaaS Scaling Committee*

Dr Adir Shiffman, Executive Chairman of Catapult, has extensive CEO and board experience in the technology sector.

Adir has founded and sold more than half a dozen technology startups, many of which were high growth SaaS (software as a service) businesses. His expertise includes strategic planning, international expansion, mergers and acquisitions, and strategic partnerships.

Adir currently sits on several boards. He is regularly featured in the media in Australia, the US and Europe.

Adir graduated from Monash University with a Bachelor of Medicine and a Bachelor of Surgery. Prior to becoming involved in the technology sector, he practised as a doctor.

*Directorships of listed companies over the past three years:*

None

### MR SHAUN HOLTHOUSE

**B.E. (Hon), Mechanical Engineering, GAICD**

**Founder, Non-Executive Director (previously Chief Executive Officer (CEO) until April 30, 2017)**

Shaun co-founded Catapult in 2006 and served as CEO up until April 30, 2017. During that time, he played a central role in developing Catapult's wearable technology and is the author of many of its patents.

Under his leadership Catapult launched and expanded sales into more than 15 countries - including establishing subsidiaries in the US and UK and becoming the dominant elite wearable company globally.

Shaun was responsible for raising early capital, listing on the ASX, acquiring GPSports, XOS and Kodaplay (Playartek) and developing Catapult's strategy to grow from a wearable only company to building out the technology stack for elite sport and leveraging this into consumer team sports.

Prior to Catapult, Shaun had extensive experience in new technology transitioning into commercial products, including biotechnology, MEMS, fuel cells, and scientific instrumentation.

Shaun holds a Bachelor of Engineering (Hons) from the University of Melbourne and is a graduate member of the Australian Institute of Company Directors. He is the author of numerous patents and patent applications in athlete tracking, analytics and other technologies. He also works as a professional Director as well as providing advisory services for technology start-ups.

*Directorships of listed companies over the past three years:*

None



# DIRECTORS' REPORT

## MR IGOR VAN DE GRIENDT

**B.E. Electrical Engineering**

**Founder, Non-Executive Director**

*Member of Audit and Risk Committee*

Mr Igor van de Griendt has served as Chief Operating Officer (COO), Chief Technology Officer (CTO) and as an Executive Director before moving into a Non-Executive Director role in July 2019.

In his capacity as CTO, he was responsible for providing strategic direction and leadership in the development of Catapult's products, both in the analytical and cloud space, as well as with respect to Catapult's various wearable product offerings. Igor also provided guidance and operational support to Catapult's Research & Development (R&D), software and cloud development teams during that time.

Prior to co-founding Catapult, Igor was a Project Manager for the CRC for MicroTechnology which, in collaboration with the Australian Institute of Sport, developed several sensor platforms and technologies ultimately leading to the founding of Catapult.

Prior to joining the CRC for MicroTechnology, Igor ran his own consulting business that provided engineering services for more than 13 years to technology companies such as Redflex Communications Systems (now part of Exelis, NYSE:XLS), Ceramic Fuel Cells (ASX:CFU), Ericsson Australia, Siemens, NEC Australia and Telstra.

Igor holds a Bachelor of Electrical Engineering from Darling Downs Institute of Advanced Education (now University of Southern Queensland). Igor is also the author of numerous patents and patent applications in athlete tracking, and other sensor technologies.

*Directorships of listed companies over the past three years:*

None

## MR JAMES ORLANDO

**BSc, MBA, GAICD**

**Independent Non-Executive Director (previously interim Chief Financial Officer (CFO) from March 25, 2019, until January 28, 2020)**

*Appointed October 24, 2016*

*Chair of Audit and Risk Committee*

*Member of Nomination and Remuneration Committee*

Mr James Orlando has held senior finance positions driving growth and shareholder value in the United States, Asia and Australia. Most recently he was the CFO of Veda Group Ltd (VED.ASX), leading the company through its successful IPO in December 2013.

Before joining Veda, James was the CFO of AAPT where he focused on improving the company's earnings as well as divesting its non-core consumer business.

He also served as the CFO of PowerTEL Ltd, an ASX-listed telecommunications service provider which was sold to Telecom New Zealand in 2007. James also held various international treasury positions at AT&T and Lucent Technologies in the US and Hong Kong including running Lucent's international project and export finance organization.

*Directorships of listed companies over the past three years:*

None

# DIRECTORS' REPORT

## MS MICHELLE GUTHRIE

**BA/Law (Hons)**

***Independent Non-Executive Director***

*Appointed December 1, 2019*

*Chair of Nomination and Remuneration Committee*

*Member of Audit and Risk Committee*

Over the last 25 years, Michelle has held senior management roles at leading media and technology companies in Australia, the UK and Asia, including BSkyB, Star TV and Google. She has extensive experience and expertise in media management, and content development, with deep knowledge of traditional broadcasting, the digital media landscape and the transformation necessary to embrace the digital consumer.

From 2003 to 2007, Michelle was based in Hong Kong as Chief Executive Officer of STAR TV, responsible for pay TV platforms and content development in India, China, Indonesia and across Asia. She then spent several years as an equity adviser and investor for Providence Equity covering Asia Pacific from Hong Kong, before moving to Singapore for a senior role at Google Asia Pacific.

In her role at Google as Managing Director for Agencies, Michelle developed business partnerships with key global advertising agencies.

From 2016 to 2018, Michelle was the Managing Director of the Australian Broadcasting Corporation where she led the transformation of the organization, increasing the efficiency and effectiveness of work across the ABC as well as investing in investigative journalism, regional journalism and innovative Australian content.

Michelle holds a Bachelor of Arts and Law (Honours) from the University of Sydney.

*Directorships of listed companies over the past three years:*

StarHub Ltd (since August 2017), BNK Banking Corporation Limited (since July 2021), and Chair of Mighty Kingdom Ltd (since November 2020).

## MR THOMAS F. BOGAN

**BSBA**

***Independent Non-Executive Director***

*Appointed April 1, 2021*

*Chair of SaaS Scaling Committee*

Mr Thomas Bogan currently serves as a director of several software companies. Until January 2022 Thomas served as Vice Chairman of Workday, a leading provider of enterprise cloud applications for finance and human resources with an annual revenue of over \$6 billion for its most recently completed fiscal year.

Thomas joined Workday in 2018 following its US\$1.5bn acquisition of Adaptive Insights, where he served as CEO. He was also a board member of several public and private software companies including Chairman of Citrix Systems (Nasdaq: CTXS). He was also Chairman of Nasdaq-listed Apptio until its approximate US\$2bn acquisition by Vista Equity Partners in 2019.

Previously, Thomas spent more than five years as a partner at high-profile venture capital fund Greylock Partners, where he focused on enterprise software investments. He also served as president and COO at Rational Software until it was acquired by IBM for US\$2.1bn in 2003, as well as CEO at Avatar Technologies and Pacific Data.

As Chairman of the SaaS Scaling Committee, Thomas supports the board and management with growth-oriented SaaS-model innovations.

*Directorships of listed companies over the past three years:*

Workday, Inc. (since February 2022) and Aspen Technology, Inc. (since May 2022).

# DIRECTORS' REPORT

## COMPANY SECRETARY

Jonathan Garland commenced as Company Secretary on August 12, 2020. Jonathan's career includes extensive ASX-listed general counsel and Company secretarial experience, as well as a wide-ranging international corporate legal background. Jonathan graduated with honours degrees in both Law and Commerce from the University of Melbourne.

## DIRECTORS' MEETINGS

The number of Directors' meetings (including meetings of Committees of Directors) held during the financial year, and the number of meetings attended by each Director, is as follows:

Director's Name	Board Meetings		Audit and Risk Committee		Nomination and Remuneration Committee		SaaS Scaling Committee	
	A	B	A	B	A	B	A	B
Adir Shiffman	10	9	1	1	4	4	4	4
Shaun Holthouse	10	10	-	-	-	-	-	-
Igor van de Griendt	10	10	4	4	-	-	-	-
James Orlando	10	10	4	4	4	4	-	-
Michelle Guthrie	10	10	4	4	4	4	-	-
Thomas Bogan	10	9	-	-	-	-	4	4

Where:

- (i) Column A is the number of meetings the Director was entitled to attend; and
- (ii) Column B is the number of meetings the Director attended.

## PRINCIPAL ACTIVITIES

The principal activities of the Group during the year were the sale of wearables subscriptions, wearable units and hardware, the rendering of software services and content licensing; all related to sports.

## DIVIDENDS

In respect of the current financial year, no dividend has been paid by Catapult Group International Ltd.

# DIRECTORS' REPORT

## UNISSUED SHARES UNDER OPTION AND RIGHTS

Unissued ordinary shares of the Company under option at the date of this report are as follows:

Date Options Granted	Expiry Date	Fair value at Grant Date	Exercise Price of Options	Vesting Date	Number under Options
January 23, 2019	June 30, 2023	A\$0.17	A\$1.42	June 30, 2021	452,000
August 20, 2019	August 31, 2024	A\$0.42	A\$1.26	August 31, 2022	490,000
November 27, 2019	March 24, 2024	A\$1.37	A\$0.78	March 25, 2020	611,112
September 14, 2020	May 31, 2025	A\$0.75	A\$1.30	May 31, 2023	3,541,766
March 31, 2022	May 31, 2025	A\$0.44	A\$1.30	May 31, 2023	82,841
					<b>5,177,719</b>

# DIRECTORS' REPORT

During the financial year ended March 31, 2023, the Company issued 9,089,628 rights as part of the Employee Share Plan.

Unissued ordinary shares of the Company under rights at the date of this report are as follows:

Date Rights Granted	Expiry Date	Fair value at grant Date	Exercise Price of Rights	Vesting Date	Number under Rights
September 14, 2020	May 31, 2023	A\$1.90	A\$0.00	May 31, 2022	21,715
July 1, 2021	June 30, 2023	A\$1.99	A\$0.00	June 30, 2022	528,017
July 1, 2021	June 30, 2025	A\$1.99	A\$0.00	June 30, 2024	1,017,300
September 30, 2021	June 30, 2023	A\$1.93	A\$0.00	June 30, 2022	62,592
September 30, 2021	June 30, 2023	A\$1.93	A\$0.00	June 30, 2022	13,360
September 30, 2021	September 9, 2023	A\$1.93	A\$0.00	September 9, 2022	28,221
September 30, 2021	June 30, 2025	A\$1.93	A\$0.00	June 30, 2024	32,675
December 31, 2021	June 30, 2023	A\$1.55	A\$0.00	June 30, 2022	61,487
December 31, 2021	June 30, 2025	A\$1.55	A\$0.00	June 30, 2024	54,274
March 31, 2022	June 30, 2023	A\$1.45	A\$0.00	June 30, 2022	24,142
June 21, 2022	June 30, 2023	A\$0.83	A\$0.00	June 30, 2022	1,837
July 8, 2022	June 30, 2025	A\$0.90	A\$0.00	June 30, 2024	18,529
July 25, 2022	June 30, 2026	A\$0.95	A\$0.00	June 30, 2025	1,390,400
July 25, 2022	June 30, 2024	A\$0.95	A\$0.00	June 30, 2023	4,868,276
July 31, 2022	June 30, 2024	A\$1.00	A\$0.00	June 30, 2023	385,700
July 31, 2022	June 30, 2026	A\$1.00	A\$0.00	June 30, 2025	413,600
August 2, 2022	June 30, 2024	A\$1.00	A\$0.00	June 30, 2023	212,695
September 30, 2022	June 30, 2024	A\$0.83	A\$0.00	June 30, 2023	181,146
October 7, 2022	September 30, 2024	A\$0.88	A\$0.00	September 30, 2023	37,600
October 7, 2022	September 30, 2026	A\$0.88	A\$0.00	September 30, 2025	24,300
November 1, 2022	September 30, 2024	A\$0.87	A\$0.00	September 30, 2023	133,020
November 1, 2022	September 30, 2026	A\$0.87	A\$0.00	September 30, 2025	39,540
November 30, 2022	June 30, 2023	A\$0.82	A\$0.00	November 30, 2022	5,087
December 6, 2022	September 30, 2024	A\$0.81	A\$0.00	September 30, 2023	39,380
December 12, 2022	September 30, 2024	A\$0.72	A\$0.00	September 30, 2023	4,480
March 27, 2023	September 30, 2026	A\$0.70	A\$0.00	September 30, 2025	50,800
March 31, 2023	December 31, 2026	A\$0.67	A\$0.00	December 31, 2025	9,200
March 31, 2023	December 31, 2024	A\$0.67	A\$0.00	December 31, 2023	30,540
					<b>9,689,913</b>

All options and rights expire on their expiry date. All options and rights are issued in accordance with the CSESP, as approved by shareholders.

# DIRECTORS' REPORT

## SHARES ISSUED DURING OR SINCE THE END OF THE YEAR AS A RESULT OF EXERCISE

During the financial year ended March 31, 2023, the Company transferred to employees 4,085,015 treasury shares as performance rights exercised under the Employee Share Plan. The rights were exercised at an average exercise price of A\$0.00.

## OPERATING AND FINANCIAL REVIEW

The Operating and Financial Review (OFR), which is incorporated by reference into, and forms part of this Directors' Report, is presented separately on page 19.

## REMUNERATION REPORT

The Remuneration Report (audited), which is incorporated by reference into, and forms part of, this Directors' Report, is presented separately on page 35.

## INDEMNITIES GIVEN AND INSURANCE PREMIUMS PAID TO AUDITORS AND OFFICERS

The Company indemnifies Directors, secretaries and executive officers of the Company and its subsidiaries against any liability incurred as a result of them being, or acting in their capacity as, an officer of the Company or a subsidiary, to the maximum extent permitted by law. No payment has been made to indemnify any director, secretary or executive officer of the Company or its subsidiaries during, or since the end of, the financial year.

The Company also maintains a Directors' and Officers' insurance policy which, subject to some exceptions, provides insurance cover to past, present or future officers of the Company and its subsidiaries, including all Directors of the Company. The Company paid an insurance premium for the policy during the year. Details of the amount of the premium paid in respect of insurance policies are not disclosed as such disclosure is prohibited under the terms of the contract.

To the extent permitted by law, the Company has agreed to indemnify Ernst & Young, as part of the terms of its audit engagement agreement, against claims by third parties arising from the audit (for an unspecified amount). No payment has been made to indemnify Ernst & Young during, or since the end of, the financial year.

## NON-AUDIT SERVICES

During FY23, Ernst & Young, the Company's auditors, performed no non-audit services for Company. During FY22, Ernst & Young, the Company's auditors, performed certain other services in addition to their statutory audit duties. The auditors complied with the Board's expectations of meeting the auditor independence requirements of the Corporations Act 2001.

The Board has considered the non-audit services provided during the prior financial year by the auditors. It is satisfied that the provision of those non-audit services during the prior financial year is compatible with, and did not compromise, the auditor independence requirements of the Corporations Act 2001 for the reason the non-audit services do not undermine the general principles relating to auditor independence as set out in APES 110 Code of Ethics for Professional Accountants, as they did not involve reviewing or auditing the auditor's own work, acting in a management or decision-making capacity for the Company, acting as an advocate for the Company or jointly sharing risks and rewards.

Details of the amounts paid to the auditors of the Company and their related practices for audit and non-audit services provided during the financial year are set out in Note 26 to the financial statements.

A copy of the Auditor's Independence Declaration as required under s307C of the Corporations Act 2001, is included on page 34 of this financial report and forms part of this Directors' Report.

## ENVIRONMENTAL LEGISLATION

Catapult's operations are not subject to any particular or significant environmental regulation under a law of the Commonwealth or of a State or Territory in Australia.



# DIRECTORS' REPORT

## PROCEEDINGS ON BEHALF OF THE COMPANY

No person has applied to the Court under section 237 of the Corporations Act 2001 for leave to bring proceedings on behalf of the Company, or to intervene in any proceedings to which the Company is a party, to take responsibility on behalf of the Company for all or part of those proceedings.

## SIGNIFICANT CHANGES IN THE STATE OF AFFAIRS

Other than as set out in the Financial and Operating Performance section of the Operating and Financial Review, there were no significant changes in the state of affairs of the Company during the year.

## EVENTS ARISING SINCE THE END OF THE REPORTING PERIOD


- The Company announced on March 28, 2023 an executive transition with the appointment of a new Chief Financial Officer, Bob Cruickshank, based in the United States. The then-current CFO, Hayden Stockdale, will leave the Company at the end of May 2023 following a handover period that commenced in early April 2023.
- The Company launched a new athlete monitoring solution, the Vector T7, on April 1, 2023. The device is 73% smaller than its predecessor and delivers the most accurate and comprehensive player data in indoor environments, including the Company's proprietary "Basketball Movement Profile."

The Directors are not aware of any matter or circumstance that has arisen since the end of the financial year that, in their opinion, has significantly affected, or may significantly affect in future years, Catapult's operations, the results of those operations or the state of Catapult's affairs.

## ROUNDING OF AMOUNTS

The Company is of a kind referred to in ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191 relating to the 'rounding off' of amounts in the Directors' Report and, in accordance with that instrument, amounts in the Directors' Report have been rounded off to the nearest thousand dollars, or in certain cases, to the nearest dollar.

Signed in accordance with a resolution of the Directors.



**Dr Adir Shiffman**  
Executive Chairman  
May 22, 2023

## IMPORTANT NOTICE

This document including the Directors' Report, Remuneration Report and financial statements, 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.

While Catapult's results are reported under IFRS, this document may also include non-IFRS information (such as Underlying EBITDA, EBITDA, Gross Margin, Contribution Margin, free cash flow, annual recurring revenue (ARR), 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 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.

# AUDITOR'S INDEPENDENCE DECLARATION



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## Auditor's independence declaration to the directors of Catapult Group International Ltd

As lead auditor for the audit of the financial report of Catapult Group International Ltd for the financial year ended 31 March 2023, I declare to the best of my knowledge and belief, there have been:

- a. No contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit;
- b. No contraventions of any applicable code of professional conduct in relation to the audit; and
- c. No non-audit services provided that contravene any applicable code of professional conduct in relation to the audit.

This declaration is in respect of Catapult Group International Ltd and the entities it controlled during the financial year.

Ernst & Young

Ashley Butler  
Partner  
22 May 2023

A member firm of Ernst & Young Global Limited  
Liability limited by a scheme approved under Professional Standards Legislation

# REMUNERATION REPORT (AUDITED)

The Directors of the Company present the Remuneration Report for Non-Executive Directors, Executive Directors, and other Key Management Personnel ('KMP'), prepared in accordance with the Corporations Act 2001 and the Corporations Regulations 2001.

## Overview

The Board's Nomination and Remuneration Committee, which operates in accordance with its charter as approved by the Board, is responsible for determining and reviewing remuneration arrangements for executive management and Directors.

Catapult's remuneration policy emphasizes the Board's desire to align executive remuneration with shareholder interests, attract and retain business critical talent, and preserve cash. The plan outcomes remain aligned with shareholder interests, are reflective of a modern technology company at Catapult's stage of evolution and are consistent with market practice within the key regions Catapult operates within. As such, FY23 executive remuneration arrangements comprised the following components:

- A market competitive remuneration mix consisting of fixed and 'at risk' components. The 'at risk' components consist of STI<sup>(i)</sup> and LTI<sup>(ii)</sup> under a clearly defined framework with a greater emphasis on the 'at risk' component than in previous years;
- Equity-based STI awards that are based on a combination of executive and company performance, allocated on an annual basis using a share price with a 12.5% premium over a 30-day average VWAP prior to June 1, granted on July 1 for vesting over a 12-month period from the grant date. With respect to new starters, different grant dates are applied to the annual assessment; and
- Equity-based LTI awards that are based on a combination of executive and company performance, allocated on an annual basis using a share price with a 62% premium over a 30-day average VWAP prior to June 1, granted on July 1 for vesting over a 36 month period from grant. With respect to new starters different grant dates are applied to the annual assessment.

(i) STI refers to Short Term Incentive

(ii) LTI refers to Long Term Incentive

Note that the Board retains a wide discretion in relation to equity-based awards, including what aspects of corporate and personal performance are assessed in a performance year, what performance KPIs, hurdles, and outcomes are, when and what form rewards are made and vest.

Catapult's target remuneration mix for FY23 was as follows:

Remuneration Mix	Base Salary	STI	LTI	Total Target Remuneration
Will Lopes - CEO	53%	25%	22%	100%
Hayden Stockdale - CFO	57%	17%	26%	100%

The remuneration objectives and structure, including participation and the associated terms and conditions for both the STI and LTI plans are reviewed annually by the Nomination and Remuneration Committee, with recommendations for change put to the full Board for approval as part of regular reviews of Catapult's Remuneration Policy. Variations within the Policy are considered on a case-by-case basis to ensure Catapult retains flexibility in the various international markets in which it operates.

# REMUNERATION REPORT (AUDITED)

## Director Remuneration

The Company introduced a Director Salary Sacrifice Plan during FY23 to align Director remuneration outcomes with shareholders. Plan features are disclosed in this report.

Catapult's remuneration strategy relating specifically to executives during FY23 remained the same as in FY22 and is set out in the following diagram.

### Catapult Executive KMP Remuneration Objectives

Shareholder value creation through equity components	An appropriate balance of 'fixed' and 'at risk' components	Creation of award differentiation to drive performance culture and behaviours	Attract, motivate and retain executive talent required at stage of development
--	--	---	--

### Base Salary and Total Target Remuneration (TTR) <sup>(i)</sup> is set by reference to relevant market benchmarks

Fixed	At Risk	
Base Salary	Short-Term Incentives (STI)	Long-Term Incentives (LTI)
Fixed remuneration is set based on relevant market relativities reflecting responsibilities, performance, qualifications, experience, and geographic location	STI performance outcomes are based on assessments of performance targets appropriate to the specific position and set each performance year.*	LTI performance outcomes are based on assessments of performance targets appropriate to the specific position and set each performance year.*

### Remuneration to be delivered as:

Base salary	Performance Rights, FY23 allocation based on the most recent assessment of performance. A 12 month vesting period is applied.	Performance Rights, FY23 allocation based on the most recent assessment of performance. A 36 month vesting period is applied
-------------	---	--

**(i) TTR refers to the total amount of pay that a role will earn for 100% achievement of expected results. It is intended to be positioned in the 3<sup>rd</sup> quartile when compared to peer groups comprising of similar companies in terms of industry and financial performance.**

\* Note that the Board retains a wide discretion in relation to equity-based awards, including what aspects of corporate and personal performance are assessed in a performance year, what performance KPIs, hurdles, and outcomes are, when and what form rewards are made and vest.

# REMUNERATION REPORT (AUDITED)

## Short-Term Incentive (STI) & Long-Term Incentive (LTI) – FY23

For FY23, executive STI awards were based on the most recent assessment of performance. As FY22's Company Scorecard impacted the legacy STI outcome, the FY23 award opportunities, which under the new plan are granted towards the beginning of the financial year, were based on the most recent assessment of performance. The assessment was made against the business-critical, financially focussed, company-focussed objectives set for the executives. Performance hurdles are set annually to determine and drive executive performance alignment with long-term shareholder interests. The Board applied measurable and controllable objectives which align with strategic objectives and enhance shareholder value. To ensure the grants were aligned with shareholder interests, STI grants were made using a 12.5% premium upon the allocation share price as at June 1, 2022. LTI grants were made using a 62% premium upon the allocation share price as at June 1, 2022.

The Executive Chairman's FY23 STI award continued to be based on the annual Company scorecard. The FY23 Company scorecard included an ACV growth metric target (25% weighting), an EBITDA margin target (25% weighting), and a Free Cash Flow target (50% weighting). The FY23 scorecard achieved an 88% weighted outcome against the target hurdles, as noted above.

Some additional key financial performance measures are highlighted in the following table:

Item	2023	2022	2021	2020	2019
	(12 months)	(12 months)	(9 months)	(12 months)	(12 months)
EPS (US Cents)	(13.4)	(14.8)	(4.6)	(2.7)	(4.9)
Dividends (US cents per share)	-	-	-	-	-
Revenue (US\$'000)	84,360	77,013	50,042	67,678	67,963
Underlying EBITDA*(US\$'000)	(3,197)	(5,835)	3,447	9,423	3,908
EBITDA (US\$'000)	(11,015)	(14,270)	2,208	8,875	2,721
Net loss (US\$'000)	(31,484)	(32,187)	(8,841)	(5,161)	(9,175)
Opening share price (A\$)	1.445	1.890	1.125	1.095	1.225
Closing share price (A\$)	0.665	1.445	1.890	1.125	1.095

\* Underlying EBITDA is operating (loss)/profit, adding back employee share plan costs (excluding Executive share-based remuneration) and severance costs. Included in the 2023 & 2022 adjustment is the SBG acquisition consideration treated as share-based payment expense. Underlying EBITDA is a non-IFRS measure and is unaudited.

\*\* All amounts in the table above are denoted in US Dollars unless otherwise stated.

# REMUNERATION REPORT (AUDITED)

During FY23, the following STI awards are payable by cash:

Name	Total at Risk Amount (\$)	Percentage achieved during the period	STI achieved	STI not achieved
Adir Shiffman – Executive Chairman	137,340	88%	120,859	16,481

During FY23, the following STI awards were granted during the period:

Name	Total at Risk Amount (\$)	Percentage achieved during the period <sup>^</sup>	STI achieved	STI not achieved
Will Lopes – Chief Executive Officer (CEO)	350,000	60.58%	212,046	137,954
Hayden Stockdale – Chief Financial Officer (CFO)	137,340	60.58%	83,212	54,128

During FY23, the following LTI awards were granted during the period:

Name	Total at Risk Amount (\$)	Percentage achieved during the period <sup>^</sup>	LTI achieved	LTI not achieved
Will Lopes – Chief Executive Officer (CEO)	450,000	41.87%	188,399	261,601
Hayden Stockdale – Chief Financial Officer (CFO)	302,148	41.87%	126,523	175,625

<sup>\*</sup> All amounts for Australian-based KMPs translated from Australian Dollars to United States Dollars at an average exchange rate for the period ended March 31, 2023 of 0.6867.

<sup>^</sup> STI and LTI achieved in respect of performance, which remains subject to service until May 31, 2023 for Hayden Stockdale and until June 30, 2023 for STI and June 30, 2025 for LTI for Will Lopes



# REMUNERATION REPORT (AUDITED)

## Short Term Incentive (STI) - FY23

The FY23 awards were made in accordance with the following STI Plan features:

STI criteria	Description
<b>Participants</b>	KMP and other employees as determined by the Board.
<b>STI \$ Value</b>	Individual STI opportunities vary based on remuneration strategy.
<b>Performance Criteria and Weightings</b>	The KPIs consisted of a mix of financial, customer, product and people related objectives, with KPIs weighted more towards financial outcomes.
<b>STI vehicle</b>	The award was made in the form of Performance Rights for executives and cash for the Executive Chairman.
<b>Exercise price</b>	Nil
<b>How much can executives earn?</b>	Executives have a STI opportunity of between 30% and 100% of base salary. The STI opportunity is set each year and will vary at the Company's discretion with consideration of Company and personal performance.
<b>Equity allocation methodology</b>	Where equity was the vehicle, the number of Performance Rights offered to participants was determined based on the STI opportunity and using a premium share price based on 30-day VWAP as at June 1, 2022 + 12.5% CAGR for the period April 1, 2022 to June 30, 2023 (\$1.22 AUD).
<b>STI Vesting Period</b>	A one-year STI vesting period will apply to the FY23 equity awards, with grants made on July 1, 2022 and vesting on June 30, 2023.
<b>Service restriction</b>	Any STI award will be forfeited if the participant terminates their employment before the vesting date. The Board has the discretion to apply discretion to this restriction.
<b>Vesting date</b>	For equity awards, on June 30, 2023, at the end of the vesting period. For cash awards, on or before June 30, 2023, once the STI outcome has been determined.
<b>Clawback</b>	STI awards will be subject to a Clawback and Malus policy that may apply from time to time.
<b>How is it paid?</b>	STI rights are exchanged for Catapult shares.
<b>How is performance measured?</b>	<p>The STI performance measures were chosen as they reflect the core driver's of short-term performance and also provide a framework for delivering sustainable value to the Group, its shareholders and customers. The performance period used is April 1, 2022 to March 31, 2023.</p> <p>The Company scorecard includes an ACV growth metric target (25% weighting), an EBITDA margin target (25% weighting), and a Free Cash Flow target (50% weighting). Non-financial measures included alignment to Company values and reviewing behaviours against these values with a rating applied to each.</p> <p>The vesting of the STI award is determined after the end of the financial year following a review of performance of the year against the STI performance measures by the CEO (and, in the case of the CEO, the Board). The Board approves the final STI award based on the assessment of performance.</p>

# REMUNERATION REPORT (AUDITED)

## Long Term Incentive (LTI) - FY23

The FY23 awards were made in accordance with the following LTI Plan Rules:

LTI criteria	Description
<b>Participants</b>	KMP and other employees as determined by the Board.
<b>LTI \$ Value</b>	Individual LTI opportunities vary based on remuneration strategy.
<b>Performance Criteria and Weightings</b>	The KPIs consisted of a mix of financial, customer, product and people related objectives, with KPIs weighted more towards financial outcomes.
<b>LTI vehicle</b>	The award was made in the form of Performance Rights for executives.
<b>Exercise price</b>	Nil
<b>How much can executives earn?</b>	Executives have a LTI opportunity of between 45% and 100% of base salary. The LTI opportunity is set each year and will vary at the Company's discretion with consideration of Company and personal performance.
<b>Equity allocation methodology</b>	The number of Performance Rights offered to participants was determined based on the LTI opportunity and using a premium share price based on 30-day VWAP as at June 1, 2022 + 17.5% CAGR for the period June 1, 2022 to June 30, 2025 (\$1.77 AUD).
<b>LTI Vesting Period</b>	A 36-month LTI vesting period will apply to the FY23 equity awards, with grants made on July 1, 2022 and vesting on June 30, 2025.
<b>Service restriction</b>	Any LTI award will be forfeited if the participant terminates their employment before the vesting date. The Board has the discretion to apply discretion to this restriction.
<b>Vesting date</b>	For equity awards, on June 30, 2025, at the end of the vesting period.
<b>Clawback</b>	LTI awards will be subject to a Clawback and Malus policy that may apply from time to time.
<b>How is it paid?</b>	LTI rights are exchanged for Catapult shares.
<b>How is performance measured?</b>	<p>The LTI performance measures were chosen as they reflect the core drives of long-term performance and also provide a framework for delivering sustainable value to the Group, its shareholders and customers. The performance period used is April 1, 2022 to March 31, 2023.</p> <p>The FY23 Company scorecard included an ACV growth metric target (25% weighting), an EBITDA margin target (25% weighting), and a Free Cash Flow target (50% weighting). Non-financial measures included alignment to Company values, reviewing behaviours against these values with a rating applied to each.</p> <p>The vesting of the LTI award is determined after the end of the financial year following a review of performance over the year against the LTI performance measures by the CEO (and, in the case of the CEO, the Board). The Board approves the final LTI award based on the assessment of performance.</p>

# REMUNERATION REPORT (AUDITED)

## Director Fee Sacrifice Plan

The Salary Sacrifice Offer is designed to encourage Directors to build their Shareholdings in the Company. It is not intended to be used for the purposes of providing Directors with additional remuneration.

Participation in the Salary Sacrifice Offer by a Director in respect of their annual base fees is voluntary except for the Board has determined that fees paid to Directors in their role as Chairman of a Board Committee will be satisfied by the issue of Rights. Therefore, participation in the Salary Sacrifice Offer by a Director for Chairman Committee fees will be mandatory. The current fee payable for the Chairmen of the SaaS Scaling Committee, Audit & Risk Committee, and the Nomination & Remuneration Committee is \$100,000 AUD, \$40,000 AUD, and \$20,000 AUD, respectively.

The material terms of the Salary Sacrifice Offer are set out below.

<p><b>Amount sacrificed</b></p>	<p><b>Voluntary Component</b></p> <p>Directors may, at their election, sacrifice up to a maximum of 100% of their total pre-tax base annual fees (inclusive of superannuation).</p> <p>There is no minimum amount that a Director must sacrifice in respect of the voluntary component.</p> <p>Directors may only sacrifice fees in relation to "prospective" fees.</p> <p><b>Mandatory Component</b></p> <p>Directors must sacrifice 100% of their pre-tax Chairman Committee fees (inclusive of superannuation).</p>
<p><b>Number of Rights to be granted</b></p>	<p>The maximum number of Rights that may be acquired by Directors depends on:</p> <ul style="list-style-type: none"> <li>• the amount chosen to be sacrificed by a Director;</li> <li>• the amount of a Director's remuneration from time to time;</li> <li>• whether a Director is a Chairman of a Board Committee; and</li> <li>• the Share price at the time when Rights are granted.</li> </ul>
<p><b>Calculation of the number of Rights</b></p>	<p>The number of Rights to be granted will be calculated by reference to a price (the <b>Reference Price</b>), determined as follows:</p> <ul style="list-style-type: none"> <li>• for the period September 1, 2021 to June 30, 2022, the VWAP of the Company's ordinary Shares over the five trading days ending on July 1, 2021;</li> <li>• for the period of July 1, 2022 to August 1, 2022, the VWAP over the five trading days ending on April 1, 2022; and</li> <li>• for each period of July 1 to June 30 within the period of August 2, 2022 to August 20, 2024, the VWAP over the 30 trading days prior to April 1 of the year of the relevant July commencement month.</li> </ul>
<p><b>Opting in and out</b></p>	<p>Each Director may opt-in or opt-out of the Voluntary Component of the Salary Sacrifice Offer in accordance with the terms of the Salary Sacrifice Offer (such opt-in period being, the Opt-in Period). The Opt-in Period for newly appointed Directors may occur at a different time than those for existing Directors.</p> <p>The Opt-in Period specified in a Salary Sacrifice Offer must expire no later than: (i) 60 days after the commencement of the Transition Year or the Following Year (as applicable); and (ii) for newly appointed Directors, 90 days after their commencing office.</p>

# REMUNERATION REPORT (AUDITED)

<b>Timing of grants of Rights</b>	<p>The timing of the grant of Rights is as follows:</p> <ul style="list-style-type: none"> <li>Following the closing of the Opt-in Period for each Director or, where the grant of Rights to a Director is subject to receipt of shareholder approval, the date of the Company's general meeting which approves the grant of the Rights to that Director.</li> </ul>
<b>Structure of Rights</b>	<p>The structure of the Rights is as follows:</p> <ul style="list-style-type: none"> <li>Rights have a 12-month vesting period (i.e., will vest at the end of the 12-month contribution period) subject to meeting a defined service condition; and</li> <li>Rights convert automatically to restricted or unrestricted Securities (per the Director's election) at the vesting date.</li> </ul>
<b>Restriction period on Shares</b>	<p>Shares allocated on vesting of Rights will be subject to trading restrictions on dealing.</p> <p>The restriction period will be until the earlier of:</p> <ul style="list-style-type: none"> <li>the restriction period nominated by the Director (which may be up to 15 years from the grant date for the Rights); or</li> <li>the date the participant ceases to hold office as a Director.</li> </ul>
<b>Exceptions to trading restrictions</b>	<p>The Board may exercise its discretion to release all or part of the restricted Shares on a case-by-case basis in exceptional circumstances (for example, demonstrated financial or personal hardship or other extenuating circumstances).</p>
<b>Retirement and cessation of employment</b>	<p>If a Director ceases office, then unvested Rights vest (pro-rated for time up to the date of cessation of office) and are automatically exercised on the date of cessation. The remaining unvested Rights immediately lapse on cessation of office.</p>
<b>Dividends, capital returns and voting rights</b>	<p>Rights do not carry dividend or voting entitlements. However, as Shares issued or transferred on the vesting of the Rights have been 'earned', participants will be immediately entitled to any dividends and capital returns paid on the Shares and to exercise voting rights attached to any Shares allocated.</p>

# REMUNERATION REPORT (AUDITED)

The relative proportions of remuneration, earned by Executive Directors and KMP during FY23, that are linked to performance and those that are fixed are as follows:

Name	Fixed rem	At risk - STI	At risk - LTI	Fixed rem*	STI	LTI	Salary Sacrifice	Total
<b>Directors</b>								
Adir Shiffman	63%	37%	N/A	205,998	120,859	-	-	326,857
<b>Other Key Management Personnel</b>								
Will Lopes	62%	29%	9%	517,480	243,035	80,492	-	841,007
Hayden Stockdale	61%	21%	18%	291,966	101,652	86,969	-	480,587

\*Fixed rem includes base salary plus other employment benefits including long service leave, health insurance and pension contributions

For FY23, short and long-term incentives were provided exclusively by way of Rights, other than for the Executive Chairman's at-risk STI component, which was provided by way of cash. The percentages disclosed reflect the valuation of remuneration consisting of Rights, based on the value of Rights expensed during the year.

## Service agreements

Remuneration and other terms of employment for the Executive Directors and other Key Management Personnel are formalized in a Service Agreement. The major provisions of agreements with persons occupying such roles as at March 31, 2023 and which relate to remuneration are set out below:

Name	Position	Base Salary	Term of Agreement	Duration of Agreement	Notice Period
Adir Shiffman	Executive Chairman	205,998	Contract	-	1 month
Will Lopes	Chief Executive Officer	450,000	Permanent	-	6 months
Hayden Stockdale	Chief Financial Officer	274,664	Permanent	-	6 months

# REMUNERATION REPORT (AUDITED)

## Details of remuneration

Details of the nature and amount of each element of the remuneration of each KMP of Catapult Group International Ltd are shown in the table below:

### Director and Other Key Management Personnel Remuneration

	Year	Short-term employee benefits			Post-employment benefits	Long-term benefits	Share-based payments (Option and Performance Rights)			Total	Performance-based percentage of remuneration
		Cash salary and fees	Bonus	Other (i)	Pension	Long service leave	STI	LTI	Salary Sacrifice		
		\$	\$	\$	\$	\$	\$	\$	\$	\$	%
<b>Executive Directors</b>											
Adir Shiffman	2023	205,998	120,859	-	-	-	-	-	-	326,857	36.98%
Executive Chairman	2022	221,822	101,580	-	-	-	-	-	-	323,402	31.41%
<b>Non-Executive Directors</b>											
Shaun Holthouse	2023	62,212	-	-	6,454	-	-	-	-	68,666	n/a
	2022	67,295	-	-	6,645	-	-	-	-	73,940	n/a
James Orlando	2023	62,212	-	-	6,454	-	-	-	26,664	95,330	n/a
	2022	78,499	-	-	7,765	-	-	-	12,703	98,968	n/a
Igor van de Griendt	2023	62,212	-	-	6,454	-	-	-	-	68,666	n/a
	2022	67,295	-	-	6,645	-	-	-	-	73,940	n/a
Michelle Guthrie	2023	46,606	-	-	4,894	-	-	-	36,558	88,058	n/a
	2022	41,807	-	-	4,084	-	-	-	34,935	80,825	n/a
Thomas Bogan	2023	-	-	-	-	-	-	-	130,740	130,740	n/a
	2022	67,779	-	-	-	-	-	-	60,344	128,123	n/a
Will Lopes Chief Executive Officer (CEO)	2023	450,000	-	60,103	7,377	-	243,035	80,492	-	841,007	38.47%
	2022	450,000	-	5,573	9,000	-	409,054	335,986	-	1,209,613	61.59%
Hayden Stockdale (ii) Chief Financial Officer (CFO)	2023	274,664	-	(2,145)	17,071	2,376	101,652	86,969	-	480,587	39.25%
	2022	295,763	-	10,109	17,080	392	162,638	119,848	-	605,830	46.63%
Matt Bairos (iii) Chief Commercial Officer (CCO)	2023	-	-	-	-	-	-	-	-	-	-
	2022	167,500	-	16,085	10,400	-	77,209	77,383	-	348,577	44.35%
<b>2023 Total</b>		<b>1,163,904</b>	<b>120,859</b>	<b>57,958</b>	<b>48,704</b>	<b>2,376</b>	<b>344,687</b>	<b>167,461</b>	<b>193,962</b>	<b>2,099,911</b>	<b>30.14%</b>
<b>2022 Total</b>		<b>1,457,760</b>	<b>101,580</b>	<b>31,767</b>	<b>61,619</b>	<b>392</b>	<b>648,901</b>	<b>533,217</b>	<b>107,982</b>	<b>2,943,218</b>	<b>43.62%</b>

All 2023 amounts translated from Australian Dollars to United States Dollars at an average exchange rate for the year ended March 31, 2023 of 0.6867.

All 2022 amounts translated from Australian Dollars to United States Dollars at an average exchange rate for the year ended March 31, 2022 of 0.7394.

- (i) Other remuneration includes annual leave and company benefits such as health insurance.
- (ii) Bob Cruickshank was appointed as Chief Financial Officer of the group effective April 3, 2023, Hayden Stockdale transitions out of the role as of May 31, 2023. The Directors have resolved to grant Hayden Stockdale "good leaver" status and accordingly Hayden will receive all outstanding share awards, which will result in an additional expense of \$143k which will be recognised in the period from April 1, 2023 to May 31, 2023.
- (iii) Matt Bairos changed roles on October 1, 2021 and is no longer considered to be a KMP from this date



# REMUNERATION REPORT (AUDITED)

## Share-based remuneration

All options refer to options over ordinary shares of the Company, which are exercisable on a one-for-one basis under the terms of the agreements. All options remain subject to review and approval by the Nomination and Remuneration Committee and Board.

Options	Role	Opening Balance	Granted during the year	Exercised during the year	Forfeited during the year	Lapsed during the year	Closing Balance	Vested during the year
Will Lopes	CEO	1,762,462	-	-	(557,105)	-	1,205,357	-
Hayden Stockdale	CFO	453,071	-	-	(78,071)	-	375,000	-
James Orlando	NED	611,112	-	-	-	-	611,112	-
Performance Rights	Role	Opening Balance	Granted during the year	Exercised during the year	Forfeited during the year	Lapsed during the year	Closing Balance	Vested during the year
Will Lopes	CEO	574,910	516,500	(392,410)	-	-	699,000	392,410
Hayden Stockdale	CFO	389,860	282,800	(253,660)	-	-	419,000	164,504
James Orlando	NED	16,691	32,722	-	-	-	49,413	16,691
Michelle Lee Guthrie	NED	45,901	16,361	-	-	-	62,262	45,901
Thomas Bogan	NED	79,285	163,612	(79,285)	-	-	163,612	79,285

## Options vesting schedule

Options	Role	Balance held at March 31, 2023	Vesting Date	Expiry Date	Value per Option/Right at Grant Date (AUD)	Value per Option/Right at Grant Date (USD)	Total Value of Option/Right at Grant Date (AUD)	Total Value of Option/Right at Grant Date (USD)	Exercise price per option (AUD)	Grant Date
Will Lopes	CEO	1,205,357	May 31, 2023	May 31, 2025	\$0.75	\$0.55	904,018	662,946	\$1.30	September 14, 2020
Hayden Stockdale	CFO	375,000	May 31, 2023	May 31, 2025	\$0.75	\$0.55	281,250	206,250	\$1.30	September 14, 2020
James Orlando	NED	611,112	Mar 25, 2020	Mar 24, 2024	\$1.37	\$0.93	838,201	568,735	\$0.78	November 27, 2019

# REMUNERATION REPORT (AUDITED)

## Performance rights vesting schedule

Performance Rights	Role	Balance held at March 31, 2023	Vesting Date	Expiry Date	Value per Option/Right at Grant Date (AUD)	Value per Option/Right at Grant Date (USD)	Total Value of Option/Right at Grant Date (AUD)	Total Value of Option/Right at Grant Date (USD)	Exercise price per option (AUD)
Will Lopes	CEO	182,500	June 30, 2024	June 30, 2025	\$1.99	\$1.49	363,175	271,925	-
		273,500	June 30, 2023	June 30, 2024	\$1.00	\$0.70	273,500	191,450	-
		243,000	June 30, 2025	June 30, 2026	\$1.00	\$0.70	243,000	170,100	-
Hayden Stockdale*	CFO	136,200	June 30, 2024	June 30, 2025	\$1.99	\$1.49	271,038	202,938	-
		112,200	June 30, 2023	June 30, 2024	\$1.00	\$0.70	112,200	78,540	-
		170,600	June 30, 2025	June 30, 2026	\$1.00	\$0.70	170,600	119,420	-
James Orlando	NED	16,691	June 30, 2022	June 30, 2023	\$1.93	\$1.39	32,214	23,200	-
		32,722	June 30, 2023	June 30, 2024	\$1.00	\$0.69	32,722	22,578	-
Thomas Bogan	NED	163,612	June 30, 2023	June 30, 2024	\$1.00	\$0.69	163,612	112,892	-
Michelle Guthrie	NED	45,901	June 30, 2022	June 30, 2023	\$1.93	\$1.39	88,589	63,802	-
		16,361	June 30, 2023	June 30, 2024	\$1.00	\$0.69	16,361	11,289	-

\* Vesting date for Hayden Stockdale has been modified to May 31, 2023 for all performance rights granted.

## Details of shareholdings

The movement during the year in the number of ordinary shares held directly, indirectly or beneficially, for each of the board members and KMPs, including their related parties, is as follows:

Name	Held at April 1, 2022	Received on exercise of options/ rights	Purchased or (sold) during the period	Net change other	Held at March 31, 2023
Adir Shiffman	6,042,100	-	-	-	6,042,100
Shaun Holthouse	17,675,000	-	-	-	17,675,000
Igor van de Griendt	20,508,000	-	-	-	20,508,000
James Orlando <sup>(a)</sup>	234,412	-	-	-	234,412
Michelle Guthrie	420,660	-	-	-	420,660
Thomas Bogan	525,825	79,285	(30,954)	-	574,156
Will Lopes	225,731	392,410	(112,798)	-	505,343
Hayden Stockdale	-	253,660	30,000 <sup>(b)</sup>	-	283,660

(a) James Orlando holds a relevant interest in 80,000 shares by way of his relationship with Kimberly Ann Foltz.

(b) Hayden Stockdale holds a relevant interest in 30,000 shares by way of his interest in a private pension fund.

# REMUNERATION REPORT (AUDITED)

## Other transactions and balances with KMP and their related parties

(i) Details and terms and conditions of other transactions with KMP and their related parties:

### Operating expenses

- During FY23, the Company spent US\$30,955 (FY22: US\$45,285) with Workday Group's Adaptive Insights Pty Ltd to integrate Adaptive Insights' budgeting and forecasting software within its finance division, which delivers automation and efficiency. Mr. Thomas F. Bogan is a director of Workday Group.
- During FY22, the Company worked with SXIQ Digital Pty Ltd and spent US\$88,139 on order-to-cash process design and implementation on a group level. Prior to joining Catapult Sports, Mr. Hayden Stockdale worked as the CFO of SXIQ Digital Pty Ltd.

(ii) Amounts recognized at the reporting date in relation to other transactions:

Operating expenses	Year ended March 31, 2023 US\$	Year ended March 31, 2022 US\$
Professional fees	30,955	133,424

# CONSOLIDATED STATEMENT OF PROFIT AND LOSS AND OTHER COMPREHENSIVE INCOME

	Note	2023 US\$'000	2022 US\$'000
Revenue	7	84,360	77,013
Other income	8	1,186	1,761
Cost of goods sold	9	(20,534)	(19,607)
Employee benefits expense	20.1	(44,173)	(41,342)
Employee share-based payment expense	20.1	(12,103)	(13,592)
Capital raising and listing expenses		(116)	(177)
Travel, marketing and promotion		(6,132)	(5,705)
Occupancy		(1,090)	(874)
Professional fees		(4,473)	(3,742)
Other expenses	38	(7,940)	(8,005)
<b>Operating loss before depreciation and amortization</b>		<b>(11,015)</b>	<b>(14,270)</b>
Depreciation and amortization	13&15	(20,596)	(18,581)
<b>Loss from operations</b>		<b>(31,611)</b>	<b>(32,851)</b>
Finance costs	23	(887)	(200)
Finance income	23	52	18
Other financial items	24	983	(595)
<b>Loss before income tax benefit</b>		<b>(31,463)</b>	<b>(33,628)</b>
Income tax (expense)/benefit	25	(21)	1,441
<b>Loss after income tax (expense)/benefit for the year</b>		<b>(31,484)</b>	<b>(32,187)</b>
<b>Loss per share</b>			
Basic and diluted loss per share (US\$ cents per share)	27	(13.4)	(14.8)

This statement should be read in conjunction with the notes to the financial statements.

# CONSOLIDATED STATEMENT OF PROFIT AND LOSS AND OTHER COMPREHENSIVE INCOME

	2023 US\$'000	2022 US\$'000
Loss for the year from continuing operations	(31,484)	(32,187)
<b>Other comprehensive (loss)/income</b>		
<i>Items that may be reclassified subsequently to profit or loss</i>		
Foreign currency translation differences for foreign operations, net of tax	(2,824)	272
Hyperinflation reserve movement	(493)	-
<b>Other comprehensive (loss)/income for the year, net of tax</b>	<b>(3,317)</b>	<b>272</b>
<b>Total comprehensive loss for the year attributable to the owners of Catapult Group International Ltd and non-controlling interests</b>	<b>(34,801)</b>	<b>(31,915)</b>
Loss for the year is attributable to:		
Members of the parent entity	(31,461)	(32,091)
Non-controlling interest	(23)	(96)
	<b>(31,484)</b>	<b>(32,187)</b>
Total comprehensive loss for the year is attributable to:		
Members of the parent entity	(34,783)	(31,823)
Non-controlling interest	(18)	(92)
	<b>(34,801)</b>	<b>(31,915)</b>

This statement should be read in conjunction with the notes to the financial statements.

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	Note	March 31, 2023 US\$'000	March 31, 2022 US\$'000
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents	10	16,225	26,108
Trade and other receivables	11	16,092	17,901
Inventories	12	2,243	2,990
<b>Total current assets</b>		<b>34,560</b>	<b>46,999</b>
<b>Non-current assets</b>			
Trade and other receivables	11	520	329
Property, plant and equipment	13	21,209	15,606
Goodwill	14	51,372	51,806
Intangible assets	15	48,764	48,338
Deferred tax assets	16	6,621	7,893
<b>Total non-current assets</b>		<b>128,486</b>	<b>123,972</b>
<b>Total assets</b>		<b>163,046</b>	<b>170,971</b>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Trade and other payables	17	9,238	9,875
Contract liabilities	18	28,158	25,385
Other liabilities	18	2,568	2,455
Employee benefits	20.3	5,977	7,153
Other financial liabilities	22.1	1,931	2,040
<b>Total current liabilities</b>		<b>47,872</b>	<b>46,908</b>
<b>Non-current liabilities</b>			
Contract liabilities	18	3,289	4,553
Other liabilities	18	271	1,225
Borrowings	19.2	15,747	-
Employee benefits	20.3	158	133
Deferred tax liabilities	16	7,732	7,734
Other financial liabilities	22.1	1,899	837
<b>Total non-current liabilities</b>		<b>29,096</b>	<b>14,482</b>
<b>Total liabilities</b>		<b>76,968</b>	<b>61,390</b>
<b>Net assets</b>		<b>86,078</b>	<b>109,581</b>
<b>Equity</b>			
Share capital	21	194,836	175,523
Share option reserve		14,781	17,709
Foreign currency translation reserve		(4,870)	(2,041)
Other reserves		1,471	7,051
Accumulated losses		(119,993)	(88,527)
<b>Equity attributable to the owners of Catapult Group International Ltd</b>		<b>86,225</b>	<b>109,715</b>
Non-controlling interest		(147)	(134)
<b>Total equity</b>		<b>86,078</b>	<b>109,581</b>

This statement should be read in conjunction with the notes to the financial statements.



# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Share Capital US\$'000	Share Option Reserve US\$'000	Foreign Currency Translation Reserves US\$'000	Other Reserves US\$'000	Accumulated Losses US\$'000	Non- Controlling Interests US\$'000	Total equity US\$'000
<b>Balance as at April 1, 2021</b>	<b>130,452</b>	<b>5,260</b>	<b>(2,309)</b>	<b>-</b>	<b>(56,436)</b>	<b>(42)</b>	<b>76,925</b>
Loss after income tax benefit for the year	-	-	-	-	(32,091)	(96)	(32,187)
Other comprehensive loss for the year, net of tax	-	-	268	-	-	4	272
<b>Total comprehensive loss for the year</b>	<b>-</b>	<b>-</b>	<b>268</b>	<b>-</b>	<b>(32,091)</b>	<b>(92)</b>	<b>(31,915)</b>
<b>Transactions with owners in their capacity as owners:</b>							
Contributions of equity, net of transaction costs	43,824	-	-	-	-	-	43,824
Share-based payments	1,247	12,449	-	-	-	-	13,696
Treasury shares tax impact (i)	-	-	-	1,733	-	-	1,733
Deferred consideration on acquisition (ii)	-	-	-	5,352	-	-	5,352
Hyperinflation reserve	-	-	-	(34)	-	-	(34)
<b>Total transactions with owners</b>	<b>45,071</b>	<b>12,449</b>	<b>-</b>	<b>7,051</b>	<b>-</b>	<b>-</b>	<b>64,571</b>
<b>Balance as at March 31, 2022</b>	<b>175,523</b>	<b>17,709</b>	<b>(2,041)</b>	<b>7,051</b>	<b>(88,527)</b>	<b>(134)</b>	<b>109,581</b>
	Share Capital US\$'000	Share Option Reserve US\$'000	Foreign Currency Translation Reserves US\$'000	Other Reserves US\$'000	Accumulated Losses US\$'000	Non- Controlling Interests US\$'000	Total equity US\$'000
<b>Balance as at April 1, 2022</b>	<b>175,523</b>	<b>17,709</b>	<b>(2,041)</b>	<b>7,051</b>	<b>(88,527)</b>	<b>(134)</b>	<b>109,581</b>
Loss after income tax expense for the year	-	-	-	-	(31,461)	(23)	(31,484)
Other comprehensive loss for the year, net of tax	-	-	(2,829)	(493)	-	5	(3,317)
<b>Total comprehensive loss for the year</b>	<b>-</b>	<b>-</b>	<b>(2,829)</b>	<b>(493)</b>	<b>(31,461)</b>	<b>(18)</b>	<b>(34,801)</b>
<b>Transactions with owners in their capacity as owners:</b>							
Share-based payments	4,766	7,337	-	-	-	-	12,103
Treasury shares tax impact (i)	-	-	-	(805)	-	-	(805)
Deferred consideration on acquisition (ii)	14,547	(10,265)	-	(4,282)	-	-	-
Acquisition of non-controlling interest	-	-	-	-	(5)	5	-
<b>Total transactions with owners</b>	<b>19,313</b>	<b>(2,928)</b>	<b>-</b>	<b>(5,087)</b>	<b>(5)</b>	<b>5</b>	<b>11,298</b>
<b>Balance as at March 31, 2023</b>	<b>194,836</b>	<b>14,781</b>	<b>(4,870)</b>	<b>1,471</b>	<b>(119,993)</b>	<b>(147)</b>	<b>86,078</b>

(i) A tax benefit of \$928k (FY22: \$1,733k) was recognized in other reserves for income tax benefits relating to contributions to the Employee Share Trust in excess of the associated cumulative remuneration expense.

(ii) See Note 36 for further information on the SBG acquisition.

This statement should be read in conjunction with the notes to the financial statements.

# CONSOLIDATED STATEMENT OF CASH FLOWS

	Note	2023 US\$'000	2022 US\$'000
<b>Cash flows from operating activities</b>			
Cash receipts from customers		91,785	84,540
Cash paid to suppliers and employees		(88,578)	(81,936)
Cash generated from operations		3,207	2,604
Interest received		52	18
Government grants and other income		191	253
Income taxes received/(paid)		284	(202)
Net cash flows from operating activities	29	3,734	2,673
<b>Cash flows from investing activities</b>			
Acquisition of subsidiaries net of cash acquired		(28)	(19,303)
Payments for property, plant and equipment		(8,954)	(7,026)
Payments for intangibles		(16,297)	(13,526)
Net cash used in investing activities		(25,279)	(39,855)
<b>Cash flows from financing activities</b>			
Proceeds from the issue of shares	21	-	44,781
Transaction costs on issue of shares		-	(1,365)
Loans received – net of transaction costs paid		15,636	-
Repayments of leasing liabilities		(1,972)	(1,852)
Interest paid		(476)	(171)
Proceeds from share options		-	149
Net cash from financing activities		13,188	41,542
Net (decrease)/increase in cash and cash equivalents		(8,357)	4,360
Cash and cash equivalents at the beginning of the financial year	10	26,108	22,171
Effects of exchange rate changes on cash and cash equivalents		(1,526)	(423)
<b>Cash and cash equivalents at the end of the financial year</b>	<b>10</b>	<b>16,225</b>	<b>26,108</b>

This statement should be read in conjunction with the notes to the financial statements.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 1. NATURE OF OPERATIONS

Catapult Group International Ltd and its controlled entities (the 'Group' or the 'Company') principal activities are the development and supply of innovative technologies that improve the performance of athletes and sports teams. This includes the development and sale of performance and health technology solutions, including wearable tracking and analytics, to elite sporting teams, leagues and associations; the development and sale of tactical and coaching technology solutions, including digital video and analytics, to elite sporting teams, leagues and associations; the development and sale of performance and health technology solutions, including wearable tracking and analytics, to prosumer athletes, sporting teams and associations; the development and sale of an athlete management platform and analytics to elite sporting teams, leagues and associations; and the development and growth of a subscription online sport learning platform.

## NOTE 2. GENERAL INFORMATION AND BASIS OF PREPARATION

The consolidated general-purpose financial statements of the Group have been prepared in accordance with the requirements of the Corporations Act 2001, Australian Accounting Standards and other authoritative pronouncements of the Australian Accounting Standards Board. Compliance with Australian Accounting Standards results in full compliance with the International Financial Reporting Standards ('IFRS') as issued by the International Accounting Standards Board (IASB). Catapult Group International Ltd is a for-profit entity for the purpose of preparing the financial statements.

Catapult Group International Ltd is the Group's Ultimate Parent Company. Catapult Group International Ltd is a Public Company incorporated and domiciled in Australia and listed on the Australian Securities Exchange. The address of its registered office and its principal place of business is 75 High Street, Prahran, Victoria, Australia.

The consolidated financial statements for the financial year ended March 31, 2023, were approved by the Board of Directors and authorized for issue on May 22, 2023.

### Going concern

The report has been prepared on the going concern basis of accounting, which contemplates continuity of normal business and the realization of assets and settlement of liabilities in the ordinary course of business.

As at March 31, 2023, the Group had \$86,078k of consolidated net assets (FY22: \$109,581k), and for the 12 months ended that date, derived a loss after tax of \$31,484k (FY22: loss of \$32,187k) and had net cash inflows from operations of \$3,734k (FY22: \$2,673k net cash inflows from operations). The amount of salaries, wages and other costs capitalized to intangible assets were \$16,297k for the period (FY22: \$13,526k), which are presented as cash outflows from investing activities.

The Group had a current asset deficit of \$13,312k (FY22: surplus \$91k). Current liabilities include contract liabilities of \$28,158k (FY22: \$25,385k) which are expected to release into revenue within 12 months. Current contract liabilities are expected to be delivered over the next 12 months; therefore, no actual cash outflows are expected other than those required to pay costs associated with delivering the service.

The Group has continued to secure sales to many leading sporting organizations across the world for which revenue and cash inflows will be recognized in future periods. The execution of the Board approved FY24 budget, including sales plans, is central to the Directors' application of the going concern principle. Should it be required, Management could reduce variable and fixed expenditure.

The Group confirmed the finalization and execution of documentation for an upsized US\$20,000k debt facility with Western Alliance Bank during December 2022. The multi-year facility has improved commercial terms compared to the previous facility and has a maturity date of December 27, 2024. As a result, at the reporting date, the borrowings are presented as non-current liabilities at period end.

As disclosed at Note 19.2, the Group drew down funds of \$15,747k from the debt facility during the period. The Group expects the funds drawn down from Western Alliance Bank to be sufficient for all its working capital needs for the ensuing 12 months from the date of this report. Subsequent to March 31, 2023, the group has fully drawn down the remainder of the facility to \$20,000k. Management has fully drawn down the debt facility in excess of current working

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 2. GENERAL INFORMATION AND BASIS OF PREPARATION (CONTINUED)

capital needs as a risk mitigant against any adverse effect from the US banking crisis that has occurred since March 2023. Refer to the "Economic Risk" section of the Directors' Report for potential risks associated with the recent US regional bank crisis.

The Group has to date complied with the annually reset covenant requirements (trailing 3-month adjusted EBITDA covenant) required under both the previous and current debt facilities and Management forecast compliance with the covenant requirements as agreed on 10 May 2023 (refer Note 19.2) through the 12 months from the date of this report.

The Group continues to be well positioned with \$16,225k of cash and cash equivalents at March 31, 2023.

The Group expects to be free cashflow positive for FY24.<sup>2</sup>

The Group also periodically reviews its capital management strategy to ensure funding initiatives are in place to support medium-term growth objectives.

Accordingly, the Directors are of the view that the going concern principle is appropriate.

## NOTE 3. CHANGES TO REPORTING ACCOUNTING POLICIES

A number of new accounting standards, amendments to standards and interpretations have also been issued and will be applicable in future periods. While these remain subject to ongoing assessment, no significant impacts on the financial statements of the Group have been identified to date. These standards have not been applied in the preparation of these Financial Statements.

### 3.1 New standards, interpretations and amendments adopted by the Group

The accounting policies adopted in the preparation of the Group's annual consolidated financial statements are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended March 31, 2022, except for the adoption of new standards effective as of April 1, 2022. The Group has not early adopted any standard, interpretation or amendment that has been issued but is not yet effective. Several amendments apply for the first time in 2023 but do not have a significant impact on the Group's annual consolidated financial statements.

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES

### Principles of consolidation

The consolidated financial report has been prepared using the significant accounting policies and measurement bases summarized below.

### 4.1 Overall considerations

Non-controlling interest in the results and equity of subsidiaries are shown separately in the statement of profit or loss and other comprehensive income, statement of financial position and statement of changes in equity of the consolidated entity. Losses incurred by the consolidated entity are attributed to the non-controlling interest in full, even if that results in a deficit balance.

### 4.2 Basis of consolidation

The Group financial statements consolidate those of the Parent Company and all of its subsidiaries as of March 31, 2023. The Parent controls a subsidiary if it is exposed, or has rights, to variable returns from its involvement with the subsidiary and could affect those returns through its power over the subsidiary. All subsidiaries have a financial year-end reporting date of March 31 and are included in the consolidated financial statements of the Group at this date. Catapult Sports Technology Beijing Co Ltd (based in China) reports its local financial statements on December 31.

<sup>2</sup> Free cash flow is defined as net cash from operations minus net cash used in investing activities. This is a non-IFRS number and is unaudited.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

All transactions and balances between Group companies are eliminated on consolidation, including unrealized gains and losses on transactions between Group companies. Where unrealized losses on intra-group asset sales are reversed on consolidation, the underlying asset is also tested for impairment from a group perspective. Amounts reported in the financial statements of subsidiaries have been adjusted where necessary to ensure consistency with the accounting policies adopted by the Group.

Profit or loss and other comprehensive income of subsidiaries acquired or disposed of during the year is recognized from the date when the control is obtained, or up to the effective date of disposal, as applicable.

Non-controlling interests, presented as part of equity, represent the portion of a subsidiary's profit or loss and net assets that is not held by the Group. The Group attributes total comprehensive income or loss of subsidiaries between the owners of the parent and the non-controlling interests based on their respective ownership interests.

### 4.3 Business combination

The Group applies the acquisition method in accounting for business combinations. The consideration transferred by the Group to obtain control of a subsidiary is calculated as the sum of the acquisition-date fair values of assets transferred, liabilities incurred, and the equity interests issued by the Group, which includes the fair value of any asset or liability arising from a contingent consideration arrangement. Acquisition costs are expensed as incurred. Consideration to the seller, subject to their continued employment, is recognized separately as an expense during the period the service is provided.

The Group recognizes identifiable assets acquired and liabilities assumed in a business combination regardless of whether they have been previously recognized in the acquiree's financial statements prior to the acquisition. Assets acquired and liabilities assumed are generally measured at their acquisition-date fair values.

Goodwill is stated after separate recognition of identifiable intangible assets. It is calculated as the excess of the sum of (a) the fair value of consideration transferred, (b) the recognized amount of any non-controlling interest in the acquiree, and (c) the acquisition-date fair value of any existing equity interest in the acquiree, over the acquisition-date fair values of identifiable net assets. If the fair value of the net assets acquired is in excess of the aggregate consideration transferred, the Group re-assesses whether it has correctly identified all of the assets acquired and all of the liabilities assumed and reviews the procedures used to measure the amounts to be recognized at the acquisition date. If the reassessment still results in an excess of the fair value of net assets acquired over the aggregate consideration transferred, then the gain is recognized in profit or loss.

### 4.4 Foreign currency translation

#### **Presentation currency**

The presentation currency of the Group is US Dollars, and the functional currency of the parent entity is in Australian Dollars.

#### **Foreign currency transactions and balances**

Foreign currency transactions are translated into the functional currency of the respective Group entity, using the exchange rates prevailing at the dates of the transactions (spot exchange rate). Foreign exchange gains and losses resulting from the settlement of such transactions and from the re-measurement of monetary items at year end exchange rates are recognized in profit or loss.

Non-monetary items are not re-translated at period-end and are measured at historical cost (translated using the exchange rates at the date of the transaction), except for non-monetary items measured at fair value which are translated using the exchange rates at the date when fair value was determined.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.4 Foreign currency translation (continued)

#### *Foreign operations*

In the Group's financial statements, all assets, liabilities, and transactions of Group entities with a functional currency other than the US dollar are translated into the US dollar upon consolidation. The functional currency of the entities in the Group has remained unchanged during the reporting period.

On consolidation, assets and liabilities have been translated into the US dollar at the closing rate at the reporting date. Under this method, the consolidated statement of profit or loss and other comprehensive income and consolidated statement of cash flows for each year and period have been translated into the presentational currency using the average exchange rates prevailing during each reporting period (unless this is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the dates of the transaction). Exchange differences are charged or credited to other comprehensive income and recognized in the foreign currency translation reserve in equity. On disposal of a foreign operation the cumulative translation differences recognized in equity are reclassified to profit or loss and recognized as part of the gain or loss on disposal.

### 4.5 Revenue

Revenue arises from the sale of goods and the rendering of services. It is measured by reference to the fair value of consideration the Group is entitled to, excluding sales taxes, rebates, and trade discounts.

The Group enters into sales transactions involving an outright sale to the client, on a subscription basis or for the rendering of services. The Group applies the revenue recognition criteria set out below to each separately identifiable component of the sales transaction in order to reflect the substance of the transaction.

To determine whether to recognize revenue, the Group follows a five-step process:

1. Identifying the contract with a customer
2. Identifying the performance obligations
3. Determining the transaction price
4. Allocating the transaction price to the performance obligations
5. Recognising revenue when/as performance obligation(s) are satisfied

When the Group enters into transactions involving its products and services, the total transaction price for a contract is allocated amongst the various performance obligations. Revenue is recognized either at a point in time or over time, when the Group satisfies performance obligations by transferring the promised goods or services to customers.

#### **Subscription - Software as a Service**

Subscription revenue comprises the recurring monthly recognition of revenue from wearables subscription sales, rendering of software services and content licensing. Unbilled revenue at the period end is recognized in the Consolidated Statement of Financial Position as contract assets and included within trade and other receivables. Unearned revenue at the period end is recognized in the Consolidated Statement of Financial Position as deferred revenue and included within contract liabilities.

Revenue is recognized as performance obligations under customer contracts are met. Performance obligations consist of the provisioning of the software/cloud/SaaS subscription and related maintenance and support services over the term of the contract.

#### *(i) Wearables subscription sale*

The Group provides access to its software under subscription agreements which are referred to as Software as a Service (SaaS) revenue, and is recognized on a straight-line basis over the contract period. To enable its customers to access the software platform offered by the Group, customers are provided with hardware devices. The Group has

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.5 Revenue (continued)

determined that Catapult's customers do not have the right to direct the use of Catapult's hardware devices. Due to the interdependency between the software services and the hardware devices, the Company considers these revenue transactions to form part of a single performance obligation. These contracts are therefore accounted for as service contracts. There are no variable consideration terms within the contracts.

These hardware units enable customers to access the software platform offered by the Group. The transactions involving hardware and accessories do not convey a distinct good or service. The provision of hardware does not transfer control to the customer as the Group provides a significant service of integrating the software service to produce a combined output. The provision of the hardware, accessories and software services is referred to as Software as a Service (SaaS) revenue, which is recognized on a straight-line basis over the contract period.

The Group's continual assessment of and review relating to the subscription agreements continues to indicate that the subscription agreements do not contain a lease component.

#### *(ii) Rendering of services*

The Group is involved in providing software, support and maintenance services. The Group recognizes revenue from such activities on a monthly basis in equal amounts for each month of the subscription agreement.

#### *(iii) Content licensing*

The Group is involved in the provision of licensed video content to customers. Where video content is purchased on a one-off basis, associated revenue is recognized upon delivery of the licensed content. Where video content is purchased via a term contract with content available for consumption during the contract term, associated revenue is recognized on a monthly basis in equal amounts for each month of the content licensing agreement.

#### *(iv) Multiple element contracts*

The Group may enter into a contract or multiple contracts with customers that may include multiple performance obligations. Where multiple contracts are entered into, the Group determines whether it is required to be measured with another pre-existing contract by determining whether the performance obligations promised are being sold at their stand-alone selling price ('SASP'). Where pricing is equal to SASP, the contract is treated as a stand-alone contract. Where pricing is not equal to SASP, the contract is combined with the pre-existing contract with the customer as a multiple-performance obligation (multi-PO) arrangement. Where a multi-PO arrangement is entered into, each performance obligation is allocated a proportional amount of revenue based on the transaction price of the contract and the relative SASP of each performance obligation. Included in subscription revenue are additional revenue items related to the media revenue. Revenue is recognized either at a point in time or over time, when the Group satisfies performance obligations by transferring the promised goods or services to customers.

### Capital goods

Capital revenue is the sale of goods to third parties and is recognized at a point in time when the Group has transferred to the buyer the significant risks and rewards of ownership, and control of the goods. The timing of the transfer of risks and rewards/control varies depending on the individual terms of the sales agreement. For sales of wearable units and sale of hardware in the video analytics business the transfer usually occurs once the software account has been activated. Included in capital revenue are also additional revenue items related to the sale of hardware, training and installation revenue. Revenue is recognized at a point in time when the Group satisfies performance obligations by transferring the promised goods or services to customers.

### Significant financing component

In assessing the transaction price for the sale of its subscription products, the Group considers the existence of a significant financing component. From time to time, the Group receives payments from customers for 2-3 years in advance of the performance obligation being satisfied. Subject to the assessment of a customer's geographic and individual credit risk, analysis of specific contract pricing relative to similar customer segments for short-term contracts, and materiality to the overall sales contract, there may be a significant financing component for these contracts considering the length of time between the customer's payment and the satisfaction of the performance



# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.5 Revenue (continued)

obligation, as well as the prevailing interest rate in the market. As such, where a significant financing component is identified, the transaction price is discounted using the interest rate implicit in the contract. For the year ending March 31, 2023, there is a significant financing component that the Group recognized as a finance cost when the consideration is received in advance.

### Finance income

Interest income and expenses are reported on an accrual basis using the effective interest method. Dividends, other than those from investments in associates, are recognized at the time the right to receive payment is established.

### 4.6 Operating expenses

Operating expenses are recognized in profit or loss upon utilization of the service or at the date of their origin.

### 4.7 Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset are capitalized during the period of time that is necessary to complete and prepare the asset for its intended use or sale. Other borrowing costs are expensed in the period in which they are incurred and reported in finance costs (see Note 23).

### 4.8 Goodwill

Goodwill represents the future economic benefits arising from a business combination that are not individually identified and separately recognized. See Note 4.3 for information on how goodwill is initially determined. Goodwill is carried at cost less accumulated impairment losses. Refer to Note 14.1 for a description of impairment testing procedures.

### 4.9 Other intangible assets

#### *Acquired intangible assets*

Acquired computer software licenses are capitalized on the basis of the costs incurred to acquire and install the specific software. Brand names and customer lists acquired in a business combination that qualify for separate recognition are recognized as intangible assets at their fair values (see Note 4.3).

#### *Internally developed software & hardware IP*

Expenditure on the research phase of projects to develop new customized software and hardware IP for athlete tracking and analytic analysis is recognized as an expense as incurred.

Costs that are directly attributable to a project's development phase are recognized as intangible assets, provided they meet the following recognition requirements:

- The development costs can be measured reliably;
  - The project is technically and commercially feasible;
  - The Group intends to and has sufficient resources to complete the project;
  - The Group has the ability to use or sell the software/hardware IP; and
  - The software/hardware IP will generate probable future economic benefits.
- Development costs not meeting these criteria for capitalization are expensed as incurred.
- Directly attributable costs include employee costs and costs incurred on software & hardware IP development.

#### *Subsequent measurement*

All intangible assets, including capitalized internally developed software and hardware IP, are accounted for using the cost model whereby capitalized costs are amortized on a straight-line basis over their estimated useful lives, as these assets are considered finite. Residual values and useful lives are reviewed at each reporting date. In addition, they are subject to impairment testing as described in Note 4.12.

The following useful lives are applied:

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.9 Other intangible assets (continued)

- Software (licenses and internally developed): 3–9 years, except with regard to identified projects with 2 years
- Brand names: 2–5 years
- Customer lists: 7–10 years
- Hardware IP: 3 years
- Distributor relationships: 10 years
- Distributor contracts: 10 years
- Goodwill: annually assessed by management for impairment.

### 4.10 Property, plant and equipment

Plant and office equipment and fixtures and fittings are initially recognized at acquisition cost or manufacturing cost, including any costs directly attributable to bringing the assets to the location and condition necessary for it to be capable of operating in the manner intended by the Group's management. Plant and office equipment as well as fixtures and fittings are subsequently measured using the cost model, cost less subsequent depreciation and impairment losses.

The following useful lives are applied:

- Plant and office equipment: 2-20 years
- Subscription & demo units: 4 years
- Fixture and fittings: life of lease
- Property improvements: life of lease
- Right-of-use assets: life of lease

Depreciation is recognized on a straight-line basis to write down the cost less estimated residual value of subscription, service, demonstration wearable units and plant and office equipment over their useful life. In the case of leasehold property, expected useful lives are determined by reference to comparable owned assets or over the term of the lease, if shorter.

Material residual value estimates and estimates of useful life are updated as required, but at least annually.

Gains or losses arising on the disposal of property, plant and equipment are determined as the difference between the disposal proceeds and the carrying amount of the assets and are recognized in profit or loss within other income or other expenses.

### 4.11 Leased assets

#### Short-term and low value leases

The Group has elected not to recognize a lease liability for short-term leases (leases with an expected term of 12 months or less) or for leases of low value assets. Payments made under such leases are expensed as incurred. In addition, certain variable lease payments are not permitted to be recognized as lease liabilities and are expensed as incurred (see Note 22). Associated costs, such as maintenance and insurance, are expensed as incurred.

### 4.12 Impairment testing of goodwill, intangible assets, property, plant and equipment and right-of-use assets

For impairment assessment purposes, assets are grouped at the lowest levels for which there are largely independent cash inflows (cash-generating units). Goodwill is allocated to those group of cash-generating unit (CGU) that are expected to benefit from synergies of the related business combination and represent the lowest level within the Group at which management monitors goodwill.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.12 Impairment testing of goodwill, intangible assets, property, plant and equipment and right-of-use assets (continued)

CGUs to which goodwill has been allocated (determined by the Group's management as equivalent, or at a lower level, to its operating segments) are tested for impairment at least annually. CGUs are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable.

An impairment loss is recognized for the amount by which the CGU's carrying amount exceeds its recoverable amount, which is the higher of fair value less costs of disposal. To determine the value-in-use, management estimates expected future cash flows from each CGU and determines a suitable discount rate in order to calculate the present value of those cash flows. The data used for impairment testing procedures are directly linked to the Group's latest approved budget, adjusted as necessary to exclude the effects of future reorganizations and asset enhancements. Discount factors are determined individually for each CGU and reflect management's assessment of respective risk profiles, such as market and asset-specific risks factors.

Impairment losses for CGUs reduce first the carrying amount of any goodwill allocated to the group of CGUs. Any remaining impairment loss is charged across the other assets in the CGU to the extent that the charge does not reduce the value of the assets below their recoverable amount. With the exception of goodwill, all assets are subsequently reassessed for indications that an impairment loss previously recognized may no longer exist. An impairment charge is reversed if the CGUs recoverable amount exceeds its carrying amount.

### 4.13 Financial instruments

#### *Recognition, initial measurement and de-recognition*

Financial assets, except trade receivables, are initially recognized at fair value plus, in the case of a financial asset not at fair value through profit or loss, transaction costs. Trade receivables that do not contain a significant financing component or for which the Group has applied the practical expedient are measured at the transaction price.

Financial liabilities are initially recognized at fair value minus, in the case of financial liabilities not at fair value through profit or loss, transaction costs.

Financial assets are de-recognized when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and all substantial risks and rewards are transferred. A financial liability is de-recognized when it is extinguished, discharged, cancelled or expires.

Subsequent measurement of financial assets and financial liabilities are described below.

#### *Classification and Subsequent Measurement of Financial Assets*

For the purpose of subsequent measurement, financial assets other than those designated and effective as hedging instruments are classified into the following categories upon initial recognition:

- Amortized cost;
- Financial assets at Fair Value Through Profit or Loss ('FVTPL');
- Financial assets reported through Other Comprehensive Income ('FVOCI');

The Group recognizes an allowance for expected credit losses (ECLs) for all debt instruments not held at fair value through profit or loss. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Group expects to receive, discounted at an approximation of the original effective interest rate. The expected cash flows will include cash flows from the sale of collateral held or other credit enhancements that are integral to the contractual terms.

ECLs are recognized in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.13 Financial instruments (continued)

For trade receivables and contract assets, the Group applies a simplified approach in calculating ECLs.

Therefore, the Group does not track changes in credit risk, but instead recognizes a loss allowance based on lifetime ECLs at each reporting date. The Group has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment. All income and expenses relating to financial assets that are recognized in profit or loss are presented within finance costs, finance income or other financial items, except for impairment of trade receivables which is presented within other expenses.

#### **Amortized cost**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial recognition, these are measured at amortized cost using the effective interest (EIR) method and are subject to impairment. Discounting is omitted where the effect of discounting is immaterial. The Group's cash and cash equivalents, trade and most other receivables fall into this category of financial instruments.

#### **Classification and subsequent measurement of Financial Liabilities**

The Group's financial liabilities include borrowings, trade and other payables and derivative financial instruments.

Financial liabilities are measured subsequently at amortized cost using the effective interest method, except for financial liabilities held for trading or designated at FVTPL, that are carried subsequently at fair value with gains or losses recognized in profit or loss. All derivative financial instruments that are not designated and effective as hedging instruments are accounted for at FVTPL.

### 4.14 Inventories

Inventories are stated at the lower of cost and net realisable value. Cost includes all expenses directly attributable to the manufacturing process as well as suitable portions of related production overheads, based on normal operating capacity. Costs of ordinarily interchangeable items are assigned using the first in, first out cost formula. Net realisable value is the estimated selling price in the ordinary course of business, less any applicable selling expenses.

### 4.15 Income taxes

Tax expense recognized in profit or loss comprises the sum of deferred tax and current tax not recognized in other comprehensive income or directly in equity.

Current income tax assets and/or liabilities comprise those obligations to, or claims from, the Australian Taxation Office ('ATO') and other fiscal authorities relating to the current or prior reporting periods that are unpaid at the reporting date.

Current tax is payable on taxable profit, which differs from profit or loss in the financial statements. Calculation of current tax is based on tax rates and tax laws that have been enacted or substantively enacted by the end of the reporting period.

Deferred income taxes are calculated using the liability method on temporary differences between the carrying amounts of assets and liabilities and their tax bases. However, deferred tax is not provided on the initial recognition of goodwill or on the initial recognition of an asset or liability unless the related transaction is a business combination or affects tax or accounting profit. Deferred tax on temporary differences associated with investments in subsidiaries and joint ventures is not provided if reversal of these temporary differences can be controlled by the Group and it is probable that reversal will not occur in the foreseeable future.

Deferred tax assets and liabilities are calculated, without discounting, at tax rates that are expected to apply to their respective period of realization, provided they are enacted or substantively enacted by the end of the reporting period.

Deferred tax assets are recognized to the extent that it is probable that they will be able to be utilized against future taxable income, based on the Group's forecast of future operating results which is adjusted for significant non-taxable

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.15 Income taxes (continued)

income and expenses and specific limits to the use of any unused tax loss or credit. Deferred tax liabilities are always provided for in full.

The carrying amount of recognized and unrecognized deferred tax assets, including deferred tax assets derived from tax losses, are reviewed at each reporting date. Deferred tax assets recognized are reduced to the extent that it is no longer probable that future taxable profits will be available for the carrying amount to be recovered. Previously unrecognized deferred tax assets are recognized to the extent that it is probable that there are future taxable profits available to recover the asset and convincing other evidence exists to this effect.

The Group offsets deferred tax assets and deferred tax liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

Changes in deferred tax assets or liabilities are recognized as a component of tax income or expense in profit or loss, except where they relate to items that are recognized in other comprehensive income (such as the revaluation of land) or directly in equity, in which case the related deferred tax is also recognized in other comprehensive income or equity, respectively.

Catapult Group International Ltd and its wholly owned Australian controlled entities have formed a tax consolidated group. Therefore, these entities are taxed as a single entity and the deferred tax assets and liabilities of these entities are set off in the consolidated financial statements.

### 4.15 Income taxes

AASB Interpretation 23 requires the assessment of whether the effect of uncertainty over income tax treatments should be included in the determination of taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates. The interpretation outlines the requirements to determine whether any entity considers uncertain tax treatments separately, the assumptions an entity makes about the examination of tax treatments by taxation authorities, how an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates and how an entity considers changes in facts and circumstances.

### 4.16 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and demand deposits, together with other short-term, highly liquid investments that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value.

### 4.17 Equity, reserves and dividend payments

Share capital represents the fair value of shares that have been issued. Any transaction costs associated with the issuing of shares are deducted from share capital, net of any related income tax benefits.

The tax effect of share-based payment awards granted is recognized in current income tax expense / (benefit), except to the extent that the total tax deductions are expected to exceed the cumulative remuneration expense. In this situation, the excess of the associated current or deferred tax is recognized in equity and forms part of the treasury shares reserve.

Other components of equity include the following:

**Foreign currency translation reserve** – comprises foreign currency translation differences arising from the translation of foreign operations whose functional currency is different from the Group's presentation currency, USD (see Note 4.4).

**Share option reserve** – comprises the grant date fair value of options issued but not exercised.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.17 Equity, reserves and dividend payments (continued)

**Other reserve** – comprises of deferred considerations in relation to SBG acquisition and hyperinflation (see Note 4.23).

**Retained earnings** - include all current and prior period retained profits. Dividend distributions payable to equity shareholders are included in other liabilities when the dividends have been approved in a general meeting prior to the reporting date.

**Treasury shares** – The treasury reserve is used to hold the book value of shares held by the Employee Share Trust for future issues to participants on exercise of options / restricted stock units. The tax effect of tax deductions for contributions to the Employee Share Trust in excess of the associated cumulative remuneration expense is recorded directly in equity and forms part of the treasury shares reserve. Amounts are transferred out of this reserve and into accumulated losses when the relevant equity rights are converted into shares.

All transactions with owners of the parent are recorded separately within equity.

### 4.18 Post-employment benefits and short-term employee benefits

#### *Post-employment Benefit Plans*

The Group provides post-employment benefits through defined contribution plans.

#### *Short-term Employee Benefits*

Short-term employee benefits are benefits, other than termination benefits, that are expected to be settled wholly within twelve (12) months after the end of the period in which the employees render the related service. Examples of such benefits include wages and salaries, non-monetary benefits and accumulating sick leave. Short-term employee benefits are measured at the undiscounted amounts expected to be paid when the liabilities are settled.

### 4.19 Share-based employee remuneration

The Group operates equity-settled share-based remuneration plans for its employees. None of the Group's plans feature any options for employees to require a cash settlement.

All goods and services received in exchange for the grant of any share-based payment are measured at their fair values. Where employees are rewarded using share-based payments, the fair values of employees' services are determined indirectly by reference to the fair value of the equity instruments granted. This fair value is appraised at the grant date and excludes the impact of non-market vesting conditions (for example performance conditions).

All share-based remuneration is ultimately recognized as an expense in profit or loss with a corresponding credit to share option reserve. If vesting periods or other vesting conditions apply, the expense is allocated over the vesting period, based on the best available estimate of the number of share options expected to vest.

Non-market vesting conditions are included in assumptions about the number of options that are expected to become exercisable. Estimates are subsequently revised if there is any indication that the number of share options expected to vest differs from previous estimates. Any cumulative adjustment prior to vesting is recognized in the current period. No adjustment is made to any expense recognized in prior periods if share options ultimately exercised are different to that estimated on vesting.

Upon exercise of share options, the proceeds received net of any directly attributable transaction costs are allocated to share capital.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.20 Provisions, contingent liabilities and contingent assets

Provisions for product warranties, legal disputes, onerous contracts or other claims are recognized when the Group has a present legal or constructive obligation as a result of a past event, it is probable that an outflow of economic resources will be required from the Group and amounts can be estimated reliably. Timing or amount of the outflow may still be uncertain.

No liability is recognized if an outflow of economic resources as a result of present obligation is not probable. Such situations are disclosed as contingent liabilities, unless the outflow of resources is remote in which case no disclosure is required.

Restructuring provisions (when applicable) will only be recognized if a detailed formal plan for the restructuring has been developed and implemented, or management has at least announced the plan's main features to those affected by it. Provisions are not recognized for future operating losses.

Provisions are measured at the estimated expenditure required to settle the present obligation, based on the most reliable evidence available at the reporting date, including the risks and uncertainties associated with the present obligation. Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. Provisions are discounted to their present values, where the time value of money is material.

Any reimbursement that the Group can be virtually certain to collect from a third party with respect to the obligation is recognized as a separate asset. However, this asset may not exceed the amount of the related provision.

### 4.21 Goods and Services Tax, Sales taxes and Value Added Tax (GST)

Revenues, expenses and assets are recognized net of the amount of GST, except where the amount of GST incurred is not recoverable from the appropriate tax authority in the relevant tax jurisdiction. In these circumstances the GST is recognized as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the statement of financial position are shown inclusive of GST.

Cash flows are presented in the statement of cash flows on a gross basis, except for the GST components of investing and financing activities, which are disclosed as operating cash flows.

### 4.22 Significant management judgement in applying accounting policies

When preparing the financial statements, management undertakes a number of judgements, estimates and assumptions about the recognition and measurement of assets, liabilities, income and expenses.

#### **Significant management judgement**

The following are significant management judgements in applying the accounting policies of the Group that have the most significant effect on the financial statements.

#### *Recognition of subscription revenue*

Determining when to recognize revenues from subscription agreements requires an understanding of the customer's use and the useful life of the products, historical experience and knowledge of the market. The Group provides GPS tracking units and other associated hardware items for team sports under a subscription model. Under this model, the customer has the right to use the hardware units for the period of the subscription, however they must return the hardware to the Group at the end of the subscription period, and the Group retains ownership and control of the hardware throughout the subscription period.

All revenue under subscription sales is recognized on a straight-line basis over the term of the subscription period, reflecting management's best estimate of the delivery of services over the term of the agreements, and all subscription hardware items are capitalized and recorded on the Company's fixed asset register and depreciated over the expected useful life of the assets.



# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.22 Significant management judgement in applying accounting policies (continued)

#### *Recognition of deferred tax assets*

The extent to which deferred tax assets can be recognized is based on an assessment of the probability of the Group's future taxable income against which the deferred tax assets can be utilized, as described in Note 16. In addition, significant judgement is required in assessing the impact of any legal or economic limits or uncertainties in various tax jurisdictions.

The Group offsets deferred tax assets and deferred tax liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

Comparative amounts in the Consolidated Statement of Financial Position have been reclassified for consistency.

#### *Estimation uncertainty*

Information about estimates and assumptions that have the most significant effect on recognition and measurement of assets, liabilities, income and expenses is provided below. Actual results may be substantially different.

#### *Impairment*

In assessing impairment, management estimates the recoverable amount of each asset or cash-generating unit based on expected future cash flows and uses a weighted average cost of capital to discount them. Estimation uncertainty relates to assumptions about future operating results and the determination of a suitable discount rate (see Note 4.12).

#### *Useful lives of depreciable assets*

Management reviews its estimate of the useful lives of depreciable assets at each reporting date, based on the expected utility of the assets. Uncertainties in these estimates relate to technical obsolescence that may change the utility of certain software and IT equipment.

#### *Inventories*

Management estimates the net realizable values of inventories, taking into account the most reliable evidence available at each reporting date. The future realization of these inventories may be affected by future technology or other market-driven changes that may reduce future selling prices.

#### *Business combinations*

Management uses valuation techniques in determining the fair values of the various elements of a business combination (see Note 4.3). Particularly, the fair value of contingent consideration is dependent on the outcome of many variables that affect future profitability.

### 4.23 Hyperinflation

AASB 129 - Financial Reporting in Hyperinflationary economies, requires that the financial statements of entities whose functional currency is that of a hyperinflationary economy to be adjusted for the effects of changes in a suitable general price index and to be expressed in terms of the current unit of measurement at the closing date of the reporting period. For the purposes of concluding on whether an economy is categorized as high inflation under AASB 129, the standard details a series of factors to consider, including a cumulative inflation rate over three years that is close to or exceeds 100%. Inflation has increased significantly since early 2018 and the three-year cumulative inflation rate has exceeded 100%. Since 2018, Argentina has been considered as a hyperinflationary economy.

# NOTES TO THE FINANCIAL STATEMENTS

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## NOTE 4. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 4.23 Hyperinflation (continued)

In accordance with AASB 129, the financial statements of an entity that reports in the currency of a high inflation economy must be reported in terms of the unit of measure in effect at the date of the financial statements. All amounts in the statement of financial position that are not indicated in terms of the current unit of measure at the date of the financial statements must be restated by applying a general price index. All the components of the income statement must be indicated in terms of the unit of measurement updated at the date of the financial statements, applying the change in the general price index that has occurred since the date on which the income and expenses were originally recognized in financial statements.

The Argentine Securities Commission established that the series of indexes to be used in the AASB 129 application is the one established by the Argentine Federation of Professional Councils in Economic Sciences.

The Group's comparative balances and amounts were presented in a stable currency and therefore are not adjusted for subsequent changes in the price level or exchange rates.

### 4.24 Comparative figures

When required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 5. INTERESTS IN SUBSIDIARIES

Set out below are details of the subsidiaries held directly by the Group:

### Parent Entity

Catapult Group International Ltd (i),(iii)

Name of the Subsidiary**	Principal Place of Business / Principal Activity	Group Ownership Interest	
		2023 %	2022 %
Catapult Sports Pty Ltd (i),(ii),(iii)	Australia - design and sale of wearable products and software	100	100
Catapult Gameday Pty Ltd	Australia - trading entity for relationships with Media sector	100	100
Catapult International Pty Ltd (i),(ii)	Australia - holding company	100	100
GPSports Systems Pty Ltd (iii)	Australia - design and sale of wearable products and software	100	100
Catapult Innovations Pty Ltd	Australia - non trading entity	100	100
Catapult Group US Inc. (iii)	United States of America - holding company	100	100
Catapult Sports LLC (iii)	United States of America - North American sales operations	100	100
Catapult Sports Inc (formerly XOS Technologies, Inc.)	United States of America – Video Analytics	100	100
Collegiate Images LLC	United States of America – Content Licensing	100	100
Catapult Sports Limited (iii)	United Kingdom – UK sales operations	100	100
Catapult Sports Godo Kaisha	Japan – Asia sales operations	100	100
Catapult Sports Europe Limited	Ireland – holding company	100	100
Catapult Sports EMEA Ltd (iii) (formerly Kodaplay Limited)	Ireland – manufacturing, design and sale of wearable products and software in EMEA	100	100
Catapult Sports SAS	Argentina – South American sales operations	100	100
Catapult Sports Technology Beijing Co Ltd	China – Asia sales operations	100	100
Science for Sport Limited (iv)	United Kingdom – subscription online sport learning platform	80	75
SBG Sports Software Ltd*	Isle of Man – holding company	100	100
SBG Sports Software UK Ltd*	United Kingdom – United Kingdom sales operations	100	100
Catapult Sports GmbH* (formerly SBG Sports Software GmbH)	Germany – European sales operations	100	100
SBG Sports Software Inc*	United States of America – North American sales operations	100	100
Landmark Technology Services Limited*	United Kingdom – United Kingdom sales operations	100	100

\* Refer to Note 36 for further information.

\*\* Catapult is in the process of dissolving its US wholly owned subsidiaries, Forbes Recruit Evaluation, Inc. and Forbes Recruit Evaluation, LLC.

- (i) Catapult Group International Limited (the Company) and Catapult Sports Pty Ltd are party to a Deed of Cross Guarantee dated June 26, 2017. Catapult International Pty Ltd joined the Deed of Cross Guarantee via a Deed of Assumption dated March 29, 2021. The Company, Catapult Sports Pty Ltd and Catapult International Pty Ltd together constitute the 'Closed Group'. The effect of the deed is that the Company has guaranteed to each creditor to pay any deficiency in the event of the winding up of any of the controlled entities in the Closed Group. All entities in the Closed Group have also given a similar guarantee in the event that the Company is wound up – refer to Note 35.
- (ii) Pursuant to ASIC Corporations (Wholly owned Companies) Instrument 2016/785 Order 98/1418 (as amended) relief has been granted to Catapult Sports Pty Ltd and Catapult International Pty Ltd from the Corporations Act 2001 requirements for preparation, audit and lodgement of financial reports and directors' reports.
- (iii) These entities have provided guarantees to Western Alliance Bank in respect of credit facilities of USD 20,000k granted to Catapult Sports Inc and Collegiate Images LLC.
- (iv) On November 9, 2022, a Put option was exercised regarding the previous acquisition of Science for Sport Limited (SfS) the subscription online sport learning platform. The Put option exercised relates to 4.55% of the issued share capital of SfS for \$28k.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 6. SEGMENT INFORMATION

### For the 12-month period ended March 31, 2023

Management identifies its operating segments based on the Group's product verticals which represent the main offerings provided by the Group. The Group's three main operating segments are:

- **Performance & Health:** design, development and supply of wearable technology and athlete monitoring software solutions to sports teams, athletes, & the prosumer market.
- **Tactics & Coaching:** design, development and supply of video analysis, editing, and publishing software solutions to sports teams.
- **Media & Other:** provides media licensing, athlete management & professional services to customers.

As at September 30, 2022, Catapult underwent a review of its Reporting Segments and updated these segments to more accurately align to the current operations of the business. The comparatives in this segment note have been restated to reflect the new segments. The changes are as follows:

"Wearables" was renamed to "Performance & Health"

"Video Analytics" was renamed to "Tactics & Coaching"

"New Product" was renamed to "Media & Other"

"Management" & "Prof Services" product verticals were transferred from "Wearables" to "Media & Other"

"Media & Engagement" product verticals were transferred from "Video Analytics" to "Media & Other"

"P&H Prosumer" product verticals were transferred from "New Product" to "Performance & Health".

These operating segments are monitored, and strategic decisions are made on the basis of adjusted segment operating results by the Chief Operating Decision Maker. The Group identifies the Chief Executive Officer as Chief Operating Decision Maker.

The revenues and profit generated by each of the Group's operating segments and segment assets and liabilities are summarized as follows:

	Performance & Health US\$'000	Tactics & Coaching US\$'000	Media & Other US\$'000	Total US\$'000
<b>12 months to March 31, 2023</b>				
Revenue – external customers	42,646	28,183	13,531	84,360
Segment EBITDA	(6,522)	(5,582)	1,089	(11,015)
Segment operating (loss)/profit	(15,147)	(16,392)	55	(31,484)
Segment assets (excluding goodwill) (i)	58,104	48,409	5,161	111,674
Segment liabilities	34,982	33,806	8,180	76,968
<b>12 months to March 31, 2022 (restated)</b>				
Revenue – external customers	36,496	26,730	13,787	77,013
Segment EBITDA	(9,481)	(6,028)	1,239	(14,270)
Segment operating (loss)/profit	(15,087)	(17,302)	202	(32,187)
Segment assets (excluding goodwill) (i)	53,765	60,315	5,085	119,165
Segment liabilities	23,170	32,213	6,007	61,390

(i) The Group has undergone an update to its operating segments for the year to March 31, 2023 and has updated the goodwill allocations to reflect this. As such, goodwill has been excluded from segment assets as it is not comparable for the periods March 31, 2023 and March 31, 2022.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 6. SEGMENT INFORMATION (CONTINUED)

### Revenue by Geography

The Group's revenues from external customers (excludes government grants) are divided into the following geographical areas:

	Performance & Health US\$'000	Tactics & Coaching US\$'000	Media & Other US\$'000	Total US\$'000
<b>12 months to March 31, 2023</b>				
<b>Revenue – external customers</b>				
Australia	3,706	65	108	3,879
APAC	4,176	230	66	4,472
EMEA	15,008	4,829	603	20,440
United States of America	15,808	22,129	12,716	50,653
Rest of Americas	3,948	930	38	4,916
<b>Total</b>	<b>42,646</b>	<b>28,183</b>	<b>13,531</b>	<b>84,360</b>

	Performance & Health US\$'000	Tactics & Coaching US\$'000	Media & Other US\$'000	Total US\$'000
<b>12 months to March 31, 2022 (restated)</b>				
<b>Revenue – external customers</b>				
Australia	3,174	44	165	3,383
APAC	3,611	194	74	3,879
EMEA	13,678	3,953	786	18,417
United States of America	12,912	21,763	12,727	47,402
Rest of Americas	3,121	776	35	3,932
<b>Total</b>	<b>36,496</b>	<b>26,730</b>	<b>13,787</b>	<b>77,013</b>

All revenue is generated from external customers, and there are no inter-segment revenues.

Revenues from external customers in the Group's domicile, Australia, as well as its major markets, Europe, Middle East and Africa (EMEA), Asia-Pacific (APAC) and the Americas, have been identified on the basis of the customer's geographical location.

### 6.1 Goodwill allocation and impairment testing for the changes to Reporting Segments

As a result of the changes to the Reporting Segments as at September 30, 2022, the Group has performed an impairment test immediately prior to the change of the Reporting Segments.

As part of the reorganization of the Reporting Segments, goodwill has been reallocated using a relative value method as a basis for the reallocation.

	Sep 2022 US\$'000	Mar 2022 US\$'000
<b>Goodwill allocation prior to reorganization of Reporting Segments</b>		
Elite Wearables (Segment – Wearables)	1,524	1,945
Sub-Elite Wearables (Segment – New Products)	2,555	2,904
Video Analytics (Segment – Video Analytics)	46,958	46,957
<b>Balance at period end</b>	<b>51,037</b>	<b>51,806</b>

Change in goodwill balance from March 2022 to September 2022 is due to foreign exchange differences amounting to US\$769k.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 6. SEGMENT INFORMATION (CONTINUED)

### 6.1 Goodwill allocation and impairment testing for the changes to Reporting Segments (continued)

Goodwill allocation after the reorganization of Operating Segments	Mar 2023 US\$'000
Performance & Health	3,949
Tactics & Coaching	31,451
Media & Engagement	15,505
Management	386
Professional services	81
<b>Balance at year end</b>	<b>51,372</b>

The recoverable amount of the CGU or group of CGUs is based on the value in use immediately before the change in Reporting Segments was in excess of the carrying amount. The Group has also performed an impairment test immediately subsequent to the change in Reporting Segments whereby it was determined that the recoverable amount remained in excess of the carrying value of the CGU or group of CGUs. Based on this, management did not identify any impairment to the CGU or group of CGUs resulting from the changes from the reorganization of Reporting Segments as at September 30, 2022 where the reorganization took place.

The Group has used the value-in-use to determine the recoverable amount. The present value of the expected cash flows was determined using updated financial forecasts approved by Management and the Board, the terminal growth rate remained consistent at 2.9% and the discount rate was updated to 9.4% for all CGU value-in-use calculations as at September 30, 2022. The assumptions used for the CGU value-in-use calculations as at March 31, 2022 are shown below:

	Terminal Growth rates	Discount rates
	2022	2022
Elite Wearables	2.9%	9.5%
Sub-Elite Wearables	2.9%	9.4%
Video Analytics	2.9%	9.2%

## NOTE 7. REVENUE

Revenue has been generated from the following types of sales transactions:

	2023 US\$'000	2022 US\$'000
Capital revenue (i)	6,715	8,423
Subscription and service (ii), (iii)	77,645	68,590
<b>Total Revenue</b>	<b>84,360</b>	<b>77,013</b>

(i) Capital revenue is goods and services transferred at a point of time

(ii) Subscription and service revenue is transferred over time

(iii) Subscription and service revenue for FY23 includes a significant financing component of \$289k (non-cash)

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 8. OTHER INCOME

Other income has been generated from the following sources:

	2023 US\$'000	2022 US\$'000
Government grants and assistance (i), (ii)	183	1,588
Other income (iii)	1,003	173
<b>Total Other Income</b>	<b>1,186</b>	<b>1,761</b>

- (i) This primarily relates to the receipt of government grant payments received from governments in response to the COVID-19 pandemic. Government grants are recognized in the financial statements at their fair values when there is a reasonable assurance that the Consolidated Entity will comply with the requirements and that the grant will be received.
- (ii) During the year-ended March 31, 2023 certain government grants, which the Group had reported as loans in the prior reporting period, were converted to grant monies.
- (iii) This includes other income recognized as a result of the remeasurement of the contingent consideration on the SBG acquisition (further details included at Note 36 and 37).

Government grants are initially recognized at fair value when there is reasonable assurance that the grants will be received and the Group will comply with the conditions associated with the grant. Grants of a revenue nature are recognized in the profit and loss as other income on a systematic basis in the periods in which the related expenses are recognized.

## NOTE 9. COST OF GOODS SOLD

Cost of goods sold for the period includes the following:

	2023 US\$'000	2022 US\$'000
Purchases	8,050	8,399
Royalties	5,243	4,416
Data centre and cloud hosting	3,106	2,402
Freight & delivery	2,383	2,225
Other	1,005	1,271
Inventory movements	747	894
<b>Total Cost of Goods Sold</b>	<b>20,534</b>	<b>19,607</b>



# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 10. CURRENT ASSETS – CASH AND CASH EQUIVALENTS

Cash and cash equivalents include the following components:

	2023 US\$'000	2022 US\$'000
USD	10,764	7,085
CNY	1,796	1,564
EUR	1,344	3,920
GBP	1,329	7,043
AUD	627	3,870
ARS	203	176
JPY	162	611
USD (Cash-in-transit)	-	1,839
<b>Total cash and cash equivalents</b>	<b>16,225</b>	<b>26,108</b>

The amount of cash and cash equivalents inaccessible to the Group as at March 31, 2023 amounts to US\$399,363 (2022: US\$377,036) relating to bank guarantees for rental leases held by the company. Cash-in-transit in the prior year represents payments due on or after April 1, 2022 that were being processed by the Company's banking providers yet not remitted as of March 31, 2022.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 11. TRADE AND OTHER RECEIVABLES

Trade and other receivables consist of the following:

	2023 US\$'000	2022 US\$'000
Trade receivables, gross	10,560	13,077
Contract assets	2,865	2,448
Allowance for expected credit losses	(1,556)	(1,585)
<b>Trade receivables and contract assets, net</b>	<b>11,869</b>	<b>13,940</b>
Other receivables	1,126	277
Non-current trade and other receivables	367	280
<b>Total financial assets</b>	<b>13,362</b>	<b>14,497</b>
Other receivables	710	717
Taxes receivable	688	996
Prepayments	1,699	1,971
Non-current trade and other receivables	153	49
<b>Total non-financial assets</b>	<b>3,250</b>	<b>3,733</b>
<b>Total trade and other receivables</b>	<b>16,612</b>	<b>18,230</b>
<b>Current trade and other receivables</b>	<b>16,092</b>	<b>17,901</b>
<b>Non-current trade and other receivables</b>	<b>520</b>	<b>329</b>

The net carrying value of trade receivables is considered a reasonable approximation of fair value.

Trade receivables that do not contain a significant financing component or for which the Group has applied the practical expedient are measured at the transaction price. Contract assets are recognized over the period in which performance obligations are completed and represent the Group's right to consideration to date but not yet invoiced.

All of the Group's trade and other receivables that have been classified as financial assets have been reviewed at every reporting period for expected credit losses. Trade receivables are written-off when there is no reasonable expectation of recovery but are still subject to enforcement activity. Subsequent recoveries of amounts previously written-off are credited against the same line item. During the year ended March 31, 2023, an amount of US\$451,192 (2022: US\$415,694) was found to be impaired, and subsequently these bad debts were written off. Furthermore, details on Group's impairment policy are mentioned in Note 31.

Set out below is the movement in the allowance for expected credit losses of trade receivables and contract assets:

	2023 US\$'000	2022 US\$'000
Balance at beginning of the year	1,585	1,753
Write-off	(451)	(416)
Provision for expected credit losses	422	248
<b>Balance at year end</b>	<b>1,556</b>	<b>1,585</b>

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 12. INVENTORIES

	2023 US\$'000	2022 US\$'000
Raw materials and consumables (at cost)	348	-
Finished goods (at lower of cost and net realizable value)	1,895	2,990
<b>Total inventories at the lower of cost and net realizable value</b>	<b>2,243</b>	<b>2,990</b>

In 2023, the total cost of US\$11,180K associated with inventories was included in the Consolidated Statement of Profit and Loss and Other Comprehensive Income as an expense (2022: US\$11,518k). At March 31, 2023, the provision for obsolete stock was US\$1,187k (2022: US\$1,225k).

## NOTE 13. NON-CURRENT ASSETS - PROPERTY, PLANT AND EQUIPMENT

Details of the Group's property, plant and equipment and their carrying amounts are as follows:

	Subscription & Demo Units US\$'000	Plant & Office Equipment US\$'000	Furniture & Fittings US\$'000	Leasehold Improvements US\$'000	Leased Assets US\$'000	Total US\$'000
<b>Gross carrying amount</b>						
<b>Balance as at April 1, 2022</b>	<b>17,440</b>	<b>7,256</b>	<b>148</b>	<b>1,704</b>	<b>6,058</b>	<b>32,606</b>
Additions	8,323	1,079	117	257	3,233	13,009
Disposals	-	(88)	-	-	(879)	(967)
Net exchange differences	(1,853)	259	2	(98)	(178)	(1,868)
Balance as at March 31, 2023	23,910	8,506	267	1,863	8,234	42,780
<b>Depreciation and impairment</b>						
<b>Balance at April 1, 2022</b>	<b>(6,527)</b>	<b>(4,954)</b>	<b>(17)</b>	<b>(1,402)</b>	<b>(4,100)</b>	<b>(17,000)</b>
Depreciation	(3,147)	(1,214)	(4)	(126)	(1,599)	(6,090)
Disposals	-	61	-	-	612	673
Net exchange differences	749	(156)	1	97	155	846
Balance as at March 31, 2023	(8,925)	(6,263)	(20)	(1,431)	(4,932)	(21,571)
<b>Carrying amount as at March 31, 2023</b>	<b>14,985</b>	<b>2,243</b>	<b>247</b>	<b>432</b>	<b>3,302</b>	<b>21,209</b>

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 13. NON-CURRENT ASSETS - PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

	Subscription & Demo Units US\$'000	Plant & Office Equipment US\$'000	Furniture & Fittings US\$'000	Leasehold Improvements US\$'000	Leased Assets US\$'000	Total US\$'000
<b>Gross carrying amount</b>						
<b>Balance as at April 1, 2021</b>	<b>8,610</b>	<b>5,294</b>	<b>133</b>	<b>1,650</b>	<b>6,100</b>	<b>21,787</b>
Acquisition through business combination	-	50	-	-	-	50
Additions	8,943	1,952	16	69	-	10,980
Disposals	-	-	-	-	-	-
Net exchange differences	(113)	(40)	(1)	(15)	(42)	(211)
Balance as at March 31, 2022	17,440	7,256	148	1,704	6,058	32,606
<b>Depreciation and impairment</b>						
<b>Balance as at April 1, 2021</b>	<b>(4,892)</b>	<b>(3,834)</b>	<b>(13)</b>	<b>(1,271)</b>	<b>(2,304)</b>	<b>(12,314)</b>
Depreciation	(1,688)	(1,143)	(5)	(144)	(1,808)	(4,788)
Disposals	-	-	-	-	-	-
Net exchange differences	53	23	1	13	12	102
Balance as at March 31, 2022	(6,527)	(4,954)	(17)	(1,402)	(4,100)	(17,000)
<b>Carrying amount as at March 31, 2022</b>	<b>10,913</b>	<b>2,302</b>	<b>131</b>	<b>302</b>	<b>1,958</b>	<b>15,606</b>

All depreciation and amortization charges are included within depreciation and amortization expense.

There were no material contractual commitments to acquire property, plant and equipment at 31 March, 2023 (2022: Nil).

The net book value of assets held under leases at 31 March, 2023 was US\$259,238 (2022: US\$288,421) and is included in Office Equipment.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 14. NON-CURRENT ASSETS - GOODWILL

The movements in the net carrying amount of goodwill are as follows:

	2023 US\$'000	2022 US\$'000
Balance at beginning of the year	51,806	41,994
Goodwill recognized on acquisition of SBG (i)	-	9,798
Foreign exchange effect on goodwill	(434)	14
<b>Balance at year end</b>	<b>51,372</b>	<b>51,806</b>

(i) Refer to Note 36 for further information.

### 14.1 Impairment Testing

Goodwill allocation	2023 US\$'000
Performance & Health	3,949
Tactics & Coaching	31,451
Media & Engagement	15,505
Management	386
Professional services	81
<b>Balance at year end</b>	<b>51,372</b>

(i) The Group has undergone an update to its operating segments for the year to March 31, 2023 and has updated the goodwill allocations to reflect this. As such, goodwill allocation for March 31, 2022 has been excluded as it is not comparable for the periods March 31, 2023 and March 31, 2022. Refer to Note 6 for further information.

The Group assesses, at each reporting date, whether there is an indication that the CGU or group of CGUs may be impaired. If any indication exists, or when annual impairment testing for the CGU or group of CGUs is required, the Group estimates the CGU or group of CGUs recoverable amount. The CGU or group of CGUs recoverable amount is the higher of the CGU or group of CGUs fair value less costs of disposal and its value in use.

The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. When the carrying amount of the CGU or group of CGUs exceeds its recoverable amount, the CGU or group of CGUs is considered impaired and is written down to its recoverable amount. Impairment losses of continuing operations are recognized in the statement of profit or loss in expense categories consistent with the function of the impaired asset.

The recoverable amounts were determined based on value-in-use calculations, covering the detailed five-year forecast, followed by a terminal growth rate of expected cash flows for the units.

### Cash flows

The present value of the expected cash flows of each CGU or Group of CGU's is determined by applying a suitable discount rate. In measuring value-in-use, cash flow projections are based on:

- Reasonable and supportable assumptions that represent management's best estimate of the range of economic conditions that will exist over the remaining useful life of the asset; and
- Most recent financial budgets/forecasts approved by Management, but exclude any estimated future cash inflows or outflows expected to arise from future restructurings or from improving or enhancing the asset's performance; and
- Estimates cash flow projections beyond the period covered by the most recent budgets/forecasts by extrapolating the projections based on the budgets/forecasts using a steady or declining growth rate for subsequent years.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 14. NON-CURRENT ASSETS - GOODWILL (CONTINUED)

### 14.1 Impairment Testing (continued)

	Terminal Growth rates	Discount rates
	2023	2023
Performance & Health	2.9%	11.5%
Tactics & Coaching	2.9%	11.5%
Media & Engagement	2.9%	11.1%
Management	2.9%	11.1%
Professional services	2.9%	11.1%

- (i) The Group underwent a review of Reporting Segments and updated these segments to more accurately align to the current operations of the business and have updated the CGUs to reflect this. As such, the terminal growth rates and discount rates for March 31, 2022 have been excluded as they are not comparable to calculations as at March 31, 2023 and March 31, 2022. Refer to Note 6 for further information.

#### Impact of possible changes in key assumptions

The Directors and management have considered and assessed reasonably possible changes for other key assumptions and have not identified any instances that could cause the carrying amount of the Group of CGUs above to exceed its recoverable amount.

#### Growth rates

Five years of cash flows were included in the discounted cash flow model. The cash flow projections included specific estimates for five years and a terminal growth rate thereafter. The terminal growth rate was determined based on management's estimate of the long-term compound annual EBITDA growth rate, consistent with industry trends.

Revenue growth was projected taking into account the average growth levels experienced over the past five years and the estimated sales volume and price growth for the next five years. It was assumed that the sales price would increase in line with forecast inflation over the next five years.

Continued investment in core product development to underpin revenue growth, particularly in wearables, video and tactical products.

The growth rates reflect management's estimates, as publicly published growth rates for this industry segment are not readily available.

#### Discount rates

The discount rate reflects appropriate adjustments relating to market risk and specific risk factors of the business unit. The discount rate was a post-tax measure estimated based on the historical industry average weighted-average cost of capital.

### 14.2 Brand names

The carrying value of brand names associated with each group of cash generating unit are outlined below:

	2023 US\$'000	2022 US\$'000
Performance and Health	-	86
Tactics and Coaching	-	600
Brand acquired on acquisition of SBG (i)	548	718
<b>Balance at year end</b>	<b>548</b>	<b>1,404</b>

- (i) Brand recognized on the acquisition of SBG is being recorded in the Tactics and Coaching CGU.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 15. NON-CURRENT ASSETS - INTANGIBLE ASSETS

	Acquired Software Licenses US\$'000	Hardware IP US\$'000	Brand Name US\$'000	Distributor Relationships US\$'000	Distributor Contracts US\$'000	Customer Relationships US\$'000	Internally Developed Software US\$'000	Total US\$'000
<b>Gross carrying amount</b>								
<b>Balance as at April 1, 2022</b>	<b>1,158</b>	<b>10,986</b>	<b>4,628</b>	<b>318</b>	<b>72</b>	<b>21,491</b>	<b>65,621</b>	<b>104,274</b>
Additions	36	3,129	-	-	-	14	13,146	16,325
Net exchange difference	(111)	(849)	(19)	(33)	(8)	(60)	(2,071)	(3,151)
Balance as at March 31, 2023	1,083	13,266	4,609	285	64	21,445	76,696	117,448
<b>Amortization and impairment</b>								
<b>Balance as at April 1, 2022</b>	<b>(718)</b>	<b>(6,933)</b>	<b>(3,224)</b>	<b>(246)</b>	<b>(72)</b>	<b>(12,492)</b>	<b>(32,251)</b>	<b>(55,936)</b>
Amortization	(126)	(1,715)	(849)	(29)	-	(2,808)	(8,979)	(14,506)
Net exchange difference	68	578	12	25	8	37	1,030	1,758
Balance as at March 31, 2023	(776)	(8,070)	(4,061)	(250)	(64)	(15,263)	(40,200)	(68,684)
<b>Carrying amount March 31, 2023</b>	<b>307</b>	<b>5,196</b>	<b>548</b>	<b>35</b>	<b>-</b>	<b>6,182</b>	<b>36,496</b>	<b>48,764</b>
<b>Gross carrying amount</b>								
<b>Balance as at April 1, 2021</b>	<b>957</b>	<b>9,553</b>	<b>3,788</b>	<b>323</b>	<b>73</b>	<b>15,254</b>	<b>35,607</b>	<b>65,555</b>
Acquisition through business combination	-	-	843	-	-	6,247	18,645	25,735
Additions	213	1,731	-	-	-	-	11,484	13,428
Net exchange difference	(12)	(298)	(3)	(5)	(1)	(10)	(115)	(444)
Balance as at March 31, 2022	1,158	10,986	4,628	318	72	21,491	65,621	104,274
<b>Amortization and impairment</b>								
<b>Balance as at April 1, 2021</b>	<b>(634)</b>	<b>(5,340)</b>	<b>(158)</b>	<b>(218)</b>	<b>(73)</b>	<b>(9,974)</b>	<b>(25,975)</b>	<b>(42,372)</b>
Amortization	(91)	(1,618)	(3,065)	(31)	-	(2,521)	(6,467)	(13,793)
Net exchange difference	7	25	(1)	3	1	3	191	229
Balance as at March 31, 2022	(718)	(6,933)	(3,224)	(246)	(72)	(12,492)	(32,251)	(55,936)
<b>Carrying amount March 31, 2022</b>	<b>440</b>	<b>4,053</b>	<b>1,404</b>	<b>72</b>	<b>-</b>	<b>8,999</b>	<b>33,370</b>	<b>48,338</b>



# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 16. NON-CURRENT ASSETS - DEFERRED TAX ASSETS AND LIABILITIES

Deferred taxes arising from temporary differences and unused tax losses can be summarized as attributable to the following:

Deferred Tax Assets/(Liabilities)	April 1, 2022 US\$'000	Recognized directly in equity US\$'000	Recognized in Profit & Loss US\$'000	Recognized in Goodwill US\$'000	March 31, 2023 US\$'000
<b>Deferred Tax Assets</b>					
Professional fees and doubtful debts	347	-	(170)	-	177
Provision for employee benefits	518	-	1	-	519
Other provisions	907	-	659	-	1,566
Equity raising costs	409	-	(130)	-	279
Contract liabilities	2,201	-	(247)	-	1,954
Tax losses	4,678	-	-	-	4,678
Share-based payments (a)	1,362	(257)	(141)	-	964
	<b>10,421</b>	<b>(257)</b>	<b>(28)</b>	<b>-</b>	<b>10,137</b>
<b>Deferred Tax Liabilities</b>					
Property, plant & equipment	(133)	-	(947)	-	(1,080)
Other intangible assets	(2,408)	-	(41)	-	(2,449)
Acquisition intangibles	(7,721)	-	2	-	(7,719)
	<b>(10,262)</b>	<b>-</b>	<b>(986)</b>	<b>-</b>	<b>(11,248)</b>
<b>Deferred tax movement</b>	<b>-</b>	<b>(257)</b>	<b>(1,014)</b>	<b>-</b>	<b>-</b>
<b>Net deferred tax asset/(liability)</b>	<b>159</b>				<b>(1,111)</b>
<b>Reflected in the financial position as follows:</b>					
Deferred tax asset	<b>7,893</b>				<b>6,621</b>
Deferred tax liability	<b>(7,734)</b>				<b>(7,732)</b>
	<b>159</b>				<b>(1,111)</b>

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 16. NON-CURRENT ASSETS - DEFERRED TAX ASSETS AND LAIBILITIES (CONTINUED)

Deferred Tax Assets/(Liabilities)	April 1, 2021 US\$'000	Recognized directly in equity US\$'000	Recognized in Profit & Loss US\$'000	Recognized in Goodwill US\$'000	March 31, 2022 US\$'000
<b>Deferred Tax Assets</b>					
Professional fees and doubtful debts	367	-	(20)	-	347
Provision for employee benefits	580	-	(62)	-	518
Other provisions	686	-	221	-	907
Equity raising costs	-	409	-	-	409
Contract liabilities	1,192	-	1,009	-	2,201
Tax losses	4,678	-	-	-	4,678
Share-based payments (a)	-	667	694	-	1,362
	<b>7,503</b>	<b>1,076</b>	<b>1,842</b>	-	<b>10,421</b>
<b>Deferred Tax Liabilities</b>					
Capitalized development	(128)	-	128	-	-
Property, plant & equipment	-	-	(133)	-	(133)
Other intangible assets	(3,020)	-	612	-	(2,408)
Acquisition intangibles	-	-	-	(7,721)	(7,721)
	<b>(3,148)</b>	-	<b>607</b>	<b>(7,721)</b>	<b>(10,262)</b>
<b>Deferred tax movement</b>	-	<b>1,076</b>	<b>2,449</b>	<b>(7,721)</b>	-
Net deferred tax asset	<b>4,355</b>				<b>159</b>
Reflected in the financial position as follows:					
Deferred tax asset	<b>4,355</b>				<b>7,893</b>
Deferred tax liability	-				<b>(7,734)</b>
	<b>4,355</b>				<b>159</b>

(a) The tax effect of share-based payment awards granted is recognized in current income tax expense, except to the extent that the total tax deductions are expected to exceed the cumulative remuneration expense. In this situation, the excess of the associated current or deferred tax is recognized in equity and forms part of the other reserves in equity.

Deferred tax assets are recognized for unused tax losses to the extent that it is probable that taxable profit will be available against which the losses can be utilized. Significant management judgement is required to determine the amount of deferred tax assets that can be recognized, based upon the likely timing and the level of future taxable profits, together with future tax planning strategies.

The Group has \$85,567k (2022: \$92,225k) of tax losses carried forward. These losses relate to subsidiaries that have a history of losses and may not be used to offset taxable income elsewhere in the Group. The Group has recognized deferred tax assets of \$4,678k (FY22:\$4,678k) on a portion of its US losses, the vast majority of which are available for a period of twenty years.

## NOTE 17. CURRENT LIABILITIES – TRADE AND OTHER PAYABLES

Trade and other payables consist of the following:

	2023 US\$'000	2022 US\$'000
<b>Current</b>		
Trade payables and other payables	9,238	9,875

All amounts are short-term. The carrying values of trade payables and other payables are considered to be a reasonable approximation of fair value.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 18. CONTRACT LIABILITIES AND OTHER LIABILITIES

Contract liabilities and other liabilities consist of the following:

	2023 US\$'000	2022 US\$'000
<b>Contract liabilities – current (i)</b>	<b>28,158</b>	<b>25,385</b>
Customer deposits	328	269
Other liabilities	2,083	1,888
Deferred consideration – current (ii)	157	298
<b>Other liabilities – current</b>	<b>2,568</b>	<b>2,455</b>
<b>Total contract and other liabilities – current</b>	<b>30,726</b>	<b>27,840</b>
Contract liabilities – non-current (i)	3,289	4,553
Contingent consideration – non-current (ii)	271	1,225
<b>Total contract and other liabilities – non-current</b>	<b>3,560</b>	<b>5,778</b>

(i) All amounts recognized relating to contract liabilities are assessed for current versus non-current classification and are applied to revenue as recognized in relation to the timing of the client contract. The Group expects to recognize \$28,158k (FY22: \$25,385k) of contract liabilities during the next 12 months following March 31, 2023, with the balance falling into FY24 and FY25. The increase in contract liabilities is due to the higher proportion of subscription revenues recorded in FY23, and the ACV growth recorded in FY23.

(ii) On July 1, 2021, Catapult acquired SBG Sports Software Limited (SBG). Catapult agreed to acquire 100% of the entire issued share capital of the company for a total consideration of US\$45,000k. Please refer to Note 36 for further information.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 19. FINANCIAL ASSETS AND LIABILITIES

### 19.1 Categories of financial assets and liabilities

Note 4.13 provides a description of each category of financial assets and financial liabilities and the related accounting policies. The carrying amounts of financial assets and financial liabilities in each category are as follows:

	Note	Loans and receivables (carried at amortized cost) US\$'000	Other assets (carried at amortized cost) US\$'000	Total US\$'000
<b>March 31, 2023</b>				
<b>Financial Assets</b>				
Non-current receivables	11	367	-	367
Trade receivables and contract assets, net	11	11,869	-	11,869
Other receivables	11	1,126	-	1,126
Cash and cash equivalents	10	-	16,225	16,225
		<b>13,362</b>	<b>16,225</b>	<b>29,587</b>

	Note	Other Liabilities (carried at amortized cost) US\$'000	Other Liabilities at FVTPL US\$'000	Total US\$'000
<b>March 31, 2023</b>				
<b>Financial Liabilities</b>				
Trade and other payables	17	9,238	-	9,238
Other liabilities	18	157	-	157
Borrowings	19.2	15,747	-	15,747
Other financial liabilities	22.1	1,931	-	1,931
Non-current other financial liabilities	22.1	1,899	-	1,899
		<b>28,972</b>	<b>-</b>	<b>28,972</b>

	Note	Loans and receivables (carried at amortized cost) US\$'000	Other assets (carried at amortized cost) US\$'000	Total US\$'000
<b>March 31, 2022</b>				
<b>Financial assets</b>				
Non-current receivables	11	280	-	280
Trade receivables and contract assets, net	11	13,940	-	13,940
Other receivables	11	277	-	277
Cash and cash equivalents	10	-	26,108	26,108
		<b>14,497</b>	<b>26,108</b>	<b>40,605</b>

	Note	Other Liabilities (carried at amortized cost) US\$'000	Other Liabilities at FVTPL US\$'000	Total US\$'000
<b>March 31, 2022</b>				
<b>Financial liabilities</b>				
Trade and other payables	17	9,875	-	9,875
Other liabilities	18	298	-	298
Other financial liabilities	22.1	2,040	-	2,040
Non-current other financial liabilities	22.1	837	-	837
		<b>13,050</b>	<b>-</b>	<b>13,050</b>

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 19. FINANCIAL ASSETS AND LIABILITIES (CONTINUED)

### 19.2 Borrowings and other financial liabilities

Borrowings include the following financial liabilities:

	2023 US\$'000	2022 US\$'000
Borrowings (non-current)	15,747	-
<b>Total borrowings</b>	<b>15,747</b>	<b>-</b>

Bank borrowings are secured by all property of Catapult Sports Inc, the Group's US Subsidiary. The company entered into a secured revolving loan facility with Western Alliance Bank in April 2017.

In December 2022, the Group entered into a new revolving loan facility with Western Alliance Bank for a \$20,000k debt facility with a maturity date of December 27, 2024. The loan facility has therefore been classified as a non-current liability. Bank borrowings are secured by all property of the Company, Catapult Sports Pty Ltd and Catapult Group US, Inc., except for customary excluded collateral.

At March 31, 2023, the total facility is for \$20,000k. Of this amount, \$15,747k was drawn down during the period. Current interest rates on the bank borrowing are variable and average 7.2% (2022: 5.0%). The Company was in compliance with its financial covenants in the reporting period. On May 10, 2023, under the requirement of the loan facility, the financial covenant values for the period June 2023 to May 2024 were mutually agreed between the Group and Western Alliance Bank.

## NOTE 20. CURRENT LIABILITIES – EMPLOYEE REMUNERATION

### 20.1 Employee benefits expense

Expenses recognized for employee benefits are analyzed below:

	2023 US\$'000	2022 US\$'000
Wages and salaries	38,499	36,499
Share-based payments (equity-settled) <sup>(i)</sup>	12,103	13,592
Social security costs	3,768	3,473
Superannuation – defined contribution plans	1,906	1,370
<b>Employee benefit expenses</b>	<b>56,276</b>	<b>54,934</b>

(i) During the year, the Group only incurred expenses arising from equity-settled share-based payments. This amount includes \$6,900k (FY22: \$8,300k) for SBG consideration being treated as share-based payments. Refer to Note 36 for more details.

### 20.2 Share-base employee remuneration

#### Director Fee Sacrifice Plan

The Salary Sacrifice Offer is designed to encourage Directors to build their Shareholdings in the Company. It is not intended to be used for the purposes of providing Directors with additional remuneration.

Participation in the Salary Sacrifice Offer by a Director in respect of their annual base fees is voluntary except for the Board has determined that fees paid to Directors in their role as Chairman of a Board Committee will be satisfied by the issue of Rights. Therefore, participation in the Salary Sacrifice Offer by a Director for Chairman Committee fees will be mandatory. The current fee payable for the Chairmen of the SaaS Scaling Committee, Audit & Risk Committee and the Nomination & Remuneration Committee is A\$100,000, A\$40,000, and A\$20,000, respectively.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 20. CURRENT LIABILITIES – EMPLOYEE REMUNERATION (CONTINUED)

### 20.2 Share-base employee remuneration (continued)

#### Employee share plan

Catapult has continued to utilise its established Employee Share Plan (Employee Plan) to assist in the motivation, retention and reward of executives and employees. The Employee Plan is designed to align the interests of employees with the interests of shareholders by providing an opportunity for eligible employees (including any person who is a full-time or permanent part-time employee or officer, or director of Catapult or any related body corporate of Catapult) to receive an equity interest in Catapult through the granting of Options, Performance Rights or other Awards.

The Shares held by the Employee Plan Trustee are Restricted Securities such that the Employee Plan Trustee is not able to dispose of them within 24 months of Official Quotation. The key terms of the Employee Plan are set out below:

#### Eligibility

Eligibility to participate in the Employee Plan and the number of Options, Performance Rights or other Awards offered to each individual participant will be determined by the Board.

#### Grants

Under the rules of the Employee Plan, Options, Performance Rights and/or other Awards may be offered or granted to eligible employees of Catapult or any related body corporate of Catapult from time to time, subject to the discretion of the Board.

#### Terms and conditions

The Board has the discretion to set the terms and conditions (including conditions in relation to vesting, disposal restrictions or forfeiture and any applicable exercise price) on which it will offer or grant Options, Performance Rights or other Awards under the Employee Plan and may set different terms and conditions which apply to different participants in the Employee Plan. The Board will determine the procedure for offering or granting Options, Performance Rights and/or other Awards (including the form, terms and content of any offer, invitation or acceptance procedure) in accordance with the rules of the Employee Plan.

Options and Performance Rights and other Awards will vest and become exercisable to the extent that the applicable performance, service, or other vesting conditions specified at the time of the grant are satisfied (collectively the "Vesting Conditions").

Shares issued (including shares issued upon exercise of Options or Performance Rights granted) under the Employee Plan will rank equally in all respects with the other issued shares.

Subject to satisfaction of Vesting Conditions, a participant may exercise an Option, Performance Right or other Award by lodging an exercise notice with Catapult and complying with any requirements under the Employee Plan.

A participant will have a vested and indefeasible entitlement to any dividends declared and distributed by Catapult on any shares which, at the closing date for determining entitlement to those dividends, are standing to the account of the participant. A participant may exercise any voting rights attaching to shares registered in the participant's name.

Catapult may, in its discretion, issue new shares or cause existing shares to be acquired or transferred to the participant, or a combination of both alternatives, to satisfy Catapult's obligations under the Employee Plan. If Catapult determines to cause the transfer of Shares to a participant, the shares may be acquired in such manner as Catapult considers appropriate, including from a trustee appointed under the Employee Plan.

Pursuant to the Employee Plan, Catapult has appointed the Employee Plan Trustee to acquire and hold Shares on behalf of participants and for the purposes of the Employee Plan. Catapult may give directions to the Employee Plan Trustee as contemplated in the trust deed or if in connection with any Award. During FY23, Catapult subscribed for Nil shares (FY22: Nil shares) to the Catapult Employee Share Plan Trust. At March 31, 2023 the Employee Plan Trustee holds 2,663,748 (2022: 6,748,763) shares on behalf of participants and for the purposes of the Employee Plan.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 20. CURRENT LIABILITIES – EMPLOYEE REMUNERATION (CONTINUED)

### 20.2 Share-base employee remuneration (continued)

Options, Performance Rights and other Awards which have not been exercised will be forfeited if the applicable Vesting Conditions and any other conditions to exercise are not met during the prescribed vesting period or if they are not exercised before the applicable expiry date. In addition, Options, Performance Rights and other Awards will lapse if the participant deals with the Options, Performance Rights or other Awards in breach of the rules of the Employee Plan or in the opinion of the Directors, a participant has acted fraudulently or with gross misconduct.

Options, Performance Rights and other Awards will not be quoted on the ASX. Catapult will apply for official quotation of any Shares allotted under the Employee Plan unless the Board resolves otherwise.

The Board may, in its absolute discretion, determine that a participant is required to pay an exercise price to exercise the Options, Performance Rights or other Awards offered or granted to that participant.

Grants of Options, Performance Rights or other Awards under the Employee Plan to a Director may be subject to the approval of shareholders, to the extent required under the ASX Listing Rules.

Participants in the Employee Plan must not enter into transactions or arrangements, including by way of derivatives or similar financial products, which limit the economic risk of holding unvested Awards.

Subject to the rules of the Employee Plan, the Board must not offer Options, Performance Rights or other Awards if the total of the following exceeds 5% of the number of Shares on issue at the time of the offer:

- The number of Shares which are the subject of the offer of Awards;
- The number of Shares which are the subject of any outstanding offers of Awards;
- The number of Shares issued during the previous 5 years under the Employee Plan, but not including existing Shares transferred to a participant after having been acquired for that purpose; and
- The number of Shares which would be issued under all outstanding Awards that have been granted but which have not yet been exercised, terminated or expired, assuming all such Awards were exercised ignoring any Vesting Conditions, but disregarding any offer made, or Award offered or issued or Share issued by way or as a result of:
  - an offer that does not meet disclosure to investors because of section 708 or section 1012D of the Corporations Act;
  - an offer made pursuant to a disclosure document or product disclosure statement; or
  - other offers that are excluded from the disclosure requirements under the Corporations Act.

The Board may impose restrictions on dealing in Shares or Awards which are acquired under the Employee Plan, for example, by prohibiting them from being sold, transferred, mortgaged, pledged, charged, or otherwise disposed of or encumbered for a period of time.

If the Board determines that for taxation, legal, regulatory or compliance reasons it is not appropriate to issue or transfer Shares, Catapult may in lieu of and in final satisfaction of Catapult's obligation to issue or transfer Shares as required upon the exercise of an Award by a participant, make a cash payment to the participant equivalent to the fair market value of the Awards.

Where there is a change of control of Catapult, including where any person acquires a relevant interest in more than 50% of the Shares, or where the Board concludes that there has been a change in the control of Catapult, the Board will determine, in its sole and absolute discretion, the manner in which all unvested and vested Awards will be dealt with.

Where there is a takeover bid made for all of the Shares or a scheme of arrangement, selective capital reduction or other transaction is initiated which has a similar effect to a full takeover bid for Shares, then participants are entitled to accept the takeover offer or participate in the other transaction in respect of all or part of their Awards notwithstanding any restriction period has not expired. Further, the Board may, at its discretion, waive unsatisfied Vesting Conditions in relation to some or all Awards in the event of such a takeover or other transaction.



# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 20. CURRENT LIABILITIES – EMPLOYEE REMUNERATION (CONTINUED)

### 20.2 Share-base employee remuneration (continued)

If, prior to the exercise of an Award, Catapult makes a pro-rata bonus issue to shareholders, and the Award is not exercised prior to the record date in respect of the bonus issue, the Award will, when exercised, entitle the participant to one Share plus the number of bonus shares which would have been issued to the participant if the Award had been exercised prior to the record date.

If Catapult undergoes a capital reorganization, then the terms of the Awards for the participant will be changed to the extent necessary to comply with the ASX Listing Rules.

The Employee Plan also contains terms having regard to Australian law for dealing with the administration, variation and termination of the Employee Plan.

Share options and weighted average exercise prices are as follows for the reporting periods presented:

	Options Program		Performance Rights	
	Number of Shares	Weighted average exercise price (A\$)	Number of Shares	Weighted average exercise price (A\$)
Outstanding at April 1, 2022	7,766,278	1.3140	6,001,573	-
Granted	-	-	9,089,628	-
Forfeited	(2,012,059)	1.3386	(1,316,273)	-
Exercised	-	-	(4,085,015)	-
Expired	(576,500)	1.8465	-	-
Outstanding at March 31, 2023	5,177,719	1.2451	9,689,913	-
Exercisable at March 31, 2023	1,553,112	1.1171	795,645	-

	Options Program		Performance Rights	
	Number of Shares	Weighted average exercise price (A\$)	Number of Shares	Weighted average exercise price (A\$)
Outstanding at April 1, 2021	8,670,083	1.4062	2,536,850	-
Granted	82,841	1.3000	5,340,222	-
Forfeited	(185,000)	1.2886	(775,736)	-
Exercised	(132,500)	1.6030	(1,098,377)	-
Expired	(669,146)	2.4754	(1,386)	-
Outstanding at March 31, 2022	7,766,278	1.3140	6,001,573	-
Exercisable at March 31, 2022	1,639,612	1.3314	226,886	-

The Group, in valuing its granted performance rights, has used its share price at the grant date. No options were granted during the year. In valuing options granted in prior periods, the Group used the Black Scholes and Monte Carlo Option valuation model.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 20. CURRENT LIABILITIES – EMPLOYEE REMUNERATION (CONTINUED)

### 20.3 Employee benefits

The liabilities recognized for employee benefits consist of the following amounts:

	2023 US\$'000	2022 US\$'000
Wages and salaries	2,049	3,409
Social security costs & payroll taxes	411	919
Defined contribution plans	890	833
Accrued leave entitlements	2,627	1,992
<b>Total current employee benefits</b>	<b>5,977</b>	<b>7,153</b>
<b>Non-current</b>		
Accrued leave entitlements	158	133
<b>Total non-current employee benefits</b>	<b>158</b>	<b>133</b>

The current portion of these liabilities represents the Group's obligations to its current employees that are to be settled during the next 12 months and its accrued annual leave liabilities and current accrued long service leave.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 21. EQUITY – SHARE CAPITAL

The share capital of Catapult Group International Ltd consists only of fully paid ordinary shares; the shares do not have a par value. All shares are equally eligible to receive dividends and the repayment of capital and represent one vote at the shareholders' meeting of Catapult Group International Ltd.

		March 31, 2023	March 31, 2022	March 31, 2023	March 31, 2022
	Note	Authorized Shares	Authorized Shares	US\$'000	US\$'000
Shares issued and fully paid for:		244,057,884	231,924,764	194,836	175,523
Beginning of the year		231,924,764	200,431,654	185,441	142,179
Shares issued for cash		-	31,493,110	-	44,781
Share issue costs		-	-	-	(957)
Movement in treasury shares		-	-	(6,003)	(1,809)
Exercise of performance options and equity options		-	-	4,766	1,247
Shares issued for acquisition		12,133,120	-	14,547	-
<b>Total contributed equity</b>		<b>244,057,884</b>	<b>231,924,764</b>	<b>198,751</b>	<b>185,441</b>
Treasury shares	21.1	(2,663,748)	(6,748,763)	(3,915)	(9,918)
<b>Total contributed equity</b>		<b>241,394,136</b>	<b>225,176,001</b>	<b>194,836</b>	<b>175,523</b>

During the financial year the Group awarded:

- 12,133,120 shares were issued as part of the share consideration in relation to the SBG acquisition

### 21.1 Treasury Shares

Treasury shares are shares in Catapult Group International Limited that are held by the Catapult Sports Employee Share Plan Trust for the purpose of issuing shares under the Catapult Sports Employee Share Plan in respect of options and performance rights issued under that Plan:

	2023	2022
	Shares	Shares
Opening Balance	6,748,763	7,979,640
Transactions during the year	(4,085,015)	(1,230,877)
<b>Balance at year end</b>	<b>2,663,748</b>	<b>6,748,763</b>

During the financial year, the following shares were issued under the Employee Share Plan:

- The number of shares exercised under the performance rights plan was 4,085,015 at an average exercise price of A\$0.00. The amount raised was A\$Nil (US\$Nil).

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 21. EQUITY – SHARE CAPITAL (CONTINUED)

### 21.2 Performance rights granted

During the financial year, the following performance rights were granted under the Employee Share Plan:

- 6,813 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.83 (US\$0.58)
- 31,104 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.76 (US\$0.52)
- 18,529 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.90 (US\$0.61)
- 7,401,200 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.95 (US\$0.66)
- 799,300 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$1.00 (US\$0.70)
- 198,885 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$1.00 (US\$0.69)
- 259,850 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.83 (US\$0.54)
- 61,900 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.88 (US\$0.57)
- 172,560 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.87 (US\$0.56)
- 5,087 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.82 (US\$0.55)
- 39,380 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.81 (US\$0.54)
- 4,480 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.72 (US\$0.49)
- 50,800 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.70 (US\$0.46)
- 39,740 performance rights as part of the Employee Share plan at an average exercise price of A\$0.00 and had a fair value of A\$0.67 (US\$0.45)

### 21.3 Options and performance rights on issue

The following sets out the weighted average exercise price calculations for all outstanding options (however, excluding the effect of the performance rights as detailed in Note 20.2):

	March 31, 2023 Weighted average exercise price	March 31, 2022 Weighted average exercise price
Outstanding at the beginning of the year	1.3140	1.4062
Outstanding at the end of the year	1.2451	1.3140
Exercisable at the end of the year	1.1171	1.3314

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 22. OTHER FINANCIAL LIABILITIES – LEASES

### 22.1 Lease liabilities

The Group's lease liabilities, which are secured by the related assets held under leases, are classified as follows:

	2023 US\$'000	2022 US\$'000
Lease liabilities (current)	1,931	2,040
Lease liabilities (non-current)	1,899	837
<b>Total lease liabilities</b>	<b>3,830</b>	<b>2,877</b>

Set out below are the carrying amounts of lease liabilities (included under interest-bearing loans and borrowings) and the movements during the year:

	2023 US\$'000	2022 US\$'000
<b>As at April 1</b>	2,877	4,667
Additions	3,233	133
Adjustment to lease liabilities	(267)	-
Interest expense	146	149
Lease liability repayment	(1,972)	(1,852)
Exchange differences	(187)	(220)
<b>Balance as at March 31</b>	<b>3,830</b>	<b>2,877</b>

### Lease payments not recognized as a liability

The Group has elected not to recognize a lease liability for short-term leases (leases with an expected term of 12 months or less) or for leases of low-value assets. Payments made under such leases are expensed on a straight-line basis. In addition, certain variable lease payments are not permitted to be recognized as lease liabilities and are expensed as incurred.

The expense relating to payments not included in the measurement of a lease liability is as follows:

	2023 US\$'000	2022 US\$'000
Short-term leases	368	371

The Group had total cash outflows for leases of \$2,486k in 2023 (FY22: \$2,372k).

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 23. FINANCE COSTS AND FINANCE INCOME

Finance costs for the year consist of the following:

	2023 US\$'000	2022 US\$'000
<b>Interest expenses for borrowings and other financial liabilities:</b>		
Interest expense	(598)	(200)
Significant financing component (non-cash)	(289)	-
<b>Finance costs</b>	<b>(887)</b>	<b>(200)</b>

	2023 US\$'000	2022 US\$'000
<b>Finance income for the year consists of the following:</b>		
Interest income from cash and cash equivalents	52	18

## NOTE 24. OTHER FINANCIAL ITEMS

Other financial items consist of the following:

	2023 US\$'000	2022 US\$'000
<b>Other financial items consist of the following:</b>		
Gain/(loss) on exchange differences	983	(595)

## NOTE 25. CURRENT LIABILITIES – INCOME TAX

The major components of tax expense and the reconciliation of the expected tax expense based on the domestic effective tax rate of Catapult Group International Ltd at 30% (2021: 30%) are:

	2023 US\$'000	2022 US\$'000
<b>Numerical reconciliation of income tax benefit and tax at the statutory rate</b>		
Loss before income tax expense	(31,463)	(33,628)
Prima facie tax benefit at the Australian tax rate of 30%	(9,439)	(10,088)
Overseas tax rate differential	1,145	1,782
Tax losses not recognized	4,530	4,549
Tax losses utilized in the current period	-	(401)
Deferred tax not recognized for share-based payments	3,213	3,457
Other non-deductible expenses	617	-
Local country taxes	71	-
Adjustments for prior periods	(116)	(740)
Actual tax expense/(benefit)	21	(1,441)
Made up of:		
Current tax	151	621
Deferred tax	(130)	(2,062)
Income tax expense/(benefit)	21	(1,441)

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 26. AUDITOR'S REMUNERATION

Fees paid and payable to the Group's auditor during the year consisted of the following:

	2023 US\$	2022 US\$
<i>Assurance Services</i>		
Audit and review of the Financial Report – Ernst & Young	290,220	389,596
<i>Other services</i>		
Employee compensation advice – Ernst & Young	-	24,349
<b>Total auditor's remuneration</b>	<b>290,220</b>	<b>413,945</b>

## NOTE 27. EARNINGS PER SHARE

Both the basic and diluted earnings per share have been calculated using the loss attributable to shareholders of the Parent Company (Catapult Group International Ltd) as the numerator (i.e., no adjustments to profit were necessary in 2022 or 2023). 14,867,632 (FY22: 13,767,851) options and performance rights have not been included in calculating diluted EPS because their effect is anti-dilutive.

The reconciliation of the weighted average number of shares for the purpose of diluted earnings per share to the weighted average number of ordinary shares used in the calculation of basic earnings per share is as follows:

### 27.1 Basic and diluted loss per share

	2023 (US Cents)	2022 (US Cents)
Basic loss and diluted loss per share attributable to the ordinary equity holders of the Company	(13.4)	(14.8)

### 27.2 Reconciliation of loss used in calculating loss per share

	2023 US\$'000	2022 US\$'000
Basic and diluted loss per share		
Loss attributable to the ordinary equity holders of the company used in calculating loss per share:		
From continuing operations	(31,461)	(32,091)

### 27.3 Weighted average number of shares used as the denominator

	2023 Shares '000	2022 Shares '000
Weighted average number of shares used in basic and diluted earnings per share	234,421	216,292

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 28. EQUITY – DIVIDENDS

Nil paid in the year (FY22: Nil).

### 28.1 Dividends paid and proposed

There is no dividend paid or proposed in the current financial year (FY22: Nil).

### 28.2 Franking credits

	2023 US\$'000	2022 US\$'000
The amount of the franking credits available for subsequent reporting periods are:		
Balance of franking account at the beginning of the year	(2,874)	(2,920)
Impact of foreign exchange rates	266	46
<b>Balance of franking account adjusted for deferred debits arising from past R&amp;D tax offsets received and expected R&amp;D tax offset to be received for the current year</b>	<b>(2,608)</b>	<b>(2,874)</b>

During the year ended March 31, 2023, the Group made no payments related to income tax, refunds or dividends paid that would have an impact on the franking credits.

## NOTE 29. RECONCILIATION OF LOSS AFTER INCOME TAX TO NET CASH FROM OPERATING ACTIVITIES

	2023 US\$'000	2022 US\$'000
Loss after income tax (expense)/benefit for the year	(31,484)	(32,187)
Adjustments for:		
Depreciation and amortization	20,596	18,581
Share-based payments	12,103	13,592
Foreign exchange differences	(928)	614
Net interest and dividends received included in investing and financing	476	171
Impairment losses on obsolete stock, receivables and other items	456	750
Change in operating assets and liabilities:		
Decrease/(increase) in trade and other receivables & contract assets	1,618	(4,595)
Decrease in inventories	747	894
Decrease/(increase) in non-current tax assets	(4,351)	(778)
(Decrease)/increase in trade and other payables	(637)	2,977
Increase/(decrease) in provision for income tax	330	(12)
Increase/(decrease) in deferred tax liabilities	5,621	(607)
(Decrease)/increase in employee benefits	(1,151)	893
Increase in other provisions	338	2,380
<b>Net cash from operating activities</b>	<b>3,734</b>	<b>2,673</b>



# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 30. RELATED PARTY TRANSACTIONS

The Group's related parties include its associates, key management, post-employment benefit plans for the Group's employees and others as described below.

	2023 US\$	2022 US\$
Transactions with key management	30,955	133,424

During FY23, the Company spent \$30,955 (FY22: \$45,285) with Workday Group's Adaptive Insights Pty Ltd to integrate Adaptive Insights' budgeting and forecasting software within its finance division, which delivers automation and efficiency. Mr. Thomas F. Bogan is a director of Workday Group.

During FY22, the Company worked with SXIQ Digital Pty Ltd and spent \$88,139 on order-to-cash process design and implementation on a group level. Prior to joining Catapult Sports, Mr. Hayden Stockdale worked as the CFO of SXIQ Digital Pty Ltd.

### 30.1 Transactions with key management personnel

Key management of the Group are the executive members of Catapult Group International's Board of Directors and certain members of Catapult's executive team.

Unless otherwise stated, none of the transactions incorporate special terms and conditions and no guarantees were given or received. Outstanding balances are usually settled in cash.

	2023 US\$	2022 US\$
Salaries including bonuses	1,342,721	1,591,107
Short-term share-based payments	344,687	648,901
Post-employment benefits	48,704	61,619
<b>Total short-term employee benefits</b>	<b>1,736,112</b>	<b>2,301,627</b>
Long-term share-based payments	167,461	533,217
Director salary sacrifice	193,962	107,982
Long service leave	2,376	392
<b>Total long-term benefits</b>	<b>363,799</b>	<b>641,591</b>
<b>Total remuneration</b>	<b>2,099,911</b>	<b>2,943,218</b>

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 31. FINANCIAL INSTRUMENT RISK

### 31.1 Risk management objectives and policies

The Group is exposed to various risks in relation to financial instruments. The Group's financial assets and liabilities by category are summarized in Note 19.1. The main types of risks are market risk, credit risk and liquidity risk.

The Group's risk management is coordinated in close cooperation with the Board of Directors and focuses on actively securing the Group's short to medium-term cash flows by minimizing exposure to financial markets. The Group does not actively engage in the trading of financial assets for speculative purposes, nor does it write options. The most significant financial risks to which the Group is exposed are described below.

### 31.2 Market risk analysis

The Group is exposed to currency risk resulting from its operating activities.

#### Foreign Currency Sensitivity

Exposures to currency exchange rates arise from the Group's overseas sales and purchases, which are primarily denominated in Australian dollars (AUD), Pound Sterling (GBP), Euro (EUR), Japanese Yen (JPY) and Chinese Yuan (CNY)

Foreign currency denominated financial assets and liabilities which expose the Group to currency risk are disclosed below. The amounts shown are those translated into US\$ at the closing rate:

	AUD US\$'000	GBP US\$'000	EUR US\$'000	JPY US\$'000	CNY US\$'000	Other Currencies US\$'000
<b>March 31, 2023</b>						
<b>Short Term Exposure</b>						
Financial assets	3,056	2,509	3,142	241	2,403	380
Financial liabilities	(2,218)	(2,840)	(611)	(9)	(55)	(23)
<b>Total exposure</b>	<b>838</b>	<b>(331)</b>	<b>2,531</b>	<b>232</b>	<b>2,348</b>	<b>357</b>
<b>March 31, 2022</b>						
<b>Short term exposure</b>						
Financial assets	5,288	8,796	6,303	767	2,017	243
Financial liabilities	(2,090)	(621)	(874)	-	(50)	(9)
<b>Total exposure</b>	<b>3,198</b>	<b>8,175</b>	<b>5,429</b>	<b>767</b>	<b>1,967</b>	<b>234</b>

The following table illustrates the sensitivity of profit and equity in regards to the Group's financial assets and financial liabilities and the various exchange rates 'all other things are equal'. It assumes a +/- 10% change of the various exchange rate for the year ended March 31, 2023 (2022:10%).

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 31. FINANCIAL INSTRUMENT RISK (CONTINUED)

### 31.2 Market risk analysis (continued)

If the USD had strengthened by 10% against the respective currencies then this would have had the following impact:

*Foreign currency risk*

	AUD US\$'000	GBP US\$'000	EUR US\$'000	JPY US\$'000	CNY US\$'000	Other currencies US\$'000	Total US\$'000
<b>March 31, 2023</b>							
Assets	(277)	(228)	(286)	(22)	(218)	(34)	<b>(1,066)</b>
Liabilities	202	258	56	1	5	2	<b>523</b>
<b>March 31, 2022</b>							
Assets	(481)	(800)	(573)	(70)	(183)	(22)	<b>(2,127)</b>
Liabilities	190	56	79	-	5	-	<b>331</b>

If the USD had weakened by 10% against the respective currencies, then this would have had the following impact:

	AUD US\$'000	GBP US\$'000	EUR US\$'000	JPY US\$'000	CNY US\$'000	Other currencies US\$'000	Total US\$'000
<b>March 31, 2023</b>							
Assets	340	279	349	27	267	42	<b>1,303</b>
Liabilities	(246)	(316)	(68)	(1)	(6)	(3)	<b>(640)</b>
<b>March 31, 2022</b>							
Assets	588	977	700	85	224	26	<b>2,601</b>
Liabilities	(232)	(69)	(97)	-	(6)	-	<b>(404)</b>

Exposures to foreign exchange rates vary during the year depending on the volume of overseas transactions. Nonetheless, the analysis above is considered to be representative of the Group's exposure to currency risk.

### 31.3 Credit risk analysis

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations and arises principally from the Group's receivables from customers. The Group's maximum exposure to credit risk is limited to the carrying amount of the financial assets recognized at the reporting date, as summarized below:

	2023 US\$'000	2022 US\$'000
<b>Classes of financial assets</b>		
Cash and cash equivalents	16,225	26,108
Trade receivables and contract assets, net	11,869	13,940
Other receivables	1,126	277
Other long-term financial assets	367	280
	<b>29,587</b>	<b>40,605</b>

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 31. FINANCIAL INSTRUMENT RISK (CONTINUED)

### 31.3 Credit risk analysis (continued)

Receivables balances are monitored on an ongoing basis. The Group applies the AASB 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all trade receivables and contract assets. To measure the expected credit losses, trade receivables and contract assets have been grouped based on shared credit risk characteristics and the days past due. The historical loss rates are adjusted to reflect current and forward-looking information on macroeconomic factors affecting the ability of the customers to settle the receivables.

Also, where available at reasonable cost, external credit ratings and/or reports on customers and other counterparties are obtained and used. The Group's policy is to deal only with creditworthy counterparties.

The amounts at March 31, 2023, analyzed by the length of time past due, are:

	2023 US\$'000	2022 US\$'000
Not more than three (3) months	8,160	10,121
More than three (3) months but not more than six (6) months	705	923
More than six (6) months but not more than one (1) year	962	1,171
More than one (1) year	733	862
<b>Total</b>	<b>10,560</b>	<b>13,077</b>

In respect of trade receivables, the Group is not exposed to any significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics. Trade receivables consist of a large number of customers in various sports and geographical areas.

As at March 31, 2023, the group had a cash and cash equivalent balance of US\$16,225k (FY22: US\$26,108k), of which US\$7,129k (FY22: \$US7,346k) was deposited with Western Alliance Bank. Western Alliance Bank is a USA-domiciled regional banking organization and a Federal Deposit Insurance Corporation member. While the Bank operates in the same market impacted by the recent US regional bank crisis, this has not adversely affected Catapult. As at May 3, 2023, Western Alliance Bank advised that it had not experienced unusual deposit flows. Its most recent update as of May 11, 2023, reported deposit growth, and it reaffirmed its quarter-over-quarter deposit growth rate guidance. The Group has assessed its credit risk related to cash on deposit with Western Alliance Bank, with no significant impact noted at these times. Refer to the "Economic Risk" section of the Directors' Report for potential risks associated with the recent US regional bank crisis.

### 31.4 Liquidity risk

Liquidity risk is the risk that the Group might be unable to meet its obligations. The Group manages its liquidity needs by monitoring scheduled debt servicing payments for long-term financial liabilities as well as forecast cash inflows and outflows due in the running of the day-to-day business. Liquidity needs are monitored on a week-to-week basis, as well as on the basis of a rolling 90-day projection. The Group's US subsidiary, Catapult Sports Inc, finalized the execution of documentation for an upsized US\$20,000k debt facility with Western Alliance Bank during December 2022. The multi-year facility has improved commercial terms on the previous facility and a maturity date of December 27, 2024. At March 31, 2023, the Group had drawn down funds of \$15,747k from the debt facility (2022: US\$Nil).

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 31. FINANCIAL INSTRUMENT RISK (CONTINUED)

### 31.4 Liquidity risk (continued)

As at March 31, 2023, the Group's non-derivative financial liabilities have contractual maturities (including interest payments where applicable) as summarized below:

	Current		Non-current	
	Within 6 months US\$'000	6 - 12 months US\$'000	1-5 years US\$'000	5+ years US\$'000
<b>March 31, 2023</b>				
US-Dollar loans (i)	709	709	16,810	-
Other financial liabilities	1,107	922	1,595	747
Trade and other payables	9,238	-	-	-
Contingent consideration	-	157	271	-
	<b>11,054</b>	<b>1,788</b>	<b>18,676</b>	<b>747</b>

(i) Interest payments is calculated at 9.00% (being the Wall Street Journal rate + 1.00%) up to the maturity date based on the carrying amount of borrowings as at March 31, 2023.

This compares to the maturity of the Group's non-derivative financial liabilities in the previous reporting period as follows:

	Current		Non-current	
	Within 6 months US\$'000	6-12 months US\$'000	1-5 years US\$'000	5+ years US\$'000
<b>March 31, 2022</b>				
Other financial liabilities	1,255	839	780	104
Trade and other payables	9,875	-	-	-
Contingent consideration	-	298	1,225	-
	<b>11,130</b>	<b>1,137</b>	<b>2,005</b>	<b>104</b>

## NOTE 32. CAPITAL MANAGEMENT POLICIES AND PROCEDURES

The Group's objectives when managing capital are to safeguard its ability to continue as a going concern, to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital. Consistent with others in the industry, the Group monitors capital on the basis of its gearing ratio. In order to maintain or adjust its capital structure, the Group considers its issue of new capital, return of capital to shareholders and dividend policy as well as its plan for acquisition or disposal of assets. The Group was fully compliant with all bank facility covenants during the financial year.

## NOTE 33. CONTINGENT LIABILITIES

The Group has obtained two bank guarantees as security in respect of lease agreements for its premises amounting to US\$399,362 as of March 31, 2023 (2022: US\$377,036). These amounts, disclosed as contingent liabilities, remain inaccessible to the Group, as disclosed in Note 10.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 34. PARENT ENTITY INFORMATION

Information relating to Catapult Group International Ltd ('the Parent Entity'):

	2023 US\$'000	2022 US\$'000
<b>Statement of financial position</b>		
Current assets	1,387	4,091
<b>Total assets</b>	<b>149,191</b>	<b>166,740</b>
Current liabilities	946	1,998
<b>Total liabilities</b>	<b>1,277</b>	<b>2,118</b>
<b>Net assets</b>	<b>147,914</b>	<b>164,622</b>
Issued capital	194,836	175,523
Foreign currency reserve	(18,177)	(4,977)
Other reserves	1,998	7,085
Accumulated losses	(45,524)	(30,534)
Share option reserve	14,781	17,525
<b>Total equity</b>	<b>147,914</b>	<b>164,622</b>
<b>Statement of profit and loss and other comprehensive loss</b>		
Loss for the year	(14,990)	(14,283)
Other comprehensive loss	(13,200)	(596)
<b>Total comprehensive loss</b>	<b>(28,190)</b>	<b>(14,879)</b>

The parent entity has no capital commitments at the year-end (2022: US\$Nil).

The parent entity entered into the following guarantee on June 26, 2017:

A Deed of Cross Guarantee with the effect that the Group guarantees debts in respect of one of its subsidiaries. Further details of the Deed of Cross Guarantee and the subsidiaries subject to the deed are disclosed in Note 35.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 35. DEED OF CROSS GUARANTEE

A consolidated income statement and consolidated balance sheet comprising the Company and controlled entities which are a party to the Deed of Gross Guarantee (members of the "Closed Group"), after eliminating all transactions between parties to the Deed of Gross Guarantee, are as follows.

	Closed Group	
	2023	2022
	US\$'000	US\$'000
<b>Summarized income statement and statement of comprehensive income and accumulated losses</b>		
Loss before income tax	(16,678)	(13,306)
Income tax benefit	171	1,516
<b>Loss after income tax</b>	<b>(16,507)</b>	<b>(11,790)</b>
Accumulated losses at the beginning of the financial year	(46,311)	(34,521)
<b>Accumulated losses at the end of the financial year</b>	<b>(62,818)</b>	<b>(46,311)</b>
<b>Statement of financial position</b>		
<b>Current assets</b>		
Cash and equivalents	4,271	6,353
Trade and other receivables	30,523	25,755
Inventories	2,865	3,076
Other current assets	-	8,810
<b>Total current assets</b>	<b>37,659</b>	<b>43,994</b>
<b>Non-current assets</b>		
Property, plant and equipment	7,585	5,707
Intangible assets	15,276	12,542
Investments	91,114	97,293
Deferred tax assets	4,392	5,623
Other non-current assets	4	4
<b>Total non-current assets</b>	<b>118,371</b>	<b>121,169</b>
<b>Total assets</b>	<b>156,030</b>	<b>165,163</b>

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 35. DEED OF CROSS GUARANTEE (CONTINUED)

	2023	2022
	US\$'000	US\$'000
<b>Current liabilities</b>		
Trade and other payables	7,477	3,206
Contract liabilities	5,773	6,229
Employee benefits	1,991	2,268
Other current liabilities	5,486	1,794
Other financial liabilities	389	140
<b>Total current liabilities</b>	<b>21,116</b>	<b>13,637</b>
<b>Non-current liabilities</b>		
Contract liabilities	740	1,109
Employee benefits	158	133
Deferred tax liabilities	-	-
Other non-current liabilities	34	-
<b>Total non-current liabilities</b>	<b>932</b>	<b>1,242</b>
<b>Total liabilities</b>	<b>22,048</b>	<b>14,879</b>
<b>Net assets</b>	<b>133,982</b>	<b>150,284</b>
<b>Shareholders' equity</b>		
Issued capital	194,836	175,523
Share option reserve	14,781	17,525
Other reserves	(14,815)	7,085
Foreign currency reserve	1,998	(3,538)
Accumulated losses	(62,818)	(46,311)
<b>Total Shareholders' equity</b>	<b>133,982</b>	<b>150,284</b>

The members of the Closed Group comprise Catapult Group International Limited and Catapult Sports Pty Ltd.

Catapult Group International Limited (the Company) and Catapult Sports Pty Ltd are party to a Deed of Cross Guarantee dated June 26, 2017. Catapult International Pty Ltd joined the Deed of Cross Guarantee via a Deed of Assumption dated March 29, 2021. The effect of the deed is that the Company has guaranteed to each creditor to pay any deficiency in the event of the winding up of any of the controlled entities in the Closed Group. All entities in the Closed Group have also given a similar guarantee in the event that the Company is wound up.



# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 36. ACQUISITION OF SBG SPORTS SOFTWARE LIMITED

On July 1, 2021, Catapult completed the strategic acquisition of leading sports software video solutions provider, SBG Sports Software Limited ('SBG'). The Company acquired 100% of the issued share capital in SBG for a total price of \$40,000k-\$45,000k, comprising \$20,000k in cash, \$20,000k in deferred Catapult shares and up to \$5,000k in Catapult shares which is subject to the achievement of agreed key performance indicators.

Consideration breakdown	Fair value at acquisition date US\$'000
Amount settled in cash	20,000
Amount settled in deferred shares (i)	5,352
Amount settled as contingent consideration (ii)	1,225
<b>Other amounts</b>	
Amount settled in deferred shares (iii)	14,732
Amount settled as contingent consideration (iv)	3,691
<b>Total</b>	<b>45,000</b>
(i) To be issued in instalments over the 12-month period commencing on the anniversary of completion	
(ii) Subject to achievement of agreed key performance indicators, to be measured at the end of FY23 and FY24	
(iii) To be issued in instalments over the 12-month period commencing on the anniversary of completion, for several key employees of SBG (recognized as share-based payments)	
(iv) Subject to achievement of agreed key performance indicators, to be measured at the end of FY23 and FY24, for several key employees of SBG (recognized as share-based payments)	

The valuation of the acquisition was finalized and included in the financial statements for the year-ended March 31, 2022.

### Contingent consideration

As part of the purchase agreement with the previous owners of SBG, a contingent consideration component has been agreed, with up to \$5,000k of Catapult shares available subject to the achievement of key performance indicators which are aligned to the performance metrics used for the Executive team's annual STI award. The \$5,000k contingent consideration is split into two tranches of \$2,500k, with the first tranche expected to be calculated in June 2023 (at the time that Catapult's Executive STI percentages are agreed) and the second tranche expected to be calculated in June 2024 (at the time that Catapult's Executive STI percentages are calculated).

A portion of the contingent consideration that pertains to several key employees of SBG is being recognized as share-based payments in the accounts, of which \$931k has been recognized as at March 31, 2023. The fair value of the remaining contingent consideration at March 31, 2023 is \$428k, of which \$271k has been recorded in non-current other liabilities.

An estimate of the range of total outcomes has been performed, based on entity's key performance indicators being achieved, such as the number of Customers, Annualized Contract Value ("ACV") and Multi Vertical Customers, with a range determined between 80% - 100% which may result in an earn-out of between \$4,000k - \$5,000k.

The contingent consideration has been remeasured at the reporting date, 31 March 2023. Refer to Note 37 for further details.

### Deferred share consideration

During the year ended March 31, 2023, Catapult issued 12,133,120 shares with a total value of \$14,547K as part of the deferred share consideration due in respect of the acquisition of SBG Sports Software Limited.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 37. FAIR VALUE

Financial assets and financial liabilities are recognized in the consolidated statement of financial position when the Group becomes a party to the contractual provisions of the financial instrument and are measured initially at fair value adjusted by transactions costs, except for those carried at fair value through profit or loss, which are measured initially at fair value.

The following table presents a reconciliation of recurring fair value measurements for financial liability categorized within level 3 of the fair value hierarchy:

	Financial Liability	
	Mar 2023 US\$'000	Mar 2022 US\$'000
Opening balance	1,225	-
Contingent consideration recognized from the acquisition of SBG	-	1,317
Remeasurement recognized in profit and loss	(797)	(92)
<b>Closing Balance</b>	<b>428</b>	<b>1,225</b>
Current	157	-
Non-current	271	1,225
<b>Total</b>	<b>428</b>	<b>1,225</b>

### Fair value hierarchy

All financial instruments for which fair value is recognized or disclosed are categorized within the fair value hierarchy based on the lowest level input that is significant to the fair value measurement as a whole, as follows:

- Level 1 – Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2 – Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- Level 3 – Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognized at fair value on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing categorization (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

Contingent consideration in relation to the SBG acquisition was classified as a financial liability measured at fair value at the date of acquisition and subsequently remeasured at the reporting date with changes in fair value recognized in profit or loss. The Group has adopted the deterministic payout approach associated with each possible outcome to determine the fair value of the contingent consideration at the date of acquisition. The significant unobservable inputs adopted by the Group were based on a combination of the entity's key performance indicators being achieved, such as the number of Customers, Annualized Contract Value ("ACV") and Multi Vertical Customers with a range determined between 80% - 100% and the probability of achieving each of the possible outcomes assessed. As at March 31, 2023, the group has remeasured the fair value of the contingent consideration.

Based on the sensitivity analysis performed, a 20% increase/decrease in the share price of the company would have the following impact on deferred consideration as at March 31, 2023:

- Increase of 20% would increase the total contingent consideration liability by \$86k to \$514k.
- Decrease of 20% would decrease the total contingent consideration liability by \$86k to \$342k.

# NOTES TO THE FINANCIAL STATEMENTS

## NOTE 38. OTHER EXPENSES

The following information relates to the Group's other expenses:

	2023 US\$'000	2022 US\$'000
Software costs	3,070	2,086
Distributor commissions	599	545
Insurance	574	568
Bad debt expense	565	502
Recruitment costs	523	1,866
Other expenses	2,609	2,438
<b>Total</b>	<b>7,940</b>	<b>8,005</b>

## NOTE 39. EVENTS AFTER THE REPORTING PERIOD

Bob Cruickshank was appointed as Chief Financial Officer of the Group effective April 3, 2023, Hayden Stockdale transitions out of the role as of May 31, 2023.

The Company launched a new athlete monitoring solution, the Vector T7, on April 1, 2023. The device is 73% smaller than its predecessor and delivers the most accurate and comprehensive player data in indoor environments, including the Company's proprietary "Basketball Movement Profile".

No matter or circumstance has arisen since March 31, 2023, that has significantly affected, or may significantly affect, the consolidated entity's operations, the results of those operations, or the consolidated entity's state of affairs in future financial years.

# DIRECTORS' DECLARATION

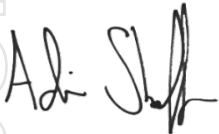
In the opinion of the Directors of Catapult Group International Ltd:

- the attached financial statements and notes set out on pages 48 to 104 are in accordance with the Corporations Act 2001, including:
  - complying with Accounting Standards, the Corporations Regulations 2001 and other mandatory professional reporting requirements; and
  - giving a true and fair view of the consolidated entity's financial position as at March 31, 2023 and of its performance for the financial year ended on that date; and
- there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable; and
- at the date of this declaration, there are reasonable grounds to believe that the members of the Extended Closed Group will be able to meet any obligations or liabilities to which they are, or may become, subject by virtue of the deed of cross guarantee described in Note 35 to the financial statements.

The effect of the first bullet is that the financial statements also comply with International Financial Reporting Standards as issued by the International Accounting Standards Board.

The Directors have been given the declarations required by section 295A of the Corporations Act 2001 from the Chief Executive Officer and the Chief Financial Officer for the year ended March 31, 2023.

Signed in accordance with a resolution of Directors made pursuant to section 295(5)(a) of the Corporations Act 2001.



**Dr Adir Shiffman**  
Executive Chairman  
May 22, 2023

# AUDITOR'S REPORT



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## Independent auditor's report to the members of Catapult Group International Ltd

### Report on the audit of the consolidated financial report

#### Opinion

We have audited the consolidated financial report of Catapult Group International Ltd (the Company) and its subsidiaries (collectively the Group), which comprise the consolidated statement of financial position as at 31 March 2023, and the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies, and the directors' declaration.

In our opinion, the accompanying financial report of the Group is in accordance with the *Corporations Act 2001*, including:

- a. Giving a true and fair view of the consolidated financial position of the Group as at 31 March 2023 and of its consolidated financial performance for the year ended on that date; and
- b. Complying with Australian Accounting Standards and the *Corporations Regulations 2001*.

#### Basis for opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the financial report* section of our report. We are independent of the Group in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's *APES 110 Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial report of the current year. These matters were addressed in the context of our audit of the financial report as a whole, and in forming our opinion thereon, but we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the *Auditor's responsibilities for the audit of the financial report* section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial report. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying financial report.

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# AUDITOR'S REPORT



## 1. Going concern basis of preparation of financial statements

Why significant	How our audit addressed the key audit matter
<p>As disclosed in Note 2 of the financial report the financial statements have been prepared on a going concern basis.</p> <p>The Group's earnings and cash flow forecasts indicate that to pay its debts as and when they fall due the Group requires access to the long-term debt facility with Western Alliance Bank, as disclosed in Note 19.2.</p> <p>Access to the loan facility is subject to ongoing compliance with the prescribed financial covenant as detailed in Notes 2 and 19.2. On 10 May 2023, the debt covenant hurdles under the facility were agreed for the period 1 June 2023 to 31 May 2024.</p> <p>As disclosed in Note 31.3 of the financial report Western Alliance Bank is a USA domiciled regional banking organisation and a participant in an industry that has been subject to financial institution closures and instability. As at the date of this report, the Group has drawn down all available funds under the facility and is holding these amounts as cash on hand.</p> <p>Assessing the appropriateness of the preparation of the financial statements on a going concern basis was considered a key audit matter due to the complex judgements required in assessing the Group's forecast cashflows, availability of sufficient funding facilities and forecast covenant compliance. These assumptions are affected by future market and/or economic conditions.</p>	<p>Our audit procedures included but were not limited to the following:</p> <ul style="list-style-type: none"> <li>▶ Analysing and challenging the key assumptions in the Group's cash flow forecasts, such as cash inflows from expected subscription revenue growth and cash outflows relating to employee expenses, marketing and further development of the Group's technology.</li> <li>▶ Assessing the Group's access to the long-term funding facility having regard to the limit of the facility disclosed in Note 19.2 and compliance with the relevant financial covenant in the forecast period.</li> <li>▶ Comparing the inputs and assumptions in the cash flow forecasts to other information used to prepare the financial statements for the year ended 31 March 2023.</li> <li>▶ Assessing the possible mitigating actions identified by the Group in the event that actual cash flows are below forecast.</li> <li>▶ Performing sensitivity analysis to ascertain the extent of changes in those assumptions which either individually or collectively would materially impact the determination of the appropriateness of the going concern assumption.</li> <li>▶ Holding a discussion with an Authorised Representative of Western Alliance Bank in respect of the existing long-term debt facility and USA banking conditions, and sighting documentary evidence of the approval of the financial covenant for the period of 1 June 2023 to 31 May 2024.</li> <li>▶ Enquiring of management as to whether they are aware of any events or conditions through to the date of this report that may cast significant doubt on the entity's ability to continue as a going concern.</li> <li>▶ Assessing the adequacy of the Group's going concern basis of preparation disclosures within the financial statements.</li> </ul>

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# AUDITOR'S REPORT



## 2. Revenue recognition and contract liabilities

Why significant	How our audit addressed the key audit matter
<p>The Group has the following key revenue streams:</p> <ul style="list-style-type: none"> <li>▶ Subscription and service revenue</li> <li>▶ Capital revenue</li> </ul> <p>As disclosed in Note 7 to the financial report, the Group's revenue is primarily generated from subscription and service revenue from customers for the provision of access to software services, which may also contain the provision of associated hardware. The Group also generates other revenues through the sale of hardware video equipment which is recognised as capital revenue.</p> <p>The Group's subscription and service revenues are accounted for as service contracts and the associated revenue is recognised over time. These contracts may be longer than 12 months in duration.</p> <p>Capital revenue is accounted for at a point in time, as and when the risks and rewards associated with the goods are transferred to the customer.</p> <p>Revenue recognition for these key revenue streams was considered a key audit matter due to the complexity and judgement contained in both short-term and long-term contracts involving both Software as a Service ("SaaS") and multi element arrangements. The revenue recognition for such arrangements is complex and involves management judgement when identifying performance obligations within the agreements and allocating revenue to each performance obligation identified.</p>	<p>Our audit procedures included the following:</p> <ul style="list-style-type: none"> <li>▶ Assessing whether the revenue recognition policy applied by the Group to the terms and conditions of the revenue transactions was in accordance with AASB 15 <i>Revenues from Contracts with Customers</i>.</li> <li>▶ Assessing whether the Group's subscription agreement terms and conditions met the definition of service contracts so to recognise revenue over time.</li> <li>▶ Testing the operating effectiveness of key controls over the capture, timing of revenue recognition and measurement of revenue transactions in relation to subscription and service revenue.</li> <li>▶ For a sample of subscription and service revenue transactions, testing the revenue recognised together with the associated contract liability based on the terms of the subscription and service agreement.</li> <li>▶ Assessing whether a significant financing component was identified on long-term contracts in relation to subscription and service revenue and considered whether any adjustment was required for those identified significant financing components.</li> <li>▶ Performing data correlation analysis between the initial subscription and service contract liability to accounts receivable and cash, and between the contract liability and revenue. This included performing testing to supporting cash receipts for a sample of revenue transactions.</li> <li>▶ For a sample of capital revenue transactions, we tested invoices to proof of delivery and receipt of cash.</li> <li>▶ Evaluating the adequacy of the revenue recognition policy disclosures contained in Note 4.5.</li> </ul>

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# AUDITOR'S REPORT



### 3. Capitalisation of development costs

Why significant	How our audit addressed the key audit matter
<p>As disclosed in Note 15 to the financial report the Group capitalises costs related to the internal development of software products. The carrying value of capitalised internally developed software at 31 March 2023 totalled US\$36.5m.</p> <p>The accounting for capitalised software development involves management judgement, including: considering technical and commercial feasibility; the Group's intention and ability to complete the intangible asset; future economic benefits to be generated by the asset; the ability of the Group to measure the costs reliably; and determining the useful lives for capitalised development costs. In addition, determining whether there is any indication of impairment of the carrying value of capitalised development costs requires judgement in making assumptions which are affected by future market or economic developments.</p> <p>This was considered a key audit matter given the significant judgement required in accounting for software development costs, the value of these assets relative to total assets, the rapid technological and economic changes in the software industry and the specific Australian Accounting Standards criteria that have to be met to enable costs incurred to be capitalised.</p>	<p>Our audit procedures included the following:</p> <ul style="list-style-type: none"> <li>▶ Assessing the eligibility of the development costs for capitalisation as an intangible asset in accordance with AASB 138 <i>Intangible Assets</i>.</li> <li>▶ Selecting a sample of capitalised development costs by project and assessing whether the nature of the projects and costs incurred were supported by underlying evidence such as employee time sheets, employee contracts and the appropriate allocation of costs to the projects.</li> <li>▶ Enquiring of project managers and developers to understand development activities undertaken and the feasibility of completion, and reviewing project plan approvals and reporting.</li> <li>▶ Assessing whether the timing and amortisation rates used were appropriate.</li> <li>▶ Considering whether there were any indicators of impairment, including project milestone assessments by management.</li> <li>▶ Evaluating the adequacy of the disclosures in Note 15 to the financial report.</li> </ul>

### Information other than the financial report and auditor's report thereon

The directors are responsible for the other information. The other information comprises the information that will be included in the Company's 2023 annual report other than the financial report, comprising the financial statements, notes to the financial statements, directors declaration and our auditor's report thereon. We obtained the directors' report that is to be included in the 2023 annual report, prior to the date of this auditor's report, and we expect to obtain the remaining sections of the annual report after the date of this auditor's report.

Our opinion on the financial report does not cover the other information and we do not and will not express any form of assurance conclusion thereon, with the exception of the Remuneration Report and our related assurance opinion.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed on the other information obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

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# AUDITOR'S REPORT



## Responsibilities of the directors for the financial report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

## Auditor's responsibilities for the audit of the financial report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- ▶ Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- ▶ Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- ▶ Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- ▶ Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- ▶ Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

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# AUDITOR'S REPORT



- ▶ Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the financial report. We are responsible for the direction, supervision and performance of the Group audit. We remain solely responsible for our audit opinion.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated to the directors, we determine those matters that were of most significance in the audit of the financial report of the current year and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## Report on the Audit of the Remuneration Report

### Opinion on the Remuneration Report

We have audited the Remuneration Report included in pages 21 to 32 of the Directors' Report for the year ended 31 March 2023.

In our opinion, the Remuneration Report of Catapult Group International Ltd for the year ended 31 March 2023, complies with section 300A of the *Corporations Act 2001*.

### Responsibilities

The directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.



Ernst & Young



Ashley Butler  
Partner  
Melbourne  
22 May 2023

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# SHAREHOLDER INFORMATION

Additional information required by the ASX Listing Rules and not disclosed elsewhere in this report is set out below.

## 1. NUMBER OF HOLDERS OF EACH CLASS OF EQUITY SECURITY (AS AT MAY 30, 2023)

Equity security class	Number of holders
Ordinary shares	9,475
Employee options and performance rights	400

## 2. DISTRIBUTION SCHEDULE IN EACH CLASS OF EQUITY SECURITIES (AS AT MAY 30, 2023)

### Ordinary Shares

Category (size of holding)	Total Holders	Number of Shares	% of Shares
1 - 1,000	3,753	2,032,885	0.87
1,001 - 5,000	3,709	9,443,071	4.03
5,001 - 10,000	1,009	7,549,588	3.22
10,001 - 100,000	934	23,055,419	9.84
100,001 -	70	192,270,425	82.04
	<b>9,475</b>	<b>234,924,764</b>	<b>100.00</b>

### Employee options and performance rights

Category (size of holding)	Total Holders	Number of Units	% of Units
1 - 1,000	11	7,740	0.05
1,001 - 5,000	121	346,728	2.34
5,001 - 10,000	96	722,651	4.87
10,001 - 100,000	149	3,862,757	26.04
100,001 -	23	9,894,271	66.70
	<b>400</b>	<b>14,834,147</b>	<b>100.00</b>

## 3. UNQUOTED EQUITY SECURITIES

As at May 30, 2023, the number of unquoted equity securities that was on issue was 14,834,147, and the number of holders was 400.

## 4. MARKETABLE PARCELS

Based on a closing price of A\$1.0750 on May 30, 2023, the number of holders holding less than a marketable parcel of the Group's main class of securities (being fully paid ordinary shares) was 1,539.

## 5. VOTING RIGHTS ATTACHED TO EACH CLASS OF EQUITY SECURITY

At a general meeting, each ordinary shareholder present (whether in person, by proxy, or by representative) is entitled to one vote on a show of hands and, on a poll, one vote for each fully paid ordinary share held.

Option and performance rights holders do not have voting rights.

# SHAREHOLDER INFORMATION

## 6. SUBSTANTIAL SHAREHOLDERS

The Company has received notice of the following substantial shareholders as at May 30, 2023:

Substantial holder	Date of last notice	Number of securities in last notice	%
Charlaja Pty Ltd; Charlaja Pty Ltd < Van De Griendt Family A/C >; Igor Van De Griendt	Sep 7, 2020	20,508,000	10.74
Manton Robin Pty Ltd; Manton Robin Pty Ltd < Shaun Holthouse Family A/C >; Shaun Holthouse	Sep 7, 2020	17,675,000	9.26
Quest Asset Partners Pty Ltd	May 11, 2023	22,919,252	9.39
MA Financial Group Limited	Dec 6, 2021	16,401,020	7.07
One Managed Investment Funds Limited	Apr 22, 2021	11,083,762	5.53
BNP Paribas Nominees Pty Limited	Oct 5, 2020	10,106,193	5.29

The above table sets out the number and percentage of securities held by substantial shareholders in the Company as disclosed in their last substantial shareholder's notice. Note that those shareholders may have acquired or disposed of securities in the Company since the date of that notice. A substantial shareholder is only required to disclose acquisitions or disposals where there has been a movement of at least 1% in their shareholding.

## 7. 20 LARGEST SHAREHOLDERS (as at May 30, 2023)

The 20 largest holders of ordinary shares and number of ordinary shares and percentage of capital held by each as at May 20, 2023 are follows:

Rank	Shareholder	Shares Held	% held
1	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	51,568,801	22.24
2	J P MORGAN NOMINEES AUSTRALIA PTY LIMITED	24,914,565	10.74
3	CHARLAJA PTY LTD	20,490,000	8.83
4	MANTON ROBIN PTY LTD <SHAUN HOLTHOUSE FAMILY A/C>	17,675,000	7.62
5	CITICORP NOMINEES PTY LIMITED	10,367,570	4.47
6	BNP PARIBAS NOMINEES PTY LTD <AGENCY LENDING DRP A/C>	10,102,680	4.36
7	ONE MANAGED INVESTMENT FUNDS LTD <DISRUPTIVE SPECIAL OPPTS II>	6,411,383	2.76
8	B B H F PTY LTD	5,609,000	2.42
9	ONE MANAGED INVESTMENT FUNDS LTD <DISRUPTIVE SPECIAL OPPTS I>	4,450,984	1.92
10	3RD WAVE INVESTORS PTY LTD	4,000,000	1.72
11	SOLIUM NOMINEES (AUSTRALIA) PTY LTD <VSA A/C>	3,605,147	1.55
12	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED - A/C 2	3,240,384	1.40
13	SOLIUM NOMINEES (AUS) PTY LTD <UNALLOCATED A/C>	2,598,450	1.12
14	NATIONAL NOMINEES LIMITED	2,222,672	0.96
15	PAYNE MEDIA PTY LTD	2,044,516	0.88
16	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED <GSCO CUSTOMERS A/C>	1,600,000	0.69
17	UBS NOMINEES PTY LTD	1,264,313	0.55
18	AOTEAROA INVESTMENT COMPANY PTY LIMITED <ROBERTS INVESTMENT NO2 A/C>	1,145,197	0.49
19	BNP PARIBAS NOMINEES PTY LTD <IB AU NOMS RETAILCLIENT DRP>	1,064,228	0.46
20	QSF NOMINEES PTY LTD <QUININUP SUPER FUND A/C>	1,000,000	0.43
		<b>175,374,890</b>	<b>75.62</b>

# SHAREHOLDER INFORMATION

## 8. RESTRICTED SECURITIES, VOLUNTARY ESCROW SECURITIES (AS AT MAY 30, 2023)

As at May 30, 2023 Catapult had no restricted securities.

The securities subject to voluntary escrow at that date were as follows:

Class	Escrow End Date	Number of Units
Fully Paid Ordinary	July 3, 2023	2,426,624
Fully Paid Ordinary	October 3, 2023	2,426,624
Fully Paid Ordinary	January 3, 2024	2,426,624
Fully Paid Ordinary	April 3, 2024	2,426,624
Fully Paid Ordinary	July 3, 2024	2,426,624
		<b>12,133,120</b>

## 9. ON MARKET BUY-BACK

There is no current on-market buyback.

## 10. CORPORATE GOVERNANCE STATEMENT

Catapult's corporate governance statement for the period ended March 31, 2023 will be available at the following URL: [catapult.com/investor/corporate-governance/](https://catapult.com/investor/corporate-governance/)

# CORPORATE DIRECTORY

## REGISTERED OFFICE

Catapult Group International Ltd ABN 53 164 301 197  
75 High Street, Prahran, VIC 3181, Australia  
Telephone: +61 (0)3 90958401

## COMPANY SECRETARY

Jonathan Garland  
General Counsel and Company Secretary

## SHARE REGISTRY

Link Market Services Limited  
Postal Address  
Locked Bag A14  
Sydney South NSW 1235  
Australian Telephone: 1300 554 474  
International Telephone: +61 1300 554 474  
Fax: 02 9287 0303  
linkmarketservices.com.au

## CATAPULT ESP REGISTRY

Shareworks by Morgan Stanley  
Solium Capital (Australia) Pty Ltd  
Postal Address  
Level 26, Chifley Tower, 2 Chifley Square  
Sydney, NSW 2000  
Australian Telephone: 1 800 768 002  
International Telephone: +1 403 515 3909  
shareworks.com

## INVESTOR RELATIONS

investor.relations@catapult.com  
+61 400 400 380

## AUDITOR

Ernst & Young  
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VIC 3000, Australia






## SECURITIES EXCHANGE LISTING

Catapult Group International Ltd's shares are listed on the Australian Securities Exchange (ticker: CAT)

## WEBSITE

catapult.com

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