

# CATAPULT 2024 AGM – PRESENTATION

**AUGUST 6, 2024**

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

*Authorized for release to ASX by the Catapult General Counsel and Company Secretary,  
Mr Jonathan Garland.*

*For further information, please contact:*

Investors: [investors@catapult.com](mailto:investors@catapult.com)

Media: [media@catapult.com](mailto:media@catapult.com)

## ABOUT CATAPULT

Catapult exists to unleash the potential of every athlete and team on earth. Operating at the intersection of sports science and analytics, Catapult products are designed to optimize performance, avoid injury, and improve return to play. Catapult works with more than 4,200 professional teams in over 40 sports across more than 100 countries globally. To learn more about Catapult and to inquire about accessing performance analytics for a team or athlete, visit us at [catapult.com](https://catapult.com). Follow us at @CatapultSports on social media for daily updates.



# 2024 ANNUAL GENERAL MEETING

---

AUGUST 6, 2024





## ANNUAL GENERAL MEETING

# IMPORTANT NOTICE

**Forward-looking statements**

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

**Non-IFRS Information**

While Catapult's results are reported under IFRS, this document may also include non-IFRS information such as Management EBITDA, EBITDA, Gross Margin, Contribution Margin, free cash flow, annual recurring revenue (ARR), annualized contract value (ACV), lifetime duration (LTD), ACV Retention, and ACV Churn. These measures are provided to assist in understanding Catapult's financial performance given that it is a SaaS business. They have not been independently audited or reviewed, and should not be considered an indication of, or an alternative to, IFRS measures.

**General**

The information in this document is for general information purposes only, and does not purport to be complete. It should be read in conjunction with Catapult's other market announcements. Readers should make their own assessment and take professional independent advice prior to taking any action based on the information.

Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the presented figures. All financials are in US\$ unless otherwise indicated.



# INTRODUCTION OF DIRECTORS AND EXECUTIVES



**DR ADIR SHIFFMAN**  
Executive Chairman



**MR WILL LOPES**  
Chief Executive Officer &  
Managing Director



**MR THOMAS BOGAN**  
Independent Non-Executive  
Director, Chair of SaaS Scaling  
Committee



**MS MICHELLE GUTHRIE**  
Independent Non-Executive Director,  
Chair of Nomination and  
Remuneration Committee



**MR SHAUN HOLTHOUSE**  
Co-founder and  
Non-Executive Director



**MR JAMES ORLANDO**  
Independent Non-Executive  
Director, Chair of Audit and Risk  
Committee



**MR IGOR VAN DE GRIENDT**  
Co-founder and  
Non-Executive Director



**MR BOB CRUICKSHANK**  
Chief Financial Officer



**MR JONATHAN GARLAND**  
General Counsel and  
Company Secretary

For personal use only



ANNUAL GENERAL MEETING

# AGENDA

1. FORMAL BUSINESS
2. SHAREHOLDER QUESTIONS





# FORMAL BUSINESS



# **1. FINANCIAL STATEMENT AND REPORTS**

"To receive and consider the Financial Report for the year ended March 31, 2024, together with the Directors' Report and Auditor's Report as set out in the Annual Report."



## **2(A). RE-ELECTION OF THOMAS BOGAN**

"THAT Mr Thomas Bogan, who retires by rotation in accordance with clause 23.10(b) of the Company's Constitution and, being eligible, offers himself for re-election, be re-elected as a Director of the Company."





## **2(B). RE-ELECTION OF JAMES ORLANDO**

"THAT Mr James Orlando, who retires by rotation in accordance with clause 23.10(b) of the Company's Constitution and, being eligible, offers himself for re-election, be re-elected as a Director of the Company."



### **3. REMUNERATION REPORT**

"THAT the Remuneration Report forming part of the Directors' Report for the year ended March 31, 2024, be adopted."



## **4. RATIFICATION OF ISSUE OF 1<sup>ST</sup> SUB-TRANCHE OF 2<sup>ND</sup> TRANCHE OF EARN OUT SHARES TO SBG VENDORS**

"THAT, for the purposes of ASX Listing Rule 7.4 and for all other purposes, the prior issue of the First Sub-Tranche of the Second Tranche of the Earn Out Shares to each of the SBG Vendors (or their nominees) (being, in aggregate, 463,334 fully paid ordinary Shares) pursuant to the SBG Acquisition and as set out in the Explanatory Notes, be ratified."

## **5. APPROVE ISSUE OF 2<sup>ND</sup> – 5<sup>TH</sup> SUB-TRANCHES OF 2<sup>ND</sup> TRANCHE OF EARN OUT SHARES TO SBG VENDORS**

"THAT, for the purposes of ASX Listing Rule 7.1 and for all other purposes, the issue of the Second, Third, Fourth and Fifth Sub-Tranches of the Second Tranche of the Earn Out Shares to each of the SBG Vendors (or their nominees) (being, in aggregate, 1,853,336 fully paid ordinary Shares) pursuant to the SBG Acquisition and as set out in the Explanatory Notes, be approved."



## 6. RATIFICATION OF PRIOR ISSUE OF SECURITIES UNDER CATAPULT'S ESP

---

"THAT, for the purposes of ASX Listing Rule 7.4 and for all other purposes, the prior issue of Securities to participants of the Company's Employee Share Plan (the **ESP**) (being, in aggregate, 10,719,748 Securities), and the issue to the trustee of the Company's ESP (on behalf of those participants) of ordinary shares to be provided to those participants on exercise or conversion of those Securities (including the issue to the trustee of 7,500,000 ordinary Shares on March 27, 2024), pursuant to the terms of the ESP and as set out in the Explanatory Notes, be ratified."

## 7(A). DIRECTOR SALARY SACRIFICE – ADIR SHIFFMAN

"THAT, for the purposes of ASX Listing Rule 10.14 and for all other purposes, the grant of rights to acquire Shares to Dr Adir Shiffman (being a Director of the Company, or his nominee) under the ESP and as set out in the Explanatory Notes, be approved, up to a maximum number of Shares that is equal to Dr Shiffman's accrued and prospective salary for the period August 21, 2024 to August 6, 2027 (the **Approval Period**) divided by the relevant volume weighted average price of the Company's Shares (the **Relevant VWAP**); with Dr Shiffman's salary being reduced by the dollar value of each such grant."



## **7(B). DIRECTOR SALARY SACRIFICE – WILL LOPES**

"THAT, for the purposes of ASX Listing Rule 10.14 and for all other purposes, the grant of rights to acquire Shares to Mr Will Lopes (being a Director of the Company, or his nominee) under the ESP and as set out in the Explanatory Notes, be approved, up to a maximum number of Shares that is equal to Mr Lopes' accrued and prospective salary for the Approval Period divided by the Relevant VWAP; with Mr Lopes' salary being reduced by the dollar value of each such grant."

## **7(C). DIRECTOR SALARY SACRIFICE – THOMAS BOGAN**

"THAT, for the purposes of ASX Listing Rule 10.14 and for all other purposes, the grant of rights to acquire Shares to Mr Thomas Bogan (being a Director of the Company, or his nominee) under the ESP and as set out in the Explanatory Notes, be approved, up to a maximum number of Shares that is equal to Mr Bogan's accrued and prospective salary for the Approval Period divided by the Relevant VWAP; with Mr Bogan's salary being reduced by the dollar value of each such grant."



## **7(D). DIRECTOR SALARY SACRIFICE – MICHELLE GUTHRIE**

"THAT, for the purposes of ASX Listing Rule 10.14 and for all other purposes, the grant of rights to acquire Shares to Ms Michelle Guthrie (being a Director of the Company, or her nominee) under the ESP and as set out in the Explanatory Notes, be approved, up to a maximum number of Shares that is equal to Ms Guthrie's accrued and prospective salary for the Approval Period divided by the Relevant VWAP; with Ms Guthrie's salary being reduced by the dollar value of each such grant."

## **7(E). DIRECTOR SALARY SACRIFICE – SHAUN HOLTHOUSE**

"THAT, for the purposes of ASX Listing Rule 10.14 and for all other purposes, the grant of rights to acquire Shares to Mr Shaun Holthouse (being a Director of the Company, or his nominee) under the ESP and as set out in the Explanatory Notes, be approved, up to a maximum number of Shares that is equal to Mr Holthouse's accrued and prospective salary for the Approval Period divided by the Relevant VWAP; with Mr Holthouse's salary being reduced by the dollar value of each such grant."

## **7(F). DIRECTOR SALARY SACRIFICE – JAMES ORLANDO**

"THAT, for the purposes of ASX Listing Rule 10.14 and for all other purposes, the grant of rights to acquire Shares to Mr James Orlando (being a Director of the Company, or his nominee) under the ESP and as set out in the Explanatory Notes, be approved, up to a maximum number of Shares that is equal to Mr Orlando's accrued and prospective salary for the Approval Period divided by the Relevant VWAP; with Mr Orlando's salary being reduced by the dollar value of each such grant."



## **7(G). DIRECTOR SALARY SACRIFICE – IGOR VAN DE GRIENDT**

"THAT, for the purposes of ASX Listing Rule 10.14 and for all other purposes, the grant of rights to acquire Shares to Mr Igor van de Griendt (being a Director of the Company, or his nominee) under the ESP and as set out in the Explanatory Notes, be approved, up to a maximum number of Shares that is equal to Mr van de Griendt's accrued and prospective salary for the Approval Period divided by the Relevant VWAP; with Mr van de Griendt's salary being reduced by the dollar value of each such grant."

## **7(H). DIRECTOR SALARY SACRIFICE – NEW DIRECTOR**

"THAT, for the purposes of ASX Listing Rule 10.14 and for all other purposes, the grant of rights to acquire Shares to each person who is appointed as a new Director of the Company during the Approval Period (each being, a **New Director**) (or their nominee) under the ESP and as set out in the Explanatory Notes, be approved, up to a maximum number of Shares that is equal to that New Director's accrued and prospective salary for the period from their commencement as Director to the expiry of the Approval Period divided by the Relevant VWAP; with that New Director's salary being reduced by the dollar value of each such grant."

## 8. GRANT OF STIs AND LTIs TO CEO AND MD

"THAT, for the purposes of ASX Listing Rule 10.14 and for all other purposes, the grant of short-term incentives and long-term incentives for the FY25 service year to Mr Will Lopes (being the Company's Chief Executive Officer and Managing Director, or his nominee) under the ESP (the **FY25 Incentives**) and the issue of Shares (or the transfer of Shares purchased on-market) to Mr Lopes (or his nominee) on the exercise, conversion, or satisfaction (together, **Conversion**) of the FY25 Incentives, and on the Conversion of any options, rights or other securities issued to Mr Lopes under the ESP prior to him becoming a Director of the Company, as set out in the Explanatory Notes, be approved."

## **9. RENEWAL OF PROPORTIONAL TAKEOVER PROVISIONS IN THE CONSTITUTION**

"THAT the proportional takeover approval provisions in clause 14.6 of the Company's Constitution be renewed for a period of three years commencing on the day this resolution is passed by reinserting those provisions."



## ANNUAL GENERAL MEETING

**PROXY VOTES**

Item	For		Against		Open		Abstain Votes
	Votes	%	Votes	%	Votes	%	
2(a) Re-election of Mr Thomas Bogan as a Director	156,653,369	99.86	80,873	0.05	141,440	0.09	749
2(b) Re-election of Mr James Orlando as a Director	153,251,940	97.69	3,484,858	2.22	138,333	0.09	1,300
3 Adoption of the Remuneration Report	91,036,076	81.81	19,774,177	17.77	465,559	0.42	121,537
4 Ratification of issue of 1 <sup>st</sup> Sub-Tranche of 2 <sup>nd</sup> Tranche of the Earn Out Shares to SBG Vendors	155,394,400	99.74	278,378	0.18	128,583	0.08	1,075,070
5 Approve issue of 2 <sup>nd</sup> – 5 <sup>th</sup> Sub-Tranches of 2 <sup>nd</sup> Tranche of the Earn Out Shares to SBG Vendors	155,390,574	99.74	279,178	0.18	128,583	0.08	1,078,096
6 Ratification of Prior Issue of Securities under Catapult's ESP	109,639,708	97.65	216,197	0.19	2,422,526	2.16	78,800
7(a) Director Salary Sacrifice – Dr Adir Shiffman	103,957,404	94.59	5,811,335	5.29	136,781	0.12	46,970,911
7(b) Director Salary Sacrifice – Mr Will Lopes	103,963,360	94.59	5,805,379	5.28	137,581	0.13	46,970,111
7(c) Director Salary Sacrifice – Mr Thomas Bogan	103,963,360	94.59	5,805,379	5.28	137,581	0.13	46,970,111

ANNUAL GENERAL MEETING

PROXY VOTES (CONT.)

Item	For		Against		Open		Abstain Votes
	Votes	%	Votes	%	Votes	%	
7(d) Director Salary Sacrifice – Ms Michelle Guthrie	103,957,618	94.59	5,811,121	5.29	136,781	0.12	46,970,911
7(e) Director Salary Sacrifice – Mr Shaun Holthouse	103,951,615	94.59	5,806,754	5.28	137,581	0.13	46,970,111
7(f) Director Salary Sacrifice – Mr James Orlando	103,963,360	94.59	5,805,379	5.28	137,581	0.13	46,970,111
7(g) Director Salary Sacrifice – Mr Igor van de Griendt	103,961,985	94.59	5,806,754	5.28	137,581	0.13	46,970,111
7(h) Director Salary Sacrifice – New Director	103,961,360	94.54	5,805,379	5.28	200,581	0.18	46,909,111
8 Grant of STIs and LTIs to CEO and MD	131,823,643	84.67	23,738,799	15.25	122,981	0.08	1,191,008
9 Renewal of proportional takeover provisions in the Constitution	150,915,462	96.22	5,802,052	3.70	130,933	0.08	27,984



ANNUAL GENERAL MEETING

# SHAREHOLDER QUESTIONS







CATAPULT

**UNLEASH POTENTIAL**