CATAPULT

FY21 RESULTS

MAY 26, 2021

Will Lopes
Chief Executive Officer

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CATAPULTSPORTS.COM

IMPORTANT NOTICE

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

The financial information in slides 35 to 38 (inclusive) is pro forma, non-IFRS, and has not been independently audited or reviewed. It does not form part of Catapult's FY21 financial results. Catapult recently changed its financial year end from June 30 to March 31, with a nine-month transitionary 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. The pro forma information is provided solely for the purpose of illustrating the effects of these two changes on certain historical financial results and on the basis of the background in slide 38, so as to assist the market's understanding of these changes. Because of its hypothetical nature the pro forma information may not give a true picture of the effects of the changes on those results. Subject to law, Catapult assumes no obligation to update, review or revise the pro forma information.

While Catapult's results are reported under IFRS, this document also includes non-IFRS information such as the pro forma information referred to above, EBITDA, Contribution Margin, free cash flow, Annualized Contract Value (ACV), Lifetime Duration (LTD), and ACV Churn. These measures are provided to assist in understanding Catapult's financial performance. They have not 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.

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ACCELERATING & STRONG SAAS GROWTH MOMENTUM

- Accelerating growth across our key SaaS metrics:
  - Our key leading indicator, ACV grew at 35% annualized across Q3 and Q4
- Delivering subscription revenue momentum
  - Q4 subscription revenue grew 12.5% on the previous corresponding (non-Covid affected) quarter, versus the full year rate of 3.3%
  - Subscription revenue in Q4 FY21 was 87% of total revenue (we switched P&H capital deals off from 1 January 2021), up from 83% in Q4 FY20

Note: all FY21 results in this presentation refer to the 12-month period ended March 31, 2021

GLOBAL PANDEMIC'S SEVERE IMPACT ON SPORTS INDUSTRY

- Worst global sports industry conditions since WW2
- The pandemic began to impact sport in March 2020
- The impact was at its most severe in H1 FY21
- Sport has since found a way to return

SPORTS IMPACT

1Q21	2Q21	3Q21	4Q21
• Sport confronts financial fallout • Massive restructuring of sports organizations • Athletes train remotely as in-person training is largely prohibited	• NCAA sport remains in doubt • Leagues play in bio-secure bubbles • Stadiums empty globally • Some leagues return in shortened modified seasons (K-League, Bundesliga, NRL, AFL, EPL, MLB, NBA, then NFL)	• ~90% of NCAA sport is cancelled • Conditions remain challenging but begin to stabilize (major leagues return to play)	• NCAA March Madness returns • Live fans begin to return globally

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OUR FOCUS CAPTURED MOMENTUM SHIFT

- P&H ACV grew almost 3x faster in FY21 than in FY20
  - P&H ACV grew faster during Covid than FY20, with annualized Q4 ACV growth of 55%
  - Growth momentum accelerated globally in Q4 (all regions >40% annualized)
- ACV churn was lower in H2 versus H1 (5.5% versus 6.8%)*
- Customers with 2 or more solutions saw a 41% annualized growth in H2
- Two consecutive years of positive and growing Free Cash Flow ($2.9m -> $4.9m) – underscoring our long-term cash generation capability

* These churn values are for rolling 12-month periods

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STRONG PROGRESS AGAINST OUR KEY SAAS GROWTH METRICS

- We delivered 16.5% ACV growth and lower churn
  - → ACV in EMEA up 57%
  - → ACV in APAC up 34%
  - → ACV in Americas up 4%

USD $M		FY21	FY20	% CHANGE
SAAS SUBSCRIPTION GROWTH AND QUALITY	ACV	48.4	41.5	16.5%
	ACV CHURN %	5.5%	6.4%	-14.1%
	LIFETIME DURATION (YEARS)	5.8	6.5	-11.5%
	MULTI-SOLUTION CUSTOMERS	252	216	16.7%
EFFICIENCY, SCALABILITY AND OPERATING LEVERAGE	GROSS MARGIN %	74%	73%	1.4%
	CONTRIBUTION MARGIN %	48%	47%	2.3%

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STRONG PROGRESS AGAINST OUR KEY SAAS EFFICIENCY METRICS

- → Cross sell was up, as customers recognize the value in a combination of our solutions
- → We are deeply embedded in our customers workflows with an average customer duration of almost 6 years; down slightly as we add new customers
- → Margins improved as we continue to deliver efficiencies and gain operating leverage

USD $M		FY21	FY20	% CHANGE
SAAS SUBSCRIPTION GROWTH AND QUALITY	ACV	48.4	41.5	16.5%
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FINANCIAL HIGHLIGHTS

- Free Cash Flow of $4.9M up 68.6% - second consecutive year of positive free cash flow while maintaining our level of R&D investment
- Our focus on growing recurring revenue delivered subscription revenue growth of 3.3%, buoyed by 16% growth in Performance & Health
- Revenue & EBITDA is down as we switch from capital sales to higher-quality margin SaaS deals and the impact of COVID

		FY21 (USD $M)	FY20 (USD $M)	% CHANGE
RECURRING REVENUE	SUBSCRIPTION REVENUE	53.4	51.7	3.3%
	REVENUE	67.3	72.7	-7.4%
OPERATING LEVERAGE	EBITDA	6.5	10.4	-37.2%
	UNDERLYING EBITDA*	8.3	10.4	-20.0%
	FREE CASH FLOW**	4.9	2.9	68.6%
GROWTH INVESTMENT	R&D AS A % of REVENUE	10.1%	9.2%	9.6%

* Excludes discretionary non-executive employee share plan expenses, and employee severance costs
** Excludes Science for Sport acquisition

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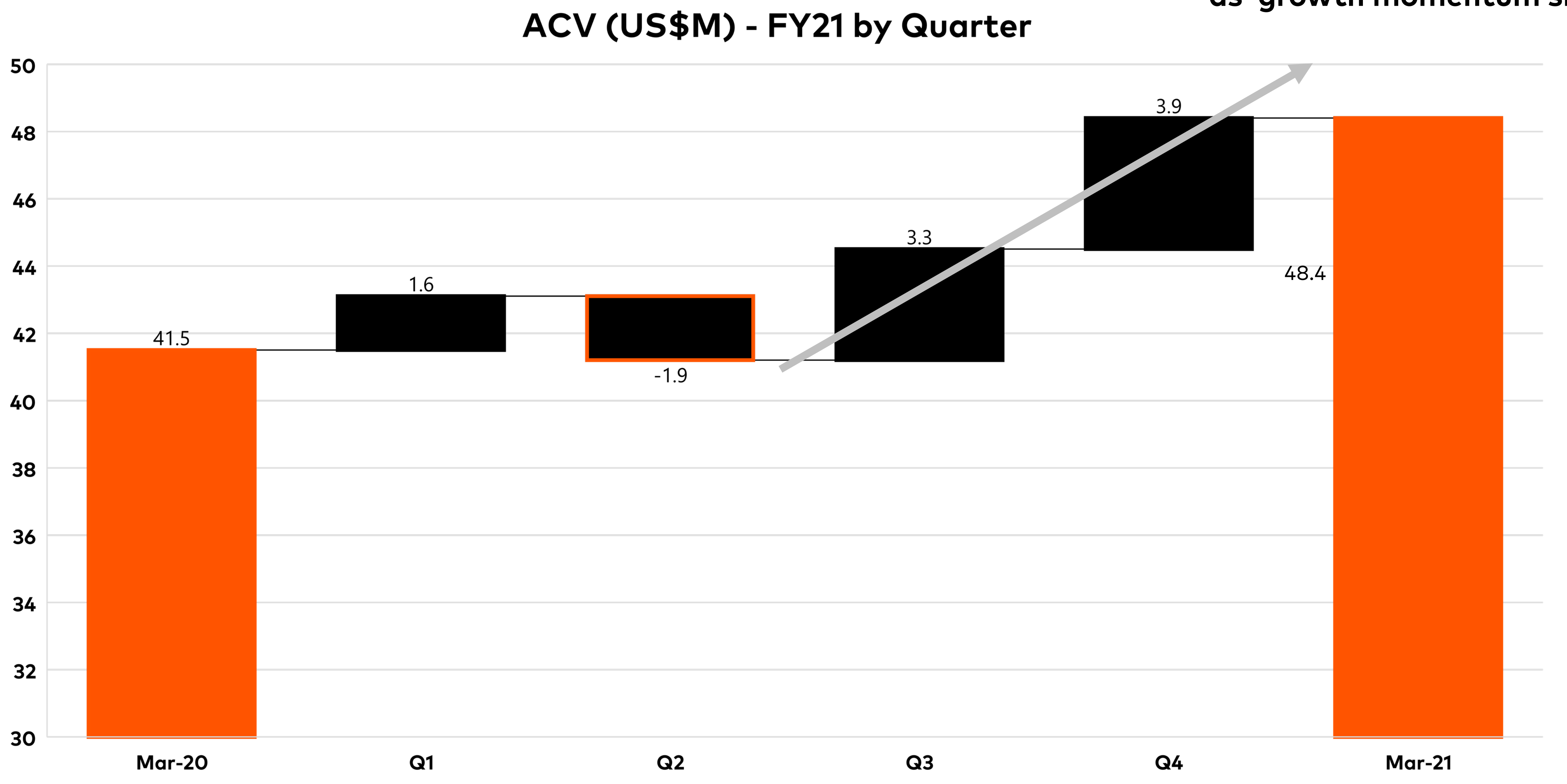
TWO CONSECUTIVE QUARTERS OF 35% ACV GROWTH

35% growth for H2 annualized as growth momentum shifts



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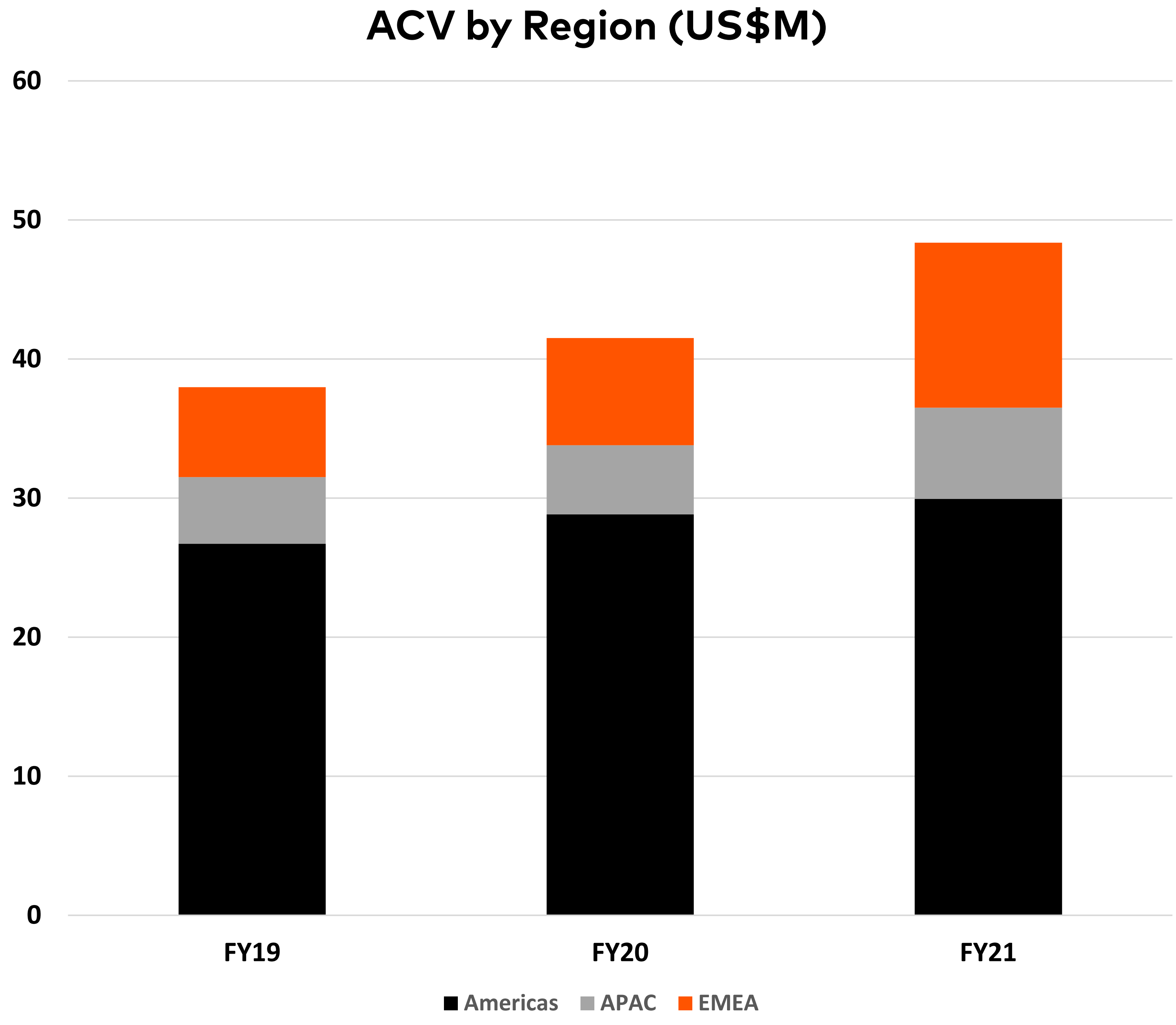
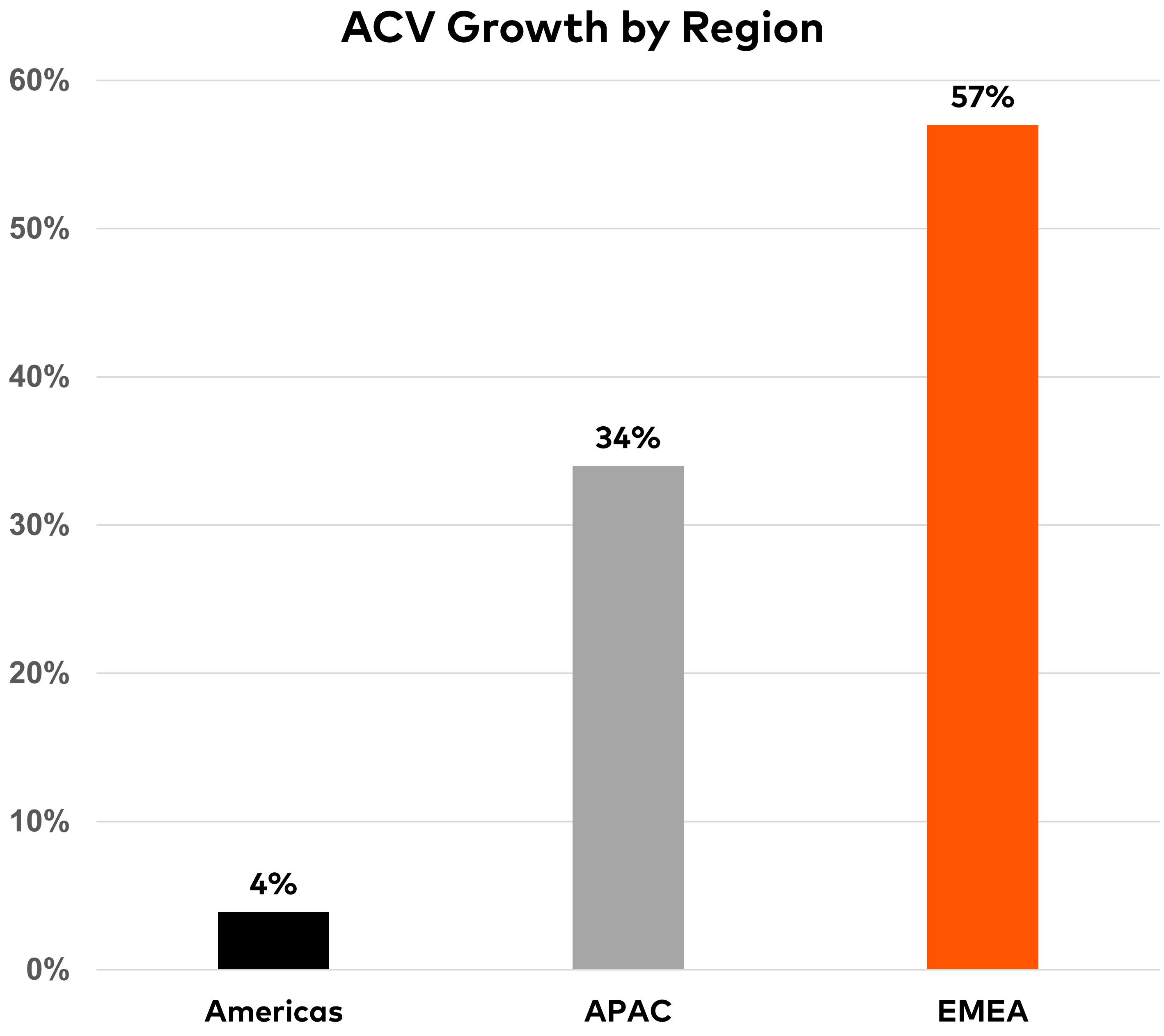
MOMENTUM IN ACV GROWTH DRIVEN BY APAC AND EMEA

- COVID still impacting US customers relatively more than customers in other regions
- Significant potential for ACV growth in the US, our largest market, once COVID impacts subside further
- Professional sports and NCAA have both flagged a full return to play in FY22





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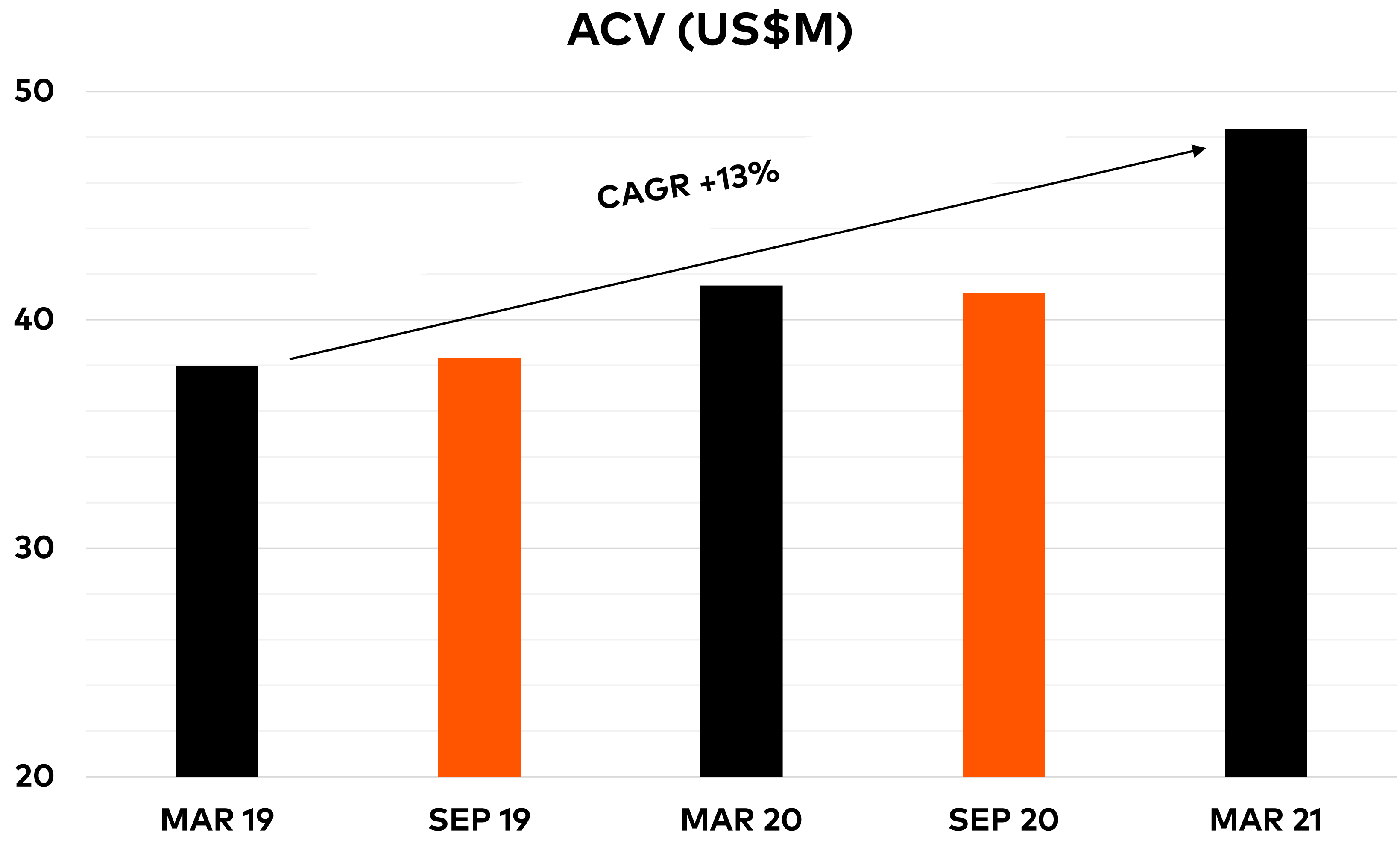
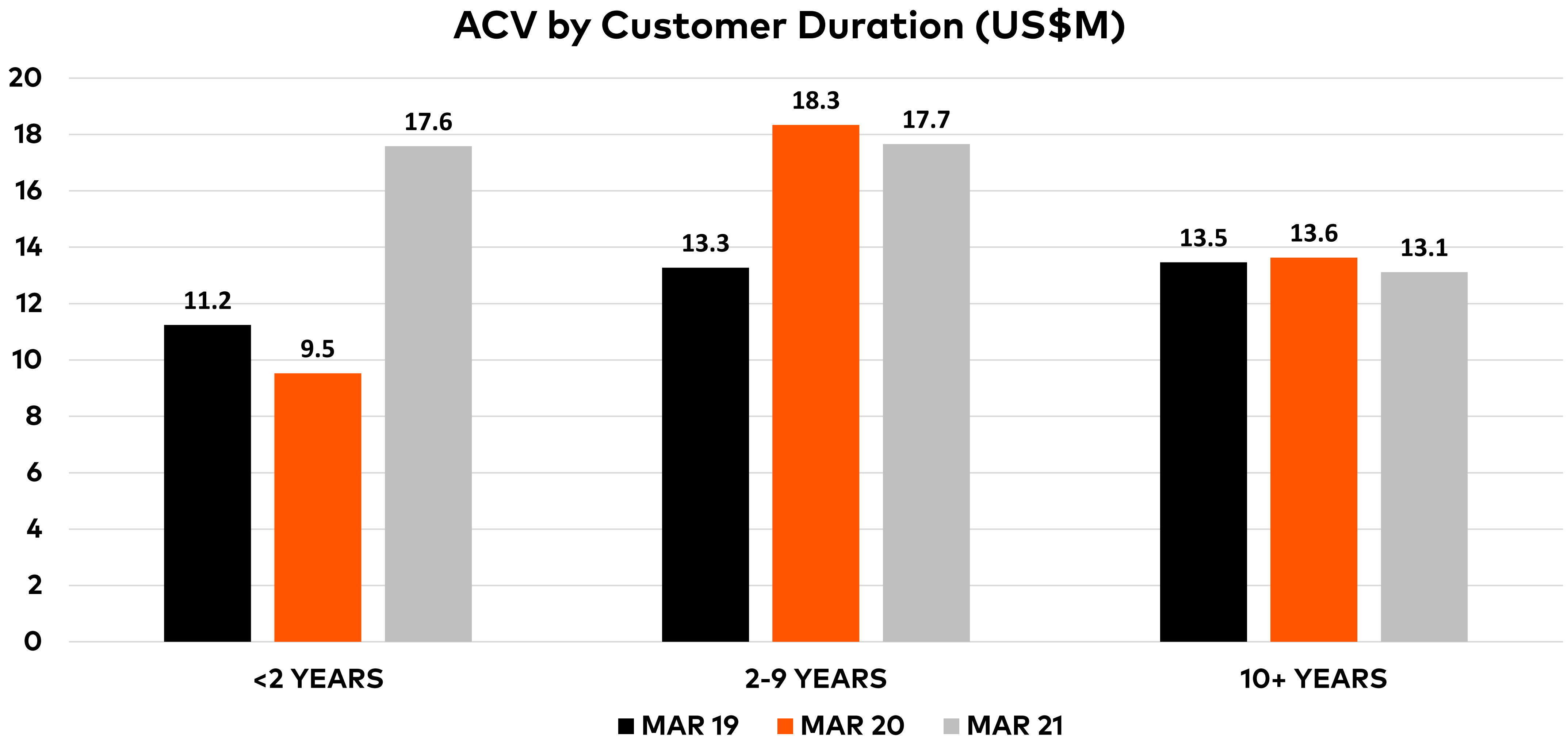
ACV HEALTHY AS CUSTOMERS LIFETIME DURATION INCREASES

- → Reduction in the 2-9 and 10+ year customer duration categories was the result of lapsed renewals due to COVID
- → Recaptured (and now classified in <2-year category)





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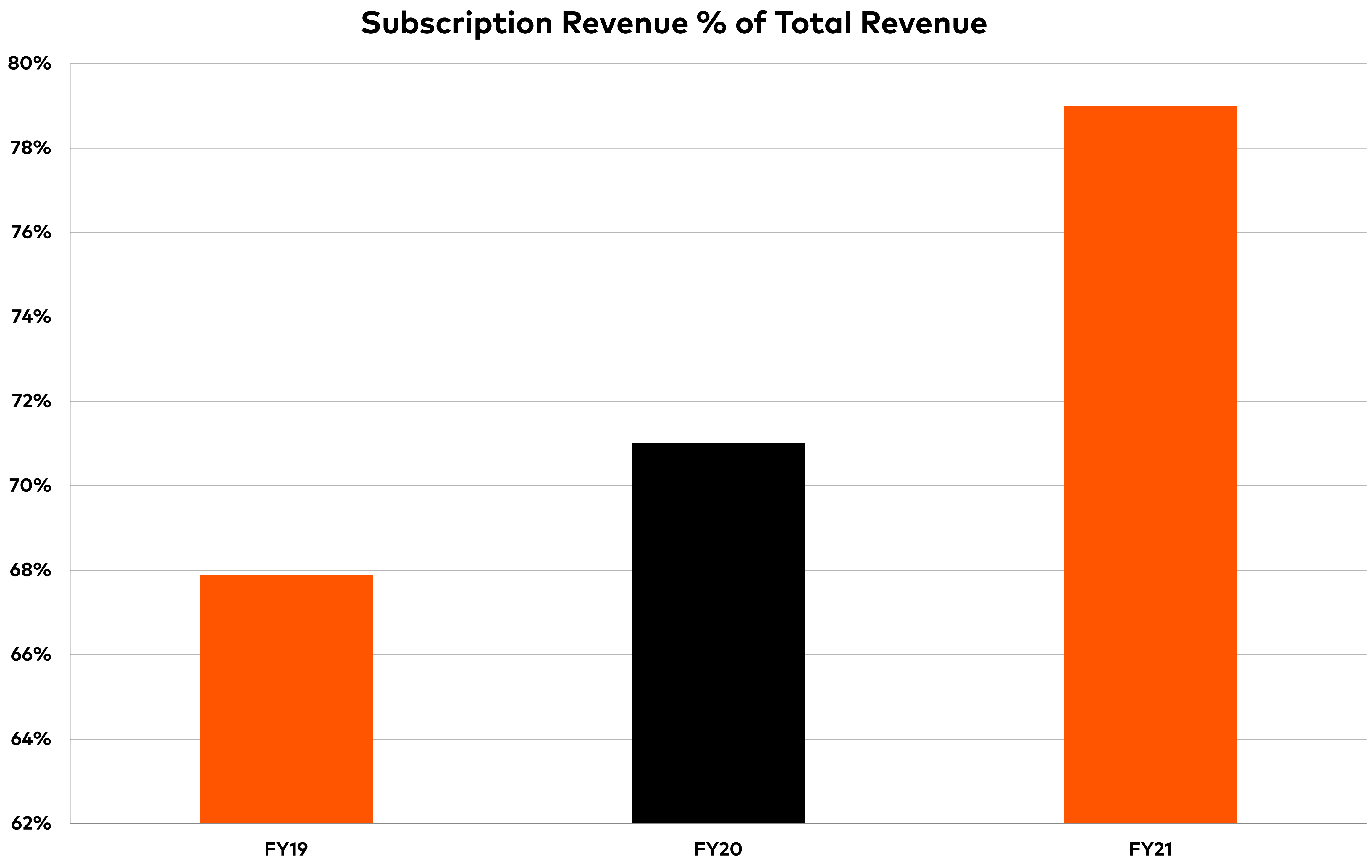
ACV MOMENTUM CREATES HIGH-QUALITY SAAS REVENUE



- 12% growth in the percentage of revenue which is subscription reflects the strategic focus on growing ACV
- ACV growth is the lead indicator for growth in subscription sales

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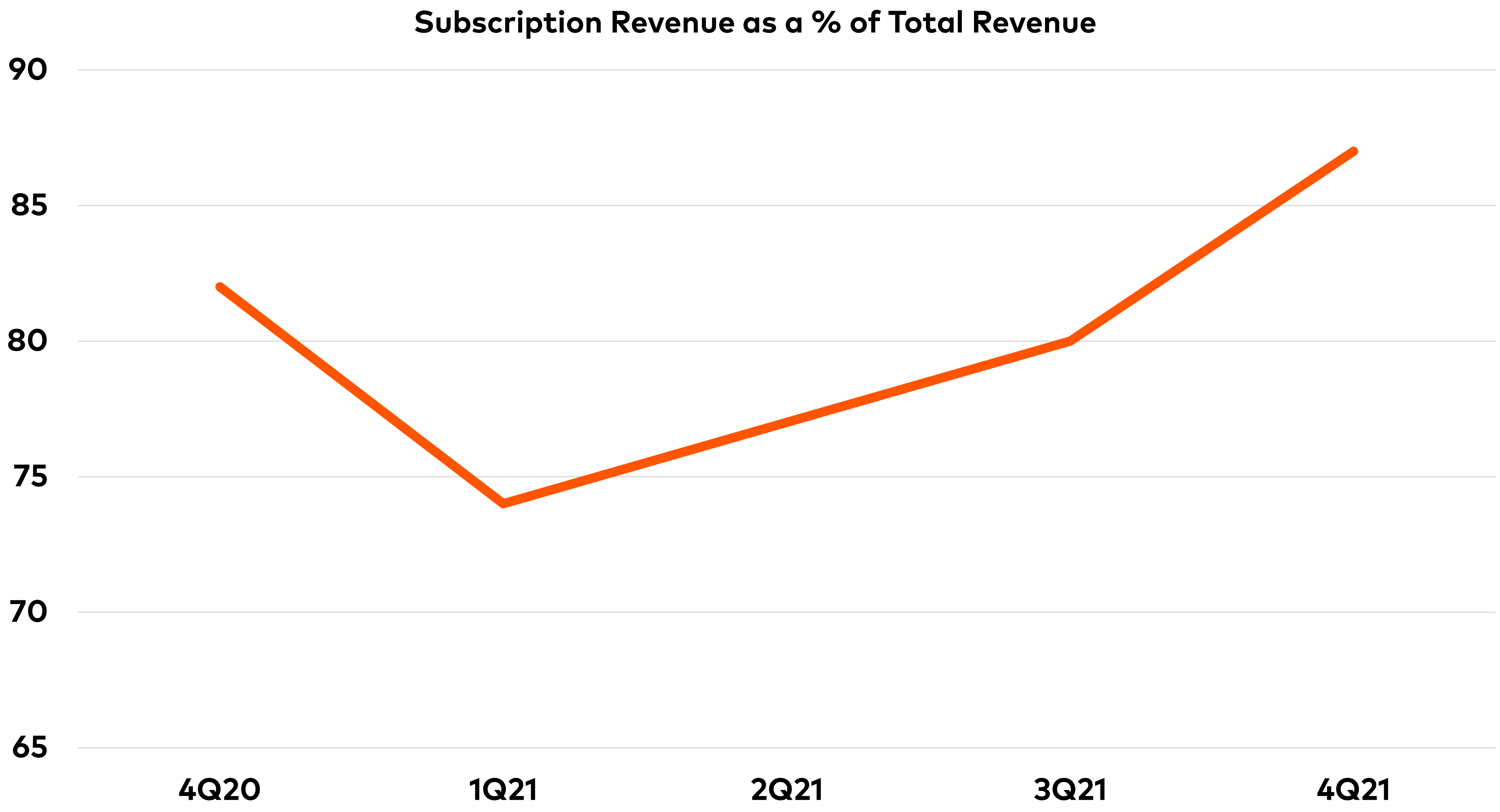
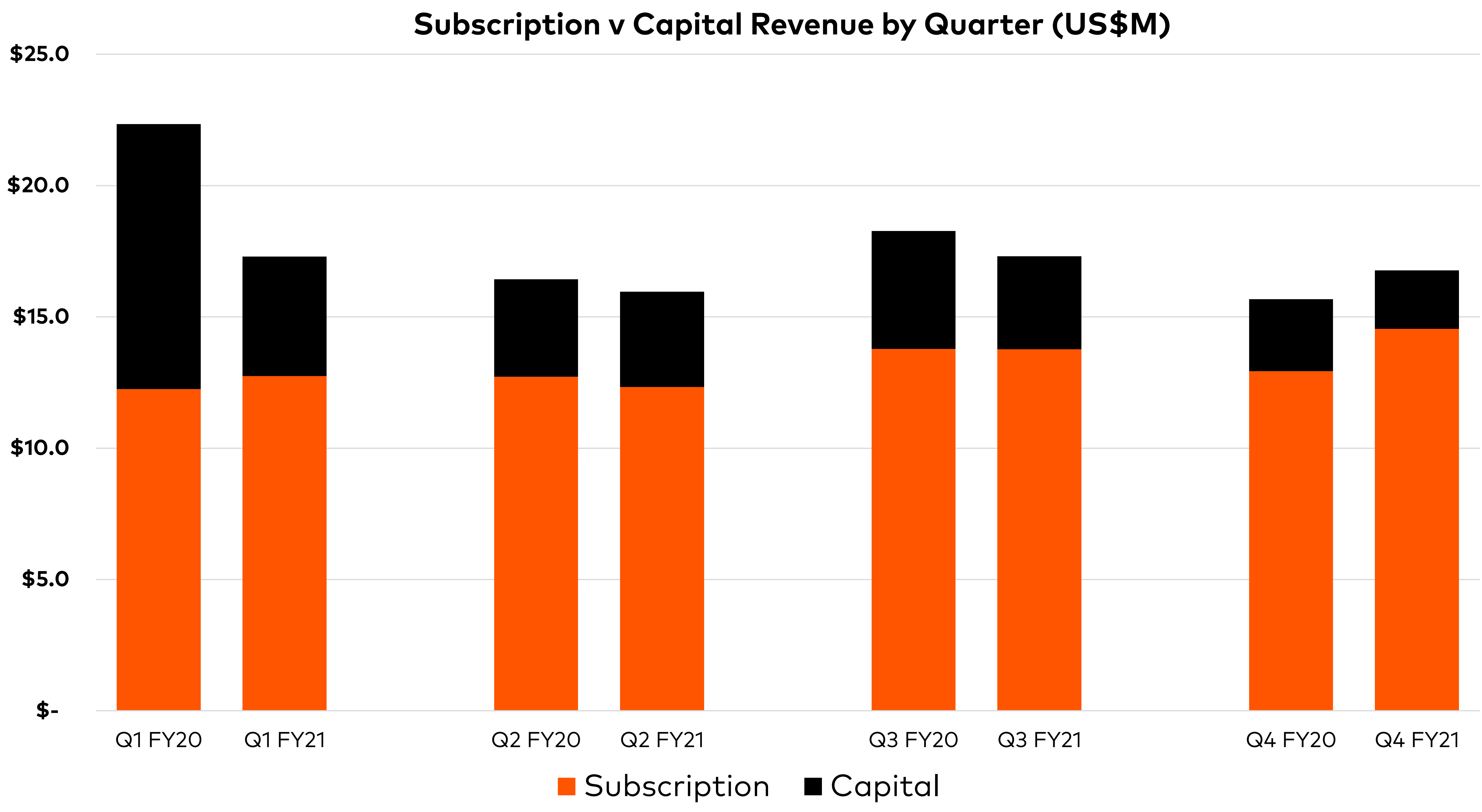
REVENUE SHIFT IS ACCELERATING ENTERING FY22



- Subscription revenue grew 12.5% in Q4
- We are prioritizing contracted recurring revenue over one-time capital sales

CAPITAL REVENUE BEING REPLACED BY SUBSCRIPTION REVENUE

- COVID impacted capital sales in Q1 FY21
- We began to deliberately taper capital sales throughout FY21
- Conversion into subscription revenue is starting to take effect
- Q4 FY21 subscription revenue was 12.5% higher than Q4 FY20
- Full impact is expected to filter through over 36 months



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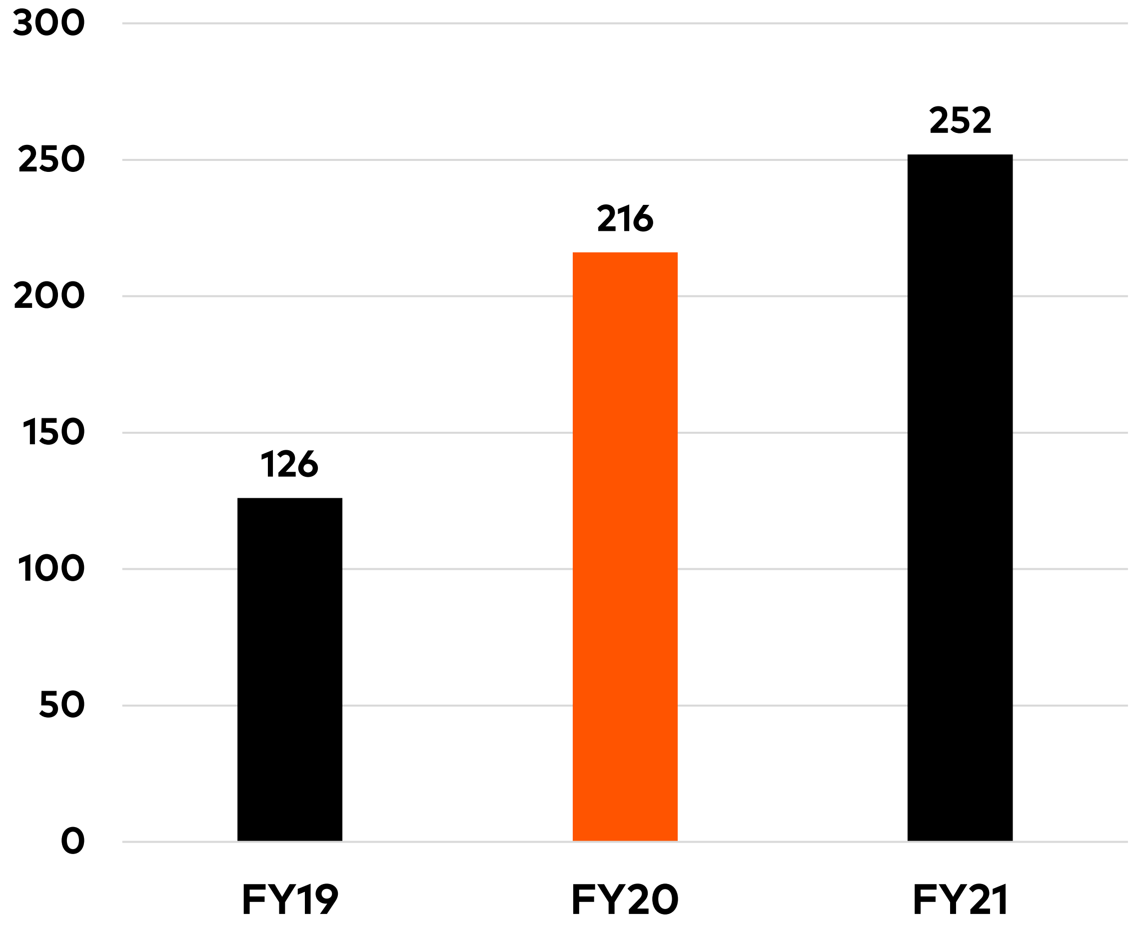
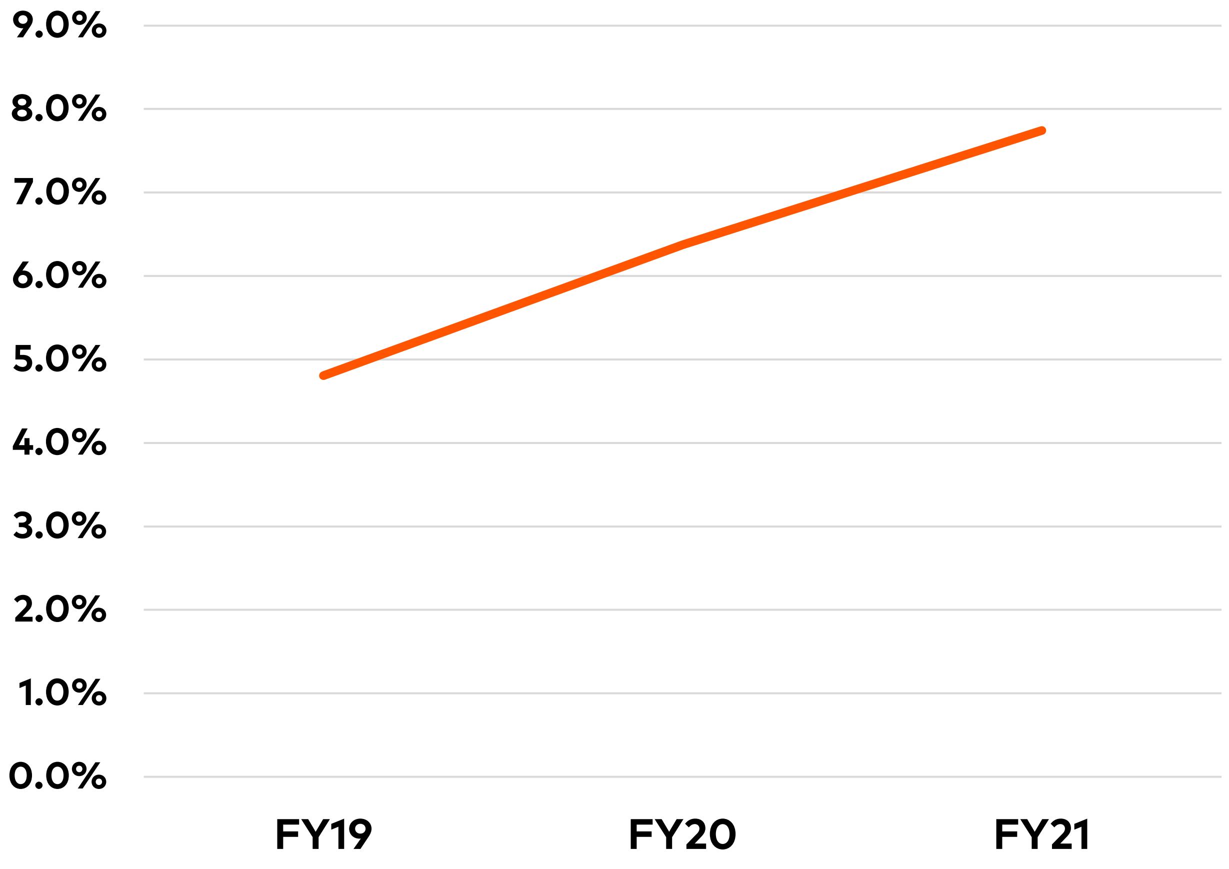
POSITIVE MOMENTUM IN MULTI-SOLUTION CUSTOMERS

- Last two quarters saw positive shift in growth
  - → 41% annualized growth for H2 FY21
- Significant upside remains for further multi-solution growth

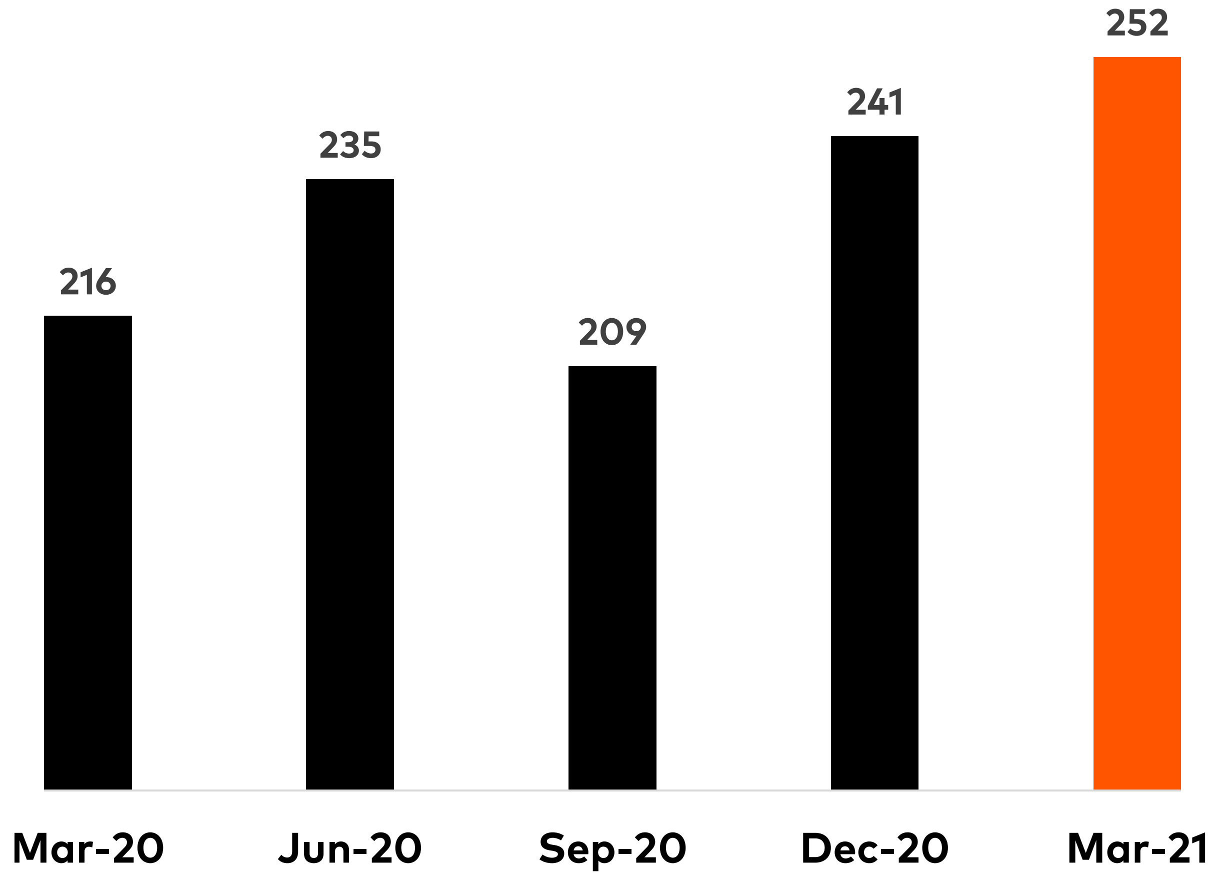
Multi-Solution Customers



% of Customers with 2 or more Solutions



Multi-Solution Customers – by Quarter



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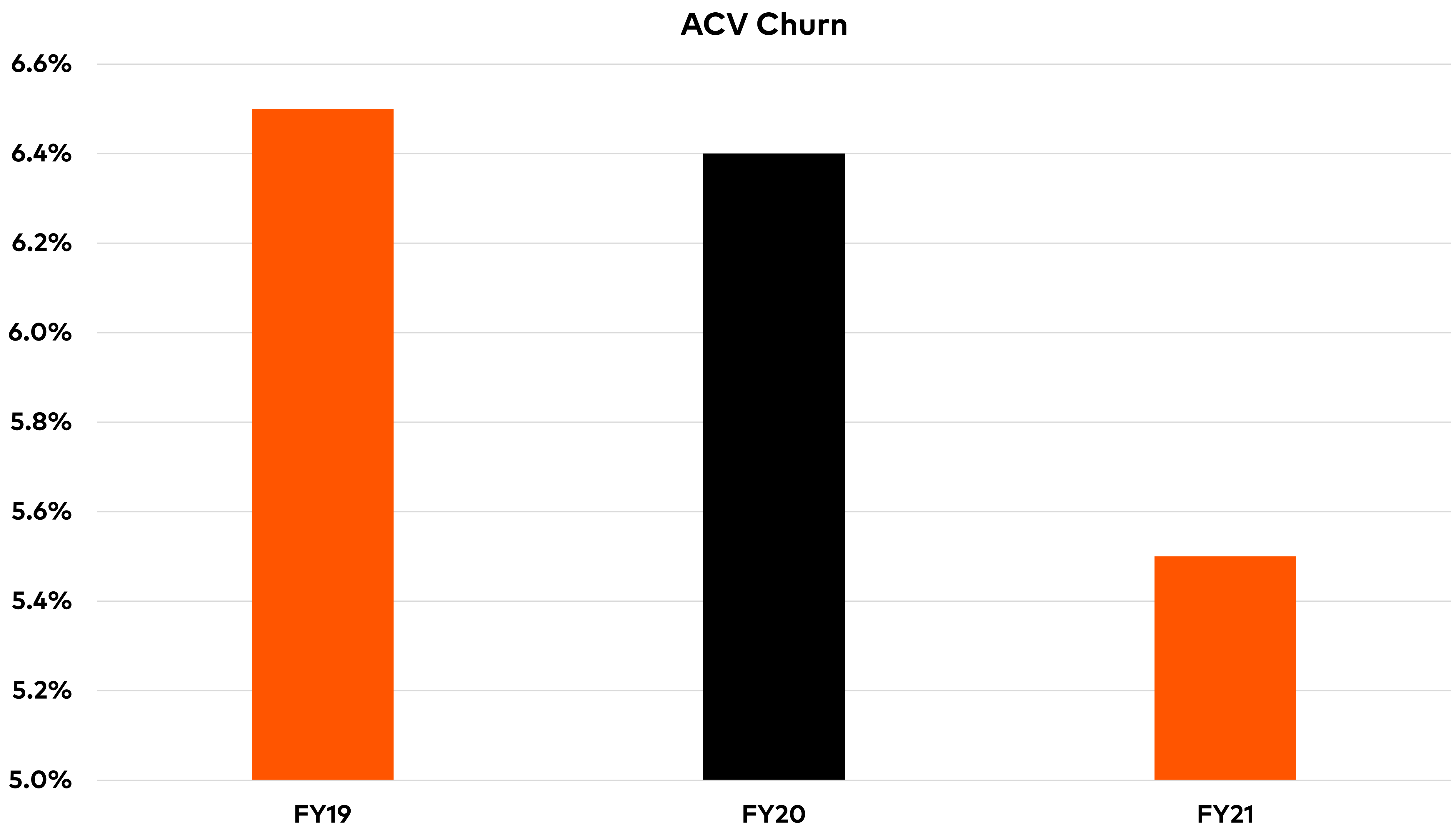
ACV RETENTION AT WORLD CLASS SAAS LEVELS



- Churn is at world class SaaS levels
- A reduction in ACV Churn was achieved during an extremely challenging year for our customers
- Low churn reflects strong customer engagement and the embedded nature of Catapult's SaaS solutions in its customers' critical daily workflows

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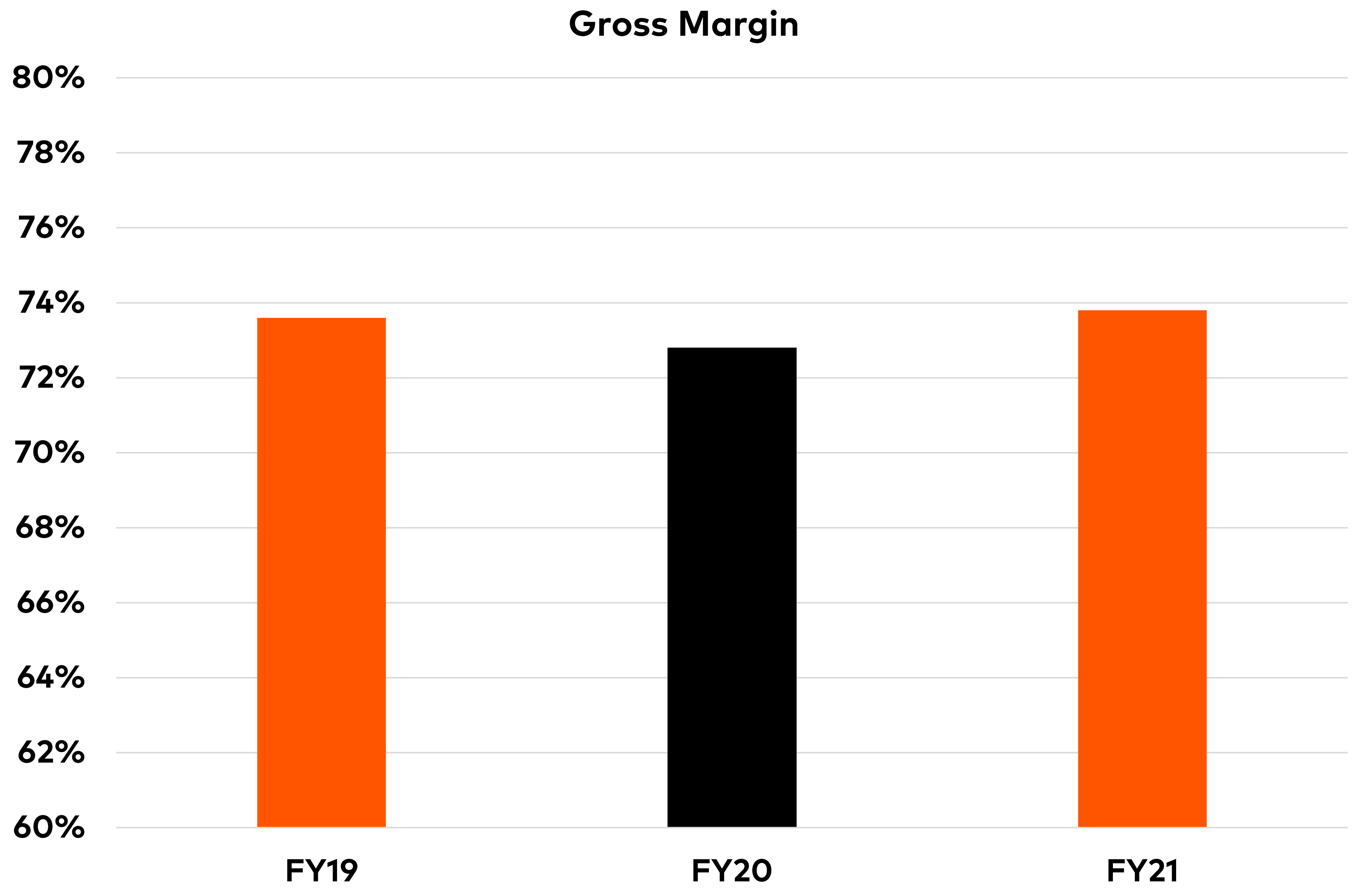
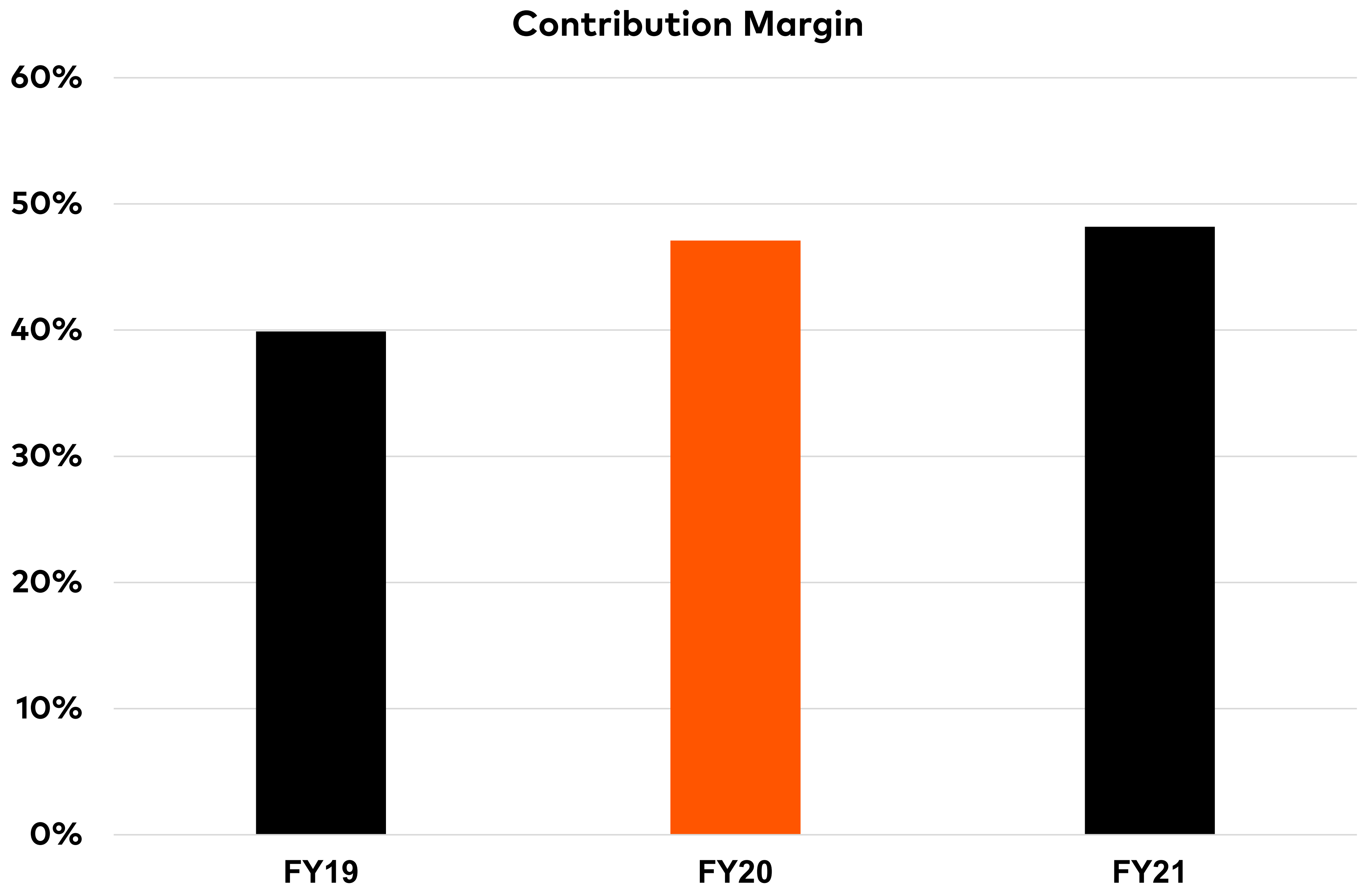
BUSINESS MODEL EFFICIENCY IMPROVING WITH GROWTH

- Vector device upgrades reduced Gross Margins slightly in FY20
- We expect Gross Margins to improve with the shift to a higher concentration of subscription sales
- In the short term, we expect Contribution Margins to be negatively impacted by the shift of capital sales to subscription sales – where revenue is recognized over the subscription life, while all variable costs are recorded when incurred (i.e., still expensed upfront)





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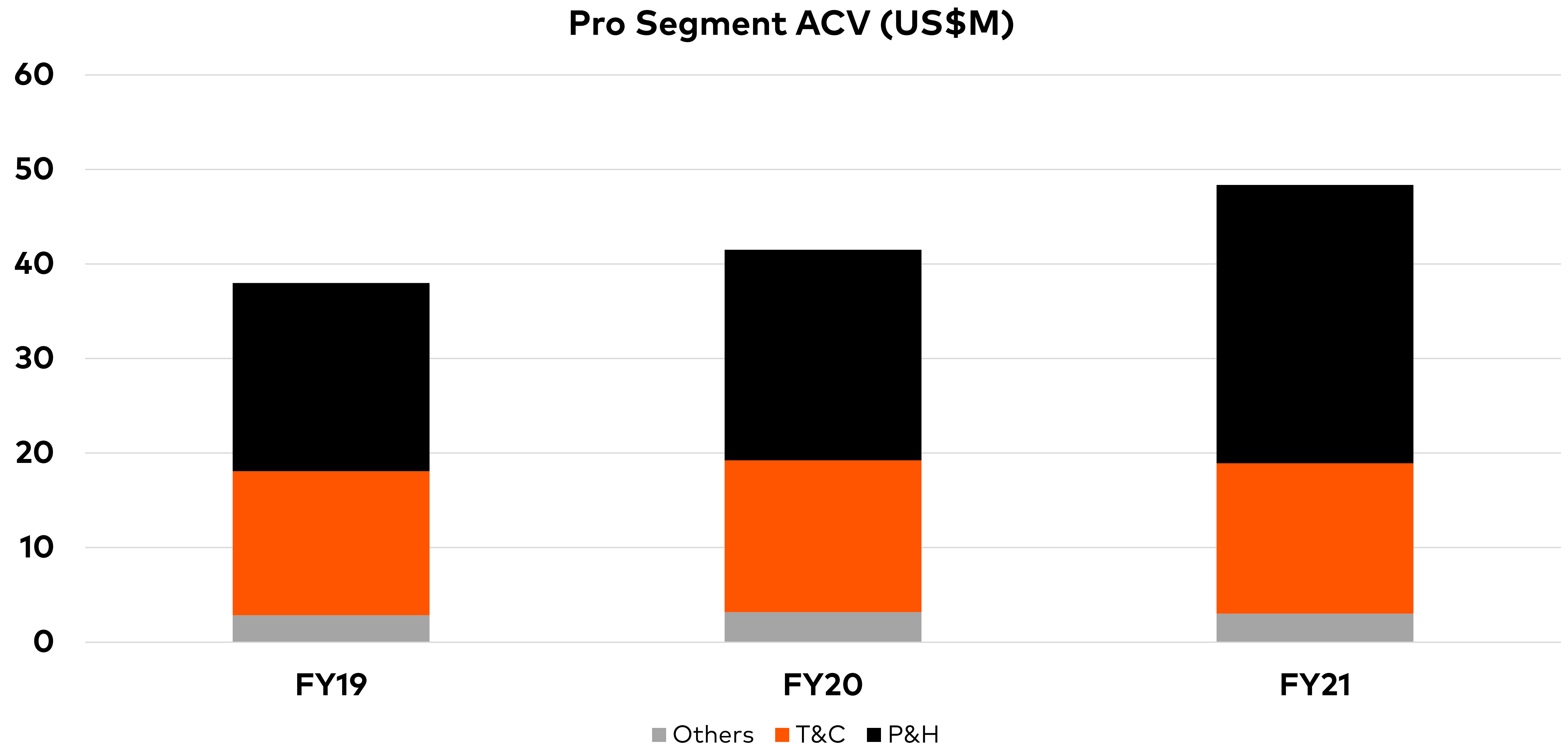
PRO SEGMENT ACV GROWTH

- ACV within our Pro Segment had strong growth supported by our largest vertical: Performance & Health
- Tactics & Coaching ACV was stable with new customer growth showing rebound momentum in Q4



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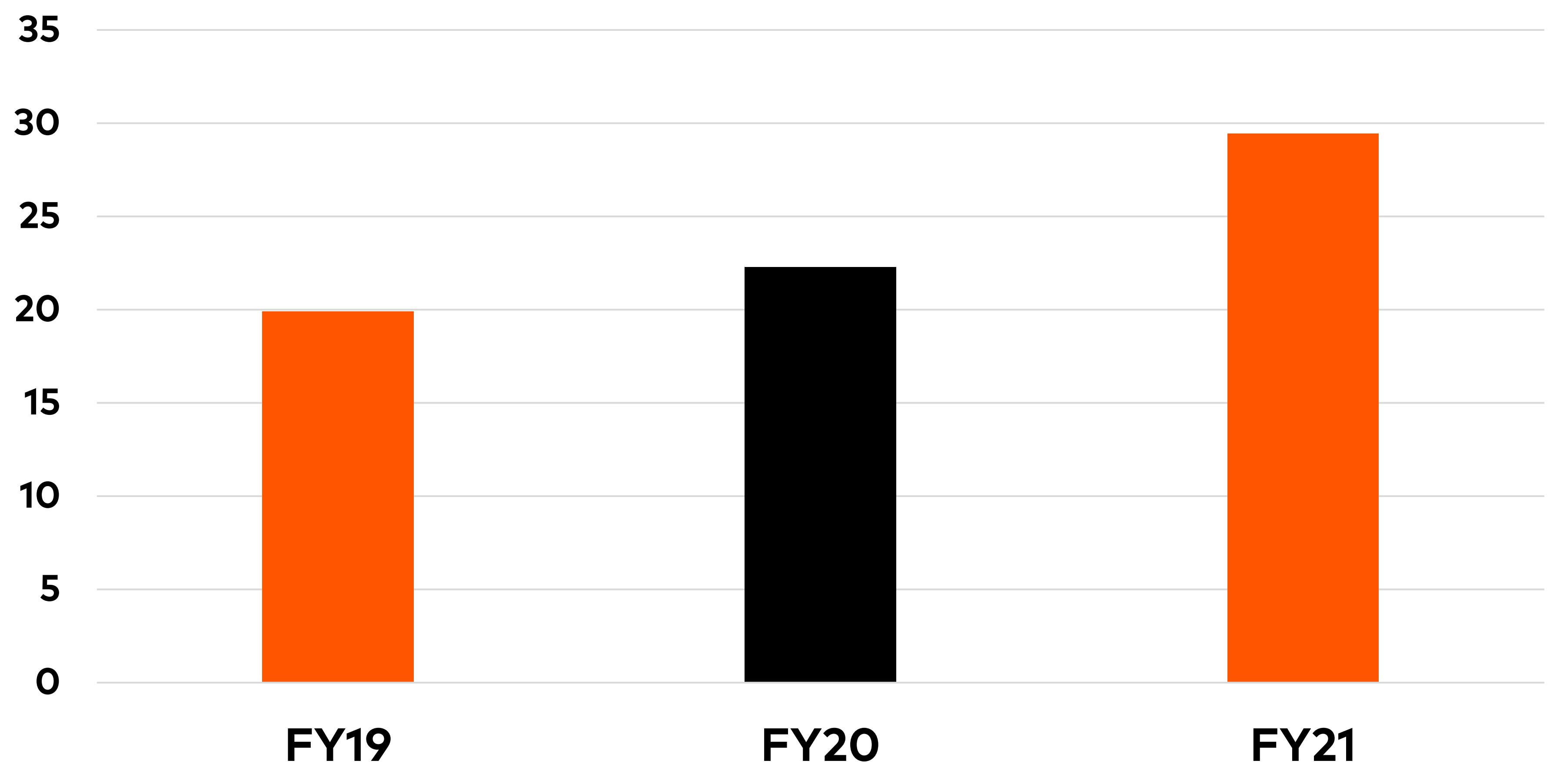
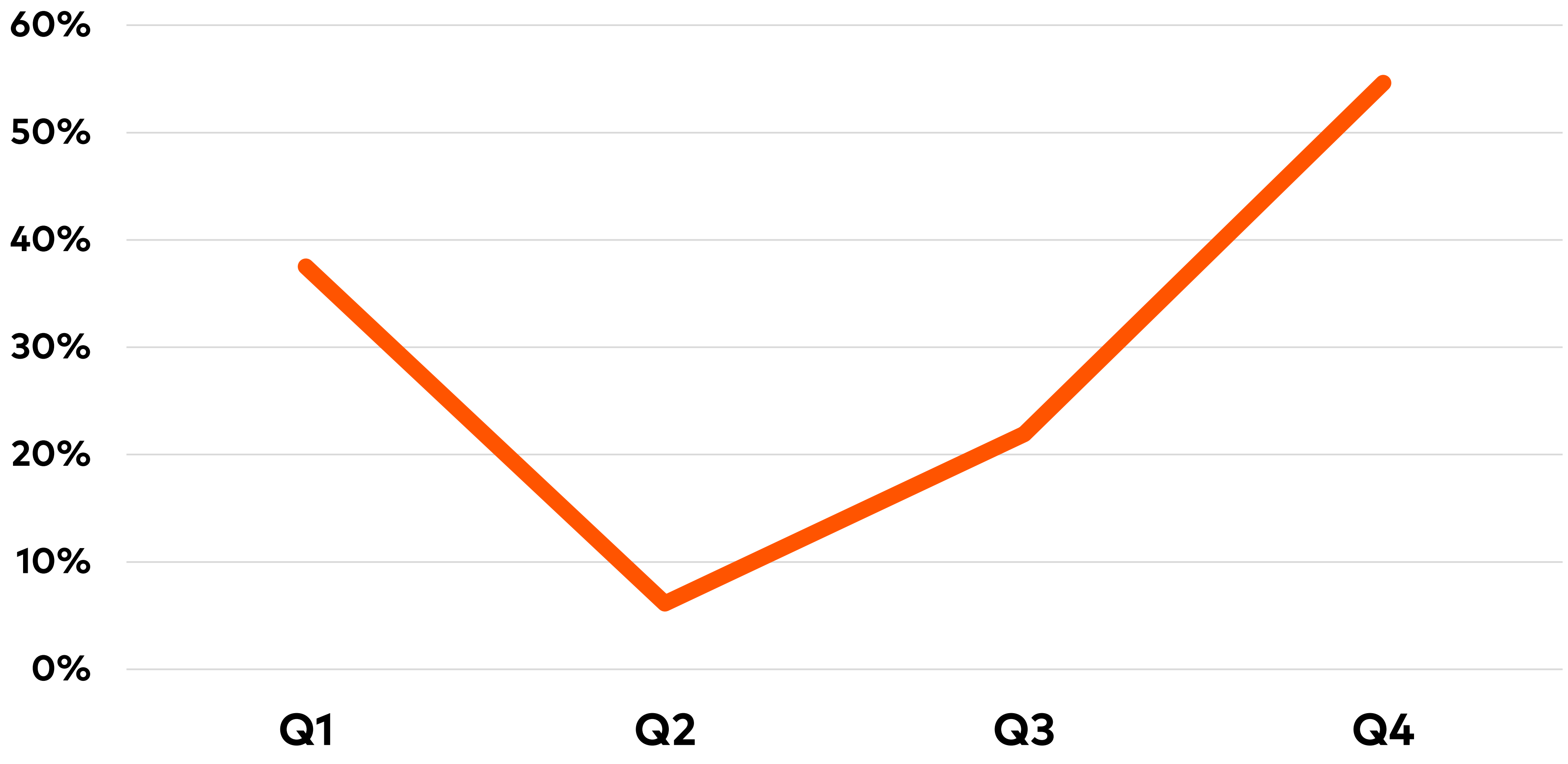
PERFORMANCE & HEALTH ACV GROWTH ACCELERATED DURING COVID

- P&H ACV grew almost 3x faster in FY21 than in FY20 (32% versus 12%), despite COVID (note COVID's impact commenced near the end of FY20)
- P&H is an "early cycle" solution, with athletes needing to train with or without games being played
- Despite initial negative impact of COVID (growth contracted to +6% annualized in Q2) momentum quickly returned
- ACV growth was strong across H2 FY21 with our increased focus on high-quality recurring revenue. H2 FY21 annualized growth across the regions was:
  - EMEA: 55%
  - APAC: 46%
  - Americas: 24%
- Growth momentum accelerated in Q4 (all regions >40% annualized)

Performance and Health ACV (US$M)



Performance & Health Pro – Quarterly Annualized ACV Growth



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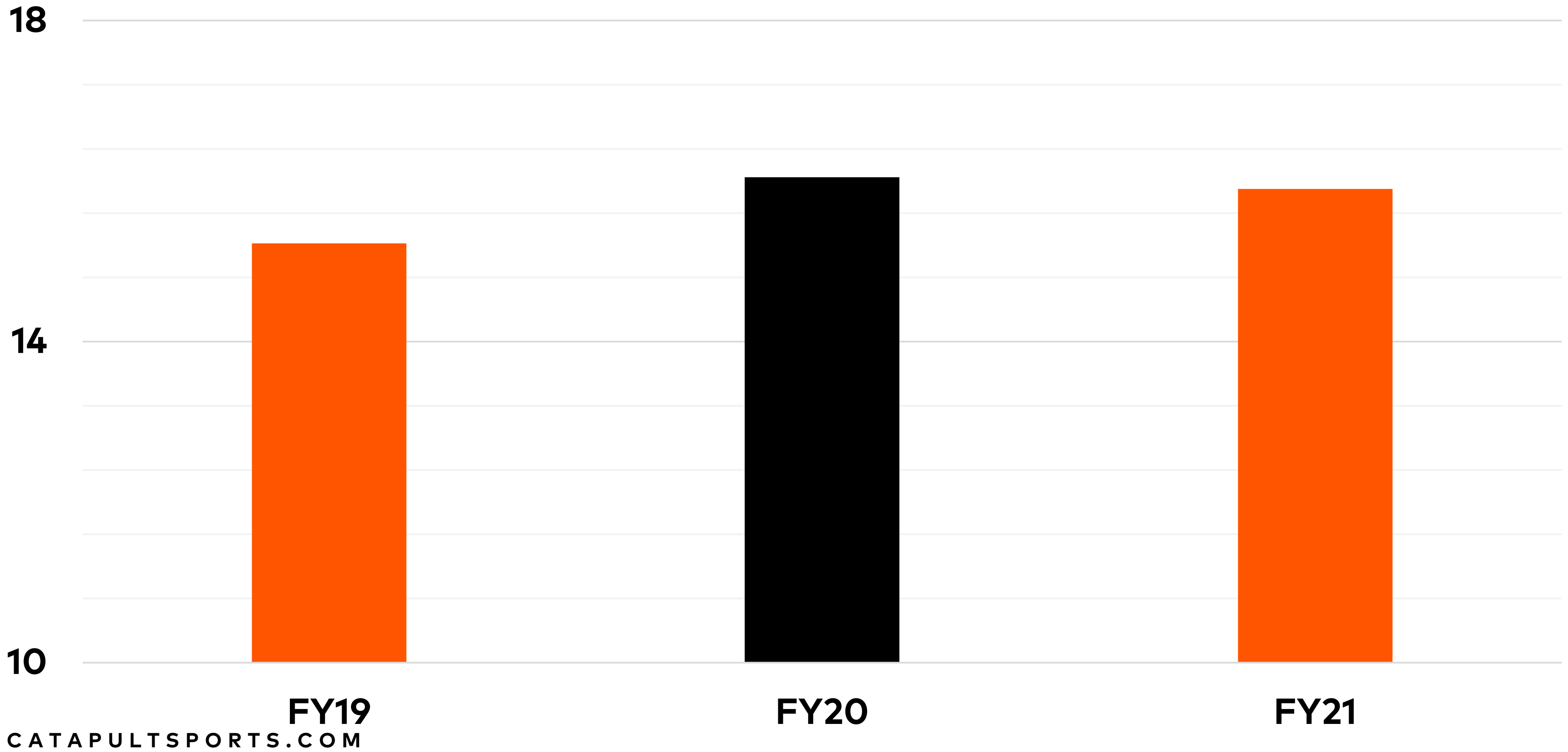
TACTICS & COACHING ACV GROWTH

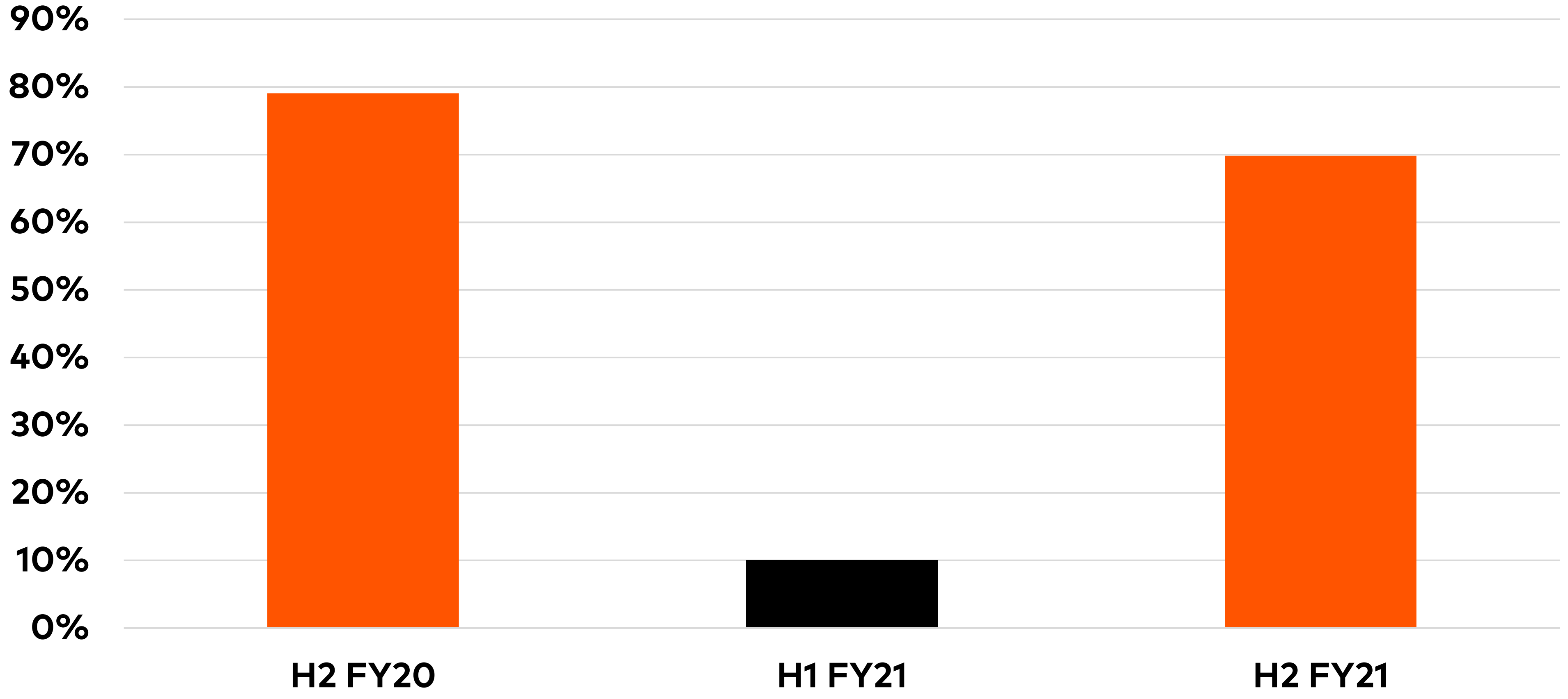
- T&C ACV was -1% across FY21, being slightly down on a historic growth rate of approx. 5%, due to COVID. T&C is a "late cycle" solution, dependent more on return-to-play than preparatory training. T&C is expected to benefit as sports return post-COVID
- Established solution – Thunder: High ACV with low long-term growth
  - Flat growth, with key selling season delayed. Renewals were very strong, but new business, especially in NCAA sports, was challenged due to COVID
- Nascent solution - Vision: Short-term low ACV with high long-term growth

Tactics & Coaching ACV (US$M)



- Vision solution - Current "land then expand" strategy driving high customer growth.
  - Customer base expanded by 42% to 170 customers in FY21, but ACV is still low
- Technology development key to ACV expansion in this customer base and our long-term aspirations of 20%+ T&C ACV growth.
- Unit economics are strong with gross margins of >90%, against a TAM in Pro soccer alone of approximately $150M
- P&H platform key to driving growth, with particular success in cross-selling existing P&H customers into Vision

Vision Customer Numbers - Annualized Growth



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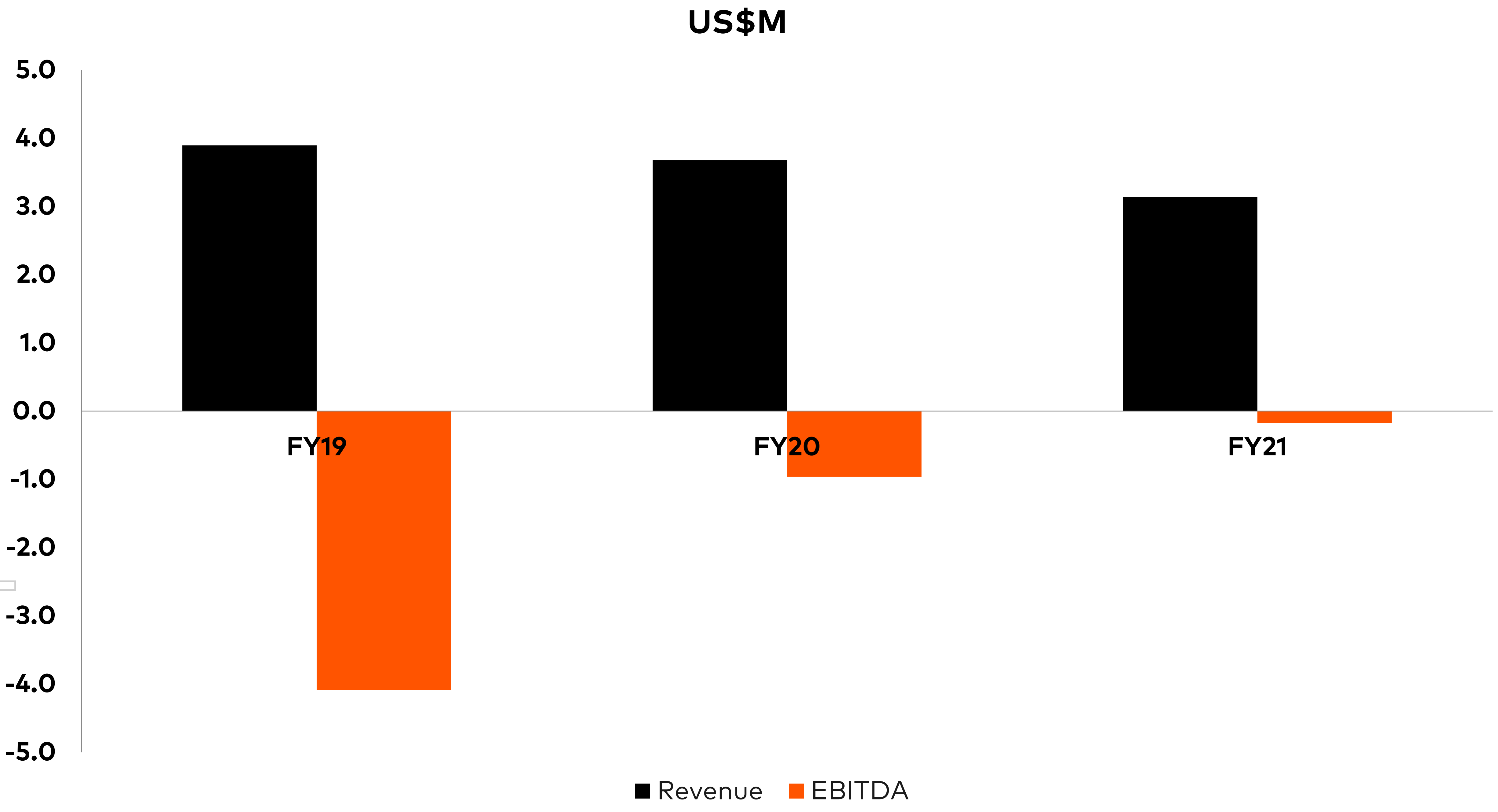
PROSUMER RESET PROGRESSED WELL DESPITE COVID



- Despite the impacts of the pandemic in FY21 and our pull back on marketing from FY19 levels (in FY20-21) we've managed to maintain Prosumer revenue above $3M
- Our Cost to Acquire Customers (CAC) has reduced more than 90%, reducing cash burn and improving EBITDA by 79% in FY21
- We will provide a new growth strategy for Prosumer later in FY22

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FY21 OPERATIONAL HIGHLIGHTS

- Sales Highlights
  - Achieved 100% penetration of teams in the NFL
  - New multi-solution customers in FY21 include Seattle Seahawks, Stanford University American Football, Stade Français Paris Rugby, Arizona Coyotes and Swindon Town
  - Performance and Health contract with US Army Special Forces to help with soldier training
  - Video Exchange contract with 130 Football Bowl Subdivision (FBS) teams in the US

- Tech Highlights
  - Covid solutions, including our Remote Athlete Solution and Athlete Proximity Reporting are all heavily utilized
  - New solutions for American Football season including cloud based full-resolution video analysis and seamless indoor/outdoor athlete experience for training sessions
  - Launched the player Movement Profile software analytics package for soccer
  - $6.8m invested in R&D
  - Acquisition of Science for Sport
  - Began platform partnerships

BUILDING A WORLD CLASS SAAS BUSINESS

→ We are delivering on the things we said we would accomplish to scale Catapult to the next level

End of FY21

Measure The Right Things

Growth Metrics – ACV, ACV Churn, Multi-Solution Customers

Efficiency Metrics – Gross Margin, Contribution Margin

Improve Executive Capability

New CFO, COO, CPO, CTO, SVP of Product, and SVP of Revenue Operations

Improve Governance

Changed reporting currency to USD

Moved to a March year end

Appointed 2 new independent non-executive directors, including a US-based director

Formed a new Board Committee – SAAS Scaling Committee

Pandemic Detour

High Free Cash Flow

Record Retention Rates

Reset Prosumer Business

Positive Unit Economics

90%+ drop in CAC at same growth volume

Accelerate Subscription Growth

ACV growth of 35% across Q3 and Q4

Switching P&H capital deals to subscription

Expand Platform

Strong Roadmap

R&D Investment

Potential of delivering 10x ACV

PROFIT & LOSS STATEMENT

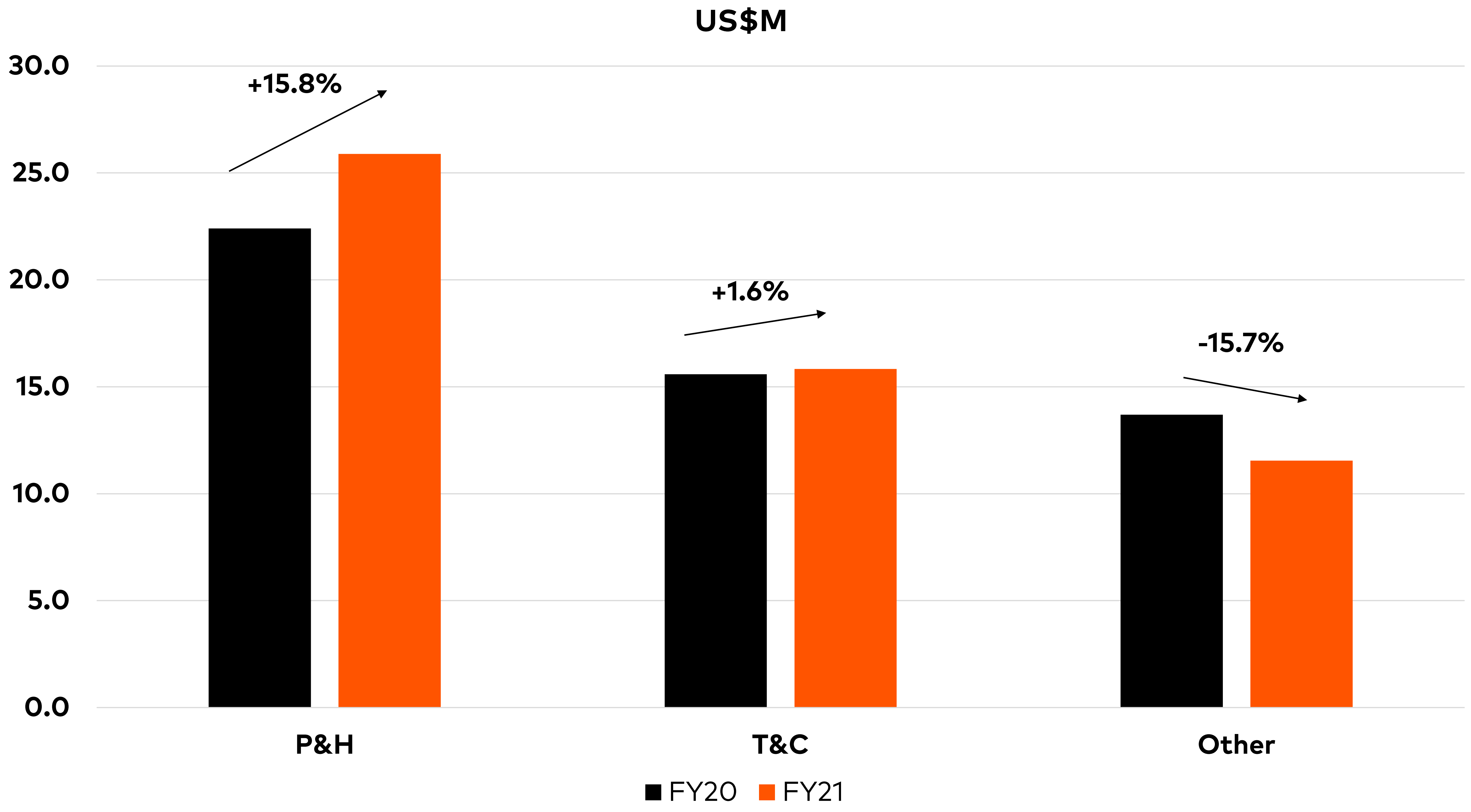
USD $M	FY21	FY20	% CHANGE
REVENUE	67.3	72.7	-7.4%
COGS	17.6	19.8	-10.9%
GROSS PROFIT	49.7	52.9	-6.1%
GROSS MARGIN	74%	73%	1.4%
VARIABLE COSTS	17.2	18.7	-7.7%
EMPLOYEE	14.9	14.0	6.3%
OTHER	2.3	4.6	-49.8%
CONTRIBUTION PROFIT	32.5	34.3	-5.2%
CONTRIBUTION MARGIN	48%	47%	2.3%
OTHER INCOME	1.0	0.6	66.7%
FIXED COSTS	26.9	24.5	10.2%
EMPLOYEE	19.1	16.8	13.4%
OTHER	7.9	7.6	3.1%
EBITDA	6.5	10.4	-37.2%
D&A	13.9	14.4	-3.6%
EBIT	-7.4	-4.0	-83.3%
NPAT	-8.6	-3.4	-152.9%
UNDERLYING EBITDA*	8.3	10.4	-20.0%

* Excludes discretionary non-executive employee share plan expenses, and employee severance costs

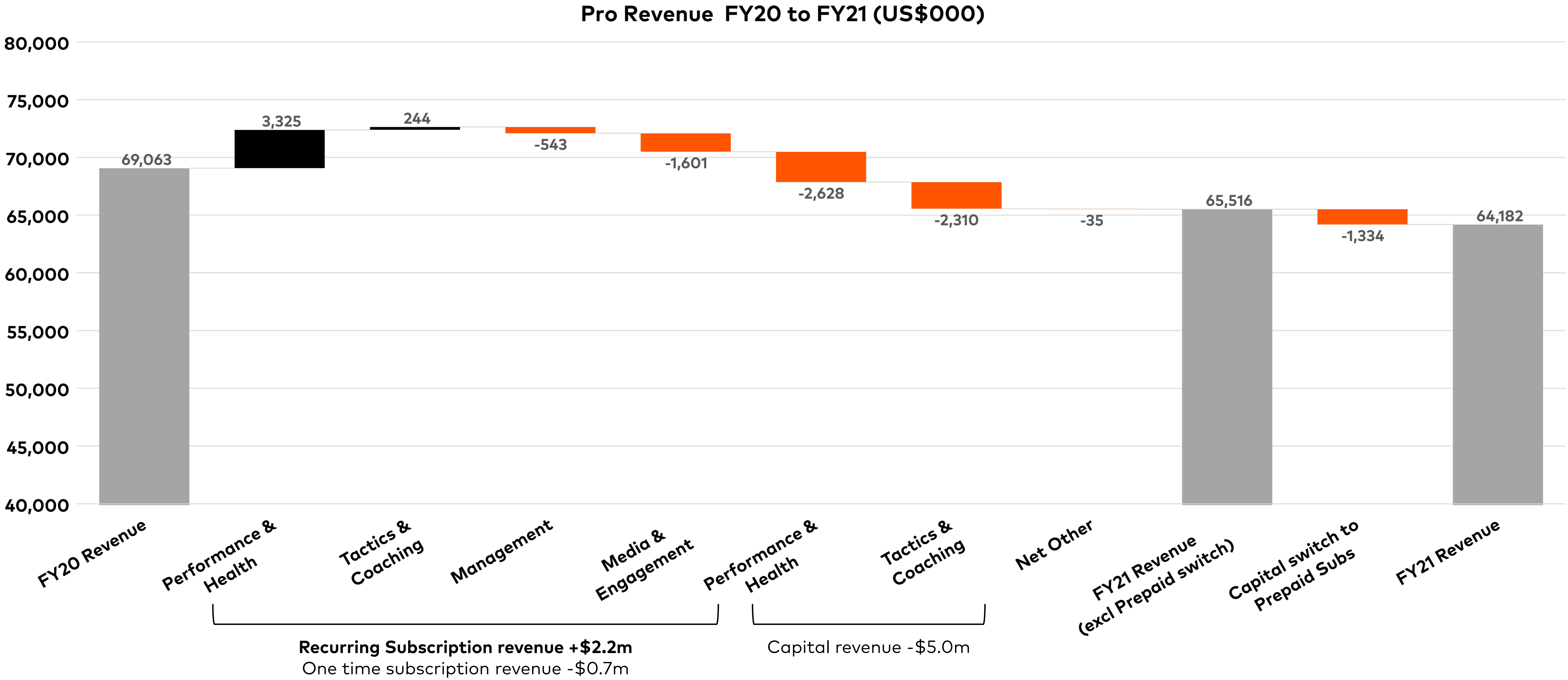
- For the 12-month year revenue was 7.4% lower due to COVID and our shift from capital to subscription sales
- However, for our audited nine-month year, which excludes April-June 2020, revenue was only 0.7% lower than the previous corresponding period, despite the shift to subscription
- COGS were lower due to lower capital sales and the impact of the Vector launch in FY20
- Variable costs were lower due to travel & marketing (COVID impact)
- Fixed costs grew due to continued investment in headcount (particularly the Corporate and Product & Tech teams), partly off-set by travel and occupancy savings
- Total expenses rose only $0.8M despite significant increase in investment
- D&A lower driven by lower acquisition amortization for XOS offset partially by higher amortization of internally developed software (R&D) and leased assets depreciation
- Momentum showing through in statutory revenue with 4Q21 revenue being up ~7% on 4Q20, a strong result given:
  - 4Q20 was not COVID-affected
  - Switch of revenue from capital to subscription

SUBSCRIPTION REVENUE GROWTH BY VERTICAL

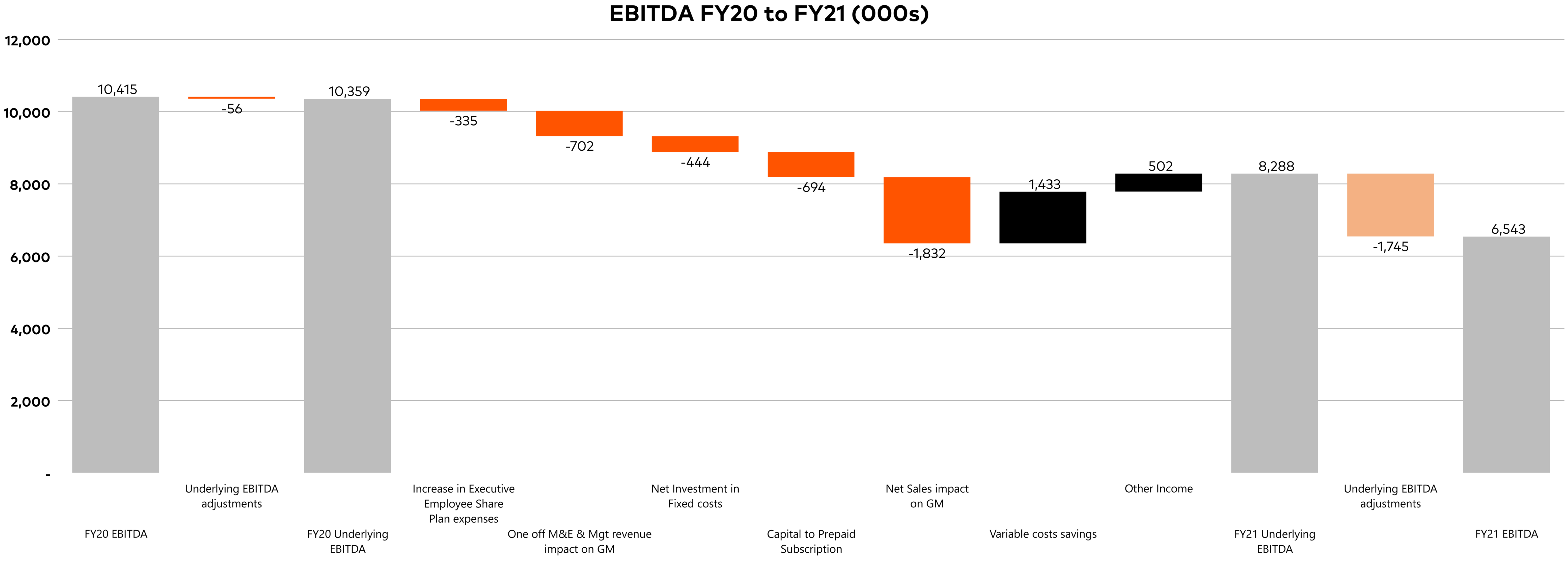
- Performance & Health growth driven by new subscription sales in EMEA and APAC
- T&C up strongly in EMEA and APAC with the US business impacted by COVID, especially NCAA
- Management and M&E both down due to revenue in the prior period - this included business with the WTA (Management) and the US College Football 150th anniversary (M&E)



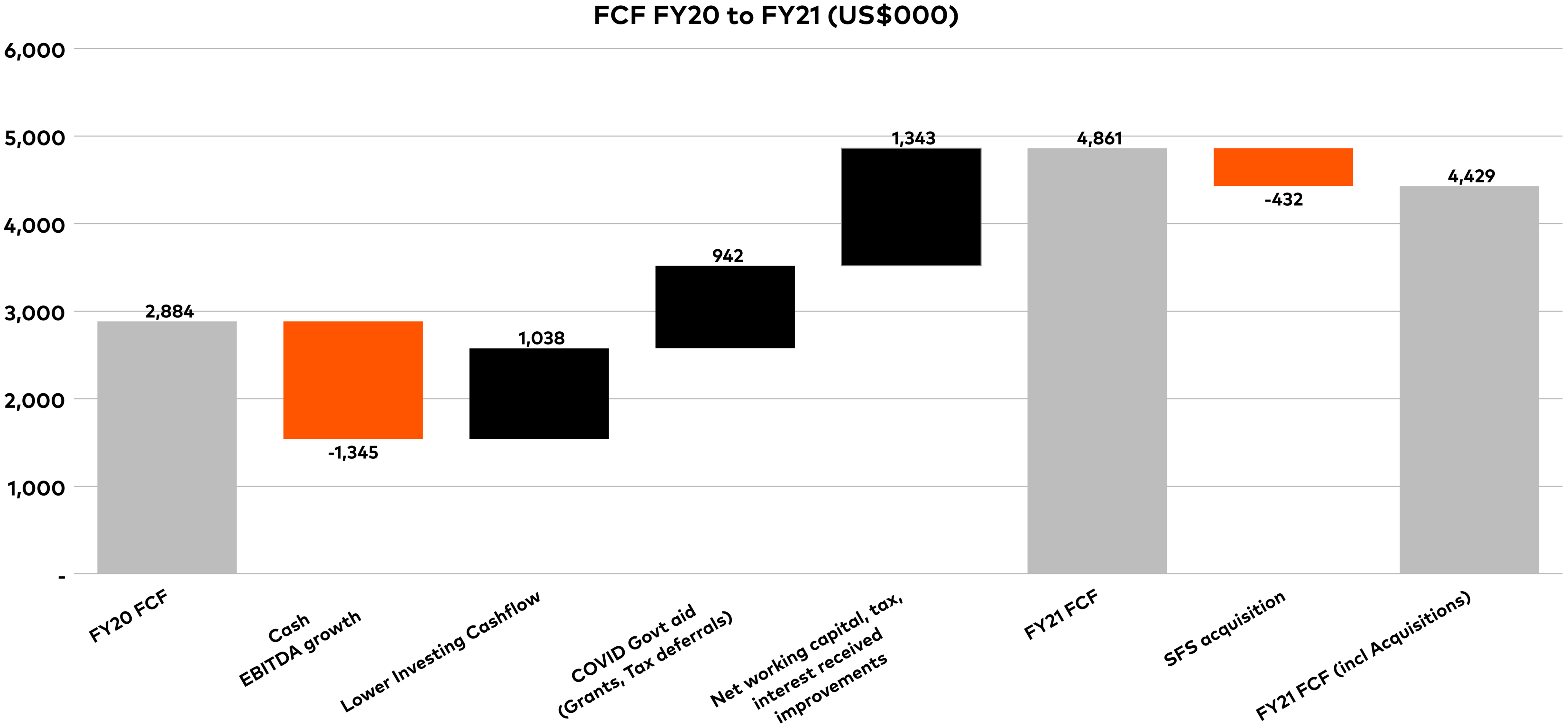
PRO SEGMENT REVENUE: STRONG P&H SUBSCRIPTION REVENUE GROWTH



UNDERLYING EBITDA IMPACTED BY ONE OFF IMPACTS WITH COVID IMPACTS MITIGATED



STRONG FREE CASHFLOW DESPITE COVID-19 IMPACT



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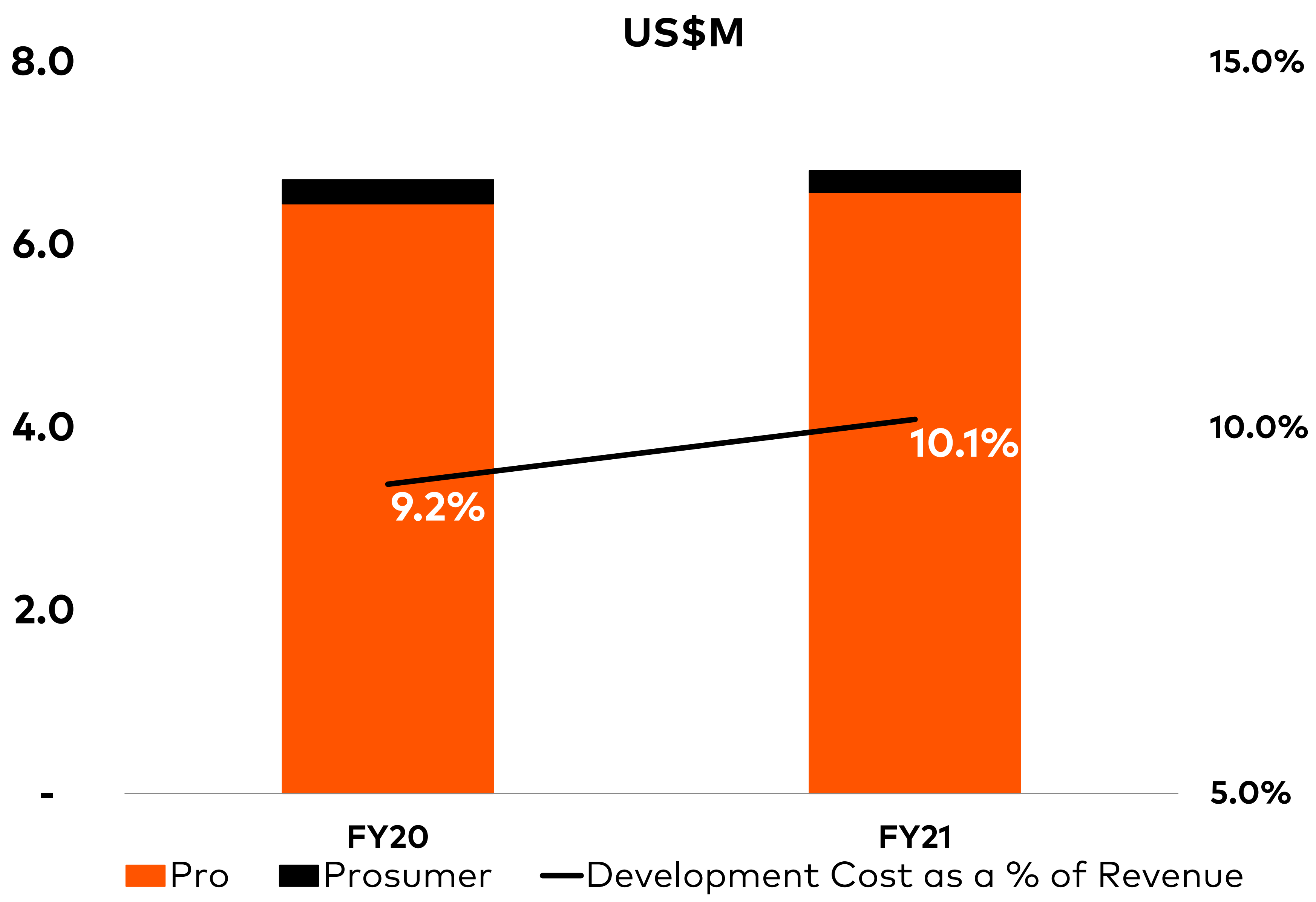
CAPEX TABLE

→ Solution development costs stable on FY20

ASSET CATEGORY	FY21
CAPITALISED DEVELOPMENT	
PERFORMANCE & HEALTH	2,553
PLATFORM	1,196
TACTICS & COACHING	2,512
MANAGEMENT	316
PROSUMER	237
	6,813
OTHER	
CAPITALISED COGS	1,570
PPE	1,267
	2,837
CAPITAL INVESTMENT	**9,650**



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CATAPULT'S COMPETITIVE ADVANTAGE AND TECHNOLOGY LEADERSHIP

UNIQUELY POSITIONED TO EXPAND ACV

- **LARGE CUSTOMER BASE**
  - WORKING WITH 3,254 PRO SPORTS TEAMS
  - OUR EXPERIENCE IS UNIQUE, HAVING WORKED WITH PRO SPORTS TEAMS SINCE 2007
- **MOST COMPREHENSIVE DATA SET**
  - WE CAPTURE AND ANALYZE SPORTS SCIENCE DATA FROM TENS OF THOUSANDS OF ATHLETE
  - UNRIVALLED ACCURACY AND INSIGHTS
- **ENTRENCHED LEADERSHIP**
  - PROVIDING NEW ALGORITHMS AND ENHANCEMENTS FOR OUR CUSTOMERS
  - STRONGLY POSITIONED TO LEAD THE ANALYSIS EVOLUTION FROM DESCRIPTIVE, TO PREDICTIVE, AND EVENTUALLY PRESCRIPTIVE DATA

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WE WORK WITH THE VERY BEST

20
sports

3250+
customers

JACKSONVILLE JAGUARS

NEW YORK JETS

TAMPA BAY BUCCANEERS

TORONTO MAPLE LEAFS

WEST HAM UNITED FC

SWEDEN NATIONAL FOOTBALL TEAM

SEATTLE SEAHAWKS

OAKLAND RAIDERS

HARLEQUINS RUGBY

CHELSEA FC

AFL

NRL

FLORIDA STATE UNIVERSITY

FC BAYERN MÜNCHEN

BOSTON BRUINS

KANSAS CITY CHIEFS

FY21 RECAP

- COVID impacted pro sport globally – worst industry conditions since WW2
- Nonetheless we've proven the importance of our solutions to our customers' critical daily workflows
  - ACV Churn fell despite the poor industry conditions
  - Performance & Health ACV grew faster during COVID than previously
- We delivered against our key growth metric
  - ACV up 16.5% YoY
  - EMEA (+57%) and APAC (+34%) outperformed while our largest market, the Americas, is lagging due to COVID
- Growth momentum turned strongly positive in H2
  - Our key leading indicator, ACV grew at 35% annualized in H2
  - ACV Churn in H2 fell to 5.5% from 6.8% in H1*
  - Q4 subscription revenue grew 12.5% on the previous corresponding (non-COVID affected) quarter, versus full year growth of 3.3%
  - Q4 Performance & Health ACV grew at 55% annualized
  - Multi-solution customers grew at 41% in H2
- We've proven Catapult's strong cash generating ability
  - Two consecutive years of growing free cash flow ($2.9m -> $4.9m)
  - Continued to invest in capex, providing valuable solutions to customers
- We're sophisticating the company
  - Prioritized high-margin subscription sales over capital sales
  - Enhanced capabilities of the Board, and introduced the SaaS Scaling Committee
  - Improved capabilities of the senior executive team
  - Introduced SaaS metrics
  - Changed reporting currency and year-end

* These churn values are for rolling 12-month periods

OUTLOOK

- → Increasingly confident in the short- to medium-term, for continued strong organic ACV growth
- → Confident in our long-term strategy of expanding ACV to 10x our current size
- → This confidence sharpens our focus on accelerating opportunities we are uniquely positioned to capture
  - → Specific investment opportunities (organic and inorganic) that expands ACV, TAM, and delivers sustainable EBITDA margin growth
  - → Technology that deepens our entrenched position in customers' daily workflows

  Disciplined approach with SaaS "Rule of 40" core to our growth investing philosophy
- → Continue transition to subscription sales
  - → Shorter term:
    - Negative impact on revenue, EBITDA and margins from lower capital sales (now recognized over a subscription life) while associated variable opex costs are still recognized upfront
  - → Longer term:
    - Targeting higher gross margin and EBITDA margin associated with subscriptions (improved customer experience, retention, and pricing)

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APPENDICES - PRO FORMA FINANCIAL INFORMATION

IMPORTANT NOTICE REGARDING PRO FORMA FINANCIAL INFORMATION

The financial information in slides 35 to 38 (inclusive) is pro forma, non-IFRS, and has not been independently audited or reviewed. It does not form part of Catapult's FY21 statutory financial results.

Catapult recently changed its financial year end from June 30 to March 31, with a nine-month transitionary 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.

The pro forma information is provided solely for the purpose of illustrating the effects of these two changes on certain historical financial results and on the basis of the background in slide 38, so as to assist the market's understanding of these changes. Because of its hypothetical nature the pro forma information may not give a true picture of the effects of the changes on those results. Subject to law, Catapult assumes no obligation to update, review or revise the pro forma information. The notice on slide 2 also applies to the Appendices.

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APPENDIX – PROFIT & LOSS (UNAUDITED)

FOR THE 12 MONTHS ENDED MARCH 31 (US$M)	2021	2020
REVENUE	67.340	72.719
OTHER INCOME	1.006	0.600
COST OF GOODS SOLD	(17.635)	(19.786)
EMPLOYEE BENEFITS EXPENSE	(31.299)	(30.292)
EMPLOYEE SHARE OPTION COMPENSATION EXPENSE	(2.674)	(0.556)
CAPITAL RAISING AND LISTING EXPENSES	(0.180)	(0.137)
TRAVEL, MARKETING AND PROMOTION	(1.520)	(4.725)
OCCUPANCY	(0.570)	(0.732)
PROFESSIONAL FEES	(2.055)	(1.748)
OTHER EXPENSES	(5.870)	(4.928)
OPERATING PROFIT BEFORE DEPRECIATION AND AMORTIZATION	**6.543**	**10.415**
DEPRECIATION AND AMORTIZATION	(13.930)	(14.434)
OPERATING LOSS	**(7.387)**	**(4.019)**
FINANCE COSTS	(0.425)	(0.184)
FINANCE INCOME	0.035	0.063
OTHER FINANCIAL ITEMS	(0.796)	0.708
LOSS BEFORE INCOME TAX EXPENSE	**(8.573)**	**(3.432)**
INCOME TAX EXPENSE	(0.058)	0.024
LOSS AFTER INCOME TAX EXPENSE FOR THE YEAR ATTRIBUTABLE TO OWNERS OF CATAPULT GROUP INTERNATIONAL LTD	**(8.631)**	**(3.408)**

Important Note: Financial information in this slide is pro forma, has not been independently audited or reviewed, is provided solely to illustrate the effects of Catapult's change in financial year end and presentation currency, and is based on the background in slide 38. See the important notice in slide 2.

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APPENDIX – BALANCE SHEET (UNAUDITED)

AS AT 31 MARCH (US$M)	2021	2020
CASH	22.171	19.437
TRADE AND OTHER RECEIVABLES	13.634	13.369
INVENTORY	3.884	4.896
PPE	9.473	8.851
GOODWILL	41.994	41.478
OTHER INTANGIBLE ASSETS	23.183	24.588
DEFERRED TAX ASSETS	7.503	7.438
OTHER ASSETS	0.001	0.096
TOTAL ASSETS	**121.843**	**120.153**
TRADE AND OTHER PAYABLES	6.898	6.706
CONTRACT LIABILITIES	20.913	15.863
OTHER LIABILITIES	1.312	1.067
EMPLOYEE BENEFITS	6.393	5.412
BORROWINGS AND OTHER FINANCIAL LIABILITIES	6.254	8.890
DEFERRED TAX LIABILITIES	3.148	3.657
TOTAL LIABILITIES	**44.918**	**41.595**
TOTAL EQUITY	**76.925**	**78.558**

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APPENDIX – CASH FLOW (UNAUDITED)

FOR THE 12 MONTHS ENDED 31 MARCH (US$M)	2021	2020
OPERATING CASH FLOW		
RECEIPTS FROM CUSTOMERS	72.501	74.125
PAYMENTS TO STAFF AND SUPPLIERS	(60.020)	(60.989)
OTHER OPERATING CASH FLOW	1.735	0.141
NET CASH FROM OPERATING ACTIVITIES	**14.216**	**13.277**
INVESTING CASH FLOW		
ACQUISITION OF SUBSIDIARIES	(0.458)	(0.017)
PAYMENTS FOR PPE	(2.210)	(3.196)
CAPITALIZED DEVELOPMENT	(7.119)	(7.180)
NET CASH USED IN INVESTING ACTIVITIES	**(9.787)**	**(10.393)**
FINANCING CASH FLOW		
PROCEEDS FROM EXERCISE OF SHARE/OPTION ISSUE	0.876	0.613
OTHER FINANCING CASH	2.001	(1.556)
NET RECEIPT/(REPAYMENT) OF FINANCING LOANS	(4.572)	3.605
NET CASH FROM FINANCING ACTIVITIES	**(1.695)**	**2.662**
NET INCREASE IN CASH	**2.734**	**5.546**

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APPENDIX – BACKGROUND

- The unaudited financial statements in these Appendices have been compiled from management accounts. They comprise the audited financial statements for the nine-month period ended March 31, 2021 and the unaudited accounts for the three-month period ending June 30, 2020
- Revenue consists of capital revenue of $13.943M (2020: $21.047M), subscription revenue of $53.397M (2020: $51.672M)
- Other income consists of government grants and assistance of $0.753M (2020: $0.224M) and other income of $0.253M (2020: $0.376M)
- Trade and other receivables consists of gross trade receivables of $9.390M (2020: $9.313M), accrued revenue of $2.648M (2020: $1.947M), allowance for credit losses of -$1.753M (2020: -$0.610M), prepayments of $1.996M (2020: $1.645M), and other assets of $1.354M (2020: $1.170M)
- Contract liabilities consists of current contract liabilities of $17.822M (2020: $13.994M) and non-current contract liabilities of $3.091M (2020: $1.869M)
- The segment summary information is as follows:

Revenue by Geography US$M 12 months to March 31, 2021	Wearables	Video Analytics	New Products	Total
Australia	3.294	0.016	0.427	**3.737**
APAC	3.921	0.057	0.069	**4.047**
EMEA	12.341	0.168	1.861	**14.370**
Americas	13.916	30.328	0.942	**45.187**
Total	**33.472**	**30.570**	**3.299**	**67.340**

US$M 12 months to March 31, 2021	Wearables	Video Analytics	New Products	Total
Revenue - external customers	33.472	30.570	3.299	**67.340**
Segment EBITDA	10.869	9.781	(0.211)	**20.438**
Segment Operating Profit/(Loss)	5.039	2.216	(0.689)	**6.566**
Segment Assets	45.404	69.953	6.487	**121.843**
Segment Liabilities	24.876	17.532	2.509	**44.918**

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