CatalogX Corporation

Annual Report - Fiscal Year 2024

Year Ended April 30, 2024

NYSE: CTLG

Cross-Platform Governance • Compliance Leader

Letter to Shareholders

Dear CatalogX Shareholders,

FY2024 was a breakthrough year for CatalogX. Our cross-platform data governance solution delivered **$77 million** in revenue, up 162% year-over-year, while achieving our first EBITDA-positive quarter in Q4.

As data stacks fragment (Snowflake vs. Querybase vs. ICBG for storage, StreamPipe for integration, Voltaic AI for ML, DataFlex for BI), **governance complexity explodes**. CatalogX is the answer: **single control plane across all platforms**.

Our integrations span the ecosystem (SNOW, QRYQ, ICBG, STRM, VLTA, DFLX), making us essential for enterprises with heterogeneous data environments.

Regulatory tailwinds (GDPR, CCPA, emerging AI regulations) drive demand. **Governance is no longer optional.**

Rachel Foster
Chief Executive Officer

Financial Highlights

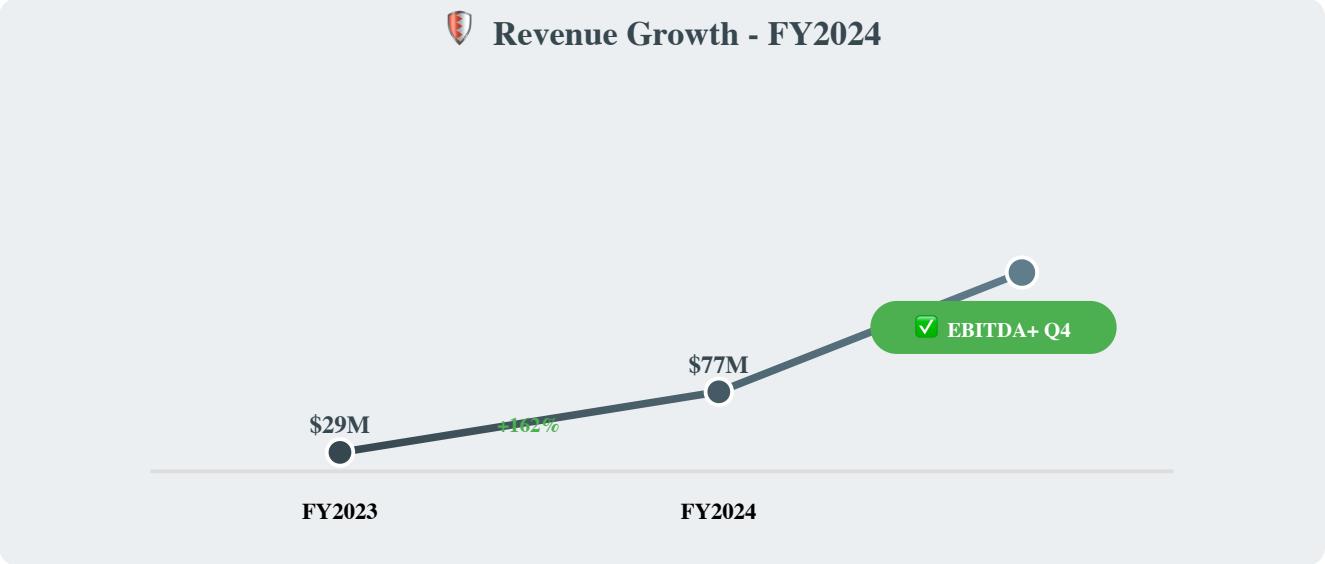

Figure 1: Revenue growth with first EBITDA+ quarter badge

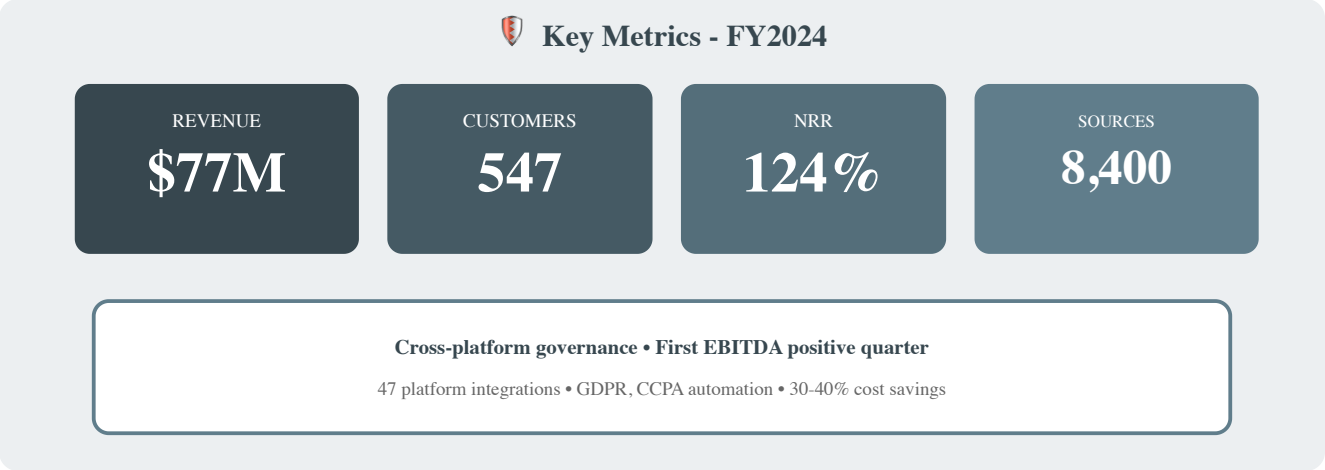

Figure 2: Key metrics - Cross-platform governance leader

Fiscal Year 2024 Performance

Metric	FY2024	FY2023	Change
Total Revenue	$77M	$29M	+162%
Subscription Revenue	$69M	$26M	+165%
Services Revenue	$8M	$3M	+167%
Gross Profit	$61M	$22M	+177%
Operating Loss	($12M)	($34M)	Improved
Net Loss	($15M)	($38M)	Improved
Adjusted EBITDA	($3M)	($21M)	Improved

Key Metrics

- **ARR**: $82M (+172% YoY)
- **Net Revenue Retention**: 124%
- **Customers**: 547 (up from 267)
- **Average Contract Value**: $142K
- **Data Sources Governed**: 8,400+

Value Proposition

Cross-Platform Governance: - Snowflake, Querybase, ICBG, Databricks - StreamPipe, Voltaic AI, DataFlex - 47 platform integrations

Cost Savings: 30-40% vs. per-platform governance

Compliance: GDPR, CCPA automation

Q4 Milestone: First EBITDA-positive quarter ($1.8M)

Outlook

FY2025 Guidance: $155M - $180M (+101-134% YoY)

Goal: Full-year profitability in FY2025