



27 April 2015  
ASX Market Announcement  
Australian Securities Exchange  
20 Bridge Street  
Sydney NSW 2000

## APPENDIX 4C – Q3FY15 Quarterly Cash Flow Statement

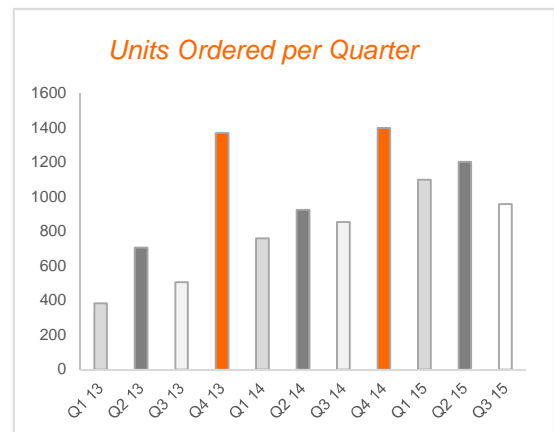
Please find attached the Appendix 4C “Quarterly Report” for Catapult Group International Limited for the quarter (Q3FY15) in addition to a business update on key performance metrics.

Key points in business update:

- Solid growth across key metrics
- Expansion into new teams across multiple leagues and geographies
- GPSports acquisition continues to perform above expectations
- Management confident of exceeding full year revenue and EBITDA Prospectus forecasts

### Solid Growth in Key Metrics

Catapult’s third quarter results continue to show solid growth in total units ordered, subscription users and subscription monthly revenue. This is despite Q3 being historically one of the slowest periods in the sales year due to the seasonality of elite sport. Year on year growth in orders has again been achieved (versus PCP). We have started to see a build-up of sales activity in the Northern Hemisphere at the end of the quarter in line with expectations of a strong Q4.



Key metrics at end of March were as follows:

- Total units ordered YTD: 3,261 (79% of FY15 full year forecast of 4,123 units)
- Subscription revenue per month: \$436k (+10% Quarter on Quarter (QOQ), +93% from Q4FY14)<sup>1</sup>
- Subscription users 3,341 (+11% QOQ, +75% from Q4FY14) towards a full year target of over 4,500
- % units ordered YTD under subscription model: 39%

The reduction in percentage of orders under subscription contracts reflects a higher than anticipated number of capital sales during Q3. Due to the strong historical bias of Q4 sales towards subscription, we expect this trend to reverse over the next 3 months to bring the full year figure towards our prospectus forecast.

<sup>1</sup> Assuming AUD:USD exchange of 94 cents to facilitate comparison to prospectus forecast. Monthly subscription revenue is \$486k/month using March 2015 average exchange rate of 77.5 cents

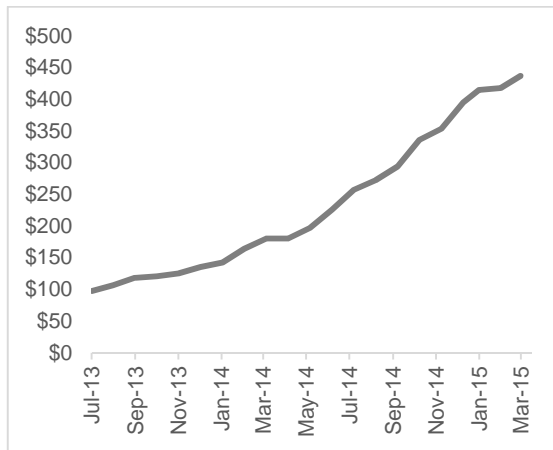
The GPSports acquisition continues to perform above expectations, which is contributing to this capital sales surplus.

### Client Highlights

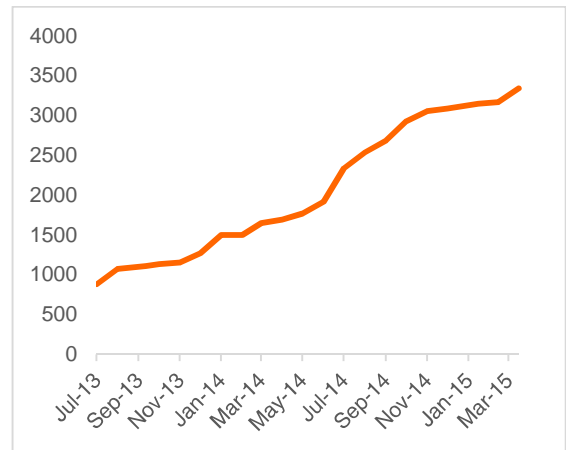
New sales for the quarter show continued growth in our target markets, being the US and Europe, as well as building momentum in emerging markets such as Asia. Highlights include:

- ❑ Minnesota Vikings from the NFL
- ❑ Houston Dynamo from the MLS (US Soccer)
- ❑ Oklahoma State from the NCAA
- ❑ SAI Kayseri Erciyesspor from the Turkish Süper Lig
- ❑ Colo-Colo FC (regarded as the most successful team in Chilean football)
- ❑ Shanghai Shenxin FC from the Chinese Super League
- ❑ Bangkok United from the Thailand Premier League

*Subscription Revenue '000/month*



*Cumulative Subscription Users*



### Outlook

The Company is confident of exceeding the FY15 EBITDA and revenue forecasts contained in its IPO prospectus.

### About Catapult

Catapult is a leading global sports analytics company that provides elite sporting organisations and athletes with detailed, real time data and analytics to monitor and measure athlete:

- ❑ Fitness and skill levels
- ❑ Response to specific training techniques
- ❑ Tactical performance
- ❑ Risk of injury, safety and to assist with rehabilitation.

Since its formation in 2006, Catapult has been at the forefront of pioneering new technology combining “wearable” hardware and sophisticated analytical software. This has revolutionised the way the performance of professional and elite athletes is monitored and analysed.

## **APPENDIX 4C**

### **Quarterly report for entities admitted on the basis of commitments**

Name of entity: Catapult Group International Ltd  
ABN: 53 164 301 197  
Quarter Ended: 31 March 2015

Under the conditions of Catapult's listing on the ASX in December 2014, Catapult is required to provide quarterly cash flow reports to the ASX. This unaudited cash flow report is for the quarter ended 31 March 2015.

At 31 March 2015, Catapult had cash balances of \$7.13 million. Net decrease in cash held for the quarter was \$2.02m, comprising:

- Net operating cash outflows of \$1.72m;
- Net investing cash outflows of \$177k; and
- Net financing cash outflows of \$123k.

#### **For more information please contact:-**

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**Appendix 4C - Quarterly report for entities admitted on the basis of commitments**  
**Quarter ended 31 March 2015**

**Consolidated statement of cash flows**

*Cash flows related to operating activities:*

		Current Quarter \$A'000	Year to Date \$'000
1.10	Receipts from customers	2,767	8,010
1.2	Payments for		
	a) Staff costs	(2,004)	(4,482)
	b) advertising and marketing	(193)	(231)
	c) research	(221)	(656)
	d) leased assets	-	-
	e) accounting and legal <sup>1</sup>	(619)	(748)
	f) travel and accommodation	(592)	(1,079)
	g) inventory and cost of sales	(941)	(2,027)
	h) other working capital	(488)	(1,716)
1.3	Dividends received	-	-
1.4	Interest and other items of a similar nature received	35	43
1.5	Interest and other costs of finance paid	(3)	(248)
1.6	Net Income tax <sup>2</sup>	635	635
1.7	Other	(99)	(173)
<b>Net operating cash flows</b>		<b>(1,722)</b>	<b>(2,673)</b>
1.8	Net operating cash flows (carried forward)	(1,722)	(2,673)
<i>Cash flows related to investing activities</i>			
1.9	Payment for acquisition of:		
	a) businesses	-	(2,261)
	b) equity investments	-	-
	c) intellectual property	(28)	(57)
	d) physical non-current assets	(52)	(1,253)
	e) other intangible assets	(96)	(308)
	f) other non-current assets	-	-
1.10	Proceeds from disposal of:		
	a) businesses	-	-
	b) equity investments	-	-
	c) intellectual property	-	-
	d) physical non-current assets	-	-
	e) other non-current assets	-	-
1.11	Loans to other entities		
1.12	Loans repaid by other entities		
1.13	Other (Release of investments in mutual funds and deposits placed as security for performance bonds)		
<b>Net investing cash flows</b>		<b>(177)</b>	<b>(3,879)</b>
1.14	<b>Total operating and investing cash flows</b>	<b>(1,898)</b>	<b>(6,552)</b>



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Quarterly report for entities  
admitted on the basis of commitments

<i>Cash flows relating to financing activities</i>			
1.15	Proceeds/ (costs) related to issues of shares	(123)	10,364
1.16	Proceeds from sale of forfeited shares	-	-
1.17	Proceeds from borrowings	-	1,500
1.18	Repayment of borrowings	-	(1,940)
1.19	Dividends paid	-	-
1.20	Other (provide details if material)	-	(33)
<b>Net financing cash flows</b>		(123)	9,891
<b>Net increase (decrease) in cash held</b>		(2,021)	3,338
1.21	Cash at beginning of quarter/ year to date	9,154	3,754
1.22	Exchange rate adjustments to item 1.20	(3)	37
1.23	<b>Cash at end of quarter</b>	7,130	7,130

**Payments to directors of the entity and associates of the related entity**

	Current Quarter \$A'000
Wages	129
Consulting fee	75

**Payments to related entities for the entity and associates of the related entity**

	Current Quarter \$A'000	
1.24	Aggregate amount of payments to the parties included in 1.2	204
1.25	Aggregate amount of payments to the parties included in 1.11	-

1.26 Explanations necessary for an understanding of the transactions

**Non cash financing and investing activities**

2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an



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**Financing Facilities available**

	Amount available \$A'000	Amount used \$'000
3.1 Loan Facilities available	-	-
3.2 Credit standby Arrangements	-	-

**Reconciliation of cash**

	Current Quarter \$A'000	Previous Quarter \$'000
4.1 Cash on hand at bank	7,130	9,154
4.2 Deposits at call	-	-
4.3 Bank overdraft	-	-
4.4 Other (short term deposit and security deposits)	-	-
<b>Total cash at the end of the quarter</b>	<b>7,130</b>	<b>9,154</b>

**Acquisitions and disposals of business entities**

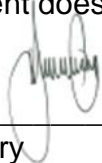
	Acquisitions 1.9(a))	(Item	Disposals (Item 1.10(a))
5.1 Name of entity			
5.2 Place of incorporation or registration			
5.3 Consideration for acquisition or disposal			
5.4 Total Net Assets			
5.5 Nature of business			

**Notes**

- 1 Includes \$543k of legal fees for an employee related case which is now settled. Confirmed insurance settlement of \$444k is expected in 4th quarter FY15 to partially recover this.
- 2 Includes benefit from R&D tax incentive

### Compliance Statement

1. This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to the ASX.
2. This statement does give a true and fair view of the matters disclosed.

A handwritten signature in black ink, appearing to read "Brett Coventry", positioned above a horizontal line.

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Brett Coventry  
Company Secretary