



10 August 2015
ASX Market Announcement
Australian Securities Exchange
20 Bridge Street
Sydney NSW 2000

Catapult exceeds FY15 Prospectus forecasts

Catapult Group International Limited (ASX:CAT) today announced its financial results for the full year ended 30 June 2015. Key highlights for the year include:

Highlights

- Exceeded Revenue, EBITDA and NPAT Prospectus forecasts on both Statutory and Pro Forma bases
- Pro Forma Revenue increased by 49% on FY14 to \$11.8m
- Revenue from subscription sales increased by 168% on FY14 to \$5.1m
- Strong unit sales resulting in a new full year record, exceeding Prospectus forecasts by 24%
- Total contract value (TCV) was up 55% on FY14 to \$16.9m
- Annualised Run Rate (ARR) from subscription orders to carry into FY16 was at \$7.3m

FY15 results vs forecast

Pro Forma	FY15 (actual)	FY15 (forecast)	Variance
Revenue	\$11.8m	\$9.4m	+26%
EBITDA	(\$2.4m)	(\$3.8m)	+34%
NPAT	(\$2.5m)	(\$3.6m)	+31%

Statutory	FY15 (actual)	FY15 (forecast)	Variance
Revenue	\$11.8m	\$9.4m	+26%
EBITDA	(\$4.6m)	(\$5.2m)	+12%
NPAT	(\$4.3m)	(\$4.9m)	+12%

Shaun Holthouse, Chief Executive Officer, said “the team has performed exceptionally well in 2015 achieving record unit orders and strong growth in subscriptions which delivered a substantially better financial result than we had forecast. This performance has resulted in Catapult reaching a total contract value of \$16.9m for FY15 and an annualised run rate of \$7.3m carrying into FY16, which puts us in a great position to continue aggressively pursuing further growth opportunities”

Key financial results for FY15 were as follows:

Pro Forma Summary P&L	FY15 \$m	FY14 \$m	Change %
Capital sales revenue	6.1	5.4	+13%
Subscription sales revenue	5.1	1.9	+168%
Other income	0.5	0.6	-17%
Total Income	11.8	7.9	+49%
Cost of materials	(1.9)	(1.8)	-6%
Operating expenses	(12.4)	(4.0)	-210%
Other expenses	(1.4)	(3.9)	+64%
Loss before income tax	(3.9)	(1.8)	-117%
Income tax credit	1.4	0.1	+1300%
Loss After Income Tax	(2.5)	(1.8)	-39%

In summary Catapult delivered a strong financial result in FY15 mainly driven by 24% more unit orders than forecast. This was partly due to stronger than expected performance in emerging markets (mainly in Asia and parts of Europe), and is encouraging for the overall business.

Outlook for FY16

Catapult entered FY16 with a solid pipeline already in place and based on the current strategy we are confident of delivering strong growth in the range of 30-40% additional units ordered compared to FY15. This is expected to be underpinned by our new sales team reaching full effectiveness over the coming months. Revenue growth will be spurred by the compounding effect of the subscription business which already locks in approximately \$7.3m of revenue for FY16 as starting position.

Despite the strong FY15 result, management estimates that more than 90% of the addressable market does not yet have any solution in this product category and competitive market forces continue to be weak to moderate.

A further update to guidance and strategy will be provided at or before the Annual General Meeting.

Results conference call

Shaun Holthouse, Chief Executive Officer, and Brett Coventry, Chief Financial Officer, will host a conference call today at 10.15am (AEDT).

Analyst and investors who wish to participate in the teleconference should dial **1800 123 296** and quote the conference ID '**2328341**'. (NB – media are welcome to listen to the presentation, however the limited question time we have available is for investors and analysts).

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 and 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.