

29 January 2016 ASX Market Announcement Australian Securities Exchange 20 Bridge Street Sydney NSW 2000

# **Catapult Quarterly Cash Flow and Activities Statement**

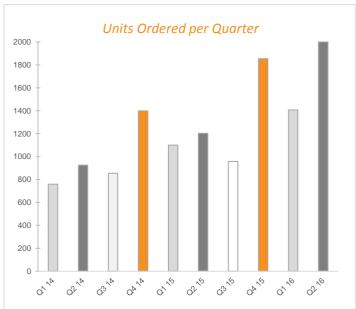
Please find attached the Appendix 4C "Quarterly Report" for Catapult Group International Limited (Catapult, ASX:CAT) for the 2<sup>nd</sup> quarter ended 31 December 2015 (Q2 FY16) in addition to a business update on key activities in the quarter.

Key points in the quarterly update include:

- ☐ Unit sales for the quarter the highest on record, up 66% on pcp
- New league-wide agreements signed with Australian Rugby Union (ARU) and Australian Football League (AFL)
- Further growth in new marquee club signings
- Achieved key milestone of securing 50% of teams in NBA and Turkish Super Lig
- On track to achieve its upgraded guidance for FY16

# Catapult posts record quarterly sales result

Catapult is pleased to report that it has sold 2,000 new units for the quarter, up 66% on Q2 FY15 and a new quarterly sales record overall, surpassing the previous record of 1,854 units sold in Q4 FY15.

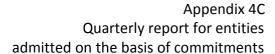


The record sales period has also resulted in strong growth across other key metrics including:

- □ Total units under subscription: 5,753¹ (up 15% on previous quarter)
- Annualised Run Rate (ARR) from subscription revenue as at 31 December 2015 rose to \$9.1m<sup>1,2</sup>

<sup>1.</sup> Excludes 260 new subscription units ordered but not yet shipped

<sup>2.</sup> Assumes AUD:USD exchange of 75 cents to facilitate constant comparison during FY16.





As at 31 December 2015, Catapult had achieved 41% of Management's upgraded FY16 sales forecast.

Shaun Holthouse, Chief Executive Officer, said "we are very pleased with our sales result which is consistent with the FY16 outlook provided at our AGM"

Management upgraded its guidance for FY16 at the Company's Annual General Meeting (AGM) held on Tuesday 24th November, forecasting a minimum 8,000 units expected to be sold (up a minimum 56% on FY15) for a total contract value (TCV) of \$24.5m (up 42% on FY15).

## **AFL** league-wide deal signed

On 9 December 2015, Catapult signed a binding Memorandum of Understanding with Champion Data, to be the provider of GPS based athlete tracking services to all 18 AFL teams and the AFL talent pathways program. The term will be for five (5) years commencing from the 2016 season (Agreement).

As well as delivering Catapult an annual subscription payment, the Agreement also ensures a share of new revenue generated from any commercial applications of wearable data in the AFL.

## ARU league-wide deal signed

On 18 November 2015, Catapult signed a binding agreement with the ARU to be the sole provider of athlete tracking and analytics solutions to elite Australian Rugby teams for the next four (4) years. As well as team performance applications, the deal also covers fan engagement and broadcast capabilities using Catapult's proprietary OpenField and ClearSky solutions.

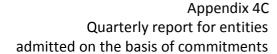
The service will be provided via Catapult's wholly-owned GPSports division, initially with a minimum 450 tracking units to be deployed across the Wallabies and other ARU national squads, all Australian-based Super Rugby teams and their Academy/Under 20s teams, Men's and Women's Rugby 7s and ARU referees.

### **New Client Highlights**

On 19 November 2015, Catapult announced it had reached the significant milestone of signing 50% of National Basketball Association (NBA) and Turkish Super Lig teams. Furthermore, all 17 of 30 NBA teams were signed under long-term subscription agreements.

New marquee client acquisitions continue to cover a wide range of sports and geographies, including:

| FC Henan Jianye, Chinese Super League (Soccer, China)         |
|---|
| Vancouver Whitecaps, Major League Soccer (Soccer, USA)        |
| Kashiwa Reysol, J-League, (Soccer, Japan)                     |
| Atlanta Hawks, NBA (Basketball, USA)                          |
| Romanian National Rugby Team (Rugby, Romania)                 |
| Nashville Predators, National Hockey League (Ice Hockey, USA) |
| Viking FK, Tippeligaen (Soccer, Norway)                       |
| India National Hockey Team (Mens and Womens)                  |





# **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.

For more information on Catapult, please visit:

- Investor Centre <a href="http://www.catapultsports.com/au/investors/">http://www.catapultsports.com/au/investors/</a>
- Website <u>www.catapultsports.com</u>

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# **APPENDIX 4C**

# Quarterly report for entities admitted on the basis of commitments

| Name of entity                       |                  |  |  |
|--------------------------------------|------------------|--|--|
| Catapult Group International Limited |                  |  |  |
| ABN Quarter Ended                    |                  |  |  |
| 53 164 301 197                       | 31 December 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 December 2015.

At 31 December 2015, Catapult had cash balances of \$8.3m. Net increase in cash held for the quarter was \$2.9m, comprising:

- Net operating cash outflows of \$2.3 million;
- Net investing cash outflows of \$0.5 million; and
- Net financing cash inflows of \$5.8 million.

## For more information, please contact:

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

### Unaudited consolidated statement of cash flows

Cash flows related to operating activities:

|       |  |   | Current Quarter<br>\$A'000 | Year to Date<br>\$A'000 |
|-------|--|---|----------------------------|-------------------------|
| 1.1   | Receipts from customers                    |   | 4,376                      | 10,053                  |
| 1.2   | Payments for                               | a) Staff costs                          | (3,119)                    | (5,919)                 |
|       | •  | b) advertising and marketing            | (127)                      | (199)                   |
|       |  | c) research                             | (9)                        | (15)                    |
|       |  | d) leased assets                        | -                          | -                       |
|       |  | e) accounting and legal                 | (443)                      | (765)                   |
|       |  | f) travel and accommodation             | (817)                      | (1,349)                 |
|       |  | g) inventory and cost of sales          | (1,612)                    | (2,913)                 |
|       |  | h) other working capital                | (454)                      | (557)                   |
| 1.3   | Dividends received                         |   | -                          | -                       |
| 1.4   | Interest and other items of a              | similar nature received                 | 92                         | 102                     |
| 1.5   | Interest and other costs of fi             | nance paid                              | -                          | -                       |
| 1.6   | Income taxes paid                          |   | -                          | -                       |
| 1.7   | Other                                      |   | (193)                      | (296)                   |
|       |  |   | -                          | -                       |
|       | Net operating cash flows                   |   | (2,308)                    | (1,858)                 |
|       |  |   |                            |                         |
| 1.8   | Net operating cash flows (ca               | arried forward)                         | (2,308)                    | (1,858)                 |
|       |  |   |                            |                         |
|       | s related to investing activities          | S                                       |                            |                         |
| 1.9   | Payment for acquisition of:                |   |                            |                         |
|       | a) businesses (item 5)                     |   | -                          | -                       |
|       | b) equity investments                      |   | - (-)                      | - ()                    |
|       | c) intellectual property                   |   | (2)                        | (12)                    |
|       | d) physical non-current asse               | ets <sup>1</sup>                        | (334)                      | (824)                   |
|       | e) other intangible assets <sup>2</sup>    |   | (205)                      | (390)                   |
|       | f) other non-current assets                |   | -                          | -                       |
| 1.10  | Proceeds from disposal of:                 |   | -                          | -                       |
|       | a) businesses (item 5)                     |   | -                          | -                       |
|       | b) equity investments                      |   | -                          | -                       |
|       | <ul><li>c) intellectual property</li></ul> |   | -                          | -                       |
|       | d) physical non-current asse               | ets                                     | -                          | -                       |
|       | e) other non-current assets                |   | -                          | -                       |
|       |  |   | -                          | -                       |
| 1.11  | Loans to other entities                    |   | -                          | -                       |
| 1.12  | Loans repaid by other entitie              | es                                      | -                          | -                       |
|       |  | nts in mutual funds and deposits placed |                            |                         |
| 1.13  | as security for performance                | bonds                                   | -                          | -                       |
|       | Not be a to                                |   |                            | - (1.005)               |
|       | Net investing cash flows                   |   | (542)                      | (1,226)                 |
| 4 4 4 | Total operating and invest                 | ting cash flows                         | (2.050)                    | (2.004)                 |
| 1.14  | Total operating and invest                 | ung cash nows                           | (2,850)                    | (3,084)                 |



| Cash flows relating | to financing activities                       |       |       |
|---------------------|---|-------|-------|
| 1.15                | Proceeds/ (costs) related to issues of shares | 5,783 |       |
| 1.16                | Proceeds from sale of forfeited shares        | -     |       |
| 1.17                | Proceeds from borrowings                      | -     |       |
| 1.18                | Repayment of borrowings                       | -     |       |
| 1.19                | Dividends paid                                | -     |       |
| 1.20                | Other (provide details If material)           | -     |       |
|                     | Net financing cash flows                      | 5,783 |       |
|                     | Net increase (decrease) in cash held          | 2,933 | 2,699 |
| 1.21                | Cash at beginning of quarter/ year to date    | 5,538 | 5,672 |
| 1.22                | Exchange rate adjustments to item 1.20        | (152) | (53   |
| 1.23                | Cash at end of quarter                        | 8,318 | 8,31  |

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

|                | Current Quarter<br>\$A'000 |
|----------------|----------------------------|
| Wages          | (207)                      |
| Consulting fee | (126)                      |

### Payments to related entities of the entity and associates of the related entity

|      |  | Current Quarter<br>\$A'000 |
|------|--|----------------------------|
| 1.24 | Aggregate amount of payments to the parties included in 1.2  | (333)                      |
| 1.25 | Aggregate amount of payments to the parties included in 1.11 | -                          |

1.26 Explanations necessary for an understanding of the transactions

| N/A |  |  |  |
|-----|--|--|--|
|     |  |  |  |
|     |  |  |  |

### Non cash financing and investing activities

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

| N I / A |  |  |  |
|---------|--|--|--|
| N/A     |  |  |  |
| , .     |  |  |  |
|         |  |  |  |
|         |  |  |  |
|         |  |  |  |

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

| N/A |  |  |  |
|-----|--|--|--|
|     |  |  |  |



### Financing Facilities available

|       |                             | Amount available<br>\$A'000 | Amount used<br>\$A'000 |
|-------|-----------------------------|-----------------------------|------------------------|
| 3.1 L | oan Facilities available    | Ī                           | -                      |
| 3.2 C | Credit standby Arrangements | -                           | -                      |

### Reconciliation of cash

|     |  | Current Quarter<br>\$A'000 | Previous<br>Quarter<br>\$A'000 |
|-----|--|----------------------------|--------------------------------|
| 4.1 | Cash on hand at bank                             | 8,318                      | 5,538                          |
| 4.2 | Deposits at call                                 | -                          | =                              |
| 4.3 | Bank overdraft                                   | -                          | -                              |
| 4.4 | Other (short term deposit and security deposits) | -                          | -                              |
|     | Total cash at the end of the quarter             | 8,318                      | 5,538                          |

### Acquisitions and disposals of business entities

|     |   | (Item 1.9(a)) | (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 capitalisation of hardware sold under subscription model
- 2 Includes capitalisation of product development activities.

# **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.

Anand Sundaraj

Company Secretary