



Market release

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

Catapult delivers strong half-year sales growth and confirms full-year guidance

Catapult Group International Limited (Catapult, ASX:CAT) today announced its interim financial result for the half-year ended 31 December 2015 (H1 FY16). Key highlights for the half-year include:

Key Highlights

- Total contract value (TCV) increased by 75% on H1 FY15 to \$14.0m
- Revenue increased by 58% on H1 FY15 to \$7.1m
- New record half-year of unit sales, up by 48% on H1 FY15 to 3,407 units
- Subscription fleet at the end of H1 FY16 was up 91% on H1 FY15 at 5,753 units
- Annualised recurring revenue (ARR) at the end of H1 FY16 was up 100% on H1 FY15 at \$9.4m
- Higher gross margin of 86% in H1 FY16, up from 83% in H1 FY15
- Catapult on track to deliver FY16 guidance of minimum 8,000 new unit sales and \$24.5m TCV

Key financial results

Statutory results (\$000's)	H1 FY16	H1 FY15	Change
Total income	7,824	4,719	+66%
EBITDA	(2,800)	(3,125)	+10%
NPAT	(2,608)	(2,629)	+1%

Underlying results (\$000's)	H1 FY16	H1 FY15	Change
Gross margin	86%	83%	+3%
EBITDA	(2,134)	(1,455)	(47%)
NPAT	(1,942)	(960)	(102%)

Shaun Holthouse, Chief Executive Officer, said "We are very pleased to have once again delivered record unit sales. This was yet another half of very strong growth across our key metrics, as we rapidly build a very stable recurring revenue base. Importantly, we have continued to make significant progress penetrating key leagues globally. With these results, plus the additional capital being deployed under our new growth strategy, we are well positioned as we head into our peak sales period and confident of delivering on management's minimum unit and TCV guidance"

Summary H1 FY16 Income statement

Underlying Summary P&L	H1 FY16 \$000's	H1 FY15 \$000's	Change %
Revenue	7,086	4,483	+58%
Other income	738	236	+212%
Total Income	7,824	4,719	+66%
Cost of materials	(1,283)	(745)	(72%)
Employee benefits expense	(4,853)	(3,076)	(58%)
Other expenses	(5,127)	(4,723)	(9%)
Loss before income tax	(3,439)	(3,825)	+10%
Income tax credit	832	1,196	(30%)
Loss After Income Tax	(2,608)	(2,629)	+1%

Strong revenue growth, recurring revenue base and higher gross margins

Catapult reported a 58% increase in revenue in H1 FY16 from \$4.4m in H1 FY15 to \$7.1m. This was driven by strong sales growth, with TCv up 75% in H1 FY16 from \$8.9m in H1 FY15 to \$14.0m, plus a rapid expansion of recurring revenues from subscriptions.

Revenue generated by offshore regions in H1 FY16 increased by 67% from \$3.2m in H1 FY15 to \$5.3m, totalling 75% of revenue from unit sales. Offshore revenue growth was led by Asia-Pacific and the United States which increased by 318% and 71% respectively compared to H1 FY15. The Rest of World region contributed \$254k of revenue for H1 FY16, whereas no revenue was recorded in the region in H1 FY15.

Underlying the revenue reported for H1 FY16 was a 100% increase in ARR from \$4.7m in H1 FY15 to \$9.4m, driven mainly by subscription sales in the United States.

Underlying gross margin in proportion to revenue also increased in H1 FY16 from 83% in H1 FY15 to 86%. Included in cost of materials in H1 FY16 was a one-off charge of \$258k relating to the transfer of inventory to the manufacturer, as it took on additional production processes under a renewed contract with the Company.

Record unit sales growth and new league-wide deals

Catapult recorded two consecutive quarters of record unit sales in H1 FY16. In the first quarter of FY16, Catapult sold 1,407 units which surpassed the previous first quarter record by 28%. In the second quarter of FY16, Catapult sold 2,000 new units which was up 66% on the previous corresponding period and set a new record for any quarter of sales.

During H1 FY16, Catapult also entered its first league-wide arrangements with the Australian Football League and Australian Rugby Union, with all teams under new long-term subscription arrangements. Beyond generating subscription revenue from units deployed, the agreements also broaden the potential uses of data for analytics and monetisation opportunities in partnership with these leagues.

Confirms guidance for FY16

Catapult entered H1 FY16 with a solid pipeline and after the record first quarter FY16 sales result, on 24 November 2015, management upgraded its FY16 guidance to a minimum 8,000 units and \$24.5m TCV. Based on progress made in H1 FY16 across all key metrics, management has confirmed Catapult is on track to deliver on its current FY16 guidance.

The upgrade to FY16 guidance coincided with the announcement of an accelerated growth strategy, funded via a \$6m capital raising, which completed on 26 November 2015. Underpinning this revised strategy was management's estimate 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. Management expects the investment being made to broaden Catapult's sales and marketing platform globally will reach full effectiveness over the coming year.

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 <http://www.catapultsports.com/au/investors/>
- Website www.catapultsports.com

Investor relations contact:

Bevin Shields
Head of Investor Relations
Ph +61 (0) 2 9199 8855