

## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

**Name of entity**

Catapult Group International Limited

**ABN**

53 164 301 197

**Quarter ended ("current quarter")**

30 June 2017

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date \$A'000</b>
<b>1.</b>	<b>Cash flows from operating activities</b>		
1.1	Receipts from customers (i)	14,357	52,892
1.2	Payments for		
	(a) research and development	(149)	(720)
	(b) product manufacturing and operating costs	(9,913)	(23,380)
	(c) advertising and marketing	(698)	(2,062)
	(d) leased assets	(27)	(223)
	(e) staff costs	(8,029)	(25,967)
	(f) administration and corporate costs	(1,482)	(10,313)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	7	51
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	(9)	(12)
1.7	Government grants and tax incentives	131	131
1.8	Other (provide details if material)	-	-
<b>1.9</b>	<b>Net cash from / (used in) operating activities</b>	<b>(5,812)</b>	<b>(9,603)</b>

<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire:		
	(a) property, plant and equipment (ii)	(1,367)	(4,846)
	(b) businesses, net of cash acquired (see item 10)	-	(82,201)
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets (iii)	(1,279)	(5,058)
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date \$A'000
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(2,646)</b>	<b>(92,105)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of shares	16,212	116,215
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	427	521
3.4	Transaction costs related to issues of shares, convertible notes or options	(591)	(4,617)
3.5	Proceeds from borrowings	3,307	3,307
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	(114)	(114)
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>19,241</b>	<b>115,312</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of quarter/year to date	6,174	3,643
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(5,812)	(9,603)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(2,646)	(92,105)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	19,241	115,312
4.5	Effect of movement in exchange rates on cash held	(271)	(561)
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>16,686</b>	<b>16,686</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	16,686	6,174
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>16,686</b>	<b>6,174</b>

6.	Payments to directors of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to these parties included in item 1.2	(224)
6.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	-
6.3	Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	

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7.	Payments to related entities of the entity and their associates	Current quarter \$A'000
7.1	Aggregate amount of payments to these parties included in item 1.2	(76)
7.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3	Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	

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8.	Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1	Loan facilities	7,800	3,307
8.2	Credit standby arrangements	-	-
8.3	Other (please specify)	-	-
8.4	Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

<p>The group's US subsidiary, XOS Technologies Inc, entered into a secured loan facility with Western Alliance Bank in April 2017. The total facility is for \$6.0m USD where \$2.5m USD was drawn down in the current quarter. The interest rate at the end of the quarter is 5.50% pa.</p>
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9. Estimated cash outflows for next quarter		9.8 Total estimated cash outflows
		\$A'000
9.1	Research and development	(138)
9.2	Product manufacturing and operating costs	(6,258)
9.3	Advertising and marketing	(849)
9.4	Leased assets	(80)
9.5	Staff costs	(9,684)
9.6	Administration and corporate costs	(1,860)
9.7	Other (provide details if material)	-
		<b>(18,869)</b>

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity		
10.2 Place of incorporation or registration		
10.3 Consideration for acquisition or disposal		
10.4 Total net assets		
10.5 Nature of business		

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity		
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10.4 Total net assets		
10.5 Nature of business		

## Notes

(i) Cash received from customers in FY17 of \$52.9 million is less than preliminary FY17 unaudited revenue of \$60.8 million as:

(a) Catapult is a high growth company so cash receipts from customers lags revenue growth

(b) XOS cash receipts (but not revenue recognised) are heavily concentrated in the first three months of the financial year. F17 only includes XOS results from August 12th, the date of acquisition. Hence approximately half of cash receipts in Q1 are not included in these results.

(ii) 'Property, plant and equipment' includes Capitalisation of hardware sold under subscription model.

(iii) 'Other non-current assets' includes Capitalisation of product development activities.

## Compliance statement

1. This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.

2. This statement gives a true and fair view of the matters disclosed.



Sign here: .....  
(Company secretary)

Date: 31 July 2017

Print name: Anand Sundaraj  
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