



24 October 2018
ASX Market Release

Catapult provides FY19 guidance

Catapult Group International Limited (ASX:CAT, 'Catapult' or the 'Group') provides financial guidance for the year ending 30 June 2019 (FY19).

Building on momentum across the second half of last financial year (FY18) and a strong first quarter for FY19, the FY19 guidance highlights the strong and profitable growth trajectory of Catapult's elite core business, accelerating growth for annualised recurring revenue and positive growth expectations for the Prosumer business.

The following table details Catapult's FY19 guidance*.

Measure	FY18 base	FY19 Guidance	Comment
Elite Core Revenue**	\$73.4m	Between \$86m and \$88m	Implies growth between 17% and 20%
Underlying Core EBITDA***	\$8.0m	Between \$11m and \$13m	Implies growth between 37% and 63%
Annualised recurring revenue (ARR)	\$53.4m	Growth above 20%	Accelerating growth

*Assumes AUD to USD of 75 cents across all USD denominated transactions and no material impacts arising from the adoption of AASB15

** Excludes Prosumer

*** Excludes Prosumer, investment in analytics software and employee share plan expense

In regards to the Prosumer business Catapult's objective is sales volume growth of 3.5x to 4x in FY19 (FY18 volume 14k). Supporting this sales growth is incremental investment in marketing and additional resources of \$6m. The Prosumer expense run rate coming into FY19 was \$6m.

Commenting on the FY19 guidance Catapult CEO, Joe Powell, said;

"We're pleased to be providing FY19 guidance well ahead of this year's AGM. This guidance update is provided much earlier than recent years, reflecting our confidence in the positive trajectory of the business.

Catapult's FY19 guidance is focused on the drivers of value and it shines further light on the profitable growth of the core elite business. We expect subscription revenue growth (ARR) to accelerate.

For the Prosumer business, we're confident the positive early signs around PLAYR will continue to drive sales momentum across FY19.

Overall, we are really pleased with our progress in Q1. It provides us with a strong platform to deliver this guidance".

In-line with The Group's long term guidance provided in March 2018 Catapult is on track to generate positive cash flow at the Group level by FY21.

Conference call 9.30am AEST

Joe Powell, CEO, and Mark Hall, CFO, will host a conference call today at 9.30am (AEST) to discuss the FY19 guidance and today's release of the Q1 FY19 cash flow update (Appendix 4C). Analysts and investors who wish to participate in the teleconference should dial **1800 123 296** (toll-free) or **+61 2 8038 5221** and quote the conference ID '**3675797**'. (Note: media are welcome to listen to the presentation, however the limited question time available is for investors and analysts).

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For media and investor enquiries please contact:

Andrew Keys
Investor Relations
Catapult Group International
E: investor.relations@catapultsports.com
M: +61 400 400 380

Forward-looking statements

Any forward-looking statements, opinions and estimates provided in this announcement rely on various contingencies and assumptions. Various factors and risks, both known and unknown, many of which are outside the control of Catapult, may impact upon the performance of Catapult and cause actual performance to vary significantly from expected results. There can be no guarantee that Catapult will achieve its stated objectives or that forward looking statements or forecasts will prove to be accurate.