

ASX/Market Release

1 December 2016

Catapult issues guidance, expects FY17 revenue growth in range 21-30%

ASX-listed global sports technology company Catapult Group International Ltd (ASX:CAT) yesterday issued FY17 guidance at its Annual General Meeting, with revenue expected to be in the range of \$61.0m-\$65.5m, representing pro-forma growth of 21%-30% on FY16¹.

The guidance assumes 62% of all Catapult elite wearable units ordered in FY17 are on a subscription basis and an AUD/USD exchange rate of \$0.75.

Catapult chief executive officer Shaun Holthouse said: "Catapult has made a strong start to the year in elite wearables and progress towards integrating the XOS and Playertek acquisitions in the first quarter has been encouraging, so we are confident of reaching the FY17 guidance set.

"The growth forecast will be underpinned by continued strength in elite wearables. Integration of the XOS business has already seen the group realise significant cross-selling opportunities in the US market, and we expect that momentum to continue," he said.

Catapult also reported that it expects significant underlying earnings to be generated from its elite wearables and video analytics divisions, allowing the company to more aggressively pursue its move into the prosumer market with a \$3m-\$5m investment in FY17. Despite this significant investment, Catapult remains confident of delivering positive underlying EBITDA at the group level in FY17.

"The prosumer opportunity we have with the Playertek platform is enormous. It represents a unique long-term growth opportunity for Catapult and we want to ensure we are positioned to take advantage of the demand we are seeing," Mr Holthouse said.

"As at the end of Q1, Catapult had over \$17m cash and zero debt following the recent equity raising. This balance sheet strength, coupled with the shift to underlying profitability from our elite video and wearables business, means we are positioned to invest in the prosumer growth opportunity in FY17," he said.

Catapult has moved to guidance based on group-wide revenue rather than its traditional yardsticks of sales (total contract value, or TCV) and total units ordered following its acquisition of US-based video analytics firm XOS in July this year.

"It is appropriate to move to revenue-based guidance now so that we can reflect the contributions of all our business lines. TCV and units remain a key internal sales target for our elite wearables division and we will continue to provide the market with these measures at our periodic reporting," Mr Holthouse said.

For media and investor enquiries please contact:

Media

Nicholas Owens
Director, Sefiani Communications
Group
Ph: +61 2 8920 0700
Mob: +61 421 977 062

Investors

Bevin Shields
Head of Investor Relations,
Catapult Group International
Ph: +61 (0) 2 9199 8855
investor.relations@catapultsports.com

-Ends-

¹ Revenue guidance range excludes c.\$3.7m of revenue generated by XOS Technologies Inc (XOS) and Kodaplay Limited (Playertek) pre-acquisition close in FY17