

5 July 2016

Catapult achieves all-time record sales and upgrades full-year guidance

Catapult Group International Limited (ASX:CAT) (Catapult or the Company) is pleased to announce that it has upgraded its full year to 30 June 2016 (FY16) guidance as follows:

Metric	Previous guidance 24 November 2015	New guidance 4 July 2016	Guidance change	Implied Growth vs FY15
Total Units Ordered ¹	8,000	8,354	+4.4%	+63.3%
TCV ²	\$24.5m	\$29.4m	+19.9%	+73.8%

The upgrade follows yet another all-time record fourth quarter of sales (4QFY16) and rounds out a financial year of consecutive quarterly record sales delivered by the Company. Full details of Catapult's 4QFY16 result will be released later in the month in the Company's Appendix 4C quarterly cash flow statement, however the strong momentum experienced over the quarter has led to a sales result that is already significantly higher than the previously upgraded guidance announced at the Company's annual general meeting held on 24 November 2015.

Mr Shaun Holthouse, the Company's Chief Executive Officer, said "This is an exceptional finish to the year and shows the accelerated investment in our global sales and marketing platform is paying off. We continue to see growing demand for long term subscriptions amongst elite and professional clubs globally. Our ability to capture this demand whilst maintaining strong average revenue per user (ARPU) has been a key driver to a much higher TCV and mix of subscription units than expected, including via league level contracts".

Subscription units are now expected to represent 57% of Total Units Ordered in FY16, up from 51% in FY15, with strong subscription sales achieved in the back-end of 4QFY16. As a result, the revenue uplift from increased sales will mainly be reflected in the recurring revenue base going into FY17, rather than in FY16 revenue.

Mr Holthouse, further commented "It is also pleasing to see a rapidly growing list of existing clients sign new long-term subscriptions rather than continue with their old subscriptions on an auto-renewal basis. It not only strengthens our recurring revenue base but also shows us that wearable analytics have become an integral part of the club's performance requirements. This in turn provides us considerable scope to grow our partnership with the clubs and leagues and look to explore ways to further enhance our offering within these ecosystems".

-Ends-

About Catapult

Catapult is an Australian multinational corporation that is revolutionising the way professional and elite athletes worldwide are being monitored and analysed in training and competition.

Developed in Australia in conjunction with the Australian Institute of Sport, Catapult's wearable athlete tracking platform has become the most widely accepted solution globally. As at February 2016, over 900 elite and professional teams were customers of Catapult's solution, competing in the world's largest and most prestigious sporting codes. Despite this market share, Catapult estimates that only a small fraction of all elite and professional athletes currently have any wearable solution in place. Some of Catapult's recent championship winning clients include:

- Hawthorn Football Club (AFL, Australia)
- Golden State Warriors (NBA, USA)
- Leicester City FC (EPL, UK)
- Denver Broncos (NFL, USA)
- Chelsea FC (EPL, UK)

Notes:

1. Total Units Ordered is calculated as i) all units ordered under new capital sales agreements, plus ii) all units ordered under new subscription contracts relating to new clients, plus iii) the incremental units ordered by existing clients under new subscription contracts.
2. Total Contract Value (TCV) is calculated as the total revenue attributable to i) all new capital sales agreements, plus ii) all new subscription agreements over the full term of the contract. Excludes existing subscription agreements which have auto-renewed.

- Bayern Munich (Bundesliga, Germany)
- North Queensland Cowboys (NRL, Australia)
- Wasps RFC (Premiership Rugby, UK)

For a more detailed list of our clients please visit <http://www.catapultsports.com/au/clients/>

The benefits of wearable tracking of professional and elite athletes for our clients has been proven to be significant. However, Catapult estimates only a small fraction of all elite and professional athletes currently have any wearable solution in place.

With major offices in Australia, the United States and the United Kingdom and 110 staff in more than 10 countries, Catapult is an Australian technology success story with a truly global footprint that is committed to advancing the way data is used in elite sports.

For more information on Catapult, please visit:

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