



ASX Announcement

Melbourne, Tuesday 22 July 2014

Quarterly Cash Flow Report – 30 June 2014

Cogstate (ASX.CGS) has today released its Appendix 4C – Quarterly Cash Flow statement for the quarter ended 30 June 2014.

Summary cash flow results for the quarter included:

- Net Operating Cash outflow of \$0.75 million for the quarter ended 30 June 2014;
- Recognised sales revenue of \$3.96 million for the June quarter, contributing to total cash receipts from customers of \$3.30 million for the quarter;
- Year-to-date cash receipts from customers were \$12.44 million, an increase of 7% compared to June 2013;
- Total of \$7.98 million in capital raised by Cogstate in the 12 months to 30 June 2014;
- \$10.24 million of combined cash and debtors at 30 June 2014;
 - Cash reserves of \$7.13 million (June 2013: \$3.39 million);
 - Trade debtors of \$3.11 million (June 2013: \$2.99 million); and
- At 30 June 2014, current liabilities were approximately \$2.37 million (compared to \$2.21 million at 30 June 2013).

During the quarter Cogstate recognised sales revenue of \$3.96 million, taking recognised revenue for the year ended 30 June 2014 to \$12.27 million, down 2% on the previous year. This revenue was largely derived from milestone payments from clinical trials contracts currently underway or completed during the period.

During the quarter, Cogstate was also pleased to record the first revenues from its newest product, Precision Recruitment, a new tool for pharmaceutical companies to reduce the cost and time taken to source patients for clinical trials.

Cogstate has successfully executed a number of Clinical Trials sales contracts in recent weeks, including \$1.34 million in new sales contracts since 1 July 2014. At this time, Cogstate has \$11.17 million of contracted revenue to be recognised in future periods, of which \$6.67 million is expected to be recognised by 30 June 2015. The remaining \$4.50 million will be recognised in subsequent periods.

"We are very pleased with the recent increase in execution of sales contracts in Clinical Trials, which adds to the pool of contracted revenue to be recognised in the coming financial year," Cogstate CEO Brad O'Connor said.

"At the end of May, Cogstate had \$4.2 million in revenue secured for the 2015 financial year. That figure has since increased to \$6.67million and we are confident of announcing further sales contracts in the coming weeks, which will improve both top and bottom line performance in the 2015 financial year."



Financial Results summary:

	Qtr Ended 30 Sep 13	Qtr Ended 31 Dec 13	Qtr Ended 31 Mar 14	Qtr Ended 30 June 14	Year ended 30 Jun 14	Year ended 30 Jun 13	YTD % Change improvement
Recognised Sales Revenue	\$2,686,057	\$2,694,198	\$2,923,485	\$3,961,692	\$12,265,432	\$12,462,756	(2%)
Cash Receipts from Customers	\$3,684,204	\$2,497,272	\$2,954,542	\$3,303,668	\$12,439,686	\$11,666,609	7%
Cash Payments to Employees	(\$3,005,549)	(\$2,305,189)	(\$2,221,647)	(\$2,402,130)	(\$9,934,515)	(\$8,730,179)	(14%)
Cash Payments to Suppliers	(\$1,676,601)	(\$1,917,501)	(\$1,650,524)	(\$1,712,227)	(\$6,956,853)	(\$4,426,432)	(57%)
Cash Receipts –non trading	\$455,758	(\$8,648)	\$56,747	\$58,390	\$562,247	-	-
Net Operating Cash In/(Out)flows	(\$542,188)	(\$1,734,066)	(\$860,882)	(\$752,299)	(\$3,889,435)	(\$1,490,003)	(161%)
Net Investing Cash In/(Out)flows	(\$53,950)	(\$26,361)	(\$36,532)	(\$99,548)	(\$216,391)	(\$405,803)	47%
Net Financing Cash In/(Out)flows	\$285,344	\$7,519,987	(\$51,079)	-	\$7,754,252	\$585,332	1225%
Net Increase/(Decrease) in Cash held (net of foreign exchange movements)	(\$239,510)	\$5,735,102	(\$962,562)	(\$798,899)	\$3,734,131	(\$1,266,894)	395%

Appendix 4C

Quarterly report for entities admitted on the basis of commitments

Introduced 31/3/2000. Amended 30/9/2001

Name of entity

CogState Limited

ABN

80 090 975 723

Quarter ended ("current quarter")

30 June 2014

Consolidated statement of cash flows

Cash flows related to operating activities		Current quarter	Year to date (12 months)
		\$A	\$A
1.1	Receipts from customers	3,303,668	12,439,685
1.2	Payments for		
	(a) staff costs (incl R&D)	(2,402,130)	(9,934,515)
	(b) advertising and marketing	(139,467)	(524,155)
	(c) research and development (direct external costs)	(47,804)	(144,465)
	(d) leased assets	(65,313)	(610,800)
	(e) other working capital	(1,314,840)	(3,989,426)
1.3	Dividends received		-
1.4	Interest and other items of a similar nature received	58,390	158,742
1.5	Interest and other costs of finance paid	(9,972)	(36,776)
1.6	Income taxes paid	16,491	(95,622)
1.7	Other (provide details if material)		
	Accounting & Audit	(4,020)	(203,990)
	Computer costs	(112,227)	(437,765)
	Legal Costs, including patent costs	(77,555)	(260,646)
	Listing fees & assoc. costs	(4,944)	(11,600)
	Travel costs	(256,801)	(945,833)
	Grant Income	304,225	707,730
Net operating cash flows		(752,299)	(3,889,435)

+ See chapter 19 for defined terms.

Appendix 4C
Quarterly report for entities
admitted on the basis of commitments

	Current quarter \$A	Year to date (12 months) \$A
1.8 Net operating cash flows (carried forward)	(752,299)	(3,889,435)
Cash flows related to investing activities		
1.9 Payment for acquisition of:		
(a) businesses (item 5)		-
(b) equity investments		-
(c) intellectual property		-
(d) physical non-current assets	(99,548)	(216,391)
(e) other non-current assets		
1.10 Proceeds from disposal of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	-	-
1.11 Loans to other entities	-	-
1.12 Loans repaid by other entities	-	-
1.13 Other (provide details if material)	-	-
Cash acquired from acquisition of remaining 50% of Axon Sports Joint Venture		
Net investing cash flows	(99,548)	(216,391)
1.14 Total operating and investing cash flows	(851,848)	(4,105,826)
Cash flows related to financing activities		
1.15 Proceeds from issues of shares, options, etc.	-	7,984,495
1.16 Proceeds from sale of forfeited shares	-	-
1.17 Proceeds from borrowings – convertible notes	-	-
1.18 Repayment of borrowings	-	-
1.19 Dividends paid	-	-
1.20 Other (provide details if material)	-	(230,243)
Net financing cash flows	-	7,754,252
Net increase (decrease) in cash held	(851,848)	3,648,426
1.21 Cash at beginning of quarter/year to date	7,925,648	3,392,617
1.22 Exchange rate adjustments to item 1.20	52,948	85,706
1.23 Cash at end of quarter	7,126,749	7,126,749

+ See chapter 19 for defined terms.

Payments to directors of the entity and associates of the directors

Payments to related entities of the entity and associates of the related entities

		Current quarter \$A
1.24	Aggregate amount of payments to the parties included in item 1.2	58,750
1.25	Aggregate amount of loans to the parties included in item 1.11	Nil
1.26	Explanation necessary for an understanding of the transactions	
	N/A	

Non-cash financing and investing activities

- 2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

N/A

- 2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

N/A

Financing facilities available

Add notes as necessary for an understanding of the position. (See AASB 1026 paragraph 12.2).

	Amount available \$A	Amount used \$A
3.1 Loan facilities	N/A	N/A
3.2 Credit standby arrangements	N/A	N/A

+ See chapter 19 for defined terms.

Reconciliation of cash

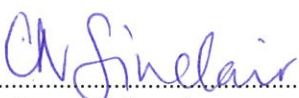
Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.		Current quarter \$A	Previous quarter \$A
4.1	Cash on hand and at bank	1,023,513	866,740
4.2	Deposits at call	6,103,236	7,058,908
4.3	Bank overdraft	-	-
4.4	Other (provide details)	-	-
Total: cash at end of quarter (item 1.22)		7,126,749	7,925,648

Acquisitions and disposals of business entities

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1	Name of entity	N/A
5.2	Place of incorporation or registration	
5.3	Consideration for acquisition or disposal	
5.4	Total net assets	
5.5	Nature of business	

Compliance statement

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Sign here:  Date: 22 July 2014
 Company Secretary

Print name: Claire Newstead-Sinclair

+ See chapter 19 for defined terms.

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 1026: Statement of Cash Flows* apply to this report except for the paragraphs of the Standard set out below.
 - 6.2 - reconciliation of cash flows arising from operating activities to operating profit or loss
 - 9.2 - itemised disclosure relating to acquisitions
 - 9.4 - itemised disclosure relating to disposals
 - 12.1(a) - policy for classification of cash items
 - 12.3 - disclosure of restrictions on use of cash
 - 13.1 - comparative information
3. **Accounting Standards.** ASX will accept, for example, the use of International Accounting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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