



ASX Announcement

20 December 2019

All figures are provided in US\$

Cogstate Limited
ABN 80 090 975 723

Level 2, 255 Bourke Street
Melbourne Victoria 3000
Australia

P +61 3 9664 1300

F +61 3 9664 1301

W cogstate.com

Business Update – Record Level of Sales Contracts Executed

US\$26.8m Clinical Trials Sales Contracts Executed Financial Year to Date

Cogstate (ASX.CGS) has today provided an update in respect of the total value of clinical trials sales contracts executed during the financial year to date.

Following a strong September quarter (\$7.7 million), Cogstate has executed an additional \$19.1 million of clinical trials sales contracts in the December quarter to date. The total value of clinical trials sales contracts executed since 1 July 2019 is \$26.8 million, the best half year result ever recorded by Cogstate.

Cogstate CEO, Brad O'Connor commented, "The level of sales contracts executed in this December half year is a reflection of accelerating demand for the Company's scientific solutions and technologies. Over the last month especially, we have executed a number of contracts in respect of studies that are planning to begin in the March quarter of 2020. The growth was not altogether unexpected, remembering that at the beginning of this financial year Cogstate provided guidance of 50% growth in clinical trials sales contracts from the \$18 million of contracts executed during the 2019 financial year. That said, the December half-year result exceeds the expectations that we had for the business when we provided our earlier guidance. The result certainly validates the expectation of a strong rebound from what was a very disappointing 2019 financial year."

Mr O'Connor continued, "Cogstate has seen continued sales growth in rare disease indications as well as a rebound in investment by our customers in Alzheimer's disease, an area that was negatively impacted throughout the 2019 financial year by a series of clinical trial failures. As we look forward to the second half of the financial year, Cogstate has a strong pipeline of sales opportunities that we will be seeking to execute prior to 30 June 2020. A further trading update in respect of the second half of the financial year will be provided at the time of release of our half year financial statements in February 2020."

For context, a history of Clinical Trials sales contracts executed, per quarter, since 1 July 2016 is provided:

| | Sep Quarter \$m | Dec Quarter \$m | 1 st Half \$m | Mar Quarter \$m | Jun Quarter \$m | 2 nd Half \$m | Financial Year |
|----------------|--------------------|--------------------|-----------------------------|--------------------|--------------------|-----------------------------|-------------------|
| FY17 | \$17.3 | \$5.7 | \$23.0 | \$3.6 | \$3.0 | \$6.6 | \$29.6 |
| FY18 | \$7.5 | \$14.1 | \$21.6 | \$8.3 | \$6.2* | \$14.5 | \$36.1 |
| FY19 | \$5.4 | \$4.6 | \$10.0 | \$3.8 | \$4.1 | \$7.9 | \$17.9 |
| FY20 (to date) | \$7.7 | \$19.1 | \$26.8 | n/a | n/a | n/a | n/a |

*Excludes \$6.4m of study cancellations that were recognised at 30 June 2018.

On Tuesday 28 January 2020, Cogstate will provide a business update in respect of the quarter ending 31 December 2019, including cashflow report.

This announcement was authorised for release by the Board of Directors of Cogstate Ltd.

About Cogstate

Cogstate Ltd (ASX:CGS) is the neuroscience technology company optimising brain health assessments to advance the development of new medicines and to enable earlier clinical insights in healthcare. Cogstate technologies provide rapid, reliable and highly sensitive computerised cognitive tests across a growing list of domains and support electronic clinical outcome assessment (eCOA) solutions to replace costly and error-prone paper assessments with real-time data capture. The company's clinical trials solutions include quality assurance services for study endpoints that combine innovative operational approaches, advanced analytics and scientific consulting. For 20 years, Cogstate has proudly supporting the leading-edge research needs of biopharmaceutical companies and academic institutions and the clinical care needs of physicians and patients around the world. In the Healthcare market, Cogstate has recently entered into an exclusive licensing agreement with pharmaceutical company, Eisai, under which Eisai will market Cogstate technologies as digital cognitive assessment tools in Japanese markets. For more information, please visit www.cogstate.com.

For further information contact:

Brad O'Connor

Cogstate Chief Executive Officer

boconnor@cogstate.com