



Appendix 4E

For the year ended 30 June 2021
(previous corresponding year: 30 June 2020)

Lodged with the ASX under Listing Rule 4.3A. This information should be read in conjunction with the Annual Report, lodged this same day.

Results for announcement to the market

	30 June 2021 US\$	Restated 30 June 2020 US\$*	Movement	
			US\$	%
Total revenue from ordinary activities	32,686,396	22,771,196	9,915,200	43.5
- Clinical Trials revenue	28,667,707	21,075,922	7,591,785	36.0
- Healthcare revenue	3,758,790	1,435,498	2,323,292	161.8
- Research revenue	259,899	259,776	123	0.0
Profit / (Loss) before income tax	5,820,270	(2,994,590)	8,814,860	n/a
- Profit / (Loss) before income tax (First Half Year)	(392,522)	(3,867,688)	3,475,166	n/a
- Profit / (Loss) before income tax (Second Half Year)	6,212,792	873,098	5,339,694	n/a
Net profit/(loss) after tax (from ordinary activities) for the period attributable to members	5,233,283	(1,956,584)	7,189,867	n/a

* In the prior period, Cogstate entered into an agreement with pharmaceutical company, Eisai Co., Ltd., (Eisai) to distribute Cogstate technology in Japan, recognising revenue of \$1 million, being the upfront payment received from Eisai upon the granting of the licence. The group considers that recognising the upfront payment as revenue on a straight-line basis over the licence period better reflects its performance in providing access to the licence, continuing support services and servers. As required by the accounting standards, this change is applied retrospectively, and as a result, the group has restated comparative revenue figures. This restatement has no impact on cash. Please see page 46 of the 2021 Annual Report for further explanation.

Dividend Information

No dividend was paid during the year and the Directors do not recommend a dividend be paid in respect of the year ended 30 June 2021.

	30 June 2021 Cents	Restated 30 June 2020 Cents
Net tangible asset backing (per share)	3.68	0.93
Earnings per share	3.07	(1.23)

Operating Results for the Year

A summary of revenue and results are set out below.

More detail and commentary on the operations and the results from those operations are set out in the Annual Report to members that has been lodged with the ASX.

Explanation of results

Net profit/(loss) from principal activities - summary

For the 30 June 2021 financial year, the Group recorded a profit before tax of \$5.8m (2020 restated loss: (\$3m)).

	Half Year 31 December 2020 US\$	Half Year 30 June 2021 US\$	Full Year 2021 US\$	Restated Full Year 2020 US\$
Total Revenue	13,856,762	18,829,634	32,686,396	22,771,196
Clinical Trials Revenue	12,577,589	16,090,118	28,667,707	21,075,922
- Direct costs (excluding direct depreciation)	(4,912,772)	(4,964,021)	(9,876,793)	(8,785,813)
- SG&A costs	(1,504,218)	(1,832,682)	(3,336,900)	(3,449,861)
Clinical Trials Contribution	6,160,599	9,293,415	15,454,014	8,840,248
Contribution %	49%	58%	54%	42%
Healthcare Revenue	1,149,883	2,608,907	3,758,790	1,435,498
- Direct costs	(396,859)	(403,012)	(799,871)	(114,718)
Healthcare Contribution	753,024	2,205,895	2,958,919	1,320,780
Contribution %	65%	85%	79%	92%
Research Revenue	129,290	130,609	259,899	259,776
- Direct costs	(334,965)	(396,823)	(731,788)	(936,718)
Research Contribution	(205,675)	(266,214)	(471,889)	(676,942)
Other operating costs	(5,995,936)	(6,233,371)	(12,229,307)	(10,374,526)
EBITDA	712,012	4,999,725	5,711,737	(890,440)
Depreciation and amortisation	(1,068,588)	(1,230,422)	(2,299,010)	(2,008,204)
EBIT	(356,576)	3,769,303	3,412,727	(2,898,644)
Net interest	(35,946)	(711)	(36,657)	(95,946)
Other Income	-	2,444,200	2,444,200	-
Net profit/(loss) before tax	(392,522)	6,212,792	5,820,270	(2,994,590)

Clinical Trials Contracted Revenue

Clinical Trials revenue recognised during the year is a function of:

1. Revenue recognised from sales contracts on hand at the beginning of the financial year; and
2. Revenue recognised from sales contracts executed during the year.

Cogstate enters into a contract with the customer for the provision of technology and services for each study. The contract value will differ for each contract, depending upon the scope of the technology and services provided as well as the complexity and length of the study. Revenue from clinical trials contracts is recognised over the life of the contract. The length of a clinical trial can vary from 9 months for a phase 1 study up to 4-5 years for a phase 3 study. Revenue is recognised based upon achievement of pre-determined milestones.

At 1 July 2020, Cogstate had \$39.4 million of contracted clinical trials revenue that would be recognised in future periods, up 94% on the amount of future revenue contracted at 1 July 2019. During the year to 30 June 2021, Cogstate executed \$47.3 million of new sales contracts, a 15% increase from the prior year. After recognising \$28.7 million of revenue from those contracts during the year, Cogstate had, at 30 June 2021, \$58.4 million of contracted clinical trials revenue expected to be recognised in future periods. See table below for more analysis.

	30 June 2021 US\$	Restated 30 June 2020 US\$
Clinical Trials revenue contracted at 1 July	39,437,244	20,330,220
Contracts signed during the period	47,340,285	41,289,932
Revenue recognised	(28,667,707)	(21,075,922)
Adjustment for contract reconciliations and FX movements	314,899	(1,106,986)
Contracted future Clinical Trial revenue at 30 June	58,424,721	39,437,244

Group Contracted Future Revenue

Total contracted future revenue increased to \$101.5m as at 30 June 2021, an increase of 151.4% from the prior corresponding period (30 June 2020: \$40.4m).

The revenue backlog for both the Clinical Trials and Healthcare segments are highlighted in the table below:

	30 June 2021 US\$	Restated 30 June 2020 US\$
Contracted Clinical Trials Revenue	58,424,721	39,437,244
Eisai License - Global (commercial years 1-10)	42,211,299	-
Eisai License - Japan (10 year licence)	815,494	915,412
Contracted future Group revenue at 30 June	101,451,514	40,352,656

Results - Expenses

1. Employment expenses

Full Time Equivalent (FTE) employees totalled 161.4 at 30 June 2021, broken down as follows:

Business Unit	FTE at 30 June 2021	FTE at 30 June 2020
Clinical Trials	74.5	78.0
Business Development	16.6	17.8
Healthcare	5.9	3.7
Research and Development	7.5	5.7
Product Development	38.3	38.0
Administration	18.6	15.4
Total	161.4	158.6

2. Total employment expenses

	Half Year 31 December 2020 US\$	Half Year 30 June 2021 US\$	Full Year 2021 US\$	Full Year 2020 US\$
Employment expenses, directly attributable to segment revenue	(6,253,523)	(6,686,998)	(12,940,521)	(12,255,657)
Other employment expenses	(4,842,904)	(4,695,031)	(9,537,935)	(8,491,389)
Total employment expenses	(11,096,427)	(11,382,029)	(22,478,456)	(20,747,046)
Less capitalisation of software development costs	1,186,083	923,486	2,109,569	2,213,911
	(9,910,344)	(10,458,543)	(20,368,887)	(18,533,135)
Share based payments expense	(284,453)	(169,899)	(454,352)	117,666
Total	(10,194,797)	(10,628,442)	(20,823,239)	(18,415,469)

Audit

The financial report has been audited.

The audit has been completed.

The financial report contains an independent audit report that is not subject to a modified opinion, emphasis of matter or other matter paragraph.