

## ASX ANNOUNCEMENT

### Appendix 4C – Quarterly Cash Flow Report

Highlights for the quarter ended 30<sup>th</sup> June 2017

- Appointment Dr Peter B. Corr director
- Release of PeriCoach version 3 (V3) device
- PeriCoach structured exercise program released
- Cash balance as of 30<sup>th</sup> June, \$1,212k
- Share placement approved by shareholders in April for \$720k
- Investigating AutoStart infusion system use-age for Home Based Hospital care
- Updated clinical guidelines for surgical management of Stress Urinary Incontinence
- Analysis of V2 clinical trial; superior results of quality of life improvements, sexual satisfaction scores and improved continence among PeriCoach users.
- PeriCoach patent issued for Australia

**31<sup>st</sup> July 2017:** Analytica Ltd (ASX: ALT), manufacturer of the PeriCoach® System and AutoStart infusion system, has today released its Appendix 4C - Quarterly Cashflow report for period ending 30 June 2017.

The appointment of Dr Corr to the board adds a huge capability for advancing negotiations with a potential partner. Dr Corr has a distinguished career in academia, research and development. Dr Corr is managing general partner of Auvén Therapeutics, a private equity firm pursuing an innovative life science investment strategy where products are acquired, developed and then sold to multinational pharmaceutical firms.

The total cash outflow was \$1,038k, approximately 8% greater than projected. Receipts from sales of PeriCoach in Analytica's key markets of Australia, the UK and the US totalled \$20k, with extremely limited commercial activity occurring.

During the quarter, the company received \$720k of placement funds.

The Board and management appreciate the confidence of our major shareholders for supporting share placements (without discount). These funds are being deployed to continue the development of the PeriCoach® System with the rollout of V3 and advance negotiations with a potential partner.

An application for research and development tax incentive is currently being finalised to entitle the company to claim an estimate of \$850k tax refund as a result of research and development expenditure this last 12 months. The company also has a \$400k loan facility. Directors are monitoring capital requirements to ensure the company has adequate cash to continue development of and undertake partnering negotiations of the PeriCoach device. The Company continues to have the financial support of its major shareholders if the Board decides to raise additional funds.

As a result of the AutoStart infusion system being listed on the Queensland Health purchasing schedule, the system is being trailed in a Queensland hospital, with encouraging support.

Analytica is investigating the opportunities presented by Home Based Hospital Care for the AutoStart infusion system. Whereas hospitalization costs upwards of US\$1,500 to US\$2,500 per day, the average cost of home infusion is US\$150



to US\$200 per day. Additionally, the potential savings accrued by preventing hospital-acquired infections are significant, as these infections result in direct costs to hospitals of US\$28 to US\$45 billion a year in the US. The global home infusion therapy market in 2014 was estimated at US\$12,187 million. This is a market well suited to the AutoStart infusion system, with the AutoStart infusion system features of safety, simplicity, and cost effectiveness.

Analytica continues to secure patent protection in key geographies, the latest being the granting of patent protection in Australia for the PeriCoach.

The updated guidelines for surgical management of Stress Urinary Incontinence are a joint release from the American Urological Association, and the Society of Urodynamics, Female Pelvic Medicine and Urogenital Reconstruction. For patients wishing to undergo treatment, the guidelines recommend non-surgical interventions including pelvic floor exercises as the first line of treatment.

PeriCoach is a regulated medical device, built as a data collection system. The system provides opportunity for new insights into management and motivation of the conservative treatment pathway for female pelvic floor disorders. This core capability is the driver for the pursuit of clinical evidence in the forms of studies and surveys as well as development of enhanced functionality of the PeriCoach system. Continued investment in real world data-gathering tools to increase the sophistication of analysis of user behaviour and pelvic health information is the cornerstone of company strategy.

The randomised, controlled clinical trial achieved the objective to provide evidence to drive clinical acceptance of the PeriCoach. The highly significant scores achieved for quality of life and sexual function demonstrate the positive real-world impact on improving women's lives.

The release of the PeriCoach V3 in May is another major milestone. The enhanced functionality in V3 for users simplifies progress improvement reporting, incorporates symptom trackers, provides intuitive training guidance, and elevate the "in-app" experience. The release of the structured exercise program additionally addresses motivation and success factors, to drive consistency and correct technique, which data demonstrates as key factors to conservative treatment success. The capabilities of the V3 expands the market opportunity for PeriCoach and adds to the appeal for a potential licensing partner.

Analytica's investments in the PeriCoach technology continue to demonstrate real-world benefits with the testimonials from women using PeriCoach. Denver City Mom recently blogged about her PeriCoach V3 experience:

*"Before trying PeriCoach, I was a bit of a skeptic that there was a solution out there for me. I had all but resigned myself to the fact that my pelvic floor would be a disaster forever — I didn't know how to do Kegels, and I was so over it. After working with PeriCoach, I know it doesn't have to be that way for me. If I can go from the frustrated, embarrassed me I was 8 weeks ago to the confident and in control woman I am now, then seriously mama – you can too. We sacrifice so much of ourselves in motherhood – it's true, our bodies do change. Thankfully, because of PeriCoach, I was able to change it back (and probably have more control than I ever have!). I would ABSOLUTELY recommend this device to anyone dealing with pelvic floor weakness and incontinence."*

[http://denver.citymomsblog.com/?p=14834&preview=1&\\_ppp=efa56351c9](http://denver.citymomsblog.com/?p=14834&preview=1&_ppp=efa56351c9)

For more information, please contact: [investorrelations@analyticamedical.com](mailto:investorrelations@analyticamedical.com)

For more information about the PeriCoach System, visit: [www.PeriCoach.com](http://www.PeriCoach.com)

For more information about Analytica, visit [www.AnalyticaMedical.com](http://www.AnalyticaMedical.com)

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### About Analytica Limited

Analytica's lead product is the PeriCoach® System – an e-health treatment system for women who suffer Stress Urinary Incontinence. This affects 1 in 3 women worldwide and is mostly caused by trauma to the pelvic floor muscles as a result of pregnancy, childbirth and menopause.

PeriCoach comprises a device, web portal and smartphone app. The device evaluates activity in pelvic floor muscles. This information is transmitted to a smartphone app and can be loaded to a cloud database where physicians can monitor patient progress via web portal. This novel system enables physicians to remotely determine if a woman is performing her pelvic floor exercises and if these are improving her condition. Strengthening of the pelvic floor muscles can also potentially improve sexual sensation or satisfaction and orgasm potential in some women.

PeriCoach has regulatory clearance in Australia, and has CE mark and USFDA 510(k) clearance. The product is available for sale from [pericoach.com](http://pericoach.com) in Australia and New Zealand, UK and Ireland, and in the USA.

## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

Analytica Ltd

**ABN**

12 006 464 866

**Quarter ended ("current quarter")**

June 2017

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	20	78
1.2 Payments for		
(a) research and development	(509)	(1,471)
(b) product manufacturing and operating costs	(52)	(75)
(c) advertising and marketing	(45)	(295)
(d) leased assets		
(e) staff costs	(331)	(1,346)
(f) administration and corporate costs	(101)	(452)
1.3 Dividends received (see note 3)		
1.4 Interest received	5	15
1.5 Interest and other costs of finance paid		
1.6 Income taxes paid		
1.7 Government grants and tax incentives		1,155
1.8 Other (provide details if material)	7	11
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(1,006)</b>	<b>(2,380)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(3)	(6)
(b) businesses (see item 10)		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(c) investments		
	(d) intellectual property		
	(e) other non-current assets		
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment		
	(b) businesses (see item 10)		
	(c) investments		
	(d) intellectual property		
	(e) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
2.6	<b>Net cash from / (used in) investing activities</b>	<b>(3)</b>	<b>(6)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of shares	1,020	2,387
3.2	Proceeds from issue of convertible notes		
3.3	Proceeds from exercise of share options		
3.4	Transaction costs related to issues of shares, convertible notes or options	(33)	(43)
3.5	Proceeds from borrowings		
3.6	Repayment of borrowings		
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	<b>Net cash from / (used in) financing activities</b>	<b>987</b>	<b>2,344</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of quarter/year to date	1,234	1,254
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,006)	(2,380)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(3)	(6)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	987	2,344

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
4.5	Effect of movement in exchange rates on cash held		
4.6	<b>Cash and cash equivalents at end of quarter</b>	<b>1,212</b>	<b>1,212</b>

<b>5. Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1 Bank balances	1,212	1,212
5.2 Call deposits		
5.3 Bank overdrafts		
5.4 Other (provide details)		
5.5 <b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,212</b>	<b>1,212</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

<b>Current quarter \$A'000</b>
113
0

**7. Payments to related entities of the entity and their associates**

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

<b>Current quarter \$A'000</b>

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	400	400
8.2 Credit standby arrangements		
8.3 Other (please specify)		
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		
Announced allotment capital raising approved EGM RIL of \$720k.		

9. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	415
9.2 Product manufacturing and operating costs	60
9.3 Advertising and marketing	45
9.4 Leased assets	
9.5 Staff costs	320
9.6 Administration and corporate costs	100
9.7 Other (provide details if material)	
<b>9.8 Total estimated cash outflows</b>	<b>940</b>

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
10.1 Name of entity		
10.2 Place of incorporation or registration		
10.3 Consideration for acquisition or disposal		
10.4 Total net assets		
10.5 Nature of business		

### **Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here: ..... Date: .....  
(Director)

Print name: R. Mangelsdorf

### **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 that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.