

ASX ANNOUNCEMENT

Appendix 4C – Quarterly Cash Flow Report

Highlights for the quarter ended 30th September 2019

- **Operations and Product Development Manager, Mrs Chelsea Cornelius, presentation to the American Urogynecologic Society / International Urogynaecological Association (AUGS/IUGA 2019).**
- **Return lodged for R & D Tax Incentive refund of \$708k**
- **Cash balance at 30th September \$1,043k.**

31st October 2019: Analytica Ltd (ASX: ALT), manufacturer of the PeriCoach® system and the AutoStart® and AutoFlush infusion system technologies, has today released its Appendix 4C - Quarterly Cashflow report for the period ending 30th September 2019.

On the 28th September Analytica's Operations and Product Development Manager, Mrs Chelsea Cornelius, delivered a presentation to the American Urogynecologic Society / International Urogynaecological Association (AUGS/IUGA 2019) meeting in Nashville, Tennessee. This well received paper prepared on the basis of independent statistical analysis, highlighted the exceptional improvement in pelvic muscle strength and reduction in urine volume achieved by users of the PeriCoach system. Episode improvement for all users reached statistically significant level by week 3. By week 8, 75% of users demonstrated 80% or more reduction in urine volume and episode. In comparison industry statistics indicate of women trying to undertake unassisted pelvic floor exercises, 87% show no improvement, 10% improve and 3% are worse off.

The PeriCoach system consists of a muscle sensor, a mobile app, data collection and algorithms which feedback in to a structured exercise program. The PeriCoach system supports women in the privacy of their home with the resources of the worlds largest pelvic floor muscle database, and if they choose, their clinician.

With CE-Marked and TGA clearance to assist in the conservative treatment of Pelvic Organ Prolapse (POP) in addition to urinary incontinence (UI), the PeriCoach system is allowed to be sold in Australia, the European Economic Area, Switzerland and Turkey for the conservative treatment of pelvic organ prolapse. PeriCoach remains the only smartphone pelvic floor muscle rehabilitation system indicated for women to target resolution of symptoms for mild to moderate POP, UI and sexual wellness. Pelvic organ prolapse is a very common condition with one in twelve women in the UK reporting symptoms. The data shows that up to half of women that have given birth have some degree of POP and prevalence increases with age. It is estimated that half of women over 50 experiencing symptoms and by the age of 80 more than one in ten will have had a surgical intervention, with incidence of surgery peaking in women aged 60-69. The symptoms of POP (feeling of heaviness, back pain, constipation, incontinence), have a significant impact on quality of life. Estimates state women have a lifetime risk of up 1 in 8 of undergoing a surgical intervention, with a re-operation rate of nearly 20%. Each surgical intervention in the US is estimated to cost between USD\$10,000-USD\$20,000. As the population continues to age and awareness of the condition grows, it is projected that the number of women with POP will increase up to 46%.



On the 17th April the FDA put a blanket ban on new sales of mesh for POP. Guidelines issued by the American Urological Association (AUA), Society of Urodynamics, Female Pelvic Medicine and Urogenital Reconstruction (SUFU) recommend non-surgical interventions including proper and consistent pelvic floor muscle exercises as the first line of treatment. These echo guidelines issued by the American College of Physicians in 2016. Studies suggest that pelvic floor muscle rehabilitation programs can reduce surgery rates by up half.

Receipts from sales of PeriCoach in Analytica's key markets of Australia, the UK and the US totalled \$11k. With development underway to reduce production cost and sufficient data collection for present needs, sales of PeriCoach have been suspended resulting in reduced marketing activity, 30k. Research & development expenditure was \$276k, with continued expenditure on the PeriCoach "big data" project, as well as production cost reduction. \$257k was incurred on staff costs and administration costs of \$149k.

The company has access to a \$400k loan facility. An application has been lodged for the R & D tax incentive which is estimated to contribute \$708k. Directors are monitoring capital requirements to ensure the company has adequate cash to continue development and undertake partnering negotiations of the PeriCoach and the AutoFlush and AutoStart burette technologies. The Company continues to have the financial support of its major shareholders.

As outlined in the Chairman's address to the Annual General Meeting in November 2017, Analytica is achieving its goals set out at the Annual General meeting 2016 of being deal-ready. This quarter demonstrates further strong progress to the Company strategy; build a product that is best in class, gather evidence that the product performance is exceptional, and actively pursue partnering opportunities.

For more information, please contact: **investorrelations@analyticamedical.com**

For more information about the PeriCoach System, visit: **www.PeriCoach.com**

For more information about Analytica, visit **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 in Australia and New Zealand, UK and Ireland.



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")

September 2019

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities			
1.1 Receipts from customers	11	11	
1.2 Payments for			
(a) research and development	(276)	(276)	
(b) product manufacturing and operating costs	-	-	
(c) advertising and marketing	(30)	(30)	
(d) leased assets			
(e) staff costs	(257)	(257)	
(f) administration and corporate costs	(149)	(149)	
1.3 Dividends received (see note 3)			
1.4 Interest received	2	2	
1.5 Interest and other costs of finance paid	-	-	
1.6 Income taxes paid			
1.7 Government grants and tax incentives	-	-	
1.8 Other (provide details if material)	6	6	
1.9 Net cash from / (used in) operating activities	(693)	(693)	
2. Cash flows from investing activities			
2.1 Payments to acquire:			
(a) property, plant and equipment			
(b) businesses (see item 10)			

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 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	Net cash from / (used in) investing activities		

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares		
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)	(33)
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	Net cash from / (used in) financing activities	(33)	(33)

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	1,769	1,769
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(693)	(693)
4.3	Net cash from / (used in) investing activities (item 2.6 above)		
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(33)	(33)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.5	Effect of movement in exchange rates on cash held		
4.6	Cash and cash equivalents at end of quarter	1,043	1,043

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	1,043	1,043
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	1,043	1,043

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

Current quarter \$A'000
96
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

Current quarter \$A'000

8. Financing facilities available <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	0
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.		

9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	220
9.2 Product manufacturing and operating costs	10
9.3 Advertising and marketing	50
9.4 Leased assets	
9.5 Staff costs	280
9.6 Administration and corporate costs	110
9.7 Other (provide details if material)	
9.8 Total estimated cash outflows	670

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	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:
(Director)

Date:31st October 2019.

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.