

## ASX ANNOUNCEMENT

### Appendix 4C – Quarterly Cash Flow Report

#### Highlights for the quarter ended 30<sup>th</sup> September 2021

- Analytica to bring manufacturing responsibility in-house.
- Queensland Government financial support through grant funding under the Advance Queensland Industry Attraction Fund.
- Phased manufacturing expansion plan over 5 years.
- Analytica pursuing public health markets for post-natal rehabilitation and aged care prevention.
- Appointment of USA Health system advisors

**29<sup>th</sup> October 2021:** Analytica Ltd (ASX: ALT), manufacturer of the PeriCoach® system and the Enhanced Infusion System technologies, has today released its Appendix 4C - Quarterly Cashflow report for the period ending 30<sup>th</sup> September 2021.

Analytica has taken the decision to develop its own manufacturing capability and become the regulatory manufacturer-of-record for the PeriCoach product. With positive progress having been achieved on its commercialisation activities, such as the distribution agreement in the Middle East across 10 countries and the JV in China, Analytica has conducted a strategic review of its manufacturing strategy in contemplation of higher prospective demand for the PeriCoach product in North America and Europe currently being pursued.

The benefits of bringing the PeriCoach product under Analytica's control include:

- better supply chain management and regulatory compliance - being better able to manage delays in global supply chains and restricted travel during the covid-19 pandemic and to comply with regulatory requirements (including new certifications and responsibilities imposed on manufacturers following recent rule changes in Europe and Australia regarding software in medical devices);
- meet potential demand from distribution networks – being better able to meet prospective demand for the PeriCoach product for Australian sales and export to the Middle East, European and US markets, with appropriate clearances; and
- market re-engagement – leveraging the 2020 published clinical trial results from the University of New Mexico with a clinical trial in peer reviewed publication and subsequent published health economic manuscript, Analytica will be well positioned to start re-engaging with the market. For example, it would provide the ability to re-commence direct to consumer sales and to continue to pursue deals with public health systems and health insurers to address the enormous women's health issues of rehabilitation of post-natal mothers and treatment for post-menopausal women to prevent or delay their entry into residential aged care.

An internal manufacturing capacity requires the establishment of an ISO 13485 certified, and US QSR compliant facility.

Analytica has presented a detailed, staged manufacturing expansion plan over 5 years to the Queensland Government which has agreed to provide support funding over the Project period under an AQIAF



agreement. Analytica's proposal to the Queensland Government involves establishing a headquarters in Maryborough, Queensland comprising manufacturing, warehousing, a customer support centre, data centre, and administration and training support for the production of the PeriCoach e-health system. Initially, Analytica will accept supplied components and perform final assembly, quality control testing, packaging and product release. As volumes increase the plan allows for plastic and silicone moulding to be brought in-house, and at full implementation, electronics manufacturing. Analytica's CEO and COO are experienced in managing medical device manufacturing and have been adapting the company's quality management system for in-house manufacturing over the last 12 months. Analytica has pre-arranged for a notified body to conduct an ISO13485 audit of Analytica facilities and quality system.

"The Queensland Government is committed to encouraging investment in the biomedical and advanced manufacturing sectors, and we're thrilled to be supporting Analytica to execute its manufacturing strategy in Queensland." Treasurer and Minister for Investment Cameron Dick said.

Grant payments are made retrospectively on the completion of agreed milestones and there is no obligation on Analytica to continue the Project should circumstances change, noting the Queensland Government has the right to terminate the grant if Analytica is not able to meet the agreed milestones. The AQIAF grant is being provided on standard AQIAF terms and conditions. In addition, various project specific grant preconditions must be met within 6 months including securing a site in Maryborough, entering into fit out contracts, securing Project funding for the first 3 years (including performance bank guarantees to the Queensland Government), an approved funding plan for the balance of the Project, continued TGA approval for the PeriCoach product, an approved workforce development plan and approved marketing, distribution and sales arrangements. Analytica is working constructively towards satisfaction of these preconditions but there is no guarantee or assurance that these preconditions will be satisfied either at all or on terms and conditions satisfactory to the Queensland Government or Analytica or that the grant funding will be made available. Further information regarding the Project and its scope and funding will be made available when there is a reasonable basis to do so. Investors and shareholders should await receipt of that information to assess the operational and financial implications of the Project.

Analytica has appointed USA consultants experienced in the public health space to advise on regulatory obligations for sale through clinicians and market opportunities in public health for post-partum as well as aged care. The USA health system is complex with a mix of public and private providers, state and federal regulation with differing funding models. Reimbursement of costs to consumers for devices and clinicians is relevant with approximately 50% of reimbursement funding being provided by private funds and the balance from State and Federal Governments with regulatory having overlapping and multiple jurisdictions.

The Company at the 30<sup>th</sup> September 2021 had cash of \$1.323 million.

Halonna Pty Ltd has agreed to continue to provide a loan facility up to \$400,000 on the same terms with extension date to 30<sup>th</sup> June 2022. Halonna Pty Ltd, an entity associated with the Chairman, Dr Michael Monsour has agreed to extend a loan facility up to \$400,000. Interest is payable at a commercial unsecured overdraft rate, presently 8.51%, quarterly in arrears. The Facility is to be repaid in full on the earliest of 30 June 2022, completion of an equity raising of more than \$250,000 and 14 days after a change of control event<sup>1</sup> occurs in relation to the Company, which has occurred.



Aggregate payments to related parties and their associates amounted to \$83k.

Authorised for release by the Board.

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)

### 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 for urinary incontinence in Australia and has CE mark and USFDA 510(k) clearance.

PeriCoach also has clearance in Australia, and CE Marking in Europe for the treatment of pelvic organ prolapse, a condition that affects up to 1 in 5 women during their lifetime.



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<sup>1</sup> A change of control occurs if (a) any person, whether alone together with the person's associates (other than the Halonna and its associates), acquires a relevant interest in 20% or more of the issued share capital of Analytica or (b) a person (either alone or with that person's associates) who was unable to control the composition of Analytica's Board as at the date of this document, acquires that ability.

## Appendix 4C

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

**Name of entity**

ANALYTICA LTD

**ABN**

12 006 464 866

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

Sept 2021

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	1	1
1.2 Payments for		
(a) research and development	(107)	(107)
(b) product manufacturing and operating costs	(20)	(20)
(c) advertising and marketing	(66)	(66)
(d) leased assets		
(e) staff costs	(188)	(188)
(f) administration and corporate costs	(139)	(139)
1.3 Dividends received (see note 3)		
1.4 Interest received		
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)	1	1
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(518)</b>	<b>(518)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities		
(b) businesses		
(c) property, plant and equipment		
(d) investments		
(e) intellectual property		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
	(f) other non-current assets		
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		
	(e) intellectual property		
	(f) 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>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings		
3.6	Repayment of borrowings		
3.7	Transaction costs related to loans and borrowings	(50)	(50)
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	<b>Net cash from / (used in) financing activities</b>	<b>(50)</b>	<b>(50)</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 period	1,891	1,891
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(518)	(518)
4.3	Net cash from / (used in) investing activities (item 2.6 above)		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(50)	(50)
4.5	Effect of movement in exchange rates on cash held		
4.6	<b>Cash and cash equivalents at end of period</b>	<b>1,323</b>	<b>1323</b>

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	1,323	1,323
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>1,323</b>	<b>1,323</b>

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	83
6.2	Aggregate amount of payments to related parties and their associates included in item 2	
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

<b>7.</b>	<b>Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities	400	
7.2	Credit standby arrangements		
7.3	Other (please specify)		
7.4	<b>Total financing facilities</b>	400	
7.5	<b>Unused financing facilities available at quarter end</b>		400
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
	An unsecured revolving working capital facility for up to \$400k from Halonna Pty Ltd, an entity associated with the Chairman, Dr Michael Monsour ( <b>Facility</b> ). Interest is payable at a commercial unsecured overdraft rate, presently 8.51%, quarterly in arrears. The Facility must be repaid in full on the earliest of 30 June 2022, completion of an equity raising of more than \$250,000 and 14 days after a change of control event occurs in relation to the Company.		

<b>8.</b>	<b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1	Net cash from / (used in) operating activities (item 1.9)	(518)
8.2	Cash and cash equivalents at quarter end (item 4.6)	1,323
8.3	Unused finance facilities available at quarter end (item 7.5)	400
8.4	Total available funding (item 8.2 + item 8.3)	1,205
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	2.3
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer:	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer:	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	Answer:	
	<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

## 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.

Date: ...29/10/2021.....

Authorised by: .....Ross Mangelsdorf.....  
(Name of body or officer authorising release – see note 4)

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow 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 cash flow 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.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.