

## ASX ANNOUNCEMENT

### Analytica partners with leading commercialisation company SalesForce4Hire to drive US sales of PeriCoach®

**28 September 2015:** Brisbane, Australia - Analytica Ltd (ASX: ALT) manufacturer of the PeriCoach System, is pleased to announce its entry into a services agreement with SalesForce4Hire, LLC, to grow sales of PeriCoach in the US market.

SalesForce4Hire is a global leader in providing commercialisation solutions for the medical device, diagnostic and healthcare IT industries and specialises in product launches in the US domestic market.

Under the services agreement, SalesForce4Hire will be responsible for sales and marketing of PeriCoach in the US, allowing Analytica to focus on market awareness and adoption of the system. The agreement will help drive sales and revenue growth of PeriCoach while minimising Analytica's business and financial risk.

This follows Analytica achieving 510(k) clearance for PeriCoach in the US in March this year.

The US is the world's biggest device market and the company has seen very encouraging sales following this milestone. The partnership with SalesForce4Hire will assist Analytica towards commercially sustainable sales growth. Highlighting its partnership with Analytica, SalesForce4Hire will receive a portion of its compensation in performance-based Analytica share options.

Analytica CEO, Geoff Daly said, 'This partnership is an exciting step forward for the Company and will help drive sales and awareness of PeriCoach in the US. With a solid sales team behind us, Analytica will have the capacity to focus on driving market awareness and adoption of the PeriCoach System."

SalesForce4Hire President, Kevin Schimelfenig added: "Entering into this agreement with Analytica offers an exceptional opportunity to drive sales of its leading product PeriCoach into the women's health category in the US market. We are thrilled to partner with them on this unique endeavour."

Analytica's PeriCoach System treats 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.



For more information please contact:

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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)

For more information about SalesForce4Hire, visit [www.SalesForce4Hire.com](http://www.SalesForce4Hire.com)

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#### About SalesForce4Hire

SalesForce4Hire is a leader in providing commercialization solutions for the medical device, diagnostic and healthcare IT industries, specializing in product launches in the U.S. Some of its clients include Becton Dickinson, Alcatel-Lucent, Kimberly-Clark/Halyard Health and Gojo.

SalesForce4Hire works with Fortune 100 companies who have developed disruptive technology through either research and development or merger and acquisition. SalesForce4Hire quickly creates strategic, scalable and transferrable sales and marketing models designed to optimize launch speed, accelerate revenue and project value while minimizing business and financial risk.

SalesForce4Hire is headquartered in Raleigh, NC and is a wholly-owned subsidiary of McGeever®, LLC.

#### 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 PeriCloud 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.

PeriCoach has regulatory clearance in Australia, and has CE mark clearance. The product has USFDA 510(k) clearance. The product has been on sale in Australia and New Zealand since January, and recently launched in the UK and Ireland, and in the USA. The US market for incontinence pads is \$5 billion pa. It is projected that by 2030, 5.6 million women in Australia will suffer urinary incontinence.



*Rule 2.7, 3.10.3, 3.10.4, 3.10.5*

## **Appendix 3B**

### **New issue announcement, application for quotation of additional securities and agreement**

*Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public.*

Introduced 01/07/96 Origin: Appendix 5 Amended 01/07/98, 01/09/99, 01/07/00, 30/09/01, 11/03/02, 01/01/03, 24/10/05, 01/08/12, 04/03/13

Name of entity

Analytica Limited

ABN

12 006 464 866

We (the entity) give ASX the following information.

### **Part 1 - All issues**

*You must complete the relevant sections (attach sheets if there is not enough space).*

1	+Class of +securities issued or to be issued	Unlisted Options
2	Number of +securities issued or to be issued (if known) or maximum number which may be issued	52,083,334 Unlisted Options granted in the following tranches: Tranche 1: 10,416,667 Tranche 2: 20,833,333 Tranche 3: 20,833,333
3	Principal terms of the +securities (e.g. if options, exercise price and expiry date; if partly paid +securities, the amount outstanding and due dates for payment; if +convertible securities, the conversion price and dates for conversion)	Each Unlisted Option is to subscribe for one ordinary share in the company at an issue price of 1.9 cents with an expiry date of 28 February 2020. Each tranche is only exercisable if certain performance hurdles are met.

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+ See chapter 19 for defined terms.

## Appendix 3B

### New issue announcement

4 Do the +securities rank equally in all respects from the +issue date with an existing +class of quoted +securities?  If the additional +securities do not rank equally, please state: <ul style="list-style-type: none"><li>• the date from which they do</li><li>• the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment</li><li>• the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment</li></ul>	The shares that will be issued on the exercise of the Unlisted Options will rank equally with other fully paid ordinary shares.
5 Issue price or consideration	Non cash consideration – Unlisted Options were issued for sales and marketing services.
6 Purpose of the issue (If issued as consideration for the acquisition of assets, clearly identify those assets)	Consideration for sales and marketing services.
6a Is the entity an +eligible entity that has obtained security holder approval under rule 7.1A?  If Yes, complete sections 6b – 6h <i>in relation to the +securities the subject of this Appendix 3B</i> , and comply with section 6i	Yes
6b The date the security holder resolution under rule 7.1A was passed	27 November 2014
6c Number of +securities issued without security holder approval under rule 7.1	52,083,334 Unlisted Options

+ See chapter 19 for defined terms.

6d	Number of <sup>+</sup> securities issued with security holder approval under rule 7.1A	Nil
6e	Number of <sup>+</sup> securities issued with security holder approval under rule 7.3, or another specific security holder approval (specify date of meeting)	Nil
6f	Number of <sup>+</sup> securities issued under an exception in rule 7.2	Nil
6g	If <sup>+</sup> securities issued under rule 7.1A, was issue price at least 75% of 15 day VWAP as calculated under rule 7.1A.3? Include the <sup>+</sup> issue date and both values. Include the source of the VWAP calculation.	N/A
6h	If <sup>+</sup> securities were issued under rule 7.1A for non-cash consideration, state date on which valuation of consideration was released to ASX Market Announcements	N/A
6i	Calculate the entity's remaining issue capacity under rule 7.1 and rule 7.1A – complete Annexure 1 and release to ASX Market Announcements	125,623,912- LR7.1 128,735,325- LR7.1A
7	<sup>+</sup> Issue dates  Note: The issue date may be prescribed by ASX (refer to the definition of issue date in rule 19.12). For example, the issue date for a pro rata entitlement issue must comply with the applicable timetable in Appendix 7A.  Cross reference: item 33 of Appendix 3B.	28 September 2015

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<sup>+</sup> See chapter 19 for defined terms.

**Appendix 3B**  
**New issue announcement**

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	Number	+Class
8 Number and +class of all +securities quoted on ASX ( <i>including</i> the +securities in section 2 if applicable)	1,297,337,583	Ordinary shares
	119,372,193	Short Dated Options - exercisable at 1.1c and expiring on 29 February 2016
	119,372,193	Long Dated Options - exercisable at 1.4c and expiring on 28 February 2018
9 Number and +class of all +securities not quoted on ASX ( <i>including</i> the +securities in section 2 if applicable)	44,500,000	Unlisted Options - exercise price 3.22 cents per option expiring 29 October 2018
	5,000,000	Unlisted Options - exercise price 4.39 cents per option expiring 12 February 2019.
	6,350,000	Unlisted Options - exercise price 7.33 cents per option expiring 22 May 2019.
	52,083,334	Unlisted Options - exercise price 1.9 cents per option expiring 28 February 2020.
10 Dividend policy (in the case of a trust, distribution policy) on the increased capital (interests)	Unchanged.	

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+ See chapter 19 for defined terms.

## **Part 2 - Pro rata issue**

- 11 Is security holder approval required?
- 12 Is the issue renounceable or non-renounceable?
- 13 Ratio in which the <sup>1</sup>securities will be offered
- 14 <sup>1</sup>Class of <sup>1</sup>securities to which the offer relates
- 15 <sup>1</sup>Record date to determine entitlements
- 16 Will holdings on different registers (or subregisters) be aggregated for calculating entitlements?
- 17 Policy for deciding entitlements in relation to fractions
- 18 Names of countries in which the entity has security holders who will not be sent new offer documents  
Note: Security holders must be told how their entitlements are to be dealt with.  
Cross reference: rule 7.7.
- 19 Closing date for receipt of acceptances or renunciations

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<sup>1</sup> See chapter 19 for defined terms.

**Appendix 3B**  
**New issue announcement**

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20	Names of any underwriters	<input type="text"/>
21	Amount of any underwriting fee or commission	<input type="text"/>
22	Names of any brokers to the issue	<input type="text"/>
23	Fee or commission payable to the broker to the issue	<input type="text"/>
24	Amount of any handling fee payable to brokers who lodge acceptances or renunciations on behalf of security holders	<input type="text"/>
25	If the issue is contingent on security holders' approval, the date of the meeting	<input type="text"/>
26	Date entitlement and acceptance form and offer documents will be sent to persons entitled	<input type="text"/>
27	If the entity has issued options, and the terms entitle option holders to participate on exercise, the date on which notices will be sent to option holders	<input type="text"/>
28	Date rights trading will begin (if applicable)	<input type="text"/>
29	Date rights trading will end (if applicable)	<input type="text"/>
30	How do security holders sell their entitlements <i>in full</i> through a broker?	<input type="text"/>
31	How do security holders sell <i>part</i> of their entitlements through a broker and accept for the balance?	<input type="text"/>

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+ See chapter 19 for defined terms.

32 How do security holders dispose of their entitlements (except by sale through a broker)?

33 <sup>+</sup>Issue date

## **Part 3 - Quotation of securities**

*You need only complete this section if you are applying for quotation of securities*

34 Type of <sup>+</sup>securities  
(*tick one*)

(a)  <sup>+</sup>Securities described in Part 1

(b)  All other <sup>+</sup>securities

Example: restricted securities at the end of the escrowed period, partly paid securities that become fully paid, employee incentive share securities when restriction ends, securities issued on expiry or conversion of convertible securities

### **Entities that have ticked box 34(a)**

### **Additional securities forming a new class of securities**

*Tick to indicate you are providing the information or documents*

35  If the <sup>+</sup>securities are <sup>+</sup>equity securities, the names of the 20 largest holders of the additional <sup>+</sup>securities, and the number and percentage of additional <sup>+</sup>securities held by those holders

36  If the <sup>+</sup>securities are <sup>+</sup>equity securities, a distribution schedule of the additional <sup>+</sup>securities setting out the number of holders in the categories  
1 - 1,000  
1,001 - 5,000  
5,001 - 10,000  
10,001 - 100,000  
100,001 and over

37  A copy of any trust deed for the additional <sup>+</sup>securities

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<sup>+</sup> See chapter 19 for defined terms.

**Appendix 3B**  
**New issue announcement**

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**Entities that have ticked box 34(b)**

38 Number of <sup>+</sup>securities for which  
<sup>+</sup>quotation is sought

39 <sup>+</sup>Class of <sup>+</sup>securities for which  
quotation is sought

40 Do the <sup>+</sup>securities rank equally in  
all respects from the <sup>+</sup>issue date  
with an existing <sup>+</sup>class of quoted  
<sup>+</sup>securities?

If the additional <sup>+</sup>securities do not  
rank equally, please state:

- the date from which they do
- the extent to which they  
participate for the next  
dividend, (in the case of a trust,  
distribution) or interest  
payment
- the extent to which they do not  
rank equally, other than in  
relation to the next dividend,  
distribution or interest  
payment

41 Reason for request for quotation  
now

Example: In the case of restricted securities, end  
of restriction period

(if issued upon conversion of  
another <sup>+</sup>security, clearly identify  
that other <sup>+</sup>security)

42 Number and <sup>+</sup>class of all  
<sup>+</sup>securities quoted on ASX  
(*including* the <sup>+</sup>securities in clause  
38)

Number	<sup>+</sup> Class

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<sup>+</sup> See chapter 19 for defined terms.

### **Quotation agreement**

- 1      <sup>+Quotation of our additional</sup> securities is in ASX's absolute discretion. ASX may quote the <sup>+securities</sup> on any conditions it decides.
- 2      We warrant the following to ASX.
  - The issue of the <sup>+securities</sup> to be quoted complies with the law and is not for an illegal purpose.
  - There is no reason why those <sup>+securities</sup> should not be granted <sup>+quotation</sup>.
  - An offer of the <sup>+securities</sup> for sale within 12 months after their issue will not require disclosure under section 707(3) or section 1012C(6) of the Corporations Act.
- Note: An entity may need to obtain appropriate warranties from subscribers for the securities in order to be able to give this warranty
- Section 724 or section 1016E of the Corporations Act does not apply to any applications received by us in relation to any <sup>+securities</sup> to be quoted and that no-one has any right to return any <sup>+securities</sup> to be quoted under sections 737, 738 or 1016F of the Corporations Act at the time that we request that the <sup>+securities</sup> be quoted.
- If we are a trust, we warrant that no person has the right to return the <sup>+securities</sup> to be quoted under section 1019B of the Corporations Act at the time that we request that the <sup>+securities</sup> be quoted.
- 3      We will indemnify ASX to the fullest extent permitted by law in respect of any claim, action or expense arising from or connected with any breach of the warranties in this agreement.
- 4      We give ASX the information and documents required by this form. If any information or document is not available now, we will give it to ASX before <sup>+quotation</sup> of the <sup>+securities</sup> begins. We acknowledge that ASX is relying on the information and documents. We warrant that they are (will be) true and complete.

Sign here: ..... Date: 28 September 2015  
Chairman  
Dr Michael Monsour

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<sup>+</sup> See chapter 19 for defined terms.

## **Appendix 3B – Annexure 1**

### **Calculation of placement capacity under rule 7.1 and rule 7.1A for eligible entities**

Introduced 01/08/12 Amended 04/03/13

#### **Part 1**

<b>Rule 7.1 – Issues exceeding 15% of capital</b>	
<b>Step 1: Calculate “A”, the base figure from which the placement capacity is calculated</b>	
<b>Insert</b> number of fully paid +ordinary securities on issue 12 months before the +issue date or date of agreement to issue	815,361,809
<b>Add</b> the following: <ul style="list-style-type: none"><li>• Number of fully paid +ordinary securities issued in that 12 month period under an exception in rule 7.2</li><li>• Number of fully paid +ordinary securities issued in that 12 month period with shareholder approval</li><li>• Number of partly paid +ordinary securities that became fully paid in that 12 month period</li></ul> <p><b>Note:</b></p> <ul style="list-style-type: none"><li>• <i>Include only ordinary securities here – other classes of equity securities cannot be added</i></li><li>• <i>Include here (if applicable) the securities the subject of the Appendix 3B to which this form is annexed</i></li><li>• <i>It may be useful to set out issues of securities on different dates as separate line items</i></li></ul>	443,658,108  28,333,334
<b>Subtract</b> the number of fully paid +ordinary securities cancelled during that 12 month period	Nil
<b>“A”</b>	1,287,353,251

+ See chapter 19 for defined terms.

<b>Step 2: Calculate 15% of “A”</b>	
“B”	0.15 <i>[Note: this value cannot be changed]</i>
<b>Multiply “A” by 0.15</b>	193,102,988
<b>Step 3: Calculate “C”, the amount of placement capacity under rule 7.1 that has already been used</b>	
<b>Insert</b> number of <sup>+</sup> equity securities issued or agreed to be issued in that 12 month period <i>not counting</i> those issued: <ul style="list-style-type: none"> <li>• Under an exception in rule 7.2</li> <li>• Under rule 7.1A</li> <li>• With security holder approval under rule 7.1 or rule 7.4</li> </ul> <b>Note:</b> <ul style="list-style-type: none"> <li>• <i>This applies to equity securities, unless specifically excluded – not just ordinary securities</i></li> <li>• <i>Include here (if applicable) the securities the subject of the Appendix 3B to which this form is annexed</i></li> <li>• <i>It may be useful to set out issues of securities on different dates as separate line items</i></li> </ul>	67,479,076
“C”	67,479,076
<b>Step 4: Subtract “C” from [“A” x “B”] to calculate remaining placement capacity under rule 7.1</b>	
“A” x 0.15 <i>Note: number must be same as shown in Step 2</i>	193,102,987
<b>Subtract “C”</b> <i>Note: number must be same as shown in Step 3</i>	67,479,076
<b>Total</b> [“A” x 0.15] – “C”	125,623,912 <i>[Note: this is the remaining placement capacity under rule 7.1]</i>

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+ See chapter 19 for defined terms.

## Part 2

<b>Rule 7.1A – Additional placement capacity for eligible entities</b>	
<b>Step 1: Calculate “A”, the base figure from which the placement capacity is calculated</b>	
“A”  <i>Note: number must be same as shown in Step 1 of Part 1</i>	1,287,353,251
<b>Step 2: Calculate 10% of “A”</b>	
“D”	0.10  <i>Note: this value cannot be changed</i>
<b>Multiply “A” by 0.10</b>	
<b>Step 3: Calculate “E”, the amount of placement capacity under rule 7.1A that has already been used</b>	
<b>Insert</b> number of +equity securities issued or agreed to be issued in that 12 month period under rule 7.1A  Notes: <ul style="list-style-type: none"><li>• This applies to equity securities – not just ordinary securities</li><li>• Include here – if applicable – the securities the subject of the Appendix 3B to which this form is annexed</li><li>• Do not include equity securities issued under rule 7.1 (they must be dealt with in Part 1), or for which specific security holder approval has been obtained</li><li>• It may be useful to set out issues of securities on different dates as separate line items</li></ul>	Nil
“E”	Nil

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+ See chapter 19 for defined terms.

<b>Step 4: Subtract “E” from [“A” x “D”] to calculate remaining placement capacity under rule 7.1A</b>	
“A” x 0.10 <i>Note: number must be same as shown in Step 2</i>	128,735,325
<b>Subtract “E”</b> <i>Note: number must be same as shown in Step 3</i>	Nil
<b>Total</b> [“A” x 0.10] – “E”	128,735,325 <i>Note: this is the remaining placement capacity under rule 7.1A</i>

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+ See chapter 19 for defined terms.