

Annual General Meeting

25 October 2017



Cogstate

Board of Directors

		Audit, Risk & Compliance Committee	Remuneration & Nomination Committee	
Martyn Myer	Non-Exec Chairman	Yes	Chair	Founding Director and substantial shareholder
Brad O'Connor	Chief Executive Officer	N/A	N/A	CEO since December 2005
David Dolby	Non-Exec Director	No	Yes	Substantial shareholder and significant supporter of Alzheimer's disease research and technology
Rich Van Den Broek	Independent Non-Exec Director	No	Yes	US fund manager with investment emphasis on small and mid-cap biotech public companies
Dr. Richard Mohs	Independent Non-Exec Director	Yes	Yes	Experienced scientist with extensive academic and industry (big-pharma) experience
Jane McAloon	Independent Non-Exec Director	Chair	Yes	Experienced executive with extensive corporate and governance experience
David Simpson	Independent Non-Exec Director	Yes	Yes	Experienced executive, business consultant and executive coach

Non-Exec Director Appointments

Providing Enhanced Commercial and Governance Oversight

Richard Mohs

Independent non-executive director

Appointed January 2017 (US based)



- Retired from Eli Lilly in 2015, where he held several leadership positions including VP for Neuroscience Early Clinical Development and Leader of the Global Alzheimer's Drug Development team
- 23 years with the Mount Sinai School of Medicine in NY where he was Professor in the department of Psychiatry and Associate Chief of Staff for Research at the Bronx Veterans Affairs Medical centre.
- Ph.D. in psychology from Stanford University
- Co-author of 350 scientific papers, including those describing clinical trials that lead to the approval of cholinergic treatments for Alzheimer's disease
- Currently Chief Scientific Officer for the Global Alzheimer's Platform (GAP)

Jane McAloon

Independent non-executive director

Appointed January 2017 (Aust based)



- Until 2015, part of the Group Management Committee of BHP Billiton as President, Governance and Group Company Secretary from 2013
- Prior to joining BHP in 2006, was part of the executive team at AGL as Group Manager External and Regulatory Services and Group Company Secretary
- Bachelor of Economics (Hons) & Bachelor of Laws from Monash University and Graduate Diploma in Applied Corporate Governance.
- Currently a non-executive director of Healthscope Ltd and Energy Australia Pty Ltd.
- Fellow of the Australian Institute of Company Directors

Thank You – David Simpson

Retiring from the Board of Cogstate at the conclusion of this meeting

David Simpson

Independent non-executive director

Appointed 24 August 2004



- Appointed six months after Cogstate's IPO, David has been an independent non-executive director for most of Cogstate's public life
- Member of both the Audit, Risk and Compliance Committee as well as the Remuneration and Nomination Committee
- Previously, David's executive experience was predominantly gained in multinational advertising industry, holding a series of leadership roles for Omnicom & WPP in North America, Asia, South Africa and Australia
- Currently Chairman of Cool Australia (an environmental charity) and also works as a business consultant and executive coach
- Throughout his tenure, David has used his business acumen and experience to strengthen the Board and has provided invaluable advice to the management team on a regular basis



Enhanced Leadership & Expertise

Senior Executive Appointments

To Further Accelerate Revenue Growth in Clinical Trials and Healthcare

George Hunnewell

COO & President of Clinical Trials

Appointed November 2016 (US based)



- **25 years experience** growing healthcare technology businesses
- **Global general management expertise** including sales, marketing, operations, finance, and M&A
- Previously the Corporate Vice President, Clinical Research Services for **Parexel International, one of the largest CROs in the world**

2nd in command to CEO, full P&L responsibility

"I'm thrilled to have joined Cogstate because of its superb technology, loyal customers and a huge market potential."

Frank Cheng

President of Healthcare

Appointed November 2016 (US based)



- More than **23 years experience** in the global medical device technology and diagnostic industries
- **Extensive experience** in respect to bringing new medical technologies to market by leading product development, regulatory clearance, market access, commercialisation and strategic partnership
- Previously the Senior Vice President, Worldwide Marketing & Business Development at **Stereotaxis Inc, publicly-traded robotic heart surgery company**

Full P&L responsibility of the Healthcare segment

"I find Cogstate's untapped opportunities in healthcare very exciting and hard to resist from personal standpoint"



“

We believe that **brain health is profoundly important** to quality of life and should be easier to measure.

That's why we so passionately apply our expertise, access to data and flexible technology to **simplify the measurement of cognition.**”

Leaders In Cognitive Measurement

Digital brain health assessments and novel technology enhancements for traditional cognitive measures, all driven by science and operational expertise

Our proven technology allow clients to measure cognition with greater fidelity

- World class scientific leadership
- Market leading digital brain health assessments
- Proprietary and commercially available technology solutions, combined with novel eLearning approach, to improve traditional (analogue) cognitive assessment in trials
- Recently launched medical device (510K cleared in the U.S.)

We are commercialising our technology in two large and growing markets



Clinical Trials

Full-service outsourced solution for optimising measurement of cognition in clinical trials for more than 70 indications



Clinical Practice

Tools to detect cognitive change and impairment in patients for use in hospital, physician or domestic settings

Validated Through Use in Over 1,500 Studies Across Academic and Clinical Research



>50
Countries



>90
Languages
& Dialects



>70
Indications



>400
Peer Reviewed
Publications

Cognition disorders **Alzheimer's disease** Heart failure
Major depressive disorder Multiple sclerosis (MS) Hepatitis C
Parkinson's disease Diabetic peripheral neuropathy **Mild cognitive impairment**
Insomnia **Schizophrenia** Overactive bladder Stroke
Obsessive compulsive disorder Alcohol Toxicity **Familial Hypercholesterolemia**
Attention deficit hyperactivity disorder **Epilepsy** Prostate cancer Lung carcinoma
Bipolar disorder **Glioblastoma** Tourette's syndrome **Paediatric Hyponatremia**
Autism spectrum disorders **Healthy Population** Anemia **HIV**
Pain Fragile X **Cardiovascular Risk** NSCLC **Down syndrome** Depression



FY17 Financial Highlights

A Solid Year with Growth Across Most Core Metrics

Sales contracts executed


+4%

US\$29.6m

Contract delays in second half pushed awards into FY18

Contracted future revenues


+10%

A\$37.5m (US\$28.7m)

Strong contracted revenue pipeline

Revenue


+28%

A\$35.0m (US\$26.5m)

An increase of A\$7.7m over FY16

EBITDA


-92%

A\$0.1m (US\$0.1m)

Contract delays and planned investment in strategic areas impacting profit

Operating cash flow


+2%

A\$2.6m

Over \$5m cash inflow from operations over FY16 and FY17

Cash balance


+24%

A\$9.3m

An increase of A\$1.8m during the year

Investments for Future Growth

Investments to facilitate continued future growth within the Clinical Trials segment as well as the launch into Clinical Practice in FY18.

	FY17 A\$	FY16 A\$
Healthcare	(\$1.23m)	(\$0.97m)

- *preparation for FDA submission and commercial launch of Cognigram
(commercial launch and first revenue in FY18: see slides 14-17 for further details)*

R&D	(\$0.75m)	(\$0.56m)
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- *validating data supports commercial efforts*

Product Development	(\$5.56m)	(\$4.11m)
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- *improved technology solutions in both Healthcare and Clinical Trials segments
(see slide 12 for further details on Clinical Trials technology solutions added during FY17)*

Operating Results

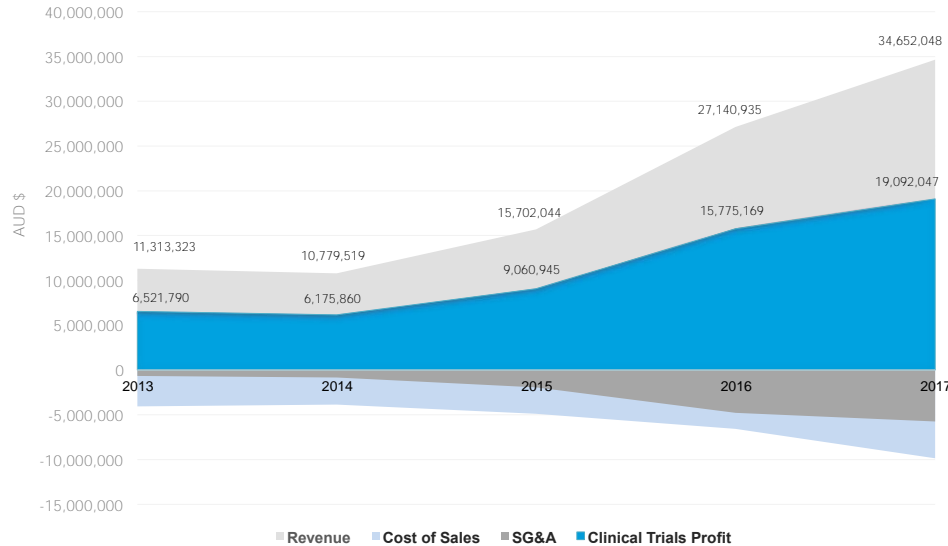
Brad O'Connor - CEO



A person is holding a tablet computer. The screen of the tablet displays a blue and white patterned playing card, specifically the back of a card. The person's hands are visible, holding the tablet from the sides. The background is a soft, out-of-focus grey. In the bottom left corner, there are decorative geometric shapes in shades of blue and magenta.

Expanded Commercial Opportunities In Clinical Trials

Commercial Success Metrics



- Revenue growth over the last 3 years driving significant growth in contribution from Clinical Trials
- Commercial business development team implemented in FY16 (SG&A costs), positively impacting sales
- Increase in operational resources (cost of sales) to ensure quality of delivery, while still maintaining margins

Building Pipeline For Future Growth

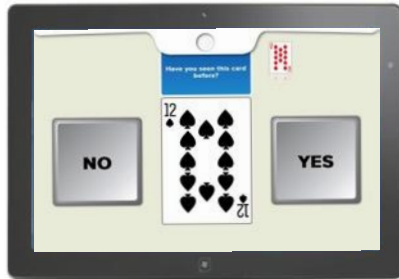
- Sales pipeline now exceeds US\$100m
- Preferred partner for Lilly AD program
 - Largest AD pipeline in the industry
- Established multiple strategic channel partnerships providing access to more programs
- Contracted revenue backlog of A\$37.5m with ~A\$19m expected to be recognised in FY18 (*additional FY18 revenue will be added via sales contracts executed during the year*)

Complete Solutions for More Reliable Results



Enhanced Solutions Delivered in FY17

Computerized Cognitive Assessment



Adapted our technology for more flexible, device-independent deployment models with features ideal for self assessment

Tablet-based eSource



Partnered with Clinical Ink to provide eSource solution to improve administration and assessment when using traditional (analogue) measures of cognition

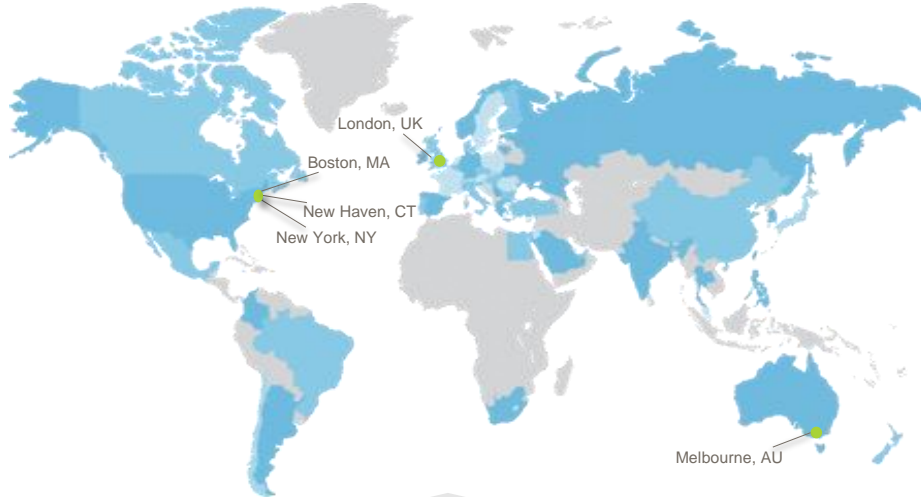
Rater Training & Monitoring



Created a novel eLearning solution that drives efficiencies in the training, central monitoring and remediation of those administering traditional measures of cognition

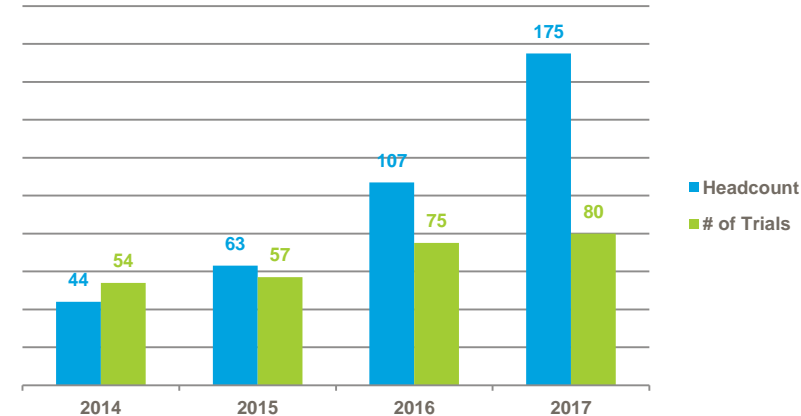
Global Footprint and Managed Growth

Global Footprint



- ~275 team
 - 175 full-time employees across 5 offices
 - Global network of consulting neuropsychologists (LEADS) provide local rater support to >30 countries

Total Headcount & Active Trials



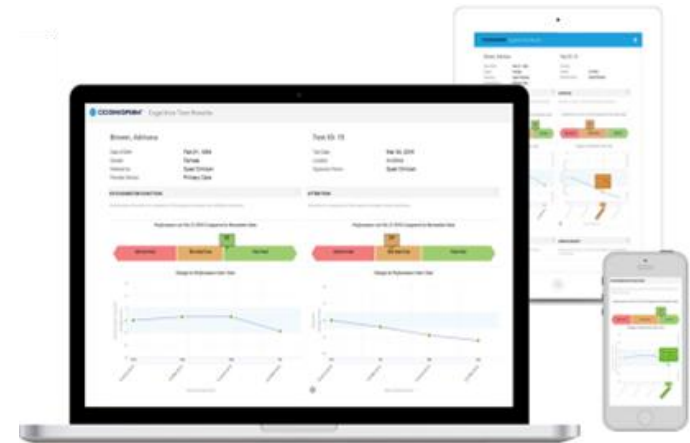
- Managed growth, hiring ahead of demand
- 40% increase from 2016 to 2017 in Clinical Trials Operations & Scientific staff (primarily in Rater Services & Project Management)
- ~80% of new clinical trials contracts are signed with repeat clients

FDA Clearance for U.S. Healthcare Market



What Is Cognigram?

- 10-15 minute test for clinical care setting
- Can be taken at home or in hospital/clinic
- Assessment results instantly available to healthcare professionals
- Class II medical device, reviewed and cleared by FDA
- HIPAA compliant



Sensitivity



Ease of use



Culturally
neutral



Impairment
& change



Wide adoption in
drug clinical trials

Most Promising Clinical Applications

Application

Detect cognitive decline that could be signs of Alzheimer's or Mild Cognitive Impairment



Benefits

- early detection for disease management and clinical trial referral

Monitor Drug Side Effect



- evaluate cognitive state during/after drug therapy

Assess Geriatric Surgery Risks



- reduce risks for POCD (*post operative cognitive dysfunction*)
- lower hospital re-admissions and length-of-stay

Evaluate Concussion



- confirm concussion
- assess return-to-play readiness

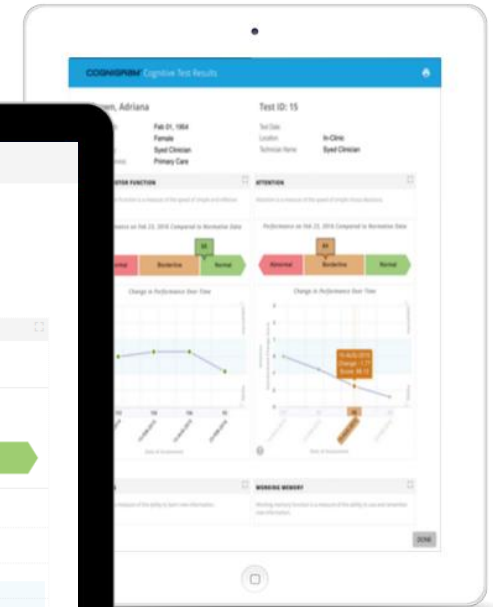
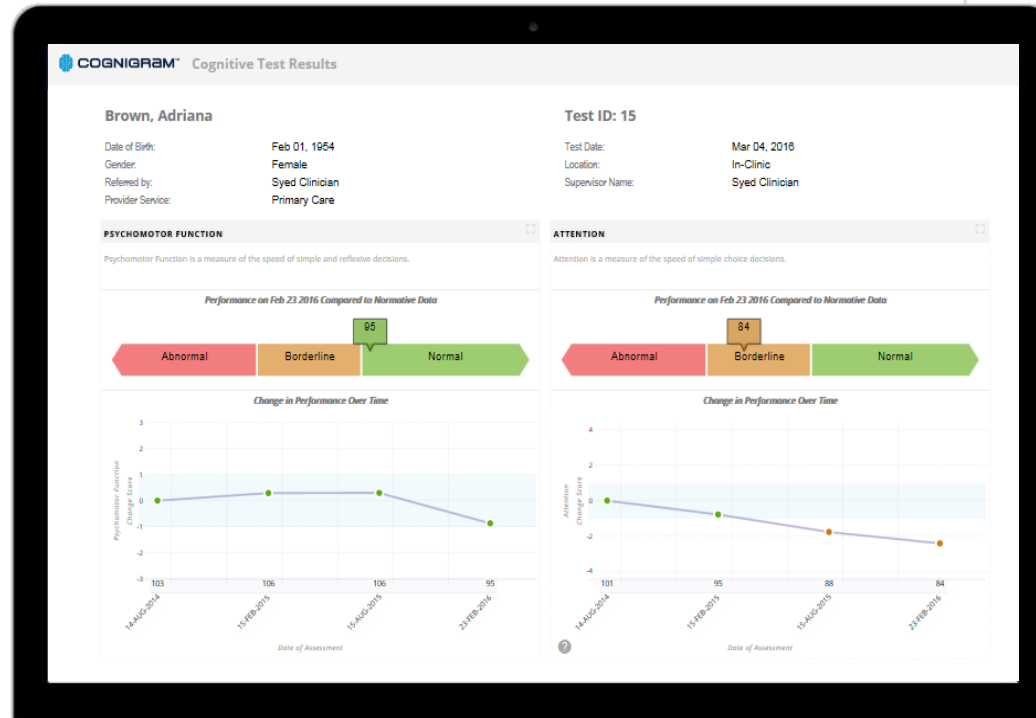
Cognigram Report for Healthcare Professionals

Patient & assessment order Information

Interactive results and data visualisations

Real-time baseline configuration and change score analysis

Composite scores (shown) and detailed outcome measures



FY18 Goals and Objectives

Continued Investment to Position for the Longer-term Opportunity

- Increase in Clinical Trial sales, driven by more than 100% growth in sales pipeline
- Increased contribution from the Clinical Trials segment
- Launch and roll-out of Cognigram
- Investment in Healthcare; we expect an investment of approximately US\$2.5m in commercialisation activities associated with the launch of Cognigram in FY18
- Continued investment in new tech solutions; we expect to invest approx US\$5.2m in FY18

Note: Cogstate will transition to US\$ functional and reporting currency in FY18

FY18 Q1 Results

Solid start to the year, providing confidence for strong H1 results

- \$7.5m Clinical Trial sales contracts signed (*book-to-bill = 1.0*)
 - Strongest quarter result since Q1 FY16
 - Includes \$0.8m “start-up agreement” that allows Cogstate to begin work, but an additional \$4.2m “final contract” for that same study will be executed in coming days, which provides confidence for strong Q2 result
- Quarterly revenue \$7.6m
 - In line with Dec 2016 and March 2017 quarters, but much stronger than the June 2017 quarter
 - Costs controlled and gross margin % maintained through the quarter
- Cash outflow for the quarter was expected and mostly reflected movement in trade receivables
 - \$2.6m cash outflow
 - \$2.3m increase in amounts receivable from customers
 - Net change in combined cash and receivables only \$0.3m
- FDA clearance followed by first Cognigram sale – University of Notre Dame

Note: Cogstate will transition to US\$ functional and reporting currency in FY18. All figures are shown in US\$



Cogstate



Appendix: background information

Additional investor presentations available at :
cogstate.com/investors/investor-presentations/

FY17 Summary of Financial Performance

Financial Performance	FY17 (AUD)	FY16 (AUD)
Clinical Trials		
Revenue	34,652,048	27,140,935
Cost of sales	(11,431,759)	(7,911,432)
Gross Margin	23,220,289	19,229,503
Selling, General & Admin costs	(4,186,511)	(3,441,848)
Pass-through costs, net of recovery	58,269	(12,487)
Clinical Trials contribution	19,092,047	15,775,168
Healthcare (incl. Sport)		
Revenue	272,850	90,814
Cost of sales	(1,117,942)	(528,232)
Other operating expenditure	(387,456)	(529,990)
Healthcare contribution	(1,232,548)	(967,408)
R&D (incl. academic research studies, normative data studies and new technology validation)		
Revenue	16,674	20,306
Cost of sales	(90,653)	(52,914)
Other operating expenditure - Salaries & Wages	(679,933)	(527,442)
R&D contribution	(753,912)	(560,050)
Product Development & Quality Assurance	(5,563,221)	(4,109,216)
IT Infrastructure	(1,398,006)	(1,096,139)
Share based payments	(959,213)	(175,860)
Office & Facilities	(1,078,446)	(686,774)
Other operating expenditure *	(8,619,475)	(7,557,493)
Other income, incl. R&D tax rebate	44,006	565,169
Interest Income	74,463	79,787
Net foreign exchange losses	(422,311)	(228,404)
Other Expenditure (Net)	(17,922,203)	(13,208,930)
Net (Loss)/Profit before tax	(816,616)	1,038,780

*Other operating expenditure, includes employment expenses of A\$4.9m (FY16 A\$4.6m) inclusive of Board, CEO, COO, Finance team, Legal team, administrative and temporary staff. Those employment expenses are expected to remain consistent from FY17 to FY18.

Additional items included within "Other Operating Expenditure" includes depreciation, professional fees, travel, marketing, insurance and ASX/Registry costs.