



Bell Potter Healthcare Conference

Wednesday 8 November 2022

BRAIN HEALTH FOR ALL



**We are on a mission to democratize
brain health assessment across
clinical research and clinical care...**

combining proven science with
disruptive digital innovation to make
the measurement of cognition as
simple, standardized, actionable and
common as the measurement of blood
pressure.



Company Snapshot

Cogstate is a leading neuroscience technology company optimising brain health assessments to advance the development of new medicines and to enable earlier insights in healthcare.

After more than 20 years spent developing and scientifically validating our technologies, Cogstate is a leading provider of digital brain health assessments:

- Selected to support world's top 10 pharma*
- More than 2,000 academic and clinical research trials
- More than 2 million tests administered

Cogstate tests are highly automated, easy to use, sensitive to change and accepted by global regulators.

Cogstate is growing rapidly, has long dated contracted revenue, is earnings and cashflow positive, and has a strong net cash balance.

*Ranked by revenue, as at Dec 2021



Cogstate was founded in Melbourne, Australia, where approx. 22% of our workforce is based. We have a small presence in each of the UK and Japan, but most of our staff (74%) are based in the USA.



~ 387 team members, comprised of 203 employees + global network of consulting neuropsychologists



Our largest customer base is pharma / biotech companies developing new drugs or other treatments. Global clinical trials is a \$40B+ industry that seeks tools for better go/no-go decisions that can speed new therapies to market.



In the next decade, better solutions for screening, diagnosing, and treating brain disorders will be imperative. Cogstate is a leader in this field and is uniquely positioned to support this need for clinical evaluation and self-assessment at scale.



Revenue and EBIT Margins 30 June Financial Year



Operating Leverage

Growth in Clinical Trials sales contracts has resulted in increased revenue.

At the same time, Healthcare revenue has increased following the execution of the global agreement with Eisai.

Margin expansion reflected features of the Clinical Trials business, such as:

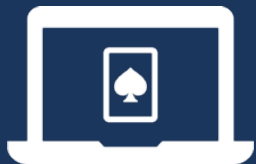
- Higher software license revenue mix in total revenue;
- Existing staffing capacity; and
- Focus on efficiency.

Our financial model provides for EBIT margins in the range of 20-24%. The margin in any given period will vary according (i) the revenue mix, and (ii) investment decisions that may impact shorter term results.

In general, as revenue increases, margins should increase.

Longer term margin expansion will be possible when Healthcare revenue exceeds contracted minimums.

Cogstate Digital Assessments

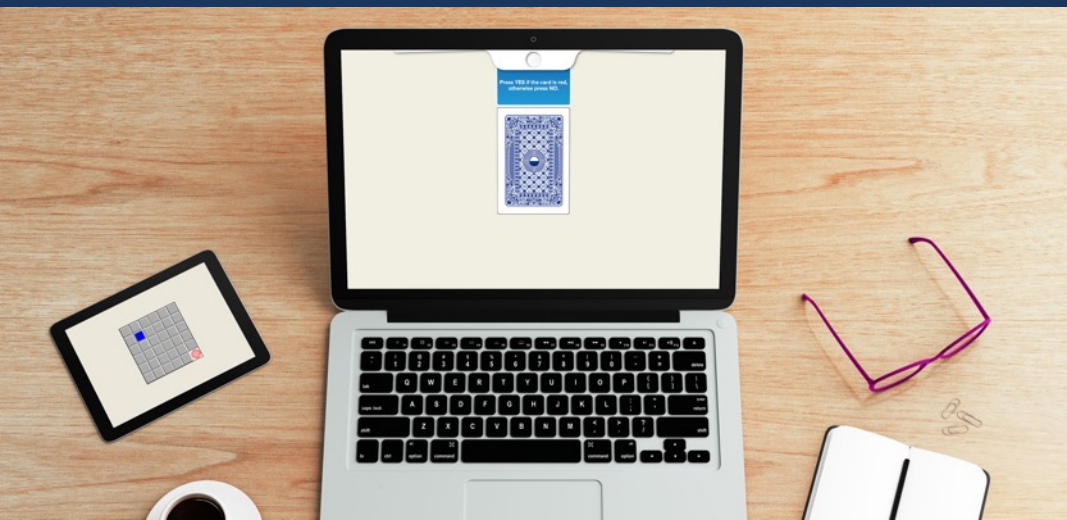


Computerized Cognitive Assessments

Traditional measures can be long, biased, and error prone, making it difficult to successfully conduct CNS trials.

Cogstate's proprietary computerized tests cover many domains of interest to drug developers and deliver heightened sensitivity:

- Standardized administration with automated scoring
- Brief assessment with high usability
- Tests designed to minimize the impact of practice, language or culture
- Strong scientific validation as demonstrated through hundreds of peer-reviewed studies



Published data
sets in hundreds
of journals
spanning 65+
indications

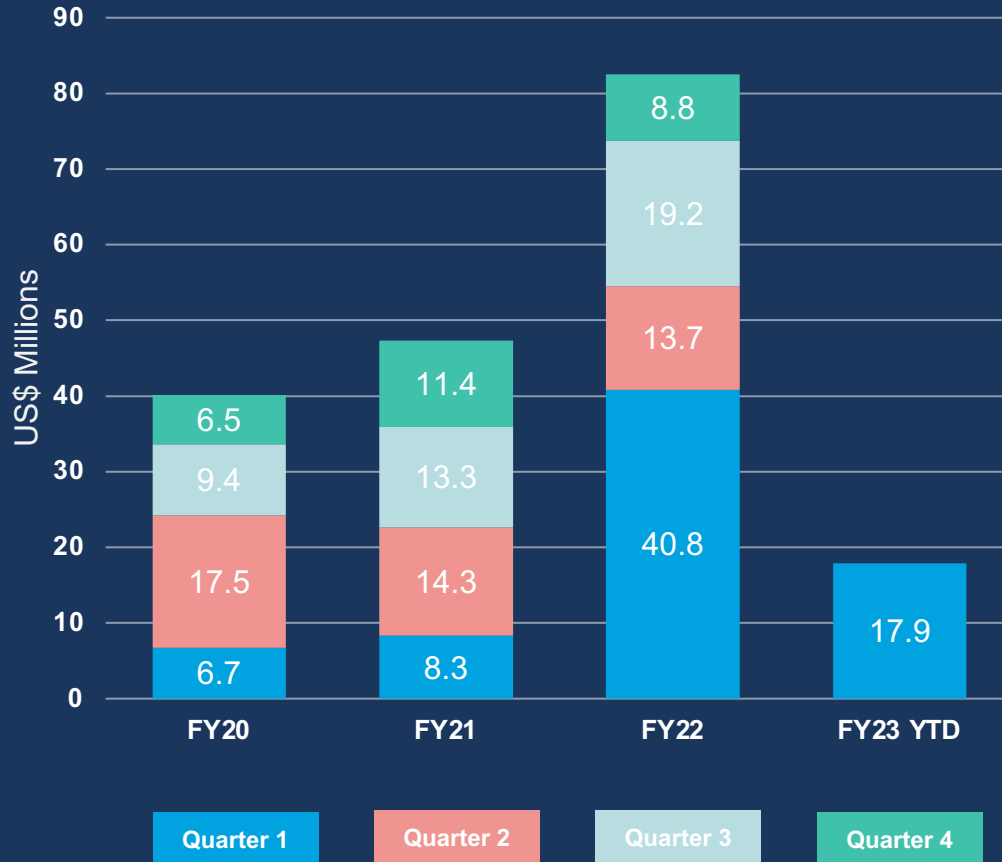
Bipolar disorder
Mild cognitive impairment **Haemophilia**
Schizophrenia Genetic disorders
Major depressive disorder **Narcolepsy**
Diabetic peripheral neuropathy **Insomnia** **Angelmans Syndrome**
Alzheimer's disease Multiple sclerosis (MS)
Obsessive compulsive disorder Hyponatremia **Tourette's syndrome**
Attention deficit hyperactivity disorder (ADHD) Prostate cancer
Glioblastoma Familial Hypercholesterolemia **Epilepsy**
Safety Migraine **Dementia** Hepatitis C
Parkinson's disease Lung carcinoma
Autism spectrum disorders Anemia
Cognition disorders
Down syndrome HIV
NSCLC
Phenylketonuria
Fragile X
Depression
Stroke



**In Clinical Trials,
Cogstate provides an
End-to-End Solution for
assessments in central
nervous system disease
trials**



Clinical Trials Sales Contracts



1Q23 sales contracts performance

- \$17.9m executed in 1Q23 – our 3rd highest Quarter on record
 - Down 56% compared to PCP - 1Q22 was a record result for Cogstate. \$40.8m included one large Phase 3 contract.
- Alzheimer's disease clinical trials:
 - 89% of 1Q23 sales contracts

Global License



Eisai: Focusing on dementia as global pioneer since Aricept launch in 1997

- 2 x 10-year licenses (Japan & Rest-Of-World)
- Excludes Clinical Trials business
- Total upfront payment of US\$16m across 2 agreements already received
- Additionally, Cogstate receives a low double-digit royalty on all revenue, which can not be less than US\$30m across 10 years
- Eisai fund additional development, regulatory and commercial activities
- All data jointly owned by Cogstate

Current Status : Potential Therapies

External Catalysts:

Important phase 3 data from key Alzheimer's trials



LECANEMAB

Positive data released late September showing 27% slowing of cognitive decline

Eisai will present the study results at the Clinical Trials on Alzheimer's Congress (CTAD) on 29 Nov 2022



GANTENERUMAB

Topline data from phase 3 Graduate study scheduled Q4 2022



DONANEMAB

Started rolling submission for accelerated approval based on Phase 2 data

Topline data from phase 3 Trailblazer-Alz-2 study scheduled mid-2023



Implications of Alzheimer's Treatment on Market

Clinical Trials

Larger market for Cogstate tech & services with increased investment in new therapeutics.

- In other areas of medicine, an initial breakthrough has led to progressively improved treatment options
- With further investment, new and better treatments can be expected over the next 10-20 years
- Further exploration of both approved therapeutics and experimental treatments is expected to lead to an increase in Alzheimer's R&D

Healthcare

With treatment options, patient demand for cognitive assessment will grow.

- Demand for tests that are low cost, easy to use and sensitive to the earliest signs of cognitive decline is expected to grow – essentially a new market
- Cogstate technology is well suited to be used at home or in a physician's office
- Eisai license positions Cogstate to be a leader in this space

External Factors Impacting Our Business



Alzheimer's R&D

Increased R&D spend positively impacting Cogstate Clinical Trials sales



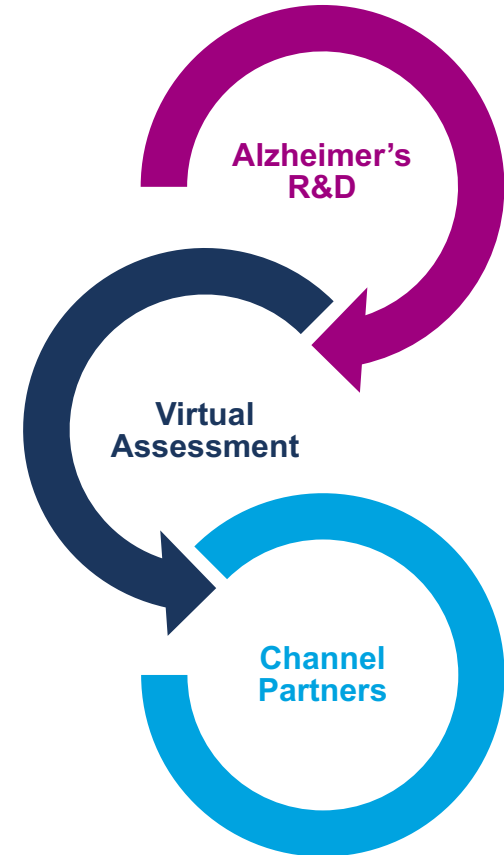
Virtual Assessment

Decentralised trial design, with at-home virtual assessment, has complemented our offering

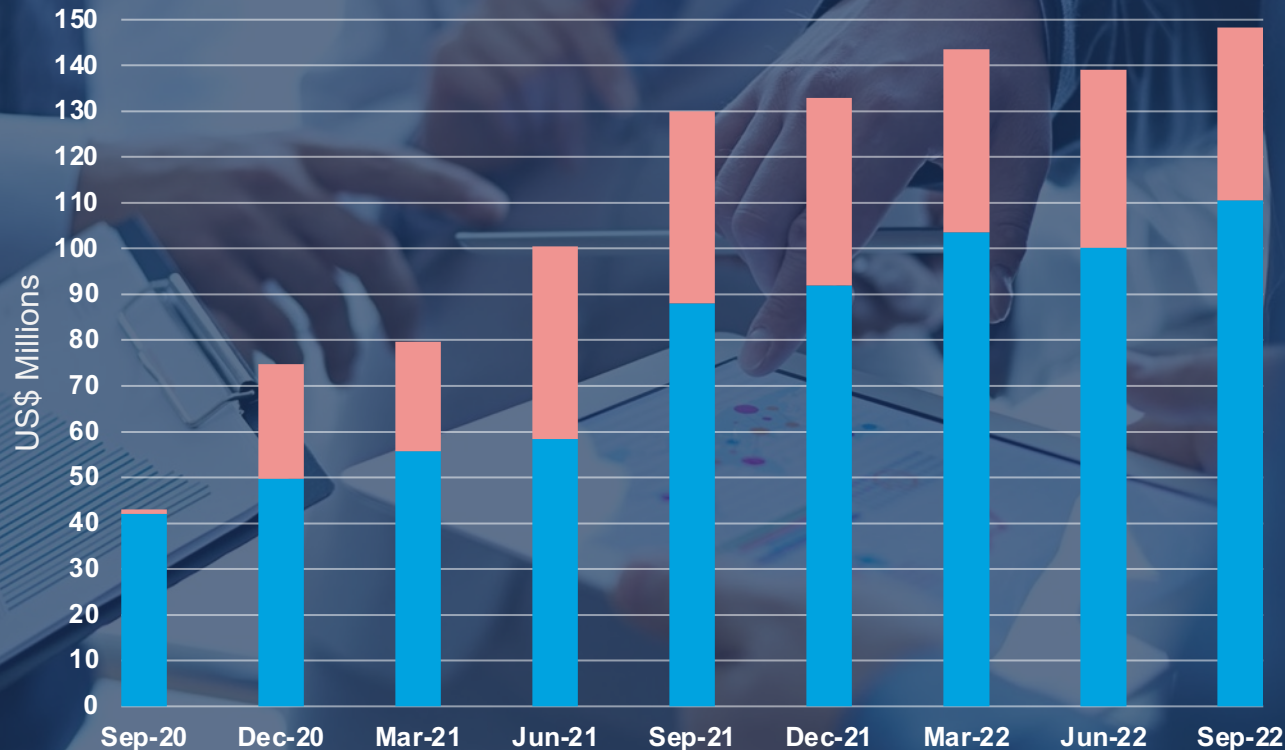


Channel Partners

Success in growing sales through channel partnerships



Contracted Future Revenue



Clinical Trials

Healthcare

Year-On-Year Growth in Contracted Future Revenue

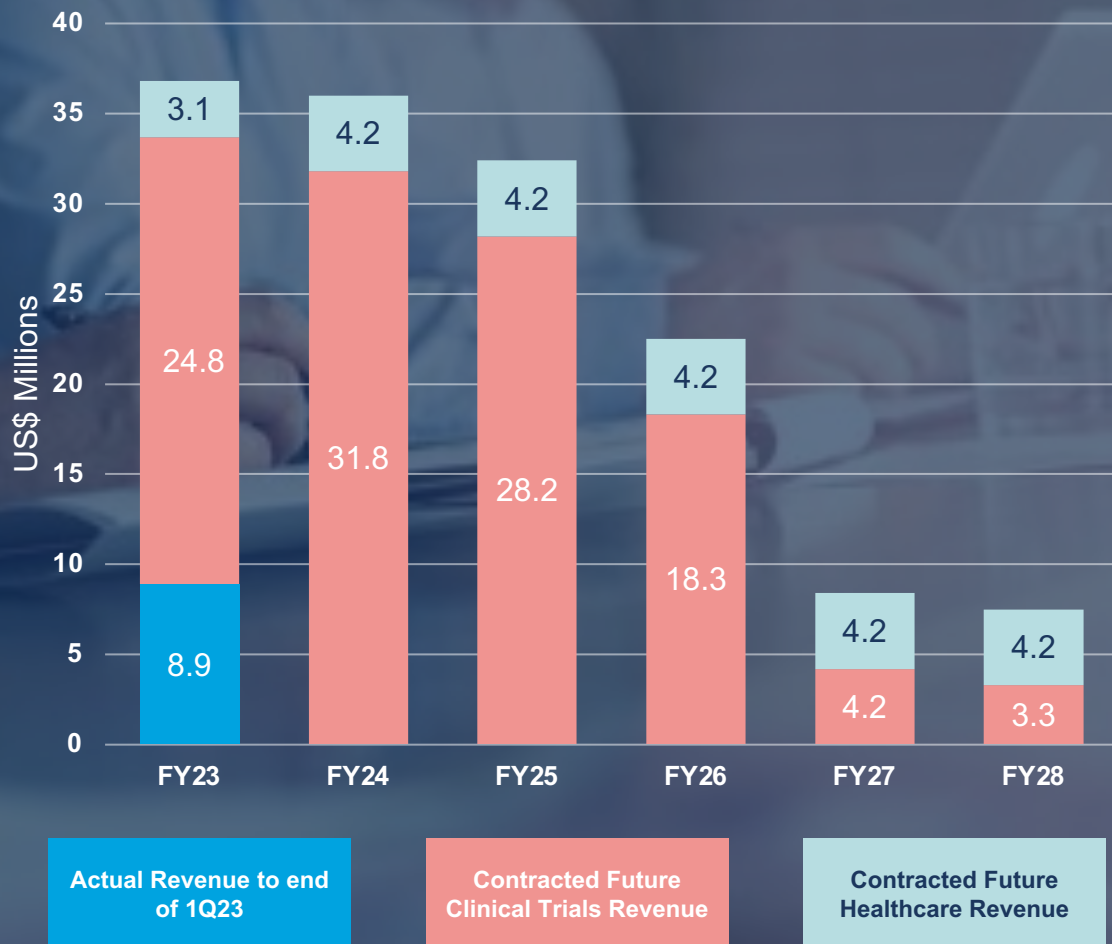
The long-dated contractual nature of Cogstate revenue provides revenue predictability and insight into future revenue performance.

\$148.3m of Contracted Future Revenue as at 30-Sep-22, up 14% year-on-year

- Clinical Trials Backlog \$110.5m
 - Up 26% year on year
- Healthcare Backlog \$37.8m
 - Down 10% year on year due to the revenue recognition in relation to the Eisai Global and Japan Agreements



Contracted Future Revenue Run-Off



Contracted Future Revenue is Growing

This time last year, FY23 contracted revenue was \$30.9m (of which \$26.7m related to Clinical Trials), whereas today our FY24 contracted revenue is \$36.0m (of which \$31.8m relates to Clinical Trials)

Year-on-Year Growth in Contracted Future Revenue

	Current As at Sep-22 US\$	PCP As at Sep-21 US\$	Growth US\$	Annual Change %
Yr 1	FY23 36.8	FY22 38.2	(1.4)	(4%)
Yr 2	FY24 36.0	FY23 30.9	5.1	17%
Yr 3	FY25 32.4	FY24 18.3	14.1	77%
Yr 4	FY26 22.5	FY25 14.3	8.2	57%
Yr 5	FY27 8.4	FY26 13.6	(5.2)	(38%)

FY23 Business Update

1. Pharma companies are planning additional Alzheimer's trials to support ongoing research
 - Subcutaneous injection trials to show evidence of continued efficacy with different delivery mechanism
 - Trial of drug cessation and maintenance regimen
 - Expansion of trials in pre-clinical populations with subcutaneous injection and global expansion to speed recruitment
2. Trial capabilities are expanding in new areas beyond cognition
 - Awarded new project to centrally rate depression scales in a Major Depressive Disorder phase II clinical trial
 - A step towards of a broader move into mood disorder rater training, which we're seeing growing interest from both CRO and potential eCOA channel partners.
3. Digital innovation group from large Pharma company have engaged Cogstate
 - Multi-study research collaboration seeking to utilize Cogstate technology in a large sample of 10K older healthy adults via remote web-based self-assessment
 - Aim of establishing an improved self-administered early dementia screener to be used across the broader drug pipeline.
4. Strong participation at major Alzheimer's scientific meetings
 - Alzheimer's Association International Conference (San Diego, Jul-22)
 - Clinical Trials in Alzheimer's Disease (San Francisco, Nov-22)

Cogstate Positioned For Growth





Cogstate