



ASX Announcement

Tuesday, June 24, 2014

Cogstate provides update on sales contracts

Highlights

- Over \$2 million of sales contracts signed in the last 2 weeks
- \$5.4 million of revenue already secured for FY15
- Additional sales contracts in excess of \$7 million expected to execute in the next 6-8 weeks

MELBOURNE, AUSTRALIA: On June 6, 2014, Cognition technology company Cogstate (CGS.ASX) announced that a number of new sales contracts were in the final stages of execution and were expected to be signed within two months.

Over the last two weeks, Cogstate has signed over \$2 million of new sales contracts, including a first contract for Precision Recruitment as well as other smaller contracts. As a result of the new contracts, the amount of contracted revenue expected to be recognised in the 2015 financial year has increased to \$5.4 million, up 28.5% since June 1st.

Cogstate is currently negotiating contracts worth in excess of \$7 million that are expected to be executed within the next 6-8 weeks. When signed, these contracts will add more than \$2 million of contracted revenue to the expected results for the 2015 financial year.

Brad O'Connor, CEO of Cogstate, commented, "The sales contracts currently being negotiated reflect sales of software and services in our core clinical trials offering. With more than \$7 million of contracts currently under negotiation, this represents a significant increase in the level of sales activity."

He added, "We have also been pleased by the initial strong customer reaction to our Precision Recruitment technology launched into the US clinical trial market last month. We continue to expect between \$3-\$6m in cumulative contract signings for Precision Recruitment during the course of the 2015 financial year."

Guidance provided on June 6, 2014 in respect of the 2014 financial year remains unchanged.

The Company's cashflow report for quarter ending June 30, 2014 will be released on July 22, while audited financial statements for FY14 will be released on August 20, 2014.

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About Cogstate

Cogstate Ltd (ASX: CGS) is a multi-faceted cognitive assessment and training company, focused on the development and commercialisation of rapid, computerised tests of cognition (brain function). It has three distinct business units:

Clinical Trials: In the clinical drug trial market, Cogstate technology and associated services are used by pharmaceutical and biotechnology companies to quantify the effect of drugs or other interventions on human subjects participating in clinical trials.

Concussion: In the area of sports related concussion, Cogstate's technology has been used by a number of highly regarded institutions and sporting organisations around the world for almost 10 years.

Healthcare: In the primary care or general practice setting, COGNIGRAM™ assesses cognition in patients and the reports generated on the basis of this assessment can allow physicians to identify subtle changes that could be indicative of the early stage of a neurodegenerative disease, such as Alzheimer's disease.