



29 July 2022

Opyl Appendix 4C – Quarter (Q2) ending 30 June 2022

Opin delivers: new customers, exceeds patient recruitment outcomes, and hits data targets

Melbourne, Australia – Opyl Limited (ASX:OPL) today released its Appendix 4C quarterly cash flow statement for the three month period ending 30 June 2022 (Q4 FY 2022) and provided an update on its clinical trial recruitment platform, Opin.

Highlights

- Revenue up 3rd year in a row
- Opin signs new biopharma customers
- Opin platform enhanced for better patient and customer experience
- Total available funding at the end of the period of \$1.136M

The company has closed off another positive year as revenue has continued to increase for 3rd year in a row largely driven by the evolution of Opin as reported in previous quarter updates.

Opin's outstanding patient recruitment results, expanded services capabilities, and new user features are attracting considerable interest from customers. New global biopharma and medical research institute customers signing to Opin in the past eight weeks, demonstrate maturation of the high value sales pipeline to conversion. Although these new customer contracts are not material individually, these contracts demonstrate validation of Opin's competitive offering and move into to the AUD\$4.8bn global clinical trial recruitment market¹.

"**Opin** has significantly exceeded all expectations in patient recruitment performance with 100% of all customer project recruiting either on time or ahead of plan," said Michelle Gallaher Opyl CEO. "We are now seeing an uplift in sales enquiries and conversion to contracts, as the platform continues to evolve. Word of mouth is spreading about our performance reputation."

The new **Opin** user features make the search and discover experience on the platform easier for study participants to navigate, find information and share as well as access key eligibility information.

The new customer dashboard, **Opin Track**, ensures research customers can monitor recruitment progress and access information securely and in real time. **Opin Track** allows us to service a large number of customers concurrently, capturing performance metrics demonstrating Opin's superior recruitment outcomes and the ability to scale the business. Opin's recruitment success continues to grow in neurology and oncology, with new projects in rare diseases, dermatology, ophthalmology, and sleep disorders.

¹ **Global Clinical Trials Recruitment Market.** Roots Analysis June 2021. <https://www.rootsanalysis.com/>



The Opin patient database has shown a 790% increase in patient registrations each week since January 2022, and a parallel drop in cost per acquisition per patient (down 196%). The patient database growth is a major advantage in swiftly matching eligible patients to clinical trials and giving customers rapid recruitment.

Trial Key, Opyl's clinical trial prediction and protocol design platform has passed several critical development milestones to plan.

"Trial Key remains a core development priority for Opyl," said Gallaher. "Trial Key works with Opin to provide accurate predictions of recruitment success, helping to forecast customer success."

Opyl is collaborating with RMIT University's School of Computational Sciences in developing Trial Key, accessing financial and data science capabilities under the Innovation Connections Grant.

Financials

Opyl closed Q4 FY 2022 with \$786K in cash, with receipts from customers for the quarter of \$251K down from \$383K in the previous quarter largely due to pre-payment of larger engagements. Full year receipts from customers of \$998K up from \$710K in FY21.

Opyl has total available funding at the end of the period of \$1.136M as a result of securing a R&D forward funding finance facility of \$350K from FIFO Capital that has been put in place at a very low cost to the company. This facility may be drawn against however it is not expected to be drawn against.

Net outflows from operating activities of \$396K decreased from \$99K inflow in Q3 FY 2022 primarily due to the receipt of the R&D refund \$361K and a decrease in receipts from customers as outlined above. Full year net outflow from operating activities of \$1.518M increased from \$635K in the previous year as a result of planned increase in staff costs, costs of sales and investment in product development

In accordance with Listing Rule 4.7C.1, a summary of the net cash operating outflows for the quarter ended 30 June 2022 is as follows:

	\$'000
Research and development	\$ 126
Advertising and marketing	\$ 12
Staff Costs	\$ 331
Administration and corporate costs	\$ 322

As stated at item 1.2 (e) of the Appendix 4C, staff costs for the quarter of \$331K, include \$44K for Director Fees, which is in line with expectations.

In reference to item 1.2.(f), administration and corporate costs have increased by \$97K. The increase relates to seasonal costs such as periodic compliance costs which include ASX fees, general businesses expenditure, and ongoing accounting and tax support.



Research and development

During the quarter, the company continued to invest in refining Opin, improving functionality and user experience for both patients and customers. The scheduled refresh was delivered ahead of plan this week.

Trial Key, the company's clinical trial protocol design and prediction platform, development focused on AI and machine learning technologies to automatically link trials between various phases, an identified shortfall of clinical trial databases globally. These links provide a richer dataset and improve Trial Key's accuracy and power, leading to improved clinical trial protocol design. Future development using NLP and deep learning will allow these linkages to improve the Trial Key model accuracy.

In accordance with Listing Rule 4.7B, Opyl advises that it made related party payments of \$18K to Advantage Data and \$28K to Zappli for ongoing R&D activities related to developing Opin and Trial Key, the company's two clinical trial efficiency platforms. The company continues to leverage the AI and data science expertise of the company's executive director Damon Rasheed.

Opyl CEO, Michelle Gallaher will host an update for shareholders. Pre-registration is required. Details of the webinar are:

Date: Thursday 4 August 2022

Time: 12.15pm Australian Eastern Standard Time

Registration via Webinar Ninja: <https://tinyurl.com/yz2ee5wx>

The Board has authorised this announcement for release to the ASX

-ENDS-

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www.opyl.ai

www.opin.ai

Opyl is a new generation Australian digital health company that applies artificial intelligence to improving clinical trials. Our platforms make clinical trials more efficient and easier to access, giving patients more options and saving medical researchers time and money.

Our key offering for biopharma, medtech, government and healthcare organisations:

- clinical trial recruitment solutions
- clinical trial predictive analytics and protocol design
- deep social media insights and analysis

Follow Opyl on Twitter (@Opylai), LinkedIn and Facebook

Appendix 4C

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

Name of entity

Opyl Limited

ABN

71 063 144 865

Quarter ended ("current quarter")

30 June 2022

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	251	998
1.2 Payments for		
(a) research and development	(126)	(382)
(b) product manufacturing and operating costs		
(c) advertising and marketing	(12)	(91)
(d) leased assets		
(e) staff costs (Includes \$44k payment for the quarter to directors)	(331)	(1,321)
(f) administration and corporate costs	(322)	(1,064)
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	-	(19)
1.7 Government grants and tax incentives	-	361
1.8 Other (provide details if material)		
1.9 Net cash from / (used in) operating activities	(540)	(1,518)
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) entities		
(b) businesses		
(c) property, plant and equipment	-	(10)
(d) investments		

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
(e) intellectual property (amount is paid to a related party for in-house software development)		
(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 Net cash from / (used in) investing activities	-	(10)

3. Cash flows from financing activities		
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	(2)	(2)
3.8 Dividends paid		
3.9 Other (payments for share buyback)		
3.10 Net cash from / (used in) financing activities	(2)	(2)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,328	2,316
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(540)	(1,518)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	(10)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(2)	(2)
4.5	Effect of movement in exchange rates on cash held		
4.6	Cash and cash equivalents at end of period	786	786

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	786	1,328
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details) - Finance facility		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	786	1,328

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	90
6.2	Aggregate amount of payments to related parties and their associates included in item 2	

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

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

7. Financing facilities

Note: the term "facility" includes all forms of financing arrangements available to the entity.

Add notes as necessary for an understanding of the sources of finance available to the entity.

	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1 Loan facilities	350	-
7.2 Credit standby arrangements		
7.3 Other (please specify)		
7.4 Total financing facilities		

7.5 **Unused financing facilities available at quarter end** 350

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.

Opyl has secured a R&D forward funding finance facility of \$350K from FIFO Capital at a low upfront cost to the company with an interest rate of 18% p.a. on any amounts drawn.

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (Item 1.9)	(540)
8.2 Cash and cash equivalents at quarter end (Item 4.6)	786
8.3 Unused finance facilities available at quarter end (Item 7.5)	350
8.4 Total available funding (Item 8.2 + Item 8.3)	1,136
8.5 Estimated quarters of funding available (Item 8.4 divided by Item 8.1)	2.10

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

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:

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:

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:

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 July 2022.....

Authorised by:By the Board of Directors of Opyl Limited.....
(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.