

Annual Report
& Accounts
2022



Contents

Corporate Directory	2
Chair's Statement	3-4
Chief Executive Officer's Review	5-14
Chief Financial Officer's Review	15-17
Risks & Uncertainties	18-20
Report of the Directors	21-23
Corporate Governance Report	24-28
Remuneration Report	29-32
Independent Auditor's Report to the Members of Cambridge Cognition Holdings plc	33-43
Consolidated Statement of Comprehensive Income	44
Consolidated Statement of Financial Position	45
Consolidated Statement of Changes in Equity	46
Consolidated Statement of Cash Flows	47
Notes to the Consolidated Financial Statements	48-77
Parent Company Statement of Financial Position	78
Parent Company Statement of Changes in Equity	79
Notes to the Parent Company Financial Statements	80-82

Corporate Directory

Directors:	Steven Powell Matthew Stork Stephen Symonds Richard Bungay Debra Leeves	(Non-Executive Chair) (Chief Executive Officer) (Chief Financial Officer) (Non-Executive Director) (Non-Executive Director)
Registered Office:	Tunbridge Court Tunbridge Lane Bottisham Cambridge CB25 9TU	
Company Number:	8211361	
Auditor:	Grant Thornton UK LLP Chartered Accountants Statutory Auditor 101 Cambridge Science Park Milton Road Cambridge CB4 0FY	
Legal Advisers:	Taylor Wessing LLP 5 New Street Square London EC4A 3TW	
Bankers:	Barclays 28 Chesterton Road Cambridge CB4 3AZ	
Registrars:	Link Group 10th Floor Central Square 29 Wellington Street Leeds LS1 4DL	
Nominated Advisor and Joint Broker:	Panmure Gordon (UK) Limited 40 Gracechurch Street London EC3V 0BT	
Joint Broker:	Dowgate Capital Limited 15 Fetter Lane London EC4A 1BW	

Chair's Statement

2022 was a pivotal year for our business, with significant achievements at all levels of the organisation. We achieved growth in like-for-like orders and revenues, underlying business profitability, cash generation and major progress in innovation. In addition, two acquisitions also further expanded our technology capabilities and future revenue growth.



Cambridge Cognition's strategy is to develop and commercialise unique, well-protected, high-value solutions supported by extensive scientific evidence and expertise for central nervous system ("CNS") clinical trials. There has been excellent progress in delivering this strategy, and we believe Cambridge Cognition is exceptionally well-placed for the future.

Over the year, the Board has continued to focus on careful capital allocation as the Company has expanded organically and inorganically. The acquisitions of Clinpal (the trading name for eClinicalHealth Limited) in October 2022 and Winterlight Labs Inc at the start of 2023 enhance our portfolio which have the benefit of expanding the addressable market for our products as well as potential market share which is expected to increase revenue growth. We also expect their solutions to prompt incremental use of the Company's existing products.

In April 2022, we were pleased to welcome Stephen Symonds as Chief Financial Officer and he was appointed to the Board in August 2022. Stephen brings a wealth of top-four audit and clinical trial market expertise at a senior level and is already making a strong contribution. The Board has concluded that with the Company's continued growth, adding a further Non-Executive Director would be beneficial later in 2023 to bring further independent guidance, scrutiny and experience.

Cambridge Cognition is positioned for accelerated revenue growth and sustainable profitability in the coming years, both from its existing offerings and new products in development. The Board expects the Company to grow rapidly and deliver substantial, sustainable shareholder value in both the short and medium term.

Steven Powell
Chairman
2 May 2023

Cambridge Cognition had a transformative year in 2022, recording 25% revenue growth and a profit before acquisition-related costs, continuing to commercialise and develop new solutions, and making two bolt-on acquisitions (including one completed post period end), as it enhances its position as a leading digital health tech provider for CNS clinical trials.

Corporate & Operational Highlights

25% revenue growth year-on-year and underlying profitability.

Major contract wins, including two over £2m for sizeable clinical trials.

Innovative new product development and acquisitions that added to the technology offering and expanded the addressable market.

Sales order intake of £13.1m, up 8% on like-for-like prior year (2021: £12.1m excluding £3.6m of large one-off orders).

Leading market position with unique digital technology solutions and full commercial coverage of the clinical trial market for cognitive assessments.

Contracted order book increased to £19.1m following the acquisition of Winterlight Labs on 10 January 2023.

Financial Highlights



Revenue

up 25%

2022 £12.6m
2021 £10.1m



Gross profit



Chief Executive Officer's Review

Clinical Trial Solutions

2022 saw significant progress in clinical trial solutions through the combined efforts of Cambridge Cognition and Clinpal. Prior to the acquisition, a proportion of the software development for the Clinpal solution was completed by Cambridge Cognition under contract. Progress made in the year included:

- Moving from installed solutions in data centres to cloud-based servers in two regions with a plan to open a third in 2023. This improves patient data management and facilitates compliance.
- The Clinpal solution added patient-data management communication features designed for a global virtual study that started in 2022.
- A next-generation patient application for Android and iOS was designed for the IMI grant-funded Radial clinical trial due to start in 2023.
- New or upgraded modules for eConsent and Telehealth with the release set for Q2 2023.

Combined Product Offering

A key objective is to provide a unified solution incorporating modules developed by Cambridge Cognition, Clinpal, or Winterlight. All three solutions feature APIs to allow seamless functionality within a single front-end user interface. This currently puts us in a strong position to select one of the solutions

Chief Financial Officer's Review

The Company delivered another strong performance in 2022 with growth in the contracted order book and revenues, coupled with continued positive cash generation that has enabled the completion of two acquisitions, one in October 2022 and one in January 2023.



This review includes a comparison of the financial KPIs used to measure progress over the year:

KPI	2022	2021	Movement
Revenue	£12.6m	£10.1m	£1.5m
Gross margin	73.9%	76.1%	(220)bps
Profit before tax	£0.6m loss	£0.3m profit	£(0.9)m
Profit after tax (after adjusting for acquisition related expenses)	£0.1m	£0.5m	£(0.4)m
Investment in R&D	£2.2m	£1.7m	£0.5m
Sales orders	£13.1m	£12.1m	£1.0m
Contracted order book	£17.6m	£17.0m	



Chief Financial Officer's Review

As of 31 December 2022, cash was at £8.3m (31 December 2021: £6.8m), and the cash inflow from operating activities during the year was £1.7m (2021: £3.9m), again driven by sales orders. During the year, £1.1m of cash was utilised to acquire eClinicalHealth Limited. Sales contracts for clinical trials typically include a billable amount upon signing, which means that cash flow is generally ahead of revenue recognition.

The Company continues to hold an investment in Monument Therapeutics Limited ("Monument"), the digital phenotyping drug development business that was spun out in 2021. The investment in Monument is carried at fair value and reflects the risks attributable to early-stage biotechnology companies. Monument's progress with early clinical trials remains on track and aligned with our expectations. It is currently seeking Series A investment.

Financial Outlook

Cambridge Cognition ended 2022 with sufficient cash to acquire Winterlight and fund expected growth through to profitability. We are optimally positioned for further growth in orders of our existing solutions and to support our continued commercial expansion. Considered investments will continue to be made to achieve our strategic goals.

While low double digit revenue growth is expected in 2023, the positive

Remuneration Report

Share Options

	Granted	Number of Options	Performance criteria	Exercise price in pence	Exercise period
Steven Powell	July 2015	62,500	Vested (1)	82.5 pence	To July 2025
Matthew Stork	October 2019	392,858	Vested (2)	28 pence	To September 2023
Matthew Stork	June 2020	196,429	(3)	28 pence	June 2023 to May 2024
Matthew Stork	November 2020	103,774	(4)	53 pence	November 2023 to October 2024
Matthew Stork	April 2021	90,000	(5)	125 pence	April 2024 to March 2031
Matthew Stork	November 2021	40,000	(6)	140 pence	November 2024 to October 2031
Matthew Stork	July 2022	171,297	(7)	1 pence	July 2025 to July

Independent Auditor’s Report to the Members of Cambridge Cognition Holdings plc

Opinion

Our opinion on the financial statements is unmodified

We have audited the financial statements of Cambridge Cognition Holdings plc (the ‘parent company’) and its subsidiaries (the ‘group’) for the year ended 31 December 2022, which comprise the Consolidated statement of comprehensive income, the consolidated and parent company statement of financial position, consolidated and parent company statement of changes in equity, consolidated statement of cash flows, and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in the preparation of the group financial statements is applicable law and UK adopted international accounting standards. The financial reporting framework that has been applied in the preparation of the parent company financial statements is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 101 ‘Reduced Disclosure Framework’ (United Kingdom Generally Accepted Accounting Practice).

In our opinion:

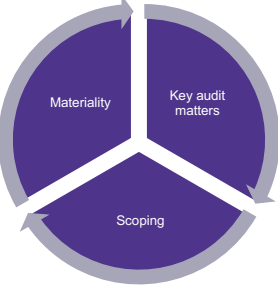
- the financial statements give a true and fair view of the state of the group’s and of the parent company’s affairs as at 31 December 2022 and of the group’s loss for the year then ended;
- the group financial statements have been properly prepared in accordance with UK adopted international accounting standards;
- the parent company financial statements have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the ‘Auditor’s responsibilities for the audit of the financial statements’ section of our report. We are independent

Independent Auditors Report to the members of Cambridge Cognition Holdings plc

Our approach to the audit



Overview of our audit approach

Overall materiality:

Group: £230,000, which represents approximately 2% of the group's revenue.

Parent company: £98,000, which represents approximately 1% of the parent company's total assets.

Key audit matters were identified as :

- Revenue recognition (same as previous year).

Our auditor's report for the year ended 31 December 2021 included one key audit matter that has not been reported as a key audit matter in our current year's report. This relates to going concern which has not been included in the current year due to the level of cash held by the group in comparison to its cost base and the level of the group's contracted order book.

We performed full scope audits of the two financially significant components - Cambridge Cognition Limited and Cambridge Cognition LLC and the parent company using a component materiality. Together with an audit of one or more classes of transactions, account balances or disclosures relating to significant risks of material misstatement of the Group financial statements (specific-scope audit procedures) on one other subsidiary. In total, our audit procedures covered 97% of the Group's total assets, 100% of the Group's revenue and 85% of the Group's loss before tax

Independent Auditors Report to the members of Cambridge Cognition Holdings plc

Independent Auditors Report to the members of Cambridge Cognition Holdings plc

Significant judgements made by auditor in determining performance materiality	In determining performance materiality, we made the following significant judgements: the strength of the control environment and our experience auditing the financial statements of the Group, including the effect of misstatements identified in previous audits.	In determining performance materiality, we made the following significant judgements: the strength of the control environment and our experience auditing the financial statements of the Group, including the effect of misstatements identified in previous audits.
Specific materiality	We determine specific materiality for one or more particular classes of transactions, account balances or disclosures for which misstatements of lesser amounts than materiality for the financial statements as a whole could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.	
Specific materiality	We determined a lower level of specific materiality for directors' remuneration.	We determined a lower level of specific materiality directors' remuneration.
Communication of misstatements to the audit committee	We determine a threshold for reporting unadjusted differences to the audit committee.	
Threshold for communication	£11,500 and misstatements below that threshold that, in our view, warrant reporting on qualitative grounds.	£4,900 and misstatements below that threshold that, in our view, warrant reporting on qualitative grounds.

The graph below illustrates how performance materiality interacts with our overall materiality and the tolerance for potential uncorrected misstatements.

Overall materiality – Group

Overall materiality – Parent company

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Independent Auditors Report to the members of Cambridge Cognition Holdings plc

- These audit procedures were designed to provide reasonable assurance that the financial statements were free from fraud or error. The risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error and detecting irregularities that result from fraud is inherently more difficult than detecting those that result from error, as fraud may involve collusion, deliberate concealment, forgery or intentional misrepresentations. Also, the further removed non-compliance with laws and regulations is from events and transactions reflected in the financial statements, the less likely we would become aware of it;
- It is the Group audit engagement partner’s assessment that the Group audit engagement team collectively had the appropriate competence and capabilities to identify or recognise non-compliance with laws and regulations.
- We communicated relevant laws and regulations and potential fraud risks to all Group engagement team members and remained alert to any indications of fraud or non-compliance with laws and regulations throughout the audit.
- We completed audit procedures to conclude on the compliance of disclosures in the annual report and financial statements with applicable financial reporting requirements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council’s website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor’s report.

Use of our report

This report is made solely to the company’s members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company’s members those matters we are required to state to them in an auditor’s report and for no other purpose. To the fullest extent permitted by law, we do not accept

Consolidated Statement of Financial Position

		At 31 December 2022 £'000	At 31 December 2021 £'000
Notes			
Assets			
Non-current assets			
Intangible assets	15	1,421	373
Property, plant and equipment	16	188	52
Investments	17	49	49
Total non-current assets		1,658	474
Current assets			
Inventories	18	216	126
Trade and other receivables	19	4,680	4,935
Current tax receivable			

Consolidated Statement of Cash Flows

	Notes	Year to 31 December 2022 £'000	Year to 31 December 2021 £'000
Net cash flows from operating activities	24	1,668	3,945
Investing activities			
Interest received		9	-
Purchase of property, plant and equipment		(189)	(56)
Purchase of investment		-	(49)
Net cash flow used in investing activities		(180)	(105)
Financing activities			
Proceeds from exercise of share options		1	-
Repayment of borrowings	24	(133)	-
Interest payments		-	(11)
Lease payments		-	(86)
Net cash flows used in financing activities			

Notes to the Financial Statements

6. Revenue continued

Geographical information

The revenue from external customers by geographical location is detailed below:

	2022	2021
	£'000	£'000
United Kingdom	1,088	888
United States of America	7,422	6,167
European Union	3,195	2,261
Rest of World	908	778
	12,613	10,094

All non-current assets are located in the United Kingdom.

Information about major customers

Three customers account for more than 10 per cent of reported revenue in 2022, amounting to just over 34% of the total (2021: two customers amounting to 20%).

Notes to the Financial Statements

9. Auditor’s remuneration

The analysis of the auditor’s remuneration is as follows:

	2022 £'000	2021 £'000
Fees payable to the Company's auditor for the audit of:		
the Company's annual accounts	107	44
the subsidiaries' annual accounts	43	33
Total audit fees	150	77
Taxation compliance services	9	9
Tax advisory services	20	-
Total non-audit fees	29	9

10. Staff costs

The average monthly number of employees (including directors) was:

	2022 £'000	2021 £'000
Operations	55	42
Sales and business development	12	



[cambridgecognition.com](https://www.cambridgecognition.com)