



Genetic Signatures

Transforming Molecular Diagnostics

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Investor Presentation

October 2021



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Company Summary

- ✓ Novel **3base™** technology – rapid, low cost and accurate
- ✓ *EasyScreen™* test kits available for sale in most major markets
- ✓ 1Q FY22 sales \$12.4m, FY21 \$28.3m
- ✓ YoY growth since listing
 - 4 year CAGR 93%
- ✓ Customers – high throughput labs, hospital groups and private pathology suppliers
- ✓ Profitable, \$33m cash, no debt
 - Positive Q1 cashflow \$2.9m
- ✓ Strong pipeline of new tests





A '**Syndromic Screening**' approach allows users to test a broad range of clinically relevant pathogens based on patient symptoms, helping clinicians make accurate diagnoses

EasyScreen™ Detection Kits

- Streamlined universal sample processing kits linked to highly **multiplexed real-time PCR screening assays**
- Applicable to **bacterial, fungal, protozoan and viral** (DNA & RNA) targets
- Simultaneously detect over 20 pathogens** from one sample, shortening **turnaround from days to hours**
- 3base™ can detect all SARS-CoV-2 variants**, including Delta; *EasyScreen™* compatible with existing lab technology



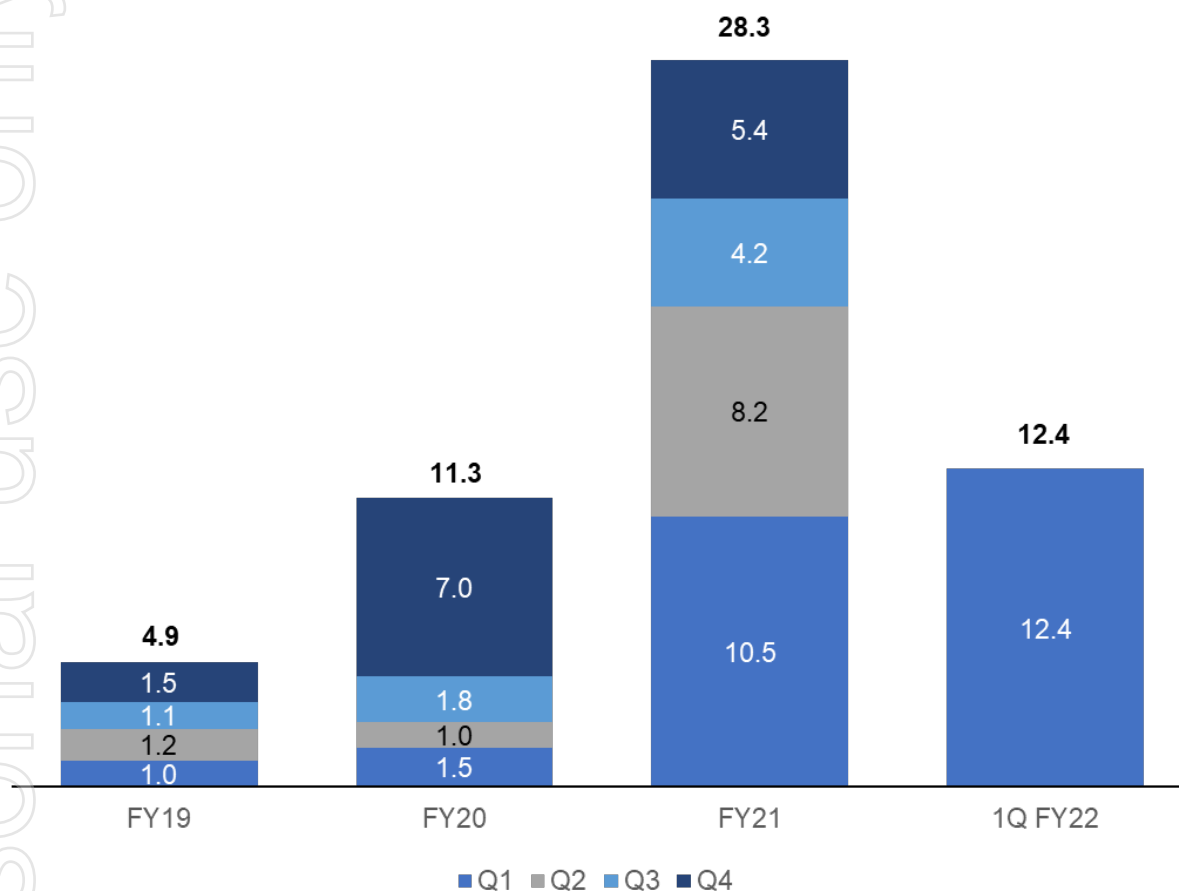
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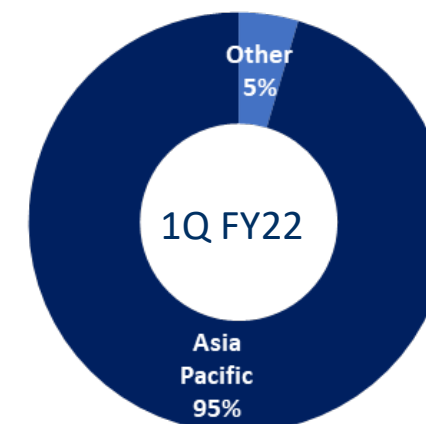


Revenue from sales (A\$m)



Continued Strong Revenue Growth

- Record quarterly revenue **\$12.4m** from sales
- Demand for **COVID tests** continues due to ongoing outbreaks
- New instrument placements continue to **support future demand for tests**
- **\$33m cash, no debt**; drives future growth





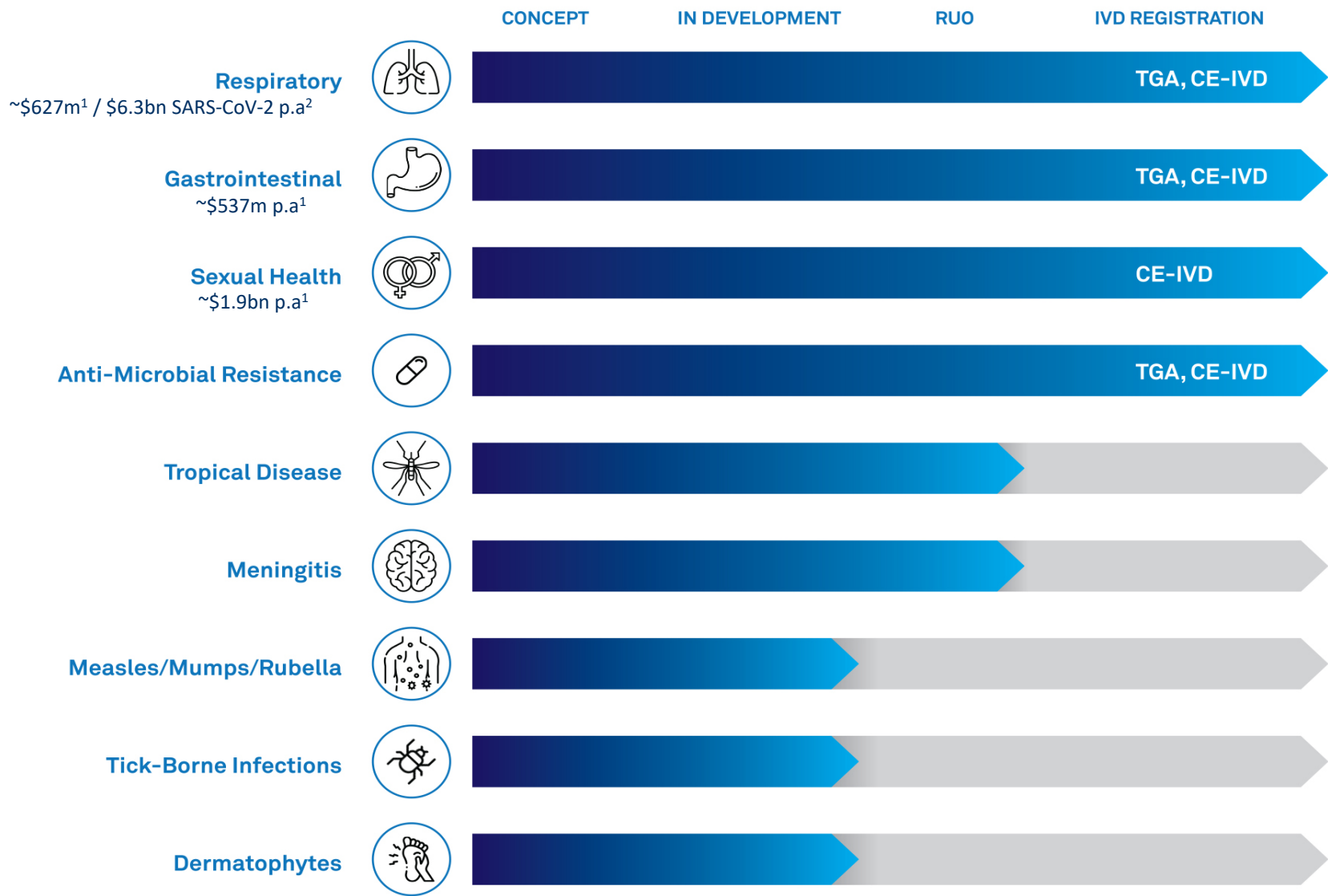
A\$'000s	1Q FY22
Receipts from customers	10,340
Payments to suppliers and employees	(7,302)
Other	3
Net operating cash	3,041
Payment for plant & equipment	(92)
Net investing cash	(92)
Net proceeds from issue of shares	50
Principal elements of lease payments	(89)
Net financing cash	(39)
Net increase in cash and cash equivalents	2,910
Opening cash and cash equivalents	30,121
Effects of exchange rate changes on cash	7
Closing cash and cash equivalents	33,038

- **Positive Q1 cashflow** of \$2.9m
- Receipts from customers - \$10.3m
 - Trade receivables balance @ 30 Sep \$8.1m, up \$2.7m on 30 Jun
- Payments to suppliers & employees 8% lower than pcg
 - Higher R&D and staff costs
 - Offset by reduced inventory purchases

Product Portfolio and Development Pipeline



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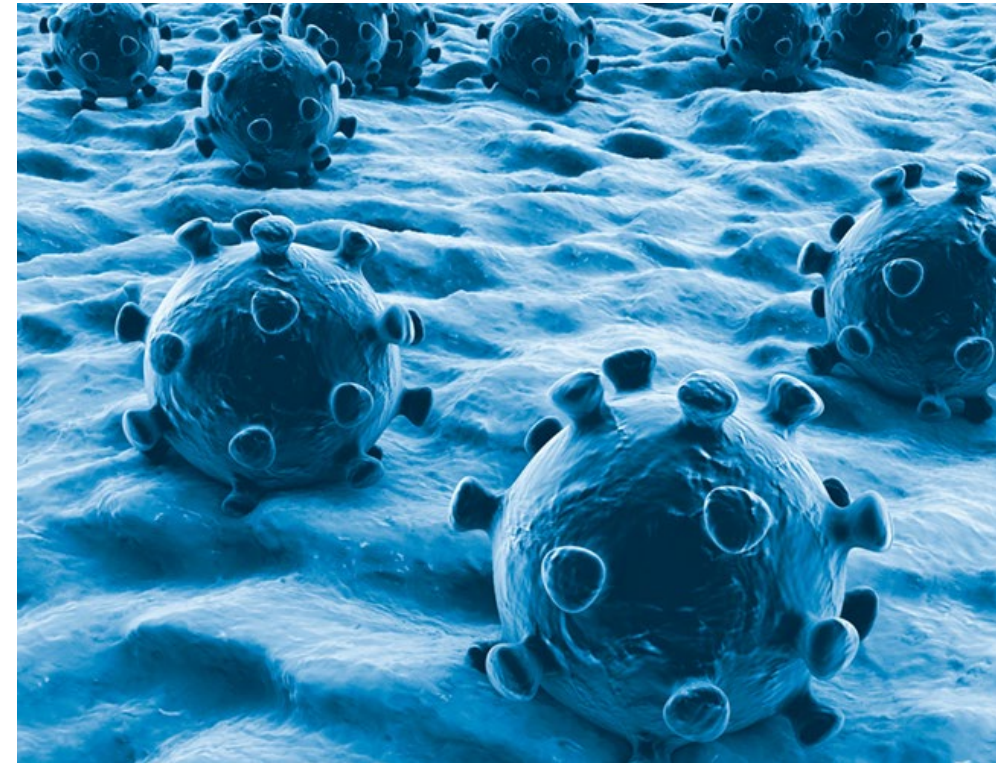


*FDA for enteric protozoa kit underway

1. Global market size (A\$m per annum) - Kalorama Information, Molecular Testing Markets for Infectious Diseases (Sepsis, Respiratory Diseases, HIV, Hepatitis, TB Testing, STIs and Other Tests), July 2019, and company estimates; 2. Molecular Diagnostics Markets in the COVID-19 Era (Markets for Molecular COVID-19 IVD Tests, Respiratory Tests, Blood Screening, Cancer Markers and Other IVD Tests) Kalorama Information, Published: 9/7/2020



- Initially developed **SARS-CoV-2 test** based on existing expertise in seasonal coronaviruses
- Driving global sales** – new customers in Europe and USA previously difficult to convert. Now interested in other *EasyScreen™* tests
- Development of new **“fast” PCR test** that reduces batch processing times by 1.5 - 2 hours; now incorporated into *EasyScreen™* SARS-CoV-2 Detection Kit and in use in customer labs with very positive feedback
- Conversion of other *EasyScreen™* tests to fast methodology underway – **significant benefit to laboratories**





Europe

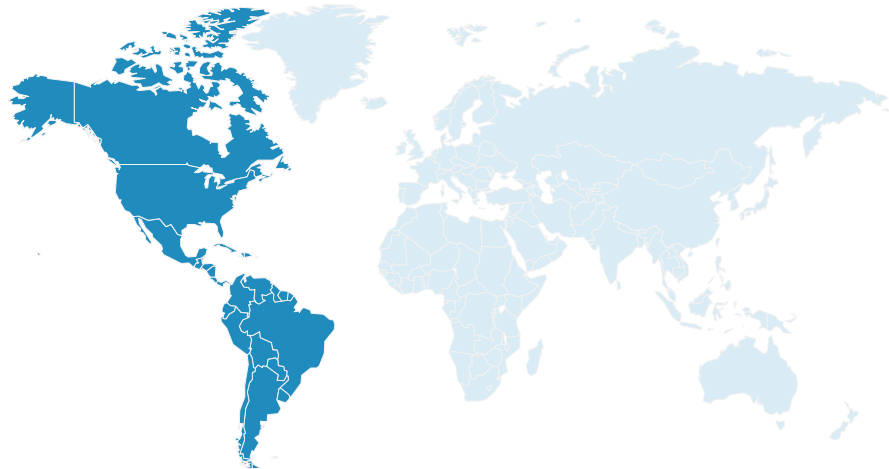
- ~35% of molecular diagnostics market
- Direct sales in Germany & UK, distributors elsewhere
- Currently selling SARS-CoV-2 kit
- First order for enteric test from UK customer – others conducting in-house assessments with view to adopting
- CE-IVD registration for:
 - Enteric
 - SARS-CoV-2
 - Respiratory
 - ESBL/CPO
 - STI

North America

- Largest market, ~40% of PCR testing revenue
- Direct US sales, sales & support teams in place
- Distributor in Canada
- Selling SARS-CoV-2 kits to CLIA laboratories
- Enteric protozoan test in clinical trials for FDA

Australia/NZ

- Head office, R&D, manufacturing
- Direct sales – est. 10% of all testing volume
- First site in Queensland secured
- TGA registration for:
 - Enteric
 - SARS-CoV-2
 - Respiratory
 - ESBL/CPO
- STI registration lodged



Enteric Protozoan Revenue Potential

Revenue per test	20% Market Share	30% Market Share	40% Market Share
US\$20	\$22.0m	\$33.0m	\$44.0m
US\$30	\$33.0m	\$49.5m	\$66.0m
US\$40	\$44.0m	\$66.0m	\$88.0m

Market Dynamics

- Est. 5.5m Enteric Protozoan tests per annum in the US
- Current methodology is microscopy – slow and inaccurate
- Initial focus on largest 30 “high throughput” centralised labs
- Smaller decentralised labs more accessible with development of new testing hardware
- CPT code 87506 – Infectious agent detection by nucleic acid (DNA or RNA); gastrointestinal pathogen; 6-11 targets (\$262.99)
- Review underway of next products for FDA clearance

Status

- 3 sites running FDA trials for GSS. Minimum 500 samples per site required
- Goal to complete sample collection by end CY2021, dependent on patient recruitment rate
- Aiming to win 40% market share within 5 years post FDA clearance



Financial information

Share price (22-Oct-21)	A\$1.495
Shares on issue	143m
Market capitalisation	A\$214m
Ave monthly turnover (shares)	2.2m
Cash (30-Sep-21)	A\$33m
Debt (30-Sep-21)	Nil
Enterprise value	A\$181m

Top shareholders %

Asia Union (Chris Abbott private investment)	26.2%
Perennial Value Management	14.9%
Fidelity International	7.7%
Directors & management	3.1%



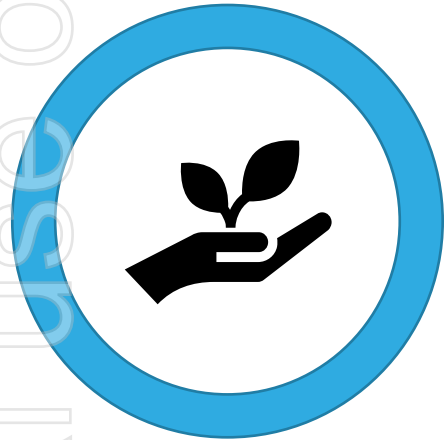


Leverage COVID-19 – new customers, new tests

- Continue building interest in *EasyScreen*[™] kits in US & EU markets using new sales teams and SARS-CoV-2 experience as leverage
- Targeting high throughput pathology groups, hospitals & govt programs
- Build long-term reliable customer contracts/relationships
- Embed *EasyScreen*[™] workflows & demonstrate favourable unit economics
- Promote & place GSS branded instruments

Product Development

- Progress product registrations
 - FDA submission: Enteric Protozoan Detection Kit
 - TGA registration for STI/Genital Pathogen Detection Kits
- Next generation **3base**[™] 'sample to result' instrument
- Develop new test kits including flavivirus, measles, mumps & rubella, tick-borne diseases and dermatophytes



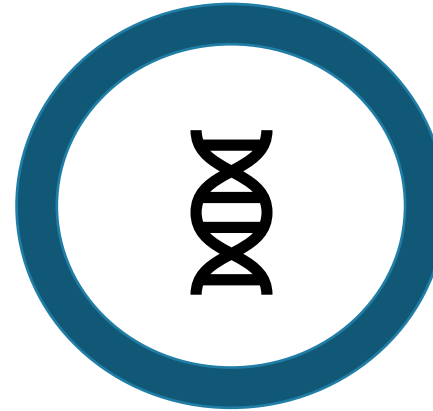
Revenue growth

- Maiden full year profit in FY21
- Q1 FY22 cashflow positive and record quarterly revenue



Significant market opportunities

- Products sold in AU, EU & US
- Demand continues in FY22



Continued product expansion

- 5 product groups in development
- Next generation 'sample to result' instrument



Attractive investment proposition

- Business model with favourable unit economics
- Increasing international recognition via *EasyScreen™* SARS-CoV-2
- Unique technology – **3base™** - with patents issued with expiry to 2031+



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