



**Genetic
Signatures**

Transforming
Molecular
Diagnostics



Investor Update

February 2023



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- **Proprietary 3base® technology platform** - a revolutionary approach for molecular diagnostics
- **Dramatically simplifies multiple pathogen testing** from a single sample (multiplexing); more informative—simpler with fewer reagents
- **Strong commercial adoption** in AU market – expanding into EU & US
 - 4 Diagnostic Test Kits cleared – 5 new kits completing development
 - Strong underlying growth in core revenue streams – 1H FY23 sales of \$10.4M with 72% from syndromic testing products
- **Multiple drivers for growth** – funded from anticipated future cash flow and existing balance sheet
 - Commercial expansion into large international markets (EU & US);
 - Product expansion; multiple new products completing development or registration;
 - Instrument expansion – embed **3base®** technology in high-volume customers sites.





Financial information

Share price (31-Jan-23)	A\$0.88
Shares on issue	143.4m
Market capitalisation	A\$126.2m
Cash (31-Dec-22)	A\$26.8m
Debt (30-Dec-22)	Nil
Enterprise value	A\$99.4m

Top shareholders %

Asia Union (Chris Abbott private investment)	26.2%
Perennial Value Management	15.0%
Fidelity International	6.9%
Directors & management	3.0%

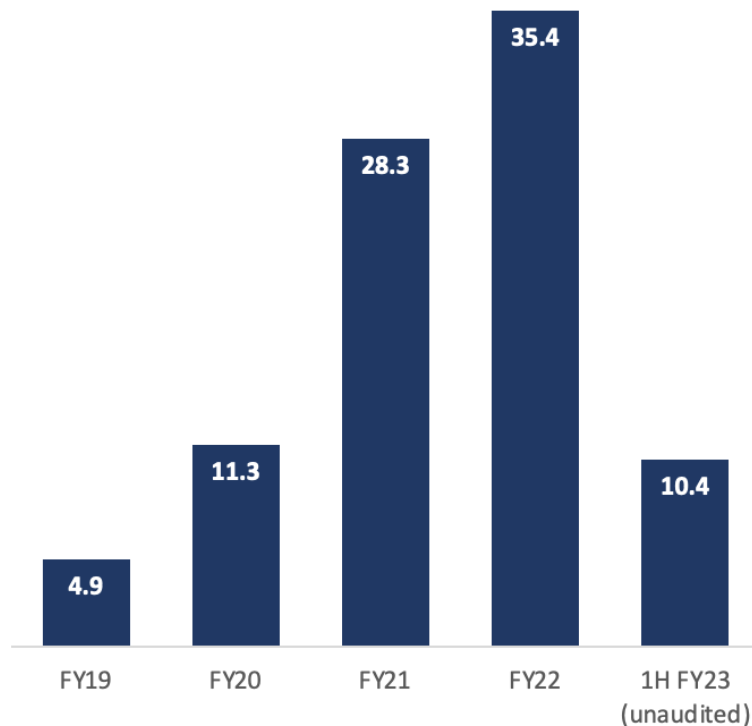


Research reports

	Target price
MST Access (1-Feb-23)	\$1.45
Bell Potter (30-Jan-23)	\$0.88
Taylor Collison (30-Nov-22)	\$2.12



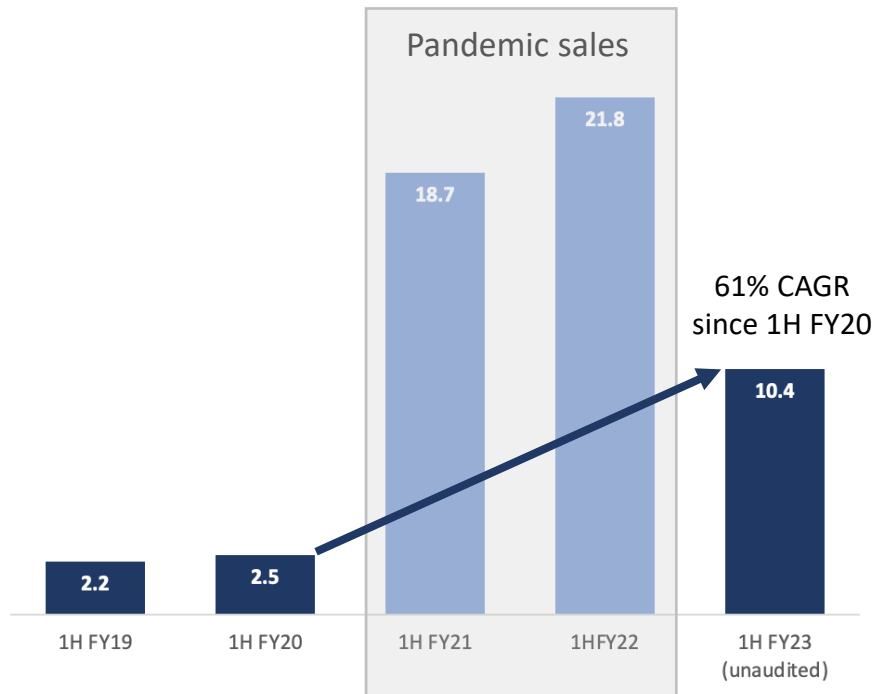
Sales Revenue (A\$m)



- **Q2 FY23 sales \$4.7 million, H1 FY23 sales \$10.4 million**
 - Anticipated material decline in pathogen-specific molecular testing for SARS-CoV-2 experienced across the industry
 - Replaced with growing syndromic respiratory sales— long-term, durable market
 - Several Covid customers currently trialing or commenced purchase of *EasyScreen™* kits for other indications
 - Non-Covid only sales up 49% pcp and account for 72% of sales in Q2
 - 7% sales to international customers—set to grow with increased EU presence and as products cleared in US
- **Maintain successful strategy of targeting focus towards high-volume customer groups**
 - High-throughput labs
 - Multi-hospital groups
 - Private pathology chains
 - Government-led programs



Sales Revenue (A\$m)



- **Covid “sugar hit”**

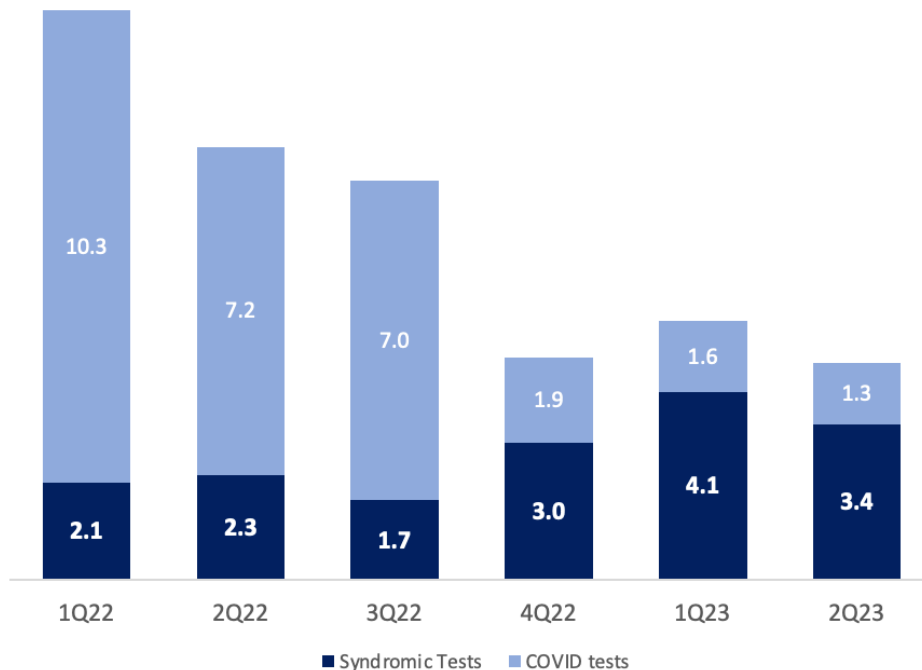
- Revenues in FY21 & FY22 were significantly boosted by Covid molecular test sales during pandemic
- Inevitable decline in sales of Covid molecular tests as pandemic management practices evolved

- **Provided opportunity for GSS to establish strong foundation for long-term growth**

- Strong balance to support growth initiatives (product expansion, international markets, new instruments)
- Significantly expanded customer base and awareness of **3base**[®] technology and benefits
- Material growth in business compared to pre-pandemic trajectory:
 - Half year sales up 416% v 1H FY20 (pre-pandemic)
 - Equates to 61% CAGR over 3 years



Sales Revenue (A\$m)



- **Sales mix returning to syndromic tests focus**
 - Ensured Company continued to build sales of syndromic tests throughout pandemic while benefitting from Covid opportunity
 - Revenue dominated by syndromic tests with sales at significantly higher level than pre-pandemic
 - **3base**® technology may provide future opportunities as new strains and variants continue to emerge
- **Strong growth drivers to provide long-term, durable growth from syndromic test sales**
 - Multi-pathogen testing for respiratory infections likely to be long-term growth market
 - Syndromic testing increasingly recognised as providing more effective and timely healthcare
 - Unique approach and benefits of **3base**® technology recognised by customers

Robust pipeline with multiple products cleared for sale





North America accounts for 40% of the global molecular diagnostics market

- **High need for Enteric Protozoan Kit**
 - 5.5 million tests conducted in the US pa
 - Primarily culture/microscopy: slow, labour intensive, unreliable
 - Detects leading protozoan infections
- **Enteric Protozoan Screening Kit**
 - First *EasyScreen*™ product for US
 - 510(k) submission in April 2023
- **US Market preparation activities underway**
 - KOL webinars;
 - Sales & marketing presence in US
 - Warehousing facility in Los Angeles
 - Initial focus on 30 high-throughput, centralised labs
- **First 3base® product for the US**
 - Regulatory dossier relevant for other *EasyScreen*™ products



● Final steps underway

- Recruitment for trial involving 1,500 clinical samples was completed in July 2022
- As several of the assays are not included in the predicate device (comparator assay) for the 510(k) submission, GSS was required to develop validated comparative tests for verification
- The final external study required tests to be conducted at three independent sites by staff who have not used the test previously (multi-site reproducibility study)
- These studies need to be approved by the Institutional Review Boards (IRB) at the sites before they can commence
- While the confirmation studies themselves are relatively short, the rate-limiting step is approval from the two IRBs which will be determined by their meeting schedules
- These approvals should be secured by mid-March and potentially may be secured earlier
- Clinical trial for second FDA product commenced at first site and progressing well; installation at second site has commenced





- **Leverage experience in AU market to grow international sales**
 - Europe – drive adoption of other **3base**® products
 - US – build **3base**® franchise once Protozoan Detection Kit is cleared
- **Build & expand portfolio of *EasyScreen*™ products**
 - Expand menu of **3base**® tests
 - Develop new *EasyScreen*™ Syndromic Test Kits
 - Secure registration for new *EasyScreen*™ products
- **Embed **3base**® technology in high-value customer’s workflow**
 - Increase adoption of *EasyScreen*™ kits for more applications
 - Broader range of commercial arrangements with customers
- **Next-generation, “sample-to-result” instrument**
 - Highly automated, high-throughput
 - Ideally suited for high-volume commercial users
 - Embed use of **3base**® with customers





- **US Enteric Protozoan Kit**
 - File 510(k) application April 2023
 - Launch product once clearance is granted
- **Increase sales and presence in UK and European markets**
 - Contracts with new customers
 - Direct sales force and distributor appointments
- **Advancement of US clinical trial for next *EasyScreen*™ product**
- **R&D initiatives for new products**
 - New tests and *EasyScreen*™ kits
 - Technology improvements
 - Development of Next Generation Instrument prototype





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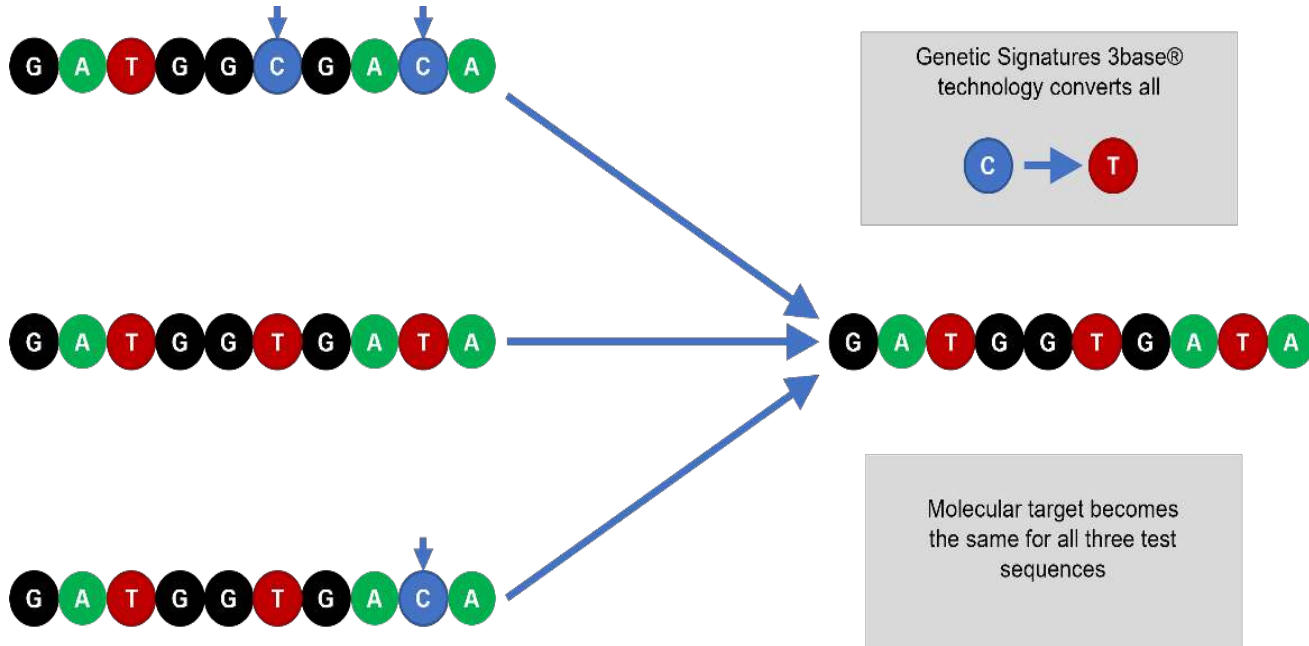
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APPENDICES

How 3base® simplifies molecular targets



* Human Papilloma virus sequences

- **Molecular diagnostic tests are based on DNA/RNA sequences**
 - DNA/RNA is unique to each organism.
- **Genetic Signatures 3base® makes multiplex testing easier:**
 - **More informative** – detect related pathogens/genes using fewer tests;
 - **Simpler** – fewer reagents with better matched, reaction conditions.



- **Syndromic testing:** simultaneously test for multiple pathogens that all can cause the same signs and symptoms
 - **Respiratory infections:** cough, runny nose, sore throat, headache
 - **Gastrointestinal infections:** nausea, diarrhea, vomiting, cramps, fever
- **Syndromic testing**
 - allows single test to determine the potential cause of a disorder
 - avoids having to order separate tests for each possible pathogen
- **Genetic Signatures' *EasyScreen™* is ideal for Syndromic Testing**
 - Tests for over 100 different types of pathogens
 - Able to detect variants (i.e. different strains or subtypes)
 - Combine tests to create *EasyScreen™* Syndromic Detection Test Kits
 - Detect >20 different pathogens from a single sample

