

ASX announcement

9 December 2022

## INVESTOR WEBINAR PRESENTATION

Genetic Signatures Limited (ASX: GSS) is pleased to announce its participation in the ShareCafe Small Cap "Hidden Gems" Webinar, to be held Friday 9th of December 2022 from 12:30pm AEDT/ 9:30am AWST.

John Melki - CEO and Director will provide an overview of the Company which is Genetic Signatures is a specialist molecular diagnostics (MDx) company focused on the development and commercialisation of its proprietary platform technology, 3base®

This webinar can be viewed live via Zoom and will provide viewers the opportunity to hear from, and engage with, a range of ASX-listed leading micro/mid cap companies.

To access further details of the event and to register at no cost, please copy and paste the following link into your internet browser:

[https://us02web.zoom.us/webinar/register/WN\\_cXwcsPinS9Ov5s\\_GY-wBww](https://us02web.zoom.us/webinar/register/WN_cXwcsPinS9Ov5s_GY-wBww)

A recorded copy of the webinar will be made available following the event.

-ENDS-



**Genetic  
Signatures**

Transforming  
Molecular  
Diagnostics



# Investor Presentation

December 2022



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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 continued revenue growth – FY22 revenue A\$35.4 million (+25% yoy), cash flow positive (\$6.7M) and profitable (\$3.1M).
- **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 (8-Dec-22)	A\$0.80
Shares on issue	143.4m

**Market capitalisation** **A\$114.7m**

Cash (30-Sep-22)	A\$32.4m
Debt (30-Sep-22)	Nil

**Enterprise value** **A\$82.3m**

## Top shareholders %

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

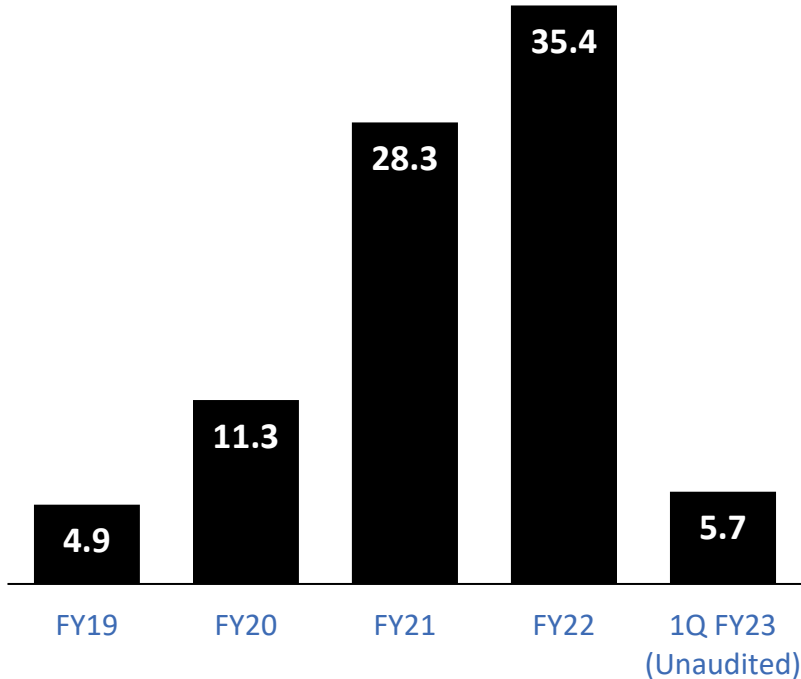


## Research reports

	Target price
MST Access (28-Oct-22)	\$1.45
Bell Potter (27-Oct-22)	\$0.90
Taylor Collison (30-Nov-22)	\$2.12

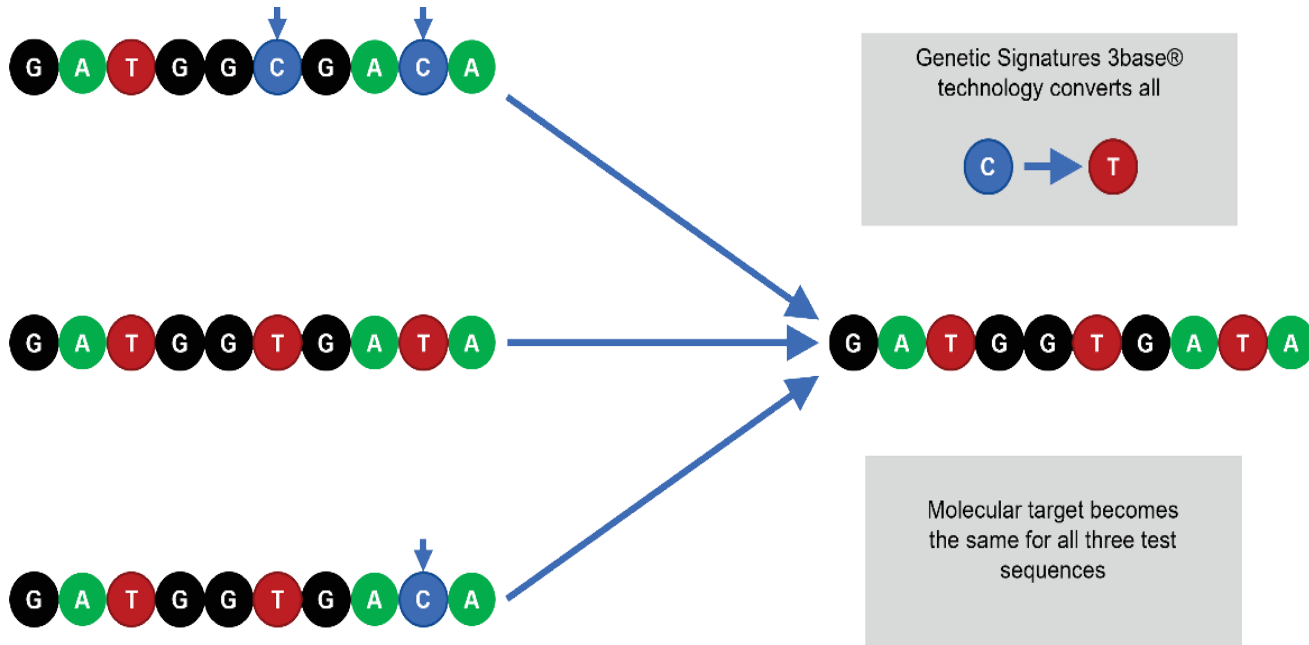


## Sales Revenue (A\$m)



- **Q1 FY23 sales up 16% from preceding quarter**
  - FY22 sales revenue of \$35.4 million (+25% yoy, 89% 4yr CAGR)
- **Growing contribution from international sales**
  - Leveraging experience in Australian market;
  - European orders for non-Covid Syndromic Kits;
  - Significant US contributions to come once FDA clearance secured.
- **Strong demand for SARS-CoV-2 tests during FY21 & FY22**
  - Scale-back of molecular testing programs;
  - Growing contribution from other *EasyScreen*<sup>™</sup> Kits;
  - Shifting from COVID only testing to Syndromic Respiratory.
- **Successful strategy of targeting high-volume customer groups**
  - High-throughput labs
  - Multi-hospital groups
  - Private pathology chains
  - Government-led programs

# 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.





# 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 the new year.
- **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.



- **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 1Q CY23;
  - 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.
- **Initiation 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.





### Contact Us

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