

## Quarterly cash flow and activities report – 30 September 2015

Genetic Signatures (ASX: GSS) is pleased to report on its activities for the quarter ended 30 September 2015.

### Highlights:

- Diagnostic kit sales of \$442,000 representing 44.3% growth compared with the previous quarter (ending June 30, 2015) and 138% growth on the equivalent corresponding quarter last year
- Cash receipts from customers of \$383,000
- Research and Development Tax Concession (grant income) of \$968,000 received from the Australian Federal Government
- Total cash receipts, including interest and grant income of \$1,359,000
- Cash at 30 September: \$5,472,000
- North American commercial operations launched
- Further geographical expansion for our *EasyScreen*<sup>™</sup> pathogen detection products with distribution deals signed for Ireland and Poland

### Activities subsequent to period:

- Receipt of a further United States Food and Drug Administration (FDA) listing for a second clinical sample concentrator (SP003 sample processing kit), representing another important step towards full product suite commercialisation in the US

### Upcoming activities:

- The Company's AGM will be held on Monday 9 November 2015
- Continued revenue growth from sales to existing and new customers, locally and from various international markets.
- Expansion of *EasyScreen*<sup>™</sup> product menu
- The appointment of additional distributors in Europe, with associated expansion of the company's distributor support network

### Corporate:

- Dr Tony Radford appointed to the Board of Directors, bringing extensive experience in the global medical device industry and the management of ASX-listed medical device companies
- Patrick Noland appointed as Executive Vice President of US Operations, focusing on US Market Entry
- Mark Langan appointed as Chief Financial Officer
- Anna Sandham appointed as Company Secretary

## Commentary

Genetic Signatures recorded another quarter of strong growth for the period ended 30 September 2015, with diagnostic kit sales growth of 44.3% quarter on quarter and 138% on the equivalent corresponding quarter last year.

Further European distributors were signed during the quarter, with the signing of distribution deals for Ireland and Poland, expanding the market reach for the company's *EasyScreen™* products. The company will continue to appoint distributors in other European jurisdictions in line with the company's expectation of further significant growth.

The company made a number of key appointments during the quarter to support growth and expansion, including the appointment of Patrick Noland as Executive Vice President of US Operations and Mark Langan as Chief Financial Officer. Dr Tony Radford was appointed to the Board of Directors and Anna Sandham was appointed as Company Secretary. The company looks forward to updating the market over the coming quarter as additional milestones are achieved.

For further information, see our website ([www.geneticsignatures.com](http://www.geneticsignatures.com)) or contact us as below:

Company	Media and Investor Relations
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**About Genetic Signatures:** Genetic Signatures is a specialist molecular diagnostics (MDx) company focused on the development and commercialisation of its proprietary platform technology, 3Base™. Founded in 2001 by the late Dr Geoffrey Grigg, the former Chief of Molecular Biology at CSIRO, Genetic Signatures has released a suite of real-time PCR based products for the routine detection of infectious diseases under the *EasyScreen™* brand. Molecular diagnostics (MDx) is a modern technique increasingly used by hospitals and pathology laboratories to detect specific sequences of the genome, the DNA or RNA that define an organism.

Genetic Signatures' proprietary MDx 3Base™ platform technology provides high-volume hospital and pathology laboratories the ability to screen for a wide array of infectious pathogens, with a high degree of specificity, in a rapid throughput (time-to-result) environment.

The *EasyScreen™* Enteric Detection Kits were the first product line launched as part of the *EasyScreen™* product range in 2012. This panel of assays supports hospitals and laboratories to screen for a wide range of infectious agents including viral, bacterial and protozoan agents. The *EasyScreen™* Respiratory Virus Detection Kits detects 15 viral causes of respiratory infection.

Genetic Signatures' current target markets are major hospital and pathology laboratories undertaking infectious disease screening. As the spread of infectious diseases around the world continues to grow, the Company plans to launch additional products for the detection of pathogens associated with MRSA, sexual health infections, tuberculosis and meningitis.

# Appendix 4C

## Quarterly report for entities admitted on the basis of commitments

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10

Name of entity

GENETIC SIGNATURES LIMITED

ABN

30 095 913 205

Quarter ended ("current quarter")

September 2015

### Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter \$A'000	Year to date (12 months) \$A'000
1.1 Receipts from customers	383	383
1.2 Payments for (a) staff costs	(536)	(536)
(b) advertising and	(1)	(1)
marketing		
(c) research and	(293)	(293)
development		
(d) leased assets	-	-
(e) other working capital	(52)	(52)
1.3 Dividends received	-	-
1.4 Interest and other items of a similar nature received	8	8
1.5 Interest and other costs of finance paid	(1)	(1)
1.6 Income taxes paid	-	-
1.7 Other (provide details if material)	-	-
Cost of Goods	(252)	(252)
Research & Development Tax Concession	968	968
<b>Net operating cash flows</b>	<b>224</b>	<b>224</b>

+ See chapter 19 for defined terms.

**Appendix 4C**  
**Quarterly report for entities**  
**admitted on the basis of commitments**

	Current quarter \$A'000	Year to date (12 months) \$A'000
1.8 Net operating cash flows (carried forward)	224	224
<b>1.9 Cash flows related to investing activities</b>		
Payment for acquisition of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	(3)	(3)
(d) physical non-current assets	(179)	(179)
(e) other non-current assets	-	-
<b>1.10 Proceeds from disposal of:</b>		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	-	-
1.11 Loans to other entities	-	-
1.12 Loans repaid by other entities	-	-
1.13 Other (provide details if material)	-	-
	(182)	(182)
<b>Net investing cash flows</b>		
<b>1.14 Total operating and investing cash flows</b>	42	42
<b>Cash flows related to financing activities</b>		
1.15 Proceeds from issues of shares, options, etc.	-	-
1.16 Proceeds from sale of forfeited shares	-	-
1.17 Proceeds from borrowings	-	-
1.18 Repayment of borrowings	-	-
1.19 Dividends paid	-	-
1.20 Other (provide details if material)	-	-
Listing & Share Issue Expenses	(30)	(30)
<b>Net financing cash flows</b>	(30)	(30)
<b>Net increase (decrease) in cash held</b>	12	12
1.21 Cash at beginning of quarter/year to date	5,460	5,460
1.22 Exchange rate adjustments to item 1.20	-	-
1.23 <b>Cash at end of quarter</b>	5,472	5,472

+ See chapter 19 for defined terms.

**Payments to directors of the entity and associates of the directors**

**Payments to related entities of the entity and associates of the related entities**

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	249
1.25	Aggregate amount of loans to the parties included in item 1.11	-
1.26	Explanation necessary for an understanding of the transactions	
Executive and non-executive director remuneration		

**Non-cash financing and investing activities**

- 2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

Nil
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- 2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

Nil
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**Financing facilities available**

*Add notes as necessary for an understanding of the position.*

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities	-	-
3.2	Credit standby arrangements	-	-

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**Reconciliation of cash**

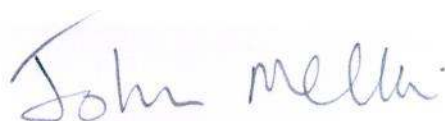
Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current quarter \$A'000	Previous quarter \$A'000
4.1 Cash on hand and at bank	2,472	2,460
4.2 Deposits at call	3,000	3,000
4.3 Bank overdraft	-	-
4.4 Other (provide details)	-	-
<b>Total: cash at end of quarter</b> (item 1.23)	5,472	5,460

**Acquisitions and disposals of business entities**

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1 Name of entity	N/A	N/A
5.2 Place of incorporation or registration	N/A	N/A
5.3 Consideration for acquisition or disposal	N/A	N/A
5.4 Total net assets	N/A	N/A
5.5 Nature of business	N/A	N/A

**Compliance statement**

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.



Sign here:

(Director)

Date: 30 October 2015

Print name: John Melki

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## Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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