



# Investor Presentation

October 2021



This presentation has been prepared by Genetic Signatures Limited ACN 095 913 205 (the Company or GSS) and comprises written materials/slides for a verbal presentation concerning the Company and should be read in that context. This presentation is proprietary to GSS. It may not be reproduced, disseminated, quoted or referred to, in whole or in part, without express consent of GSS.

No representation or warranty, express or implied, is or will be made in relation to, and no responsibility or liability (whether for negligence, under statute or otherwise) is or will be accepted by the Company or by any of its officers, directors, shareholders, employees or advisers as to or in relation to the accuracy or completeness of the information, statements, opinions or matters (express or implied) arising out of, contained in or derived from this presentation or any omission from this presentation or of any other written or oral information or opinions provided now or in the future to any interested party or its advisers. In particular, no representation or warranty is given as to the achievement or reasonableness of any plans, future projections, management targets, prospects or returns and nothing in this presentation is or should be relied upon as a promise or representation as to the future.

The Company expressly disclaims all liability for any loss or damage of whatsoever kind (whether foreseeable or not) which may arise from any person acting on any information and opinions relating to the Company contained in this presentation or any information which is made available in connection with any further enquiries, notwithstanding any negligence, default or lack of care. In furnishing this presentation, the Company undertakes no obligation to provide any additional information.

Subject to any continuing obligation under applicable law or relevant listing rules of the ASX, the Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements in these materials to reflect any change in expectations in relation to any forward-looking statements or any change in events, conditions or circumstances on which any statement is based. Nothing in these materials shall under any circumstances create an implication that there has been no change in the affairs of the Company since the date of the presentation.

This presentation is for information purposes only and does not constitute or form part of any offer or invitation to acquire, sell or otherwise dispose of, or issue, or any solicitation of any offer to sell or otherwise dispose of, purchase or subscribe for, any securities, nor does it constitute investment advice, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any or contract or investment decision. Without limiting the foregoing, this presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States. The securities of Genetic Signatures have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended (Securities Act) or the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold in the United States except in compliance with the registration requirements of the Securities Act and any other applicable securities laws or pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and any other applicable securities laws.

The receipt of this presentation by any person and any information contained herein or subsequently communicated to any person is not to be taken as constituting the giving of investment advice by the Company or any other person to any such person. No such person should expect the Company or any of its officers, directors, shareholders, employees or advisers to owe it any duties or responsibilities and should take its own professional advice. The Recipient must rely solely on its own knowledge, investigation, judgement and assessment of the matters which are the subject of this presentation and to satisfy itself as to the accuracy and completeness



# 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



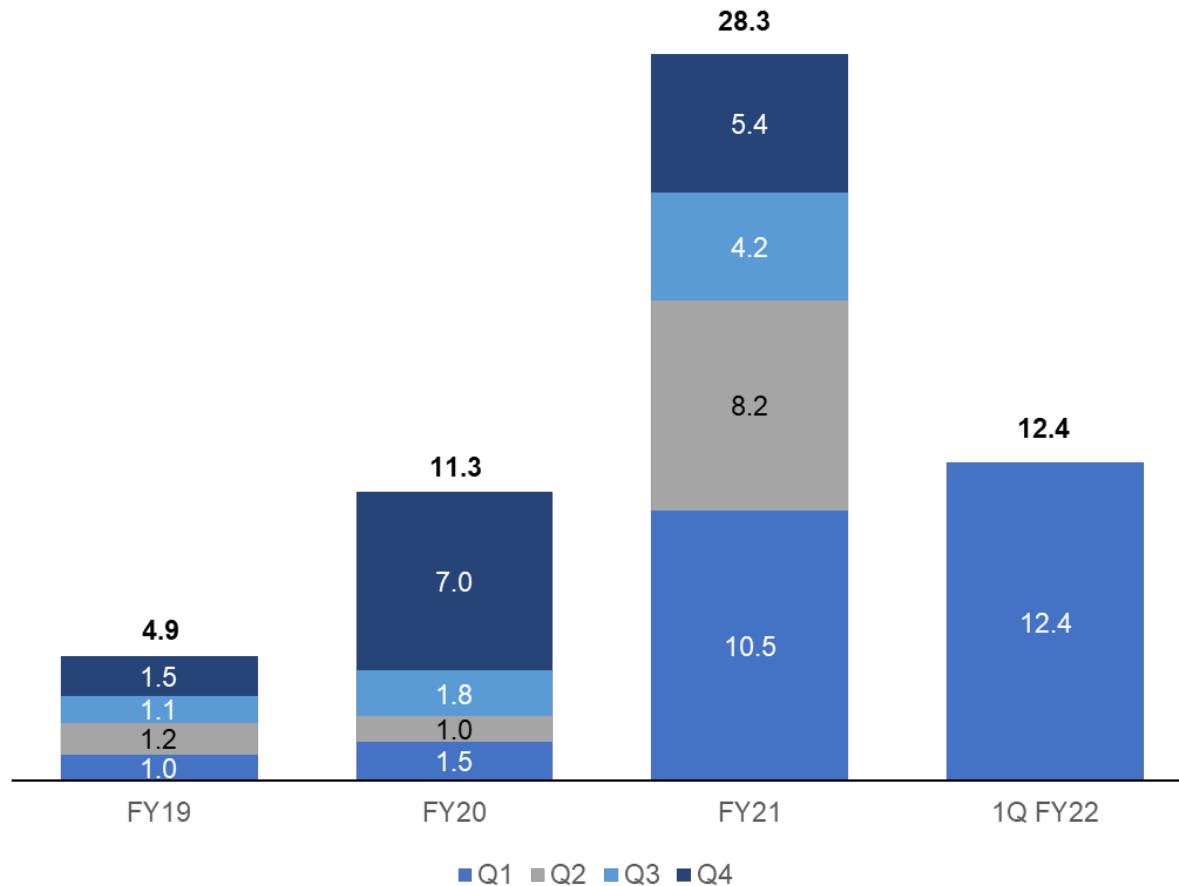
GS-mini

GS1-HT

GS-1000

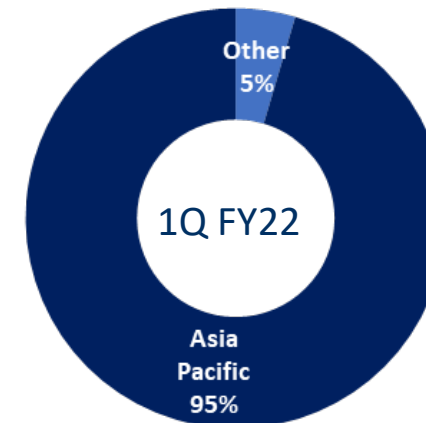


## Revenue from sales (A\$m)



## 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

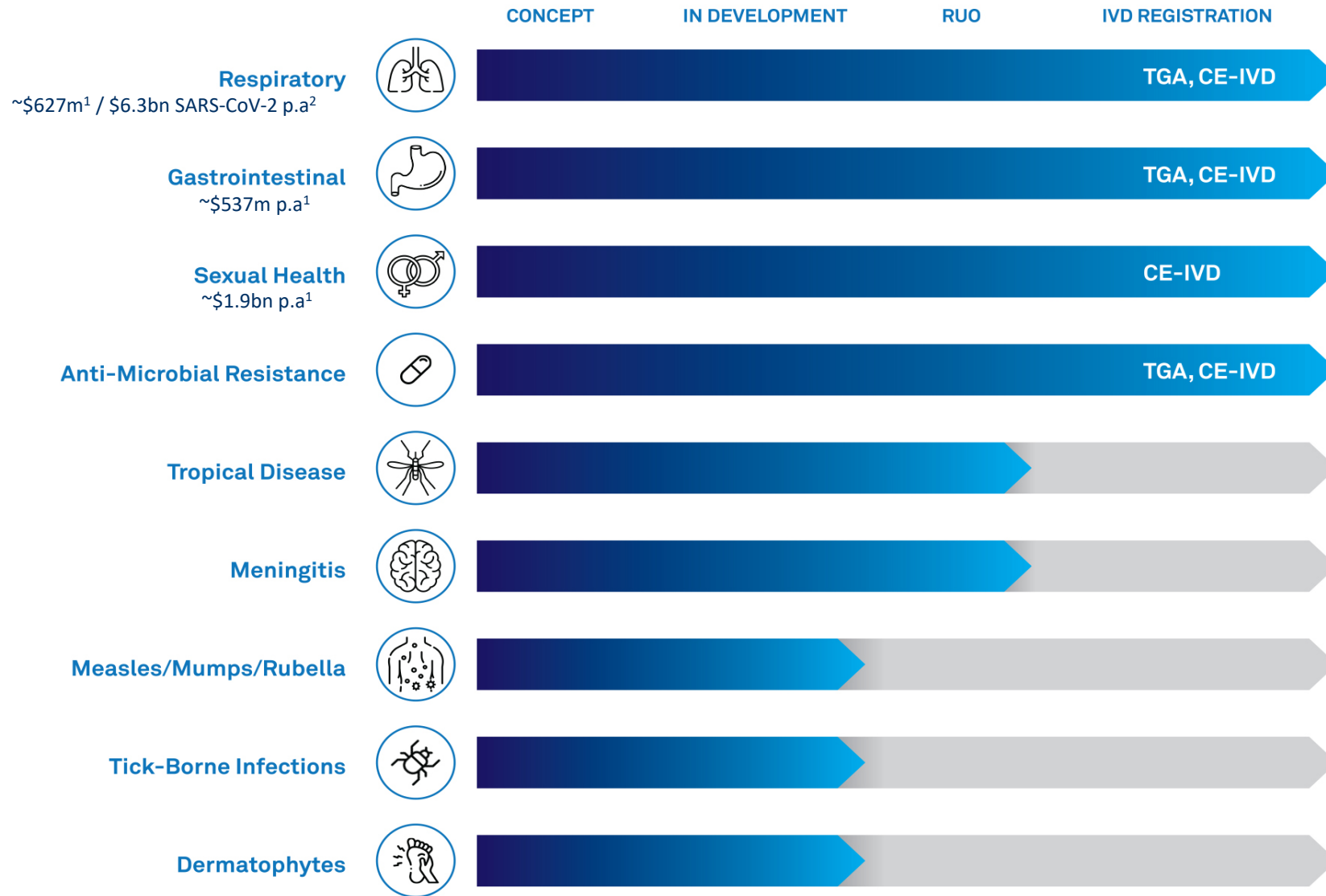




A\$'000s	1Q FY22
Receipts from customers	10,340
Payments to suppliers and employees	(7,302)
Other	3
<b>Net operating cash</b>	<b>3,041</b>
Payment for plant & equipment	(92)
<b>Net investing cash</b>	<b>(92)</b>
Net proceeds from issue of shares	50
Principal elements of lease payments	(89)
<b>Net financing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

- **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 pcp
  - Higher R&D and staff costs
  - Offset by reduced inventory purchases

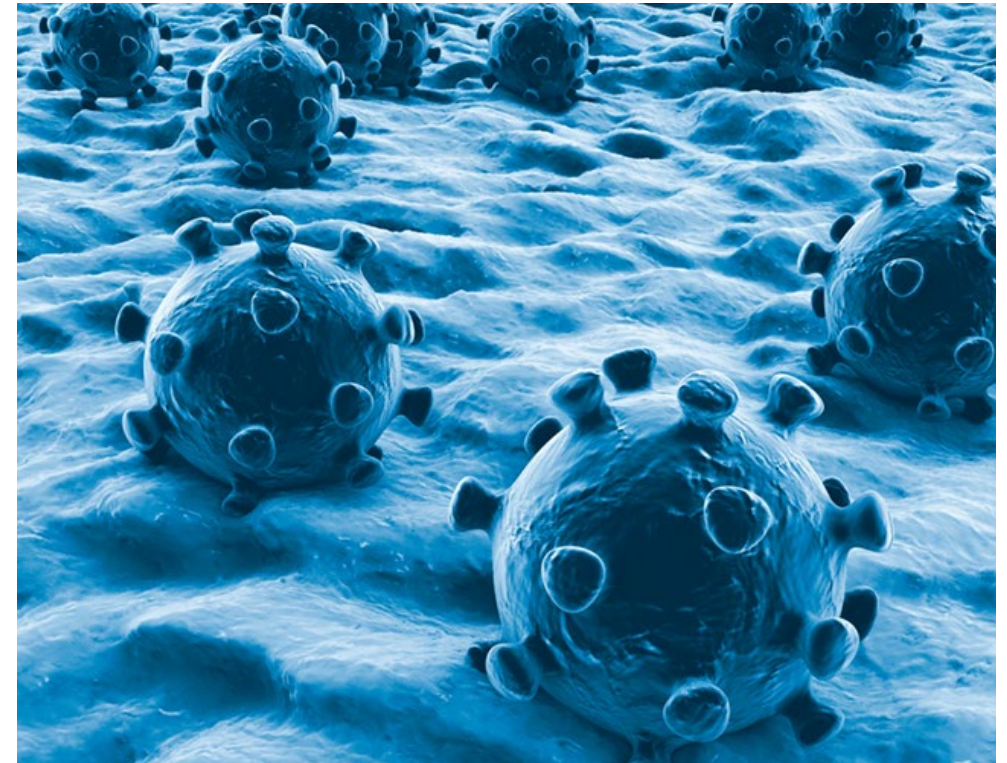
# Product Portfolio and Development Pipeline



\*FDA for enteric protozoa kit underway



- 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

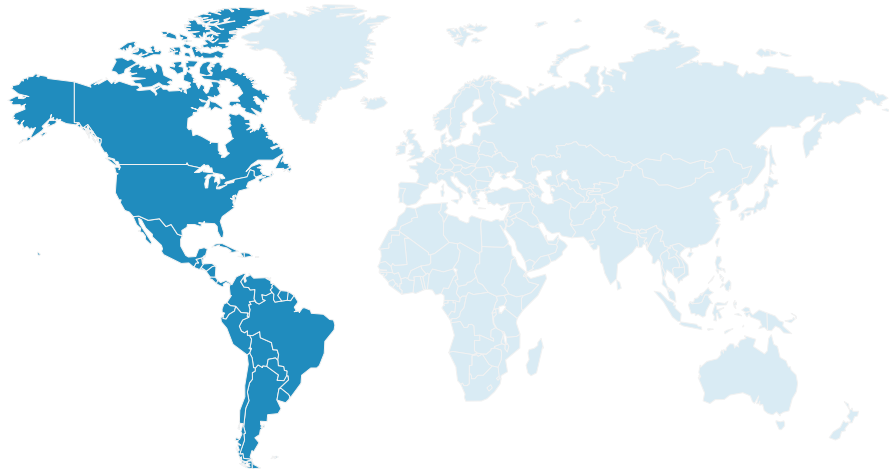
- ~35% of molecular diagnostics market
- Direct sales in Germany & UK, distributors elsewhere
- Currently selling SARS-CoV-2 kit
- First order for enteric test from UK customer – others conducting in-house assessments with view to adopting
- CE-IVD registration for:
  - Enteric
  - SARS-CoV-2
  - Respiratory
  - 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
<b>US\$20</b>	\$22.0m	\$33.0m	\$44.0m
<b>US\$30</b>	\$33.0m	\$49.5m	\$66.0m
<b>US\$40</b>	\$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
<b>Market capitalisation</b>	<b>A\$214m</b>
Ave monthly turnover (shares)	2.2m
Cash (30-Sep-21)	A\$33m
Debt (30-Sep-21)	Nil
<b>Enterprise value</b>	<b>A\$181m</b>

## 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*<sup>™</sup> 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*<sup>™</sup> 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**<sup>™</sup> ‘sample to result’ instrument
- Develop new test kits including flavivirus, measles, mumps & rubella, tick-borne diseases and dermatophytes





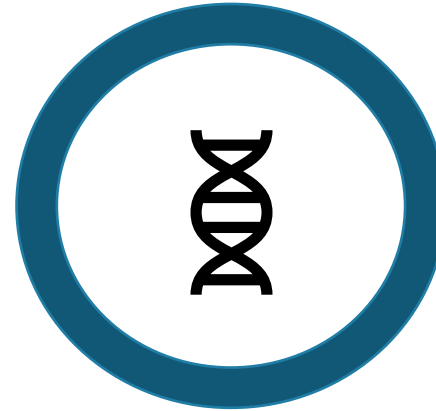
## Revenue growth

- 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+



# Genetic Signatures

Transforming Molecular Diagnostics

## Contact us

Dr John Melki

Genetic Signatures

Chief Executive Officer

P: +61 (0)2 9870 7580

E: [john.melki@geneticsignatures.com](mailto:john.melki@geneticsignatures.com)

## Visit us

[www.geneticsignatures.com](http://www.geneticsignatures.com)

## Follow us

