

**ASX Code: GSS**

3 August 2018

## **Major customer contract signed and release of new *EasyScreen*<sup>TM</sup> Kit and laboratory instrument**

Genetic Signatures Limited (ASX: GSS, “**Genetic Signatures**” or the “**Company**”) is pleased to announce a major new contract with a large Australian pathology service provider and the release of two new products.

- **GSS secures a new contract with a large Australian pathology service provider**
- **Coincides with the release of a new *EasyScreen*<sup>TM</sup> Detection Kit and laboratory instrumentation in July**
  - **New kit:** second generation *EasyScreen*<sup>TM</sup> Respiratory Pathogen Detection Kit that simultaneously detects 14 common respiratory pathogens
  - **New Instrumentation:** GS1-HT System, Automates both sample processing and amplification setup
- **New customer may use up to 1,000 tests per day at its peak depending on the severity of the flu season, and approximately 100-200 tests per day outside of the flu season**
- **Customer and successful product launch expected to provide an immediate boost to domestic revenues and help accelerate global sales**

### **Genetic Signatures CEO, Dr. John Melki commented:**

*“The new sales contract and the launch of the second-generation *EasyScreen*<sup>TM</sup> Respiratory Pathogen Detection Kit and the GS1-HT marks a major milestone for Genetic Signatures. We are pleased to be positively impacting patient care, having rolled out the products to our customer ahead of the start of the flu season. Although sales of the respiratory tests are dependent on the severity of the flu season, we anticipate sales of approximately 1,000 tests per day during peak flu season for this customer, creating a significant boost to our domestic business.”*

*“The contract has been achieved via our innovation and development of the **3base**<sup>TM</sup> platform technology and the supply of our proprietary workflow automation system (GS1-HT), which allows for consistent high levels of throughput to deliver rapid results during peak flu season. A new contract with a large Australian service provider validates Genetic Signatures technology and we look forward to seeing the impact this has on global sales.”*

## **New Customer: large Australian pathology service provider**

Genetic Signatures has secured a new sales contract with a large Australian pathology service provider for its second generation *EasyScreen™* Respiratory Pathogen Detection Kit. The pathology service provider has also chosen to employ Genetic Signatures' proprietary workflow solution, the GS1-HT System to assist in processing clinical samples for use with *EasyScreen™* assays.

The new customer creates an opportunity to supply up to 1,000 tests per day during peak flu season and approximately 100-200 outside of the flu season. The customer is currently consuming approximately 400 tests per day in the lead up to peak flu season. The new contract has been signed ahead of the domestic flu season, which is expected to occur later in the year compared to 2017, based on current industry feedback.

## **New laboratory Instrumentation: Genetic Signatures Automation System (GS1-HT)**

The GS1-HT is a high-throughput, proprietary workflow automation system that has been designed to optimise sample processing with *EasyScreen™* assays, as well as other general laboratory processes.

Genetic Signatures *EasyScreen™* Detection Kits are platform agnostic and are compatible with most common laboratory equipment. The GS1-HT system however offers a more consolidated and efficient workflow for the lab on a single platform.

The GS1-HT allows customers to reduce the processing time by approximately 45 minutes with runs of up to 96 samples. This results in an increase in throughput of up to 15% relative to existing instrumentation.

## ***EasyScreen™* Respiratory Pathogen Detection Kit (second generation)**

The *EasyScreen™* Respiratory Pathogen Detection Kit (second generation) leverages the Company's proprietary molecular diagnostic (MDx) **3base™** platform technology. The kit can simultaneously detect 14 common respiratory pathogens (including Influenza A & B, Rhinovirus and *M. pneumoniae*) and allows for rapid detection in approximately 4.5 hours with minimal hands-on time for laboratory technicians. Being platform agnostic, the *EasyScreen™* Respiratory Pathogen Detection Kit has broad market appeal in that it can be adopted in most testing laboratories.

The *EasyScreen™* Respiratory Pathogen Detection Kit is currently for Research Use Only with the Company expecting to receive regulatory registration in Australia (TGA) and Europe (CE-IVD) in the coming months. The 14 targets detected by the kit are also available as Analyte Specific Reagents (ASRs) in the USA.

According to the World Health Organisation, respiratory viral infections are responsible for the deaths of an estimated 3.9 million people per year, and one of the

top five causes of mortality worldwide particularly in children, the elderly and immunocompromised persons. In addition to increasing the risk of secondary bacterial infections, respiratory viruses cause an enormous burden to health systems by way of direct medical expenses and indirect productivity losses<sup>1</sup>. Rapid identification of viral respiratory infections is critical in initiating antiviral treatment and limiting the spread of the infection.

In accordance with Section 4.15 of ASX Guidance Note 8, Generic Signatures reports the agreement was signed with Australian Clinical Labs.

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

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**About Genetic Signatures Limited:** Genetic Signatures is a specialist molecular diagnostics (MDx) company focused on the development and commercialisation of its proprietary platform technology, **3base**<sup>TM</sup>. Genetic Signatures designs and manufactures a suite of real-time Polymerase Chain Reaction (PCR) based products for the routine detection of infectious diseases under the *EasyScreen*<sup>TM</sup> brand. Genetic Signatures' proprietary MDx **3base**<sup>TM</sup> 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. Genetic Signatures' current target markets are major hospital and pathology laboratories undertaking infectious disease screening.

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<sup>1</sup> World Health Organisation (2015), Battle against Respiratory Viruses (BRaVe) initiative, [http://www.who.int/influenza/patient\\_care/clinical/brave/en/](http://www.who.int/influenza/patient_care/clinical/brave/en/)

