Genetic Signatures
Transforming Molecular Diagnostics

Investor Presentation

October 2021

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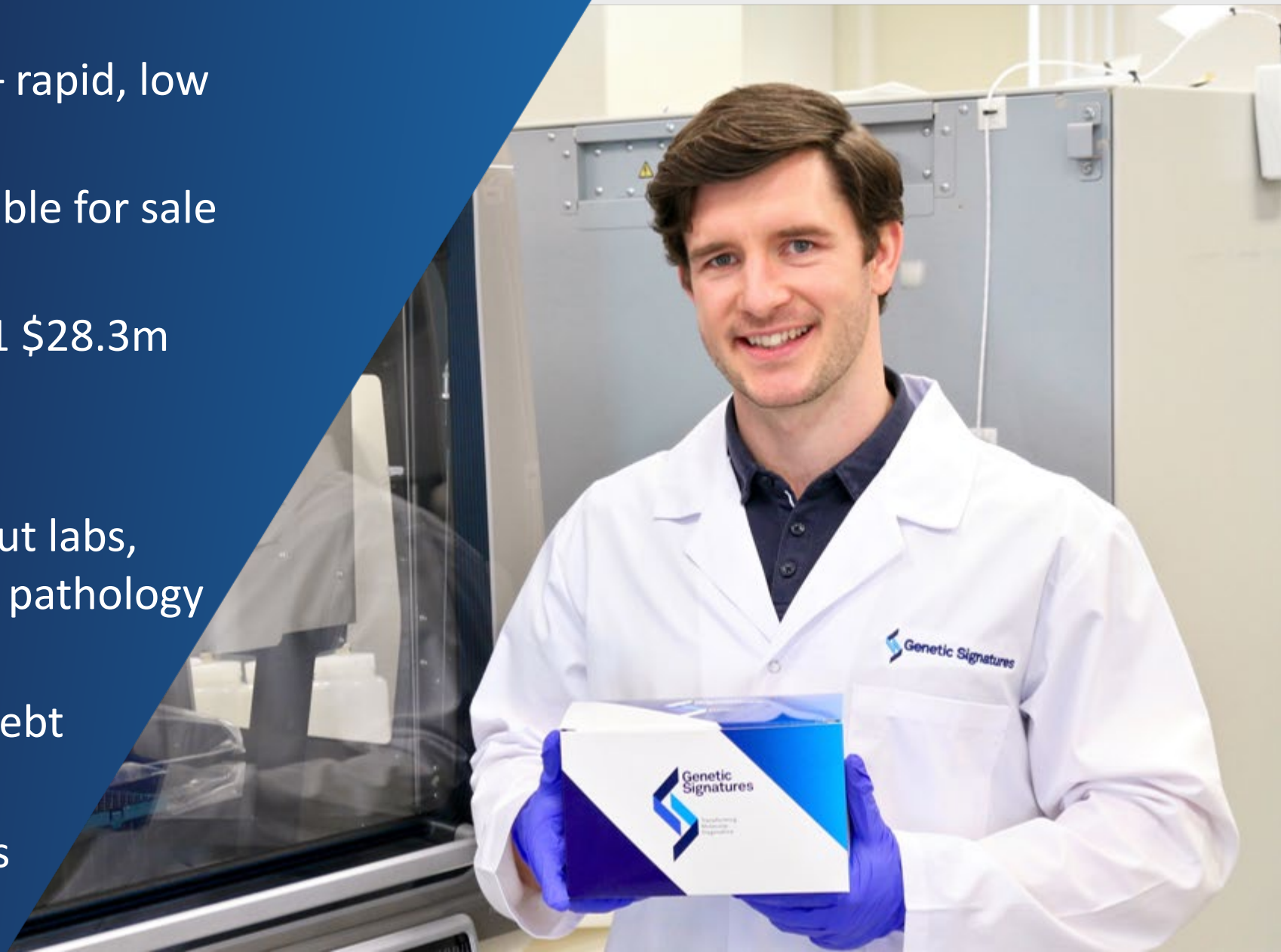
Company Summary

- ✓ 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



Trusted & Proven Technology

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

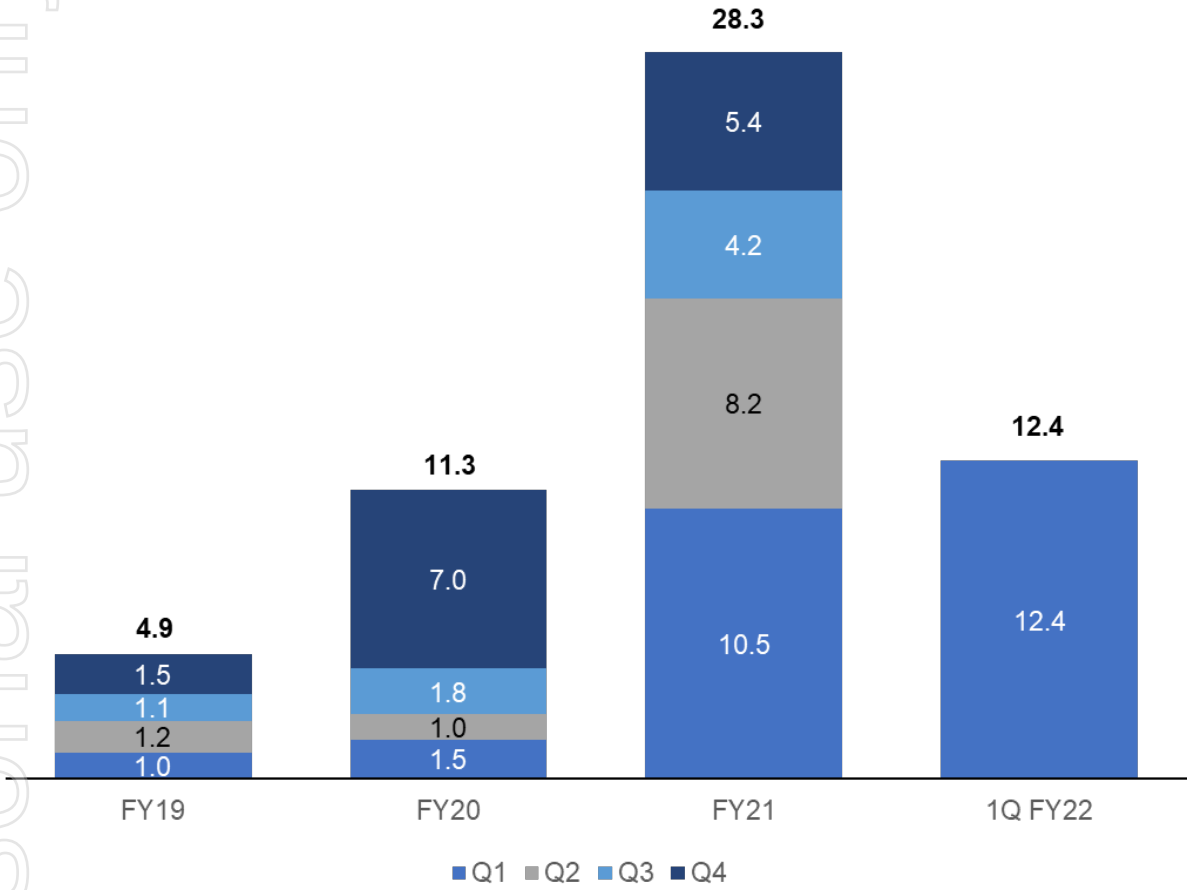
GS-mini

GS1-HT

GS-1000

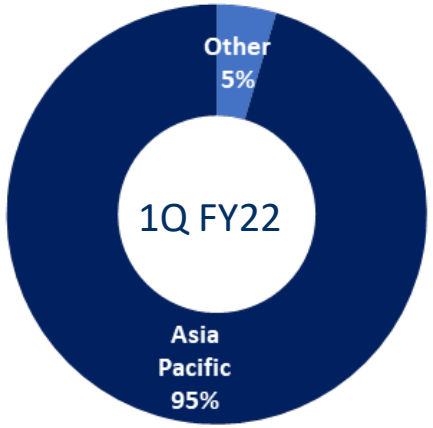
Financial Summary - Sales

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

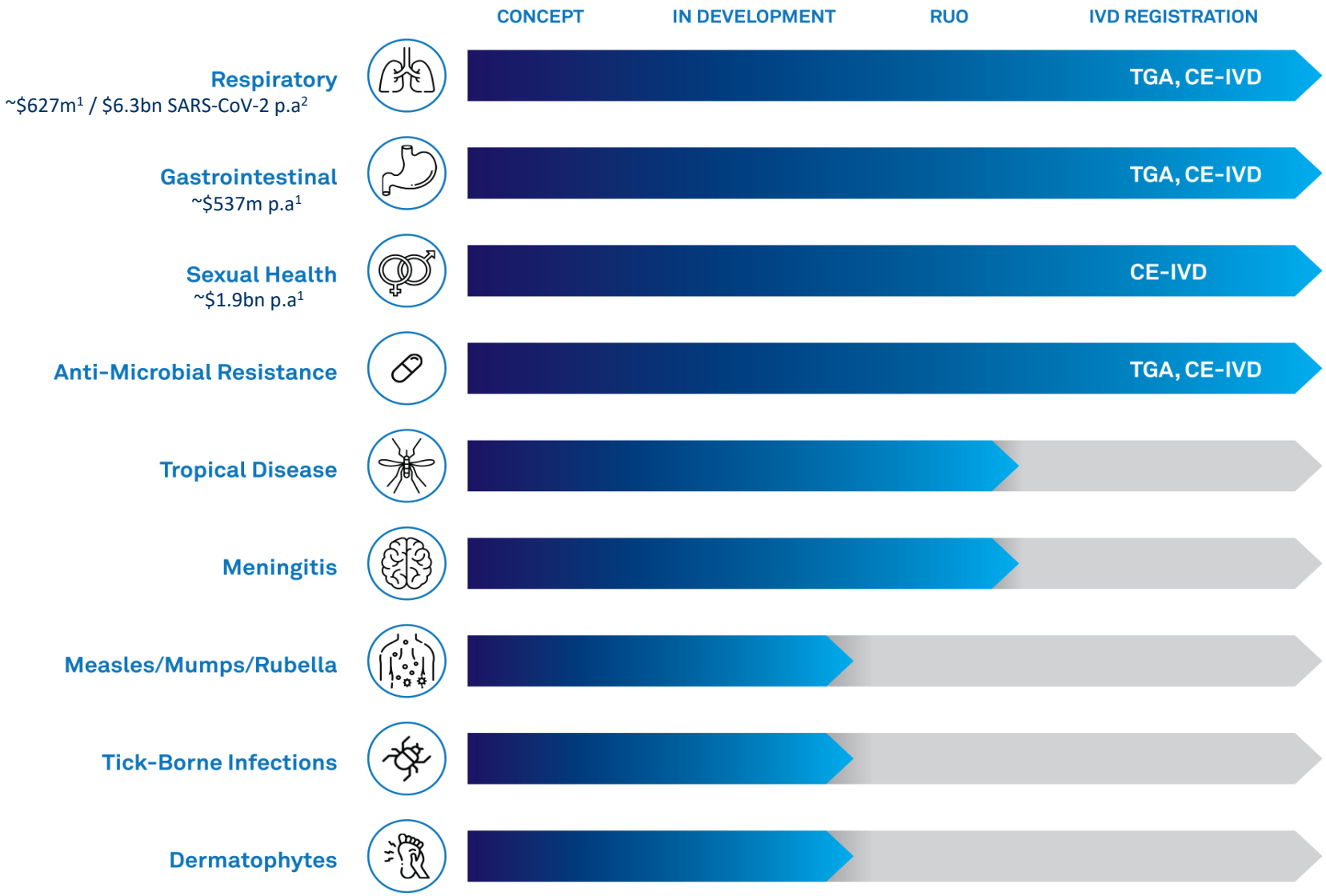


Financial Summary - Cashflow

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

- **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

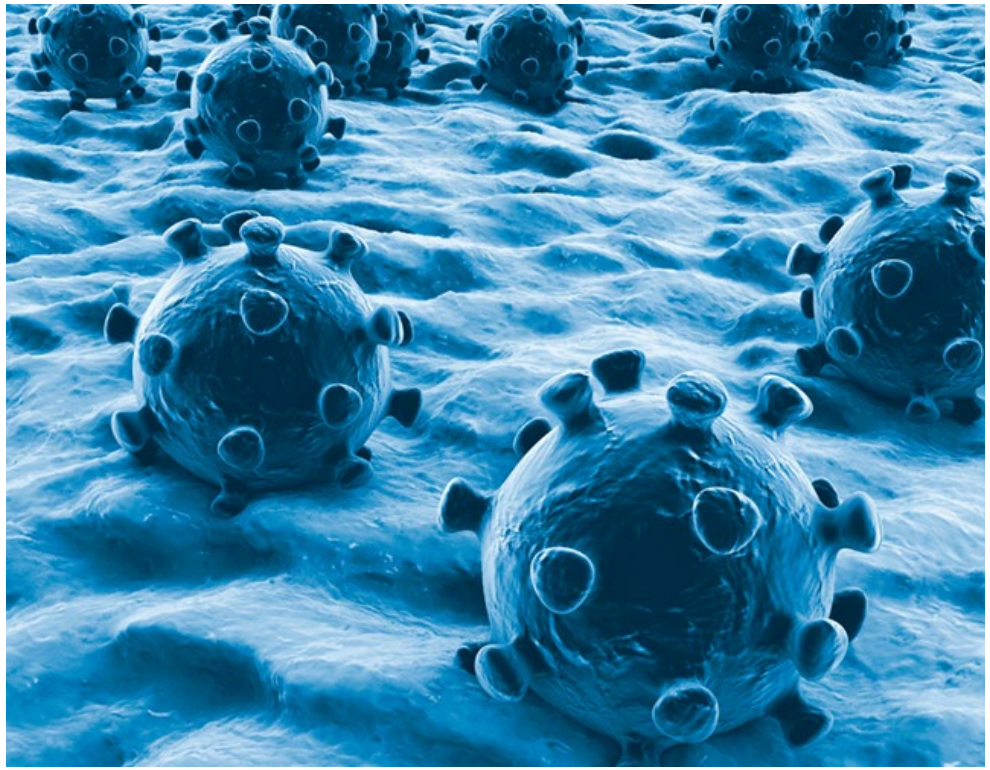


*FDA for enteric protozoa kit underway

1. Global market size (A$m per annum) - Kalorama Information, Molecular Testing Markets for Infectious Diseases (Sepsis, Respiratory Diseases, HIV, Hepatitis, TB Testing, STIs and Other Tests), July 2019, and company estimates; 2. Molecular Diagnostics Markets in the COVID-19 Era (Markets for Molecular COVID-19 IVD Tests, Respiratory Tests, Blood Screening, Cancer Markers and Other IVD Tests) Kalorama Information, Published: 9/7/2020

Beyond SARS-CoV-2

- 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**



Regional Summary

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

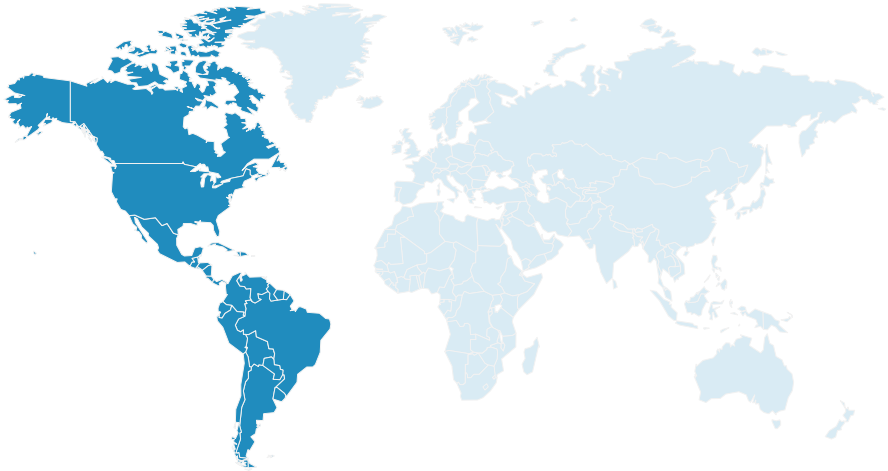
North America

- 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

FDA 510(k) Clearance Program



Enteric Protozoan Revenue Potential

Revenue per test	20% Market Share	30% Market Share	40% Market Share
US$20	$22.0m	$33.0m	$44.0m
US$30	$33.0m	$49.5m	$66.0m
US$40	$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

Investment Summary

Financial information

Share price (22-Oct-21)	A$1.495
Shares on issue	143m
Market capitalisation	**A$214m**
Ave monthly turnover (shares)	2.2m
Cash (30-Sep-21)	A$33m
Debt (30-Sep-21)	Nil
Enterprise value	**A$181m**

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™* 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*™ 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™** 'sample to result' instrument
- Develop new test kits including flavivirus, measles, mumps & rubella, tick-borne diseases and dermatophytes

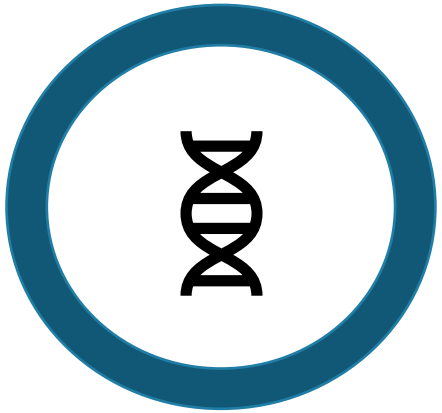
Reasons to Invest

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+

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