

ASX Code: GSS

22 November 2019

Chairman's Address at 2019 Annual General Meeting

Genetic Signatures Limited (ASX: GSS, "**Genetic Signatures**" or the "**Company**"), is pleased to release the Chairman's Address to be delivered at the 2019 Annual General Meeting.

Chairman's Address:

Good morning and a warm welcome to the Genetic Signatures 2019 Annual General Meeting. On behalf of the Board, I would like to thank you all for attending and for your ongoing support.

FY19 has been another successful year for the Company. Genetic Signatures made significant progress towards its goal of becoming a global leader in the supply of diagnostic solutions for the rapid detection of infectious diseases. Later Dr John Melki, our CEO will update you in more detail on this progress and our expectations for the coming year.

Rapid and comprehensive detection of pathogens is critical in diagnosing and controlling the spread of infectious disease. Genetic Signatures' proprietary **3base™** technology can screen for a wide array of infectious pathogens with a high degree of specificity in a rapid throughput (time to result) environment, which saves lives and improves patient outcomes.

During FY19, Genetic Signatures' focus on commercialisation has been reflected in impressive revenue performance. Genetic Signatures' sales grew by 71% to A\$4.9 million, up from A\$2.8 million in FY18, continuing a pattern of strong annual growth. The revenue growth to date has been driven by strong demand from Australia and it is expected increasing traction in large international markets will position the Company for success in FY20 and beyond.

International expansion remains our clear focus. North America and Europe represent approximately 75% of global demand for molecular testing and therefore offer exciting opportunities to significantly expand the Company's revenue base. During the year, the North American and European sales teams have established relationships with key prospective customers and are working towards securing material revenue contracts. In the USA, a number of laboratories are trialing the Company's Analyte Specific Reagents (ASR) and Genetic Signatures is targeting its first material sales order in early to mid-2020. In Europe, we are also targeting the first notable sale in early to mid-2020 and have trials currently underway.

In addition to driving global sales of existing products, Genetic Signatures is also committed to expanding its range of diagnostic products available for sale. CE-IVD and TGA regulatory applications for the *EasyScreen™* STI / Genital and Flavivirus / Alphavirus Detection Kits are being finalised and anticipated to be submitted in early 2020. The Company is also expecting to lodge its first FDA submission for the *EasyScreen™* Enteric Protozoan Detection Kit in mid-2020, a more robust and improved product with extra targets included. This will be followed by the release of other FDA cleared products in subsequent years. Gaining our first FDA clearance will be a significant achievement. Genetic Signatures is also expanding its product range through the development of new *EasyScreen™* Detection Kits.

In addition to achieving various commercial milestones, the Company has also had a number of exciting corporate developments. In October 2019, the Company raised A\$35m via a Placement and launched a Share Purchase Plan, both of which were oversubscribed. Through this capital raising we welcomed a number of new local and international institutional funds. The Company also received its R&D tax incentive refund of A\$2.1m in late October 2019. With a healthy cash balance in place, Genetic Signatures is well positioned to expedite its global sales strategy, expand its market share of the rapidly growing molecular diagnostics market, obtain further regulatory registrations, complete additional product development (including for new instrumentation) and progress through to profitability.

Genetic Signatures remains committed to increasing awareness of the benefits of its expanding portfolio of *EasyScreen*TM Detection Kits. The Company continues to attend important industry conferences around the world and was fortunate to have trial data presented at a number of these. The Company showcased findings from various trials of its **3base**TM technology, which were well received at conferences including the European Society for Clinical Virology meeting, the European Congress of Clinical Microbiology and Infectious Diseases (ECCMID) and the America Society of Microbiology (ASM) Clinical Virology Symposium. We will continue to drive awareness through attendance at key industry conferences going forward.

Before closing I would like to acknowledge Mr Phill Isaacs who is retiring as a Director at the conclusion of this meeting. Phill joined what was then Human Genetic Signatures in December 2003 when the Company was in its early stages. He has helped guide the Company over this time through development of the **3base**TM technology and the transition from a small private company to the listed entity that exists now. On behalf of all Directors and employees I would like to thank Phill for his enormous contribution and wise counsel that he has provided to us over the last 17 years. On behalf of everybody at Genetic Signatures, we wish you well in your retirement.

The achievements over the last year would not have been possible without the hard work of our excellent executive and support teams across Asia Pacific, Europe and North America. I would like to congratulate each and every one of them on their impressive work to date and I look forward to their continued success. Finally, I would like to take this opportunity to thank our shareholders for their ongoing support of Genetic Signatures and I look forward to continuing this exciting journey with all of you.

I will now handover to Dr John Melki, our Managing Director and CEO, to provide a comprehensive review on Genetic Signatures' operations, business development and updated outlook.

Dr Nick Samaras
Chairman

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For further information, see our website (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**TM. 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*TM brand. Genetic Signatures' proprietary MDx **3base**TM 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.