Genetic Signatures

Transforming Molecular Diagnostics

1H FY25 Market Update

26 February 2025

Disclaimer

This presentation has been prepared by Genetic Signatures Limited ACN 095 913 205 (the Company or GSS) and approved by the Board of Directors for release. It provides general background information about the Company's activities current as at the date of this presentation. 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. This presentation may not be released to US wire services or distributed in the United States. 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 or in other jurisdictions where it would be illegal. 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 US state 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 US state 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.

Genetic Signatures
Transforming Molecular Diagnostics

1H FY25 Highlights

- 136% improvement in sales during 1H FY25 of $8.5 million (1H FY24: $3.6 million)
- Improvement in gross margin to 59% in 1H FY25 (1H FY24: 42%)
- 20% improvement in underlying loss for 1H FY25 of $8.4 million (1H FY24: $10.5 million)
- Statutory loss of $15.2 million recorded for 1H FY25 (1H FY24: $10.5 million) which includes $6.8 million impairment expenses
- Cash and cash equivalents $40.8 million as of 31 December 2024 (30 June 2024: $36.3 million)
- Completion of a strategic assessment of the technology landscape for an automated solution to deliver improved end user experience at a lower development cost for GSS
- Secured first signed US commercial contract in February 2025

Genetic Signatures

Transforming Molecular Diagnostics

Operational Update

26 February 2025

New strategic direction

- Completed a thorough assessment of the competitive landscape
- Solutions have been identified to customise commercially available hardware and software products to incorporate Genetic Signatures' **3base®** technology, which supercedes the Next Generation Instrument
- The new direction is faster to develop, comes at a reduced cost, and provides greater automation for users
- Market assessments are underway to identify the syndromic infectious disease areas in which we will operate
- This well considered change in strategy to ensure the best commercial direction for GSS has resulted in an impairment charge in 1H FY25 of $6.5 million

Compelling opportunity in the US

First product, the *EasyScreen*™ Gastrointestinal Parasite Detection Kit cleared by FDA

The product addresses an unmet need

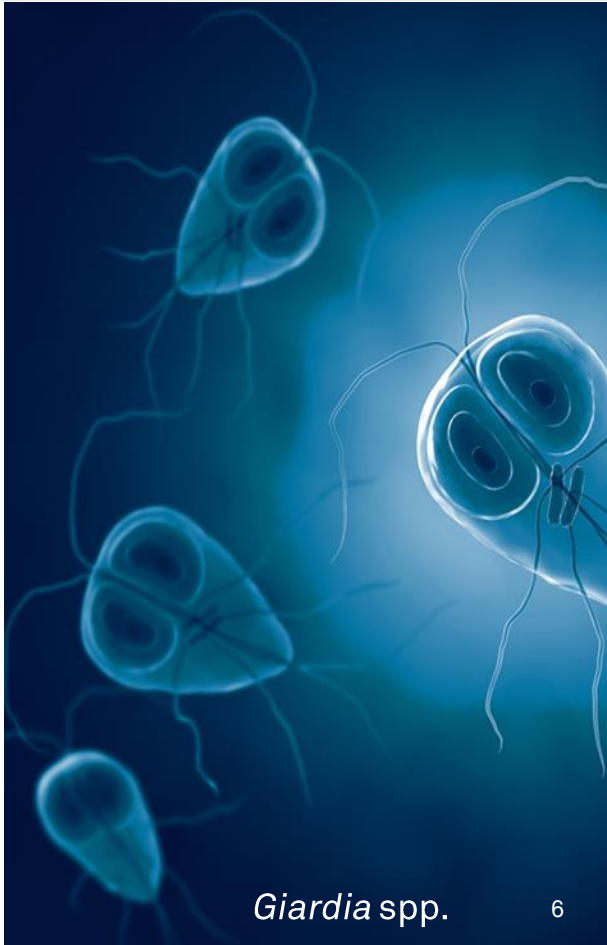
- Broadest molecular syndromic test for 8 clinically relevant GI parasites
- No current stand-alone FDA cleared molecular test detects >3 parasites

~5.5 million traditional tests conducted in the US / year

- Traditional tests are manual, slow, labour intensive & unreliable
- Current testing is not profitable for pathology laboratories

Molecular reimbursement code already in place

- Higher reimbursement rate than traditional microscopic tests



Relevant for all key customer segments in the US

Target segments	GI parasite testing requirements	Potential TAM = 5.5M tests	Share of targeted 2.2M tests by segment
Large commercial reference labs	**High volume** LabCorp / Quest = >1500 tests / day Others ~100-300 tests / day	**1.6 M** 30% of TAM	50%
IDN / core labs (large hospitals)	**Low to medium volume,** Some sites high volume Average ~50-100 tests / day	**3.0 M** 55% of TAM	32%
Specialty reference labs	**Medium to high volume** Average ~40-100 tests / day	**0.3 M** 5% of TAM	12%
Independent hospitals	**Low to medium volume,** Average ~20-40 tests / day	**0.6 M** 10% of TAM	6%

Target size and TAM modelled from various data sources listed here

- Morningstar Credit Ratings, LLC 16th October 2018. Credit Comparison: LabCorp (BBB+, stable) vs. Quest (BBB+, stable). Link
- Laboratory Economics, Volume 18, No. 3. March 2023. Jondavid Klipp. Link
- Genetic Signatures Market Survey Insights. March 2023
- DeciBio ID DX-Book 2022
- Definitive Healthcare, Healthcare Insights, How many IDNs are in the U.S.?, 21/4/23. Link
- American Hospital Association, Fast Facts. U.S. Health Systems. 2023. Link
- Lab Florida. Types of Labs in U.S. Medical Diagnostics. Accessed on 13/9/23. Link
- Australian Medicare Benefits Schedule Book (MBS). Link

Commercial activities in the US

- Secured first signed US commercial contract in February 2025
- Several customer experience sites continue to progress towards final contract stage
- Strong sales pipeline with >65 customers at various stages of the evaluation and sales process
- Engaged with all major commercial reference labs in the US who have expressed interest
- Continue to build brand awareness for technology and products with both the ***EasyScreen*™ Gastrointestinal Parasite Detection Kit** and **3base® technology**

Genetic Signatures

Transforming Molecular Diagnostics

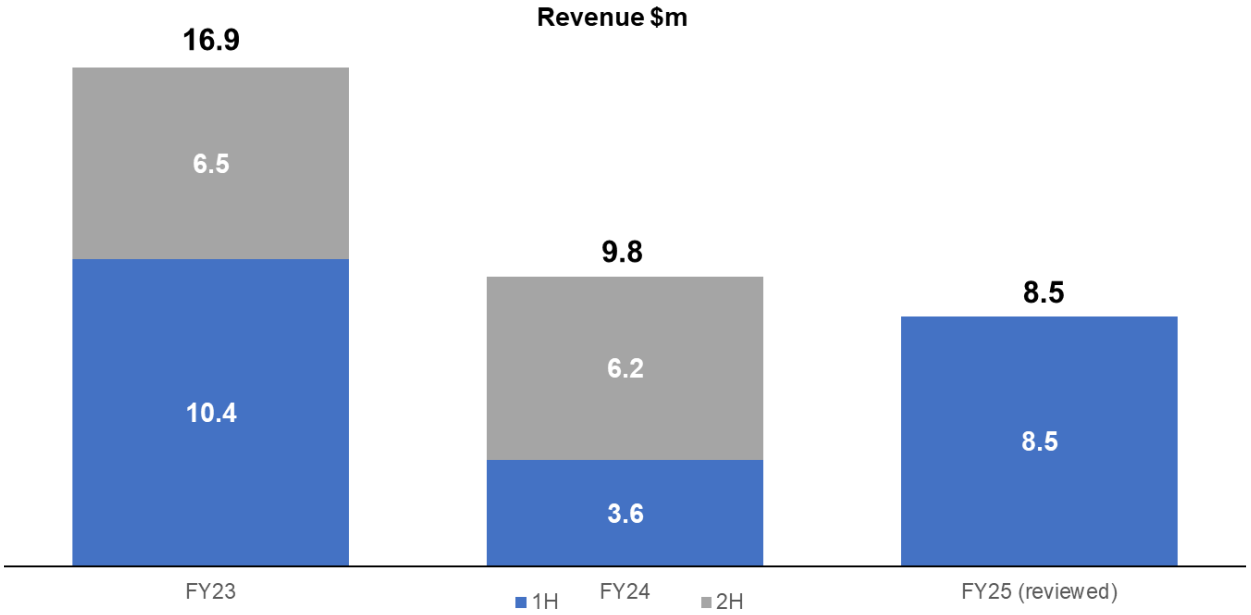
Financial Highlights

26 February 2025

Revenue result (A$M)

Extended respiratory season in Australia resulting in strong revenue result for the half year

- Total revenue of **$8.5M** recorded for **1H FY25 ($3.6 1H FY24)**
- Revenue from **international markets** accounted for **9.4%** of sales during the half – **expected to grow in FY25**

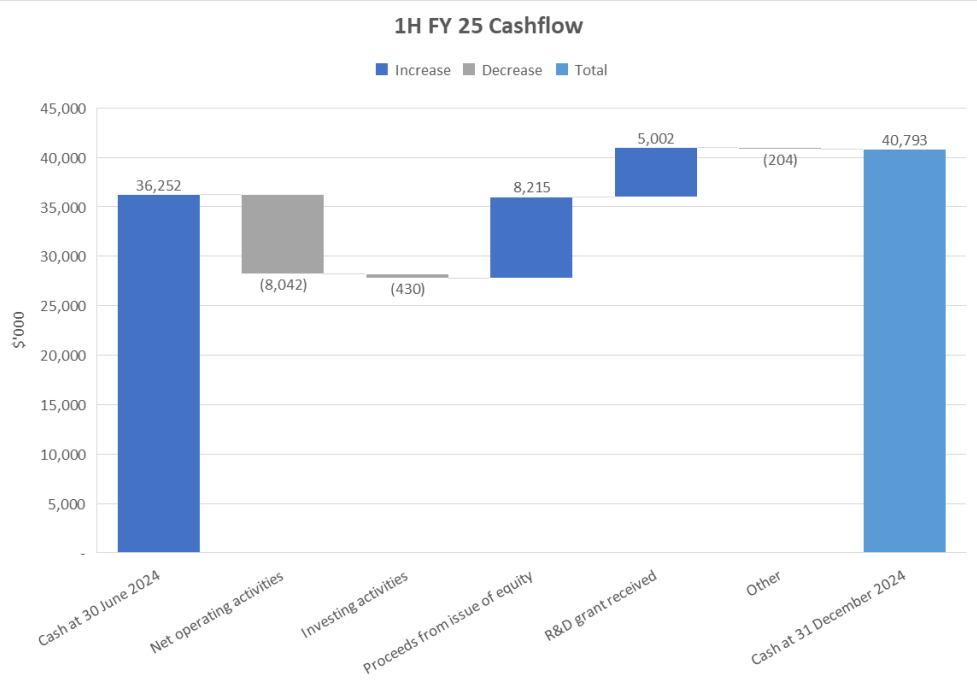


Financial Summary – 1H FY25 Profit & Loss

A'000s	1H FY25	1H FY24
Sales revenue	8,499	3,604
Cost of materials	(3,497)	(2,078)
Gross profit	**5,002**	**1,526**
Employee benefits expense	(8,689)	(7,672)
Scientific consumables & clinical trials	(1,129)	(1,734)
Other expenses	(3,216)	(3,440)
EBITDA	**(8,032)**	**(11,320)**
Depreciation & amortisation	(1,240)	(781)
EBIT	**(9,272)**	**(12,101)**
Other income	873	1,632
Underlying loss	**(8,399)**	**(10,469)**
Impairment expenses	(6,801)	-
Statutory loss	**(15,200)**	**(10,469)**

- Sales of $8.5 million during 1H FY25 (1H FY24: $3.6 million), an improvement of 136%
- Gross margin increased to 59% in the half (1H FY24: 42%)
- Increased employee expenses due to increases in salaries and on-costs and additional headcount to support commercialisation activities
- Ongoing R&D activities for workflow and assay improvements
- $40.8 million in cash as of 31 December 2024 with no debt

Capital Management



- Strong cash balance of 31 December 2024 of $40.8 million
- R&D grant received for $5m for eligible expenditure in FY24 received in the half
- Completion of retail component of the capital raise in July 2024 with net proceeds of $8.2m
- Operating cash outflow excluding R&D grant $8m for the half.

For the half year ahead

- **Our Customers**
  - Several US customer experience sites at final contract stage
  - A strong sales pipeline, incl major US reference labs
  - New signed contracts in EMEA
  - Evaluations underway in UK and Germany

- **Our Products**
  - Improvements to automation, performance and sensitivity of *EasyScreen*™
  - Adaption of commercially available instruments to provide high-throughput automated solutions

- **Our People**
  - Working towards achieving world class employee engagement
  - Implementing commercial excellence methodologies
  - Further solidifying our foundations

Genetic Signatures
Transforming Molecular Diagnostics

Contact Us

Allison Rossiter

Chief Executive Officer

E: allison.rossiter@geneticsignatures.com

P: +61 (02) 9870 7580

Karl Pechmann

Chief Financial & Operating Officer &
Joint Company Secretary

E: karl.pechmann@geneticsignatures.com

Visit us

www.geneticsignatures.com

Follow us