

29 November 2016

Dear Fellow Shareholders,

I am pleased to welcome you to Genetic Signatures' 2016 Annual General Meeting and I thank you all for taking the time to be here today.

The company has made significant progress over the past year and I am delighted to be able to share some of these achievements with you today, and provide an overview of what shareholders can expect from the company over the next 12 months.

Our FY16 sales revenue demonstrates the success of our company's growth strategy to date. Sales were up 75 per cent on the previous year to 1.83 million dollars, with each quarter in FY16 reporting strong growth on the previous corresponding quarter. This revenue growth in Australia is a strong indicator of the commercial potential of our products in international markets.

In terms of the international molecular diagnostics, or MDX, market, we are optimistic about revenue potential in FY17 as we continue to expand our product pipeline and increase our footprint in the key growth markets of Europe and North America. North America makes up approximately 60 per cent of the global MDx market while the Western European market accounts for about 20 per cent, both providing a significant commercial opportunity for GSS.

A key focus over the past 12 months has been on establishing experienced teams in these jurisdictions, and securing key regulatory approvals needed to commence sales of our products. We expect to see Genetic Signatures' sales in Europe and the US grow in FY17 as we continue to expand our product range, and further implement our strategy of delivering multiple products into multiple jurisdictions, reducing reliance on any one product.

New products in development over the past 12 months included:

- A second-generation respiratory assay;
- A sexually transmitted infection, or STI, panel;
- An antibiotic resistance panel;
- An atypical Pneumonia assay;
- A Flavivirus assay to cover diseases including Zika, Dengue and Yellow Fever; and
- A Meningitis panel.

Our current diagnostic products and pipeline accounts for more than 50 per cent of the overall microbiology diagnostics segment, representing what is expected to be a total global addressable market of 2.1 billion US dollars in 2017.

Our products continue to excel in clinical trials. Early validation results for our *EasyScreen™* STI Detection Kit, released in October, confirmed the successful

simultaneous identification of 12 of the most significant and commonly encountered STIs. Our STI kit showed improved accuracy and sensitivity when compared with existing testing techniques, and identified additional pathogens. These results complement those obtained with our enteric range, both in domestic and international trials, which together confirm that Genetic Signatures' products offered superior pathogen detection compared with traditional diagnostic methods.

Another key milestone was the launch of our Analyte Specific Reagents (ASRs) in June. These laboratory-developed tests, covering a range of pathogen targets, are commonly used in the US market and are offered in many CLIA certified laboratories. The launch of our Analyte Specific Reagents is an important step towards commercialising our full product suite in the United States.

Following the completion of our 15 million dollar capital raising in September, we are now in a strong position to pursue key milestones in FY17:

- Achieving regulatory approval for new and existing products in the US, Canada and Europe; including FDA approval in the US for the Enteric Protozoan Kit;
- Clinical validation in Australia for our STI panel;
- Continued research and development for new diagnostic products – release of two new products into the Australian market targeted for FY17, which will form the basis for subsequent approvals and release in the US and Europe;
- Ramping up revenues via growing distribution and direct sales activities in North American and Europe.

We are pleased to have you, our shareholders, accompany us on this journey as we move forward with our growth strategy into international markets.

On behalf of the board and management, I would like to take this opportunity to thank our shareholders for their ongoing support.

Thank you.

Nick Samaris  
Chairman

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

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