

# ASX Market Announcement



## GTG presenting at HC Wainwright Conference

**Melbourne, Australia, 9 March 2021:** Genetic Technologies Limited (ASX: GTG; NASDAQ: GENE, "Company", "GTG"), a diversified Genomics and AI driven preventative health business advises that Chief Executive Officer, Simon Morriss will be presenting at HC Wainwright's Global Life Sciences Conference at 9am EST/ 11pm AEDT, Tuesday 9 March 2021.

Additionally, management will be hosting a 'Meet the CEO' event for Australian based investors to have the opportunity to hear from Chief Executive Officer, Simon Morriss on the strategy for the Company and the recently announced Infinity BiologiX agreement.

Date: Thursday 11<sup>th</sup> March 2021

Time: 1:00pm AEDT

Registration: [https://us02web.zoom.us/webinar/register/WN\\_6K30zFxQSKug6DAgg6hqQg](https://us02web.zoom.us/webinar/register/WN_6K30zFxQSKug6DAgg6hqQg)

Attached is the associated presentation.

-END-

Authorised by the Board of Genetic Technologies

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About Genetic Technologies Limited Genetic Technologies Limited (ASX: GTG; Nasdaq: GENE) is a diversified molecular diagnostics company. GTG offers cancer predictive testing and assessment tools to help physicians proactively manage patient health. The Company's lead products GeneType for Breast Cancer for non-hereditary breast cancer and GeneType for Colorectal Cancer are clinically validated risk assessment tests and are first in class. Genetic Technologies is developing a pipeline of risk assessment products.

For more information, please visit [www.gtglabs.com](http://www.gtglabs.com)



# Genetic Technologies Investor Presentation March 2021



Genetic based preventative  
health platform

## Notice: Forward looking statements

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The purpose of the presentation is to provide an update of the business of Genetic Technologies Limited ACN: 009 212 328 (ASX:GTG; NASDAQ:GENE). These slides have been prepared as a presentation aid only and the information they contain may require further explanation and/or clarification. Accordingly, these slides and the information they contain should be read in conjunction with past and future announcements made by Genetic Technologies and should not be relied upon as an independent source of information. Please refer to the Company's website and/or the Company's filings to the ASX and SEC for further information.

The views expressed in this presentation contain information derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information. Any forward looking statements in this presentation have been prepared on the basis of a number of assumptions which may prove incorrect and the current intentions, plans, expectations and beliefs about future events are subject to risks, uncertainties and other factors, many of which are outside Genetic Technologies' control. Important factors that could cause actual results to differ materially from assumptions or expectations expressed or implied in this presentation include known and unknown risks. Because actual results could differ materially to assumptions made and Genetic Technologies' current intentions, plans, expectations and beliefs about the future, you are urged to view all forward looking statements contained in this presentation with caution.

This presentation should not be relied on as a recommendation or forecast by Genetic Technologies. Nothing in this presentation should be construed as either an offer to sell or a solicitation of an offer to buy or sell shares in any jurisdiction.



# ***Genetic Technologies***

*Empowering a healthier life!*

**A diversified genomics and AI driven preventative healthcare company, partnering to provide individualised risk assessment of serious disease.**

# Genetic Technologies - Leader in Genomics



## Strong focus on R&D

Over a decade of R&D on the development of polygenic risk scores

## Robust patent portfolio

15 patents granted and 7 patent families pending

## Publications and academic collaborations

Multiple peer-reviewed publications and four collaborations with prestigious academic and medical establishments

## Multi-year distribution agreement

US License and distribution agreement for COVID-19 Risk Test with IBX for minimum of US\$2.9 million over 3 years

Launched CIT in USA & Aus for other tests

## \$24 million

Strong cash balance with 18-24 month runway<sup>1</sup>

## Up to 70%

Coverage for all mortalities from tests in development for serious disease risk including major oncological, metabolic and degenerative diseases



Memorial Sloan Kettering  
Cancer Center™



THE UNIVERSITY OF  
MELBOURNE



UNIVERSITY OF  
CAMBRIDGE



**We aim to offer the most comprehensive suite of genetic risk assessment tests on the market**

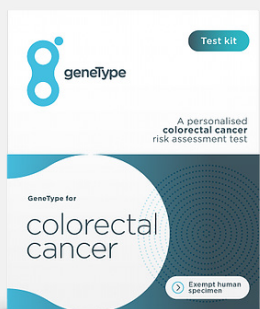
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1. Pro forma cash position following capital raise on 25 January 2021

# Product overview – innovation Pipeline



## Released 2019/2020



Colorectal Cancer



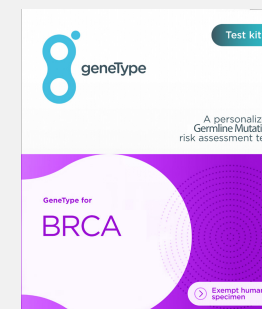
Breast Cancer

## Distribution partnership confirmed

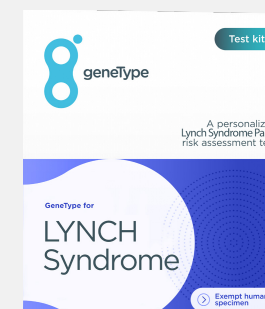


COVID-19

## Germline Products Under Development



BRCA Panel



Lynch Syndrome

## TGA Approved



Depression  
(PREDICTIX by Taliáz)

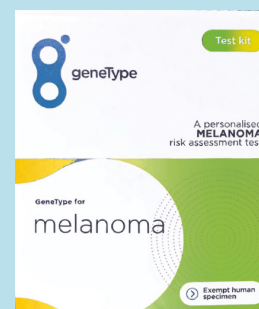
## PRS Products Under Development



Type 2 Diabetes



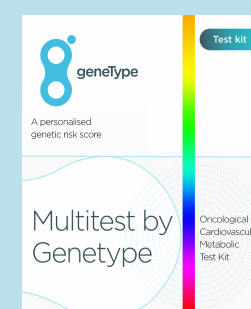
Prostate Cancer



Melanoma



Cardiovascular  
Disease



Multitest

# Overview of product timeline

Remain on track to deliver products



1H CY21

2H CY21 and beyond

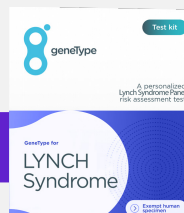
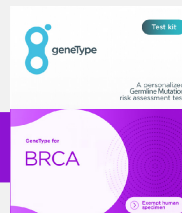
## COVID-19 SDR Test

Increased data set is currently undergoing integration into our risk test. Product completion expected to be end of Q1 CY21



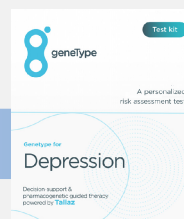
## Germline Testing BRCA/Lynch Syndrome

In December 2020 created an aligned reimbursable strategy with Breast Cancer and Colorectal Cancer PRS tests



## Mental Health PREDICTIX by Talliax

Introduced in December 2020 and marks the first foray into Pharmacogenomics and first product established through license and distribution arrangement



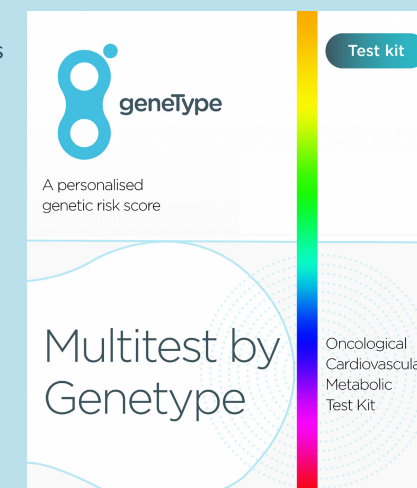
## High Density/Multitest

Following the completion of the 1H CY21 tests GTG will progress with the completion of the Multitest products with the intention of releasing a High Density/Multitest following the completion of the included tests.

Market Release to include the following:

- Breast Cancer
- Colorectal Cancer
- Cardiovascular Disease
- Type 2 Diabetes
- Melanoma
- Prostate Cancer
- COVID-19

Covering more than 70% of all mortalities



# Responding to unique opportunities and challenges

**Genotype for COVID-19 SDR Test - World first serious disease risk (sdr) test that predicts your risk of hospitalisation & life threatening complications**

## Highlights

- Rapid response and creation of the test
  - Expected to be market ready Q1 CY21<sup>1</sup>
- Allows individual to know their risk of serious consequences from contracting COVID-19
- Currently undergoing technical certification<sup>2</sup>



## Product Overview

- Simple oral swab test
- Allows for remote screening
- Accurate and low cost<sup>3</sup>
- Designed to identify who:
  - may be at risk of serious life-threatening complications
  - should isolate as a precaution
  - should be prioritised for vaccination
- Combines genetic risk with clinical risk
- Could provide the ability to prioritise medical intervention for high-risk individuals
- Over 100% better at identifying risk than age and gender alone<sup>3</sup>

## Distribution and license Agreement with Infinity BiologiX

- Initial three-year co-exclusive license agreement for sale and distribution of GTG's COVID-19 Risk Test in the US
- Minimum payments US\$2.9 million over three years
- IBX currently has the capacity to process over 100,000 COVID-19 Risk Tests per day across its two major labs
- GTG to receive US\$10 per test with no additional COGs
- Also can leverage an existing network of SARS-CoV-2 testing partners and associated medical practitioners across the US



1. Increased data set is currently undergoing integration into our risk test. Product launch expected to be end of Q1 CY21  
2. GTG anticipates the registration of an LDT COVID-19 severity test should take less than 45 days after completion of validation and technical certification (based on estimates received)  
3. "An integrated clinical and genetic model for predicting risk of severe COVID-19" available at: <https://www.medrxiv.org/content/10.1101/2020.09.30.20204453v1.full.pdf>

# Significant market opportunity

GTG aims to provide up to 100% predictive, pre-symptomatic testing - Germline (5%-10%) and Non Familial (90%)  
Key insights to inform lifestyle choices and healthcare discussions

## Near Term Addressable Market

**275,000**

Diagnosis of breast cancer  
annually in United States

(19,974 cases diagnosed annually in Australia)



**1<sup>st</sup> degree  
relatives**



**148,000**

Diagnosis of colorectal cancer  
annually in United States

(15,494 cases diagnosed annually in Australia)



**1<sup>st</sup> degree  
relatives**



## GTG Target Market for

### BRCA Panel + Breast Cancer PRS Testing

providing up to 100% genetic  
risk cover screening



## GTG Target Market for

### LYNCH Syndrome Panel + Colorectal Cancer PRS Testing

providing up to 100% genetic  
risk cover screening



**Global Predictive Genetic Testing Market anticipated to exceed \$28bn by 2026<sup>1</sup>**

1. Genetic Testing Market Size By Test Type (Predictive Testing, Carrier Testing, Prenatal and New-born Testing, Diagnostic Testing, Pharmacogenomic Testing, Nutrigenomic Testing), By Application (Cancer, Genetic Disease, Cardiovascular Disease), Industry Analysis Report, Regional Outlook, Application Potential, Competitive Market Share & Forecast, 2020 – 2026; Published Date: Feb 2020; Authors: Sumant Ugalmugle, Rupali Swain
2. PRS = Polygenic Risk Score

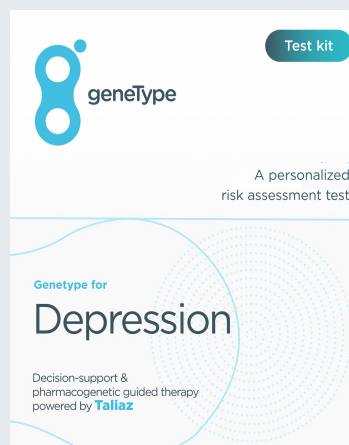
# Partnership to provide expanded product offering



Genetype for Depression - Powered by Taliax's PREDICTIX platform

## Highlights

- **Key opportunity with strong product alignment to integrate into our platform in line with our mandate to expand our product offering**
  - Provides entry into mental health and pharmacogenomics segments
- **Regulatory status:**
  - CE Marked
  - TGA approved, expected to be market ready by the end of 1H CY21
- **Anticipated for market release in 2H CY21**
- **Distribution Agreement**
  - Minimum distribution of 8,000 tests over the initial three-year term
  - Pricing not yet determined but expected to be in line with current test pricing of ~A\$350 per test



## Product Overview

- **Utilising a combination of:**
  - Genetic, metabolic, clinical and demographic background data; in conjunction with
  - Artificial Intelligence and Machine Learning
- **Creates diagnostic and pharmacogenetic solutions that are 47% better than current best in class practices.**
- **Better individual outcomes due to superior therapeutic drug selection**

**1 in 8**  
Australian prescribed antidepressants annually<sup>1</sup>

**47%**  
Improvement on accuracy of prescribing antidepressant<sup>2</sup>

**1 in 10**  
Americans prescribed antidepressants annually<sup>3</sup>

1. Source: Psychwatchaustralia
2. Based on a retrospective analysis of STAR\*D study medications versus current clinician treatment selection prescribing accuracy (Chekroud et al., 2016). STAR\*D is one of the world's largest prospective studies for optimal antidepressant administration.
3. Source: <https://www.health.harvard.edu/blog/astounding-increase-in-antidepressant-use-by-americans-201110203624>

# Strategy

## GTG have established a clear product pipeline and direction:

- Transitioned from one product two years ago to 10 products in development
- Ability to accelerate the development of new products and tests
- Expanding into reimbursable space

## Focused on:

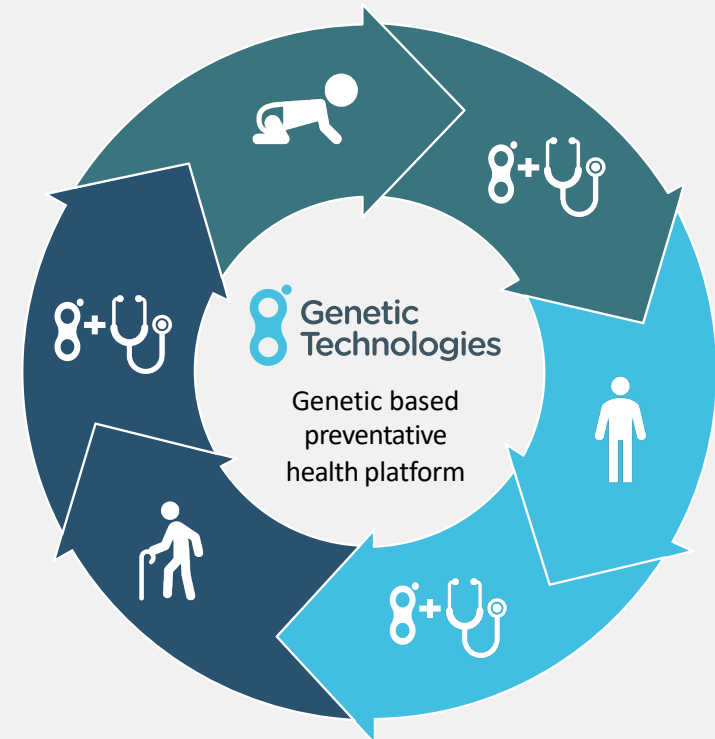
- Establishing leadership through peer reviewed publications, providing reimbursable products and leveraging key opinion leaders
- Forming relationships with large US based labs to provide a clear avenue for increased scale and product distribution through licensing agreements
- Providing individuals with management and lifestyle insights that can be implemented 15-20 years before onset of disease to extend quality of life through:
- Products that are designed to improve medical and lifestyle outcomes - mediated through environmental changes, supplements and medications where appropriate

## Controlled operational costs

- Only ~10% increase associated with expanded product base to date

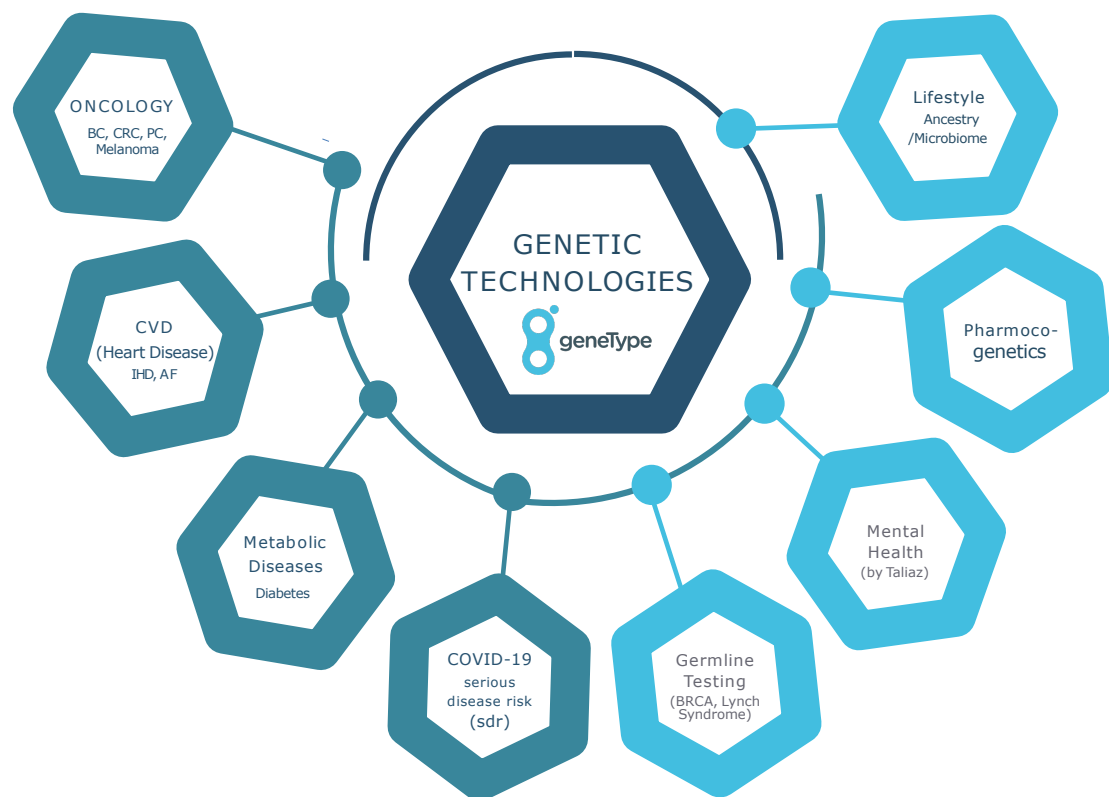
## Continually evaluating further opportunities

- Continue to focus on research and development alongside product innovation
- Leveraging in market products to enhance product offering (ie. Taliaz)





## Expanding divisions and product offerings



Emerging divisions  
Existing divisions

# Medical/Pharmacogenetics pathway

## Third Party Licensing

- Provides enhanced distribution and product offering via:
  - Licensing of own products for enhanced distribution opportunities (ie. Infinity BiologiX COVID-19 Risk Test)
  - Licensing of novel products for enhanced product offering (ie. PREDICTIX by Taliaz)



## Business to business sales via the medical profession

- Adversely impacted by COVID-19 restrictions but remains a key avenue for education and sales
- Combined with an educational program to target mediated healthcare professional industry education content providers

## Certifying reimbursable Germline testing platform anticipated to be completed by end of 1H CY2021

- BRCA test: Medicare Benefits Schedule:
  - Item 73296 - Fee: \$1,200.00 Benefit: 75% = \$900.00 85% = \$1,115.30<sup>1</sup>
  - Item 73297 - Fee: \$400.00 Benefit: 75% = \$300.00 85% = \$340.00<sup>2</sup>
- LYNCH Syndrome test: Medicare Benefits Schedule
  - Item 73354 - Fee: \$1,200.00 Benefit: 75% = \$900.00 85% = \$1,115.30<sup>3</sup>

1. <http://www9.health.gov.au/mbs/fullDisplay.cfm?type=item&q=73296&qt=ItemID>  
 2. <http://www9.health.gov.au/mbs/fullDisplay.cfm?type=item&q=73297&qt=ItemID>  
 3. <http://www9.health.gov.au/mbs/fullDisplay.cfm?type=item&q=73354&qt=item&criteria=lynch%20syndrome>

# Pathways to market

## Medical – Business to Business (B2B)

### Third Party Licensing

Business to business sales via the medical profession



### Certifying reimbursable Germline testing platform

BRCA test

LYNCH Syndrome test

*(More to follow)*



## Consumer initiated testing (CIT) with medical supervision

Launched US and Australia CIT platforms in 2020 with medical supervision with:

InTeleLabs in the US

Phenix Health in Australia



Current products include:

GeneType for Breast Cancer

GeneType for Colorectal Cancer

priced at AUD\$349 per test



## Direct to consumer testing (DTC) with no medical supervision

Will be leveraged for ancestry and gut microbiome testing



Scheduled for development following the establishment of the regulated disease and reimbursable segments



# Regional Distribution



## United States

- Certification required by US regulators **CLIA** to sell into the USA
- One product<sup>1</sup> currently certified with further products expected to be submitted in next 12 months
- Colorectal launching March 2021



## Australia

- Certification required by Australian regulators **NATA**, to sell into the Australian market
- Two products<sup>2</sup> currently certified and further products expected to be submitted in next 12 months



## Europe

- Looking to commence CE certification with the view of entering the European market with our novel genetic risk tests in CY2021

1. GeneType for Breast Cancer certified for sale via online sales platform  
 2. GeneType for Breast Cancer and Colorectal Cancer certified for sale via online sales platform

The background is a solid teal color. In the center, there are several concentric white circles of varying sizes. To the right of these circles, there is a large, light blue circle that overlaps with the teal background and the concentric circles.

# ***Genetic Technologies***

*Empowering a healthier life!*



# Thank You



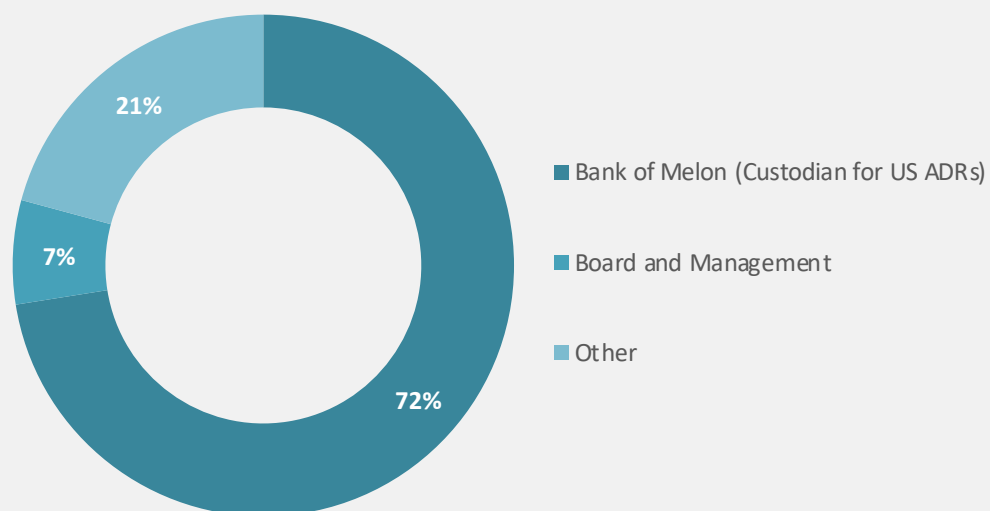


# Appendices



# Corporate Overview

Top 50 share registry breakdown



## Dual Listed on the ASX and Nasdaq

### Financial Information

|                                      |                    |
|--------------------------------------|--------------------|
| Share price (AUD) as at 5 March 2021 | 0.9c               |
| ADR price (USD) as at 4 March 2021   | \$4.16             |
| Ord Share on Issue (M) <sup>1</sup>  | 9,012              |
| ASX 52-week trading (low/high)       | 0.3/1.4c           |
| Nasdaq 52-week trading (low/high)    | \$1.41/10.30       |
| <b>Market Cap (A\$M/\$USM)</b>       | <b>85.63/62.50</b> |
| Cash (31 December 2020)              | \$16.4m            |
| Debt (31 December 2020)              | nil                |

1. American Depositary Receipts (ADRs) are interchangeable via custodian Bank of Mellon with 70% of stock held in the USA  
2. 600 shares on the ASX equate to 1 ADR (American Depositary Receipts) in the USA which are interchangeable via custodian Bank of Mellon



## Financial Overview

- Strong proforma cash position of A\$24 million to provide runway for commercialisation and further product development
- Cash burn of \$1.48 million a decrease on prior quarter (Q1 FY21: \$1.88 million) as a result of a reduction in administrative costs despite increased products in development and focus on product distribution and marketing
- Strong interest from US based institutional investors as evidenced by completion of post quarter end US\$6.56 million capital raise on the 25th January used to:
  - Support the introduction and distribution of its new products in the United States and Europe
  - Reimbursement studies for the polygenic risk tests;
  - Implementation of its consumer-initiated testing platforms;
  - Preparation for its COVID-19 PRS Test;
  - Introduction of germline testing division;
  - General product research and development; and
  - For general working capital and potential acquisitions.

| \$A '000s                             | 30 Sept 2020 | 31 Dec 2020 | Change |
|---------------------------------------|--------------|-------------|--------|
| Net operating cashflow                | (1,875)      | (1,481)     | (21%)  |
| Payments for Research and Development | 438          | 358         | (18%)  |
| Cash                                  | 18,095       | 16,435      | (9%)   |

## Our board and management

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**Mr. Peter Rubinstein**

BSc, BEc, LLB  
Chairman - Non – Executive Director



**Dr. Lindsay Wakefield**

MBBS  
Non – Executive Director



**Mr Nick Burrows**

B.Com, FAICD, FCA, FGIA, FTIA, F Fin  
Non – Executive Director



**Dr. Jerzy “George” Muchnicki**

MBBS  
Executive Director & Chief Medical Officer



**Simon Morriss**

GAICD  
Chief Executive Officer



**Richard Allman**

BSc, PhD, Microbiology  
Chief Scientific Officer

## Defined Terms

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**Common Complex Diseases (CCP)** – A complex disease is caused by the interaction of multiple genes and environmental factors. Complex diseases are also called multifactorial. Examples of common complex diseases include cancer and heart disease.

**Polygenic Risk Score (PRS)** - A polygenic risk score tells you how a person's risk compares to others with a different genetic constitution. However, polygenic scores do not provide a baseline or timeframe for the progression of a disease. For example, consider two people with high polygenic risk scores for having coronary heart disease.

**Serious Disease Risk (SDR)** - Risk associated with acquiring COVID-19 and requiring hospitalisation with its associated morbidities and mortalities.

**Germline Testing** – Germline testing is done on cells that do not have cancer. It is done to see if a person has a gene mutation that is known to increase the risk of developing cancers and other health problems. This test uses cells (such as blood or skin cells) that do not have any cancer cells. Germline mutations can sometimes be passed down from parents.

**Clinical Laboratory Improvement Amendments (CLIA)** - Regulates laboratory testing and require clinical laboratories to be certified by the Center for Medicare and Medicaid Services (CMS) before they can accept human samples for diagnostic testing

**National Association of Testing Authorities (NATA)** - the authority responsible for the accreditation of laboratories, inspection bodies, calibration services, producers of certified reference materials and proficiency testing scheme providers throughout Australia. It is also Australia's compliance monitoring authority for the OECD Principles of GLP. NATA provides independent assurance of technical competence through a proven network of best practice industry experts for customers who require confidence in the delivery of their products and services.

**Next Generation Sequencing (NGS)** – Next-generation sequencing (NGS), also known as high-throughput sequencing, is the catch-all term used to describe a number of different modern sequencing technologies. These technologies allow for sequencing of DNA and RNA much more quickly and cheaply than the previously used Sanger sequencing, and as such revolutionised the study of genomics and molecular biology.

**Laboratory Developed Tests (LDT)** – A type of in vitro diagnostic test that is designed, manufactured and used within a single laboratory.

**Consumer Initiated Tests (CIT)** - laboratory testing that is initiated by the consumer without a physician order but reviewed and communicated back to the consumer via a physician.

**Direct to Consumer (DTC)** – laboratory testing that is initiated by the consumer without a physician order. The results are reported back directly to the consumer.

**Genome Wide Association Studies (GWAS)** - an approach used in genetics research to associate specific genetic variations with particular diseases. The method involves scanning the genomes from many different people and looking for genetic markers that can be used to predict the presence of a disease. Once such genetic markers are identified, they can be used to understand how genes contribute to the disease and develop better prevention and treatment strategies.