



# Annual General Meeting

November 28, 2022

Authorised by the Board of Directors of Genetic Technologies Limited

ASX: GTG  
NASDAQ: GENE



# Agenda

- Chairman's address – Mr Peter Rubinstein
- Business of the Meeting
  - 2022 Annual Report and auditors' report
  - Resolutions
    1. Remuneration report
    2. Re-elect Mr Nick Burrows
    3. Increased placement capacity
    4. Amendment to the Constitution
- CEO address – Mr Simon Morriss
- Q&A

# Questions

To ask a written question, select the “Q&A” icon and select the topic your question relates to



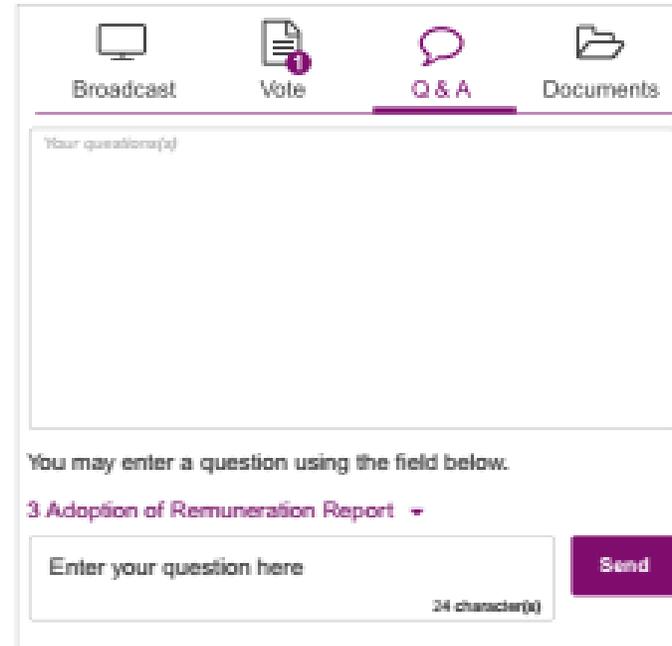
Type the question into the chat box at the bottom of the screen and press “Send”



Your question will be sent immediately for review

✓ Received

To ask a verbal question follow the instructions below the broadcast window.

 A screenshot of a web interface for asking questions. At the top, there are four navigation icons: a monitor for "Broadcast", a document with a checkmark for "Vote", a speech bubble for "Q & A" (which is highlighted with a purple underline), and a folder for "Documents". Below the navigation is a large text area labeled "Your question(s)". Underneath this is a smaller text area with the instruction "You may enter a question using the field below." followed by a dropdown menu showing "3 Adoption of Remuneration Report". Below the dropdown is a text input field with the placeholder "Enter your question here" and a character count "24 character(s)". To the right of the input field is a purple "Send" button.

# Voting Instructions

When the poll is open, select the “Vote” icon and voting options will appear on your screen



To vote simply select the direction in which you would like to cast your vote. A tick will appear to confirm receipt of your vote

For



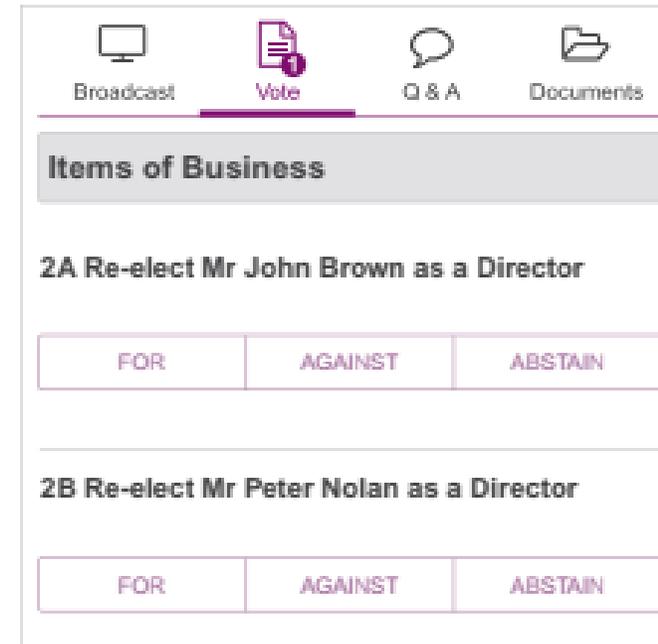
Against



Abstain



To change or cancel your vote, select “Click here to change your vote” and select a different option to override. You can change your vote any time before the poll is closed

A screenshot of a web application interface for voting. At the top, there is a navigation bar with four icons: a monitor for "Broadcast", a document with a checkmark for "Vote" (which is highlighted with a purple underline), a speech bubble for "Q & A", and a folder for "Documents". Below the navigation bar is a section titled "Items of Business". The first item is "2A Re-elect Mr John Brown as a Director", followed by three buttons: "FOR", "AGAINST", and "ABSTAIN". The second item is "2B Re-elect Mr Peter Nolan as a Director", also followed by "FOR", "AGAINST", and "ABSTAIN" buttons. A purple arrow from the text below points to the "Vote" icon in the navigation bar.



# Chairman's Address

Mr. Peter Rubinstein



## Items of business

First item of business: to receive and consider the financial statements and reports for the year ended 30 June 2022

# Resolution 1: Adoption of the Remuneration Report

“That for the purpose of Section 250R(2) of the Corporations Act and all other purposes the Remuneration Report as set out in the Directors’ report for the Company for the year ended 30 June 2022 be adopted.”

# Resolution 1: Adoption of the Remuneration Report

- Proxy Voting:

Vote type	Voted	%
For	541,123,404	83.3%
Against	101,153,924	15.6%
Open-Usable	7,467,502	1.1%
Abstain	85,254,478	

## Resolution 2: Re-Election of Mr Nick Burrows

“To elect Mr Nick Burrows who retires by rotation in accordance with clause 20.3 of the Company’s Constitution and being eligible offers himself for re-election as a Director.”

# Resolution 2: Re-Election of Mr Nick Burrows

- Proxy Voting:

Vote type	Voted	%
For	739,948,815	86.7%
Against	105,946,465	12.4%
Open-Usable	7,977,502	0.9%
Abstain	83,645,835	

## Resolution 3: Approval of increased placement capacity

*“That pursuant to and in accordance with Listing Rule 7.1A and for all other purposes, Shareholders approve the increase in capacity of the Company to issue of Equity Securities up to 10% of the issued capital of the Company (at the time of the issue) calculated in accordance with the formula prescribed in Listing Rule 7.1A.2 and otherwise on the terms and conditions in the Explanatory Statement accompanying this Notice of Meeting.”*

# Resolution 3: Approval of increased placement capacity

- Proxy Voting:

Vote type	Voted	%
For	783,009,659	83.8%
Against	142,988,184	15.3%
Open-Usable	7,967,502	0.9%
Abstain	3,553,272	

## Resolution 4: Amendment to the Constitution

*“That for the purposes of section 136(2) of the Corporations Act, the existing constitution of the Company be amended as detailed in the Explanatory Memorandum, effective at the close of this meeting.”*

# Resolution 4: Amendment to the Constitution

- Proxy Voting:

Vote type	Voted	%
For	696,223,379	83.8%
Against	126,326,114	15.2%
Open-Usable	8,074,645	1.0%
Abstain	106,894,479	

A large, abstract graphic on the left side of the slide, consisting of several overlapping, curved segments in various colors: yellow, light blue, dark blue, pink, and teal. The segments are arranged in a way that they appear to be part of a larger, circular or semi-circular shape.

# Chief Executive Officer Address

Mr. Simon Morriss

The Future: *Unlocking personalised  
preventative medicine*

# World leading portfolio

Most comprehensive guideline driven portfolio for human and animal health.

- Patented GeneType Multi Risk Test
- Non-Invasive Prenatal Testing (NIPT)
- Carrier screen testing
- Pharmacogenomics
- Oncogenetic diseases
- Pet care

Revenues anchored by our 3 brands to seize a multi Billion-dollar opportunity.





# Patented\* Genetype tests Integrate polygenic risk and clinical risks for critical medical conditions

Genetype tests integrate individual's familial, clinical and genetic information to actionable clinical insights.

A non-invasive saliva based test combines genetic and clinical risk models with cutting-edge research. We're leading a personalised healthcare revolution.

Our medical practitioners, scientists and technicians have developed the next generation of integrated predictive genetic testing and assessment tools – empowering physicians and patients to proactively manage health.

- ✓ 10 Patent families covering the GeneType products
- ✓ 4 Patents granted in the US
- ✓ 2 Patents granted in China
- ✓ 9 Patents pending Worldwide

\* Patents granted are specific to the GeneType portfolio of products

# Global Overview



57

Employees globally

40

Countries

25

Patents Granted\*  
(9 Pending Worldwide\*)

14

Test Categories

51

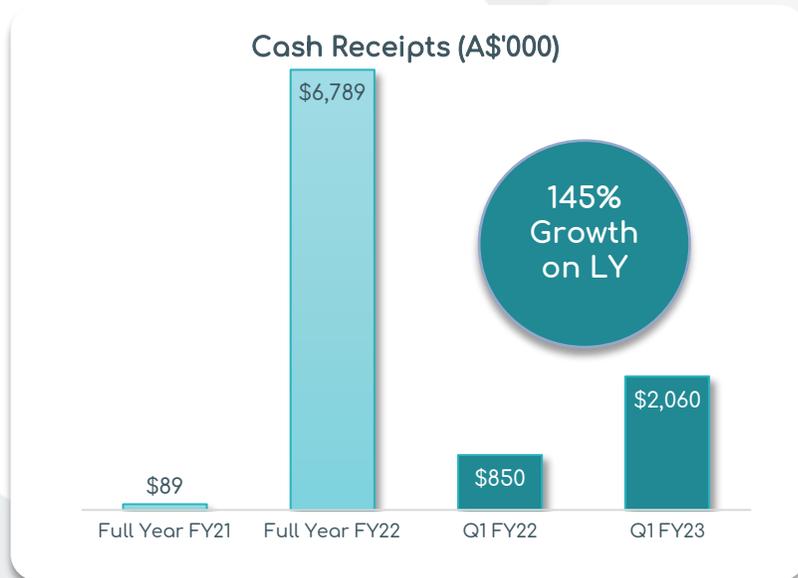
Tests

12

Partner Laboratories

\* Patents granted are specific to the GeneType portfolio of products

# Delivering Revenue and Growth – Q1 FY23



Q1 CASH RECEIPTS  
A\$2.06m

CASH BALANCE  
A\$7.9m\*

GROSS MARGIN  
A\$0.9m

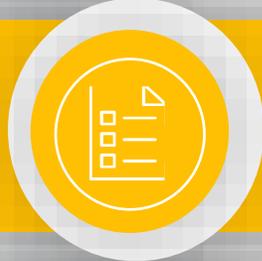
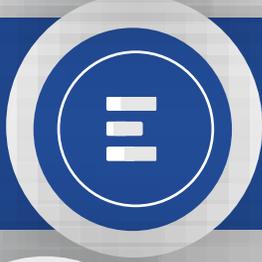
GROSS MARGIN  
44%

## Strategic & Operational Highlights:

- Cash receipts from customers A\$2.06m with +145% on last year;
- Revenue A\$1.93 million for the quarter, up 375% from (Q1 FY22)
- 5 consecutive qtrs. of growth on prior year
- GeneType Multi-Risk Test is implemented in 64 clinics building our geneType hub strategy
- Promoting to over 10,000 General practitioners (GPs) across Australia by leveraging Breast Cancer Awareness Month
- Clinical utility demonstrated by the peer review publication of Genetype for Breast Cancer in the Journal of Precision Medicine
- GeneType Risk Test outperforms traditional risk assessments for breast cancer in identifying risk by up to 9 times
- Material progress in USA with Alva10 and large payer engagement
- New USA business manager is making great progress with concierge medicine groups and independent doctor network

# Our FOCUS

## Core '4'

-  Execute the B2B commercialisation of the geneType multi-risk test
-  Demonstrate clinical validity & clinical utility of geneType tests
-  EasyDNA & Affinity DNA Revenue Growth: Tests, Channels. & Markets
-  Innovation: Next Generation of capability – Starting with Epigenetics

# Our Innovation – Multi-Risk Test

GeneType can identify patients 'at risk' before onset and aid in the early detection and treatment.

GeneType Risk assessment test for breast cancer has demonstrated improved early stage detection by 18% and saving approx. US\$1.4B per annum<sup>4</sup> for the US payer

GeneType Multi-test covers >70% of mortality & morbidity

## Diseases Areas

### Oncology

- Breast Cancer
- Colorectal Cancer
- Prostate Cancer
- Melanoma
- Pancreatic Cancer
- Ovarian Cancer

Phase 1 Launch <sup>2</sup>

### Cardiovascular

- Atrial Fibrillation
- Coronary Artery Disease

- Metabolic
- Type 2 Diabetes

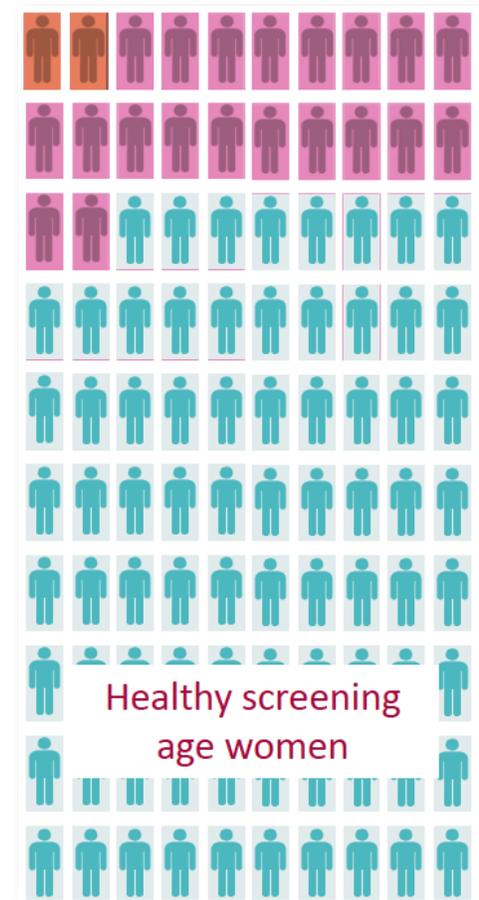
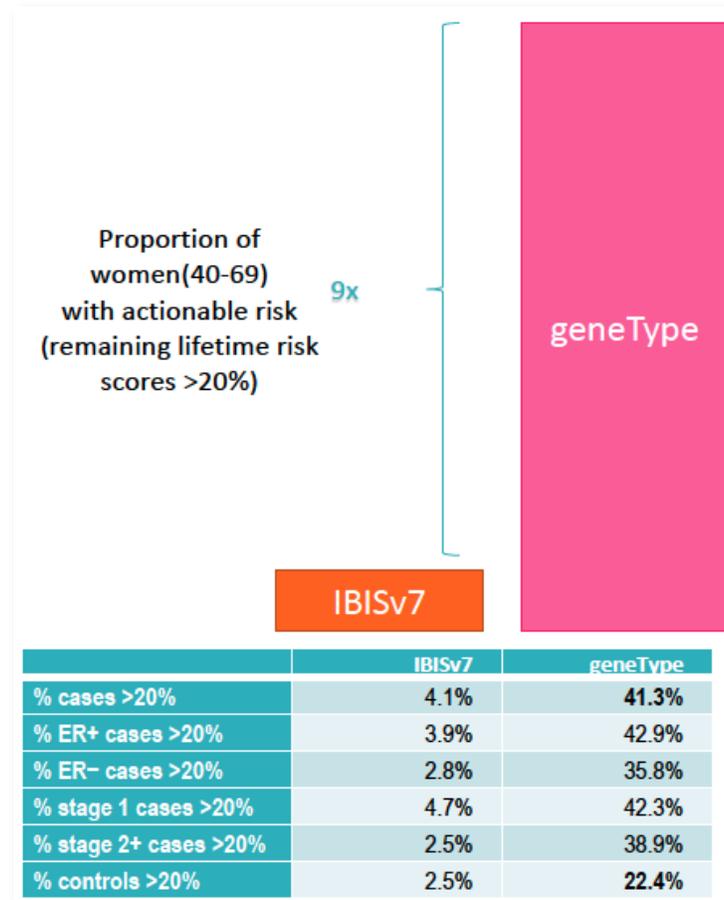
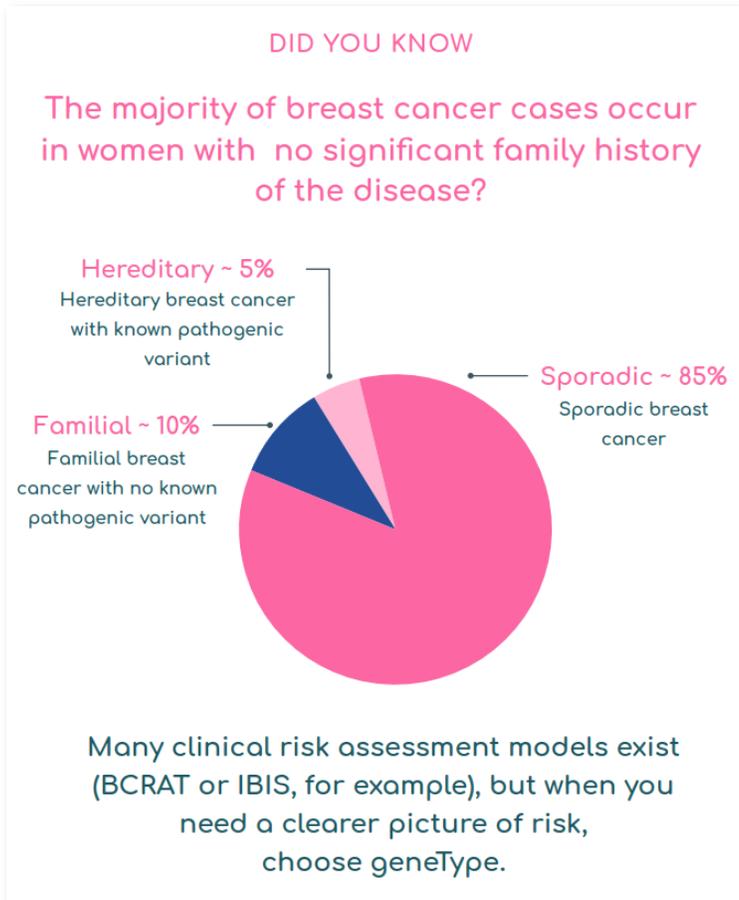
Phase 2 Launch <sup>3</sup>



Guideline driven, Actionable results

1. TGA, FDA and EU regulatory approval granted to the sponsor, DNA Genotek
2. Commercial availability expected Q1 CY2022
3. Commercial availability upon regulatory approval
4. Budget Impact Model prepared by Alva10

# GeneType Identifies up to 9 Times More Cancer Risk Patients Compared to Existing SoC Models<sup>1</sup>



# Pathways to Market

Executing a multi-brand strategy

## Medical & Payer Business to Business (B2B)



Oncology – GTG  
 Cardiovascular  
 Prenatal NIPT  
 Carrier testing  
 Clinical & Molecular  
 Metabolic

## Consumer initiated testing (CIT) with medical supervision



Expanded Carrier testing & NIPT  
 Oncology – MultiTest  
 Cardiovascular – MultiTest  
 Metabolic – MultiTest  
 COVID Rick Test  
 Pharmacogenomics

## Direct to Consumer Testing (DTC) with no medical supervision



Ancestry  
 Paternity  
 Health & Wellbeing  
 Pharmacogenetics

Animal  
 Drug testing  
 Relationship  
 DNA Storage

# Pathways to Market – highest priority

Medical & Payer Business to Business (B2B)	
Revenue Drivers	<p>Health Economic modeling completed by ALVA10*</p> <p>Certifying reimbursable testing platform: BRCA test &amp; LYNCH Syndrome test</p>
Partners	<p>A plan curated for: Payers / Insurers* Primary Care Physicians, Specialists, Surgeons, Concierge Medicine Groups</p>
Products	<p>geneType Multi-test</p> <p>NGS platforms with Germline, Carrier Screening and NIPT</p> <p>BRCA test &amp; LYNCH Syndrome test</p> 

Payer coverage is the key driver of revenues for geneType

Coverage from payers in the US will accelerate adoption of geneType Risk Assessment Tests more widely

Budget Impact Model (BIM) demonstrates significant health & economic benefits of implementing the geneType Breast Cancer Risk Assessment Test

11 Active conversations with payer groups in the US

US Payers include:

- Humana – 17 million lives covered
- Aetna – 22.1 million live covered
- Independence Blue Cross – 3 million lives covered

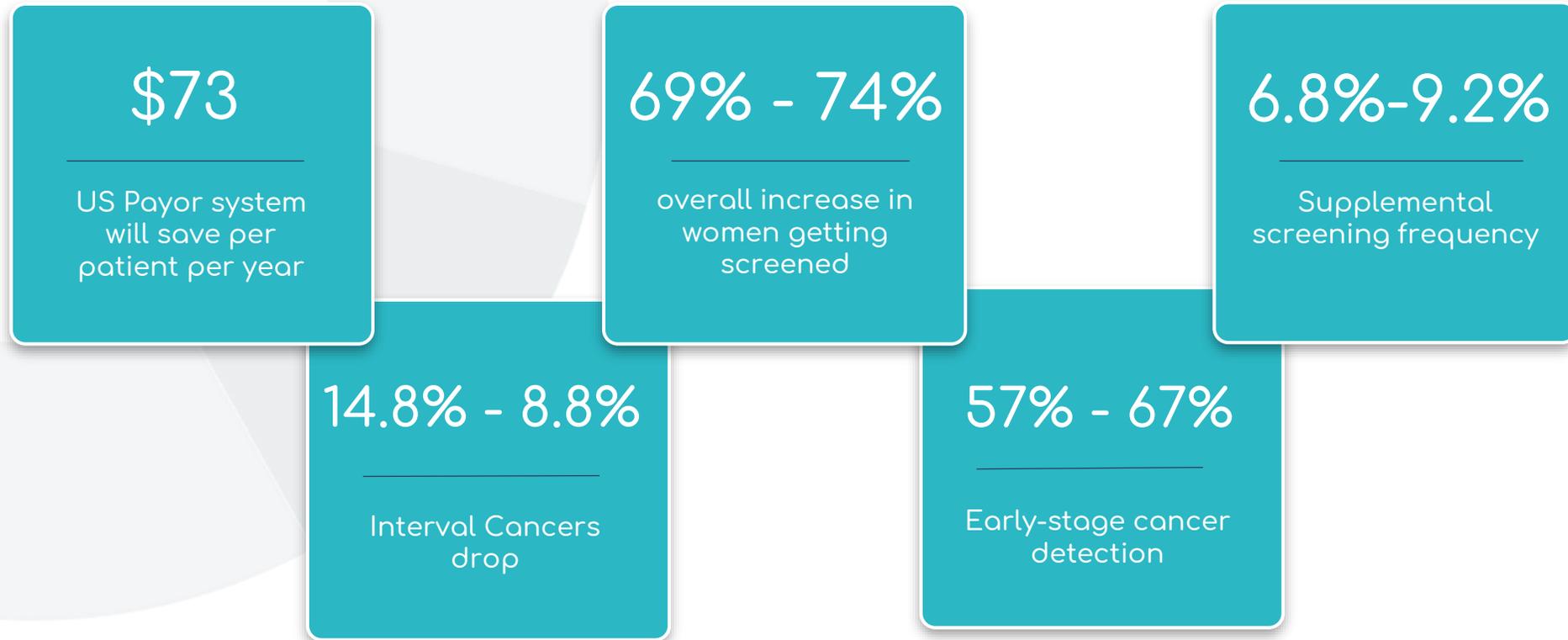
Smaller payers such as employer groups have potential to move quickly

BIM validates the benefits of implementing geneType

\* Corporates and Insurance market entry assessment in progress and Health Economic Model being completed by ALVA10.

# Economic Modeling in the US Payer System<sup>1</sup>

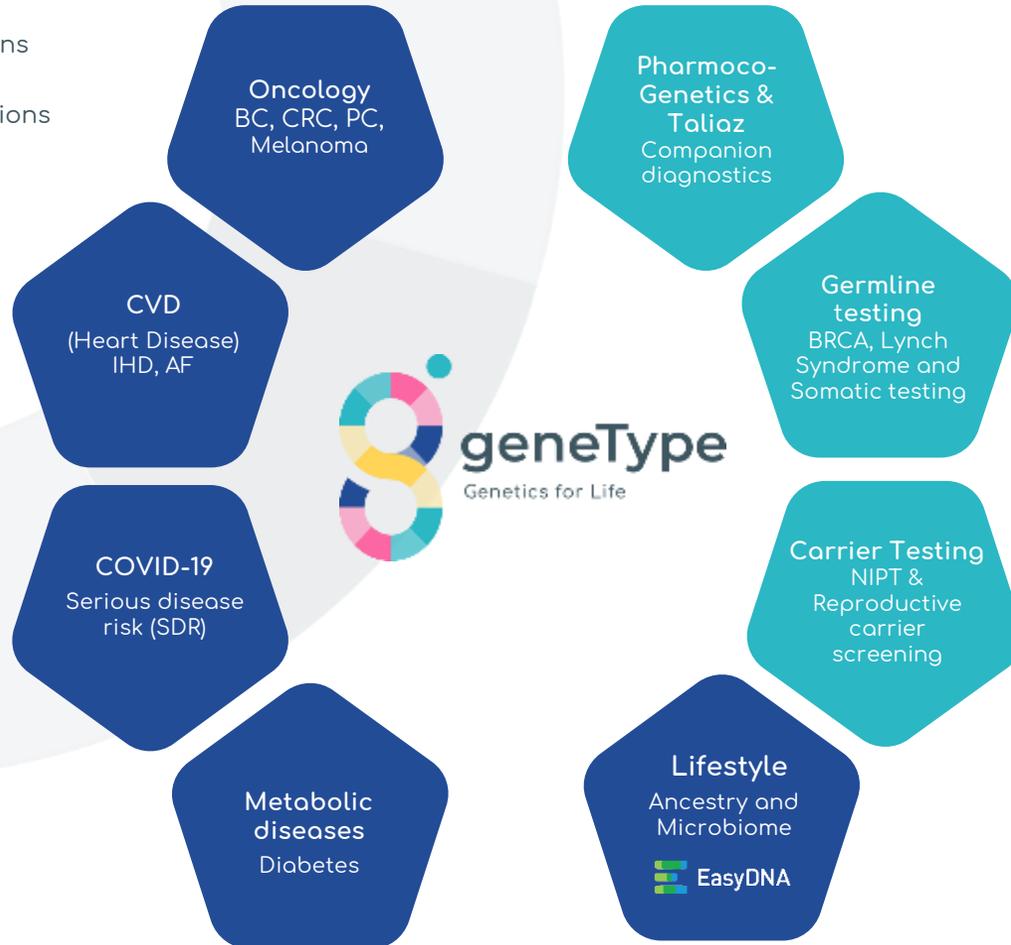
The economic benefit to the payers in the US is US\$1.4B per annum



3.6% in annual savings to a payer system in the screening and treatment of breast cancer.

# Divisions of Operations

- Existing divisions
- Emerging divisions



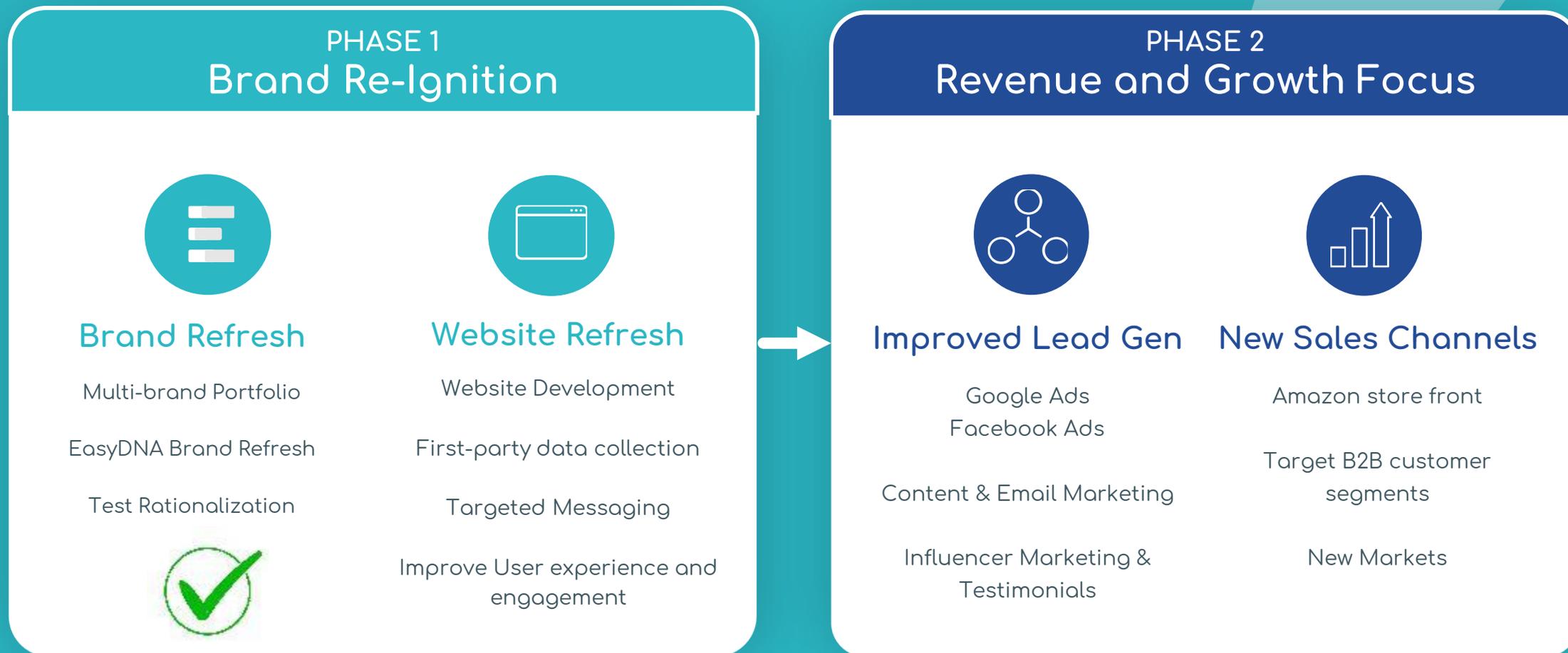
**NEW**  
 Universal  
 collection test kit  
 to support Multi  
 Test Launch



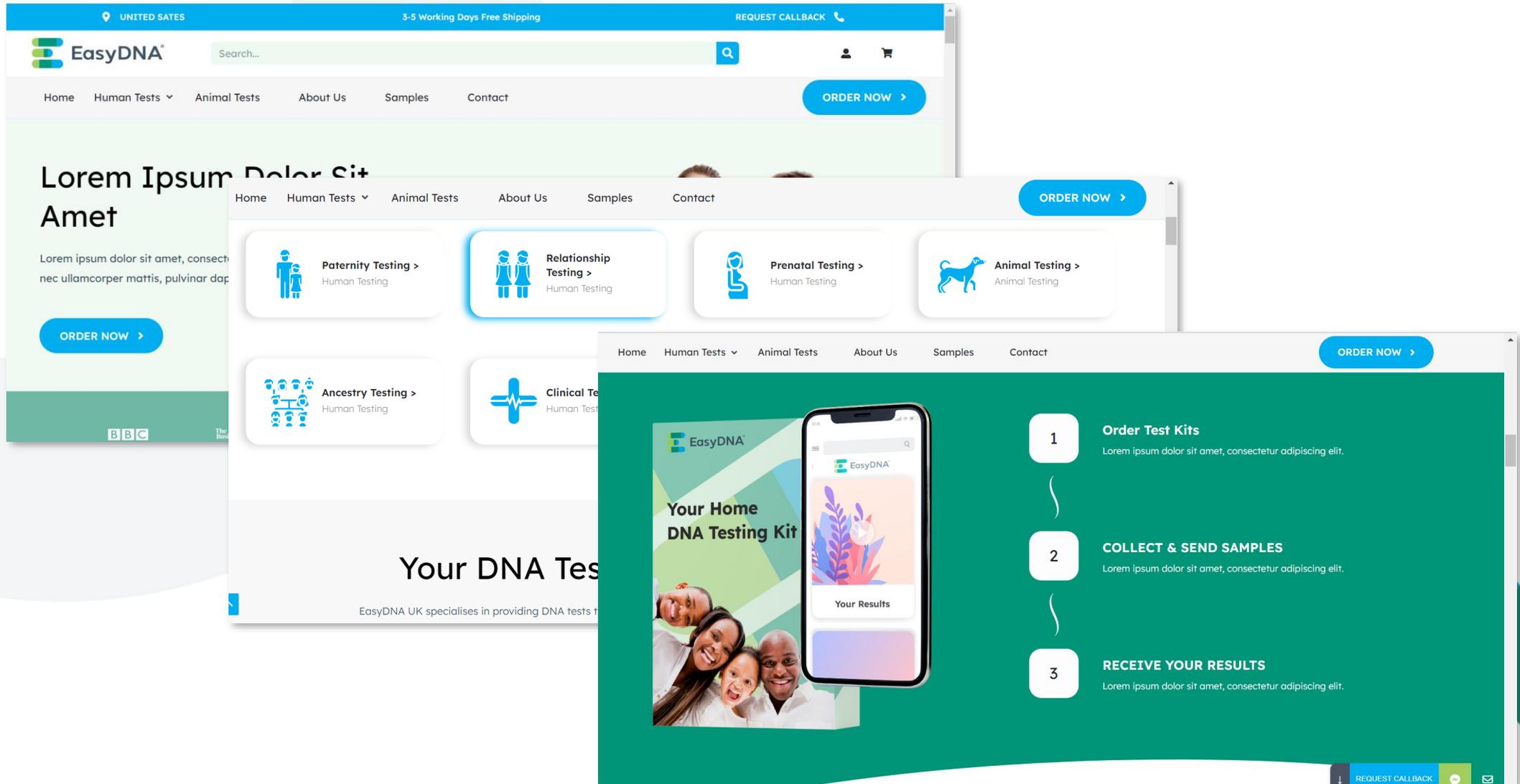
NEW Universal sample collection kit with TGA, FDA and EU regulatory approval<sup>1</sup>

BC = Breast Cancer; CRC = Colorectal Cancer; PC = Prostate Cancer; CVD = Cardiovascular Disease; IHD = Ischemic Heart Disease; Atrial Fibrillation  
 1. TGA, FDA and EU regulatory approval granted to the sponsor, DNA Genotek

# DTC - Growth strategy for EasyDNA



# DTC - Growth strategy for EasyDNA



# Collaborations

Professor Bernard  
Rosner



Channing Division of Network Medicine, Brigham and Women's Hospital and Harvard Medical School, Boston, Massachusetts, USA – Principal Investigator of the Nurses' Health Study (International expert in Biostatistics and breast cancer epidemiology).

Collaborating on a project to improve the GeneType Breast Cancer Test and to Cross-validate the Ovarian cancer test in the Nurses Health Study

Professor Graham  
Colditz



Deputy Director, Institute for Public Health. Washington University School of Medicine, St. Louis, Missouri (International expert in Biostatistics and breast cancer epidemiology).

Collaborating on a project to validate the GeneType for Breast Cancer Test in African American patients

Professor John  
Hopper



Professorial Fellow at the Centre for Epidemiology and Biostatistics in the School of Population Global Health, Melbourne University

Collaborating on a project to improve the GeneType for Breast Cancer Test and on a joint project with Prof Emery to develop clinical utility evidence for the GeneType tests

# Collaborations

Professor Jon Emery



THE UNIVERSITY OF  
MELBOURNE



Overcoming cancer together

Professor of Primary Care Cancer Research at the University of Melbourne, and the Victorian Comprehensive Cancer Centre

Collaborating on a joint project with Prof Hopper to develop clinical utility evidence for the GeneType tests

Memorial Sloan Kettering Cancer



Memorial Sloan Kettering  
Cancer Center

Collaborating on a project to investigate modification of risk in BRCA-positive patients by polygenic risk scores

Ohio State University



THE OHIO STATE  
UNIVERSITY

Collaborating on a project to investigate modification of risk in BRCA-positive patients by polygenic risk scores

# Snapshot and Achievements last 12 months

## GeneType commercialization

- ✓ Phase 1 commercial release of the geneType Multi-Risk test in US
- ✓ >90 medical practices on-boarded launching the foundation of geneType Hubs in Australia
- ✓ AffinityDNA
- ✓ Completed 2 Acquisitions – EasyDNA and
- ✓ Presentations by Dr Erika Spaeth at:
  - ✓ San Antonio Breast Cancer Symposium,
  - ✓ Precision Medicines leaders summit
  - ✓ Precision Medicine World Conference

## Partnerships

- ✓ Launch with A/Prof Charles Siles providing immediate access to more than 1,000 referring primary care physicians and 15,000 patients annually in Australia
- ✓ Partnerships with Australian Breast Care Centre and Dr Nicole Yap
- ✓ Launch of screening for breast cancer risk with Prof Bruce Mann at Royal Women's Hospital in Melbourne

## EasyDNA integration activities

- ✓ NEW EasyDNA Website ready for launch
- ✓ NEW eCommerce Platform ready launch
- ✓ Launch Carrier Testing and Non-Invasive Prenatal Tests (NIPT) into Europe
- ✓ Partnering in India with stud farms extending paternity infrastructure into the equine industry
- ✓ Launch DNA storage solution in GTG NATA approved facility

## Clinical Validity and IP Strategy

- ✓ Published in Journal or Precision Medicine
- ✓ Published in European Journal of Cancer prevention
- ✓ 10 Patents granted
- ✓ 5 new provisional patents filed
- ✓ 4 papers published
- ✓ 3 papers under review

## Reimbursement activation

- ✓ Independently developed Budget Impact Model (BIM) identifies US\$1.4 billion dollars in annual saving by ALVA 10
- ✓ 11 Active payer conversations
- ✓ Progress on US Payer meetings to enable coverage across millions of lives

## Laboratory Capability

- ✓ Gained NATA and CMS-CLIA accreditation and certification for 6 polygenic risk score tests
- ✓ Successful ARTG notification to TGA for company IVDs for all tests on the multi-risk test

# Thank you

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[www.linkedin.com/company/genetype-limited](http://www.linkedin.com/company/genetype-limited)

[www.genetype.com](http://www.genetype.com)

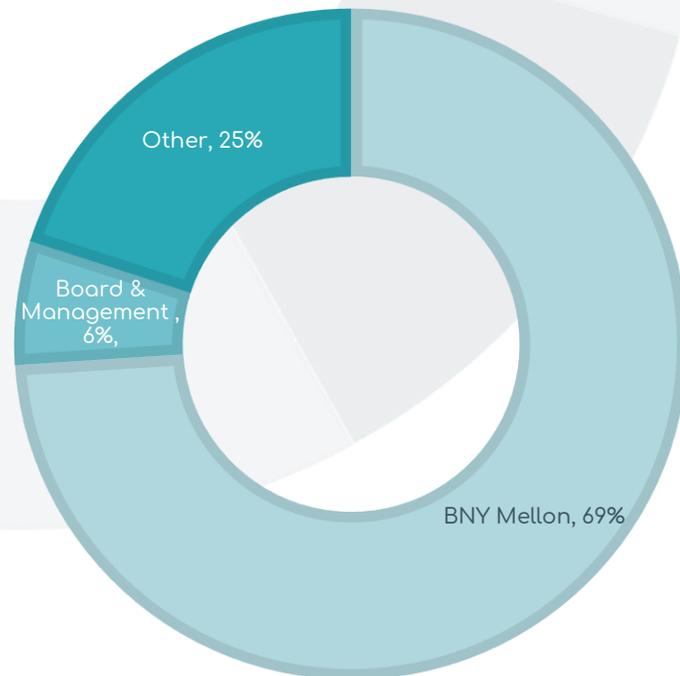


# Appendices

# Corporate Overview

Top 50 share registry breakdown

■ BNY Mellon ■ Board & Management ■ Other



## Dual Listed on the ASX and Nasdaq

### Financial Information

Share price (AUD) as at 25 October 2022	0.3c
ADR price (USD) as at 25 October 2022	\$1.20
Ord Shares on Issue (M)	9,234
ASX 52-week trading (AUD low/high)	0.3/0.8c
Nasdaq 52-week trading (USD low/high)	0.95/3.04
<b>Market Cap (A\$/US\$M)</b>	<b>32.31/18.47</b>
Cash at 30 September 2022	A\$7.9m
Cash at 30 June 2022	A\$11.7m
Debt (30 June 2022 and 30 September 2022)	nil

# Financial Overview

- Net cash outflow of A\$3.4 million in Q1 FY'22 (compared to Q4 FY'22 inflow of: A\$197k) as we continue to grow EasyDNA and Affinity DNA brand sales and develop and commercialize our geneType tests
- Cash reserves of A\$7.9 million at 30 September 2022 will be directed to:
  - Drive the commercialization of geneType products in United States, Europe and Australia
  - Develop the direct-to-consumer sales channel through EasyDNA and AffinityDNA
  - US Payer model development for geneType for breast cancer;
  - General product research and development; and
  - For general working capital.

A\$'000	30-Sep-22	30-Jun-22	Change
Net operating cashflow	(3,410)	197	-1831%
Receipts from customers	2,056	2,013	2%
Research and Development and Staff costs	(2,126)	(1,429)	49%
Cash	7,495	11,733	-32%

<sup>1</sup> Based on cashflow projections

# Board and Management: Sales and Scientific expertise leading GTG



**Mr. Peter Rubinstein**  
BEc, LLB  
Chairman  
Non – Executive Director



**Dr. Lindsay Wakefield**  
MBBS  
Non – Executive Director



**Mr Nick Burrows**  
B.Comm, FAICD, FCA,  
FGIA, FTIA, F Fin  
Non – Executive Director



**Simon Morriss**  
GAICD  
Chief Executive Officer



**Dr. Jerzy “George”  
Muchnicki**  
MBBS  
Non-Executive Director



**Erika Spaeth**  
PhD  
Director of Clinical &  
Scientific Affairs



**Richard Allman**  
BSc, PhD  
Scientific Advisor



**Tony Di Pietro**  
B. Comm, CA, AGIA, MAICD  
CFO & Company Secretary



**Carl Stubbings**  
Chief Commercial  
Officer

# Strong Scientific Leadership: Advisory Board



**Professor Jon Emery**

MBBCh MA DPhil FRACGP MRCGP  
Research & Education Lead,  
Primary Care Integration,  
Victorian Comprehensive Cancer  
Centre Herman Chair of Primary  
Care Cancer Research,  
University of Melbourne



**Professor Finlay Macrae AO**

MBBS, MD, FRACP, FRCP, AGAF  
MWGO is Principal Fellow and  
Professor, Department of  
Medicine, University of  
Melbourne, and Head of  
Colorectal Medicine and  
Genetics, The Royal Melbourne  
Hospital



**Ora K. Gordon, M.D.**

MD, MS, FACMG  
Regional Medical Director,  
Center for Clinical Genetics &  
Genomics. Clinical Director, PSJH  
Population Health Genomics  
Program. Chair, Integrated  
Network Cancer Program,  
Professor of Genetics, St John  
Cancer Institute



**A.Prof Ron Dick**

MBBS, FRACP, FCSANZ,  
Chairman of Cardiovascular  
Institute at Epworth Healthcare,  
an Honorary Cardiologist at the  
Alfred Hospital and Bendigo  
Healthcare Group.

Completed his MBBS in 1979 and  
became a Fellow of the  
Australian College of Physicians  
in 1986. His interventional  
cardiology fellowship was from  
the University of Michigan  
Medical Centre USA.

# Our Intellectual Property

## 4 Patents granted in the US

- Patent No: US 11,257,569, Methods of assessing risk of developing a severe response to Coronavirus infection
- Patent No: US 11,072,830, Methods for breast cancer risk assessment
- Patent No: US 10,683,549, Methods for assessing risk of developing breast cancer
- Patent No: US 10,920,279, Methods for assessing risk of developing breast cancer

## 2 Patents granted in PRC (China & HK)

- Patent No. 201080033130.5 Methods for Breast Cancer Risk Assessment
- Patent No. 201580063966.2 Methods for assessing risk of developing breast cancer

## 9 Patent families pending

- Breast cancer risk assessment
- Methods for assessing risk of developing prostate cancer
- Methods for assessing risk of developing ovarian cancer
- Methods of assessing risk of developing a severe response to Coronavirus infection
- Methods of assessing risk of developing a disease
- Methods for assessing risk of developing breast cancer
- Improved methods for assessing risk of developing breast cancer
- Methods of assessing risk of developing breast cancer
- Methods for assessing risk of developing colorectal cancer

# Defined Terms

**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** - a number associated with one's disease risk based on the aggregated effects of individual risk variants through a multiplicative algorithm.

**Variant** - Single Nucleotide polymorphism (SNP), an alteration in DNA that may be a common or rare event.

**Genomic** - pertaining to function of genetics from structure to relationship between genetic events.

**Genetic** - pertaining to a gene.

**GWAS** - genome-wide association studies are large population level studies which enable scientists to identify genes and genetic markers involved in human disease. This method searches the genome for SNPs that occur more frequently in people with a particular disease than in people without the disease. Each study can look at hundreds or many thousands of SNPs at the same time. Researchers use data from this type of study to pinpoint genetic variations that may contribute to a person's risk of developing a certain disease.

**SNP** - Single nucleotide polymorphisms, frequently called SNPs (pronounced "snips"), are the most common type of genetic variation among people. Each SNP represents a difference in a single DNA building block, called a nucleotide. For example, a SNP may replace the nucleotide cytosine (C) with the nucleotide thymine (T) in a certain stretch of DNA.

**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.

**Health Care Professionals (HCP)** – physician, GP, or specialist authorized to receive the patient results