

# ASX Market Announcement

## Updated Investor Presentation and Investor Webinar

**Melbourne, Australia, 2 May 2023:** Genetic Technologies Limited (ASX: GTG; NASDAQ: GENE, "Company", "GTG") a global leader in genomics-based tests in health, wellness and serious disease is pleased to provide shareholders with the latest Investor Presentation and invite shareholders to attend a webinar with Simon Morriss, CEO, and Tony Di Pietro, CFO & Company Secretary, where they will discuss the March 2023 Quarterly Activity Report. A Q&A session will feature at the end of the webinar.

Details of the webinar are as follows:

**Date:** Thursday, 4 May 2023 (Wednesday, 3 May 2023, New York Time)

**Time:** 9am AEST (5pm New York Time).

**Shareholders are encouraged to register before the webinar using the registration Link:**

[https://us02web.zoom.us/webinar/register/WN\\_oeJr1CXxS3CCDa8PYZMq6A](https://us02web.zoom.us/webinar/register/WN_oeJr1CXxS3CCDa8PYZMq6A)

Upon registration shareholders will be provided with a link to the webinar.

-END-

Authorised for release by the board of directors of Genetic Technologies Limited.

### Enquiries

#### Investor Relations

Adrian Mulcahy

Automic Markets

M: +61 438 630 411

E: [adrian.mulcahy@automicgroup.com.au](mailto:adrian.mulcahy@automicgroup.com.au)

#### About Genetic Technologies Limited

Genetic Technologies Limited (ASX: GTG; Nasdaq: GENE) is a diversified molecular diagnostics company. A global leader in genomics-based tests in health, wellness and serious disease through its geneType and EasyDNA brands. GTG offers cancer predictive testing and assessment tools to help physicians to improve health outcomes for people around the world. The company has a proprietary risk stratification platform that has been developed over the past decade and integrates clinical and genetic risk to deliver actionable outcomes to physicians and individuals. Leading the world in risk prediction in oncology, cardiovascular and metabolic diseases, Genetic Technologies continues to develop risk assessment products. For more information, please visit [www.genetype.com](http://www.genetype.com)

#### Forward Looking Statements

This announcement may contain forward-looking statements about the Company's expectations, beliefs or intentions regarding, among other things, statements regarding the expected use of proceeds. In addition, from time to time, the Company or its representatives have made or may make forward-looking statements, orally or in writing. Forward-looking statements can be identified by the use of forward-looking words such as "believe," "expect," "intend," "plan," "may," "should" or "anticipate" or their negatives or other variations of these words or other comparable words or by the fact that these statements do not relate strictly to historical or current matters. These forward-looking statements may be included in, but are not limited to, various filings made by the Company with the U.S. Securities and Exchange Commission, press releases or oral statements made by or with the approval of one of the Company's authorized executive officers. Forward-looking statements relate to anticipated or expected events, activities, trends or results as of the date they are made. As forward-looking statements relate to matters that have not yet occurred, these statements are inherently subject to risks and uncertainties that could cause the Company's actual results to differ materially from any future results expressed or implied by the forward-looking statements. Many factors could cause the

Company's actual activities or results to differ materially from the activities and results anticipated in such forward-looking statements as detailed in the Company's filings with the Securities and Exchange Commission and in its periodic filings with the ASX in Australia and the risks and risk factors included therein. In addition, the Company operates in an industry sector where securities values are highly volatile and may be influenced by economic and other factors beyond its control. The Company does not undertake any obligation to publicly update these forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.



# Genetic Technologies – Investor Webinar

The Future: *Unlocking personalised preventative medicine*

2 May, 2023

Authorised by the Board of Directors of Genetic Technologies Limited

ASX: GTG  
NASDAQ: GENE



# 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.



# Comprehensive genomics-based testings

via 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

# 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

# Snapshot and Achievements last 12 months

## GeneType commercialization

- ✓ 9 Tests NOW commercially available in the US the geneType Multi-Risk test
- ✓ >100 medical practices on-boarded launching the foundation of geneType Hubs in Australia
- ✓ Presentations by Dr Erika Spaeth at:
  - ✓ ASCOGI Cancers Symposium Jan 2023
  - ✓ San Antonio Breast Cancer Symposium,
  - ✓ Precision Medicines leaders summit
  - ✓ Precision Medicine World Conference

## EasyDNA & Affinity DNA

- ✓ Completed 2 Acquisitions
- ✓ 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

## 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

## 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

## Clinical Validity and IP Strategy

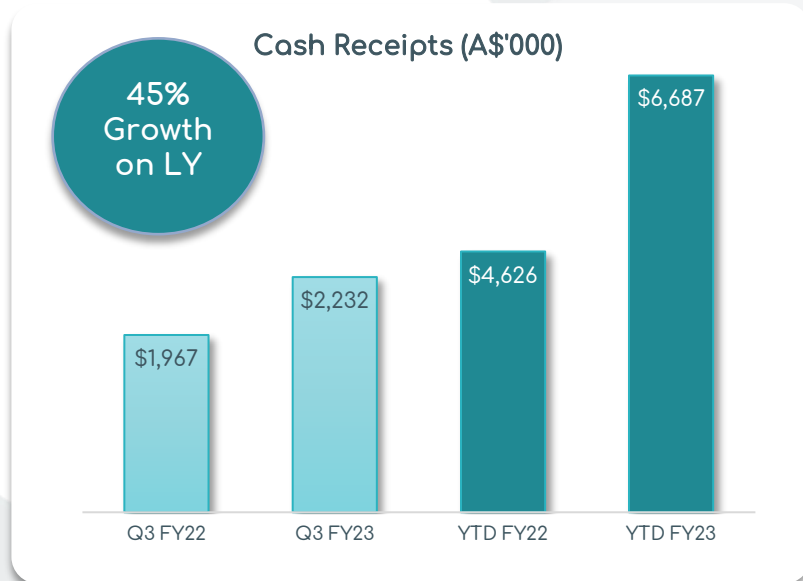
- ✓ 5 Peer reviewed publication in 6 months
- ✓ Published in PLOS ONE
- ✓ Published in Journal of Precision Medicine
- ✓ Published in European Journal of Cancer prevention
- ✓ Published in journal Breast Cancer Research and Treatment
- ✓ 25 Patents granted or pending
- ✓ 3 more papers under review

## 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



# Delivering Revenue and Growth – Q3 FY23



Q3 CASH RECEIPTS  
A\$2.2m

CASH BALANCE  
A\$10.5m\*

GROSS MARGIN  
A\$1.13m

March GROSS MARGIN  
49% +2ppts

## Strategic & Operational Highlights:

- March Quarter FY23 receipts A\$4.22 million
- Cash receipts from customers A\$2.2m +13% on last year;
- R&D Tax Incentive of A\$1.96m was received in Q3 2023
- YTD receipts from customers A\$6.69 million up 45% on prior year
- 7 consecutive qtrs. of growth on prior year
- Launched Melanoma, Pancreatic Cancer and Atrial Fibrillation in U.S.
- Back to Back peer reviewed publications demonstrating Genetype for Breast cancer identifies MORE at risk patients then the current standards
- Presentations at ASCO Gi Cancers Symposium in San Francisco

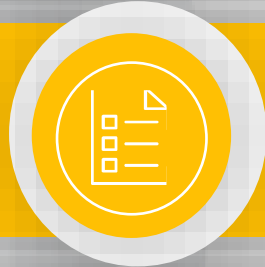


\*As at 31 March 2023

# All revenues for the period '21 & '22 are 'out of pocket' our strategy for reimbursement should become effective in 2023 FY



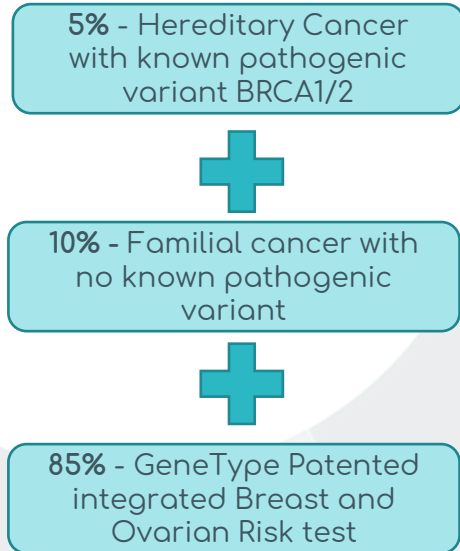
# Our FOCUS

## 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

# NEW Comprehensive Breast and Ovarian Cancer test

Evaluates a woman's risk of developing Breast and/or Ovarian Cancer in women 30 years+



- The test evaluates a women's risk of developing Breast and/or Ovarian Cancer either from a hereditary genetic mutation or from the far more common familial or sporadic cancer. (Announced Feb 3, 2023)
- GTG's unique approach "appends" the detection of the 13 major "actionable" Breast and Ovarian cancer susceptibility genes to the GeneType test platform.
- Advances the goal of providing population-based genetic screening where up to 85% of cancers diagnosed do not have hereditary or family history
- Showcase at BRCA 2023 in Montreal

# NEW – 9 Diseases now available in the US

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 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

### Cardiovascular

- Atrial Fibrillation
- Coronary Artery Disease

### Metabolic

- Type 2 Diabetes

Phase 1 Launch<sup>2</sup>

Phase 2 Launched – US March 2023<sup>3</sup>



One report. Two risk scores.  
Actionable results

1. TGA, FDA and EU regulatory approval granted to the sponsor, DNA Genotek
2. Commercial availability in Australia and the US since Q1 CY2022
3. Commercial availability in the US and waiting on NATA Approval for Australia
4. Budget Impact Model prepared by Alva10

# NEW – 3 Peer Review Publications Released

Our Scientific team continues to achieve scientific publication milestones, with 3 publications accepted in three peer-reviewed journals during the quarter

3 NEW Peer reviewed Publications in the latest Qtr

## Cancer Prevention Research

Validation of an abridged breast cancer risk prediction model for the general population<sup>1</sup>. Spaeth EL, Dite GS, Hopper JL, Allman R.

## European Journal of Cancer Prevention

A combined clinical and genetic model for predicting risk of ovarian cancer<sup>2</sup>. Dite GS, Spaeth E, Murphy NM, Allman R.

## Breast Cancer Research and Treatment

Validation of a breast cancer risk prediction model based on the key risk factors: family history, mammographic density and polygenic risk<sup>3</sup>. Allman R, Mu Y, Dite GS, Spaeth E, Hopper JL, Rosner BA.



- <https://pubmed.ncbi.nlm.nih.gov/36862830/>
- <https://pubmed.ncbi.nlm.nih.gov/36503897/>
- <https://pubmed.ncbi.nlm.nih.gov/36749458/>



# NEW Strategic Alliance with Qiagen

The alliance will establish and develop a 'Centre of Excellence' facility in Australia




QIAGEN will support the enhancement of GTG capabilities through software, hardware, consumable and technical solutions, including:

- Reagents and QIAGEN's proprietary QCII software to complete Next Generation Sequencing (NGS) validation in house.
- The rollout will include QIAGEN's QIAseq targeted DNA Pro Sample to Insight solutions for NGS Oncology and customized inhouse data analysis tools to provide sample to result service for GTG customers



# GeneType Priority Pathway to Market

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

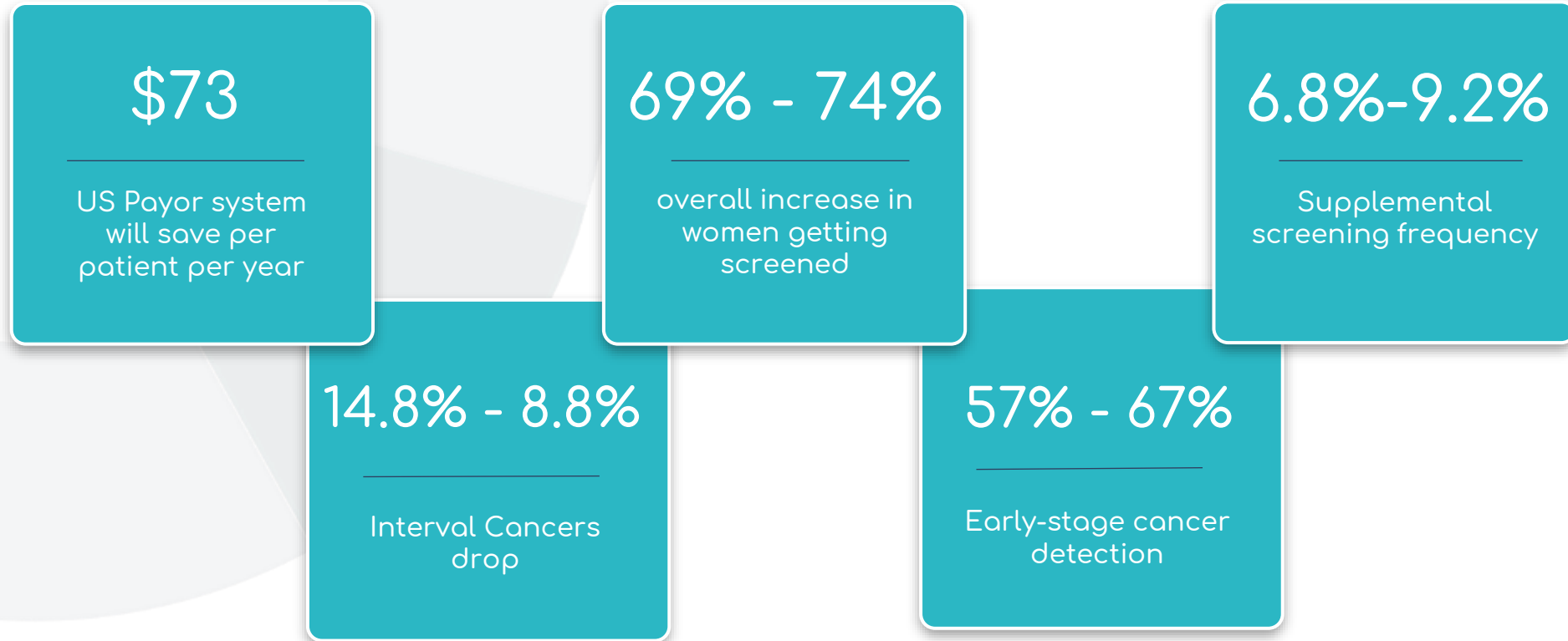
Smaller payers such as employer groups have potential to move quickly

BIM validates the benefits of implementing geneType

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

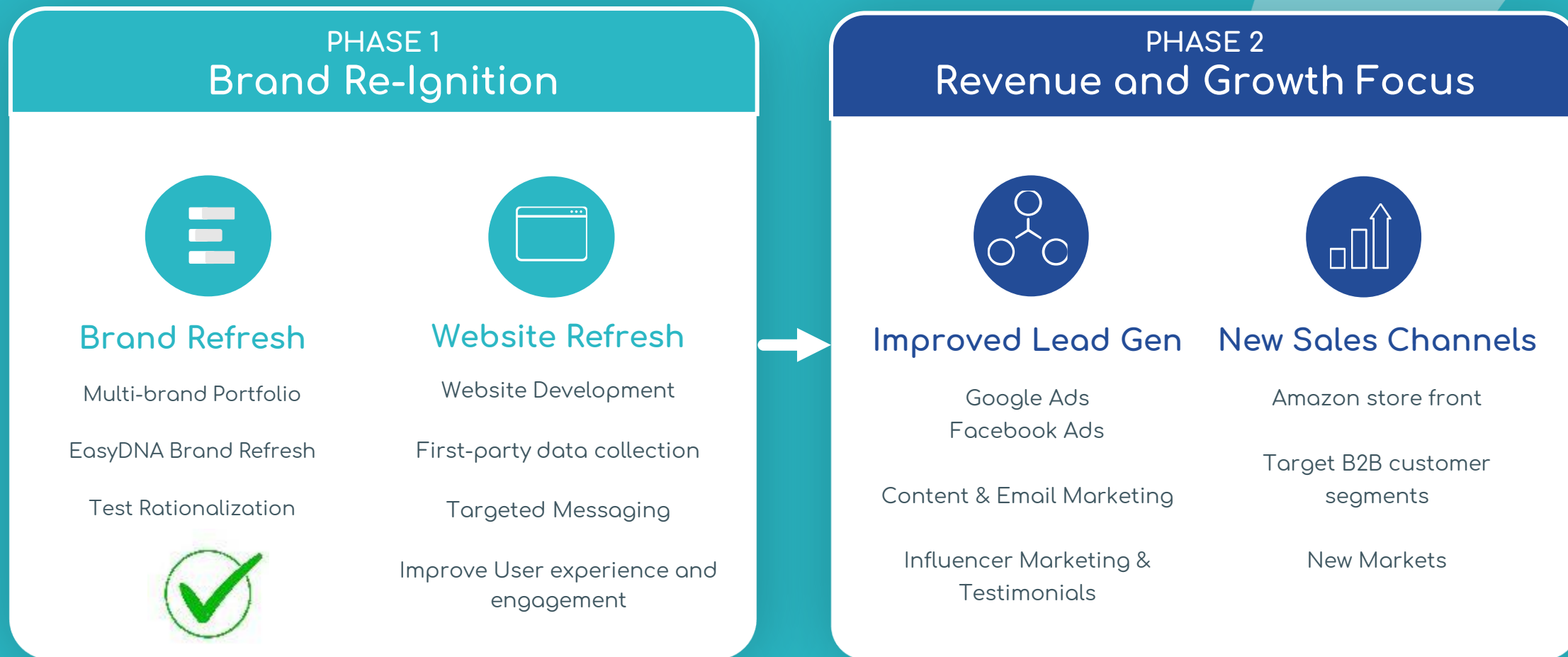
# Economic Modeling in the US Payer System<sup>1</sup>

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



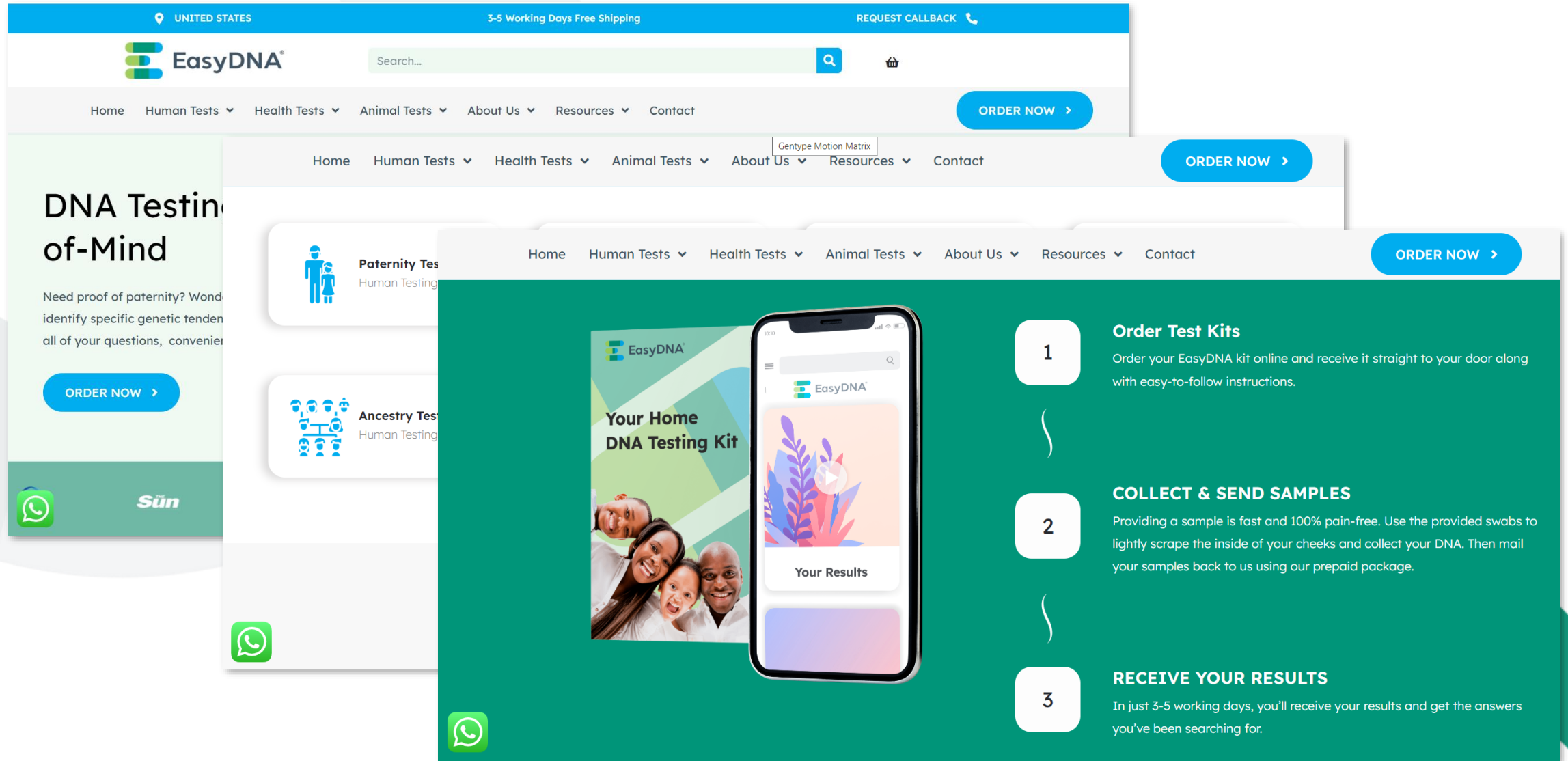
3.6% in annual savings to a payer system in the screening and treatment of breast cancer.

# DTC - Growth strategy for EasyDNA





# eCommerce Growth strategy for EasyDNA



The screenshot displays the EasyDNA website interface. At the top, there's a navigation bar with 'UNITED STATES', '3-5 Working Days Free Shipping', and 'REQUEST CALLBACK'. Below this is the EasyDNA logo, a search bar, and a shopping cart icon. The main navigation menu includes 'Home', 'Human Tests', 'Health Tests', 'Animal Tests', 'About Us', 'Resources', and 'Contact'. A prominent blue 'ORDER NOW' button is visible in the top right of the navigation area.

The main content area features a large green banner for 'Your Home DNA Testing Kit'. The banner includes a smartphone displaying the EasyDNA app interface with a play button and the text 'Your Results'. To the right of the banner is a three-step process:

- 1 Order Test Kits**  
Order your EasyDNA kit online and receive it straight to your door along with easy-to-follow instructions.
- 2 COLLECT & SEND SAMPLES**  
Providing a sample is fast and 100% pain-free. Use the provided swabs to lightly scrape the inside of your cheeks and collect your DNA. Then mail your samples back to us using our prepaid package.
- 3 RECEIVE YOUR RESULTS**  
In just 3-5 working days, you'll receive your results and get the answers you've been searching for.

Below the banner, there are sections for 'Paternity Test' and 'Ancestry Test', both labeled as 'Human Testing'. A WhatsApp chat button is visible in the bottom left corner of the page.

# Thank you

Investor Relations  
Adrian Mulcahy  
Market Eye – Automic Group  
M: +61 438 630 422  
E: [adrian.mulcahy@automicgroup.com.au](mailto:adrian.mulcahy@automicgroup.com.au)



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

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



# Appendices

# Board and Management: Sales and Scientific expertise leading GTG



**Mr. Peter Rubinstein**  
BEd, 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.

# Financial Overview

- Net cash outflow of A\$7.2 million for the nine months to 31 March 2023. We continue to grow EasyDNA and Affinity DNA brand sales and develop and commercialise our geneType tests
- Cash reserves will be directed to:
  - to support the commercialisation of the GeneType Multi Risk test through the B2B channels with payers, insurers and employers in the United States and expand into Europe;
  - to drive new market opportunities in reimbursable categories by leveraging our strategic relationship with QIAGEN;
  - for funding product research and development;
  - to increase our sales and marketing presences and drive of its tests via the consumer-initiated testing platforms;
  - to execute the go to market, sales and marketing to launch the Comprehensive Hereditary Breast and Ovarian Cancer Risk Test as part of our germline genetic testing division; and
  - for other working capital and general corporate purposes.

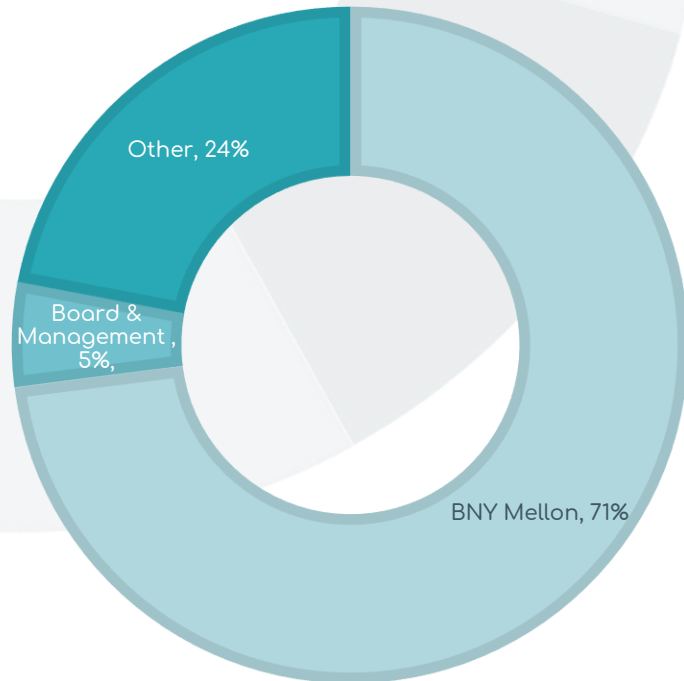
A\$'000	31-March-23	31-March-22	Change
Net operating cashflow	(7,249)	(6,152)	-18%
Receipts from customers	6,687	4,626	45%
Cash	10,481	11,350	-8%

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

# 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 April 2023	0.3c
ADR price (USD) as at 25 February 2023	\$1.06
Ord Shares on Issue (M)	11,542
ASX 52-week trading (AUD low/high)	0.2/1.3c
Nasdaq 52-week trading (USD low/high)	0.86/1.82
<b>Market Cap (A\$/US\$M)</b>	<b>34.6/19.0</b>
Cash at 31 March 2023	A\$10.5m
Cash at 30 June 2022	A\$11.7m
Debt (30 June 2022 and 31 March 2023)	nil

# 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