



Investor Presentation

October 2021



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Company Summary

- ✓ Novel **3base™** technology – rapid, low cost and accurate
- ✓ *EasyScreen™* test kits available for sale in most major markets
- ✓ 1Q FY22 sales \$12.4m, FY21 \$28.3m
- ✓ YoY growth since listing
 - 4 year CAGR 93%
- ✓ Customers – high throughput labs, hospital groups and private pathology suppliers
- ✓ Profitable, \$33m cash, no debt
 - Positive Q1 cashflow \$2.9m
- ✓ Strong pipeline of new tests





A '**Syndromic Screening**' approach allows users to test a broad range of clinically relevant pathogens based on patient symptoms, helping clinicians make accurate diagnoses

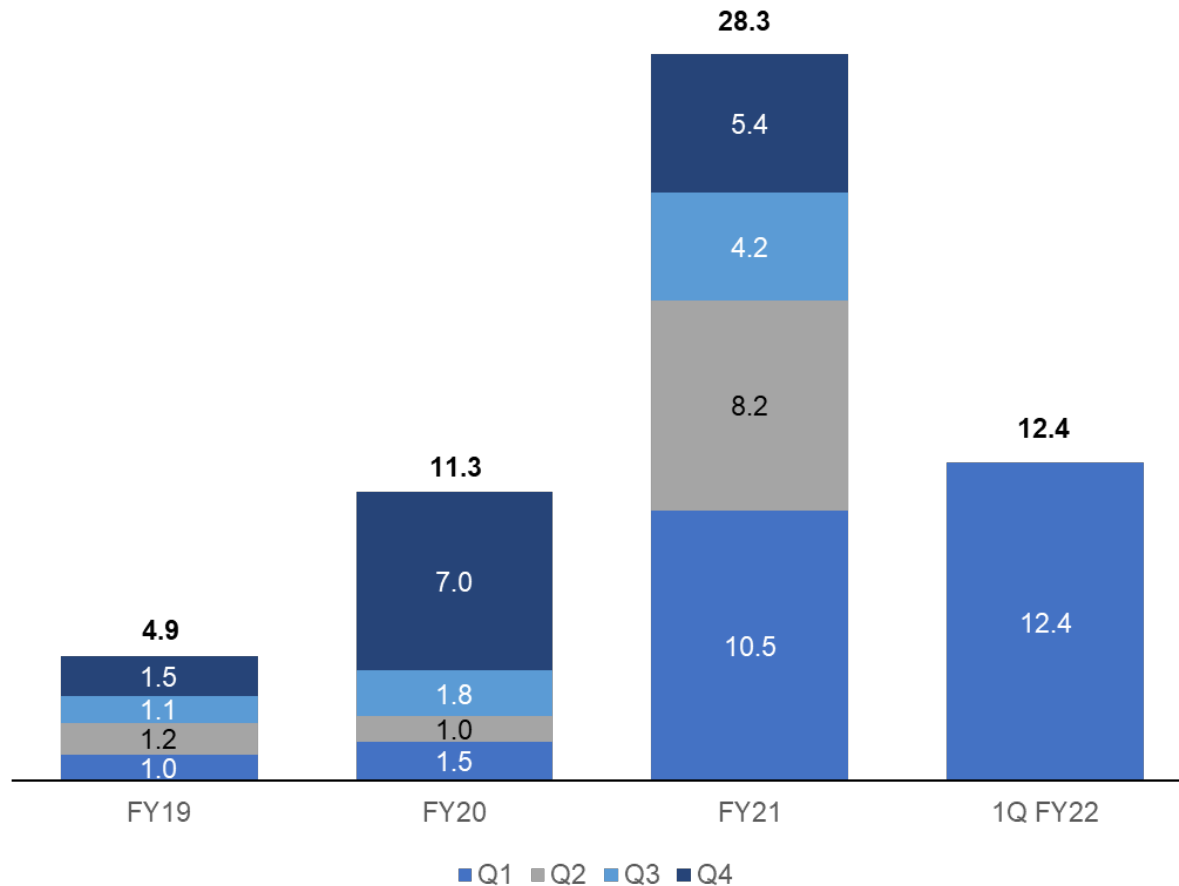
EasyScreen™ Detection Kits

- Streamlined universal sample processing kits linked to highly **multiplexed real-time PCR screening assays**
- Applicable to **bacterial, fungal, protozoan and viral** (DNA & RNA) targets
- **Simultaneously detect over 20 pathogens** from one sample, shortening **turnaround from days to hours**
- **3base™ can detect all SARS-CoV-2 variants**, including Delta; *EasyScreen™* compatible with existing lab technology



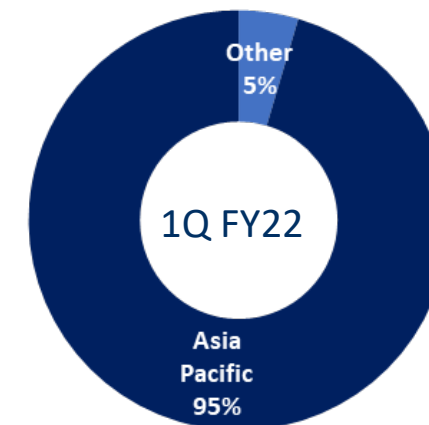


Revenue from sales (A\$m)



Continued Strong Revenue Growth

- Record quarterly revenue **\$12.4m** from sales
- Demand for **COVID tests** continues due to ongoing outbreaks
- New instrument placements continue to **support future demand for tests**
- **\$33m cash, no debt**; drives future growth

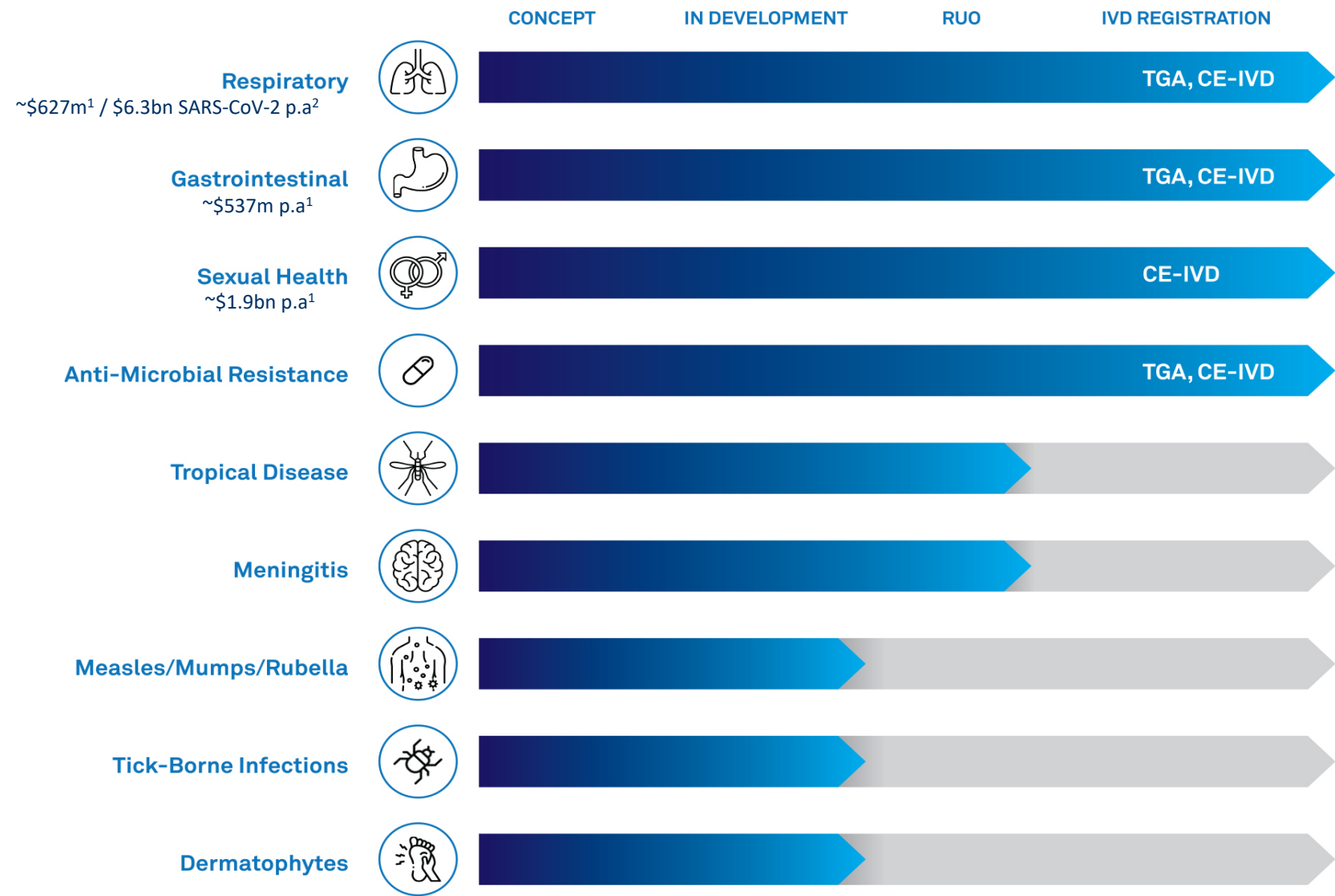




| A\$'000s | 1Q FY22 |
|--|---------------|
| Receipts from customers | 10,340 |
| Payments to suppliers and employees | (7,302) |
| Other | 3 |
| Net operating cash | 3,041 |
| Payment for plant & equipment | (92) |
| Net investing cash | (92) |
| Net proceeds from issue of shares | 50 |
| Principal elements of lease payments | (89) |
| Net financing cash | (39) |
| Net increase in cash and cash equivalents | 2,910 |
| Opening cash and cash equivalents | 30,121 |
| Effects of exchange rate changes on cash | 7 |
| Closing cash and cash equivalents | 33,038 |

- **Positive Q1 cashflow** of \$2.9m
- Receipts from customers - \$10.3m
 - Trade receivables balance @ 30 Sep \$8.1m, up \$2.7m on 30 Jun
- Payments to suppliers & employees 8% lower than pcg
 - Higher R&D and staff costs
 - Offset by reduced inventory purchases

Product Portfolio and Development Pipeline

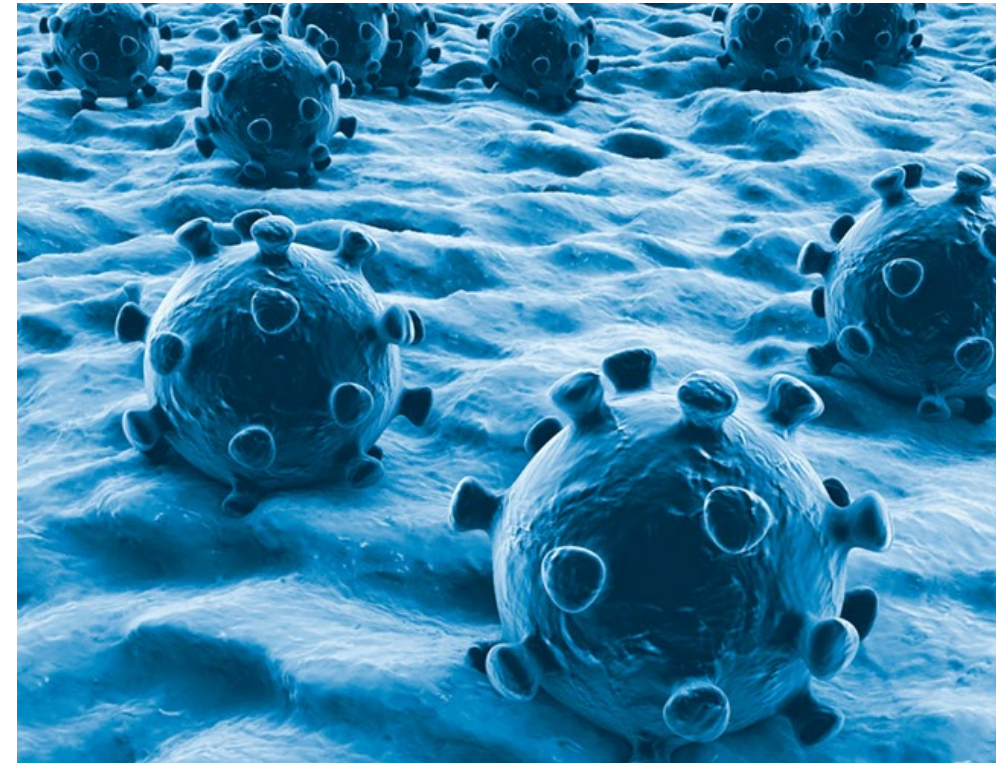


*FDA for enteric protozoa kit underway

1. Global market size (A\$m per annum) - Kalorama Information, Molecular Testing Markets for Infectious Diseases (Sepsis, Respiratory Diseases, HIV, Hepatitis, TB Testing, STIs and Other Tests), July 2019, and company estimates; 2. Molecular Diagnostics Markets in the COVID-19 Era (Markets for Molecular COVID-19 IVD Tests, Respiratory Tests, Blood Screening, Cancer Markers and Other IVD Tests) Kalorama Information, Published: 9/7/2020



- Initially developed **SARS-CoV-2 test** based on existing expertise in seasonal coronaviruses
- **Driving global sales** – new customers in Europe and USA previously difficult to convert. Now interested in other *EasyScreen™* tests
- Development of new **“fast” PCR test** that reduces batch processing times by 1.5 - 2 hours; now incorporated into *EasyScreen™* SARS-CoV-2 Detection Kit and in use in customer labs with very positive feedback
- Conversion of other *EasyScreen™* tests to fast methodology underway – **significant benefit to laboratories**





Europe

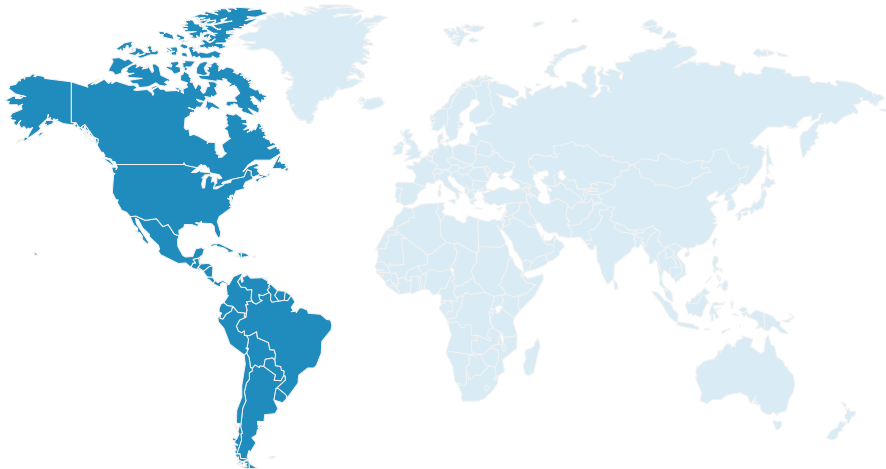
- ~35% of molecular diagnostics market
- Direct sales in Germany & UK, distributors elsewhere
- Currently selling SARS-CoV-2 kit
- First order for enteric test from UK customer – others conducting in-house assessments with view to adopting
- CE-IVD registration for:
 - Enteric
 - SARS-CoV-2
 - Respiratory
 - ESBL/CPO
 - STI

North America

- Largest market, ~40% of PCR testing revenue
- Direct US sales, sales & support teams in place
- Distributor in Canada
- Selling SARS-CoV-2 kits to CLIA laboratories
- Enteric protozoan test in clinical trials for FDA

Australia/NZ

- Head office, R&D, manufacturing
- Direct sales – est. 10% of all testing volume
- First site in Queensland secured
- TGA registration for:
 - Enteric
 - SARS-CoV-2
 - Respiratory
 - ESBL/CPO
- STI registration lodged



Enteric Protozoan Revenue Potential

| Revenue per test | 20% Market Share | 30% Market Share | 40% Market Share |
|------------------|------------------|------------------|------------------|
| US\$20 | \$22.0m | \$33.0m | \$44.0m |
| US\$30 | \$33.0m | \$49.5m | \$66.0m |
| US\$40 | \$44.0m | \$66.0m | \$88.0m |

Market Dynamics

- Est. 5.5m Enteric Protozoan tests per annum in the US
- Current methodology is microscopy – slow and inaccurate
- Initial focus on largest 30 “high throughput” centralised labs
- Smaller decentralised labs more accessible with development of new testing hardware
- CPT code 87506 – Infectious agent detection by nucleic acid (DNA or RNA); gastrointestinal pathogen; 6-11 targets (\$262.99)
- Review underway of next products for FDA clearance

Status

- 3 sites running FDA trials for GSS. Minimum 500 samples per site required
- Goal to complete sample collection by end CY2021, dependent on patient recruitment rate
- Aiming to win 40% market share within 5 years post FDA clearance



Financial information

| | |
|-------------------------------|----------------|
| Share price (22-Oct-21) | A\$1.495 |
| Shares on issue | 143m |
| Market capitalisation | A\$214m |
| Ave monthly turnover (shares) | 2.2m |
| Cash (30-Sep-21) | A\$33m |
| Debt (30-Sep-21) | Nil |
| Enterprise value | A\$181m |

Top shareholders %

| | |
|---|-------|
| Asia Union (Chris Abbott private investment) | 26.2% |
| Perennial Value Management | 14.9% |
| Fidelity International | 7.7% |
| Directors & management | 3.1% |





Leverage COVID-19 – new customers, new tests

- Continue building interest in *EasyScreen*[™] kits in US & EU markets using new sales teams and SARS-CoV-2 experience as leverage
- Targeting high throughput pathology groups, hospitals & govt programs
- Build long-term reliable customer contracts/relationships
- Embed *EasyScreen*[™] workflows & demonstrate favourable unit economics
- Promote & place GSS branded instruments



Product Development

- Progress product registrations
 - FDA submission: Enteric Protozoan Detection Kit
 - TGA registration for STI/Genital Pathogen Detection Kits
- Next generation **3base**[™] 'sample to result' instrument
- Develop new test kits including flavivirus, measles, mumps & rubella, tick-borne diseases and dermatophytes



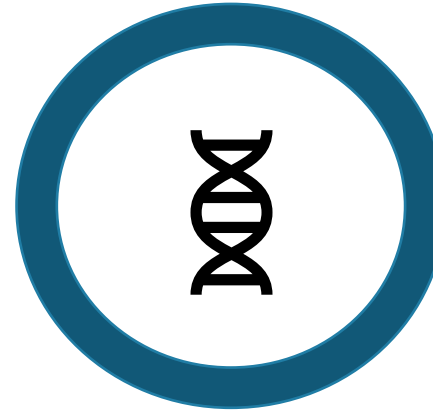
Revenue growth

- Maiden full year profit in FY21
- Q1 FY22 cashflow positive and record quarterly revenue



Significant market opportunities

- Products sold in AU, EU & US
- Demand continues in FY22



Continued product expansion

- 5 product groups in development
- Next generation 'sample to result' instrument



Attractive investment proposition

- Business model with favourable unit economics
- Increasing international recognition via *EasyScreen™* SARS-CoV-2
- Unique technology – **3base™** - with patents issued with expiry to 2031+



Genetic Signatures

Transforming Molecular Diagnostics

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