



Company Presentation – 1H FY22

FEBRUARY 2022



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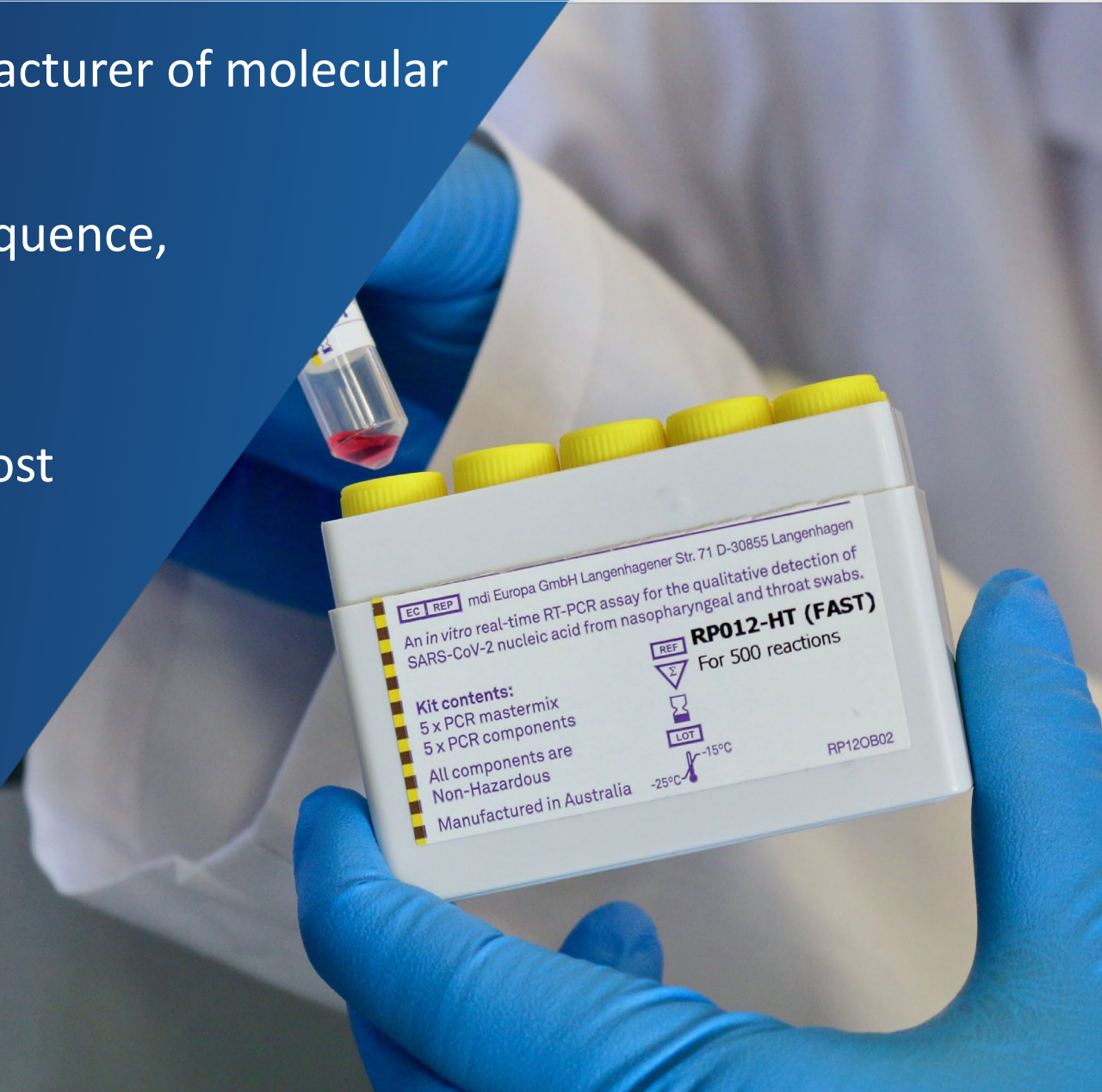
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Company Summary

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- ✓ Established ASX listed developer and manufacturer of molecular (PCR) based test kits for infectious diseases
- ✓ Novel **3base**® technology – changes DNA sequence, detects the most common mutations, rapid, low cost and accurate
- ✓ *EasyScreen*™ test kits available for sale in most major markets, expanding into EU and USA
- ✓ 1H FY22 sales \$21.8m, up 17% pcp
- ✓ YoY growth since listing
 - 4 year CAGR 93%
- ✓ Profitable, \$37.5m cash, no debt
 - \$4.7m profit 1H FY22





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

EasyScreen™ Detection Kits

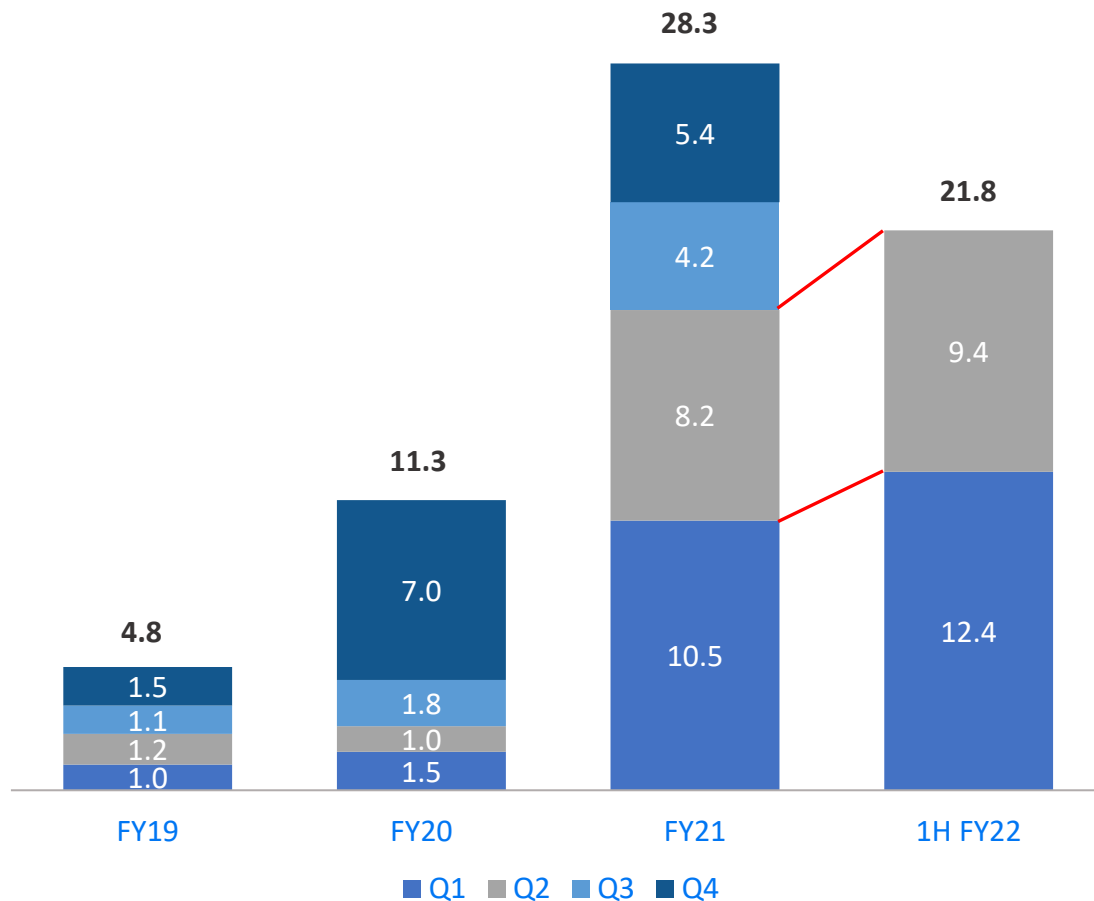
- **Simultaneously detect over 20 pathogens** from one sample, shortening **turnaround from days to hours**
- Assays for over 100 organisms, including for **SARS-CoV-2**, but also other disease states
- Streamlined universal sample processing kits – **common method across all kits**
- **3base® can detect all known COVID variants¹**
- Customers – **high throughput** labs, hospital groups and private pathology suppliers



1. Per *in-silico* analysis conducted by Genetic Signatures



Revenue from sales (A\$m)



Continued Strong Revenue Growth

- 2Q FY22 \$9.4m, up 16% on pcp
- **Strong local demand for SARS-CoV-2 tests** continue due to ongoing outbreaks
- **International sales teams actively engaged** with existing customers to promote broader *EasyScreen™* range – European orders received for Enteric range
- New instrument placements continue to **support future demand for tests**



A'000s	1H FY22	1H FY21
Sales revenue	21,838	18,693
Cost of materials & freight	(6,890)	(6,086)
Gross profit	14,948	12,607
Employee benefits expense	(5,673)	(4,913)
Scientific consumables	(1,619)	(1,286)
Other expenses	(2,213)	(1,491)
EBITDA	5,443	4,917
Depreciation & amortisation	(814)	(655)
EBIT	4,629	4,262
Other income	72	235
Profit before tax	4,701	4,497
Income tax expense	-	-
Net income	4,701	4,497

Profitable while growing business

- 17% increase in 1H sales over pcg
- Gross margin **improved 1% to 68.4%** including freight costs
- Additional personnel, particularly overseas
- Ongoing R&D activity, clinical trials for FDA clearance
- Includes consulting costs for next generation instrument
- Additional instruments in customer sites & mfg


\$37.5m cash @ 31 Dec, no debt

Positive cashflow 1H FY22 - \$7.4m

EasyScreen™ Detection Kit Range

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- 
Enteric
 Detects 20+ gastroenteritis pathogens including Salmonella, Giardia and Norovirus
- 
Respiratory
 Detects 14 common respiratory infections including Influenza types A&B, Rhinovirus and SARS-CoV-2
- 
ESBL & CPO
 Detection of antibiotic resistant pathogens also colloquially known as “superbugs”
- 
STI / Genital
 Detects the most prevalent pathogen infections (Chlamydia, Gonorrhoeae, Syphilis and Trichomoniasis) plus many others
- 
Flavivirus / Alphavirus
 Refers to mosquito born pathogens including Dengue fever, Zika virus, West Nile virus and others
- 
Meningitis
 Detects 8 viral meningitis pathogens, a life-threatening infection surrounding the brain and spinal cord
- 
Tick-borne Disease
 Detects a range of infectious agents carried by ticks including Lyme disease, typhus and tick-borne encephalitis
- 
Measles, Mumps, Rubella (MMR)
 Highly contagious viral diseases that can result in death in severe cases
- 
Dermatophytes
 Fungal infections of skin, hair and nails which can become chronic in immunocompromised people

Registrations

Current			In process
TGA	CE	IVD	FDA *
TGA	CE	IVD	US EUA
TGA	CE	IVD	
	CE	IVD	TGA



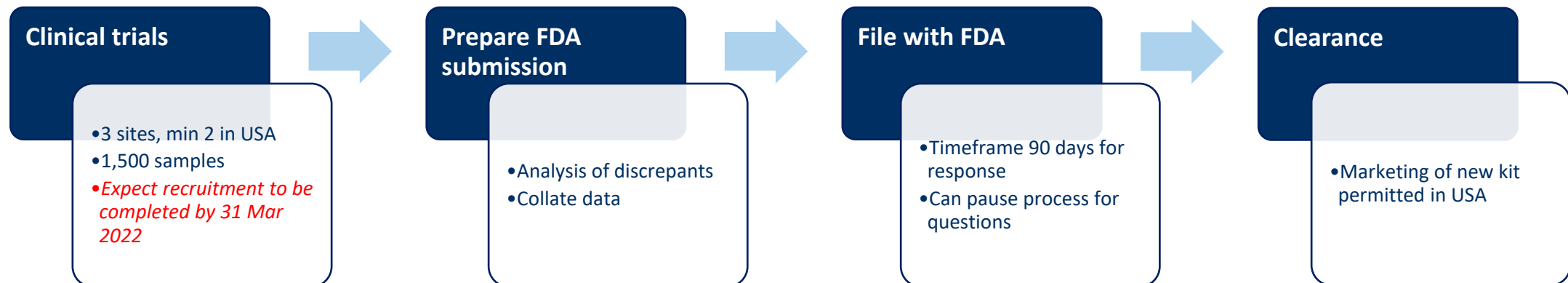
* Enteric Protozoan Detection Kit only



Market Dynamics

- Est. 5.5m Enteric Protozoan tests pa in the US
- Initial focus on largest 30 “high throughput” centralised labs
- Smaller decentralised labs more accessible with development of new testing hardware
- Whilst awaiting clearance, GSS can sell “parts/ingredients” of 3base[®] kits to centralised labs under ASR program
- **CPT code 87506** – Infectious agent detection by nucleic acid (DNA or RNA); gastrointestinal pathogen; 6-11 targets (**\$262.99**)
- Target to achieve up to 40% market share 5 years after clearance

Process





Leverage COVID-19 – new customers, new tests

- Continue building interest in *EasyScreen*™ kits in US & EU markets using expanded sales teams and SARS-CoV-2 experience as leverage
- SARS-CoV-2 only customers have five other kits with regulatory clearances available
- Promote & place GSS branded instruments



Product Development

- Next generation **3base**® ‘sample to result’ instrument
- Development of new amplification technology, markedly decreasing time to result, provisional patent filed
- Progress product registrations
 - FDA submission: Enteric Protozoan Detection Kit
 - TGA application for STI/Genital Pathogen Detection Kits
- Develop new test kits





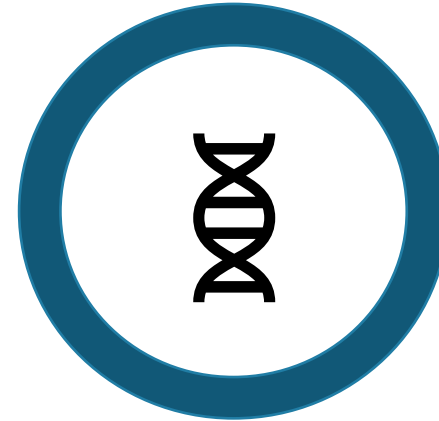
Revenue growth

- Maiden full year profit in FY21, profitable 1H22
- Cashflow positive 1H FY22, and continued revenue growth



Significant market opportunities

- Products sold in AU, EU & US
- Sales teams in key regions to engage with potential & existing customers



Continued product expansion

- 5 product groups in development
- Next generation 'sample to result' instrument
- Development of new amplification technology, reducing time to result



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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