

# Genetic Signatures

Transforming  
Molecular  
Diagnostics



**FY25 Market Update**

25 August 2025

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## Who We Are

Genetic Signatures is an Australian ASX-listed molecular diagnostics company, specialising in high-throughput syndromic PCR testing for detecting infectious diseases, helping to diagnose earlier, keeping people healthier.

## What We Do

We develop and commercialise rapid, high-throughput PCR tests, powered by our proprietary **3base®** technology that streamlines DNA analysis for faster, more accurate results. We focus on syndromic testing, which is the detection of multiple pathogens that cause similar symptoms in just one single test.

## Where Do We Operate

- Headquartered in Sydney, Australia
- Sales and field service teams in Australia, EMEA and United States
- Channel partners in EMEA & Canada



- Revenue grew 63% to \$15.9m driven by strong demand (FY24: \$9.8m)
- Gross margin lifted to 55% (FY24: 53%)
- Underlying losses reduced by 28% to \$12.7m (FY24: \$17.6m)
- Reported statutory loss of \$20.1m, including a **\$7.0m impairment expense**
- Cash reserves of **\$30.9m** and **no debt** as of 30 June 2025
- New partnerships with **Tecan Group** and **Repado** to deliver a new automated solution
- **Strategic refocus** to align resources with long-term growth priorities
- **First US commercial contracts signed**, marking a major milestone in global expansion

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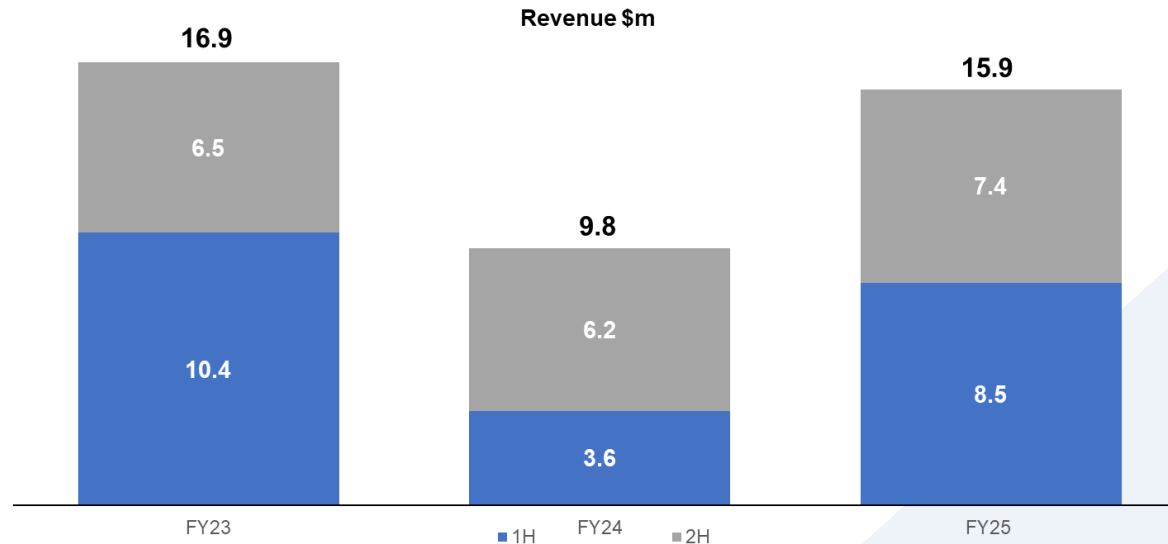
**FY25 Result**

25 August 2025



## Extended respiratory season in Australia resulting in strong revenue result for the year

- Total revenue for FY25 reached **\$15.9m (\$9.8m FY24)**
- Revenue in the second half of FY25 grew 19.4% year-on-year
- International markets contributed **9.2%** of total sales



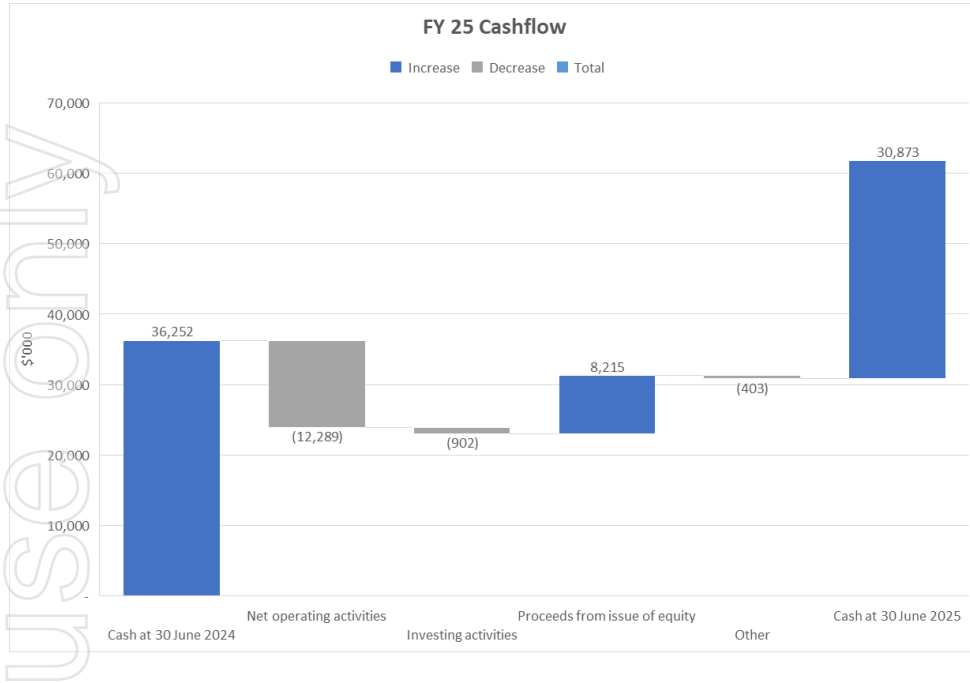
# Financial Summary – FY25 Profit & Loss

FY25 Market Update  
25 August 2025



A'000s	FY25	FY24
Sales revenue	15,900	9,766
Cost of materials	(7,128)	(4,537)
<b>Gross profit</b>	<b>8,772</b>	<b>5,229</b>
Employee benefits expense	(16,066)	(15,139)
Scientific consumables & clinical trials	(2,119)	(3,375)
Other expenses	(6,377)	(6,806)
<b>EBITDA</b>	<b>(15,790)</b>	<b>(20,091)</b>
Depreciation & amortisation	(2,404)	(1,995)
<b>EBIT</b>	<b>(18,194)</b>	<b>(22,086)</b>
Other income	5,464	4,506
<b>Underlying loss</b>	<b>(12,730)</b>	<b>(17,580)</b>
Impairment expenses	(6,996)	-
Restructure expenses	(378)	(282)
<b>Statutory loss</b>	<b>(20,104)</b>	<b>(17,862)</b>

- Sales of \$15.9m during FY25 (FY24: \$9.8m), an improvement of 63%
- Gross margin grew to 55% (FY24: 53%)
- Employee expenses increased by 6% driven by salary adjustments, increased on-costs, and additional hires to support ongoing development and commercialisation efforts
- Continued investment in R&D activities, focused on workflow and assay enhancements
- Maintained a strong balance sheet with \$30.9m in cash and term deposits as at 30 June 2025 and no debt



- Cash and term deposits totaled \$30.9m as at 30 June 2025 (30 June 2024: \$36.3m)
- R&D grant received for \$5.0m for eligible expenditure in FY 24 received during the year
- Cash proceeds of \$8.2m from the retail component of the last capital raise was received in July 2024
- Operating cash outflow \$12.3m, including R&D grant of \$5.0m.

Note: Term deposits treated as a financial asset for accounting purposes at 30 June 2025 but included as cash for illustrative purposes.

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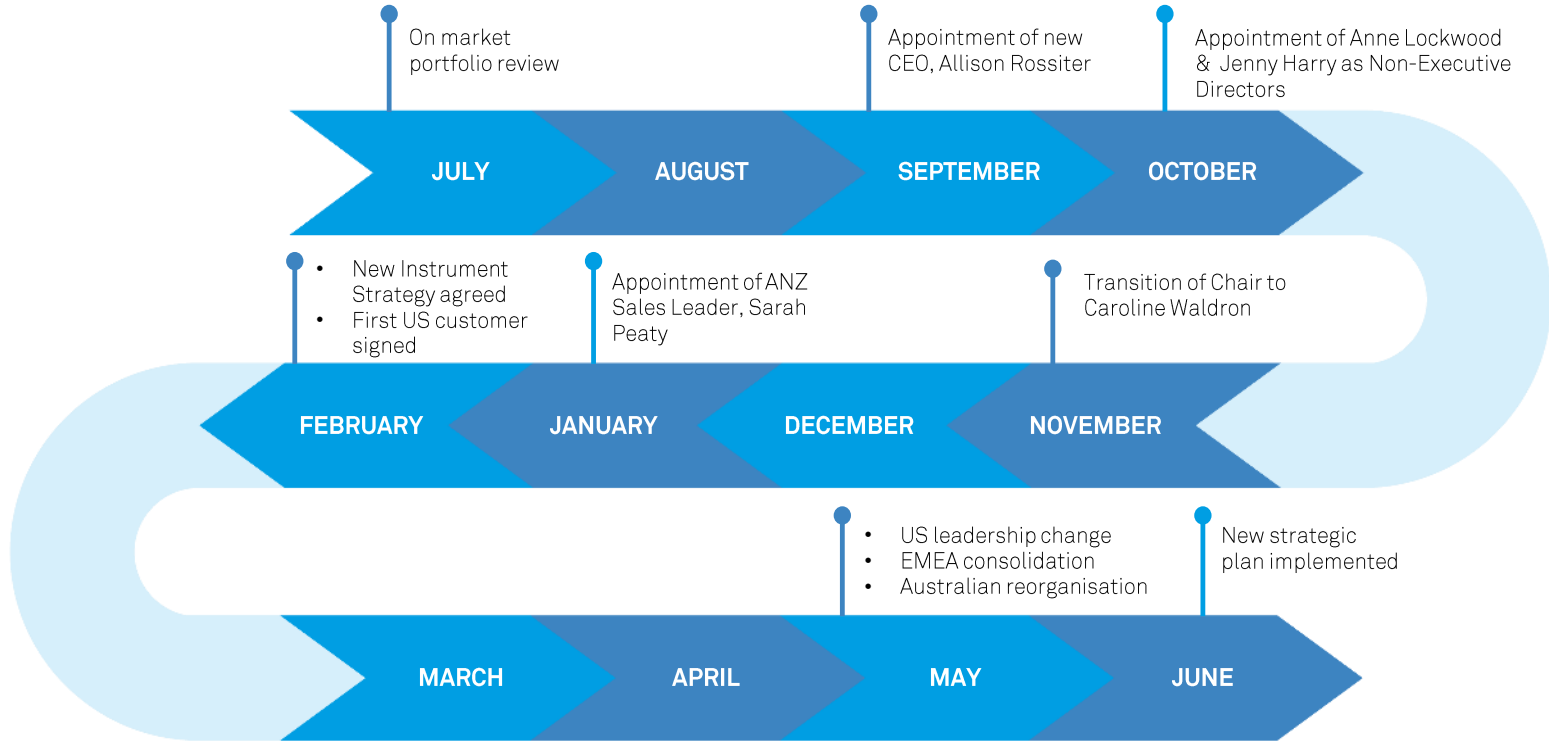
Operational Update

25 August 2025

# Key Achievements in FY25



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- Using resources wisely
- Having laser focus
- Leading with simplification

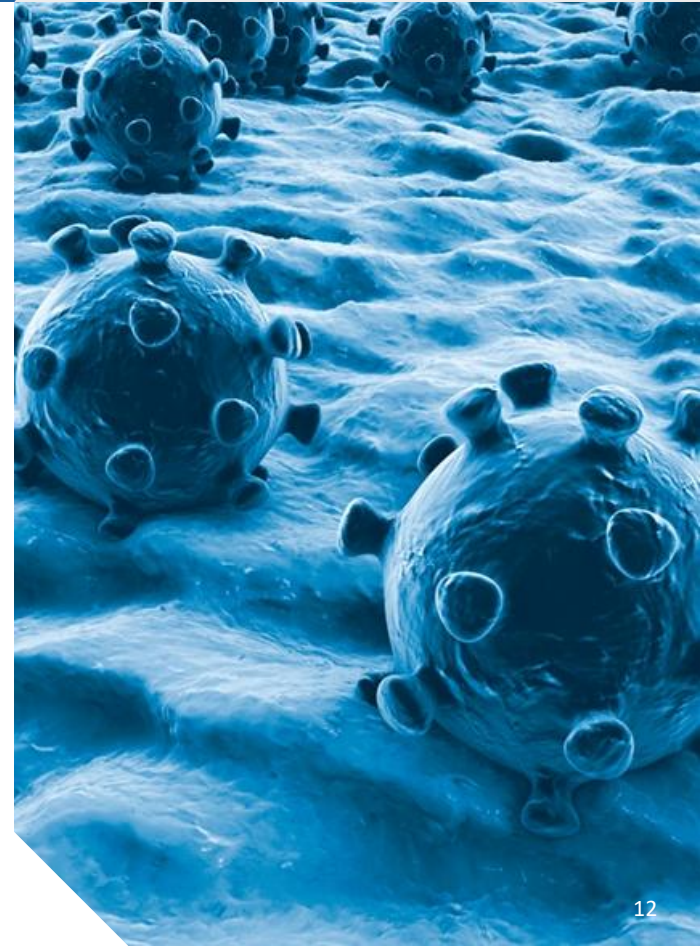


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## Objective: align resources with long-term growth priorities

- **Streamlined teams** with a \$380k one-off cost to align talent for future growth
- **Focus on expertise** to strengthen capabilities
- **Positioned for innovation** in next generation instruments and products for long-term commercial success





Faster development timelines



Lower development costs



Enhanced automation

## A Well-Considered Strategic Pivot

- Secures the most commercially viable path forward
- \$6.7m impairment charge in FY25



## Fresh Market Assessments








- Identified priority syndromic infectious disease areas
- Findings will inform and direct our future focus



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## Approved products sold in Australia

	<b>Respiratory</b>	
	Viral	✓
	Bacterial	✓
	<b>Enteric</b>	
	Viral	✓
	Bacterial	✓
	Parasite	✓

- **Revenue soared 66% to \$14.4m**, delivering standout year on year growth
- **Strong respiratory sales** powered across all quarters
- **Partnered with leading Australian pathology providers** to scale testing capacity and meet winter demand peaks





## Approved products sold in EMEA



### Respiratory



Viral



Bacterial



### Enteric



Viral



Bacterial



Parasite



- EMEA revenue up 40% to \$1.5m fuelled by surging demand for enteric products and strong regional execution
- Enteric sales focus pays off with 208% year-on-year growth
- NHS trusts in the UK adopt our tests boosting **infection control** and **preventing outbreaks** in high-demand hospital wards
- **Streamlined EMEA operations**, concentrating resources in core markets





## Approved products sold in the US



**Respiratory**



Viral



Bacterial



**Enteric**



Viral



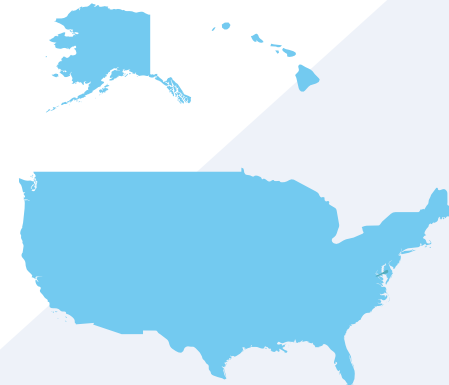
Bacterial



Parasite



- **New go-to-market strategy launched**, engaging stakeholders – from patients to payers
- **US operations strengthened** with strategic leadership hires and team changes boost performance
- **Sales pipeline progressing**, with steady advancement
- **First US commercial contracts secured**, marking a pivotal milestone
- **Brand profile raising** for the *EasyScreen*™ Gastrointestinal Parasite Detection Kit and 3base® technology





## Power of 3

**Every patient is important.** Our molecular diagnostic solutions empower healthcare professionals to make informed decisions, improve patient outcomes, and build trust in every treatment journey.

At Genetic Signatures we harness the Power of 3:

- to Discover the unknown,
- Diagnose with precision,
- Treat with confidence.

We are collaborative, courageous, and deliver excellence. We foster a culture of teamwork, innovation and quality, where every challenge is met with bold solutions.

**We have the Power of 3. We are Genetic Signatures.**

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## Be Bold

We are curious and challenge assumptions, aim for excellence and dare to make the move.



## Be One

We lift each other, challenge fiercely, and win as a team.



## Own It

We do what it takes. Every time. We share our wins and own our mistakes.



- **US growth drive:** roll out revised go-to-market strategy to drive engagement with patients, clinicians, payers, labs and hospital administrators into revenue in FY26
- **EMEA momentum:** build on FY25 success to expand market share in signing at least 4 major accounts
- **Australia focus:** retain and grow customer base while increasing revenue. Prepare for upcoming procurement opportunities
- **Performance boost:** optimise on market products for greater efficiency and scalability
- **Innovation pipeline:** progress the development of new automated hardware and software solutions





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