

Genetic Signatures

Transforming
Molecular
Diagnostics



1H FY26 Presentation

26 February 2026

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Genetic Signatures Limited (GSS.ASX)

Company Bio Summary

Business Operations

- Genetic Signatures is a ASX molecular diagnostics company headquartered in Newtown, Sydney
- Sales and research teams are based in Australia (science, operations & support), with sales & support teams in the USA & UK
- Clients include pathology providers and hospitals requiring accurate and fast diagnostic testing solutions
- ISO Certification 13485
- FDA & TGA Approval



Products & Services

- The company specialises in PCR (Polymerase Chain Reaction) based tests for the detection of infectious diseases
- The company's proprietary **3base™ technology** simplifies complex genetic sequences, enabling accurate diagnosis across a broad range of pathogens
- Key advantages include:
 - Reduced time & cost
 - Increased pathogen detection
 - Reduced human errors
- Core testing capability includes:
 - Gastroenteric Testing
 - Respiratory Testing
 - Vaccine Preventable Infections

Strategy & Growth

Delivering on our Strategy to achieve our Growth Aspirations...

Strategy

- Discover the Unknown
- Diagnose with Precision
- Treat with Confidence

Growth

- Domestic
- International
- New products

Summary

1H FY26 Operating Update

01

Australia

Maintained revenue base in Australia

1H FY26 external sales consistent with 1H FY25

02

USA

First revenue recognised in key market with two out of the three signed customers now live

Third customer expected to go live in Q3

Pursuing other opportunities as a strategic priority

03

EMEA

Focus on utilising the growing base of infection control outcomes data

Driving opportunities across UK with revenue growth of \$0.7m or 11.5% on 1H FY25

Working with distribution partners to secure further business across EMEA

04

Reviews

Forensic review of operational and financial performance

Next generation instrument development

05

Key Management Changes

Leadership change of CEO to Maria Halasz announced

Appointment of Anne Lockwood as Interim Managing Director

Appointment of Susanne Pedersen as CTO

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Financials

1H FY26 Results

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Key Financial Metrics

1H FY26 Snapshot

Revenue

Up 2.4% to
\$8.7m
 (1H FY25 \$8.5m)

Gross Profit

Down 4.0% to
\$4.8m
 (1H FY25 \$5.0m)

Gross Margin

Down 3.1% to
55.7%
 (1H FY25 58.8%)

Und. Operating Loss

Improved 23.8% to
\$6.4m
 (1H FY25 \$8.4m net of non-recurring
 impairment expense \$6.8m)

Cash & Equivalents

Down \$1.4m
\$29.9
 (30 June 2025 \$31.3m)

Net Assets

Declined \$6.0m
\$44.1m
 (30 June 2025 \$50.1m)
 Improved working capital \$4.3m, cash used
 \$1.4m and decline lease liability \$0.2m

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1H FY26 Highlights

Key Financial Metrics



Total Revenue

- Revenue of \$8.7m vs \$8.5m pcp, with steady sales in Australia and growth in the USA & UK
- Higher gastroenteric diagnostic testing volumes in EMEA and initial revenues in USA driving the additional \$0.2m of revenue



Gross Profit & Margin

- Gross Profit margin decline of \$4.8m vs \$5.0m, due to consumables and raw material cost increases in 1H FY26 mainly relating to respiratory kits
- Gross Profit Margin was 55.7% vs 58.8% pcp, due to cost increases in 1H FY26



Underlying NPBT

- Underlying NPBT Loss of \$6.4m vs a loss of \$8.4m pcp, due to cost savings of \$0.6m and larger R&D tax incentive income \$1.6m
- Non-recurring impairment expense of \$6.8m in 1HFY25 increased 1HFY25 losses to \$15.2m
- Operating expenses as a % of revenue declined



Cash & Equivalents

- Cash & cash equivalents of \$29.9m down \$1.4m from 30 June 2025
- Cash used in operations \$5.2m, plus \$0.6m on plant and equipment
- \$4.4m received for R&D incentive grant

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Outlook

1H FY26 Results



FY26 2H Outlook

1 Revenue

- Expect Australia to remain steady
- Focus on continued growth in the US and EMEA to become a more diversified business

2 Product

- Focus on increasing awareness of the advantages of 3base™ technology and continuing to build out customer base with existing products
- Identify and develop new products and automation to address commercial needs

3 Financial Discipline

- Detailed review underway to appropriately reduce the operating costs proportionately to the business with savings being realised over FY27

4 Capital Management

- Advisors appointed to support a review of options available to the company to deliver shareholder value
- Cash position to be managed to enable targeted investment in commercial initiatives, while supporting innovation across assay development, workflow optimisation, instrumentation, and software enhancements

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Appendix

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Income Statement

Improving Revenue & Declining operating Loss in 1H FY26

- Revenue of \$8.7m vs \$8.5m, an increase of +2.3% vs pcp. Sales growth attributable to increasing respiratory diagnostic sales volumes during a prolonged Australian flu season and higher international sales
- Gross Profit of \$4.8m vs \$5.0m pcp, a decrease of 3.4% and Gross Profit Margin of 55.7% vs 58.8% pcp, due to raw material cost increases associated with higher consumables costs for respiratory test kits
- Operating Loss of \$6.4m vs \$8.4m pcp (net of impairment expense), an improvement of \$2.0m. This is attributable to improved cost management of \$0.6m and an increase in the R&D tax incentive recognized of \$1.6m, offset by the decline in gross margin \$0.2m
- NPAT was inline with Operating profit, Total CI¹ incurred a loss of \$0.2m vs +\$0.2m pcp, due to foreign currency translation from unfavourable translation exchange rates

A\$m	1H FY26	1H FY25	\$ Change
Total Revenue	8.7	8.5	0.2
(-) Cost of Goods Sold	(3.9)	(3.5)	(0.4)
Gross Profit	4.8	5.0	(0.2)
<i>Gross Margin (%)</i>	<i>55.7</i>	<i>58.9</i>	-
(+) Other Income	2.5	0.9	1.6
(-) Operating Expenses	(12.6)	(13.1)	0.5
(-) Impairment Expense	0.0	(6.8)	6.8
(-) Depreciation & Amortisation	(1.1)	(1.2)	0.1
(-) Finance charges	(0.0)	0.0	-
Operating Loss	(6.4)	(15.2)	8.8
(-) Tax Expense	0.0	0.0	-
Net Loss After Tax	(6.4)	(15.2)	8.8
(+/-) Foreign Exchange	(0.2)	0.2	(0.4)
Total CI¹	(6.6)	(15.0)	8.4
EPS (c)	(2.8)	(6.9)	4.1

Balance Sheet

Balance Sheet Stable

- As at 31 December 2025, Genetic Signatures held total cash of \$29.9m, comprising \$17.2m in cash at bank and \$12.7m in term deposits
- Working capital improved \$4.3m to \$8.3m from \$12.6m at 30 June 2025.
 - Of the \$4.3m - \$2.4m relates to R&D and \$1.9m relates to operational working capital improvements
- Receivables of \$2.7m vs \$3.7m, reduced due to improved customer payment receipts
- Inventory reduced to \$8.5m vs \$9.0m pcp, due to improved inventory management
- Payables increased to \$3.6m vs \$2.9m, due to the timing of receipts paid to suppliers

A\$m	Dec '25	Jun '25	\$ Change
Current Assets			
Cash	17.2	7.5	9.7
Financial Assets	12.7	23.8	(11.1)
Receivables	2.7	3.4	(0.7)
Inventory	8.5	9.0	(0.5)
Govt. Grant Receivable	1.8	4.2	(2.4)
Total Current Assets	43.0	48.0	(5.0)
Non-Current Assets			
Right of Use Assets	0.5	0.7	(0.2)
PP&E	5.6	5.9	(0.3)
Intangible Assets	0.0	0.0	-
Total Non-Current Assets	6.1	6.7	(0.6)
Total Assets	49.0	54.6	(5.6)
Current Liabilities			
Payables	3.6	2.9	0.7
Lease Liabilities	0.5	0.4	0.1
Provisions	0.7	0.7	0.0
Total Current Liabilities	4.8	4.1	0.7
Non-Current Liabilities			
Lease Liabilities	0.1	0.4	(0.3)
Employee Benefits	0.1	0.0	0.1
Total Non-Current Liabilities	0.2	0.4	(0.2)
Total Liabilities	4.9	4.5	0.4
Net Assets	44.1	50.1	(6.0)
Net Cash & Cash Equivalents	29.9	40.8	(10.9)

Cashflow Statement

Disciplined Cash Usage

- Cash receipts of \$10.2m vs \$10.3m pcp, remains steady, attributable largely to Australian customers
- Cash Paid to Suppliers to \$15.6m vs \$18.8m pcp, which reduced due to a change in working capital and reduction in expenses
- Government grant of \$4.4m vs \$5.0m pcp, received for Australian expenditure on R&D activities
- Capex of \$0.6m compared to \$0.2m in the pcp, reflecting increased investment in R&D equipment and customer-site placements
- Financial Assets redemption of \$10.9m during 1H FY26, as term deposits were converted to cash

A\$m	1H FY26	1H FY25	\$ Change
Cash Receipts	10.2	10.3	(0.1)
(-) Cash Paid to Suppliers	(15.6)	(18.8)	3.2
(+) Net Interest Received	0.7	0.5	0.2
(-) Interest Paid	(0.0)	(0.0)	-
(-) Government Grant Received	4.4	5.0	(0.6)
Operating Cashflow	(0.4)	(3.0)	2.6
(-) Capex	(0.6)	(0.2)	(0.4)
(-) Intangibles	0.0	(0.2)	0.2
(+) Redemption of financial assets	10.9	0.0	10.9
Investing Cashflow	10.3	(0.4)	10.7
(-) Proceeds from Issue of shares	0.0	8.8	(8.8)
(+) Share Issue Costs	0.0	(0.5)	0.5
(-) Principal elements of leases	(0.2)	(0.2)	-
Financing Cashflow	(0.2)	8.0	(8.2)
Starting Cash	7.5	36.3	(28.8)
Net Cash Flow	9.7	4.5	5.2
Ending Cash	17.2	40.8	(23.6)



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