ASX Announcement 25 August 2025

Transformative year for Genetic Signatures

Genetic Signatures [ASX:GSS] ("GSS" or "the Company)**,** a global molecular diagnostics company is pleased to announce the results for the year ended 30 June 2025 (FY25).

HIGHLIGHTS

- **Revenue grew 63%** to $15.9m, delivering strong year-on-year growth
- **Underlying loss reduced 28%** to $12.7m, reflecting disciplined execution
- **Statutory loss of $20.1m** includes $7.0m impairment
- **$30.9m cash, zero debt** – strong foundation for growth
- **Key partnerships** with Tecan Group and Repado to launch next-generation automated solution
- **First US commercial contract secured** – unlocking a major market
- **Strengthened business foundations to accelerate sustainable growth**

Operational overview

Sales of the **3base**® *EasyScreen*™ Detection Kits and systems for FY25 resulted in $15.9m in revenue, representing a 63% increase over the previous year.

This increase in revenue was driven by strong respiratory sales during the year in the Australian market. Revenue in FY24 was impacted by a temporary sales reduction as the *EasyScreen*™ Respiratory Pathogen Detection Kit underwent a redesign to improve detection of Influenza B. International sales accounted for 9.2% of revenue and were primarily to customers in the UK and Ireland. The gross margin on sales increased to 55% during FY25 (FY24: 53%).

Underlying loss of $12.7m for FY 25 (FY24: $17.6m), which is an improvement of 28%, reflects the positive impact of an increase in revenue for FY25, management's focus on core business operations and a disciplined approach to cost management.

The Company reported a statutory loss of $20.1m for FY25 (FY24: $17.9m), which includes a one off impairment expense of $7.0m recognised during the period.

During FY25, additional investments of approximately $2.7m were made to ensure sufficient inventory for the winter respiratory season in Australia, and in anticipation of US sales for the *EasyScreen*™ Gastrointestinal Parasite Detection Kit.

Strategic and Operational Transformation

In FY25, the Company executed a series of strategic and operational initiatives to sharpen it's focus on core business pillars while maintaining disciplined cost management in readiness for future commercial expansion.

Guided by the principles of resource stewardship, focused execution, and radical simplification, the Company:

- **Streamlined its product portfolio** to concentrate on high-value disease areas and markets, enabling manufacturing scalability and intensifying commercial momentum.

- **Reshaped its organisational structure** following a comprehensive review, implementing selective redundancies and making targeted investments in specialised expertise to strengthen capabilities for current and future priorities.

These changes also paved the way to redefine and relaunch GSS's purpose, mission, and core values. The refreshed mission puts the patient at the heart of everything the Company does, reaffirming its commitment to delivering meaningful impact through innovation and excellence.

Impairment of Next Generation instrument

GSS completed a thorough assessment of the market trends, customer requirements and available technologies for molecular diagnostic testing. Following this assessment, the proposed Next Generation instrument was no longer deemed the most appropriate direction, and development was discontinued, resulting in a $6.7m impairment.

A further $0.3m impairment was recorded for obsolete instruments under property, plant, and equipment.

New strategic direction for automated technology solution

As part of the instrument and software review, GSS determined that customising commercially available instruments offered a faster, lower-cost, and lower-risk path to market compared to in-house development of the Next Generation instrument.

GSS has partnered with Tecan Group to adapt a proven liquid handling platform, enhancing automation and usability for end users. In parallel, Repado Ltd will develop customised control software and a next-generation results analysis system to deliver faster, best-in-class technology.

The integrated hardware–software program is expected to be completed within 24 months, with an investment of $4.0–$5.0m ($0.1m incurred to 30 June 2025; most spend expected in FY26).

To support commercialisation, GSS has initiated a market assessment to define the most impactful syndromic infectious disease menu based on its proprietary **3base**® technology, to be launched alongside the new platform in key global markets.

While development progresses, GSS continues to optimise current workflows and enhance automation for customers using its existing products.

Commercial update

Australia bounces back

Australian revenue in FY25 rose 66% to $14.4m (FY24: $8.7m), driven by robust respiratory-related sales across the year. FY24 sales were temporarily impacted by a redesign of the *EasyScreen™ Respiratory Pathogen Detection Kit* to enhance Influenza B detection.

In FY25, GSS worked closely with key Australian customers to scale testing workflows and meet heightened demand during the peak winter respiratory season.

EMEA is changing the game

In FY25, GSS conducted a strategic review of its EMEA operations, consolidating the regional team to concentrate on high-impact geographies and optimise ROI ahead of future expansion.

This increased focus led to positive momentum in the UK, where multiple NHS Hospital Trusts adopted GSS' enteric viral, bacterial, and parasite test kits to support infection control, preventing disease outbreaks that in the past have led to hospital ward closures. The impact for the hospital and patient care has been game-changing.

GSS continues to explore distribution partnerships in markets where local representation is critical and direct sales are not economically viable.

The EMEA region delivered 9.2% of total sales revenue, with 40% year-on-year growth in FY25.

US market progress

In FY25, GSS focused its US commercial efforts on launching the *EasyScreen™* Gastrointestinal Parasite Detection Kit, which gained FDA clearance in June 2024. This kit offers the broadest coverage of any FDA-cleared molecular test for gastrointestinal parasites, detecting eight of the most common and clinically significant pathogens in a single assay.

GSS achieved a key milestone with the signing of its first US commercial agreement for the *EasyScreen™* kit. This customer independently validated the test and workflow—outside of the Company's initial customer experience program—and is expected to begin generating revenue in FY26.

Recognising the US as a growth market, towards the end of FY25 GSS implemented strategic leadership and team changes and sharpened its commercial approach. The US team is now led by Sarah Peaty, an experienced molecular diagnostics sales leader, with CEO Allison Rossiter actively supporting key opportunities in a pipeline that continues to show strong potential.

Capital management

At 30 June 2025, GSS held $30.9m in cash and equivalents and term deposits (30 June 2024: $36.3m). During the period, the Company received $5.0m under the Research and Development Tax Incentive program for eligible expenditures that were incurred during the financial year ended 30 June 2024. The Company also received proceeds of approximately $8.0m from a fully-underwritten entitlement offer to shareholders which was completed in July 2024.

Leadership changes

In September 2024, Allison Rossiter was appointed Chief Executive Officer of GSS, succeeding Neil Gunn, who served as interim CEO and now continues to contribute as a Non-Executive Director.

During FY25, the Company completed its planned Board renewal, with Caroline Waldron succeeding Nick Samaras as Chair, and Anne Lockwood and Jenny Harry joining as Non-Executive Directors. As part of this process, Tony Radford retired from the Board and Stephane Chatonsky stepped down from his position.

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Announcement authorised by Genetic Signatures' Board of Directors

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About Genetic Signatures Limited: Genetic Signatures is a specialist molecular diagnostics (MDx) company focused on the development and commercialisation of its proprietary platform technology, **3base®**. Genetic Signatures designs and manufactures a suite of real-time Polymerase Chain Reaction (PCR) based products for the routine detection of infectious diseases under the *EasyScreen*™ brand. Genetic Signatures' proprietary MDx **3base®** platform technology provides high-volume hospital and pathology laboratories the ability to screen for a wide array of infectious pathogens, with a high degree of specificity, in a rapid throughput (time-to-result) environment. Genetic Signatures' current target markets are major hospital and pathology laboratories undertaking infectious disease screening.