Genetic Signatures

Transforming Molecular Diagnostics

90-day Strategic Review
Positioning for Growth

10 June 2026

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Executive Summary

WHAT WE FOUND

- Established customer relationships with meaningful revenue
- Differentiated 3base® technology
- Solid product and instrument pool
- Talented workforce; spread too thinly and with overlaps in organisational functions resulting in low productivity
- Underperforming US market without scalable business model
- Product portfolio with limited geographical and regulatory focus
- Cost structure misaligned with revenue base

WHAT WE HAVE DONE

- $5M reduction in fixed costs with full effect from FY2027
- Completed organisational redesign
- Reset leadership accountabilities to improve productivity
- Completed product and instrument strategy
- Secured long term strategically significant contracts
- Implemented product upgrades to address supply chain risks and improve workflow

WHERE WE ARE GOING

- Implementing profitability-first commercial model
- Growing Australia and EMEA business
- Pursuing APAC as the next growth frontier
- Pausing US until development of scalable business model
- Evaluating strategic partnerships to scale efficiently
- Implementing AI driven productivity tools
- Develop a Board-endorsed comprehensive product, IP and corporate strategy

What We Found

Technology asset: 3base®

Findings:

- Proprietary 3base® chemistry is a defensible scientific differentiator with superior sensitivity in infectious disease diagnostics and has potential in other applications.
- The *EasyScreen™* assay range is validated across multiple PCR platforms and approved by regulators (IVD, 510(k), TGR)
- The assays are high-performance and suitable for hospital and reference laboratories with low to medium throughput requirements
- The 3base® technology has not been fully exploited

Opportunity:

- Developing a comprehensive IP and product strategy to fully exploit 3base® potential with refreshed assay portfolio by incorporating complementary technologies

What We Found

Revenue and existing supply agreements

Findings:

- GSS has long-term contracts with key customers in Australia and EMEA delivering more than 500,000 tests per year
- Revenue diversity is limited which is a key organisational risk
- Legacy relationships meant some supply agreements were serviced beyond their economic value

Opportunity:

- Focus on profitability and implement margin discipline with supply agreements, even if it results in revenue fluctuation in the short term
- Building on existing customer relationships and broadening geographical footprint in EMEA and in APAC, particularly in countries with low regulatory hurdles that allow faster market entry

What We Found

Organisational and cost structure

Findings:

- Deep talent pool in molecular diagnostics; long term committed employees
- Overlapping functional units in research and development, while insufficient resources in sales and business development
- Spread too thinly, the organisation was trying to do too much which, on occasion, resulted in sub-optimal delivery
- Fixed cost base was unsustainably high and cost control processes were not always observed

Opportunity:

- Reduce costs: Already implemented a $5M cost reduction program including cutting fix cost and operational expenditure
- Restructure the company to increase productivity and improve financial performance
- Updated financial controls are expected to deliver further savings

What We Found

Product portfolio

Findings:

- The Company's current *EasyScreen*™ pathogen detection kits are different in each territory resulting in additional regulatory, marketing and production costs
- The product perform well in the field, but will require upgrades to continue to be competitive

Opportunity:

- Build on existing product strength, value proposition and differentiation, and develop a comprehensive global product strategy

What We Found

US market

Findings:

- The FDA 510(k) clearance for the *EasyScreen*™ Parasite Detection kit was a genuine milestone
- The US market entry had limited success for several reasons: reimbursement challenges for the full pathogen portfolio, differentiated clinical value proposition, a workflow that is not fully automated and competitive landscape that has evolved since product launch

Opportunity:

- Pause the US spending and review reimbursement strategy, clinical value proposition and product design
- There is room for differentiated products that deliver stand-alone clinical value, are reimbursed and proprietary, which can be launched as Laboratory Developed Tests not regulated by the FDA since 2025

What We Found

Instrumentation strategy:

Optimus Prime

Findings:

- Addressing the requirements of high-throughput US labs has been a key driver for the Optimus Prime project

Opportunity:

- Pausing the Optimus Prime project follows the pause of the US market access strategy and allows the Company to reallocate resources to other markets, generate revenue and revisit the opportunity together with a potential US relaunch
- Having reviewed the Company's current instrument portfolio, the Company has capacity to serve the Australian, EMEA and APAC markets

What We Have Done

Reset organisational and cost structure

90-Day Report Card:

- Completed rightsizing of the Company and completed a line-by-line expenditure review with total annualised savings of $5M
- Established purchasing processes and controls that are expected to result in further operational savings
- Restructured the organisation to become more responsive to customer requirements by bringing quality control and customer support under the same leadership
- Established AI policy, began AI-enablement of administrative and certain product development functions within the organisation
- Increased cash runway to allow for the organisation to deliver on key strategic objectives

What We Have Done

Secured long term supply agreements

90 Day Report Card:

- Signed strategically significant Danish contract with Hvidovre Hospital demonstrating traction in the EMEA market and opening new opportunities in Europe
- Secured long term supply agreement in Australia for the *EasyScreen*™ gastrointestinal and respiratory detection kits
- Implemented critical product upgrades to remove supply chain risk and improve laboratory workflow

What We Have Done

Product and instrumentation strategy

90 Day Report Card:

- Completed product and instrumentation strategy to secure supply for existing long-term contracts, as well as potential new EMEA, APAC and Australian customers
- New product development strategy is focused on regulatory upgrades and broadening pathogen detection to service wider geographies
- Implemented product upgrades addressing supply chain risks and improving workflow
- EMEA, APAC and Australia, existing and new customers, will be serviced with the Company's existing instruments
- Material reserves in the Company's instrument pool means that capital expenditure on new contracts will be limited

Where We Are Going

Strategic Framework

HORIZON 1

STABILISE

Months 1–6

DONE/UNDERWAY

Secure the foundation

- Implement organisational restructure
- Review product strategy
- Secure AU business
- Review market access strategy (USA, EMEA, AU)
- Implement financial controls, savings and reporting

HORIZON 2

OPTIMISE

Months 4–12

NEXT

Extract full value from assets

- Complete Board-endorsed IP, regulatory, product and corporate strategy
- Grow AU and EMEA sales
- Pause Optimus Prime and review instrumentation options
- Develop APAC market access strategy
- Settle culture and stabilise workforce
- Evaluate potential partnerships

HORIZON 3

SCALE

Months 9–24

PLANNED

Build the growth engine

- APAC rollout, drive revenue
- New product launches
- Grow direct EMEA business
- Grow distributor revenue
- Develop long term instrumentation strategy
- Potential US re-entry (LDT)
- Evaluate potential partnerships

Experienced Executive Team

Maria Halasz CEO	20+ years' experience in senior management roles in the life sciences sector including as CEO of a listed company, with experience in licensing diagnostics and leading global product launches
Susanne Petersen CTO	20+ years' experience in molecular diagnostic product development including assay & clinical development and regulatory oversight
Angela Wang Head of Finance	Genetic Signatures Financial Controller for four years with thorough knowledge of the company's operations and finances and driving the Company's AI strategy
John Buckels Head of Sales and Support EMEA	More than 15 years' experience in senior business development roles in infectious disease diagnostics globally with industry knowledge and extensive contacts
Peter Njuguna Head of Product Care, Q&S	Technology development background with experience in the full product cycle, including customer support, compliance and quality control
TBN Head of Sales and Support APAC	20+ years in senior business development roles in molecular diagnostics in Asia, deep knowledge, and contacts in APAC (commencing 1 July 2026)

Summary

1 **Stabilised before optimising and scaling** Right cost base, stabilised existing customer relationships, realigned organisational structure and sustainable controls and reporting systems – increased runway

2 **Profitability over revenue** Large contracts to improve unit economics, quality of revenue matters, margin discipline in new contracts

3 **Outsourced business model** Focus on organisational strengths, outsource non-core activities including most of the research and development

4 **Capital allocation discipline** Every dollar spent must be justified against its return, expected outcome, time frame and risk; activity-based spending replaced with outcome-based capital allocation

5 **Focus on growth** EMEA, APAC and Australia in focus for growth with existing customers, clear value proposition, and low regulatory hurdles, US remain a medium-term prize

6 **Use partnerships and acquisitions as force multipliers** Partnerships with manufacturers, service providers, OEMs, instrument manufacturers, actively pursue synergistic product and corporate partnerships

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Q&A

Maria Halasz

Chief Executive Officer

investors@geneticsignatures.com

P: +61 (0)2 9870 7580

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