

Market Data

Genetic Technologies Ltd.

Nasdaq: GENE

ASX: GTG

Fiscal Year	June 30
Industry	Medical Diagnostics
Price	\$2.58
Market Cap	\$12.4M
ADS Out.	4.8M
Avg. Vol (90-day)	24,675
Revenue (ttm) ¹	\$5.8M
Cash (mrq) ¹	\$5.2M

Price & share data as of January 2, 2024

¹ In USD based on AUD/USD exchange rate as of June 30, 2023

genotype.com

Company Overview

Genetic Technologies is a diversified molecular diagnostics company. A global leader in genomics-based tests in health, wellness and serious disease through its geneType and EasyDNA brands. GENE offers cancer predictive testing and assessment tools to help physicians to improve health outcomes for people around the world. The Company has a proprietary risk stratification platform that has been developed over the past decade and integrates clinical and genetic risk to deliver actionable outcomes to physicians and individuals. Leading the world in risk prediction in oncology, cardiovascular and metabolic diseases, Genetic Technologies continues to develop risk assessment products.

Core Focus

- Execute B2B commercialization of geneType multi-risk test
- Demonstrate clinical validity & clinical utility of geneType tests
- Drive EasyDNA & Affinity DNA revenue growth: tests, channels & markets
- Innovation: developing next generation of capability, starting with epigenetics

Investment Highlights




- FY23 revenue up **28% YoY** to \$8.7 million (AUD)
- geneType Multi-Risk test **now implemented in 64 clinics**
- Peer-reviewed publication confirms geneType risk test **outperforms traditional risk assessments for breast cancer by up to 9x**
- Targeting 10k general practitioners across Australia
- **Material progress for commercial rollout in US** with Alva10 & large payer engagement
- New US business manager **gaining traction** with concierge medicine groups & independent doctor networks

Value Proposition


Genetic Technologies is executing a B2B commercialization strategy for its flagship geneType multi-risk test covering breast cancer, colorectal cancer, prostate cancer, ovarian cancer, coronary artery disease and Type-2 diabetes, a first-in-class test that can predict a person's risk in up to 70% of annual mortalities and morbidities before onset. The Multi-Risk test, along with integration of recently acquired DNA based products, underpin a broad and complementary portfolio of genomic based tests creating a significant competitive advantage. GENE's expanding product portfolio includes more than 50 risk assessment tests in 14 test categories covered by 25 patents granted and nine patents pending. In addition to its B2B model, GENE is also focused on expanding its direct-to-consumer testing programs. The global market for predictive genomics is expected to reach \$4.6 billion by 2025, growing at a CAGR of 17%+.



Comprehensive Genomics-Based Testing via Multi-Brand Strategy

Medical & Payer Business to Business (B2B)	Consumer initiated testing (CIT) with medical supervision	Direct to Consumer Testing (DTC) with no medical supervision
		
 Oncology – GTG Cardiovascular Prenatal NIPT Carrier testing Clinical & Molecular Metabolic	 Expanded Carrier testing & NIPT Oncology – MultiTest Cardiovascular – MultiTest Metabolic – MultiTest COVID Risk Test Pharmacogenomics	<div>   </div> <div> Ancestry Paternity Health & Wellbeing Pharmacogenetics </div> <div> Animal Drug testing Relationship DNA Storage </div>

geneType Pathway to Market

	Medical & Payer Business to Business (B2B)
Revenue Drivers	Health Economic modeling completed by ALVA10* Certifying reimbursable testing platform: BRCA test & LYNCH Syndrome test
Partners	A plan curated for: Payers / Insurers* Primary Care Physicians, Specialists, Surgeons, Concierge Medicine Groups
Products	geneType Multi-test NGS platforms with Germline, Carrier Screening and NIPT BRCA test & LYNCH Syndrome test 

Payer coverage is the key driver of revenues for geneType

Coverage from payers in the US will accelerate adoption of geneType Risk Assessment Tests more widely

Budget Impact Model (BIM) demonstrates significant health & economic benefits of implementing the geneType Breast Cancer Risk Assessment Test

11 Active conversations with payer groups in the US

US Payers include:

- Humana – 17 million lives covered
- Aetna – 22.1 million live covered
- Independence Blue Cross – 3 million lives covered

Smaller payers such as employer groups have potential to move quickly

BIM validates the benefits of implementing geneType

* Corporates and Insurance market entry assessment in progress and Health Economic Model being completed by ALVA10.