



# Genetic Technologies (NASDAQ: GENE) (ASX: GTG)

**November 1, 2019**  
**Recent Price: \$2.00**

## Market Data

Fiscal Year	June
Industry	Medical Diagnostics
Market Cap	\$38.2M
ADS Outstanding	19.1M
Avg. Vol. (30-day)	39,907

As of November 1, 2019

## Balance Sheet Snapshot

Cash <sup>1</sup>	\$1.5M
Debt <sup>1</sup>	\$0.0M

<sup>1</sup> As of June 30, 2019

<http://www.gtgcorporate.com>

## Company Overview

Genetic Technologies Limited is a diversified molecular diagnostics company developing tools for the prediction and assessment of cancer risk to help physicians proactively manage patient health. The Company's lead products, 'GeneType for Breast Cancer' and 'GeneType for Colorectal Cancer', are clinically validated risk assessment tests that are first in their class. The Company's development pipeline includes new tests for Type 2 diabetes, cardiovascular disease, prostate cancer, and melanoma. Listed on the ASX in 2000 and NASDAQ in 2005, Genetic Technologies has been a leader in the development and commercialization of genetic risk assessment technology for 20 years.

## Value Proposition

GENE's patented tests are designed to predict an individual's risk of developing chronic disease, enabling early detection and reducing the need for expensive, late-stage care. Chronic disease accounts for an estimated 84% of global healthcare spending, which is expected to reach \$8.7 trillion by 2020. The Company debuted an enhanced version of its flagship breast cancer test and a new colorectal test in May and has a robust pipeline of four additional tests expected to launch between now and the end of fiscal year 2020. The Company has secured multiple high-value collaborations to accelerate development and validate clinical use of its tests and completed a \$1.2M offering of its ADS in May 2019 and Rights Offering of \$4.5M in October 2019. Initial marketing efforts are focused on clinical adoption in the US, Australia, and China.

## Investment Highlights

- **Leader in the development and commercialization of genetic risk assessment technology**
  - Launched new 'GeneType' tests for breast and colorectal cancer in 2019
  - Tests allow providers to target limited resources to patients most in need
  - First-to-market clinical application; most genetic testing remains non-clinical and consumer oriented (genealogy, paternity, etc.)
- **Robust development pipeline**
  - Redirected capital to R&D in 2018-2019 to develop a pipeline of tests for a variety of chronic diseases
  - New tests for Type 2 diabetes, cardiovascular disease, prostate cancer, and melanoma expected to launch over the next 12 months
- **Respected collaborators accelerate development and validate clinical use**
  - Collaborations led to NHMRC grant (Australia's leading medical research funding organization)
  - Research collaborations with Memorial Sloan Kettering Cancer Center and University of Cambridge announced in February 2019
  - Multi-year agreement with The Translational Genomics Research Institute
- **Global opportunity; initially targeting US, Australia, and China**
  - Global healthcare spending expected to reach \$8.7 trillion by 2020; chronic disease accounts for 84% of spending
  - Sold 6,000+ BREVAGenplus® tests (predecessor to GeneType test) in the US over the past five years
  - Participating in Hainan Medical Pilot Zone in China; partnership provides fast-track access to the Chinese FDA

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