



FY26 Annual General Meeting

Chair: Jayne Shaw

Chief Executive Officer: Anne-Louise Arnett

19 October 2026

CEO's Address





An Australian health care company pioneering diagnostics for earlier cancer detection

Our Purpose

Close the gaps in early cancer detection.

Expand early diagnostic access by creating new diagnostic options to strengthen earlier detection via less invasive pathways.

Our promise to patients

Simple, accessible blood testing to help patients and clinicians make more informed decisions.

Earlier answers

Greater confidence

Change outcomes

Our Ambition

To become the trusted choice in early cancer detection.

Build a clinically relevant test portfolio, accessible care pathways and a sustainable business positioned for global scale.



Anne-Louise (Annie) Arnett

New leadership to drive commercial scale-up



"BCAL has built something genuinely special and meaningful to patients."

25+ years in medical technology

Senior commercial and operational leadership across diagnostics, capital equipment and regulated product portfolios.

Built an ANZ business from inception

GM ANZ at **Arthrex**: stood up direct operations after the distributor transition and delivered high double-digit growth over five years.

Diagnostics and women's health at scale

Hologic: led three business units and introduced new diagnostic testing to ANZ, with screening-policy and government-relations experience.

Stryker: global product development and launches across US, Europe, APAC.

Mandate: Scale BREASTESTplus™ commercially | Extend beyond Australia | Bring the Avantect / MCD pipeline to market | Build **earlydetection** offering



BCAL's evolution from a single test to a scalable cancer diagnostics platform

1

2025

BREASTESTplus™

Single-product business

NATA Accredited Lab

Lipidomic Product Development

4

2026

Avantect® portfolio added

Pancreatic | Ovarian | Multi-cancer

Four tests available nationally

National referral & collection platform

USA Validation Agreement

EarlyDetection website & Telehealth

5+

2027

Broader platform expansion

New indications including Monitoring for recurrence

Evidence-led expansion

Sustainable revenue growth

Multiomic Product Development

New markets

Technology partnerships



BCAL is building an Australian portfolio of earlier cancer detection

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TEST	INDICATION	STATUS
BREASTESTplus™	Breast cancer rule-out	Available now
Avantect® Pancreatic	High-risk patients	Available now
Avantect® Ovarian	High-risk patients	Available now
Avantect® Multi-cancer	Elevated lifestyle risk, with organ-of-origin signal	Launched Sept 2026
BREASTESTplus™ 2	Screening, women 30+, all breast densities	Launching Nov 2026
BREASTEST Monitor	Local recurrence evaluation	In development

Strategic execution priorities

- Diversify diagnostics portfolio
- Build awareness and education
- Expand access
- Drive clinical adoption
- Continuing to strengthen evidence base
- Transition from R&D to commercial growth



Three forces driving demand for early detection

48% of Australian women aged 50–74 do not participate in routine breast screening.*

0 available early screening for pancreatic and ovarian cancers

- 1** **Today's tools work too late**
Most cancers are still found once symptoms appear, when treatment options are narrower and costlier.
- 2** **Diagnostics is going less invasive**
The shift is toward blood-based testing ahead of imaging and biopsy, cheaper to deliver and easier to repeat.
- 3** **Consumers are taking charge**
Patients are seeking earlier, lower-risk information about their own health.

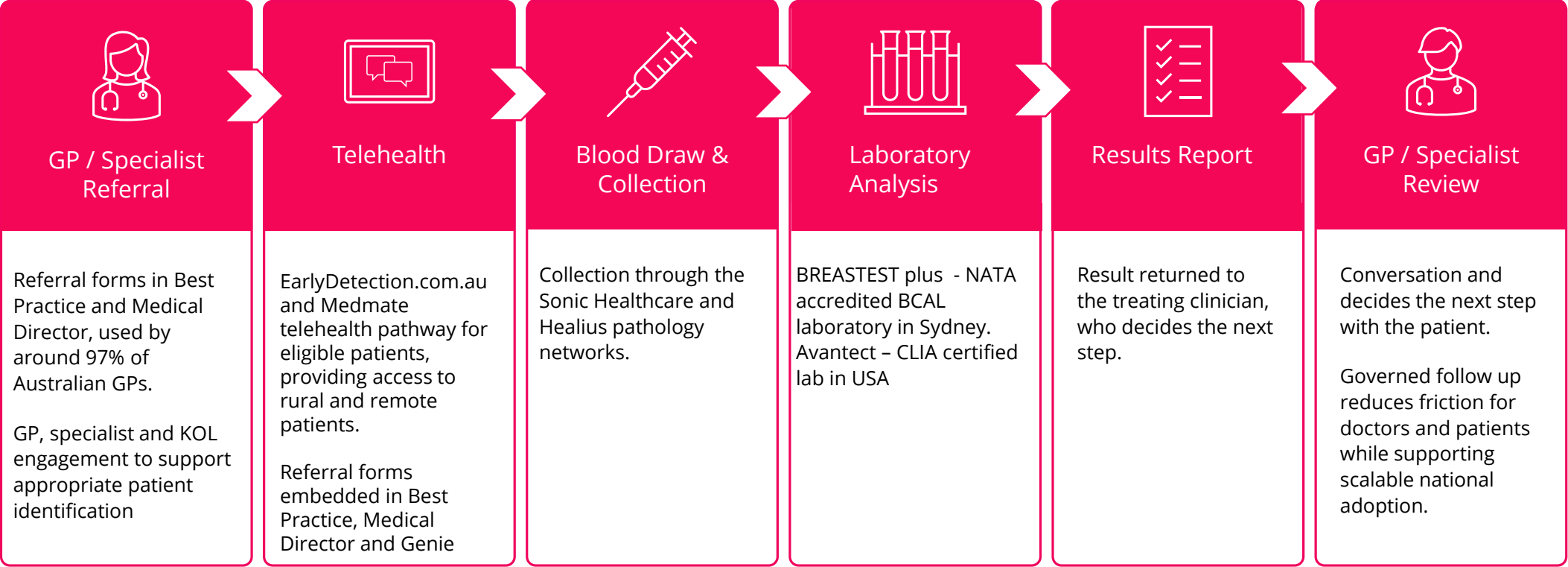


Evidence gets a test approved. Infrastructure gets it used.

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Patient
experience

BCAL
Infrastructure





BCAL is building the trust levers to bring the portfolio to patients

1

Pathology networks

National collection and testing through **Sonic Healthcare and Healius**. BREASTESTplus™ available at **96 Sonic sites** across Sydney, Brisbane and Melbourne.

2

Ordering where doctors already work

Referral forms embedded in Best Practice and Medical Director, **reaching ~97% of Australian GPs**, with specialist referral via Genie.

3

Digital and telehealth access

EarlyDetection.com.au and the telehealth pathway extend access to patients in rural and remote Australia.

4

Clinical education

GP, specialist and KOL engagement supporting appropriate patient identification and follow-up.



The channel is starting to deliver early commercial traction

BREASTESTplus™

93

pathology collection sites

- 20 clinics and 90 doctors across NSW
- 1 site in Victoria, 2 in Queensland
- 96 Sonic sites in Sydney, Brisbane and Melbourne

Avantect® Pancreatic & Ovarian

\$136k

revenue since January~ June 2026

- 90 tests performed to date
- National access via Sonic and Healius
- MSAC application for Pancreatic

EarlyDetection.com.au

53,017

website visits since Jan ~June 2026

- 1,357 registered enquiries
- 157 completed risk assessments
- 634 registered interest since May 2026



Large and growing global markets

US\$20.1B¹

Breast cancer diagnostics

8% CAGR, reaching US\$40.7B by 2034

US\$4.93B²

Pancreatic cancer diagnostics

7.2% CAGR

US\$1.54B³

Ovarian cancer diagnostics

6.6% CAGR

2.86M

Australian women a year are addressable by BREASTESTplus™ 2 alone, before the pancreatic, ovarian and multi-cancer portfolio is counted.

1- Precedence Research, Breast Cancer Diagnostics Market
2- Research and Markets, Pancreatic Cancer Diagnostic Market Report
3 -Global Market Insights, Ovarian Cancer Diagnostic Market



The Australian market opportunity

Opportunity
\$1.8B

MARKET SIZE BY PRODUCT LINE (AUSTRALIA)

Test line	Price (AUD)	Opportunity (population)	Opportunity (\$)
BREASTESTplus – women 50+	\$300	1.02M	\$306M
BREASTESTplus – women 30 - 49	\$300	0.38M	\$114M
Avantect Pancreatic	\$1,495	0.45M	\$637M
Avantect Ovarian	\$1,495	0.42M	\$630M
Avantect Multi-Cancer	\$1,995	0.06M	\$119M
Total		2.33M	\$1.8B

***Internal planning assumption only, not revenue guidance or a forecast.**

Source: BCAL Volume Forecast Assumptions & Activity Estimates; ABS population data; indicative pricing. Calculations are illustrative market-sizing estimates only and should not be interpreted as revenue forecasts, targets or guidance. They do not assume any particular level of market penetration and actual commercial outcomes may differ materially.



Multiple pathways to extend the platform



US expansion pathway

- Agreement signed to support validation for the United States.
- Commercialisation option via the LDT pathway.
- Extends the Sonic relationship beyond Australia.



Licensing & portfolio expansion

- Avantect® Pancreatic and Ovarian delivered under partnership
- Initial MSAC application for Avantect® Pancreatic
- Further clinical evidence being progressed jointly

Genetic Signatures

Strategic investment / platform exposure

- 18.5% strategic shareholding in ASX:GSS
- Exposure to an established PCR-based diagnostics platform
- Optionality with technologies

Strategic optionality

Future licensing/ partnership opportunities

- Tech transfer
- Channel to broaden test offering is built
- Geographies



Five priorities to scale the platform

1

Drive commercial adoption

- GP and specialist education
- Key Opinion Leader (KOL) engagement and clinical education
- EarlyDetection.com.au and telehealth
- Sonic / Healius collection pathways

2

Expand the product portfolio

- BREASTESTplus™ 2 launch
- Avantect® Pancreatic, Ovarian and Multi-cancer
- Additional licensed / partnered diagnostics
- Advance Product Development

3

Capture clinical evidence

- Publications and clinical studies
- BREASTEST Monitor
- Avantect® evidence and MSAC progression
- BREASTEST Registry, real-world data

4

Build for scale

- NATA accreditation and QMS
- LIMS and technology transfer readiness
- Multi-omics / PCR capability

5

Expand geographically

- Sonic Healthcare USA validation for BREASTESTplus
- India and New Zealand pathways
- Rural Australian access



How BCAL is maturing from R&D to commercial growth

A national early detection platform with multiple pathways to growth

1 National commercial infrastructure

Sonic, Healius, GP referral systems and telehealth provide national access. Each new test **leverages same commercial infrastructure**.

2 An expanding multi-product portfolio

Four tests available nationally, spanning breast, pancreatic, ovarian and multi-cancer detection. **Further products launching** or in development.

3 Multiple pathways to growth

Growth from **existing portfolio**, new **licensed technologies**, **reimbursement**, international expansion and strategic partnerships.

4 Near-term catalysts already in motion

BREASTESTplus™ 2 launch, US validation, MSAC progression and **continued portfolio development** through FY27.

5 Early commercial revenues

FY26 customer revenue at \$183,000 (FY25: \$22,000).

6 Building a strong commercial team

Strengthened leadership team to **accelerate market adoption** and execution capabilities to, drive **revenue growth** and support **expansion**.



FY27 commercial & clinical milestones

	Q2	Q3	FY27
BREASTESTplus™ 2 launch Q2 including NATA accreditation	●		
Launch Avantect® Multi-cancer and incorporate into referral and collection channels	●		
Expand BREASTESTplus™ 2 and further integrate into referral and collection channels		●	
Introduce a new region		●	
Commence BREASTESTplus™ 2 validation with Sonic Healthcare USA		●	
Expand Avantect® Multi-cancer launch		●	
Commence multi-omic clinical studies for BREASTEST Monitor		●	
Publish two papers to support the science and products			●
Grow test volumes each quarter			●
MSAC pathway for Avantect® Pancreatic			●

Board and Management



Jayne Shaw

Chair



Jonathan Trollip

Independent Non-executive Director



David Darling

Non-executive Director



Dr John Hurrell

Non-executive Director



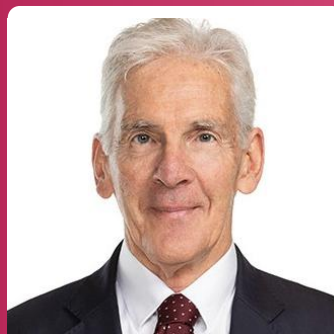
Mark McConnell

Non-executive Director



Anne-Louise Arnett

Chief Executive Officer



Guy Robertson

CFO and Company Secretary



Kathy Koskiris

Director, Clinical Laboratory Services



Dr David Mark

Director, Mass Spectrometry



Michelle Blackwell

Chief Product Innovation Officer



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Thank you.

For further Information

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earlydetection.com.au

Information portal about early cancer detection.
Access telehealth appointments with medical professionals.