



---

# Universal Biosensors, Inc.

ARBN 121 559 993

## **Asia Biotech Invest**

Hong Kong

3-5<sup>th</sup> June 2014

*Presentation by Paul Wright, CEO*



# Important Disclaimer

---

- This presentation is intended to provide a general outline only and is not intended to be a definitive statement on the subject matter. This presentation is not financial advice and has been prepared without taking into account the objectives, financial situation or needs of a particular person.
- Neither the Company, nor its officers or advisors or any other person warrants the accuracy of the analysis herein or guarantees the investment performance of the Company. Investors must make their own independent assessment of the Company and undertake such additional enquiries as they deem necessary or appropriate for their own investment purposes.
- The statements contained in this presentation that are not purely historical are forward-looking statements within the meaning of the United States Exchange Act. Forward-looking statements in this presentation include statements regarding our expectations, beliefs, hopes, intentions or strategies regarding the proposed offering. All forward-looking statements included in this presentation are based upon information available to us as of the date hereof, and we assume no obligation to update any such forward-looking statement as a result of new information, future events or otherwise. Our actual results could differ materially from our current expectations.
- The Company is subject to a number of risks. For a summary of key risks, refer to the Company's most recent Form 10-K filed with the United States Securities and Exchange Commission.
- Under applicable United States securities laws all of the shares of our common stock are "restricted securities" as that term is defined in Rule 144 under the Securities Act of 1933, as amended. Restricted securities may be resold in the public market to United States persons as defined in Regulation S only if registered for resale or if they qualify for an exemption from registration under the Securities Act. We have not agreed to register any of our common stock for resale by security holders.



# Point-of-Care (POC) Testing: a new paradigm



*Bringing  
the lab to  
the patient*



## Healthcare Challenges:

- Aging populations, living longer with chronic conditions
- Skills shortages
- Exploding healthcare costs
- Variable standards of care in
  - Remote / regional areas
  - Developing economies

## Point-of-Care (POC) Testing Technology:

Supports more timely and frequent diagnosis through:

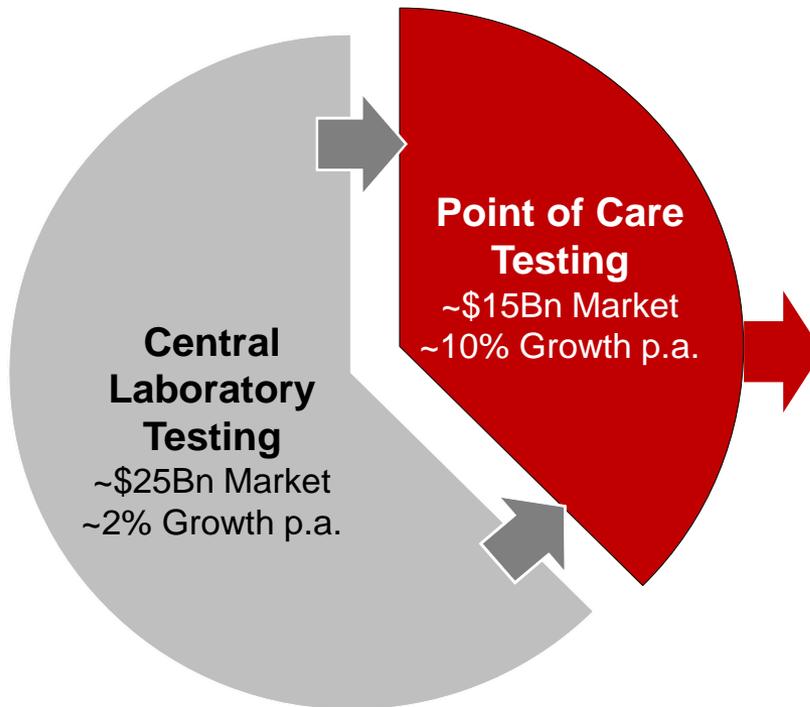
- ✓ Rapid results
- ✓ Simple use that empowers the patient
- ✓ Reduced logistics challenge
- ✓ Better health economics



# UBI is helping to pioneer the POC revolution

## Global In-Vitro Diagnostics Market (US\$)

(2012 estimate)



### The POC Market Opportunity

*(when a timely medical intervention or frequent monitoring is needed...)*

*Large, established POC markets*

- ✓ Blood Glucose Monitoring (~\$9Bn market)
- ✓ PT-INR & other coagulation testing (~\$1Bn market)

*Future POC opportunities:*

- Companion diagnostics
- Infectious disease monitoring
- Organ function monitoring
- General well-being indicators
- Rapid Emergency Room assessment



# Three core capabilities, externally validated





# Building value through continued innovation

## Diabetes Care

- Blood Glucose testing product developed with market leader LifeScan
- In the world's largest diagnostics market
- Creating core capabilities for future leverage
  - ✓ IP
  - ✓ Product development
  - ✓ Biosensor production
  - ✓ Quality systems



**PRODUCT SUCCESS  
GENERATING  
REVENUE AND CASH  
FOR UBI**

## POC Coagulation Management

- Aiming at 4 products in \$1B market by end 2015
  - ✓ 3 with Siemens (PT-INR launch Q3 2014)
  - ✓ PT-INR Patient Self-Test
- UBI exclusive strip manufacturer for Siemens' products



**POTENTIAL TO CREATE VALUE TO UBI OF  
SIMILAR MAGNITUDE TO BLOOD GLUCOSE**

## "Universal POC"

- Immunoassay & Molecular Diagnostics platform
- High growth POC markets worth over \$3.5Bn
- Targeting low cost, high performance system



**DEVELOPING GROUND-BREAKING  
TECHNOLOGY PLATFORM WITH WIDE  
APPLICATION**



# Investment Opportunity

---

- ✓ Exposure to fast growing POC diagnostics sector within the healthcare industry
- ✓ Technology validated by 2 world leading partners, J&J and Siemens
- ✓ Growing revenues from Diabetes Care market  
*(service fee revenue reported quarterly, last 3 quarters CAGR >85%)*
- ✓ Near term catalysts in Coagulation Management  
*(targeting 4 product launches over next 18 months)*
- ✓ Upside from future innovative POC platform with immunoassay and molecular diagnostics applications
- ✓ A\$19.5M Cash at Bank (31<sup>st</sup> March 2014)
- ✓ ~A\$35M Market Capitalisation



---

# Universal Biosensors, Inc.

ARBN 121 559 993

[www.universalbiosensors.com](http://www.universalbiosensors.com)

End of Presentation