

Universal Biosensors, Inc.

Update

 **Placing the universal power of biosensors into the hands of those who need it**

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Placing the universal power of biosensors into the hands of those who need it

Future of UBI

UBI is a biosensor company and **world leader** in electrochemical cell technology with a long **history of innovation** and establishing **global partnerships**.

UBI's biosensor technology platform has been used to deliver more than **10 billion diagnostic tests** to patients worldwide generating billions of dollars in sales.

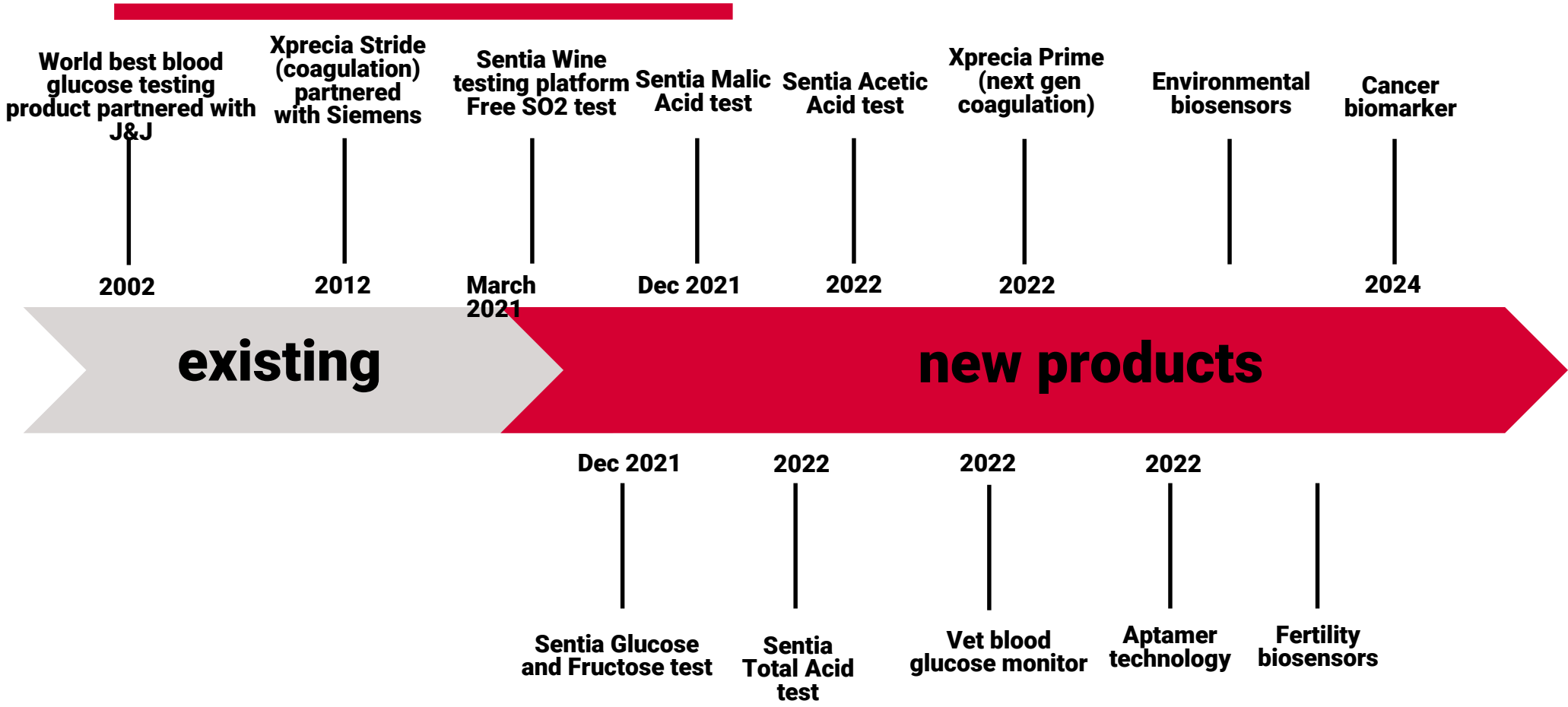
We have licensed and partnered new technology and new biosensors with global applications.

Our ambition is to build a multi product stable of biosensors in large markets which generate ongoing revenue streams.

We have moved away from defining ourselves as a Research and Development (R&D) company with long lead times and expensive research programs.

Future of UBI

Products and timelines



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Finance

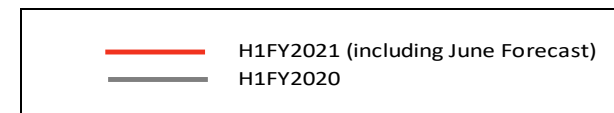
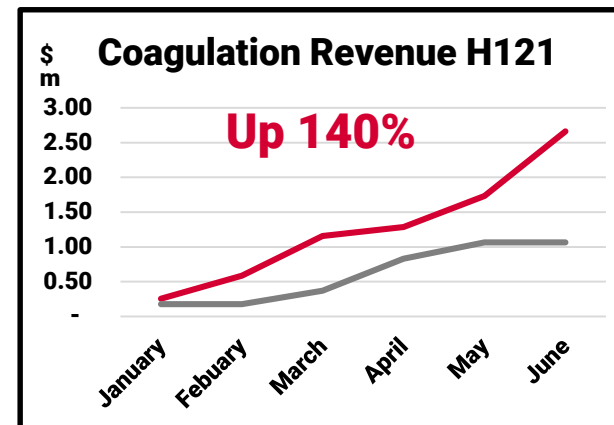
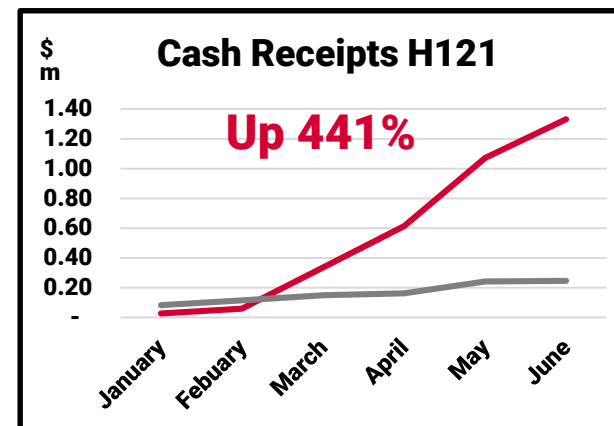
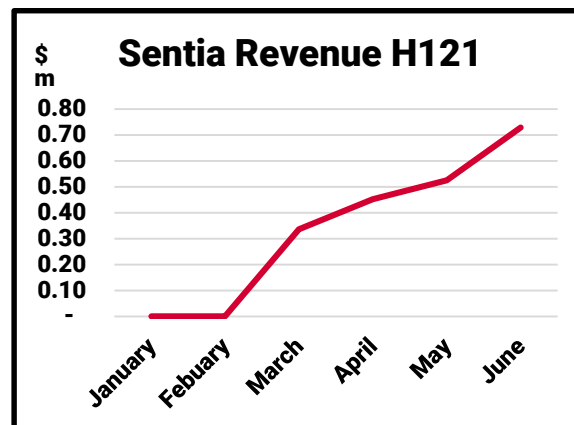
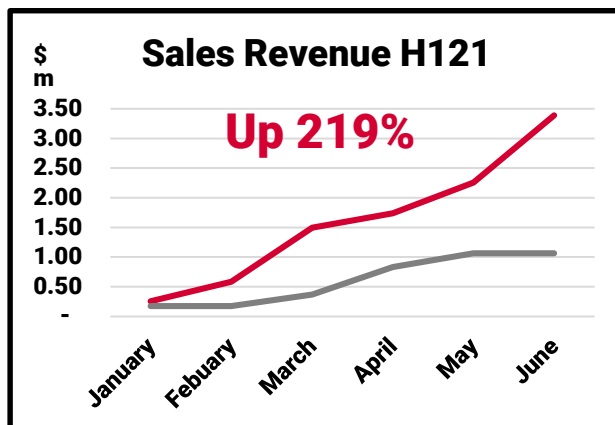
6 months ended 30 June 2021

Sales up 219% (3x).

Xprecia Stride sales up 140%.

Sentia Sales approaching \$1m.

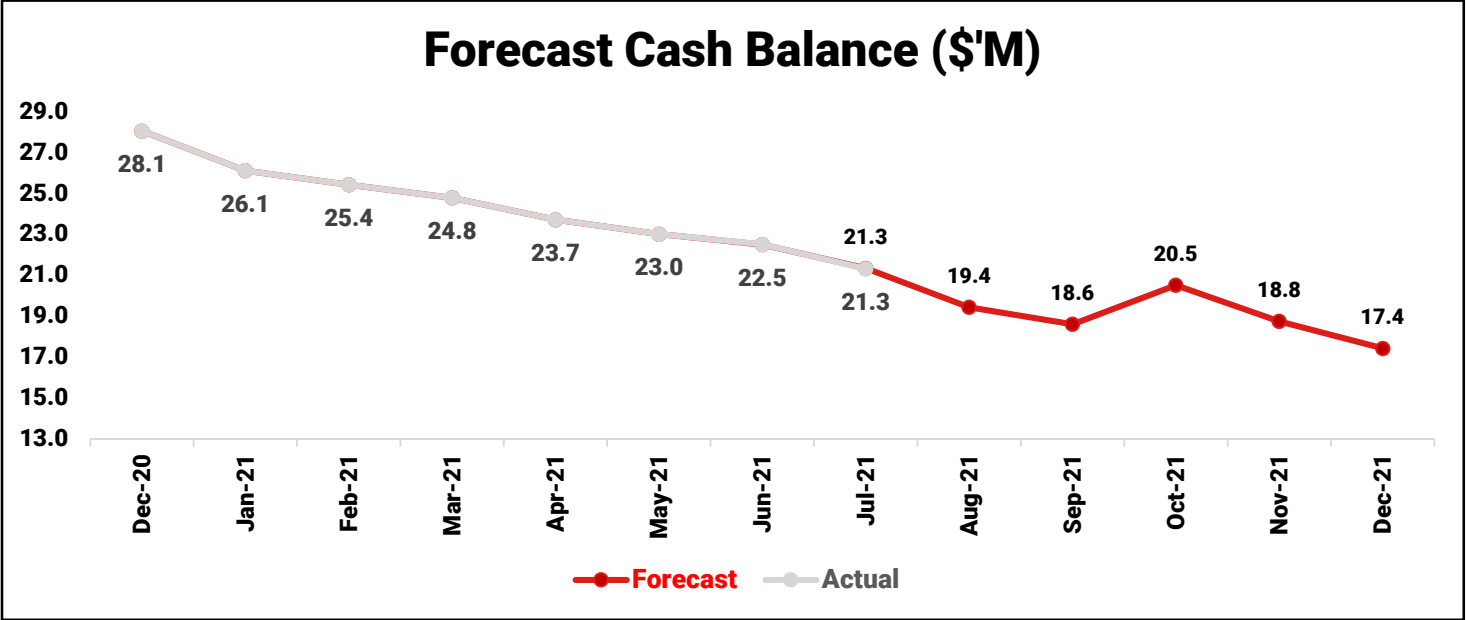
Receipts from customers up by 441%



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Finance

Strong cash position



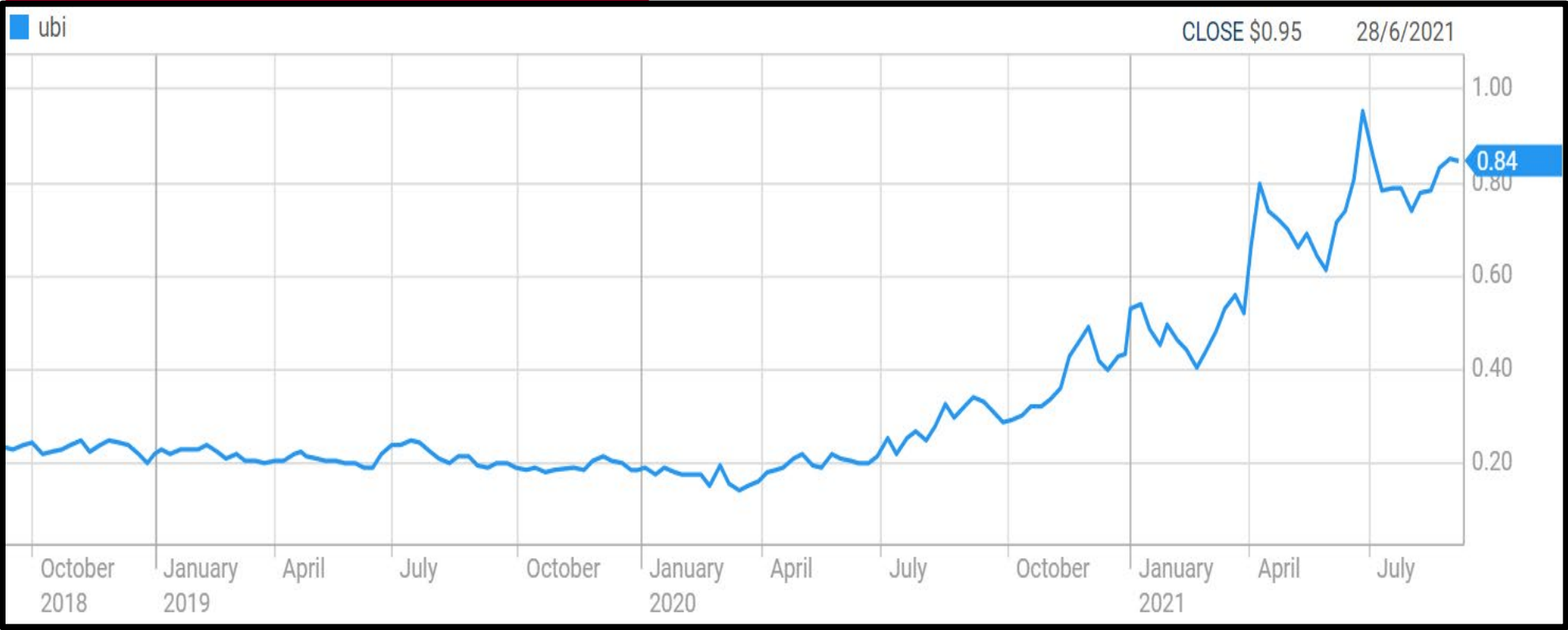
<u>Forecast to 31 Dec 21</u>	AUD \$m
Cash used in operations	2.4
Cash invested in new products	7.7
Other capex	0.6
	<hr/>
	10.7

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Finance

Strong share price growth



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Human Capital

Building UBI

Current, motivated and dedicated workforce.

Since 1 July 2020 UBI has:

- **turned over 45% of the workforce,**
- **added a further 13 people**

Invested an additional \$0.6m in Human Capital.

Senior Leadership team incentivized and locked in.

Sentia

Achievements so far...

UBI launched “Sentia Wine Analyzer”.

- UBI’s first new product in 7 years.
- First Sentia product (FSO₂) delivered during March 2021.
- **7%** of production wineries in Australia have purchased Sentia (in 5 months).
- Sentia delivers testing specificity and sensitivity, **significant productivity gains**, flexibility and cost savings to the wine industry.
- Distribution deals, agreements and first sales made in:
 - ✓ Australia,
 - ✓ USA,
 - ✓ France,
 - ✓ Italy,
 - ✓ Germany,
 - ✓ Spain,
 - ✓ Portugal,
 - ✓ Switzerland,
 - ✓ New Zealand,
 - ✓ South Africa,
 - ✓ Canada and
 - ✓ Chile.

Sentia

Achievements so far...

Direct sales representation established in USA.

Global digital marketing campaign built and being rolled out.

Collaboration agreements in place with leading European universities and wine institutes to validate Sentia against popular reference methods, including

- **Dubernet Laboratoires (France) and**
- **Institut für Weinbau und Oenologie (Institute of Vitiscience, Germany)**

New distribution contracts being negotiated covering:

- ✓ **France (3),**
- ✓ **Spain,**
- ✓ **Italy (2),**
- ✓ **Greece,**
- ✓ **Austria,**
- ✓ **Germany,**
- ✓ **Hungary,**
- ✓ **Croatia,**
- ✓ **Serbia,**
- ✓ **Poland,**
- ✓ **Bulgaria,**
- ✓ **Latvia,**
- ✓ **Slovenia,**
- ✓ **Romania,**
- ✓ **England and**
- ✓ **USA**

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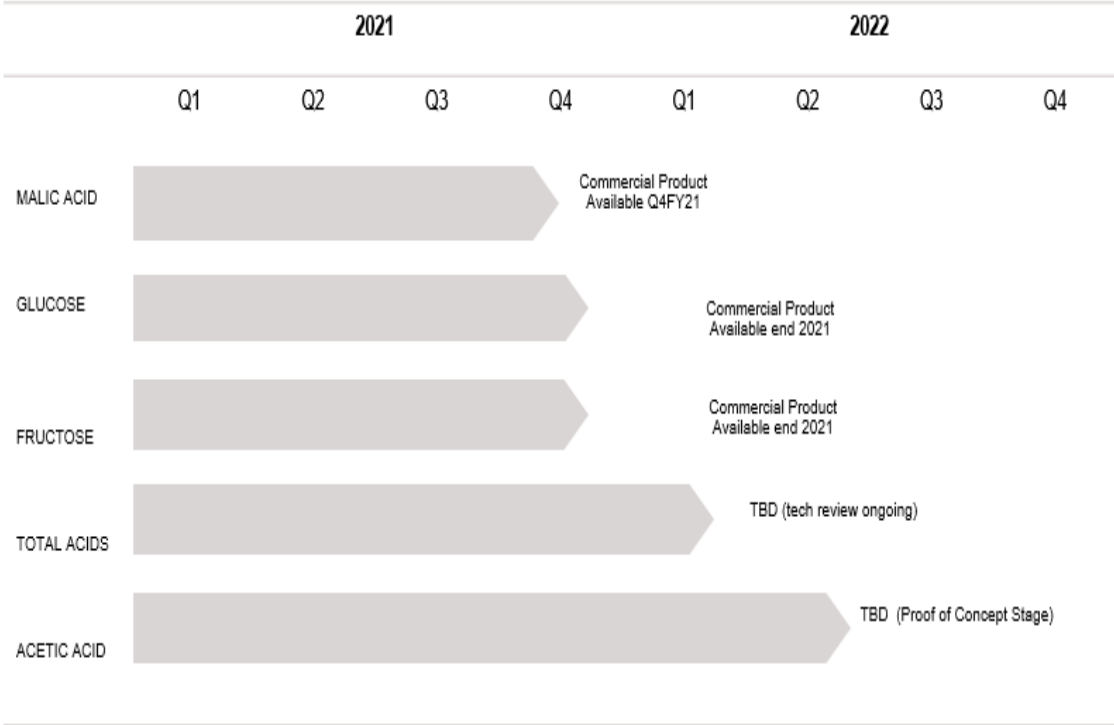
Sentia

Future

Additional Sentia distribution agreements for Rest of World expected during H2 2021 and throughout 2022.

3 new products to be launched in 2021; Malic Acid, Glucose and Fructose.

2 future products in Acetic and Total Acid are in development and expected during 2022.



Xprecia Stride

Achievements so far...

Xprecia Stride (coagulation monitoring device) sales up 140%.

Agreed 8 new distribution deals for Xprecia Stride in Germany, Switzerland, Poland, Malaysia, Romania, Slovenia and Macedonia.

Installed base of over 3,500 units throughout the world and sold in 36 countries.

Migrating existing Siemens distribution network to UBI to deliver sales growth.

Secure additional Xprecia Stride agreements to deliver sales growth.

PT-INR				
Global Market				
AUDm	USA	EU	ROW	Total
Hospital POC	223	168	63	454
Doctor Office POC	151	113	42	306
Home-Testing	179	106	40	325
Total POC PT-INR	553	387	145	1,085

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Xprecia Prime

Future

“**Xprecia Prime**” is the **next** generation coagulation platform (device and test strip).

Xprecia Prime will have market leading capability and has been 7 years in development.

Good progress on **Xprecia Prime** (next generation of Xprecia Stride):

- Regulatory pathway agreed.
- Clinical trial preparation underway.
- CRO appointed.
- USA clinical trial sites identified and in process of being secured.
- FDA and European approval anticipated towards end of 2022.

Veterinary Biosensor

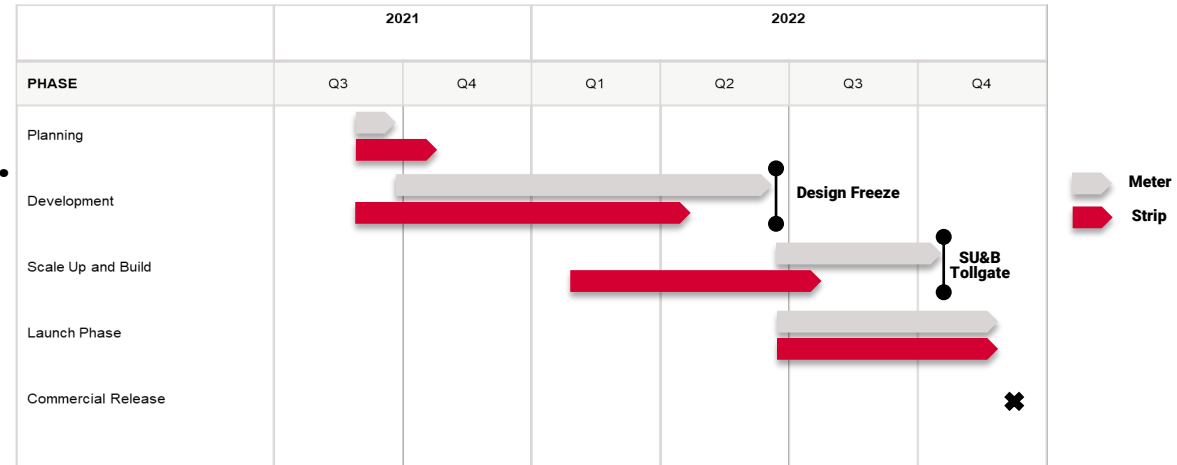
Petrackr blood glucose monitor

Biosensor test strip and meter development for the detection and monitoring of diabetes in cats and dogs has commenced and is on track.

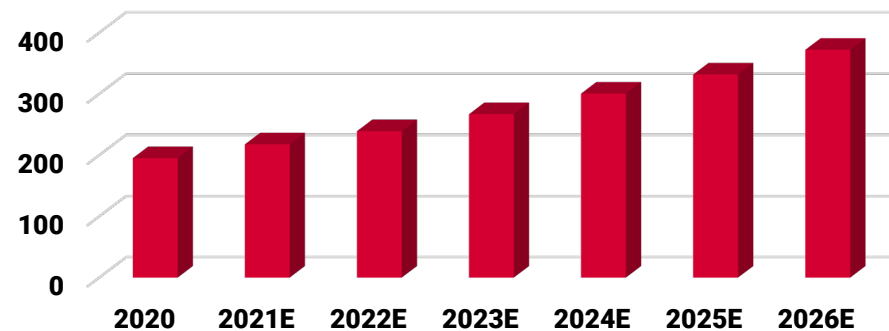
Anticipated to launch H2 2022.

There are no significant regulatory hurdles.

Market opportunity in excess of \$200m.



Vet Blood Glucose Monitoring (Million AUD)



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Cancer Biosensor

Tn Antigen

Successfully completed the proof of concept for the **detection of cancer** using UBI's Tn Antigen biosensor from a finger prick of whole blood samples.

Tn Antigen biosensor development work ahead of schedule.

There are 78 million carcinoma cancer remission patients globally.

The market for the monitoring of remission patients is estimated at \$17 billion pa.

Cancer Biosensor

Tn Antigen

Clinical Trials to commence H2 2021 comprising of 350 patient samples spread across breast, prostate and colorectal cancers.

Our expectation is UBI's first set of development clinical trials prove the performance of our cancer biomarker is significantly better in terms of sensitivity and specificity compared to those biomarkers already approved and selling on the market.

Trials will use existing cancer biomarkers PSA, CEA and CA 15-3 as comparators to measure performance.

Trials results available H1 2022.

Tn antigen biosensor planning to be ready for Regulatory Clinical Trials during 2023.

Approval of Tn Antigen planned for 2024 in:

- **USA.**
- **Europe.**
- **Rest of the World.**

Dr Wren Greene Senior Fellow at Deakin University Frontier Materials said... "The Tn biosensor will be incredibly sensitive and will give people peace of mind. Current cancer tests are expensive and are often only able to be conducted once or twice a year."

"The new Tn biosensor will allow more frequent testing enabling much earlier diagnosis and consequently better prognosis for patients whose cancer has recurred. Ultimately, we expect the Tn biosensor will also be used as a point of care diagnostic tool for first time cancer diagnosis."

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Cancer Biosensor

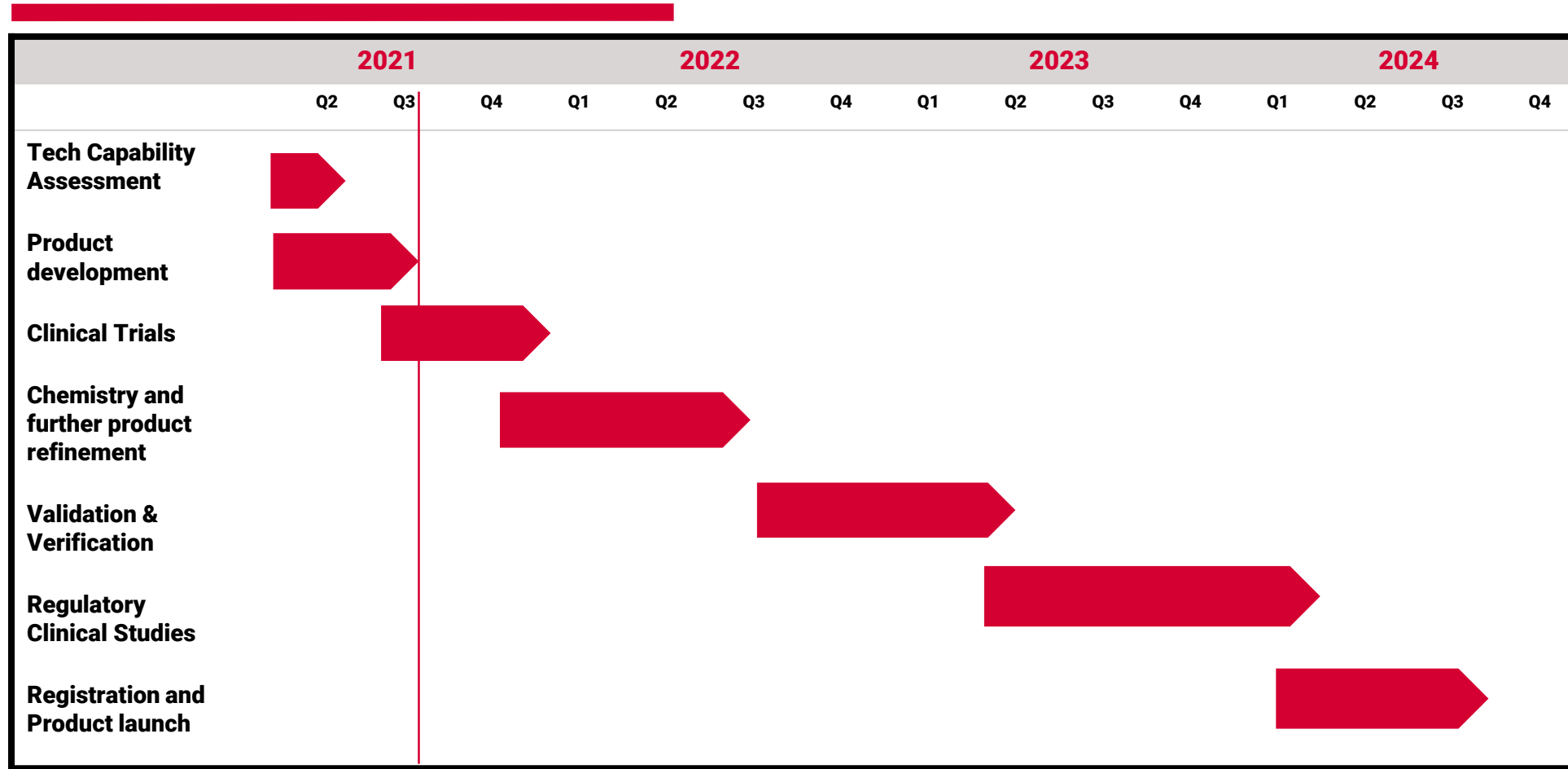
Tn Antigen

The cancer biomarkers chosen as predicates for UBI's Tn Antigen include :

- **PSA** – approved for the screening/diagnosis and monitoring of patients with prostate cancer. But has **limited clinical sensitivity (85%) and specificity (30%)**. Estimated total revenue in 2021 is \$3.5 billion.
- **CEA** – approved for the monitoring of patients with colorectal cancer to detect tumour growth. But has **limited clinical sensitivity (55%) and specificity (83%)**. Estimated total revenue in 2021 is \$3.4 billion.
- **CA 15-3** – approved for monitoring of breast cancer patients. But has **limited clinical sensitivity (54%) and specificity (91%)**.

Cancer Biosensor

Tn Antigen



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UBI Technology

New products

Signed a global exclusive License with Lubris BioPharma for the supply of Lubricin. Lubricin is a substance that:

- Increases UBI's detection limits by **1 million times (or better)**,
- Delivers **unprecedented sensitivities** in raw unprocessed bodily fluid samples (finger prick samples).

New products being developed to enhance UBI's diagnosis and monitoring product range:

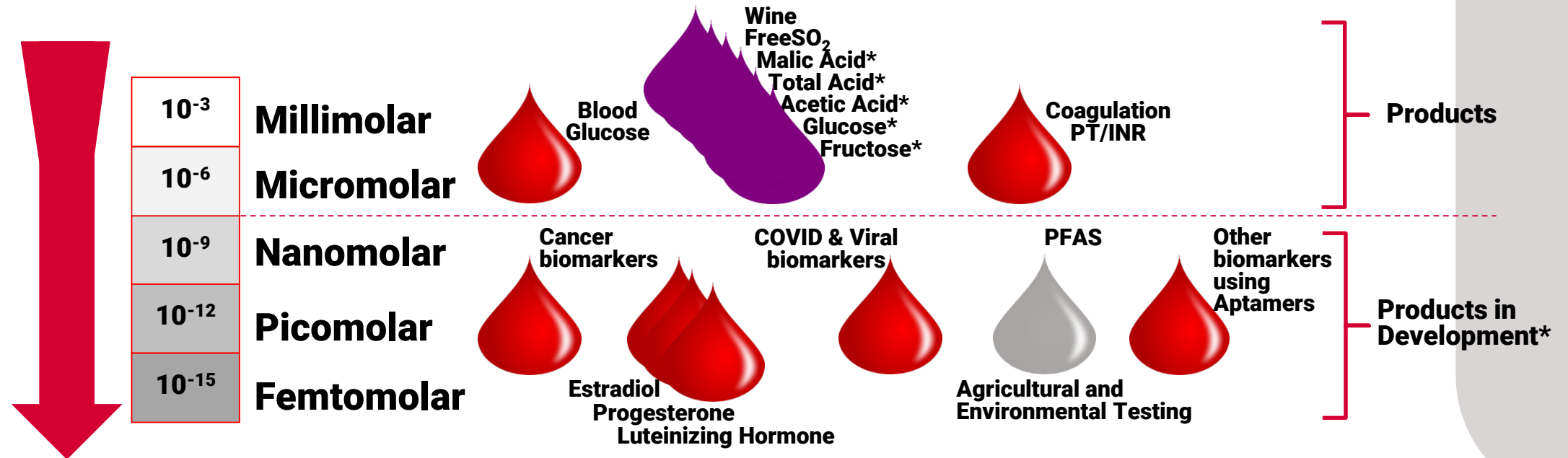
- Oncology
- Women's health,
- COVID & virus detection,
- Veterinary, and
- Aptamer technology.

Dr Wren Greene Senior Fellow at Deakin University Frontier Materials has worked with Professor Simon Moulton and Dr Saimon Moraes Silva of the School of Software and Electrical Engineering at Swinburne University, and colleagues at the University of Wollongong over the past five years to develop a biosensor for Tn antigen using lubricin.

"Unlike other biochemical anti adhesive coatings, lubricin has virtually no impact on the electrical processes enabling unprecedented sensitivities in raw, unprocessed bodily fluid samples."

UBI Technology

New platform technology



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END

**John Sharman
Chief Executive Officer
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