



# PELOTON CAPITAL

## Universal Biosensors Inc. (UBI)

Executing Accelerated Growth with New Products & Strategy

**SPEC BUY \$0.25**

**Current \$0.072**

17<sup>th</sup> March 2025

Stuart Turner  
+61 402 128 454

stuart.turner@pelotoncapital.com.au

Darren Odell, CFA  
+61 410 214 916

darren.odell@pelotoncapital.com.au

- ▶ **Universal Biosensors' versatile, disruptive electrochemical testing platform has widespread application in multiple markets. So far, the platform has been commercialised in blood coagulation, wine making and pet diabetes markets.**
- ▶ **UBI has a valuable diverse product pipeline** deploying the platform into new applications such as water testing for heavy metals, and potentially certain cancers and liver disease.
- ▶ Following FDA approval of the Xprecia Prime blood coagulation product in the USA, UBI's recently expanded global sales team is rolling out its strategy. **UBI signed US distribution partners Henry Schein and NDC in Nov-2024.**
- ▶ **In Italy, Spain, Portugal and the UK, UBI has pivoted the Xprecia Prime sales model to a partnership approach,** identifying opportunities with tender partners where UBI delivers the coagulation piece to hospitals and clinical groups.
- ▶ Early progress has been made with sales of the new Xprecia Prime device in Asia (Singapore, Malaysia, Thailand, and India), and in RoW, (Uruguay and Chile). **Further growth is expected in the coming six months.**
- ▶ **UBI's Sentia wine testing platform has enjoyed good success in Australia and North America, where it is being used by 25% and 10% of wineries, respectively.** Further market penetration will help drive ongoing revenue growth.
- ▶ **More Tests – More Strips!** With new tests developed, there is considerable upside to the **number of strips sold per winery** (currently @ c.220 pa). Over time, we expect average strip use could easily grow to 400-500 strips per winery pa.
- ▶ **We are confident that Sentia will increase its market share in Germany and Eastern European countries,** serviced by UBI's Hungary based sales resource. Culturally, producers in these countries are more likely to adopt technology.
- ▶ The investment phase over the last 12 months has resulted in a series of quarterly losses in the \$3-4m range, reducing B/S cash to \$8.5m on 31 Dec 2024. UBI is well positioned strategically with both new products and an expanded/refocussed sales team.
- ▶ **With new products and an expanded and dedicated sales force, UBI is executing on a new growth phase. We evaluate the upside potential and using our Medium Case scenario, initiate coverage with a \$0.25 target price and SPEC BUY recommendation.**

### Company Data

Number of shares (M)	298.1M
Options (M)	106.3M
Diluted number of shares (M)	404.3M
Market capitalisation – undiluted (A\$M)	\$21.5M
Market capitalisation – diluted (A\$M)	\$29.1M
Net Cash / (Debt) (A\$M)	\$8.5M
Enterprise Value - undiluted (A\$M)	\$12.9M
Enterprise Value - diluted (A\$M)	\$20.6M
12-month high/low	\$0.231 / \$0.070
12-month average daily volume	311,829

### Substantial Shareholders & Associates

Viburnum Funds	29.3%
Richmond Hill Capital	7.6%
Jencay Capital	5.8%

### Board of Directors

Graham McLean, Non-Exec Chair	John Sharman, MD
Peter Mullin, Exec Director CFO	Craig Coleman, NED
David Hoey, NED	Judith Smith, NED

### 12-Month UBI Share Price (¢, LHS) and Volume (m, RHS)

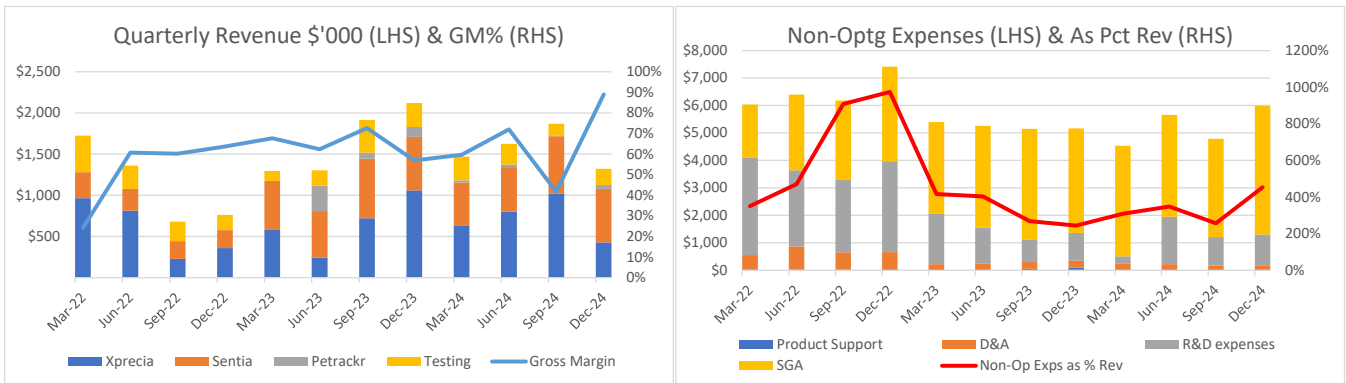


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# UNIVERSAL BIOSENSORS INC

## FINANCIAL SUMMARY

A\$millions	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24
	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024
<b>REVENUE</b>								
Coagulation testing products / Xprecia	0.581	0.245	0.722	1.060	0.628	0.800	1.021	0.430
Wine testing products / Sentia	0.594	0.563	0.722	0.649	0.527	0.542	0.695	0.647
Petrackr	0.000	0.308	0.072	0.120	0.025	0.031	0.006	0.047
Revenue from products	1.175	1.116	1.516	1.829	1.180	1.372	1.722	1.124
Revenue from services	0.121	0.187	0.399	0.289	0.290	0.254	0.145	0.197
<b>TOTAL REVENUE</b>	<b>1.295</b>	<b>1.304</b>	<b>1.915</b>	<b>2.118</b>	<b>1.470</b>	<b>1.626</b>	<b>1.867</b>	<b>1.321</b>
<b>Operating costs and expenses:</b>								
Cost of goods sold - Products	0.370	0.402	0.456	0.804	0.481	0.344	0.996	0.096
Cost of goods sold - Services	0.049	0.088	0.070	0.109	0.110	0.111	0.092	0.049
Total COGS - Products and Services	0.419	0.491	0.525	0.913	0.592	0.455	1.088	0.146
Gross profit - Products	0.805	0.714	1.060	1.025	0.698	1.028	0.725	1.027
Gross profit - Services	0.072	0.099	0.329	0.181	0.179	0.142	0.053	0.148
<b>GROSS PROFIT - Products and Services</b>	<b>0.877</b>	<b>0.813</b>	<b>1.390</b>	<b>1.205</b>	<b>0.878</b>	<b>1.170</b>	<b>0.779</b>	<b>1.175</b>
<b>Other operating costs and expenses:</b>								
Product support	0.000	0.000	0.054	0.101	0.000	0.000	0.000	0.000
Depreciation & amortization	0.218	0.241	0.248	0.249	0.253	0.223	0.165	0.162
R&D expenses	1.854	1.304	0.808	1.008	0.254	1.720	1.040	1.139
Selling, general & administrative	3.321	3.715	4.038	3.806	4.025	3.716	3.585	4.688
Total expenses	5.394	5.260	5.148	5.164	4.533	5.659	4.789	5.990
<b>LOSS FROM OPERATIONS</b>	<b>-4.517</b>	<b>-4.447</b>	<b>-3.758</b>	<b>-3.959</b>	<b>-3.655</b>	<b>-4.488</b>	<b>-4.011</b>	<b>-4.815</b>
<b>Other income/(expense)</b>								
Interest income	0.206	0.186	0.208	0.134	0.069	0.127	0.150	0.101
Interest expense	-0.008	-0.008	-0.004	-0.001	-0.007	-0.007	-0.007	-0.001
Financing costs	-0.047	-0.047	-0.039	-0.024	-0.017	-0.023	-0.021	-0.022
R&D tax incentive income	0.528	0.567	0.374	2.027	0.114	0.580	0.452	1.058
Exchange gain/(loss)	-0.005	-0.010	-0.030	0.016	0.014	-0.049	-0.009	0.035
Other	0.053	5.157	0.650	0.056	0.043	0.066	0.037	0.045
Total other income	0.728	5.845	1.157	2.208	0.216	0.694	0.601	1.217
<b>NET LOSS BEFORE TAX</b>	<b>-3.789</b>	<b>1.399</b>	<b>-2.600</b>	<b>-1.751</b>	<b>-3.439</b>	<b>-3.794</b>	<b>-3.409</b>	<b>-3.597</b>
Impairment of assets / write back	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Income tax benefit/(expense)	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
<b>NET LOSS AFTER TAX</b>	<b>-3.789</b>	<b>1.399</b>	<b>-2.600</b>	<b>-1.751</b>	<b>-3.439</b>	<b>-3.794</b>	<b>-3.409</b>	<b>-3.597</b>
<b>Revenue Growth vs pcip - Xprecia</b>								
Revenue Growth vs pcip - Sentia	-40%	-70%	+215%	+195%	+8%	+226%	+42%	-59%
Revenue Growth vs pcip - Petrackr	+88%	+113%	+236%	+198%	-11%	-4%	-4%	-0%
Revenue Growth vs pcip - Petrackr						-90%	-92%	-61%
<b>Revenue pct Total - Xprecia</b>								
Revenue pct Total - Sentia	49.4%	22.0%	47.6%	58.0%	53.2%	58.3%	59.3%	38.3%
Revenue pct Total - Petrackr	50.6%	50.5%	47.6%	35.5%	44.6%	39.5%	40.3%	57.6%
Revenue pct Total - Petrackr	0.0%	27.6%	4.8%	6.6%	2.1%	2.2%	0.3%	4.2%
<b>Gross Margin - Products</b>								
Gross Margin - Services	68.5%	64.0%	69.9%	56.0%	59.2%	74.9%	42.1%	91.4%
Gross Margin - Services	59.6%	52.8%	82.5%	62.5%	62.0%	56.1%	36.7%	75.0%
Gross Margin - Total	67.7%	62.4%	72.6%	56.9%	59.7%	72.0%	41.7%	89.0%
<b>D&amp;A pct Total Revenue</b>								
R&D Expenses pct Total Revenue	16.8%	18.5%	13.0%	11.8%	17.2%	13.7%	8.8%	12.3%
R&D Expenses pct Total Revenue	143.2%	100.0%	42.2%	47.6%	17.3%	105.8%	55.7%	86.3%
SGA pct Total Revenue	256.4%	285.0%	210.8%	179.6%	273.9%	228.6%	192.0%	354.9%



Source: Peloton Capital

## VALUATION

XPRECIA - COAGULATION		ANZ	EUR	USA	ASIA	ROW	TOTAL	NOTES
Population (m)		32	750	340	100	100	1,322	Based on countries served by UBI
Target Warfarin Patients		0.50%	0.50%	0.50%	1.00%	1.00%	0.6%	Lower cost of warfarin favours use in Asia
UBI Devices In Market		551	3917	11	866	151	5,496	31-Dec-24
Patients per device		40	40	40	100	100		Conservative PC Estimate
UBI Share of Target Patients		13.8%	4.2%	0.0%	8.7%	1.5%	3.7%	Calculated
Potential Annual Strips (m)		1.6	37.5	17.0	10.0	10.0	76.1	Warfarin patients uses avg 10 strips pa
Actual Strips Last 12 Months		20,700	600,525	3,200	151,900	225,200	1,001,525	Actuals from Company (LTM @ 31 Dec 24)
UBI Share of Potential Strips (LTM)		1.3%	1.6%	0.0%	1.5%	2.3%	1.3%	Calculated against Potential Annual Strips
		Target Share	ANZ	EUR	USA	ASIA	ROW	TOTAL
Strip Sales p.a. (m) @	5%		0.080	1.875	0.850	0.500	0.500	3.8
	10%		0.160	3.750	1.700	1.000	1.000	7.6
	15%		0.240	5.625	2.550	1.500	1.500	11.4
Device Sales (A\$m) @	5%		0.0	0.8	0.4	0.1	0.1	1.3
	10%		0.1	1.6	0.7	0.2	0.2	2.7
	15%		0.1	2.3	1.1	0.3	0.3	4.0
Revenue (A\$m) @	5%		0.2	5.8	2.6	1.4	1.4	11.4
	10%		0.5	11.5	5.2	2.8	2.8	22.8
	15%		0.7	17.3	7.8	4.2	4.2	34.3
SENTIA - WINE TESTING		ANZ	EUR	NA	SA	ROW	TOTAL	
Operational Wineries		2,000	50,000	10,700	5,000	3,000	70,700	Company
Wineries Using Sentia		500	433	1,032	31	34	2,030	As at 31 Dec 2024
UBI Share		25%	1%	10%	1%	1%	3%	
1. Short Term Target Market Share		30%	3%	15%	5%	5%	6%	
Revenue (300 Strips pa @\$3.50)		1,006	2,514	2,690	419	251	6,880	
Revenue (400 Strips pa @\$3.50)		1,241	3,102	3,319	517	310	8,489	SENTIA Devices sold for A\$2500 each
Revenue (500 Strips pa @\$3.50)		1,476	3,690	3,948	615	369	10,098	
Revenue (600 Strips pa @\$3.50)		1,711	4,278	4,577	713	428	11,707	Assume winery/customer purchases a new device every 5 years
2. Med. Term Target Market Share		41%	8%	20%	15%	28%	12%	
Revenue (300 Strips pa @\$3.50)		1,365	6,644	3,651	1,287	1,419	14,365	
Revenue (400 Strips pa @\$3.50)		1,684	8,198	4,505	1,588	1,750	17,725	Strips sold for \$3.50 each
Revenue (500 Strips pa @\$3.50)		2,003	9,752	5,358	1,889	2,082	21,085	
Revenue (600 Strips pa @\$3.50)		2,322	11,306	6,212	2,190	2,414	24,445	Buffer sales 12% of strip sales
3. Long Term Target Market Share		51%	13%	26%	26%	51%	18%	
Revenue (300 Strips pa @\$3.50)		1,724	10,774	4,611	2,155	2,586	21,850	
Revenue (400 Strips pa @\$3.50)		2,127	13,294	5,690	2,659	3,191	26,961	
Revenue (500 Strips pa @\$3.50)		2,530	15,814	6,769	3,163	3,795	32,071	
Revenue (600 Strips pa @\$3.50)		2,933	18,334	7,847	3,667	4,400	37,182	
A\$million		Short-	Med-	Long-Term				
Revenue - XPRECIA		11.4	22.8	34.3		ie 5%/10%/15% market share		
Revenue - SENTIA		8.5	21.1	37.2		Based on shaded scenarios		
Revenue - Petrackr		0.5	0.5	0.5		Conservatively assume flat		
Revenue - HRL		1.0	1.0	1.0		Conservatively assume flat		
UBI Group Revenue TOTAL		21.4	45.4	72.9				
GROSS MARGIN		13.9	29.5	47.4		Assume 65% GM		
Operating Expenses		19.0	22.8	27.4				
EBITDA		-5.1	6.7	20.0				
EBITDA Margin		0%	15%	27%				
Enterprise Value		0.0	53.8	160.4		@ 8 times		
CORE TECHNOLOGY & PIPELINE		25.0	25.0	25.0		PC ESTIMATE		
TOTAL Value		25.0	78.8	185.4				
Target Share Price		\$0.08	\$0.26	\$0.62		per share based on 298m shares		

Source: Peloton Capital

Business is highly scalable with existing strip production capacity at UBI's Rowville facility c.70m strips pa  
Potential to reduce operating costs

## TECHNOLOGY BACKGROUND AND PIPELINE

UBI's core patented technology consists of a disposable, multi-layer test strip, which incorporates a proprietary electrochemical sensing system using opposing electrodes that rapidly and accurately detect specific analytes in samples as small as a droplet. The strips are inserted into the handheld testing unit.

The technology was originally developed by UBI in the form of a blood glucose monitoring product for LifeScan, Inc. under license to Johnson & Johnson. **LifeScan was ultimately acquired by private equity for US\$2.1bn in October 2018.**

In 2011, UBI began developing the original Xprecia Stride blood coagulation monitoring product, in collaboration with Siemens. Launched in 2015, it was sold in 36 countries with an installed base of 3,500 analysers forming part of the current In-market device fleet.

In 2022, UBI introduced the new and improved second generation blood coagulation monitoring product, Xprecia Prime. It was approved for sale in the US in March 2024, and **first commercial US sales have been realised.** The product clinically outperforms the market leading Roche product.

The technology platform has multiple potential bio-sensing applications. **In 2018, UBI expanded the technology platform into wine testing,** with the Sentia product launched in 2021 after a period of development and testing.

**Further technology development increases the detection limits of the platform from micromolar ( $10^{-6}$ ) to nanomolar ( $10^{-9}$ ), enabling it to sense a multitude of biomarkers including cancer biomarkers and heavy metals in water.**

	HAND HELD DEVICE	STRIP TESTING
XPRECIA PT/INR TEST	 The new Xprecia Prime device replaces the Xprecia Stride	 Prick finger and put blood on strip
SENTIA WINE TESTS	 Performs multiple tests across different wine types	 Draw wine sample from barrel and put drop on strip

## STATE-OF-THE-ART PRODUCTION FACILITY – HAS PLENTY OF CAPACITY

UBI has an ISO 9001 and ISO 13485 accredited state of the art manufacturing facility in Rowville, east of Melbourne. The facility manufactures UBI's consumable testing strips as well as doing new product R&D.

**The roll-to-roll strip manufacturing lines have the capacity to make 70 million consumable biosensor test strips per annum** yet made less than 2 million strips in the last twelve months. Significantly increased production can be achieved with minimal incremental investment.

The Rowville facility (reel to reel strip manufacturing machine shown) also includes an electronics laboratory which allows for hardware and software design and development for the handheld devices.



Product advantages of the handheld device are:

- Portability
- Rechargeable
- Wi-Fi enabled/Micro-USB Connectivity
- Automatically checks for software updates
- Convenient to use touchscreen
- Splashproof
- Stores test results
- Scalable for new applications

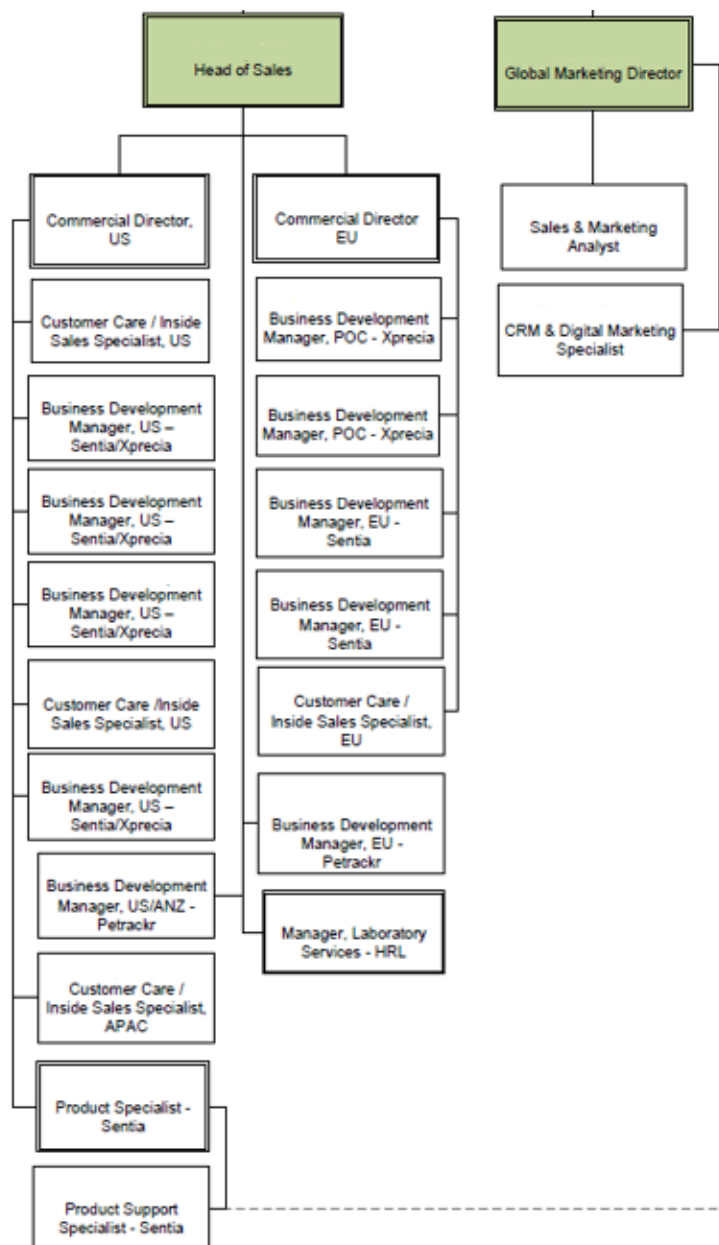
## NEW SALES TEAM – READY TO GO

Following a period of investment in, and achievement of significant product development milestones, UBI has built out its global sales resource as it enters the commercialisation phase. These milestones relate to the Sentia wine testing product and the Xprecia blood coagulation product:

1. Xprecia Prime, the successor to the Xprecia Stride handheld blood testing device, was granted FDA approval in March 2024, Australian TGA approval in 2024 (for both private and clinical use), having received European regulatory approval in 2023.
2. The range of wine testing strips available for the handheld Sentia wine testing product was expanded through 2022-2023 with the introduction of specific Glucose, Fructose, Acetic Acid & Titratable Acid test strips complementing existing FSO2 and Malic Acid test strips, making the adoption of Sentia a more compelling proposition for winemakers.

In May 2024 UBI appointed a new Global Head of Sales based in Pennsylvania, USA. Reporting to the Head of Sales are Commercial Directors in both the USA and Europe to focus on distribution & execution (Appointed July 2024 and October 2023 respectively).

Sales teams in the US and Europe are comprised of direct specialist “Outside” sales teams for each of Xprecia and Sentia who focus on servicing distributors and agents. Individual account management support and customer care is provided by a parallel “Inside” sales resource:



### UBI SALES STRATEGY:

#### COMPENSATION ALIGNED WITH GROWTH

- Focused on new business growth
- Disproportionate focus on new business
- Decreasing compensation for aging business

#### MEASURE KEY PERFORMANCE INDICATORS

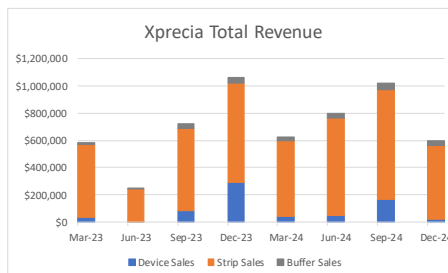
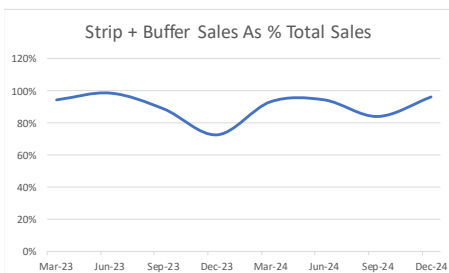
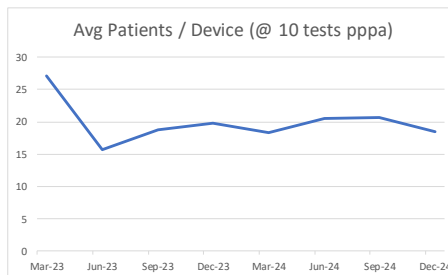
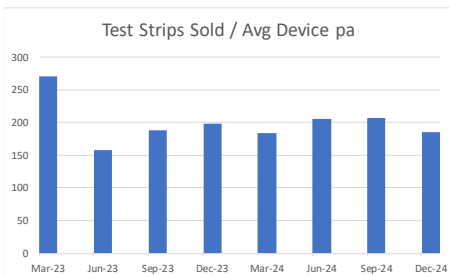
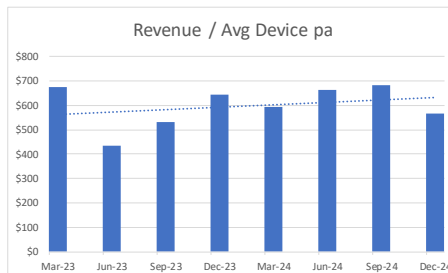
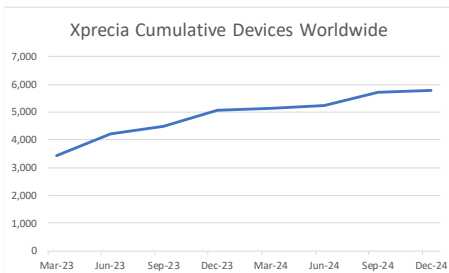
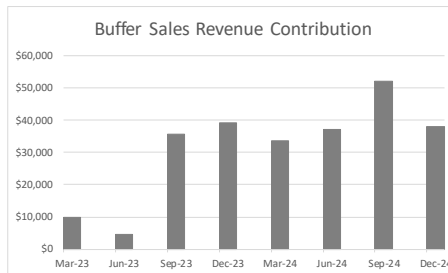
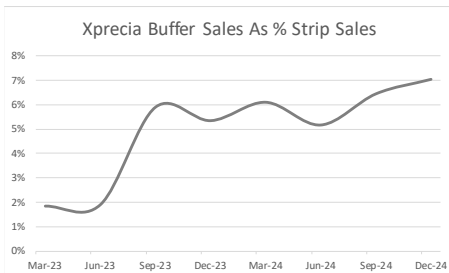
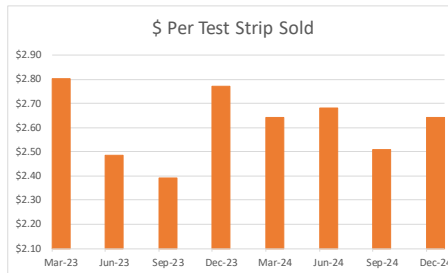
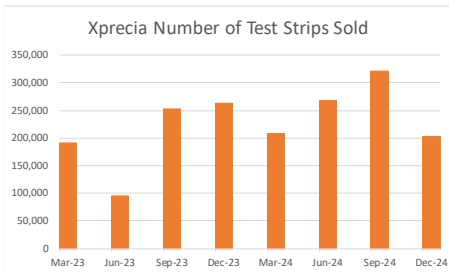
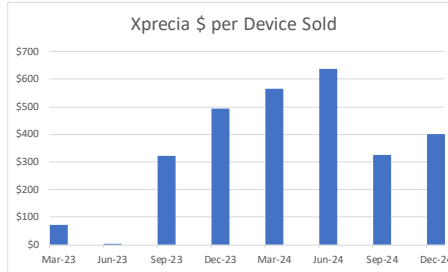
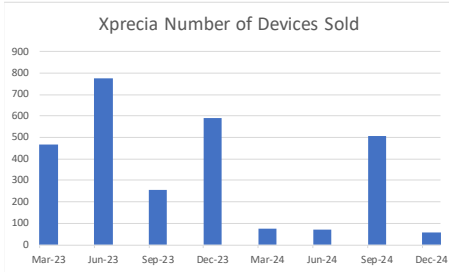
- Calls per week
- New business on calls
- Business growth on accounts called
- “Sales Funnel” management
- CRM Usage
- Distribution management and ride days

#### EMPLOY STRATEGIC SALES TOOLS

- Hub Spot
- Power BI
- S&OP Meeting



## Xprecia - Coagulation PT/INR Testing



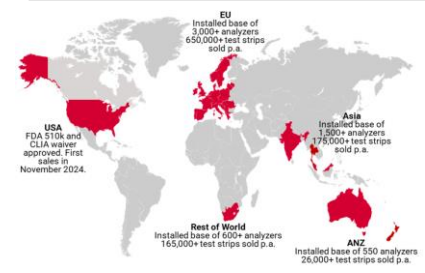
1. Sample application area
2. Strip barcode
3. Test Strip insertion end
4. Test Strip vial barcode



UBI's second generation Xprecia Prime product was approved by the US FDA in March - 2024. The first commercial sales were achieved in Nov - 2024.

**The product now outperforms the market leading product from Roche, CoaguChek in the key 2.0 - 3.5 PT/INR test range, producing results 98% within the allowable laboratory-referenced range compared with 82% for CoaguChek (UBI report to FDA)**

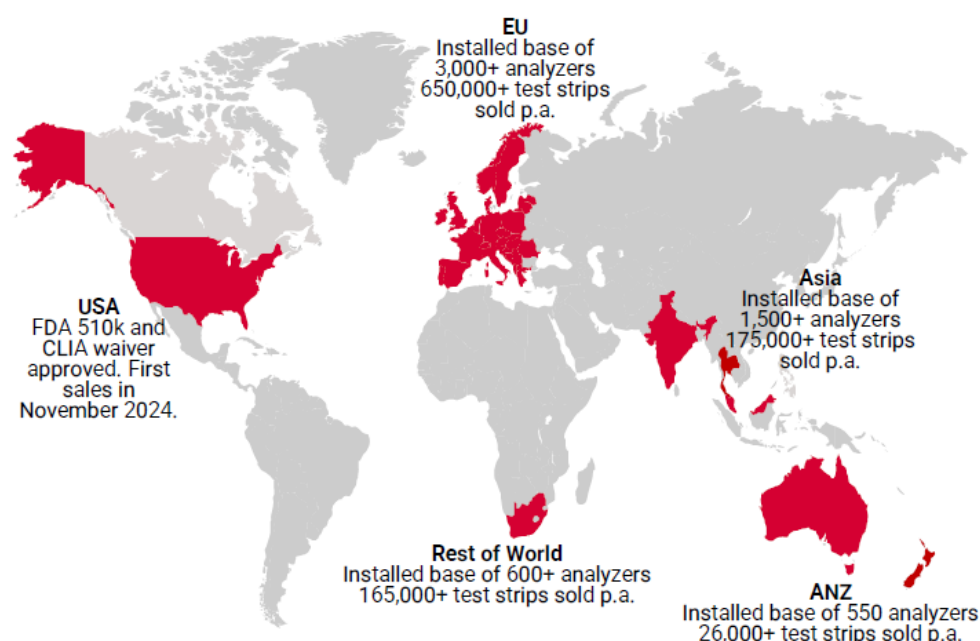
Most current strip sales are to smaller clinics which have less than a couple of hundred patients who test their INR once a month. **There is enormous leverage to larger clinics and hospital customers with the second generation product where they manage over 1,000 patients testing at least once a month.**



## XPRECIA GLOBAL SALES SET TO RAMP UP

UBI's target markets for its Xprecia coagulation management product include Europe, UK, USA, Asia and Australia. UBI's second-generation Prime coagulation product was launched in 2024, succeeding the Xprecia Stride coagulation product which UBI acquired from Siemens in 2019. **Existing Stride customers will remain supported and ultimately transition to the new Prime product when contracts renew.**

UBI has about 5,700 In-Market coagulation devices across 37 countries (see map). We estimate that within UBI's addressable markets in Europe, USA, Australia, Malaysia and Thailand, there are approximately 6\*m patients who currently take warfarin (or its generics) who on average need to test once a month to maintain prescribed PT/INR levels in their blood.

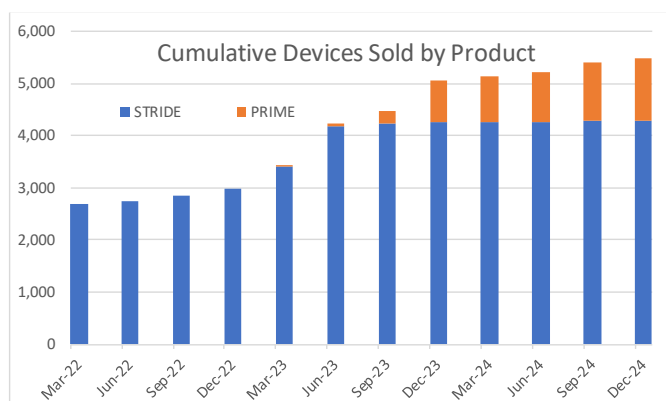
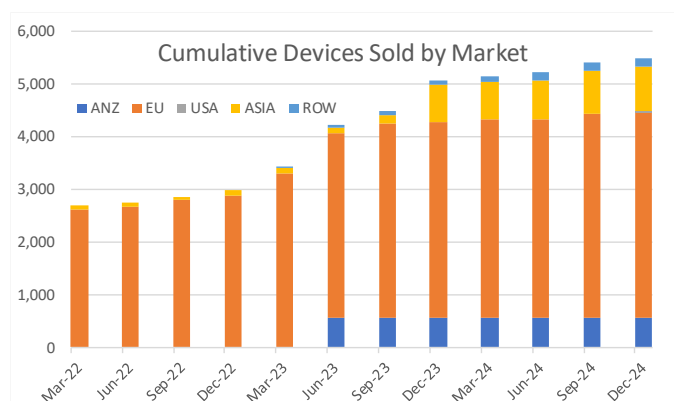


The aim of the product is to measure a patient's PT/INR (Prothrombin Time in International Normalized Ratio) levels and maintain them within the prescribed range. If the INR reading is too high, then the blood is too thin and the patient risks bleeding out. If the INR is too low, then the risk is clotting and increased risk of stroke.

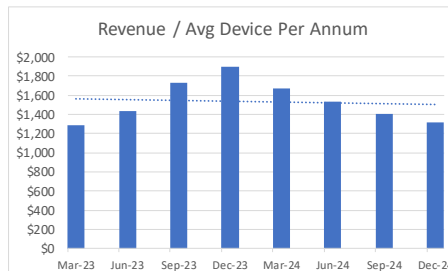
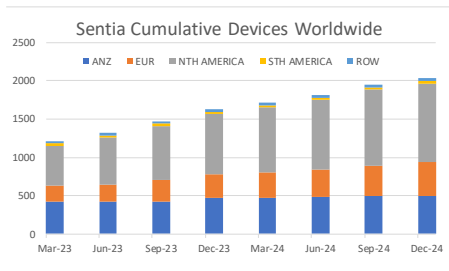
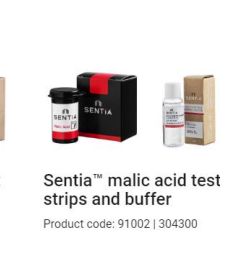
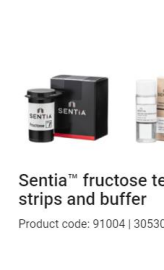
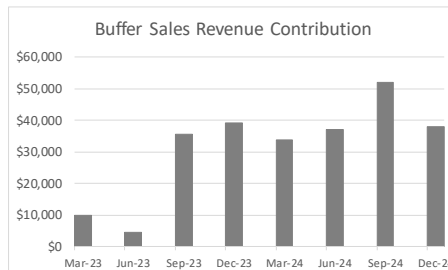
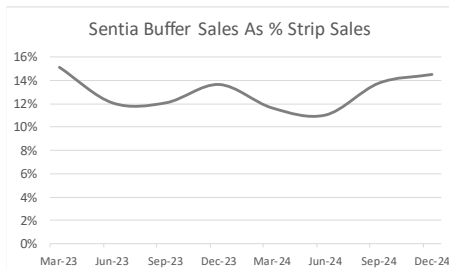
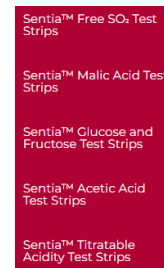
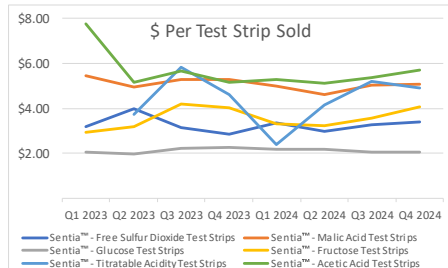
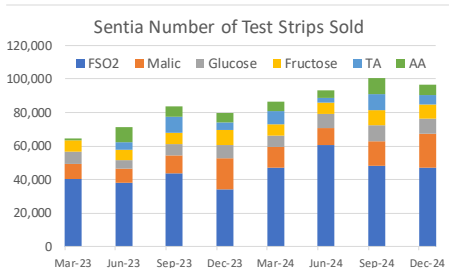
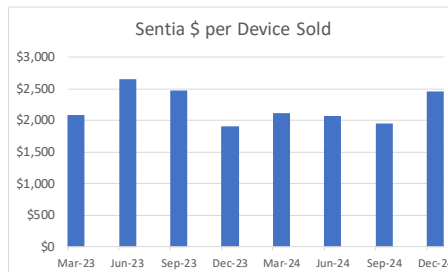
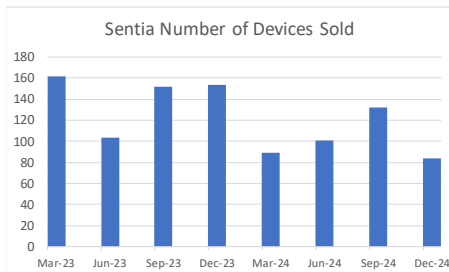
UBI's hand-held Point-Of-Care Xprecia Prime product was approved for use in the USA by the FDA in March 2024 with first commercial sales achieved in November 2024. **The Prime device is clinically superior to the market leading Roche CoaguChek product in the key 2.0 - 3.5 PT/INR test range, producing results 98% within the allowable laboratory-referenced range compared with 82% for the CoaguChek product.**

The overall coagulation market is much larger, however: Over the last ten years, many patients have migrated from warfarin to alternative anticoagulation strategies with patented (and more expensive) drugs such as Johnson & Johnson's Xarelto and Eliquis, which is shared by Bristol Myers Squibb and Pfizer. While these patented alternatives do not require ongoing testing of PT/INR, the cost advantages of warfarin favour its use, especially in markets such as Asia, South Africa, India and potentially China. In addition, warfarin is generally the preferred anticoagulation therapy for patients with mechanical heart valves.

**The following charts show the Xprecia global device fleet by country (LHS) and model (RHS). New Xprecia Prime device sales have been mainly in Asia and Europe, with Australia and USA soon to grow following regulatory approvals. In Europe, sales of Xprecia Prime can leverage off significant existing Stride client relationships, with UBI able to upsell the second generation and better performing Prime device to existing Xprecia Stride customers.**

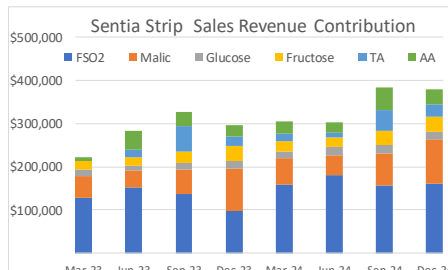
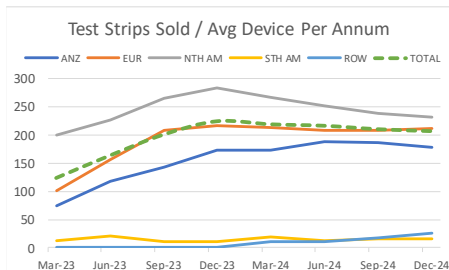


**Sentia - Portable Testing Analyser used by Winemakers to test for Free SO<sub>2</sub>, Malic Acid, GLU/FRU, TA/AA**



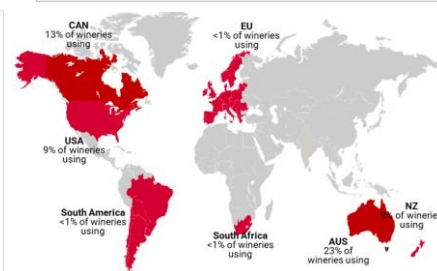
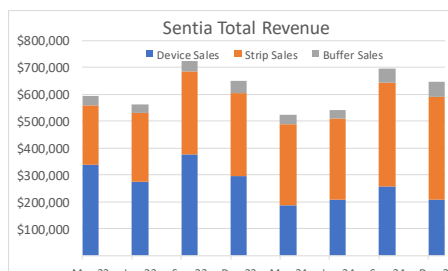
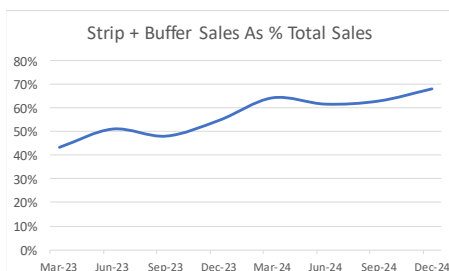
Launched in 2021, Sentia delivers productivity gains allowing testing of wine at the barrel. It is quick, easy to use, and anyone can do it. Sentia replaces cumbersome laboratory setup and the need for winemakers to develop their laboratory skills to test their wine.

**On 5th February 2025, Sentia won a Gold Innovation Award at the prestigious Winzer-Service Fair 2025, the premier industry trade fair in Germany.**



Average Per Device Strip Sales are currently c.200 strips per device per annum. We believe this represents minimum testing levels, where some wineries use in excess of 500 strips pdpa, up to 1,500 - 2,500 for premium producers.

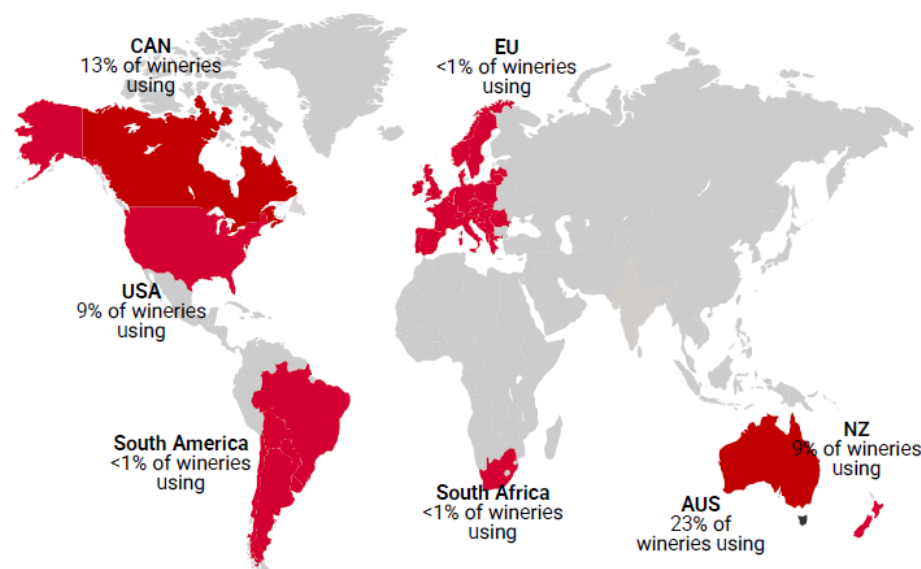
**We believe there is significant upside potential from here and this will be driven by a relatively new sales force in Europe and the US which includes dedicated full time outside sales resource.**





## SENTIA HAND-HELD WINE TESTING SALES STRATEGY

UBI sells handheld electrochemical wine testing devices and testing strips to wineries around the world. It currently has over 2,000 testing devices in the global market,



Region	Devices	Wineries	Share
ANZ	500	2,000	25%
EUR	433	50,000	1%
USA + CAD	1,032	10,700	10%
CH + ARG	31	5,000	1%
ROW (Sth Africa)	34	3,000	1%
TOTAL	2,030		

### LEVERS OF GROWTH:

Increased market-share with more wineries gradually replacing legacy testing procedures with Sentia.

Increased strip use per in-market device as wineries perform more test types.

Increased frequency of use by wineries who are more inclined to test more barrels due to Sentia's efficiency.

The Value proposition for a wine maker to switch to Sentia is that it is **RAPID, EASY TO USE, ACCURATE, WIFI-ENABLED, AUTO-CALIBRATED, CONSTANTLY UPDATED AND SCALABLE.**



Legacy testing kits such as the one pictured (left) test for FSO<sub>2</sub>, Titratable Acidity and pH. Additional tests such as Malic Acid tests can be performed using additional test apparatus, not shown. These testing products are the winemaker's alternative to using expensive external wine testing laboratories. However, this approach requires that winemakers evolve self-laboratory skills, where the process is laborious and very time consuming.

The legacy processes are more complex and depending on the laboratory skills and experience of the person doing the test (usually a winemaker not trained in laboratory work), do not have the repeatability and precision of the Sentia platform.

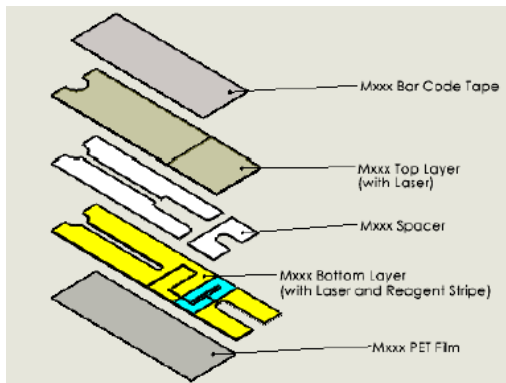
The Sentia platform is handheld. Testing can be performed at the barrel and the results stored directly in the device. Legacy methods involve physical sample collection from barrels and then taking samples to a central vineyard laboratory or office for testing. This is extremely time consuming and a major issue for winemakers who would prefer to be looking after their grapes. **Winemakers need the testing results but have better things to do.**

Sentia was first launched in early 2021 and has achieved an estimated penetration of **25% of Australian wineries and 10% in North America and Canada.** This level of adoption is testament to the quality of the Sentia platform and a bell-weather for its potential in the much larger European markets.

We have considered the **UNIT COST comparisons** with upfront costs of the Sentia device vs a competing aeration oxidation testing laboratory style equipment and the cost per test thereafter. The chemistry set will cost US\$1,000 and US\$1 per test versus US\$2,200 for Sentia and US\$3.50 per Sentia test strip.

**WHILE Sentia is prima facie dearer, and the upfront cost can present a hurdle for some winemakers, Sentia significantly increases productivity.** Testing with Sentia takes a minute and is done at the barrel or tank. Testing using legacy equipment requires sampling, getting to the lab, set-up and clean-up and takes 20 minutes per test all up. It also requires the tester to allocate a dedicated block of time where they are undisturbed for the duration of the process. This is a major issue for some winemakers. The instances of wineries adopting Sentia and then going back to the old methods are low (<5% over the 4-year period since launch).

## FUTURE PRODUCT DEVELOPMENT PIPELINE



### UNIVERSAL STRIP TECHNOLOGY PLATFORM – HOW IT WORKS

- TOP AND BOTTOM LAYERS CONTAIN GOLD AND ARE THEREFORE CONDUCTIVE.
- THE GOLD LAYERS SANDWICH A REAGENT STRIP WHERE THE SAMPLE IS PLACED
- THE REAGENT REACTS WITH THE SAMPLE AND FORMS A COMPOUND THAT CAN CONDUCT ELECTRICITY
- ELECTROCHEMICAL TESTING IS THUS ENABLED THROUGH THE HAND-HELD DEVICE
- THE AMOUNT OF ELECTRICAL CURRENT DETECTED RENDERS THE TEST RESULT

### UBI'S BESPOKE MANUFACTURING FACILITY IS LOCATED IN ROWVILLE, MELBOURNE

- PRODUCT LINES AND TECHNOLOGY ARE PROTECTED BY 42 GRANTED PATENTS
- PATENTS CROSS 11 PATENT FAMILIES COVERING 21 DIFFERENT JURISDICTIONS
- PROVISIONAL PATENTS FOR THE NEW AQUASCOUT WATER TESTING PRODUCT HAVE BEEN FILED ACROSS 7 JURISDICTIONS INCLUDING THE USA
- THE ROWVILLE FACILITY IS A ONE OF A KIND WITH SIGNIFICANT REPLACEMENT VALUE

## PATENTS AND TRADEMARKS

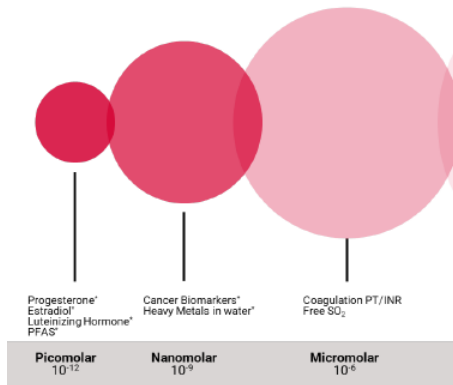


### AQUASCOUT - HAND-HELD WATER TESTING EST A\$2.7BN MARKET

- US GOVT REQUIRES REPLACEMENT OF LEAD PIPES BY 2033 WHICH WILL COSTS \$10'S BNS
- DUE TO AGE OF LEAD PIPE INFRASTRUCTURE, LOCATIONS NOT IDENTIFIED
- RECENT STUDY SHOWS 6% OF UK HOUSES RECORD LEAD LEVELS GREATER THAN THE LEGISLATED LIMITS
- AQUASCOUT AIMING TO ALSO INCLUDE TESTS FOR COPPER, ZINC, IRON, SELENIUM AND CHROMIUM
- NO ACCURATE PORTABLE DETECTION PRODUCT CURRENTLY EXISTS
- **AQUASCOUT BEING LAUNCHED 2025**
- **UTILITY PARTNERSHIP AND RETAIL MODELS UNDER CONSIDERATION**

### NEW TECHNOLOGY INCREASES DETECTION LIMITS

- MOVING INTO NANO- AND PICOMOLAR DETECTION CAPABILITY
- ALLOWS THE PLATFORM TO SENSE AN EXPANDED RANGE OF BIOMARKERS OUTSIDE OF PROTEINS AND SUGARS
- UBI INVESTIGATING RECOGNISED ONCOLOGY BIOMARKERS INCLUDING FOR:
  - PROSTATE CANCER
  - COLORECTAL CANCER
  - NONFATTY LIVER DISEASE, WHERE FRUCTOSE IS A PROMISING INDICATOR
- WORKING WITH UNIVERSITIES, UBI AIMS TO TEST AGAINST LARGER COHORTS BEFORE MOVING INTO THE PRODUCT DEVELOPMENT PHASE



Source: Peloton Capital

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