

# Universal Biosensors, Inc.

## FY2023 Results

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

©Copyright Universal Biosensors 2023.

# Important Disclaimer and Notices

## Presentation and Company

You must read the following notices (Disclaimer) before reading or making any use of this presentation or any information contained in it (collectively, the Presentation). The Presentation is dated 1 March 2024 and has been prepared by Universal Biosensors, Inc. (ARBN 121 559 993) (Company or UBI) in relation to:

- a placement of new chess depository interests (CDIs) over new fully paid ordinary shares in the Company to institutional investors and certain existing securityholders under section 708A of the Corporations Act 2001 (Cth) (**Corporations Act**); and
- a pro rata non-renounceable entitlement offer of new CDIs to existing securityholders of UBI under section 708AA of the Corporations Act as modified by ASIC Corporations (Non-Traditional Rights Issues) Instrument 2016/84 (**Entitlement Offer**),

(**Placement and Entitlement Offer, together the Offer**). The Entitlement Offer is fully underwritten by Viburnum Funds Pty Ltd (**Underwriter**). The Placement is not underwritten.

By receiving the Presentation, you acknowledge that (1) you have read, understood, accepted and satisfied the terms and conditions of this Disclaimer and agree to be bound by the terms and conditions of the Disclaimer, including any modifications to them and (2) you represent that you are not U.S. Person (as defined in Regulation S under the United States Securities Act of 1933, as amended (U.S. Securities Act)) or a resident of the United States, its possessions and territories or the District of Columbia.

## Summary Information

This Presentation contains summary information about the Company and its industry. The information in this Presentation is general background information and does not purport to be complete. It should be read in conjunction with the Company's most recent financial report and the Company's other periodic and continuous disclosure information lodged with the Australian Securities Exchange (ASX), which is available at [www.asx.com.au](http://www.asx.com.au). No attempt has been made to independently verify the information contained in this Presentation. The content of this Presentation is provided as at the date of this Presentation (unless otherwise stated). Reliance should not be placed on information or opinions contained in this Presentation and, subject only to any legal obligation to do so, the Company does not have any obligation to correct or update the content of this Presentation.

## Not Financial Product Advice or Offer

This Presentation does not and does not purport to contain all information necessary to make an investment decision, is not intended as investment or financial advice (nor tax, accounting or legal advice), must not be relied upon as such and does not and will not form any part of any contract or commitment for the acquisition of new CDIs. Any decision to buy or sell securities or other products should be made only after seeking appropriate financial advice. This Presentation is of a general nature and does not take into consideration the investment objectives, financial situation or particular needs of any particular investor. Any investment decision should be made solely on the basis of your own enquiries. Before making an investment in the Company, you should consider whether such an investment is appropriate to your particular investment objectives, financial situation or needs. The Company is not licensed to provide financial product advice in respect of its shares or CDIs.

This Presentation is for information purposes only and is not a prospectus, pathfinder document, product disclosure statement, disclosure document or other offer document under Australian law or any other law, and will not be lodged with the Australian Securities and Investments Commission or any other foreign regulator. This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States, its possessions and territories or the District of Columbia, and may not be distributed, reproduced, published or released, in whole or in part, directly or indirectly, in the United States, its possessions and territories or the District of Columbia or any jurisdiction in which such an offer would be illegal, or to, or for the account or benefit of, any U.S. Person (as defined in Regulation S under the U.S. Securities Act) or to any resident of the United States, its possessions and territories or the District of Columbia or to any other person to whom, such an offer would be illegal. The new CDIs to be offered and sold under the Offer have not been and will not be registered under the U.S. Securities Act, or under the securities laws of any state or other jurisdiction of the United States. Accordingly, the new CDIs may not be offered or sold, directly or indirectly, in or into the United States, its possessions and territories or the District of Columbia or to, or for the account or benefit of, a U.S. Person or resident of the United States, its possessions and territories or the District of Columbia except in compliance with the registration requirements of the U.S. Securities Act and any other applicable securities laws of any state or other jurisdiction of the United States (which the Company has no obligation or intention to do or procure) or pursuant to an exemption from, or in a transaction exempt from or not subject to, such registration requirements and any other applicable securities laws. Hedging transactions involving the new CDIs may not be conducted unless in compliance with the U.S. Securities Act and applicable state securities law. In addition, the new CDIs to be offered and sold under the Offer will only be offered and sold to eligible securityholders in Australia, and New Zealand in "offshore transactions" (as defined in Regulation S under the U.S. Securities Act) in reliance on Regulation S under the U.S. Securities Act. There will be no public offer of securities (including the new CDIs) in the United States.

No part of this Presentation may be reproduced, distributed or transmitted in any form or by any means without the prior written permission of the Company. 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.

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

©Copyright Universal Biosensors 2023.

# Important Disclaimer and Notices

## Forward-Looking Statements and Risks

This Presentation contains certain forward-looking or hypothetical statements. The statements contained in this presentation that are not purely historical are forward-looking statements within the meaning of the U.S. Securities Exchange Act of 1934, as amended. Forward-looking statements in this presentation include statements regarding our expectations, beliefs, hopes, intentions or strategies. You can identify these forward-looking statements by the fact that they use words such as "anticipate", "estimate", "expect", "project", "should", "can", "could", "propose", "potential", "outlook", "future", "illustration", "predict", "will", "would", "intend", "plan", "believe", "target", "may", "assume" and other words and terms of similar meaning in connection with any discussion of future operating or financial performance. All forward-looking statements included in this presentation are based upon information available to us as of the date hereof, and are based on assumptions and contingencies that are subject to change without notice and involve known and unknown risks and uncertainties and other factors that are beyond the control of the Company, its directors and management. Forward-looking statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Actual results, performance or achievements may differ materially from those expressed or implied in such statements and any projections and assumptions on which these statements are based. Readers are cautioned not to place undue reliance on forward-looking statements and except as required by law or regulation, none of the Company, its representatives or advisers assume any obligation to update any such forward-looking statement as a result of new information, future events or otherwise. No representation or warranty, express or implied, is made as to the accuracy, likelihood of achievement or reasonableness of any forecasts, prospects, returns or statements in relation to future matters contained in this Presentation. Our actual results could differ materially from our current expectations. Factors that could cause actual results to differ materially from our current expectations include but are not limited to: the success of research and development activities, decisions by regulatory authorities regarding approval of our products, UBI's ability to protect its patents and other intellectual property, difficulties or delays in manufacturing, the ability to successfully market new and existing products, competitive developments affecting our products, fluctuations in interest and currency exchange rates, distribution, pricing, reimbursement, acquisitions or divestitures, litigation or government investigations and legislation or regulations that affect product production. All forward-looking statements included in this Presentation are qualified in their entirety by the cautionary statements that UBI makes from time to time in its filings with the United States Securities and Exchange Commission and public communications. The Company is subject to a number of risks that may result in our actual results differing materially from our current expectations. These risks may be out of the control of, and unknown to, UBI and its officers, employees, advisors or agents. 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 and the Australian Securities Exchange, and the "Risk Factors" summarized in Appendix B of this Presentation.

## Past Performance and Financial Information

Past performance information given in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance. Actual results could differ materially from those referred to in this Presentation. All dollar values are in Australian dollars (AUD\$) unless otherwise stated. This Presentation contains pro forma and forecast financial information. The pro forma and forecast financial information provided in the Presentation is for information purposes only and is not represented as an indication of the Company's actual or future financial position. In addition, certain figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Therefore, the actual calculation of these figures may differ from the figures set out in the Presentation.

## Photographs, Diagrams and Industry Data

Photographs in this Presentation which do not have descriptions are used for illustration only and should not be interpreted to mean that any person shown endorses this Presentation or its contents or that the assets shown are owned by the Company. Diagrams in this Presentation have been prepared by the Company, are illustrative only and may not be drawn to scale. Unless stated otherwise, all data contained in tables, charts and graphs is based on information available at the date of this Presentation. This Presentation contains industry and market data and statistics, third party estimates and other information (including industry forecasts and projections). The Company has not independently verified the industry data included in this Presentation.

## Investment Risk

An investment in Company is subject to investment risks including possible loss of income and principal invested. Company does not guarantee any particular rate of return or the performance of Company. Recipients should read the risks set out in the Company's most recent Form 10-K filed with the United States Securities and Exchange Commission and the Australian Securities Exchange for a non-exhaustive summary of the key risks that may affect Company and its financial and operating performance. See further the "Risk Factors" in Appendix B of this Presentation.

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

©Copyright Universal Biosensors 2023.

# Important Disclaimer and Notices

## Disclaimer

To the maximum extent permitted by law, the Company and the Underwriter and their respective related bodies corporate and affiliates, and their respective officers, directors, employees, representatives, agents, consultants and advisers: (i) disclaim all responsibility and liability (including, without limitation, any liability arising from fault, negligence or negligent misstatement) for any loss arising from this Presentation or reliance on anything contained in or omitted from it or otherwise arising in connection with this Presentation; (ii) disclaim any obligations or undertaking to release any updates or revision to the information in this Presentation to reflect any change in expectations or assumptions; (iii) do not make any representation or warranty, express or implied, as to the accuracy, reliability, completeness of the information in this Presentation or that this Presentation contains all material information about the Company or that a prospective investor or purchaser may require in evaluating a possible investment in the Company or acquisition of CDIs in the Company, or likelihood of fulfilment of any forward-looking statement or any event or results expressed or implied in any forward-looking statement; and (iv) expressly disclaim any fiduciary relationship between them and the recipients of this Presentation or the participants in the Placement or Entitlement Offer.

No recommendation is made as to whether any person should participate in the Placement or Entitlement Offer. You acknowledge and agree that determination of eligibility of investors for the purposes of the Placement and Entitlement Offer is determined by reference to a number of matters, including legal and regulatory requirements, logistical and registry constraints and the discretion of the Company and the Underwriter and each of the Company and the Underwriter (and their respective related bodies corporate, affiliates, officers, directors, employees, representatives, agents, consultants or advisers) disclaim any duty or liability (including for negligence) in respect of the exercise or otherwise of that discretion, to the maximum extent permitted by law. Each recipient, by accepting this Presentation, expressly disclaims any fiduciary relationship and the recipient agrees that it is responsible for making its own independent judgments with respect to any matters contained in this Presentation and agrees that it waives, and will not take action in relation to, any rights it may have against the Company in relation to this Presentation.

The distribution of this Presentation in jurisdictions outside Australia may be restricted by law. Persons who come into possession of this Presentation who are not in Australia should seek independent professional advice and observe any such applicable restrictions.

To the extent that any of the above paragraphs may be construed as being in contravention of any applicable law, such paragraph shall be read down, severed and the remaining paragraphs shall continue to have full force and effect.

## Securities and Distribution Limited

Under applicable United States securities laws all of the New CDIs are "restricted securities" as that term is defined in Rule 144 under the U.S. Securities Act. Restricted securities may be resold to a U.S. Persons, as defined in Regulation S under the U.S. Securities Act, 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 securities for resale by security holders. Distribution or release of this Presentation outside Australia may be restricted by law and such restrictions should be observed. Persons who come into possession of this Presentation who are not in Australia should seek advice on and observe any such restrictions. Any person into whose possession this presentation comes should inform themselves about, and observe, any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

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

©Copyright Universal Biosensors 2023.



ersonal use only

# Capital Raise

---

UBI intends to raise approximately \$12.5m of capital.

The structure of the capital raise is designed to give existing shareholders the opportunity to support the company's growth ambitions and participate in UBI's future at an attractive price. The structure includes a:

- \$10 million non-renounceable Rights Issue; and
- Up to \$2.5m in an institutional placement; and
- For every CDI's issued shareholders will receive a Free Option with an exercise price of \$0.20 (refer next slide)

The capital will be used to support UBI's:

- working capital requirement (to support the expected inventory build and growth in sales);
- ongoing product development;
- operating losses in the shorter term; and
- Ongoing costs associated with the approval of Xprecia Prime in the USA.

Note 1. Refer to UBI's ASX Announcement of 1 March 2024 for further details regarding the proposed underwriting terms

---

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

©Copyright Universal Biosensors 2023.

# Capital Raise

## Details

UBI intends to raise capital via:

- A \$10 million non-renounceable Rights Issue of 1 New CDI for every 2.55 existing CDIs held at the record date @ \$0.15 per CDI,
  - Securityholders will also receive 1 free attaching Option for every CDI acquired under the Rights Issue:
    - exercisable at \$0.20; and
    - expiring 36 months from the issue date.
- A \$2.5 million Private Placement (circa 16.6m CDIs) to institutional investor(s) on the same terms and conditions as the Rights Issue.

UBI has received a binding commitment from substantial shareholder Viburnum Funds Pty Ltd (associated with Non-Executive Director Craig Coleman) to fully underwrite the Rights Issue up to \$10m<sup>1</sup>.

The above is subject to legal sign off and final documentation and the approval of UBI stockholders to increase the number of authorized shares of UBI common stock available for issuance. The terms may vary.

No securityholders of UBI who with a registered address outside of Australia or New Zealand, or who are, or who are acting for the benefit of U.S. Persons will be invited or permitted to participate in the Rights Issue or Private Placement or purchase securities sold in the Rights Offer or Private Placement.

Note 1. Refer to UBI's ASX Announcement of 1 March 2024 for further details regarding the proposed underwriting terms

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

©Copyright Universal Biosensors 2023.

# Highlights

Year-on-year (2023 v 2022)

## Income Statement

\$m	2023	2022
<b>Revenue</b>		
Revenue from products	5.64	3.38
Revenue from services	0.99	1.15
Total revenue	6.63	4.52
<b>Operating costs and expenses</b>		
Cost of goods sold	2.03	1.39
Cost of services	0.32	1.00
Total costs of goods sold and services	2.35	2.39
<b>Gross profit</b>	4.28	2.14
<b>Other operating costs and expenses</b>		
Product support	0.15	0.09
Depreciation and amortization	0.96	2.65
Research and development	4.97	12.29
Selling, general and administration	14.88	10.98
Total other operating costs and expenses	20.96	26.02
Loss from operations	(16.68)	(23.88)
<b>Other income/(expense)</b>		
Interest income	0.73	0.38
Interest expense	(0.02)	(0.02)
Financing costs	(0.16)	(0.20)
Research and development tax incentive	3.50	4.76
Exchange gain/(loss)	(0.03)	(0.12)
Other income	5.92	0.18
Total other income	9.94	4.99
<b>Net profit/(loss) before tax</b>	(6.74)	(18.89)
Impairment of assets / write back	-	(11.01)
Income tax benefit/(expense)	-	3.05
<b>Net profit/(loss)</b>	(6.74)	(26.85)

All figures are in AUD, m = million

## Sales

Up 47%

## Gross Profit

Up 100%

## Sentia Sales

Up 150%

## R&D Expense

Down 60%

## Net Loss

Down 75%

## Expenses

Down 19%

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

©Copyright Universal Biosensors 2023.

ersonal use only

# Highlights

Half-on-half (H2 2023 v H1 2023)

## Income Statement

\$m	H2 2023	H1 2023
<b>Revenue</b>		
Revenue from products	3.35	2.29
Revenue from services	0.68	0.31
Total revenue	4.03	2.60
<b>Operating costs and expenses</b>		
Cost of goods sold	1.26	0.77
Cost of services	0.17	0.14
Total costs of goods sold and services	1.44	0.91
<b>Gross profit</b>	2.60	1.69
<b>Other operating costs and expenses</b>		
Product support	0.09	0.06
Depreciation and amortization	0.50	0.46
Research and development	1.82	3.16
Selling, general and administration	7.91	6.97
Total other operating costs and expenses	10.32	10.65
Loss from operations	(7.72)	(8.96)
<b>Other income/(expense)</b>		
Interest income	0.34	0.39
Interest expense	(0.00)	(0.02)
Financing costs	(0.06)	(0.09)
Research and development tax incentive	2.39	1.10
Exchange gain/(loss)	(0.01)	(0.02)
Other income	0.71	5.21
Total other income	3.37	6.57
<b>Net profit/(loss) before tax</b>	(4.35)	(2.39)
Impairment of assets / write back	-	-
Income tax benefit/(expense)	-	-
<b>Net profit/(loss)</b>	(4.35)	(2.39)

All figures are in AUD, m = million

## Sales

Up 55%

## Gross Profit

Up 54%

## Xprecia Sales

Up 116%

## HRL Sales

Up 124%

## R&D Expense

Down 42%

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

©Copyright Universal Biosensors 2023.



# Highlights

Same time last year (H2 2023 v H2 2022)

## Income Statement

\$m	H2 2023	H2 2022
<b>Revenue</b>		
Revenue from products	3.35	1.02
Revenue from services	0.68	0.42
<b>Total revenue</b>	<b>4.03</b>	<b>1.44</b>
<b>Operating costs and expenses</b>		
Cost of goods sold	1.26	0.34
Cost of services	0.17	0.21
<b>Total costs of goods sold and services</b>	<b>1.44</b>	<b>0.55</b>
<b>Gross profit</b>	<b>2.60</b>	<b>0.89</b>
<b>Other operating costs and expenses</b>		
Product support	0.09	0.06
Depreciation and amortization	0.50	1.26
Research and development	1.82	5.97
Selling, general and administration	7.91	6.31
<b>Total other operating costs and expenses</b>	<b>10.32</b>	<b>13.59</b>
Loss from operations	(7.72)	(12.69)
<b>Other income/(expense)</b>		
Interest income	0.34	0.34
Interest expense	(0.00)	(0.00)
Financing costs	(0.06)	(0.14)
Research and development tax incentive	2.39	2.78
Exchange gain/(loss)	(0.01)	(0.07)
Other income	0.71	0.08
<b>Total other income</b>	<b>3.37</b>	<b>2.98</b>
<b>Net profit/(loss) before tax</b>	<b>(4.35)</b>	<b>(9.71)</b>
Impairment of assets / write back	-	(11.01)
Income tax benefit/(expense)	-	3.05
<b>Net profit/(loss)</b>	<b>(4.35)</b>	<b>(17.68)</b>

All figures are in AUD, m = million

## Sales

Up 180%

## Gross Profit

Up 190%

## Sentia Sales

Up 217%

## Xprecia Sales

Up 203%

## R&D Expense

Down 70%

## Expenses

Down 24%

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

# Highlights

## Balance Sheet FY 2023

### Balance Sheet

\$m	31 Dec 2023	31 Dec 2022
<b>Assets</b>		
Cash and cash equivalents	10.28	26.50
Inventories	4.38	3.14
Trade receivable	2.13	0.97
Prepayments & other current assets	5.21	6.06
<b>Total current assets</b>	<b>22.00</b>	<b>36.67</b>
Property, plant and equipment	4.85	4.58
Restricted cash	0.32	0.32
Other non-current assets	2.80	4.57
<b>Total non-current assets</b>	<b>7.97</b>	<b>9.47</b>
<b>Total assets</b>	<b>29.97</b>	<b>46.14</b>
<b>Liability</b>		
Trade and other payables	3.30	6.16
Other liabilities	2.65	6.92
<b>Total current liabilities</b>	<b>5.95</b>	<b>13.08</b>
Asset retirement obligations	1.21	2.92
Lease liability	3.23	4.00
Other liabilities	0.08	0.05
<b>Total non-current liabilities</b>	<b>4.52</b>	<b>6.97</b>
<b>Total liabilities</b>	<b>10.47</b>	<b>20.05</b>
<b>Net Assets</b>	<b>19.50</b>	<b>26.09</b>

All figures are in AUD, m = million

### Highlights include:

\$10.60m of cash on hand

Cash movements during the year

- New product development - non recurring (\$3.5)
- Capex - non recurring (\$1.5)
- Inventory / working capital investment (\$3.5)
- Net operating expenses (\$7.7)

Inventory build-up to support increased sales and marketing activities.

Note 1: Net of R&D costs and rebate

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

©Copyright Universal Biosensors 2023.

# Universal Biosensors

## Highlights & recap

UBI is a world leader in electrochemical technology. UBI:

- Has **11 revenue generating assets** delivering over a million tests to thousands of customers around the world. 6 of those revenue generating assets were launched in market during 2023
- Is delivering
  - strong sales growth across the portfolio. **First \$1m+ sales month in December 2023**
  - Increased gross margins
  - Lower costs
- Has invested more than \$200m developing its world leading technology platform and manufacturing infrastructure. We have the capacity to manufacture 70m+ strips per year (without any further capex)
- Has numerous outstanding product development opportunities
- Has \$10.6m cash as at 31 December 2023



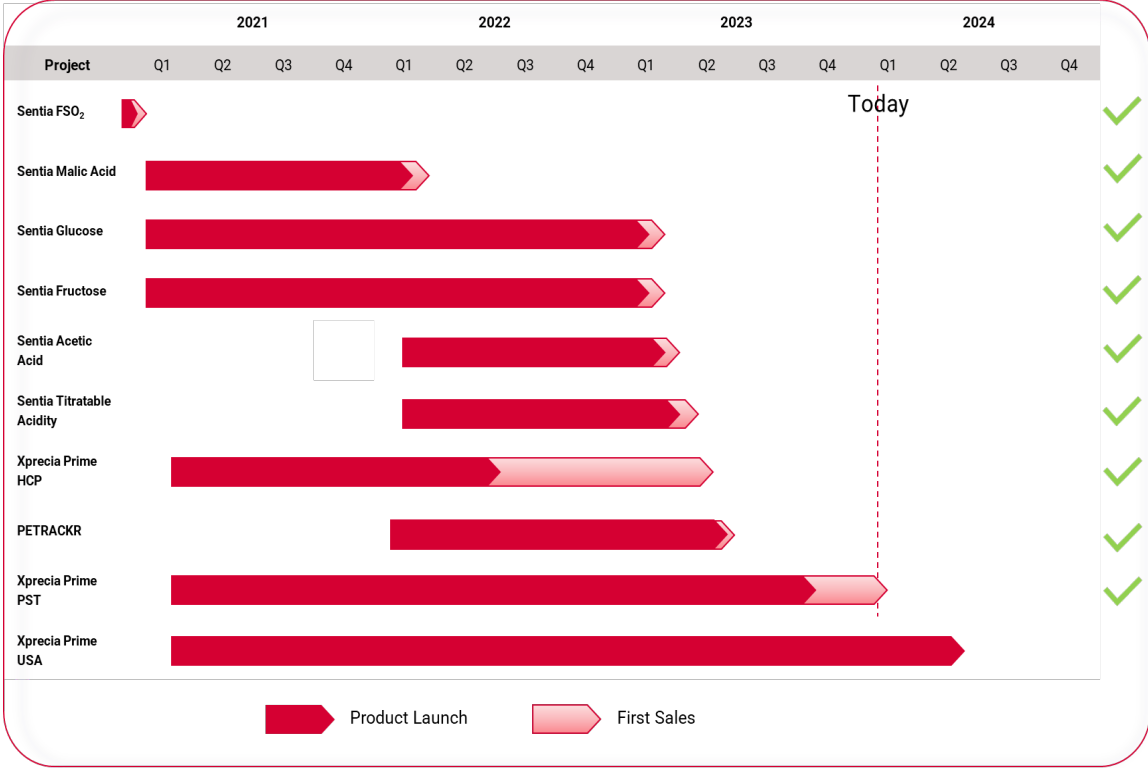
Placing the universal power of biosensors into the hands of those who need it

# Universal Biosensors

Six new products delivered in last 12 months

UBI's 11 revenue generating assets include:

- A portfolio of 6 products on its Sentia wine testing platform
  - for hospital and clinical use, and
  - Patient Self-Testing
- The legacy Xprecia Stride PT/INR coagulation product
- The veterinary diabetes product PETRACKR; and
- Laboratory testing services business, HRL



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

©Copyright Universal Biosensors 2023.



Personal use only

# Universal Biosensors

## Sentia

Sentia is a hand-held, portable testing device which will **change the nature of laboratory testing** in the wine industry.

Sentia delivers **medical grade** biosensor technology to the wine industry.

Sentia accurately and precisely measures the 6 key compounds in wine;

1. Free SO<sub>2</sub>
2. Glucose
3. Fructose
4. Malic Acid
5. Acetic Acid
6. Titratable Acidity

Sentia delivers **significant cost savings** and productivity gains to the global wine industry.

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

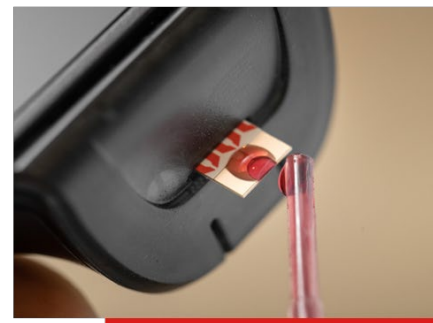
©Copyright Universal Biosensors 2023.



01. Easy-to-follow prompts



02. At-barrel convenience



03. Only small sample drop required



04. 30 second result

ersonal use only

# Business update

## Sentia

All six tests have been available for sale on the Sentia platform from Q2 2023.

Test strip sales grew:

- **257%**, H2 2023 vs H2 2022 (same time last year)
- **252%**, 2023 vs 2022

Device sales grew:

- **206%**, H2 2023 vs H2 2022 (same time last year)
- **57%**, 2023 vs 2022

Average strips used per device grew **54%** (End 2023 vs End 2022)<sup>1</sup>

Estimated Sentia market penetration of wineries (measured by devices owned by wineries):

- Australia: 18 %
- New Zealand: 7 %
- USA: 7 %
- Canada: 10 %
- Rest of world: 0.5 %



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

©Copyright Universal Biosensors 2023.

**Note 1:** Calculation based off devices sold into market by distributors and direct sales more than 12 months ago and test strips subsequently purchased by the device owners.

# Universal Biosensors

## Xprecia

Installed base of Xprecia products over 6,000 units throughout the world and sold in 36 countries.

Xprecia Stride is UBI's first generation coagulation PT/INR monitoring device. Launched by Siemens in 2015 and UBI took over the distribution in H1 2021.

Xprecia Prime is UBI's second generation device:

- European approval received on 24 February 2022 with first sales H1 2022.
- Current US FDA 510k submission under review with feedback expected Q1 2024.

	UBI: Xprecia Prime	iLine: MicroINR Link	Roche: CoaguChek INR	Roche: CoaguChek Pro II	Lumira: LumiraDX	qLab: Electrometer PIUs
Sample Volume (µL)	8 ✓	3	8	8	8	10
Units	INR & SEC ✓	INR	INR	INR, SEC, %	INR	INR & SEC
Measuring Range	0.8 – 8.0 ✓	0.8 – 6.0	0.8 – 6.0	0.8 – 8.0	0.8 – 7.5	0.5 – 8.0
Measuring Technology	Electrochemical ✓	Microfluidic	Electrochemical	Electrochemical	Fluorescence	Microfluidic
Accuracy vs reference (slope, intercept, r <sup>2</sup> )	0.96 - 0.09 - 0.94 ✓	1.04 - 0.03 - 0.94	0.98 - 0.1 - 0.83	1.075 - -0.1 - 0.94	0.96 - 0.01 - 0.94	1.00 - -0.08 - 0.96
Touchscreen	Yes ✓	No	No	Yes	Yes	Yes
Data Communication	Wired / Wireless ✓	Wired	Wired / Wireless	Wireless	Wireless	Wireless
Power	Rechargeable ✓	Rechargeable	4 AAA Batteries	Rechargeable	Rechargeable	Rechargeable
Safe Test Ejection	Yes ✓	No	No	No	No	No
Test Memory	2000 ✓	199	400	2000	1000	-
Price	<< \$600	\$600	\$600 - \$850	\$900 - \$1450	-	-

Note: All figures in USD.

Source: iLine, Roche, Lumira, Micropoint product information web sites



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

©Copyright Universal Biosensors 2023.



# Business update

## Xprecia

Test strip sales grew by:

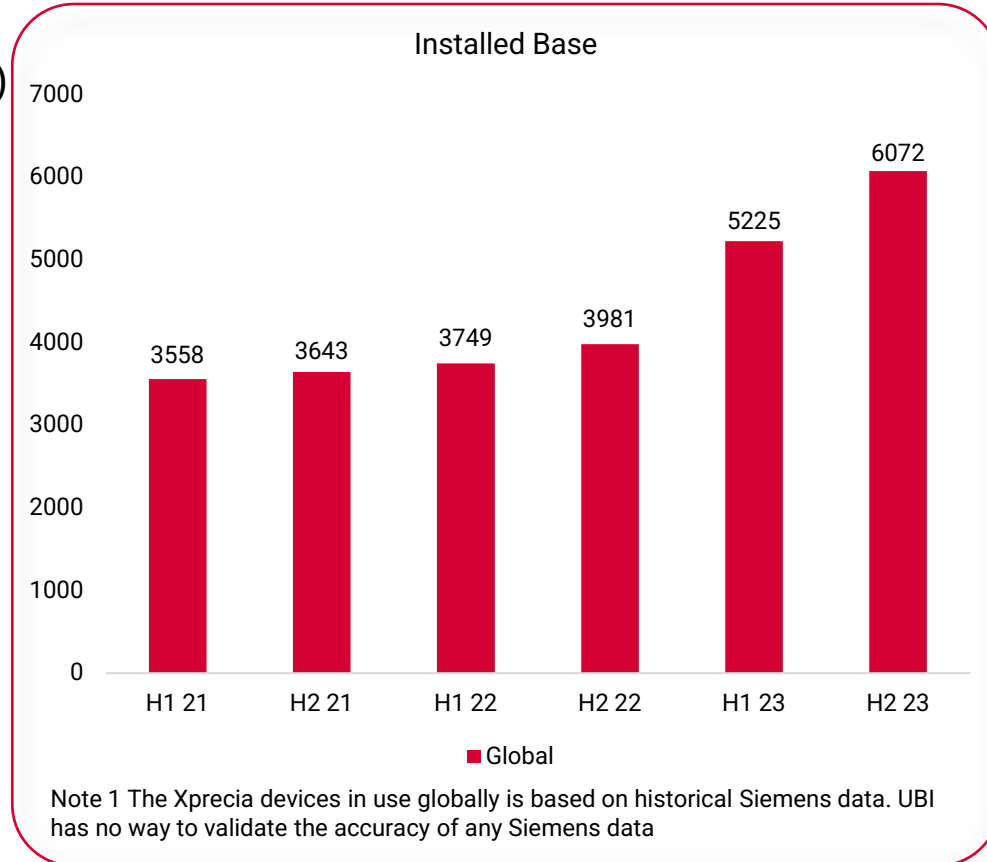
- 80% on a half-on-half basis (H2 2023 vs H1 2023)
- 130%, H2 2023 vs H2 2022 (same time last year)

2,091 new Xprecia devices delivered into global markets (xUSA) in 2023 (53% increase in global installed base<sup>1</sup>).

Approval of “Xprecia Prime 4U” Patient Self-Testing device under IVDR in 32 Countries in October 2023.

Initial India Patient Self-Testing device order of over 400 units in December 2023.

Large European and USA deals in negotiation.



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

©Copyright Universal Biosensors 2023.



# Universal Biosensors

## Petrackr

Petrackr is UBI's blood glucose monitoring product for dogs and cats with diabetes globally.

Petrackr was launched in May 2023.

Blood glucose monitoring in companion animals (dogs and cats) with diabetes is a growing market and is estimated to be \$300 million AUD p.a.

The market is growing at 12% p.a.

	PETRACKR	AlphaTRAK 3	AlphaTRAK 2
No coding test strips – auto-calibrated for cats and dogs	Y	N	N
Mid control solution optional	Y	N	N
In-range indicator	Y	N	N
Strip eject button	Y	N	N
Colour screen	Y	N	N
Results stored in analyzer	600	500	250
Pet activity logging	Y	Y	N
Time to results	5 seconds	5 seconds	10 seconds
Easy data download and sharing	Y	Y	N
Mobile App	Y (Extensive Features)	Y	N
Bluetooth enabled	Y	Y	N
Meets ISO15197:2013 – Human quality standard	Y	Y	N
Strip turns on meter	Y	Y	Y
Animal use	Cats, Dogs	Cats, Dogs	Cats, Dogs



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

# Business update

## Petrackr

---

Sales revenue of \$500k since May 23.

10 Petrackr distribution agreements signed in:

- USA
- Canada
- Australia
- New Zealand; and
- United Kingdom

15+ distribution agreements in negotiations across North America, Europe and Asia Pacific including a large global opportunity.



---

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

©Copyright Universal Biosensors 2023.

# Business update

## HRL

---

Sales grew:

- **105%** on a half-on-half basis (H2 2023 vs H1 2023)
- **34%** H2 2023 vs H2 2022 (same time last year)

The recent restructure of the HRL business appears to be delivering results and sales are improving.

HRL received a CLIA Waiver Certificate of Registration in August 2023 as issued by the Department of Health and Human Services USA. The CLIA Waiver accreditation is expected to present significant opportunities for USA-based clients to commission HRL to perform laboratory testing and as such deliver sales growth.

---

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

©Copyright Universal Biosensors 2023.

# Technology update

## Current products & opportunities

### Wine Analysis

- ✓ FSO<sub>2</sub>
- ✓ Glucose
- ✓ Fructose
- ✓ Malic Acid
- ✓ Acetic Acid
- ✓ Titratable Acidity
- Alcohol



### Human Oncology

- T Antigen
- PSA
- CEA
- PCA3



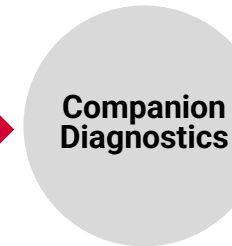
### Veterinary

- Pregnancy
- Cortisol
- Ketones



### Human Companion Diagnostics

- Oncology
- Other



### Sensing

- PFAS
- Heavy Metals (Lead etc)
- Organic Compounds



### Human Fertility

- Estradiol
- Luteinizing Hormone
- Progesterone



### Human PT/INR

- ✓ Professional
- ✓ PST



### Veterinary Diabetes

- ✓ Blood Glucose Monitoring



### Legend

- ✓ Product in market
- In Development
- Under Investigation

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

©Copyright Universal Biosensors 2023.



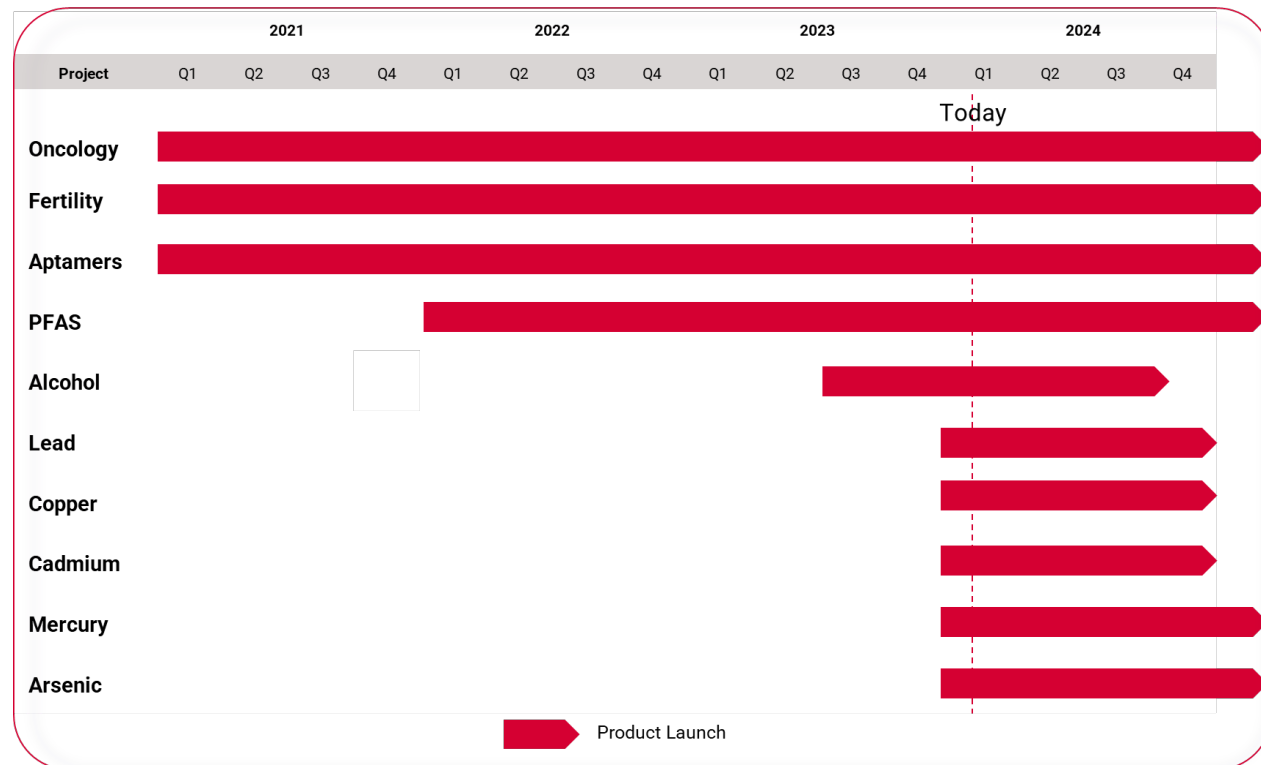
Personal use only

# Technology update

## Product development

UBI continues to invest a prudent and targeted level of resources into the development of new products and technologies across various industries:

- Sentia Alcohol
- Heavy metals including Lead, Copper, Chromium, Arsenic, Iron and Mercury
- Aptamers
- Oncology
- Fertility; and
- PFAS



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

©Copyright Universal Biosensors 2023.

# Technology update

## Lead & Heavy Metals detection

UBI's has identified a significant market opportunity in detecting heavy metals and other impurities in water.

The opportunity uses UBI's existing infrastructure and technology and is low cost.

UBI is completing proof of concept for Lead and Copper sensors.

Metal	Percentage	Market Size (AUD)	Number of Tests
Lead	30%	\$1.62b	53.98m
Arsenic	28%	\$1.51b	50.38m
Mercury	20%	\$1.08b	35.98m
Cadmium	11%	\$0.59b	19.79m
Other	11%	\$0.59b	19.79m
<b>Total</b>	<b>100%</b>	<b>\$5.40b</b>	<b>179.92m</b>

Sources

<https://www.marketsandmarkets.com/Market-Reports/heavy-metal-testing-market-10698821.html>

<https://gqresearch.com/product/global-heavy-metals-testing-market/>

<https://www.reportsanddata.com/report-detail/heavy-metal-testing-market>

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

©Copyright Universal Biosensors 2023.

# Corporate Overview

## Capital Structure

ASX Code	UBI
Share Price (at 28 Feb 2024)	\$0.15
Shares on Issue (m)	212.37
Options & Performance Rights (m)	21.08
Market Capitalisation (m)	\$31.86
Cash in Bank (at 1 Jan 2024) (m)	\$10.60
Top 20 Shareholders	61%

## Share Price



## Board/Management

Graham McLean	Craig Coleman	Judith Smith	David Hoey	John Sharman
<b>Non-Executive Chairman</b>	<b>Non-Executive Director</b>	<b>Non-Executive Director</b>	<b>Non-Executive Director</b>	<b>CEO</b>
<ul style="list-style-type: none"> <li>Experienced senior executive in the medical technology industry in Australia, Asia and US, most recently with Stryker Corporation ('Stryker') as President Asia Pacific from 2017 to 2020.</li> <li>Director Suicide Prevention Australia and CleanSpace Holdings (ASX:CSX).</li> </ul>	<ul style="list-style-type: none"> <li>Experienced investment and funds management executive.</li> <li>Executive Chairman of Viburnum Funds, an Australian-based specialist investment manager.</li> <li>Director 3PLearning (ASX:3PL), Sports Entertainment Group (ASX:SEG) and former director of Bell Financial Group (ASX:BFG).</li> </ul>	<ul style="list-style-type: none"> <li>Highly experienced investment and funds management executive.</li> <li>Former Head of Private Equity at IFM Investors, a global fund manager.</li> <li>Director Acorn Capital Investment (ASX:ACQ).</li> </ul>	<ul style="list-style-type: none"> <li>More than 30 years experience of executive-level experience in business development, licensing, strategic planning and financing for technology companies.</li> <li>Current president and CEO of Vaxxas, Inc.</li> </ul>	<ul style="list-style-type: none"> <li>Extensive international business experience as Managing Director (MD) and Chief Executive Officer of ASX-listed companies and private equity businesses.</li> <li>Former CEO of Medical Developments International (ASX:MVP), Cyclopharm, Ltd, and private equity.</li> </ul>

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

Note: All calculations are estimated and AUD m = million

# END

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

©Copyright Universal Biosensors 2023.