Universal Biosensors

The Microcap Conference : USA
Atlantic City • January 28-30, 2025

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

Universal Biosensors

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Universal Biosensors

Universal Biosensors

Introduction

Universal Biosensors (ASX:UBI) is a world leader in handheld Point of Use testing.

Our sensing products are used to test:

- diabetes and coagulation in blood,
- chemical properties in wine, and
- heavy metals in water.

Our products deliver analytical results with:

- simplicity and convenience,
- laboratory grade accuracy,
- in a fraction of the time laboratory tests take,
- at a fraction of the cost,
- with a much lower carbon footprint.

Our products currently in development include cancer monitoring and zero alcohol sensors.

Our technology has been used to deliver more than 15 billion tests[1] to patients and customers worldwide, generating billions of dollars in sales.

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Source:
1. UBI management estimation

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Revenue Generating Assets

Handheld Blood Testing

- Point of Care PT/INR coagulation monitoring device & test strip, for patients who take the anticoagulant warfarin.

Handheld Wine Testing

- Portable testing device & test strip for the wine production industry. Tests on market include Free Sulphur Dioxide, Malic Acid, Titratable Acidity, Glucose, Fructose, Acetic Acid.

Handheld Veterinary Testing

- Point of Care veterinary (cats & dogs) blood glucose monitoring device & test strip for cats & dogs with diabetes.

HRL

Laboratory Blood Testing

- HRL: Non diagnostic blood testing laboratory, providing esoteric coagulation testing services and custom assays.

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Future Revenue Generating Assets

Handheld Water Testing

- Portable testing platform for heaving metals in water. Due to be launched in market H1 2025.

Handheld Wine (Beverage) Testing

- Low/No Alcohol sensing.

Handheld Cancer Testing

- Portable testing platform for prostate, colon and liver diseases.

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Handheld Water Testing

Introduction (Product Launch H1 2025)

Universal Biosensors have developed a handheld water testing platform, AQUASCOUT, which can detect and monitor heavy metals in water samples.

AQUASCOUT addresses key issues associated with the current methods for heavy metal detection (laboratory testing) which are time consuming and expensive.

The potential market opportunities for AQUASCOUT include:

- Utilities (drinking water) lead pipe inventory and replacement,
- Mining, utilities and industrial waste monitoring,
- Utilities (drinking water/water treatment/recycling) water quality compliance testing,
- Consumers accessing the technology to test the quality of their water at home.

In the USA, the market size of these opportunities is estimated at $1.48 billion p.a. (169 million tests)[1] (excluding the consumer testing market).

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Source:
1. US EPA

Universal Biosensors

Handheld Water Testing

Progress and Opportunity

The initial application of AQUASCOUT will be the testing of Lead and Copper in drinking water to enable cost-effective identification and removal of lead service line infrastructure by utilities.

Over 13 million houses[1] in the USA have lead service lines/pipes (10% of all houses) that need removal and replacement.

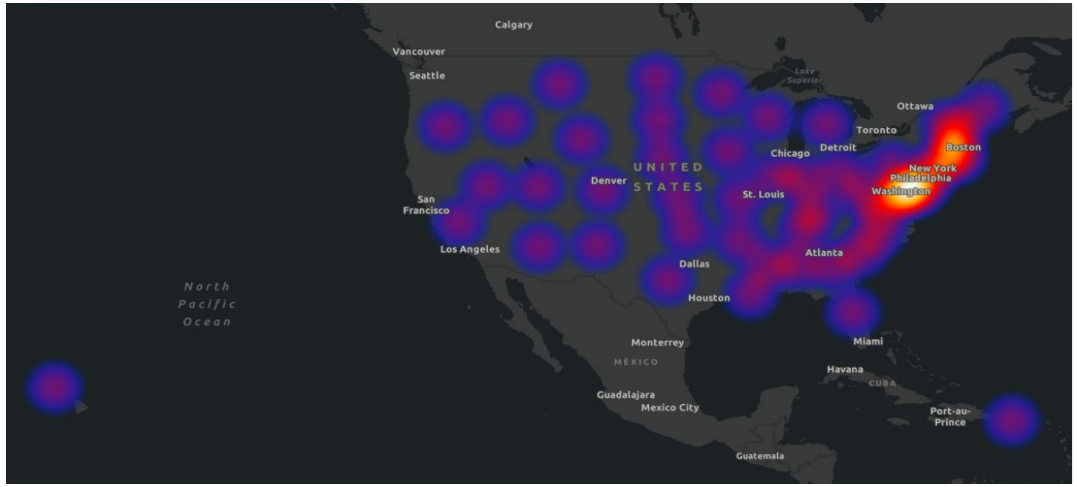
Recent USA Government order has mandated the removal of all lead service lines / pipes in the USA by 2033. Some water industry commentators estimate the cost to achieve this could be up to USD $47 billion[2].

Current methods for lead service line detection are time consuming, expensive and no accurate handheld detection product exists.

AQUASCOUT allows for cost effective, quick (minutes), low carbon footprint and onsite identification and location of levels of lead in drinking water and pipe infrastructure.

Field trials with USA utilities have commenced.

USA Market Opportunities	Market Size (USD million)	Number of Tests (million)
Utilities (drinking water) - Lead/Copper inventory / line replacement	$950	116
Mining waste	$435	43
Utilities and Industrial (wastewater)	$78	8
Utilities (drinking water) – Compliance Testing	$10	1
Utilities (water treatment/recycling)	$6	1
Total	**$1,479**	**169**



Heatmap indicating estimated location of lead service lines / pipes in the USA. Highest concentration on the east coast.

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Source:
1. US EPA
2. https://www.brookings.edu/articles/what-would-it-cost-to-replace-all-the-nations-lead-water-pipes/

Handheld Wine Testing

Introduction

Universal Biosensors' handheld wine testing product, called Sentia, is a revolutionary portable wine chemistry analyzer used by winemakers during the production process.

Sentia is a handheld device (analyzer) which uses individual consumable test strip.

Sentia compliments traditional laboratory testing delivering cost savings and productivity gains to wine makers.

Sentia is a unique product offering which measures 6 main compounds (each an individual test strip) throughout the wine production process:

- Free SO_2,
- Malic acid,
- Glucose,
- Fructose,
- Titratable acidity,
- Acetic acid.

Sentia was launched in 2021 and is sold in more than 30 countries.

Sentia's total addressable market is $610m p.a. and 165m tests[1].

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Source:
1. Australian and New Zealand Wine Industry Directory, New Zealand Winegrowers Annual Report, OIV Statistical Report on World Vitiviniculture, UBI Winemaker Interviews

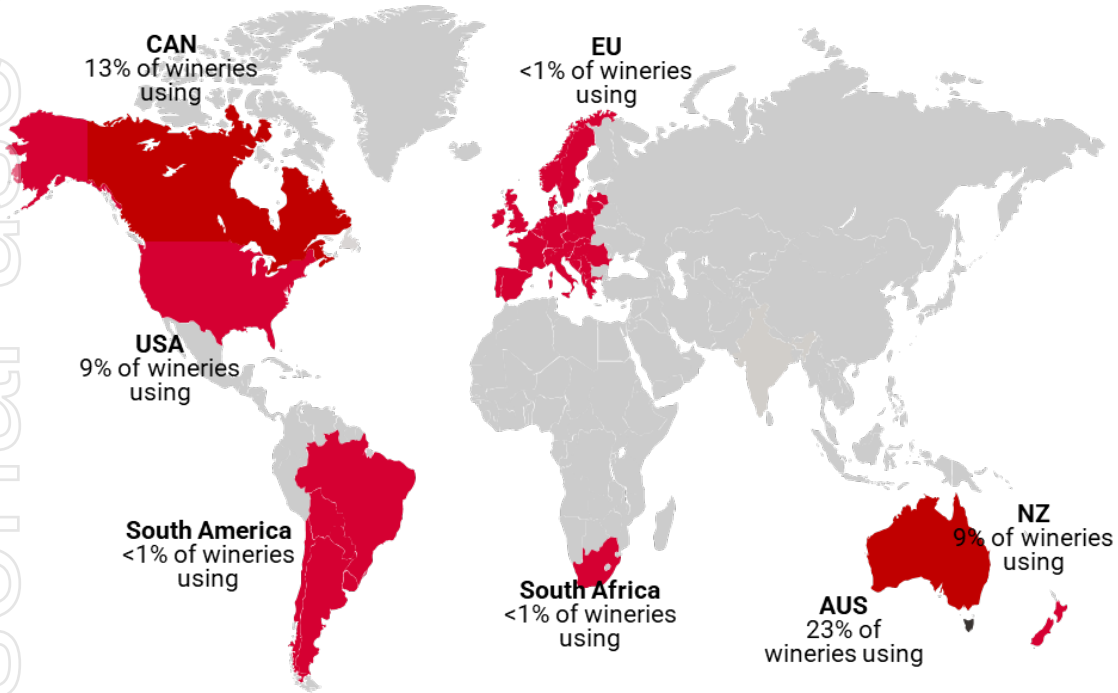
Handheld Wine Testing

Progress and Opportunity

Q3 2024 test strip sales were the largest quarterly sales by both volume and revenue.

There are currently 1,750 analyzers in market.

More than 820,000 tests have been sold to date.



UBI Sales Potential

Installed Base Devices	Market Share[1]	Strips per Device p.a.	Strips Sold	Devices Sold[2]	Strip Rev (A$)[3]	Device Rev ($A)[4]	Total Rev (A$)
2,500	0.74%	500	1,250,000	2,500	**$5.0m**	**$5.6m**	**$10.6m**
	1.48%	1,000	2,500,000	2,500	**$10.0m**	**$5.6m**	**$15.6m**
	2.97%	2,000	5,000,000	2,500	**$20.0m**	**$5.6m**	**$25.6m**
	7.42%	5,000	12,500,000	2,500	**$50.0m**	**$5.6m**	**$55.6m**
5,000	1.48%	500	2,500,000	2,500	**$10.0m**	**$5.6m**	**$15.6m**
	2.97%	1,000	5,000,000	2,500	**$20.0m**	**$5.6m**	**$25.6m**
	5.93%	2,000	10,000,000	2,500	**$40.0m**	**$5.6m**	**$45.6m**
	14.84%	5,000	25,000,000	2,500	**$100.0m**	**$5.6m**	**$105.6m**
10,000	2.97%	500	5,000,000	5,000	**$20.0m**	**$11.3m**	**$31.3m**
	5.93%	1,000	10,000,000	5,000	**$40.0m**	**$11.3m**	**$41.3m**
	11.87%	2,000	20,000,000	5,000	**$80.0m**	**$11.3m**	**$91.3m**
	29.67%	5,000	50,000,000	5,000	**$200.0m**	**$11.3m**	**$211.3m**
20,000	5.93%	500	10,000,000	10,000	**$40.0m**	**$22.5m**	**$62.5m**
	11.87%	1,000	20,000,000	10,000	**$80.0m**	**$22.5m**	**$102.5m**
	23.74%	2,000	40,000,000	10,000	**$160.0m**	**$22.5m**	**$282.5m**
	59.35%	5,000	100,000,000	10,000	**$400.0m**	**$22.5m**	**$422.5m**

UBI revenue ambition

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Assumptions

[1] market size of 168,500,000 test strips
[2] incremental devices sales on prior installed base
[3] strip ASP of A$4.00 per test strip
[4] device ASP of A$2250.00

Handheld Blood Testing

Human Health

Universal Biosensors has a handheld blood testing product line called Xprecia which monitors a blood thinning drug generally called Warfarin (Coumadin) by measuring PT/INR. Warfarin is commonly prescribed to patients who have atrial fibrillation (AF), Deep Vein Thrombosis (DVT), a Pulmonary Embolism (PE) or have a mechanical heart valve.

Once settled on Warfarin patients usually test their PT/INR once a month however if their dose requires changing then PT/INR testing becomes more frequent.

Xprecia products are sold in 37 countries and are used in hospitals, clinics, doctor's offices and at home to monitor patient's PT/INR from a fingerstick of blood within 1 minute.

Xprecia's total addressable market is $640m p.a. and 303m tests[1].

In March 2024, Universal Biosensors' second-generation PT/INR product, Xprecia Prime, was approved by the FDA for use in the USA. First commercial sales in the USA were achieved in November 2024 with sales growth expected in 2025.

The USA represents 50% of the global market with an estimated 6m patients.

Xprecia Prime is the most technologically advanced product in market with best-in-class usability, accuracy, connectivity, safety and shelf life / stability and outperforms the market leading product from Roche[2].

Laboratory Reference INR Range	Allowable Difference	Percentage within allowable difference	
		UBI: Xprecia Prime *(Patient Numbers)*	**Roche: CoaguChek** *(Patient Numbers)*
0 to 1.9	± 0.4 INR	98.30% *(172/175)*	97.13% *(169/174)*
2 to 3.5	**± 20% INR**	**97.70%** ***(128/131)***	**82.31%** ***(107/130)***
3.6 to 4.5	± 20% INR	91.80% *(45/49)*	85.71% *(42/49)*
4.6 to 8.0	± 25% INR	95.20% *(40/42)*	100.00% *(43/43)*

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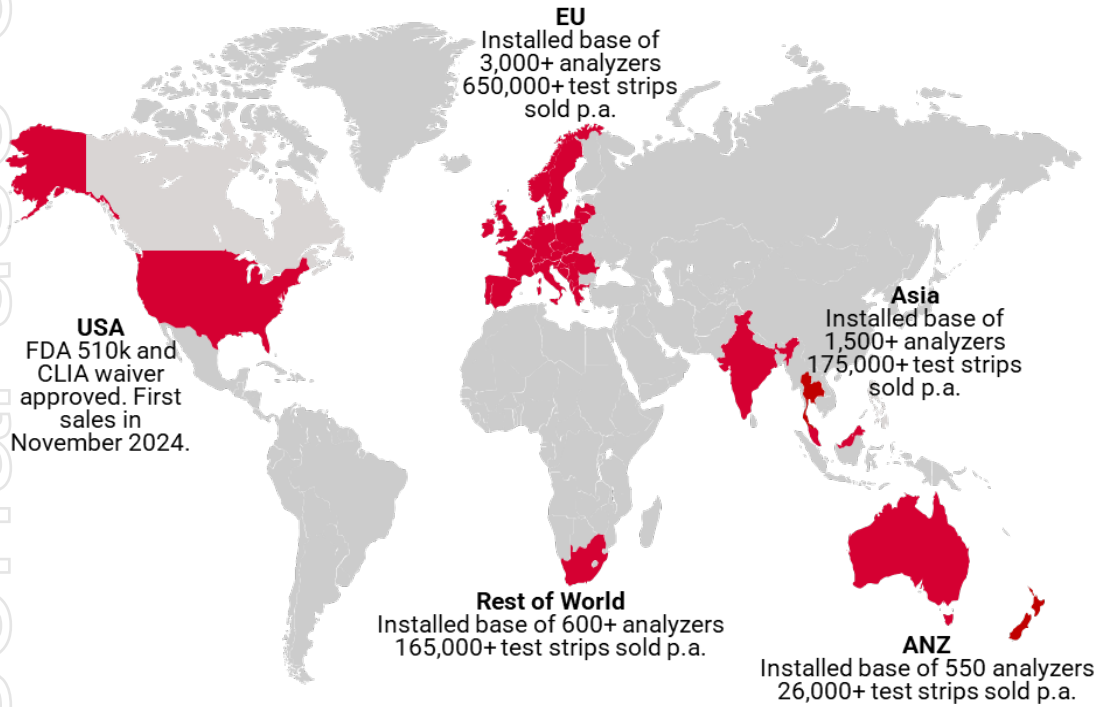
Source:
1. Greystone Research Report, Global Data Research Report, Lincare, Siemens, Aquilant, Medicare.
2. UBI FDA Clinical Trial Summary Report

Handheld Blood Testing

Human Health - Opportunity

Q3 2024 test strip sales were the largest quarterly sales by both volume and revenue*.

5,700+ devices in market across 37 countries.



UBI Sales Potential

Installed Base Devices	Market Share[1]	Strips per Device p.a.	Strips Sold	Devices Sold[2]	Strip Rev (A$)[3]	Device Rev ($A)[4]	Total Rev (A$)
5,000	0.73%	400	2,000,000	5,000	**$6.0m**	**$2.5m**	**$8.5m**
	1.10%	600	3,000,000	5,000	**$9.0m**	**$2.5m**	**$11.5m**
	1.46%	800	4,000,000	5,000	**$12.0m**	**$2.5m**	**$14.5m**
	1.83%	1,000	5,000,000	5,000	**$15.0m**	**$2.5m**	**$17.5m**
10,000	1.46%	400	4,000,000	5,000	**$12.0m**	**$2.5m**	**$14.5m**
	2.19%	600	6,000,000	5,000	**$18.0m**	**$2.5m**	**$20.5m**
	2.93%	800	8,000,000	5,000	**$24.0m**	**$2.5m**	**$26.5m**
	3.66%	1,000	10,000,000	5,000	**$30.0m**	**$2.5m**	**$32.5m**
20,000	2.93%	400	8,000,000	10,000	**$24.0m**	**$5.0m**	**$29.0m**
	4.39%	600	12,000,000	10,000	**$36.0m**	**$5.0m**	**$41.0m**
	5.85%	800	16,000,000	10,000	**$38.0m**	**$5.0m**	**$53.0m**
	7.31%	1,000	20,000,000	10,000	**$60.0m**	**$5.0m**	**$65.0m**
30,000	4.39%	400	12,000,000	10,000	**$36.0m**	**$5.0m**	**$41.0m**
	6.58%	600	18,000,000	10,000	**$54.0m**	**$5.0m**	**$59.0m**
	8.78%	800	24,000,000	10,000	**$72.0m**	**$5.0m**	**$77.0m**
	10.97%	1,000	30,000,000	10,000	**$90.0m**	**$5.0m**	**$95.0m**

UBI revenue ambition

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Assumptions

[1] market size of 273,440,000 test strips
[2] incremental devices sales on prior installed base
[3] strip ASP of A$3.00 per test strip
[4] device ASP of A$500.00
**Post Siemens*

Universal Biosensors

Handheld Blood Testing

Veterinary Background

Universal Biosensors' handheld veterinary blood testing product (Petrackr) is used to monitor diabetes in cats and dogs.

Diabetes in dogs and cats presents similarly to humans and is treated in a similar manner with insulin doses and monitoring with blood glucose test strips.

Petrackr consists of a handheld device (analyzer) and one-use test strips (consumables).

Petrackr is based on Universal Biosensors' world leading human blood glucose monitoring product. Petrackr has been specifically calibrated for cats and dogs and is the newest and most technologically advanced product in market.

Petrackr was launched in 2023.

Petrackr's total addressable market is $165m p.a and 150m tests#.

Universal Biosensors has 13 distributors selling product in 8 countries and has recently launched direct to customer sales through Shopify, Amazon and Chewy.

UBI Sales Potential

Installed Base Devices	Market Share[1]	Strips Sold[2]	Devices Sold[3]	Strips Rev ($A)[4]	Device Rev ($A)[5]	Total Rev ($A)
25,000	2.31%	3,125,000	25,000	**$3.1m**	**$1.7m**	**$4.8m**
75,000	6.94%	9,375,000	50,000	**$9.3m**	**$3.5m**	**$12.8m**
125,000	11.57%	15,625,000	62,500	**$15.6m**	**$4.4m**	**$20.0m**
175,000	16.20%	21,875,000	87,500	**$21.8m**	**$6.2m**	**$28.0m**

UBI revenue ambition

Source:
Global Companion Animal Blood Glucose Monitoring Industry Market Research Report 2020; Maia Research
Assumptions
[1] market size of 1.08m devices, [2] strips per device per annum is 125, [3] 50% of devices are replaced after two years, [4] strip ASP of A$1.00 per test strip, [5] device ASP of A$70.00

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Laboratory Blood Testing

Background

Universal Biosensors owns a blood testing laboratory in Hamilton, Canada called Hemostasis Reference Laboratory (HRL).

HRL is a significant strategic asset given its unique service offering in terms of the need for calibrating Universal Biosensors' blood testing strip lots (Xprecia products) in accordance with global regulatory guidelines for point of care PT/INR products.

To complement this internal requirement for HRL's services by Universal Biosensors, HRL provides a variety of external blood-based testing services which generate additional revenue for Universal Biosensors.

HRL provide these blood testing laboratory services in support of academic research, international clinical trials and clinical research organizations globally.

HRL specialize in laboratory blood testing related to blood coagulation.

Universal Biosensors

Technology

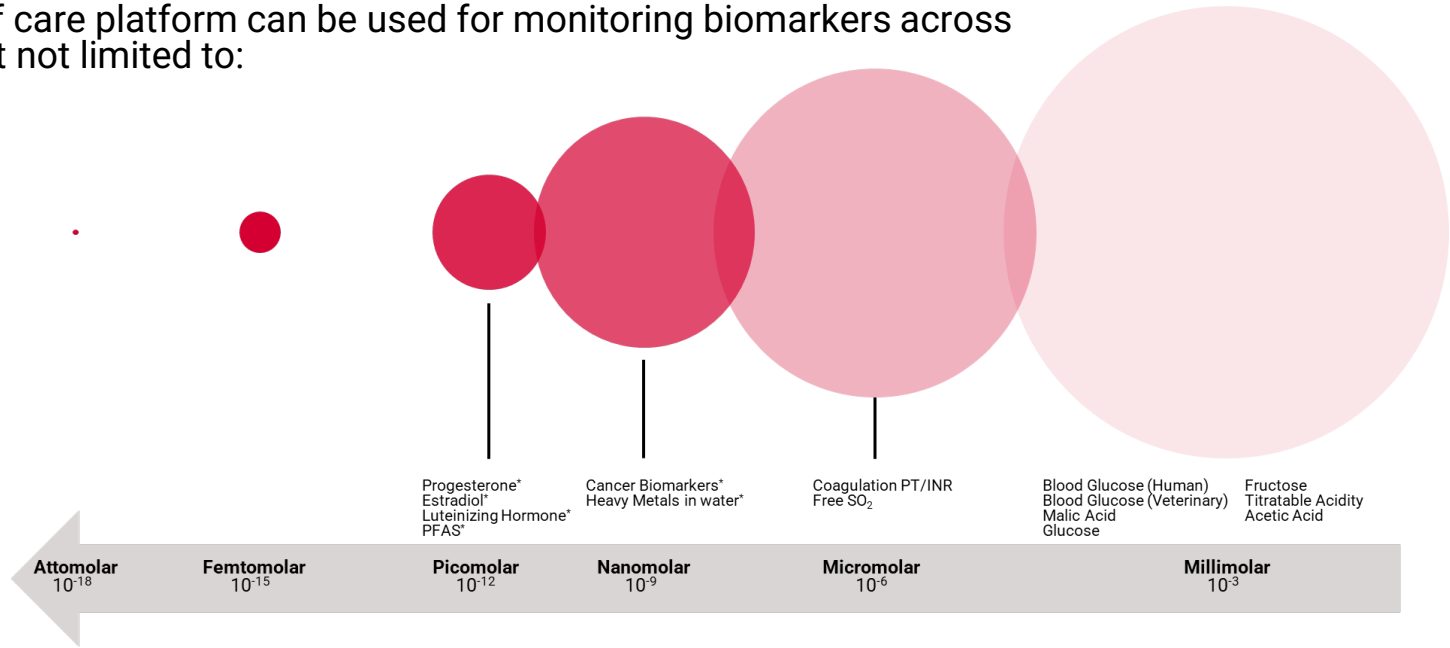
Advancements & Application

Universal Biosensors' world leading handheld electrochemical sensing testing platform has application across a vast array of industries.

UBI has developed new technology which increases our detection limits from micromolar to nanomolar. This enables our electrochemical technology platform to sense a multitude of biomarkers outside of proteins including sugars, heavy metals and small molecules.

Our patented handheld point of care platform can be used for monitoring biomarkers across various industries including but not limited to:

- Oncology,
- Cardiovascular,
- Coagulation,
- Food & Beverage,
- Veterinary,
- Environmental.



*Products in development

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Technology

Patents & Trademarks

Universal Biosensors has a world class manufacturing facility located in Melbourne, Australia where up to 70m test strips can be manufactured annually.

Universal Biosensors' product lines and technology are protected by:

- 42 granted patents across,
- 11 patent families,
- covering 21 jurisdictions,
- a provisional patent for AQUASCOUT (water testing platform) filed across 7 major jurisdictions including the USA.

All major product lines are covered by registered trademarks across 28 jurisdictions.

Universal Biosensors

Universal Biosensors

Summary

Universal Biosensors is a world leader in electrochemical cell technology.

We have 11 products which have recently commenced selling in markets around the world.

We have a state-of-the-art manufacturing facility located in Australia.

We are developing a new range of handheld sensors to detect heavy metals in water.

We are developing a new range of handheld oncology biosensors.

We are actively seeking business partners for each of our products in various markets around the world.

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Corporate - Overview

Capital Structure

ASX Ticker	UBI
Share Price (at 24 JAN 25) $AUD	$0.08
Shares on Issue (m)	298.1
Options & Performance Rights (m)	113.8m
Market Capitalisation ($AUD m)	$24.7
Cash (at 30 SEP 24) ($AUD m)	$12.7
Top 20 Shareholders	65%

Share Price

Board/Management

Graham McLean — Non-Executive Chairman

- 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.
- Director Suicide Prevention Australia and CleanSpace Holdings (ASX:CSX).

Craig Coleman — Non-Executive Director

- Experienced investment and funds management executive.
- Executive Chairman of Viburnum Funds, an Australian-based specialist investment manager.
- Director 3PLearning (ASX:3PL), Sports Entertainment Group (ASX:SEG) and former director of Bell Financial Group (ASX:BFG).

Judith Smith — Non-Executive Director

- Highly experienced investment and funds management executive.
- Former Head of Private Equity at IFM Investors, a global fund manager.
- Director Acorn Capital Investment (ASX:ACQ).

David Hoey — Non-Executive Director

- More than 30 years experience of executive-level experience in business development, licensing, strategic planning and financing for technology companies.
- Current president and CEO of Vaxxas, Inc.

John Sharman — Managing Director

- Extensive international business experience as Managing Director (MD) and Chief Executive Officer of ASX-listed companies and private equity businesses.
- Former CEO of Medical Developments International (ASX:MVP), Cyclopharm, Ltd, and private equity.

Peter Mullin — Executive Director

- A global strategic leader with a track record of success across a very diverse range of industries including in highly regulated environments, ASX listed businesses and family offices.
- Former CEO of The Comfort Group and Managing Director Pensions & Investments at ANZ (ASX:ANZ).

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Note: All calculations are estimated and AUD
m = million

END

John Sharman

Managing Director

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