

Universal Biosensors, Inc.  
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28 April 2021

**Universal Biosensors, Inc.**

### **March 2021 Quarterly Activity Report**

Universal Biosensors, Inc. (ASX:UBI) (**UBI**) has today released its cash flow report (ASX Appendix 4C) and quarterly activity report for the quarter ended 31 March 2021 (**Q1 2021**).

UBI continues to focus on commercialising a range of biosensors in oneology (wine industry), human health including oncology, coagulation, women's health and fertility, veterinarian and environmental testing using our patented platform technology and hand-held point of use devices.

#### **OPERATIONS**

Since the previous quarter, UBI has made significant in-roads in its lead developments and transitioning UBI into a substantial operating business.

In March 2021 the Company successfully launched its new product, the Sentia™ (Sentia) hand-held wine analyzer. Sentia measures free SO<sub>2</sub> levels in post-fermentation wine. Other analytical tests including Malic Acid, Glucose and Fructose, Acetic Acid and Total Acid are planned to be commercialized within the next 18 months.

UBI is developing a distribution network of commercial partners who will represent Sentia in the key markets around the world. To date, we have secured distribution agreements in Australia, USA, Canada, Chile and South Africa. We expect to have additional distribution agreements covering the remaining wine regions of the world during 2021.

In April 2021, UBI announced a licensing deal to develop and commercialise a biosensor that can detect Tn antigen which is a known biomarker for the early stages of cancer. We also announced a licensing deal for a technology that increases the detection limits of our existing technology from Micromolar to Picomolar levels, extending our detection limits by 1 million times.

In relation to Tn antigen, our ambition is to use our platform technology to develop a biosensor strip and device that can identify, map and monitor Tn Antigen from a finger prick of blood. Our proof of concept work is complete and UBI has confirmed that we can detect the Tn cancer biomarker in 6 microliters of whole blood spiked with Tn Antigen. We are now working to identify and measure Tn antigen in patients' blood before progressing to a commercial manufacturing process.

#### **FINANCIAL UPDATE**

Net cash (cash and cash equivalents less short and long-term debt) as at 31 March 2021 was \$24.7 million.

Highlights during Q1 2021 were as follows:

- Q1 2021 revenue from our coagulation and wine testing products was \$1.16m, compared to \$0.37m in Q1 2020
- We invested \$1.4m in research and development activities in Q1 2021 compared to \$1.2m in Q1 2020

Payments of \$83 thousand as disclosed in item 6 of the attached Appendix 4C comprised of the non-executive directors' fees, allowances and superannuation.

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***Announcement authorised by the Board of Directors of Universal Biosensors, Inc.***

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

UNIVERSAL BIOSENSORS, INC.

**ABN**

67 950 836 446

**Quarter ended ("current quarter")**

31 March 2021

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	337	337
1.2 Payments for		
(a) research and development	(426)	(426)
(b) product manufacturing and operating costs	(384)	(384)
(c) advertising and marketing	(75)	(75)
(d) leased assets	(131)	(131)
(e) staff costs	(1,645)	(1,645)
(f) administration and corporate costs	(1,217)	(1,217)
1.3 Dividends received (see note 3)		
1.4 Interest received	28	28
1.5 Interest and other costs of finance paid		
1.6 Income taxes paid		
1.7 Government grants and tax incentives	231	231
1.8 Other (provide details if material)	52	52
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(3,230)</b>	<b>(3,230)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) entities		
(b) businesses		
(c) property, plant and equipment	(150)	(150)
(d) investments		
(e) intellectual property		
(f) other non-current assets		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		
	(e) intellectual property		
	(f) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(150)</b>	<b>(150)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options	2	2
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings	20	20
3.6	Repayment of borrowings		
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>22</b>	<b>22</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	28,055	28,055
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(3,230)	(3,230)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(150)	(150)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	22	22
4.5	Effect of movement in exchange rates on cash held	90	90
4.6	<b>Cash and cash equivalents at end of period</b>	<b>24,787</b>	<b>24,787</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	20,709	23,562
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details) - The Company maintains restricted cash which includes tenant security deposits, credit card security deposits and letter of credit issued in favour of a Customer	4,078	4,493
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>24,787</b>	<b>28,055</b>

**6. Payments to related parties of the entity and their associates**

- 6.1 Aggregate amount of payments to related parties and their associates included in item 1
- 6.2 Aggregate amount of payments to related parties and their associates included in item 2

**Current quarter  
\$A'000**

83

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

Item 6.1 includes non-executive directors' fees and salaries, allowances and superannuation

**7. Financing facilities**

*Note: the term "facility" includes all forms of financing arrangements available to the entity.*

*Add notes as necessary for an understanding of the sources of finance available to the entity.*

	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1 Loan facilities	62	62
7.2 Credit standby arrangements		
7.3 Other - Letter of credit issued in favour of our customer	3,758	3,758
Other - Collateral for facilities	320	320
7.4 <b>Total financing facilities</b>	4,140	4,140

7.5 **Unused financing facilities available at quarter end** 0

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

Loan facilities - The long-term unsecured loan is a government guaranteed loan called Canada Emergency Business Account (CEBA) of CAD\$60,000 to help eligible businesses with operating costs. This is among the business support measures introduced in the Canadian Federal Government's COVID-19 Economic Response Plan, with the following terms:

- the loan is interest-free and no principal repayment is required before December 31, 2022;
- if the Company chooses to repay at least CAD\$20,000 of the loan by December 31, 2022, the remaining balance will be forgiven;
- if the loan is not repaid by the above mentioned date, it will be converted into a 3-year term loan and will be charged an interest rate of 5% per annum. Interest-only payments are required each month; and
- at the end of the 3-year term, the entire balance of the loan is due for repayment by December 31, 2025.

Letter of credit – contractual performance guarantee issued in favour of Siemens. The performance guarantee was initially issued for US\$5,000,000 and the same reduces in equal quarterly amounts over the 42 months with effect from September 18, 2019.

Collateral for facilities represents bank guarantee of A\$250,000 for commercial lease of UBS' premises and security deposit on Company's credit cards of A\$70,000.

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (Item 1.9)	(3,230)
8.2 Cash and cash equivalents at quarter end (Item 4.6)	24,787
8.3 Unused finance facilities available at quarter end (Item 7.5)	0
8.4 Total available funding (Item 8.2 + Item 8.3)	24,787
8.5 <b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	7.7

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

N/A

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

N/A

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

N/A

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

28 April 2021

Date: .....

Chief Financial Officer

Authorised by: .....  
 (Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.