

Universal Biosensors, Inc.
ARBN 121 559 993

1 Corporate Avenue
Rowville Victoria 3178
Australia

Telephone +61 3 9213 9000
Facsimile +61 3 9213 9099
Email info@universalbiosensors.com
www.universalbiosensors.com



October 25, 2021

**UBI signs another distribution deal in the USA.
Sentia achieves \$1 million of sales.**

Universal Biosensors, Inc. (ASX:UBI) announces it has agreed a non-exclusive Distribution Agreement with Vinmetrica (USA) for the distribution of its wine testing platform device, Sentia. The Distribution Agreement is for a three-year term; contains standard renewal and termination options available to both parties; and includes an initial commitment to purchase volumes for Sentia devices and strips which will be delivered during October.

UBI also announces that it has achieved \$1 million of sales of Sentia product (launched March 2021).

Mr Craig Coleman, Chairman of UBI said; "We are delighted to achieve the first \$1 million of sales for Sentia. I am very confident of the future success of our Sentia business and more broadly for our developing range of biosensor opportunities."

Mr John Sharman, CEO of UBI said; "To have reached the \$1 million sales milestone is an excellent achievement, particularly given the difficulties associated with launching a global product in this COVID world. With the signing of Vinmetrica, UBI has 11 distributors around the world with access to more than 25,000 wineries. Our Malic Acid, Glucose and Fructose tests are on track to be launched before the end of 2021 and we are well positioned to deliver sales growth during 2022."

Dr Richard Sportsman, Founder of Vinmetrica said; "I'm pleased to be joining Universal Biosensors to bring Sentia to wineries in the USA and Mexico. The Sentia analyzer complements the existing Vinmetrica portfolio of instruments and our online platform has proven successful in reaching a wide array of customers."

For further enquiries please refer to the Sentia website (www.mysentia.com).

End

Enquiries:
John Sharman
Chief Executive Officer

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

About Universal Biosensors

Universal Biosensors, founded in 2001, specialises in the design and development of electrochemical cells (strips) used in conjunction with point of use devices that are used in various industries such as healthcare (point of care), wine, food, and agriculture. Our wine testing platform Sentia is UBI's new product which is being launched globally. For additional information regarding Universal Biosensors, Inc., refer to:

<http://www.universalbiosensors.com>.

About Vinmetrica

Vinmetrica specialises in products for the analysis of wine, beer and other beverages, with a focus on simplicity, low cost, and quality. It has developed products in the area of wine testing for vintners and brewers needing reliable analyses for SO₂, titratable acidity, malic acid, residual sugar and more. Vinmetrica was founded in December of 2009 by Dr. Rich Sportsman who has been a vintner for 20 years.

Forward-Looking Statements

The statements contained in this release that are not purely historical are forward-looking statements within the meaning of the US Securities Exchange Act of 1934. Forward-looking statements in this release include statements regarding our expectations, beliefs, hopes, intentions or strategies. All forward-looking statements included in this release are based upon information available to us as of the date hereof, and we assume no obligation to update any such forward-looking statement as a result of new information, future events or otherwise. Our actual results could differ materially from our current expectations. We cannot assure you when, if at all, the proposals outlined in this release will occur, and the terms of any such proposal are subject to change. Factors that could cause or contribute to such differences include, but are not limited to, factors and risks disclosed from time to time in reports filed with the SEC.