

# Universal Biosensors Inc

Bell Potter Healthcare

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

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# Future of UBI

UBI is a biosensor company and **world leader** in electrochemical cell technology with a long **history of innovation** and establishing **global partnerships**.

Our patented technology is based on diagnosis and measurements using a portable handheld device from a “**finger prick of blood**” sample (size).

UBI's biosensor technology platform has been used to deliver more than **10 billion diagnostic tests** to patients worldwide generating billions of dollars in sales.

We have licensed and partnered new technology and new biosensors with global applications.

Our new technology platform has sensitivity to “picomolar or smaller” levels of detection which is 1,000,000+ times more sensitive than our legacy technology.

Our ambition is to build a multi product stable of biosensors in large markets which generate ongoing revenue streams.

We have moved away from defining ourselves as a Research and Development (R&D) company with long lead times and expensive research programs.

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# Future of UBI

UBI has

1. Three products generating **sales growth** in **global** markets

Sentia – wine testing platform,

Xprecia Stride – Coagulation monitoring device,

HRL reference laboratory.

2. **New products** being **launched**

Sentia – testing for Malic Acid, Glucose, Fructose with other tests to come,

Xprecia Prime – next generation coagulation monitoring (7 years in development).

3. Very **strong balance sheet** – (\$20m in cash and no debt).

4. Significant development opportunities

Cancer monitoring point of care,

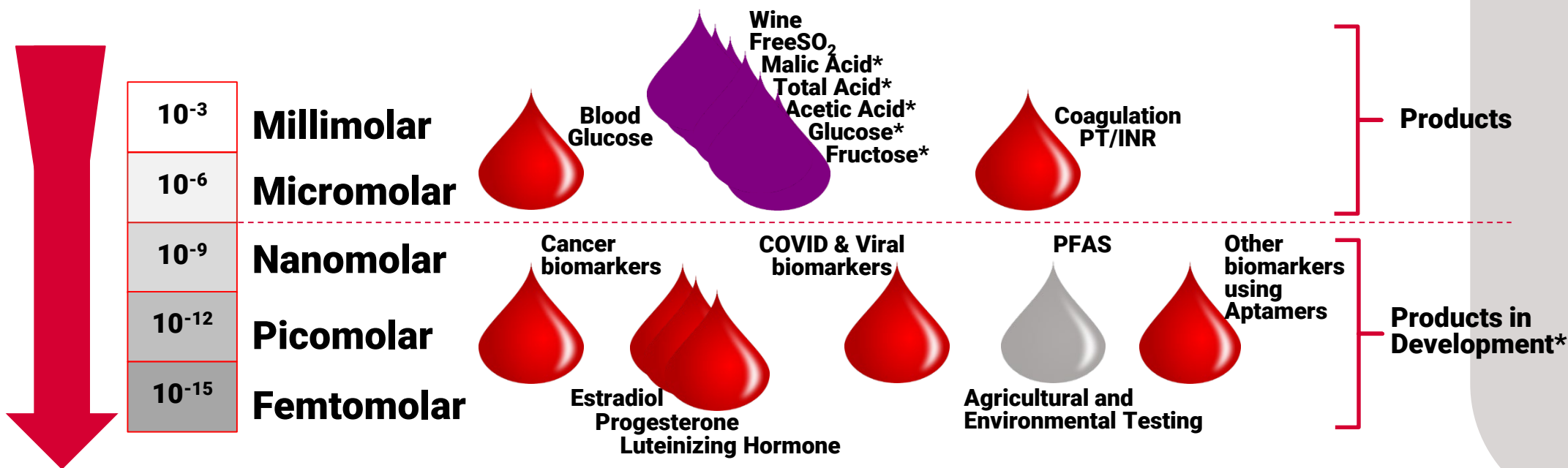
Aptamer technology.

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# Future of UBI

## New platform technology

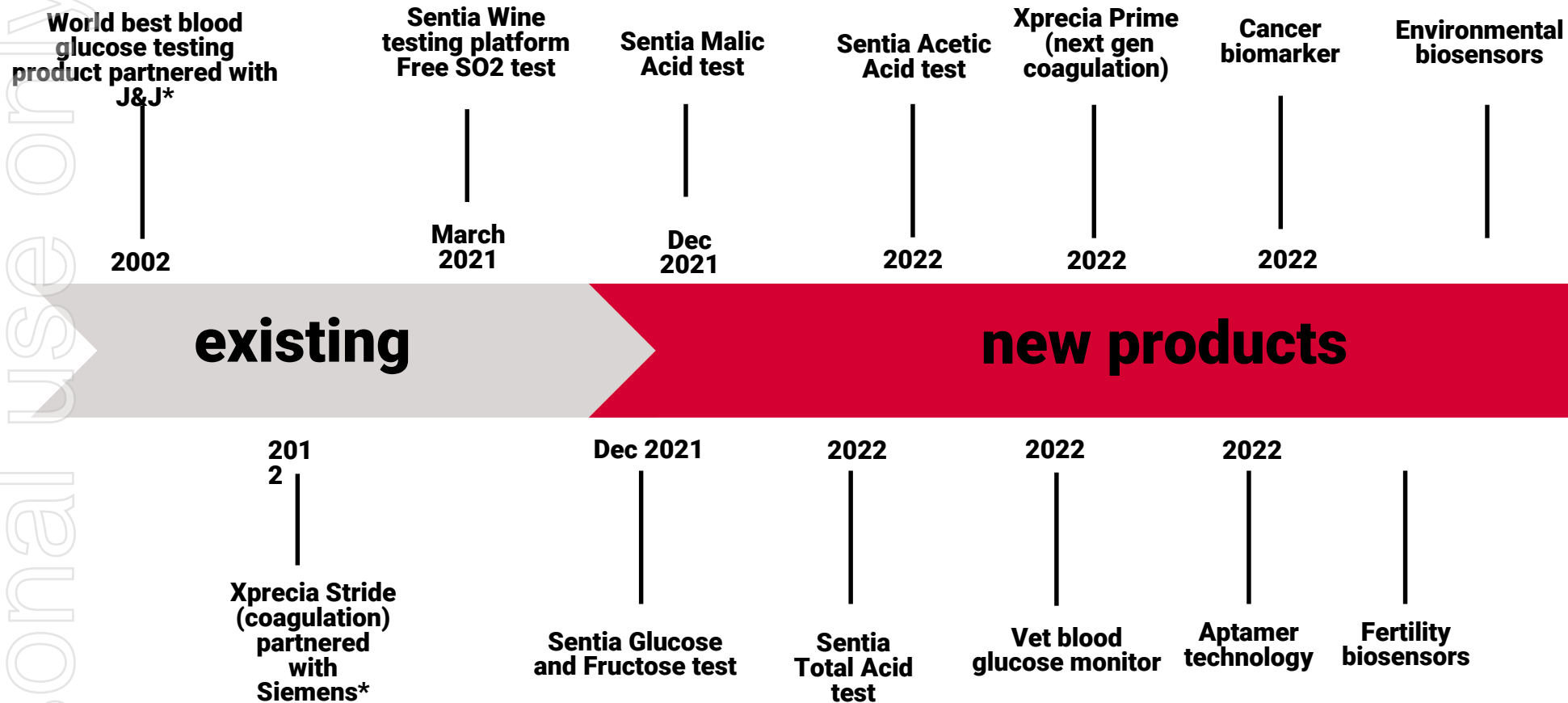


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# Future of UBI

## Products and timelines



\*J&J and Siemens contracts and partnerships have ended with no further revenues or expenditure expected

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# Sentia

Sentia is UBI's first new product in 7 years.

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 delivers specificity and sensitivity **for free SO<sub>2</sub> testing** and will deliver Glucose, Fructose and Malic Acid testing capability during 2021.

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

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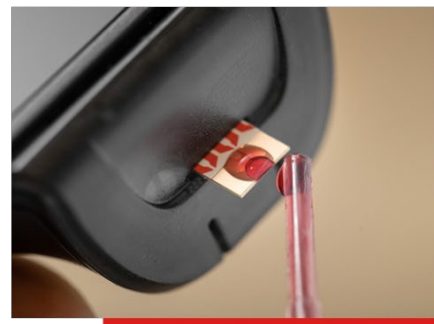
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01. Easy-to-follow prompts



02. At-barrel convenience



03. Only small sample drop required



04. 30 second result

# Sentia

Why  
Sentia?



Make  
better wine

01.

Fast

On the spot  
results within  
1 min

02.

Accurate

Improved  
accuracy

03.

Portable

Genuine  
'at barrel'  
testing

04.

Efficient

Improve  
processing  
efficiency &  
associated  
costs

05.

Quality

In-built  
quality control  
checks for each  
test

06.

Easy

No reagents  
Automatically  
calibrated

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# Sentia

## Update

UBI launched “**Sentia Wine Analyzer**” in March 2021.

- **8%** of production wineries in Australia have purchased Sentia (7 months).
- Distribution deals, agreements and first sales made in **12 countries**.
- Direct sales representation established in USA.
- Global digital marketing campaign built and being rolled out.

Independent product validation of the performance of Sentia against global reference methods completed by globally renowned institutions:

- Australian Wine Research Institute (AWRI),
- California State University (Fresno),
- Dubernet Laboratoires (France) ,
- Institut für Weinbau und Oenologie (Institute of Vitiscience, Germany) and
- Pontificia Universidad Católica de Chile.

New distribution contracts being negotiated

- ✓ *France (3),*
- ✓ *Spain,*
- ✓ *Italy (2),*
- ✓ *Greece,*
- ✓ *Austria,*
- ✓ *Germany,*
- ✓ *Hungary,*
- ✓ *Croatia,*
- ✓ *Serbia,*
- ✓ *Poland*
- ✓ *Bulgaria,*
- ✓ *Latvia,*
- ✓ *Slovenia,*
- ✓ *Romania,*
- ✓ *England and*
- ✓ *USA*

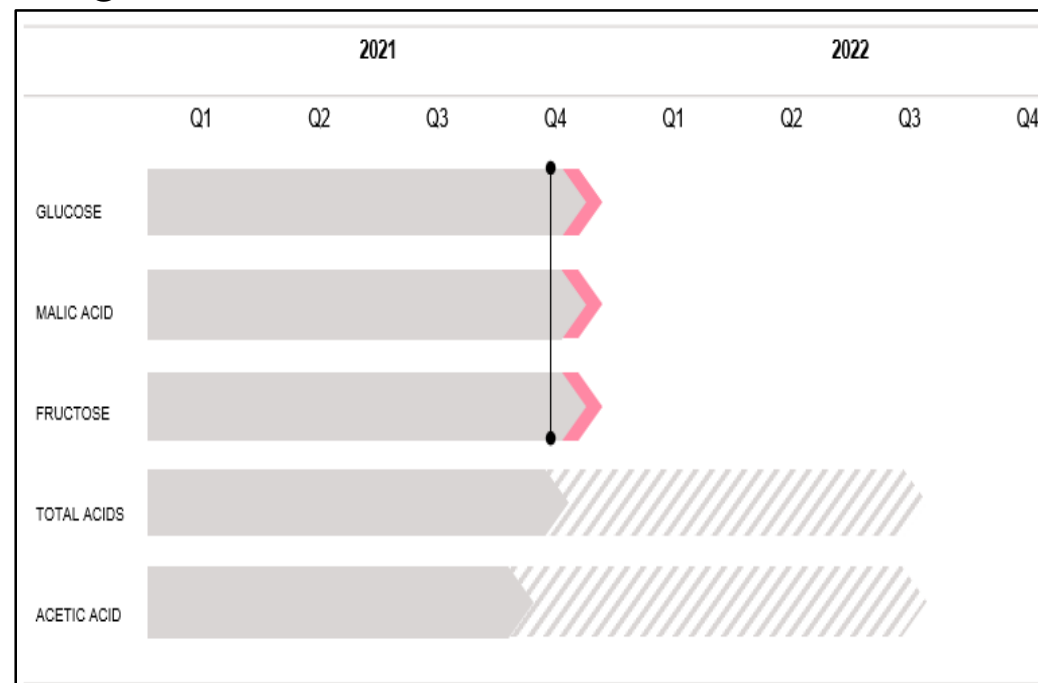
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# Sentia

## New Products and market potential

### Target Dates for New Product Launch



\* Glucose Commercial Launch will occur simultaneously with Fructose

UBI estimate of potential global market share	Potential UBI Sales (\$AUD)
5%	24,121,822
10%	44,071,660
15%	64,021,499
20%	83,971,337
25%	106,243,182

#### Assumptions

UBI has used its own market information and assumptions to estimate potential sales based on share of global market

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# Xprecia Stride

Xprecia Stride (coagulation monitoring device) **sales up 132%.**

Agreed **13 new distribution deals** for Xprecia Stride in Germany, Switzerland, Poland, Malaysia, Romania, Slovenia and Macedonia.

Installed base of over 3,500 units throughout the world and **sold in 36 countries.**

Xprecia Stride launched by Siemens in 2015 and UBI took over the distribution in H12021.

Migrating existing Siemens distribution network to UBI to deliver sales growth.

Average Selling price per strip increasing as a result of the migration of the client base.

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# Xprecia Prime

## Future and market potential

Clinical trials **commenced** and first patient enrolled.

Clinical trials expected to be **completed H1 2022**.

FDA and European **approvals expected 2022**.

Xprecia Prime will have the full range of PT/INR coagulation measurements which will make it competitive (if not superior) against the leading global products.

UBI expect to increase its market share of the global coagulation market.

UBI estimate of potential global market share	Potential UBI Sales (\$AUD)
3%	14,642,295
4%	18,088,519
5%	21,296,773
10%	42,593,546
15%	63,890,319

### Assumptions

UBI has used its own historical market information and public data to generate estimated potential sales based on share of global market

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# Xprecia Prime

## Future

Is the **next** generation coagulation platform (device and test strip).

Has been 7 years in development.

USA based Clinical Trial launched and first patient enrolled.

	UBI: Xprecia Prime	iLine: MicroINR	Roche: CoaguChek Vantus	Roche: CoaguChek Plus
Sample Size (µL)	8 ✓	3	8	8
Unit of Measure	INR & SEC	INR	INR	INR, SEC %Q
Measuring Range	0.8 – 8.0 ✓	0.8 – 6.0	0.8 – 6.0	0.8 – 8.0
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
Touchscreen	Y ✓	N	N	Y
Data Communication	Wired / Wireless	Wired	Wired / Wireless	Wireless
Power	Rechargeable ✓	Rechargeable	4 AAA Batteries	Rechargeable
Test Memory	2000 ✓	199	400	2000
Price	<< \$650 ✓	\$650	\$650 - \$900	\$1050 - \$1550

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# Veterinary Biosensor

## Petrackr blood glucose monitor

**Biosensor test strip and meter development for the detection and monitoring of diabetes in cats and dogs has commenced and is on track.**

**Anticipated to launch H2 2022.**

**There are no significant regulatory hurdles.**

**Market opportunity in excess of \$200m.**

UBI estimate of potential global market share	Potential UBI Sales (\$AUD)
5%	9,621,294
10%	21,426,622
15%	35,787,816
20%	59,163,570
25%	82,348,294

### Assumptions

**UBI has used its market information and public data to generate estimated potential sales based on share of global market**

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# Cancer Biosensor

## Tn Antigen

**Tn Antigen biosensor development work progressing well.**

**Trials have commenced with Peter Mac, Victorian Cancer Biobank and CIC bioGUNE. Trial results expected H1 2022.**

**UBI signed a Master Collaboration Agreement with The Mayo Clinic to test and validate our Tn cancer biomarker and then investigate the utility of The Mayo Clinic's "research biomarkers" on UBI's platform.**

**UBI's ambition is to:**

- **Develop a finger prick blood test which can be used at home or at the physician's clinic.**
- **The Tn cancer biomarker test will initially be used to monitor the status and progression of a cancer patients' tumors whilst in remission.**
- **Ultimately the Tn cancer biomarker test may be used for cancer screening and staging.**

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# Cancer Biosensor

## Tn Antigen

Existing cancer biomarkers used to manage cancer patients:

- **PSA** – for prostate cancer has clinical sensitivity (85%) and specificity (30%). Estimated total revenue in 2021 is \$3.5 billion.
- **CEA** – for colorectal cancer to detect tumor growth has clinical sensitivity (55%) and specificity (83%). Estimated total revenue in 2021 is \$3.4 billion.
- **CA 15-3** – for breast cancer patients has clinical sensitivity (54%) and specificity (91%).

If each cancer survivor in remission tested themselves once a month then

Current Remission Monitoring Protocols	
Number of people in remission from carcinomas per year	78,000,000
Average number of tests per person per year	1.5
Number of tests per year	122,252,509
Average cost per test	AUD \$139
Cost of remission monitoring per year	17,010,592,215
Potential Remission Monitoring Protocols Tn Antigen	
If each person in remission is tested monthly with a Tn Antigen test.	
Average number of tests per person per year	12
Number of tests per year	936,000,000
Average cost per test	AUD \$12
Cost of remission monitoring per year	11,232,000,000

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# UBI Technology

## New products

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**New products being developed to enhance UBI's diagnostic and monitoring product range:**

- **Oncology,**
- **Women's health,**
- **Aptamer technology;**

**Proof of concept successful.**

**Working on securing various aptamer technologies.**

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# Finance

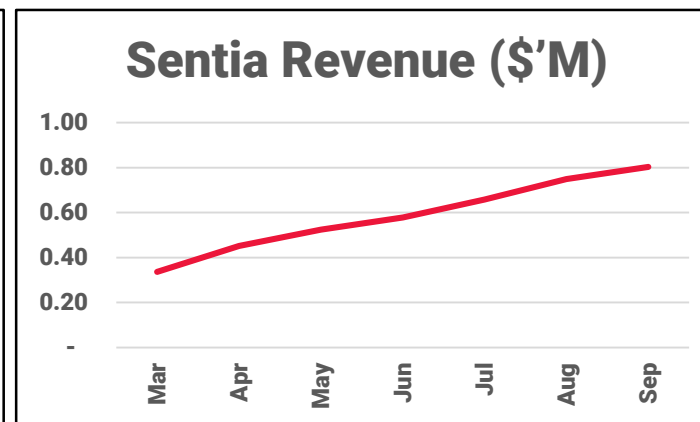
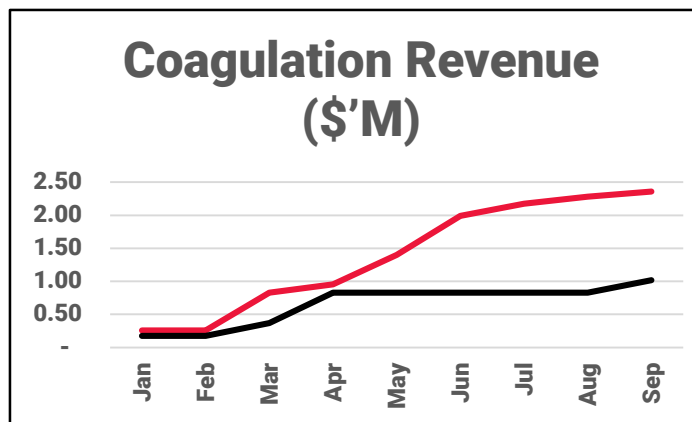
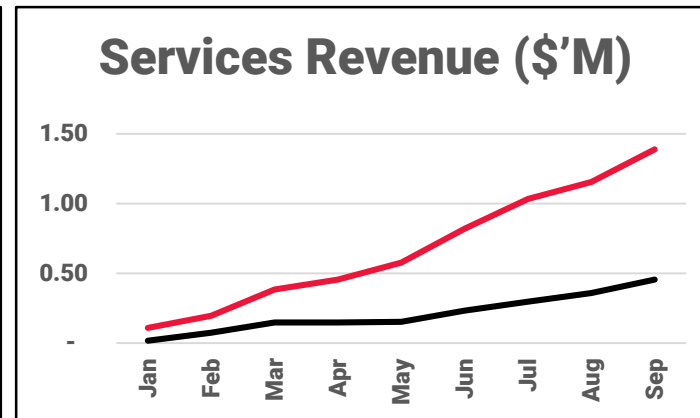
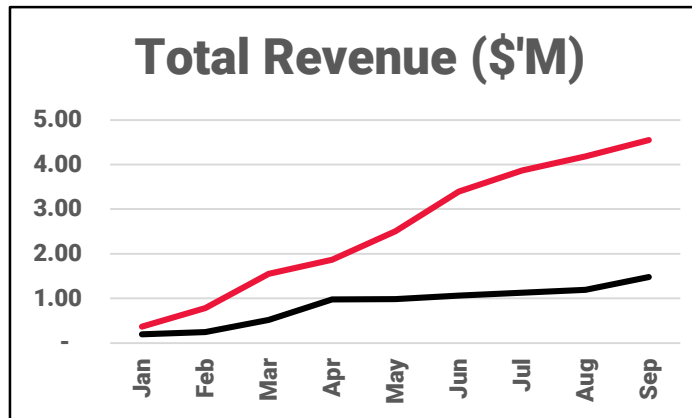
9 months ended 30 September 2021

Sales up 208%.

Xprecia Stride sales up 132%.

Sentia Sales reaches \$1m in October.

Receipts from customers up 547%.



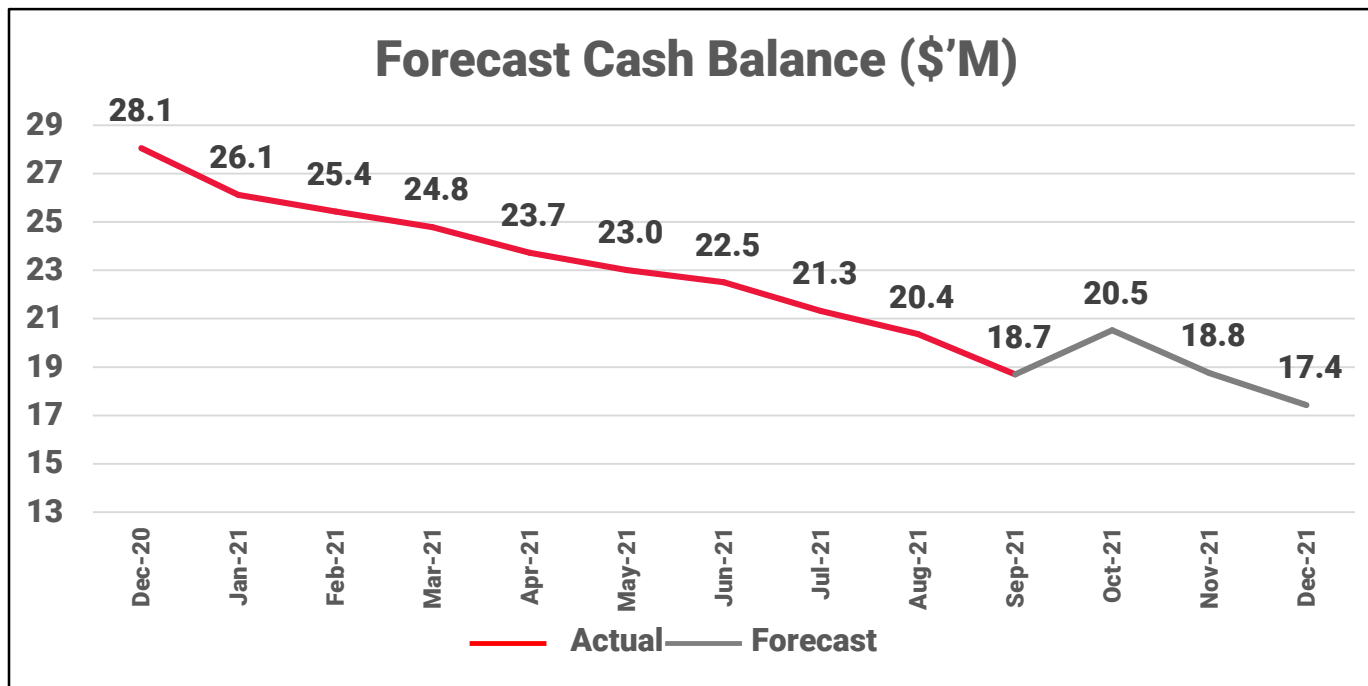
— Actual — Prior Year

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# Finance

## Strong cash position



Forecast to 31 Dec 21		AUD \$m
Cash used in operations		2.4
Cash invested in new products		7.7
Other capex		0.6
		<hr/> 10.7

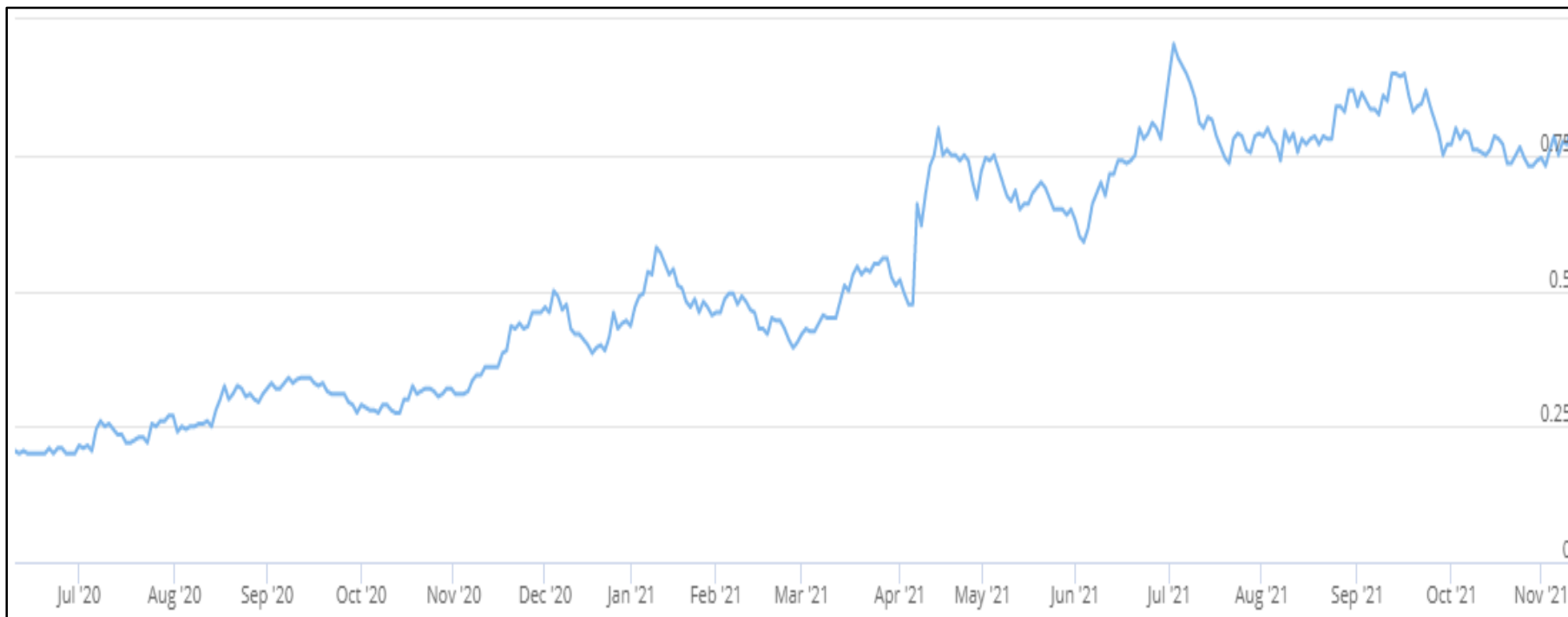
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# Finance

## Strong share price

Share price from 10 June 2020.



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# END

**John Sharman  
Chief Executive Officer  
Universal Biosensors, Inc**

  
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