

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



28 July 2022

Universal Biosensors, Inc.

June 2022 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 30 June 2022 (Q2 2022).

UBI is developing and commercializing a range of biosensors in oenology (wine industry), human health including oncology, coagulation, COVID-19, women's health and fertility, non-human and environmental testing using our patented platform technology and hand-held point of use devices.

The primary focus of UBI's activities during the second quarter of 2022 were:

- A\$26 million raised pursuant to a A\$20 million fully underwritten rights issue and a A\$6 million placement, both at A\$0.77;
- Sentia quarter on quarter direct sales increased 21% between Q2 2022 and Q1 2022;
- Overall sales of Sentia for H1 2022 were in line with H1 2021;
- Xprecia Prime received regulatory approval to sell in 32 countries in Europe;
- 281 patients have been enrolled in the Xprecia Prime clinical trial in the USA (360 patients required in total);
- UBI established an Ecommerce website for the sale of our suite of Sentia products in the USA;
- UBI appointed a Business Development Manager for Sentia Europe;
- UBI entered into new distribution agreements with Vivelys USA and Vivelys Chile and Vintner Vault (USA) for the sale of Sentia's wine testing platform device;
- Our first Sentia sales order placed in the United Kingdom;
- The finalization of Sentia's Glucose product;
- Ongoing development of Sentia wine testing products;
- The establishment of a distribution centre in the USA to support the global expansion of the Company's wine testing product sales. This is in addition to the distribution centres we have in Australia and Europe;
- The continuing successful development and use of aptamer sensing technology on our hand-held platform device;
- The progression of an Investigational Clinical Study (300 patient/+) for our Tn Antigen biosensor used for the detection, staging and monitoring of cancer;
- The continued development of our blood glucose monitoring product for dogs and cats with diabetes;
- The appointment of a Business Development Director for our Petrackr Blood Glucose Monitor in the USA; and
- The investment into our manufacturing scale-up project which will add an approximate annual 35 million strip.

FINANCIAL UPDATE

Net cash (cash and cash equivalents less short and long-term debt) as at 30 June 2022 was \$33.1 million.

Highlights are as follows:

- Receipts from customers during the three months ended 30 June 2022 increased by 39% to \$1.4 million compared to the previous corresponding period
- Receipts from customers during the six months ended 30 June 2022 increased by 80% to \$2.4 million compared to the previous corresponding period

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



Payments of \$86,000 as disclosed in item 6 of the attached Appendix 4C comprised of the non-executive directors' fees, allowances and superannuation.

For further information, please contact:

John Sharman
Chief Executive Officer
+61 (0) 414 440 680

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")

30 June 2022

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	1,381	2,402
1.2 Payments for		
(a) research and development	(1,292)	(2,292)
(b) product manufacturing and operating costs	(861)	(2,107)
(c) advertising and marketing	(145)	(422)
(d) leased assets	(311)	(420)
(e) staff costs	(2,495)	(5,176)
(f) administration and corporate costs	(756)	(1,760)
1.3 Dividends received (see note 3)		
1.4 Interest received	12	19
1.5 Interest and other costs of finance paid	(5)	(11)
1.6 Income taxes paid		
1.7 Government grants and tax incentives	33	33
1.8 Other (provide details if material)	37	76
1.9 Net cash from / (used in) operating activities	(4,402)	(9,658)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities		
(b) businesses		
(c) property, plant and equipment	(133)	(406)
(d) investments		
(e) intellectual property		
(f) other non-current assets		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$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)		
2.6	Net cash from / (used in) investing activities	(133)	(406)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	26,007	26,007
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options	40	44
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(993)	(993)
3.5	Proceeds from borrowings	0	1,002
3.6	Repayment of borrowings	(331)	(777)
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)	(1)	(1)
3.10	Net cash from / (used in) financing activities	24,722	25,282

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	13,014	18,099
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(4,402)	(9,658)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(133)	(406)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	24,722	25,282
4.5	Effect of movement in exchange rates on cash held	230	114
4.6	Cash and cash equivalents at end of period	33,431	33,431

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	6,556	10,784
5.2	Call deposits	25,000	
5.3	Bank overdrafts		
5.4	Other (provide details) The Company maintains restricted cash which includes tenant security deposits, credit card security deposits and a letter of credit issued in favour of a Customer.	1,875	2,230
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	33,431	13,014

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	86
6.2	Aggregate amount of payments to related parties and their associates included in item 2	
<i>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.</i>		

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

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	290	290
7.2	Credit standby arrangements	1,555	1,555
7.3	Other (please specify)	320	320
7.4	Total financing facilities	2,165	2,165
7.5	Unused financing facilities available at quarter end		0
7.6	<p>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.</p> <div style="border: 1px solid black; padding: 10px;"> <p><u>7.1 Loan facilities</u> – The Company has 2 loans:</p> <p>1) The 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:</p> <ul style="list-style-type: none"> • the loan is interest-free and no principal repayment is required before December 31, 2023; • if the Company chooses to repay at least CAD\$40,000 of the loan by December 31, 2023, the remaining balance will be forgiven; • if the loan is not repaid by the above mentioned date, it will be converted into a 2-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 2-year term, the entire balance of the loan is due for repayment by December 31, 2025. <p>2) The secured loan is a short-term loan facility the Company entered into to finance its 2022 insurance premium. The total amount financed was A\$1,002,404 and has the following terms</p> <ul style="list-style-type: none"> • the facility is repayable in 9 monthly instalments which commenced in January 2022; • interest is being charged at an effective annual interest rate of 1.49%; and • The short-term borrowing is secured by proceeds of or payable under any insurance including proceeds or refunds from the cancellation or termination of any insurance. <p><u>7.2 Letter of credit</u> – 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.</p> <p><u>7.3 Collateral for facilities</u> 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.</p> </div>		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(4,402)
8.2	Cash and cash equivalents at quarter end (item 4.6)	33,431
8.3	Unused finance facilities available at quarter end (item 7.5)	0
8.4	Total available funding (item 8.2 + item 8.3)	33,431
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	7.6
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>		
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	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?	
	<div style="border: 1px solid black; padding: 5px;"> Answer: N/A </div>	
8.6.2	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?	
	<div style="border: 1px solid black; padding: 5px;"> Answer: N/A </div>	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	<div style="border: 1px solid black; padding: 5px;"> Answer: N/A </div>	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>		

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.

Date: 28 July 2022

Authorised by: Chief Financial Officer
(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.