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28 April 2023

Universal Biosensors, Inc.

March 2023 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 2023 (Q1 2023).

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.

Key developments during the first quarter of 2023 were:

- Completion of Xprecia Prime clinical trials in the United States of America
- Submission of 510K application to the US Food and Drug Administration
- Global launch of 3 new tests on the Sentia platform; Fructose, Acetic Acid and Titratable Acidity
- First sales of Xprecia Prime in Europe
- Final preparations for the launch of Petrackr, UBI's blood glucose monitoring product for dogs and cats
- The continuing development of aptamer sensing technology on our hand-held platform device
- The continuing development of our oncology biosensor
- The continuing development of our new technology sensing platform technology
- The installation of our new manufacturing line is almost complete
- Investment in sales and marketing to support future sales growth

FINANCIAL UPDATE

Net cash (cash and cash equivalents less short and long-term debt) as at 31 March 2023 was \$20.5 million.

UBI invested \$1.85 million in product development activities during the quarter which is a 48% decline compared to the same period in previous financial year. Receipts from customers increased by 44% to \$0.85 million compared to the previous quarter.

Payments of \$87,000 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:

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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 2023

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	848	848
1.2 Payments for		
(a) research and development	(773)	(773)
(b) product manufacturing and operating costs	(770)	(770)
(c) advertising and marketing	(170)	(170)
(d) leased assets	(221)	(221)
(e) staff costs	(3,118)	(3,118)
(f) administration and corporate costs	(1,840)	(1,840)
1.3 Dividends received (see note 3)		
1.4 Interest received	197	197
1.5 Interest and other costs of finance paid	(7)	(7)
1.6 Income taxes paid		
1.7 Government grants and tax incentives	20	20
1.8 Other (provide details if material)	23	23
1.9 Net cash from / (used in) operating activities	(5,811)	(5,811)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities		
(b) businesses		
(c) property, plant and equipment	(404)	(404)
(d) investments		
(e) intellectual property		
(f) other non-current assets		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 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	(404)	(404)

3.	Cash flows from financing activities		
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		
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(30)	(30)
3.5	Proceeds from borrowings	1,056	1,056
3.6	Repayment of borrowings	(352)	(352)
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)	(2)	(2)
3.10	Net cash from / (used in) financing activities	672	672

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	26,825	26,825
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(5,811)	(5,811)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(404)	(404)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	672	672
4.5	Effect of movement in exchange rates on cash held	(7)	(7)
4.6	Cash and cash equivalents at end of period	21,275	21,275

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	4,955	3,442
5.2	Call deposits	16,000	22,536
5.3	Bank overdrafts		
5.4	Other (provide details) The Company maintains restricted cash which includes tenant security deposits, credit card security deposits. In previous quarter, the Company also had a letter of credit issued in favour of a Customer; it expired in March 2023.	320	847
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	21,275	26,825

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	87
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	770	770
7.2	Credit standby arrangements		
7.3	Other (please specify)	320	320
7.4	Total financing facilities	1,090	1,090
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> <p><u>7.1 Loan facilities:</u></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 2023 insurance premium. The total amount financed was A\$1,056,059 and has the following terms</p> <ul style="list-style-type: none"> • the facility is repayable in 9 monthly instalments which commenced in January 2023; • interest is being charged at an effective annual interest rate of 1.99%; 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>7.3 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>		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(5,811)
8.2	Cash and cash equivalents at quarter end (item 4.6)	21,275
8.3	Unused finance facilities available at quarter end (item 7.5)	0
8.4	Total available funding (item 8.2 + item 8.3)	21,275

8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)

3.7

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.

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?

Answer:

N/A

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?

Answer:

N/A

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?

Answer:

N/A

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.

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 April 2023

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.