

31 October 2023



Universal Biosensors to host investor webinar and Q&A

Universal Biosensors, Inc. (ASX: UBI) is pleased to announce it will host an investor webinar and Q&A session following the release of the Company's Q3 Results.

The webinar will be held at 9:30am AEDT on Thursday 2nd of November, where CEO John Sharman will present the slide deck lodged as part of Q3 Results and discuss the latest developments in the business.

Shareholders, investors and interested parties are encouraged to register to attend the presentation at the following link: https://us02web.zoom.us/webinar/register/WN_QRwjFPpSaGWdFh0UJnOgQ

After registering, you will receive a confirmation email containing information about joining the webinar as well as dial-in details for those that wish to join by phone.

Questions can be submitted on the day or sent in advance to matt@nwrcommunications.com.au

Please note a replay of the webinar will be available at the above-mentioned link shortly following the conclusion of the live session.

End

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

For further information contact:

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

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. UBI's ambition is to build a multi product stable of biosensors in large markets which generate ongoing revenue streams. For additional information regarding Universal Biosensors, Inc., refer to: <http://www.universalbiosensors.com>.

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.

Universal Biosensors, Inc.

Update Q3 2023

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

©Copyright Universal Biosensors 2023.



Important Disclaimer

Presentation and Company

You must read the following notices (Disclaimer) before reading or making any use of this presentation or any information contained in it (collectively, the Presentation). The Presentation is private and confidential and has been prepared solely for informational purposes by Universal Biosensors, Inc. (Company). By receiving the Presentation, you acknowledge that you have read, understood, accepted and satisfied the terms and conditions of this Disclaimer and agree to be bound by the terms and conditions of the Disclaimer, including any modifications to them. No part of this Presentation may be reproduced, distributed or transmitted in any form or by any means without the prior written permission of the Company. This presentation is intended to provide a general outline only and is not intended to be a definitive statement on the subject matter. This presentation is not financial advice and has been prepared without taking into account the objectives, financial situation or needs of a particular person. Neither the Company, nor its officers or advisors or any other person warrants the accuracy of the analysis herein or guarantees the investment performance of the Company. Investors must make their own independent assessment of the Company and undertake such additional enquiries as they deem necessary or appropriate for their own investment purposes.

Forward Looking Statements and Risks

The statements contained in this presentation that are not purely historical are forward-looking statements within the meaning of the United States Exchange Act. Forward-looking statements in this presentation include statements regarding our expectations, beliefs, hopes, intentions or strategies. You can identify these forward-looking statements by the fact that they use words such as “anticipate”, “estimate”, “expect”, “project”, “should”, “can”, “could”, “propose”, “potential”, “outlook”, “future”, “illustration”, “predict”, “will”, “would”, “intend”, “plan”, “believe”, “target”, “may”, “assume” and other words and terms of similar meaning in connection with any discussion of future operating or financial performance. All forward-looking statements included in this presentation 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. Factors that could cause actual results to differ materially from our current expectations include but are not limited to: the success of research and development activities, decisions by regulatory authorities regarding approval of our products, UBI’s ability to protect its patents and other intellectual property, difficulties or delays in manufacturing, the ability to successfully market new and existing products, competitive developments affecting our products, fluctuations in interest and currency exchange rates, distribution, pricing, reimbursement, acquisitions or divestitures, litigation or government investigations and legislation or regulations that affect product production. The Company is subject to a number of risks which may result in our actual results differing materially from our current expectations. These risks may be out of the control of, and unknown to, UBI and its officers, employees, advisors or agents. For a summary of key risks, refer to the Company’s most recent Form 10-K filed with the United States Securities and Exchange Commission and the Australian Securities Exchange.

Past Performance and Financial Information

Past performance information given in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance. Actual results could differ materially from those referred to in this Presentation. All dollar values are in Australian dollars (AUD\$) unless otherwise stated. This Presentation contains pro forma and forecast financial information. The pro forma and forecast financial information provided in the Presentation is for information purposes only and is not represented as an indication of the Company’s actual or future financial position. In addition, certain figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Therefore, the actual calculation of these figures may differ from the figures set out in the Presentation.

Photographs, Diagrams and Industry Data

Photographs in this Presentation which do not have descriptions are used for illustration only and should not be interpreted to mean that any person shown endorses this Presentation or its contents or that the assets shown are owned by the Company. Diagrams in this Presentation have been prepared by the Company, are illustrative only and may not be drawn to scale. Unless stated otherwise, all data contained in tables, charts and graphs is based on information available at the date of this Presentation. This Presentation contains industry and market data and statistics, third party estimates and other information (including industry forecasts and projections). The Company has not independently verified the industry data included in this Presentation.

Securities and Distribution Limited

Under applicable United States securities laws all of the shares of our common stock are “restricted securities” as that term is defined in Rule 144 under the Securities Act of 1933, as amended. Restricted securities may be resold in the public market to United States persons as defined in Regulation S only if registered for resale or if they qualify for an exemption from registration under the Securities Act. We have not agreed to register any of our common stock for resale by security holders. Distribution or release of this Presentation outside Australia may be restricted by law and such restrictions should be observed. Persons who come into possession of this Presentation who are not in Australia should seek advice on and observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

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

©Copyright Universal Biosensors 2023.



Universal Biosensors

Highlights & Recap

UBI:

- Has **11 revenue generating assets** delivering over a million tests to thousands of customers around the world. 6 of those revenue generating assets have been launched in market during H1 2023.
- Is delivering
 - strong sales growth across the portfolio
 - Increased gross margins
 - Lower costs
- Has invested more than 200m developing its world leading technology platform and manufacturing infrastructure.
- Has a number of outstanding product development opportunities.
- Has \$16.6m cash.



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

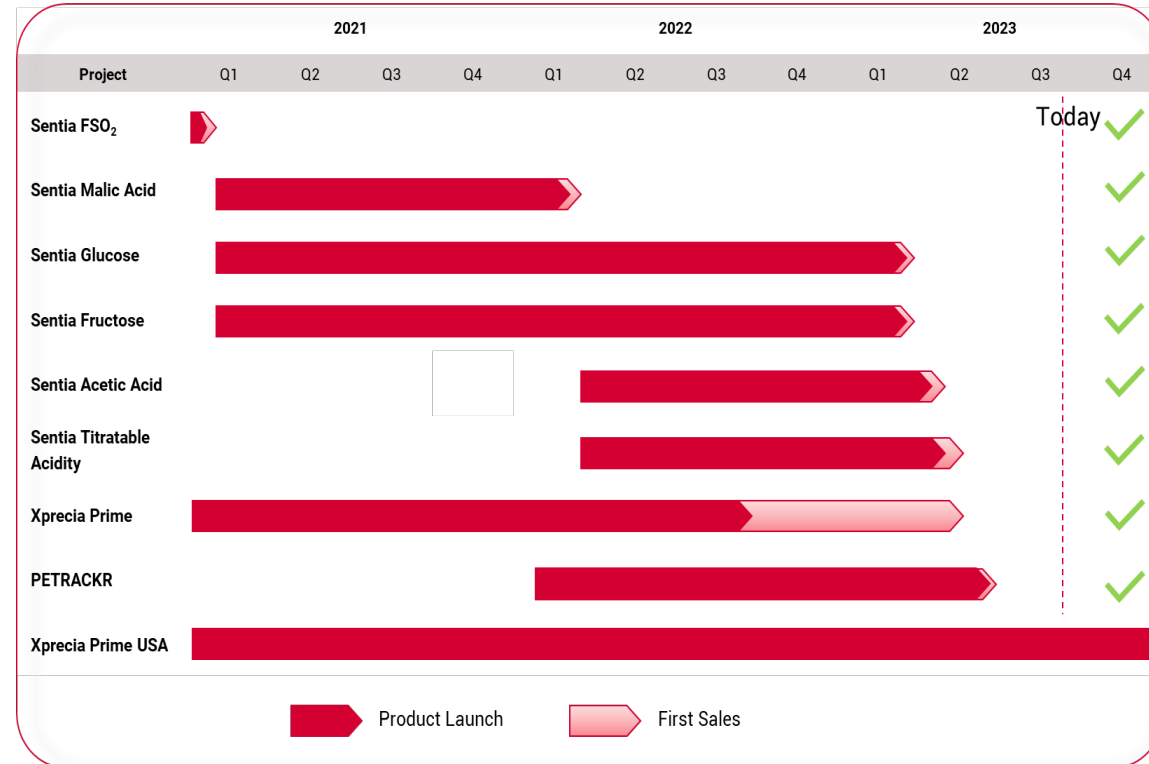
©Copyright Universal Biosensors 2023.

Universal Biosensors

Product Outlook

UBI's 11 revenue generating assets include:

- A portfolio of 6 products on its Sentia wine testing platform
- The next generation Xprecia Prime PT/INR coagulation products
 - for hospital and clinical use, and
 - Patient Self-Testing
- The legacy Xprecia Stride PT/INR coagulation product
- The veterinary diabetes product PETRACKR; and
- Laboratory testing services business, HRL



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

©Copyright Universal Biosensors 2023.

Operating Highlights

Same Time Last Year (Q3 2023 v Q3 2022)

Income Statement

\$m	Q3 2023	Q3 2022
Revenue		
Revenue from products	1.52	0.44
Revenue from services	0.40	0.24
Total revenue	1.92	0.68
Operating costs and expenses		
Cost of goods sold	0.46	0.15
Cost of services	0.07	0.12
Total costs of goods sold and services	0.53	0.27
Gross profit	1.39	0.41
Other operating costs and expenses		
Product support	0.05	0.02
Depreciation and amortization	0.25	0.63
Research and development	0.81	2.66
Selling, general and administration	4.04	2.87
Total other operating costs and expenses	5.15	6.18
Loss from operations	(3.76)	(5.77)
Other income/(expense)		
Interest income	0.21	0.14
Interest expense	(0.01)	(0.01)
Financing costs	(0.03)	(0.03)
Research and development tax incentive	0.37	0.64
Exchange gain/(loss)	(0.03)	(0.04)
Other income	0.65	0.04
Total other income	1.16	0.74
Net profit/(loss) before tax	(2.60)	(5.03)
Income tax benefit/(expense)	-	-
Net profit/(loss)	(2.60)	(5.03)

All figures are in AUD, m = million

Sales

Up 182%

Xprecia Sales

Up 215%

Sentia Sales

Up 236%

HRL Sales

Up 69%

Gross Margin

Up 239%

R&D Expense

Down 70%

Expenses

Down 17%

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

©Copyright Universal Biosensors 2023.

Operating Highlights

Quarter-on-Quarter (30 September 2023 v 30 June 2023)

Income Statement

\$m	Q3 2023	Q2 2023
Revenue		
Revenue from products	1.52	1.11
Revenue from services	0.40	0.19
Total revenue	1.92	1.30
Operating costs and expenses		
Cost of goods sold	0.46	0.40
Cost of services	0.07	0.09
Total costs of goods sold and services	0.53	0.49
Gross profit	1.39	0.81
Other operating costs and expenses		
Product support	0.05	0.04
Depreciation and amortization	0.25	0.24
Research and development	0.81	1.30
Selling, general and administration	4.04	3.68
Total other operating costs and expenses	5.15	5.26
Loss from operations	(3.76)	(4.45)
Other income/(expense)		
Interest income	0.21	0.19
Interest expense	(0.01)	(0.01)
Financing costs	(0.03)	(0.05)
Research and development tax incentive	0.37	0.57
Exchange gain/(loss)	(0.03)	(0.01)
Other income	0.65	0.05
Total other income	1.16	0.74
Net profit/(loss) before tax	(2.60)	(3.71)
Impairment of assets / write back	-	5.11
Income tax benefit/(expense)	-	-
Net profit/(loss)	(2.60)	1.40

All figures are in AUD, m = million

Sales

Up 47%

Xprecia Sales

Up 194%

Sentia Sales

Up 28%

HRL Sales

Up 113%

Gross Margin

Up 71%

R&D Expense

Down 38%

Cash Balance

\$16.64m

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

©Copyright Universal Biosensors 2023.

Operating Highlights

Balance Sheet Q3 2023

Balance Sheet

\$m	30 Sep 2023	31 Dec 2022
Assets		
Cash and cash equivalents	16.32	26.50
Inventories	3.74	3.14
Trade receivable	1.67	0.97
Prepayments & other current assets	2.68	6.06
Total current assets	24.41	36.67
Property, plant and equipment	4.74	4.58
Restricted cash	0.32	0.32
Other non-current assets	2.97	4.57
Total non-current assets	8.03	9.47
Total assets	32.44	46.14
Liability		
Trade and other payables	4.53	6.16
Other liabilities	1.88	6.92
Total current liabilities	6.41	13.08
Asset retirement obligations	1.19	2.92
Lease liability	3.53	4.00
Other liabilities	0.07	0.05
Total non-current liabilities	4.79	6.97
Total liabilities	11.20	20.05
Net Assets	21.24	26.09

All figures are in AUD, m = million

Highlights include:

- 16.64m of cash
- Inventory build-up to support increased sales and marketing activities.

Business Update

Sentia

All six tests have been available for sale on the Sentia platform for 5 months.

Test strip sales grew:

- 17%, on a quarter-on-quarter basis (Q3 2023 vs Q2 2023)
- 281%, Q3 2023 vs Q3 2022 (same time last year).

Device sales grew:

- 46%, on a quarter-on-quarter basis (Q3 2023 vs Q2 2023)
- 158%, Q3 2023 vs Q3 2022 (same time last year).

Average strips used per device grew 60% (Q3 2023 vs Q3 2022) (same time last year) for those customers who owned the device for at least 12 months.

Estimated Sentia market share (measured by devices in market):

- Australia: 17 %
- New Zealand: 7 %
- USA: 6 %
- Canada: 10 %
- Rest of world: 0.5 %



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

©Copyright Universal Biosensors 2023.

Business Update

Xprecia

Test strip sales grew by:

- **165%** on a quarter-on-quarter basis (Q3 2023 vs Q2 2023)
- **190%**, Q3 2023 vs Q3 2022 (same time last year).

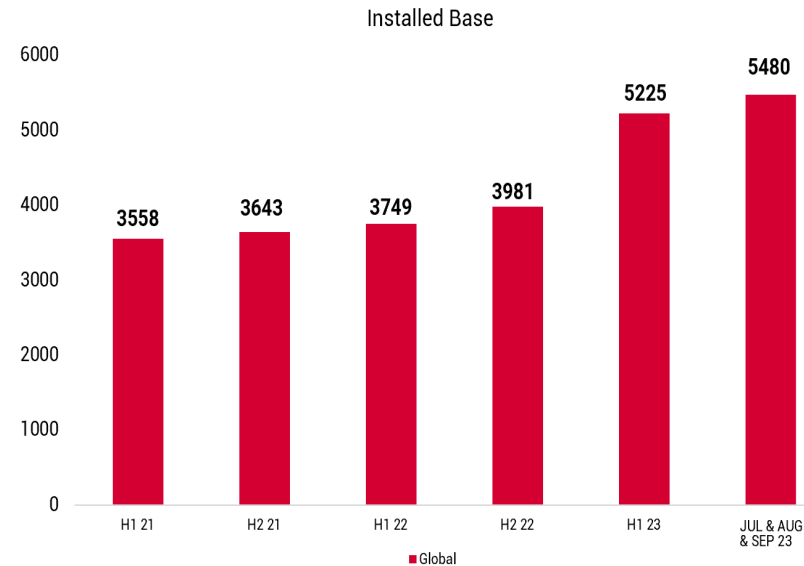
1,499 new Xprecia devices delivered into global markets (xUSA) so far this year (**38% increase** in global installed base¹).

First Xprecia Prime tender win in Italy, 120 devices and 132,000 strips pa.

Approval and first sales in India.

Approval of “Xprecia Prime 4U” Patient Self-Testing device under IVDR in 32 Countries:

FDA 510k application for Xprecia Prime ongoing. Full Response to all FDA queries expected to be submitted Q4 2023.



Note 1 The Xprecia devices in use globally is based on historical Siemens data. UBI has no way to validate the accuracy of any Siemens data



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

©Copyright Universal Biosensors 2023.

Business Update

HRL

Sales grew:

- 113% on a quarter-on-quarter basis (Q3 2023 vs Q2 2023)
- 69% Q3 2023 vs Q3 2022 (same time last year).

The recent restructure of the HRL business appears to be delivering results and sales are improving.

HRL received a CLIA Waiver Certificate of Registration in August as issued by the Department of Health and Human Services USA. This allows HRL to begin testing services on human specimens from the USA for the purposes of performing laboratory examinations or procedures. Whilst the CLIA Waiver Certificate of registration has been issued, a survey of compliance is still required. This survey does not prevent HRL from beginning its testing work.

UBI has worked on the CLIA Waiver accreditation for more than 12 months.

The CLIA Waiver accreditation is expected to present significant opportunities for USA-based clients to commission HRL to perform laboratory testing and as such deliver sales growth.

Business Update

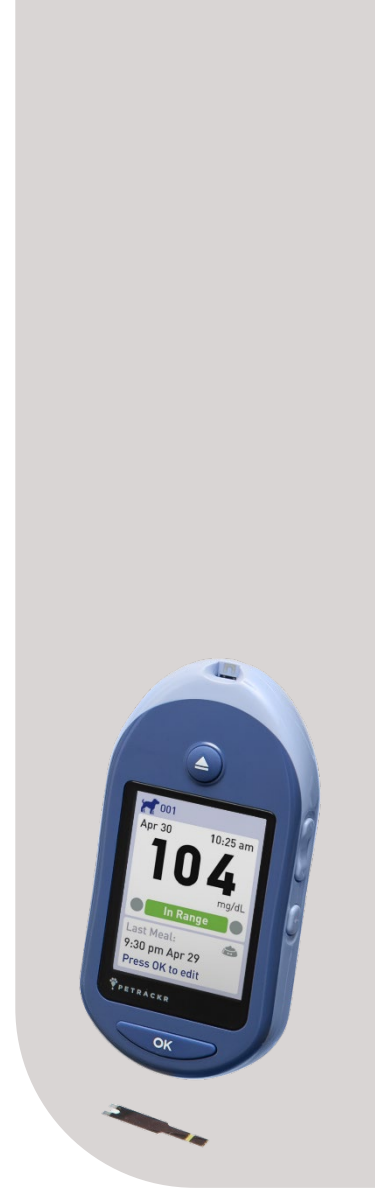
Petrackr

Sales revenue of \$380k has been recorded since launch (4 months).

9 Petrackr distribution agreements signed in:

- USA
- Canada
- Australia
- New Zealand; and
- United Kingdom.

10+ distribution agreements in negotiations across North America, Europe and Asia Pacific.



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

©Copyright Universal Biosensors 2023.

Business Update

General

More than \$200m has been invested in the development of UBI's platform technology and infrastructure since 2005.

UBI has **current manufacturing capability** of more than **70 million tests** per year with no additional capex requirement.

UBI's new manufacturing line has been completed and final validation expected in January 2024.

During Q3 2023, UBI continued to build its sales infrastructure. Our global sales force now includes Commercialisation Heads in:

- North America,
- Asia Pacific; and
- Europe.

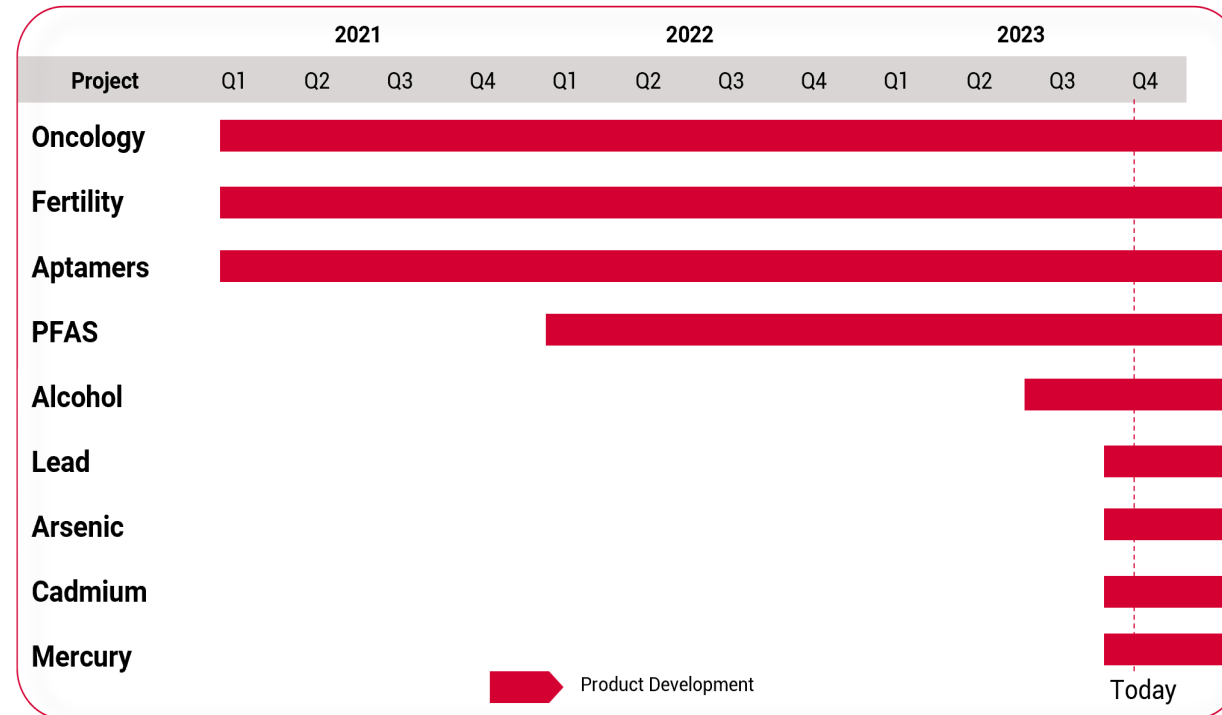
Each Commercial Head is responsible for sales of UBI products within their region. Underneath each Commercial Head are subject matter experts for Xprecia, Petrackr, Sentia and HRL.

Technology Update

Product Development

UBI continues to invest an appropriate amount of resources into the development of new products and technologies across various industries:

- Oncology
- Fertility
- Aptamers
- PFAS
- Sentia Alcohol; and
- Heavy metals including Lead, Arsenic, Cadmium and Mercury



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

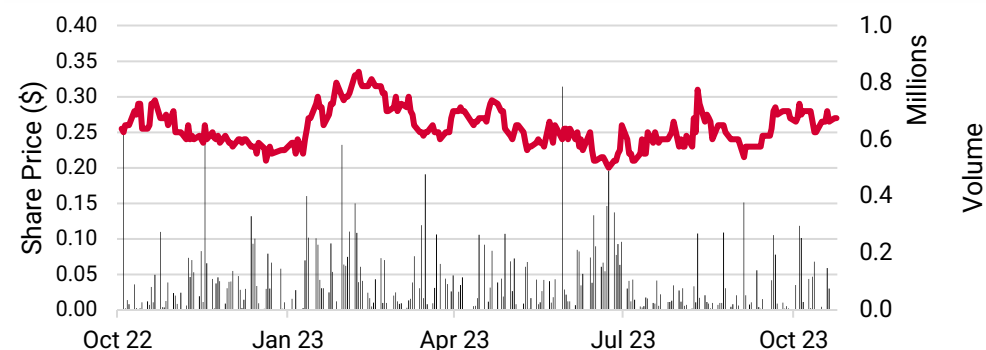
©Copyright Universal Biosensors 2023.

Corporate Overview

Capital Structure

ASX Code	UBI
Share Price (at 27 Oct 2023)	\$0.25
Shares on Issue (m)	212.37
Options & Performance Rights (m)	19.19
Market Capitalisation (m)	\$53.09
Cash in Bank (at 1 Oct 2023) (m)	\$16.64
Top 20 Shareholders	64%

Share Price



Board/Management

Graham McLean	Craig Coleman	Judith Smith	David Hoey	John Sharman
Non-Executive Chairman	Non-Executive Director	Non-Executive Director	Non-Executive Director	CEO
<ul style="list-style-type: none"> Experienced senior executive in the medical technology industry in Australia, Asia and US, most recently with Stryker Corporation ('Stryker') as President Asia Pacific from 2017 to 2020. Director Suicide Prevention Australia and CleanSpace Holdings (ASX:CSX). 	<ul style="list-style-type: none"> Experienced investment and funds management executive. Executive Chairman of Viburnum Funds, an Australian-based specialist investment manager. Director 3PLearning (ASX:3PL), Sports Entertainment Group (ASX:SEG) and former director of Bell Financial Group (ASX:BFG). 	<ul style="list-style-type: none"> Highly experienced investment and funds management executive. Former Head of Private Equity at IFM Investors, a global fund manager. Director Acorn Capital Investment (ASX:ACQ). 	<ul style="list-style-type: none"> More than 30 years experience of executive-level experience in business development, licensing, strategic planning and financing for technology companies. Current president and CEO of Vaxxas, Inc. 	<ul style="list-style-type: none"> Extensive international business experience as Managing Director (MD) and Chief Executive Officer of ASX-listed companies and private equity businesses. Former CEO of Medical Developments International (ASX:MVP), Cyclopharm, Ltd, and private equity.

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

©Copyright Universal Biosensors 2023.

Note: All calculations are estimated and AUD
m = million

END