

# Universal Biosensors, Inc.

## Update Q1 2024

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

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# Universal Biosensors

## Operating highlights

UBI is a world leader in electrochemical technology.

Q1 24 highlights include:

- FDA 510(k) and CLIA Waiver approval for Xprecia Prime in the USA.
  - ✓ 12 open negotiations with USA and global partners for Xprecia Prime.
- Development work for water testing (Lead & Copper) progressing well.
  - ✓ 10 open negotiations with USA and global partners for water testing products.
- Sales up.
- R&D expenses down 86%.
- Operating expenses down 16%.
- \$16m cash reserves as at 2 May 2024 (post rights issue settlement).



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# Universal Biosensors

## Operating highlights

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### Sentia

- In-market test strip sales grew **48%**, Q1 2024 vs Q1 2023.



### Xprecia

- Test strip sales grew: **9%**, Q1 2024 vs Q1 2023.
- 1,701 Xprecia devices delivered into global markets (xUSA) since Q2 2023 (**38%** increase in global installed base<sup>1</sup>).



### Petrackr

- 11 distribution deals signed.
- 20+ distribution deals in negotiation.



### HRL

- Sales grew **140%**, Q1 2024 vs Q1 2023.

# Universal Biosensors

## Xprecia Prime

There are more than

- 6 million patients who take warfarin<sup>1</sup> (coumadin) in the USA; and
- more than 140 million PT/INR test strips<sup>2</sup> are sold each year.

Evidence from the Clinical Studies submitted to the FDA shows Xprecia Prime outperforms the competitor products across the therapeutic range.

UBI has commenced commercialisation of Xprecia Prime in the USA:

- 12 potential distribution or partner negotiations are underway.

Laboratory Reference INR Range	Allowable Difference	Percentage within allowable difference	
		UBI: Xprecia Prime <sup>1</sup>	Roche: CoaguChek <sup>2</sup>
0 to 1.9	± 0.4 INR	98.30%	97.13%
2 to 3.5	± 20% INR	97.70%	82.31%
3.6 to 4.5	± 20% INR	91.80%	85.71%
<b>Total</b>	-	<b>97.18%</b>	<b>90.09%</b>

Figure 1: Accuracy analysis across the therapeutic measuring range 0 – 4.5 INR shows that Xprecia Prime outperforms the CoaguChek® when compared to the Sysmex Cs-2500 reference analysis using capillary whole blood samples.

All data was collected by untrained operators as part of a pivotal 450 patient clinical study which was submitted to the FDA as part of the 510(k) and CLIA Waiver application.

**Note**

<sup>1</sup>Xprecia Prime Allowable Difference Acceptance Criteria for all Evaluable Subjects (including outliers) all study sites – N = 355 patients

<sup>2</sup>Roche CoaguChek Allowable Difference Acceptance Criteria for all Evaluable Subjects (including outliers) all study sites – N = 353 patients



**Sources**

1. Medicare & Lincare.
2. Greystone Research & Global Data Reports.

# Universal Biosensors

## Lead & Heavy Metals

Over **160 million buildings** across USA, Europe, India and China have **Lead pipes**.

The water testing market for Lead is estimated at \$1.6 billion.

Current methods for Lead detection are:

- time consuming;
- expensive;
- no accurate portable detection product exists; and
- do not provide mapping overlays.

A portable product which can map the location of Lead pipes is needed to allow more cost-effective identification, removal and replacement which is a **multi billion dollar issue in the USA**.

UBI has completed proof of concept for Lead and Copper sensors and have moved into the development phase which is progressing well.

UBI is targeting water utilities, test laboratories, retail plumbing suppliers and water consultancies regarding the further development, commercialisation and use of UBI's portable platform.

- 10 potential partner negotiations are underway.

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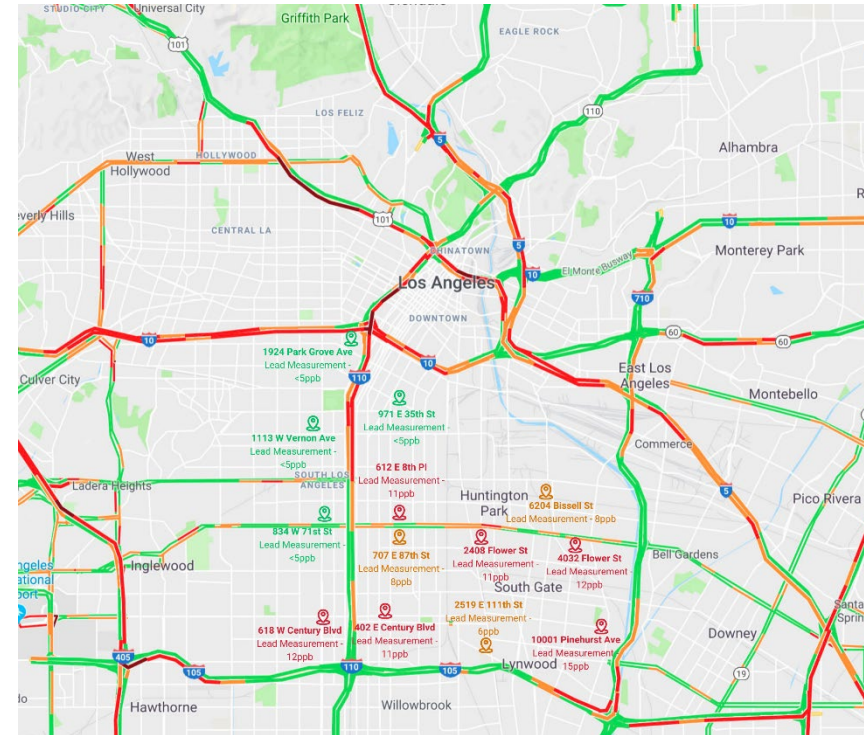


Figure 1: UBI's potential detection and mapping solution to identify Lead pipes which need removal and replacement.



#### Sources

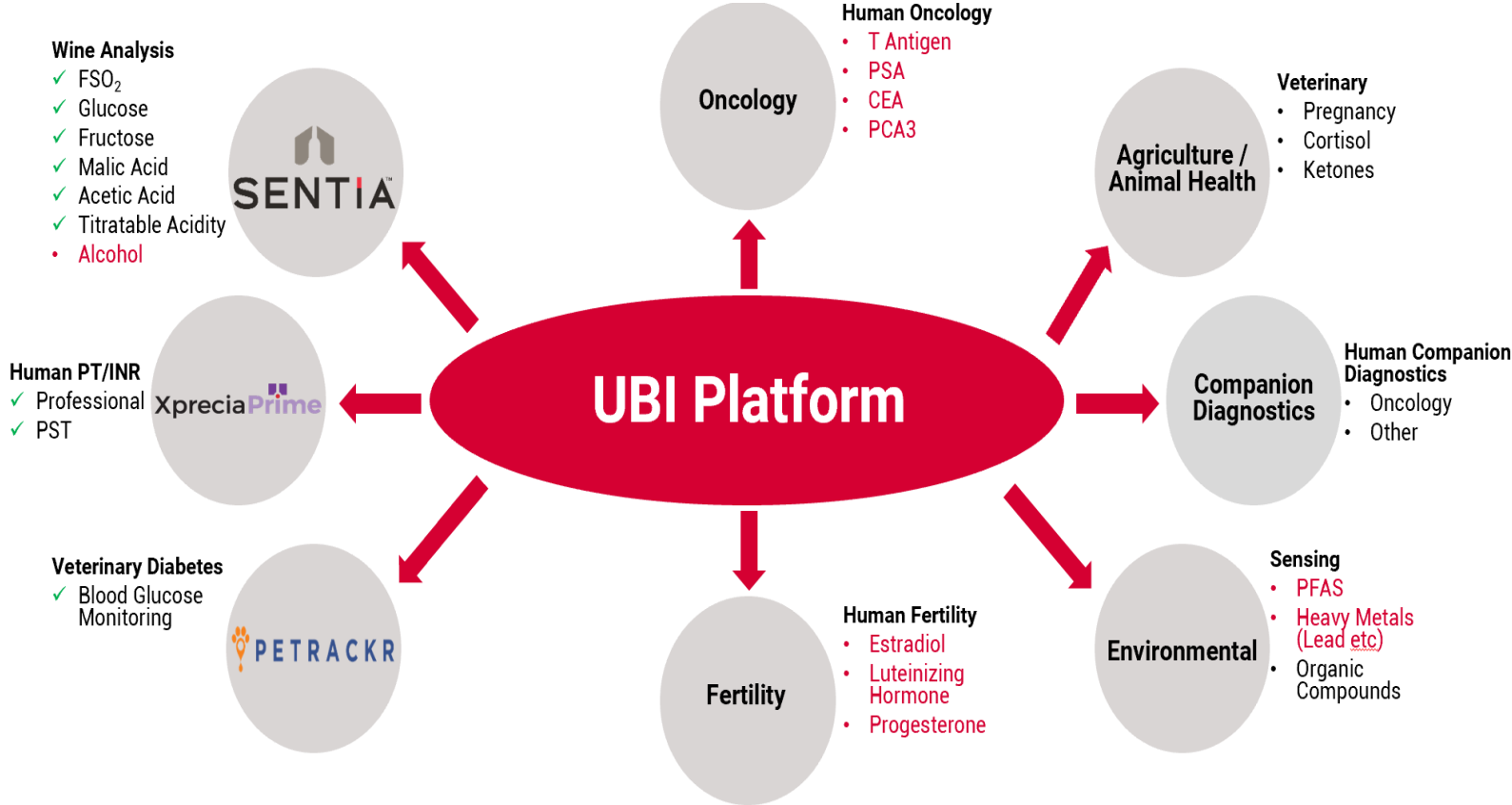
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# Universal Biosensors

## Technology Update

Ongoing development of

- Oncology markers (PSA, CEA, PCA3)
- Water detection (Lead & Copper & Cadmium)
- Sentia products (Alcohol test)
- Aptamers (Tobramycin & fertility hormones)



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- Legend**
- ✓ Product in market
  - In Development
  - Under Investigation



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