

Universal Biosensors, Inc.

Update Q1 2025

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CEO & Managing Director



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Q1 2025

Business Update

Capital Raise

UBI plans to raise capital within the next quarter. The Company is working on and has well developed plans progressed with a number of options with quantum and structure to be confirmed.

Wine Testing (Sentia) – Increasing the rate of adoption, Largest Quarter of Test Strip Sales.

- Devices in market: Q1 growth of 7% (vs Q4 2024 – 2,168 vs 2,030)
- Test Strips: Q1 2025 sales growth of 8% (vs Q4 2024 – 104,300 vs 96,600)

Driven by the new sales team, remediated assays, an increased presence at tradeshow and a more targeted sales strategy.

Blood Testing (Xprecia) – Focused on new distribution agreements and increased tender-based focus in Europe.

- Devices in market: Q1 growth of 1% (vs Q4 2024 – 5,543 vs 5,496)
- Test Strips: Q1 2025 sales down 13% (vs Q4 2024 – 197,300 vs 227,125). (loss of 1 customer tender in Spain in late 2023, but supply continued until Q4 2024)

New distribution partners and tenders:

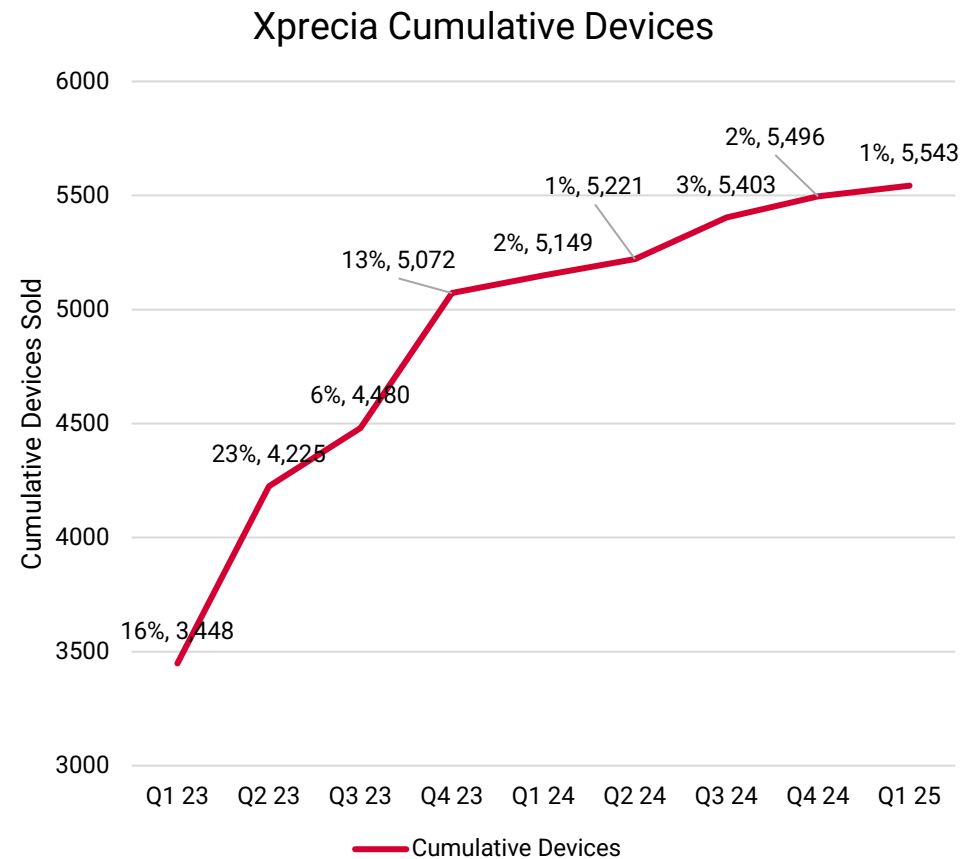
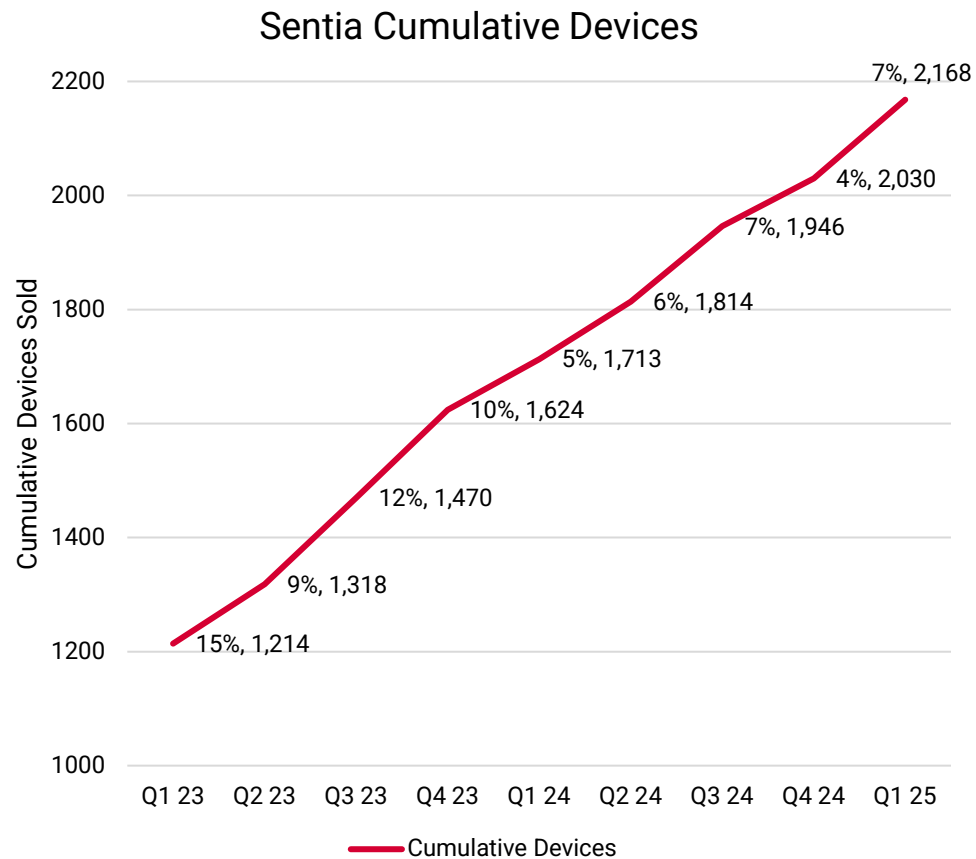
1. 12 distribution agreements signed in 2024 & 3 distribution agreements signed in 2025 so far,
2. 1 tender won, 10 tenders ongoing and 14 tender opportunities about to commence

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Sentia & Xprecia Device Growth



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Product development - Water Testing (AQUASCOUT)

AQUASCOUT™ is a handheld water testing platform which can detect and monitor heavy metals (initially Lead and Copper) in water samples in the field. It is due for launch in H2 2025.

AQUASCOUT addresses key issues associated with the current methods for heavy metal detection (laboratory testing). There are no current suitable alternatives to laboratory testing for accurate detection and monitoring of heavy metals.

Heavy metals are a dangerous contaminant which can be found in drinking water, wastewater, industrial waste and mining waste. They can have serious health effects and damage ecosystems which makes their levels in these water samples highly regulated and monitoring essential for water utilities, governments and companies.

AQUASCOUT's advantages over traditional laboratory testing include:

- 🕒 Immediate Results
- 💰 Low Cost
- 🏠 Portable in Field Tests
- 📱 Control of Your Testing
- 📋 Easy to Use Workflow
- 🎯 Comparable Accuracy
- 📶 Results Transferred Wirelessly & Visualised

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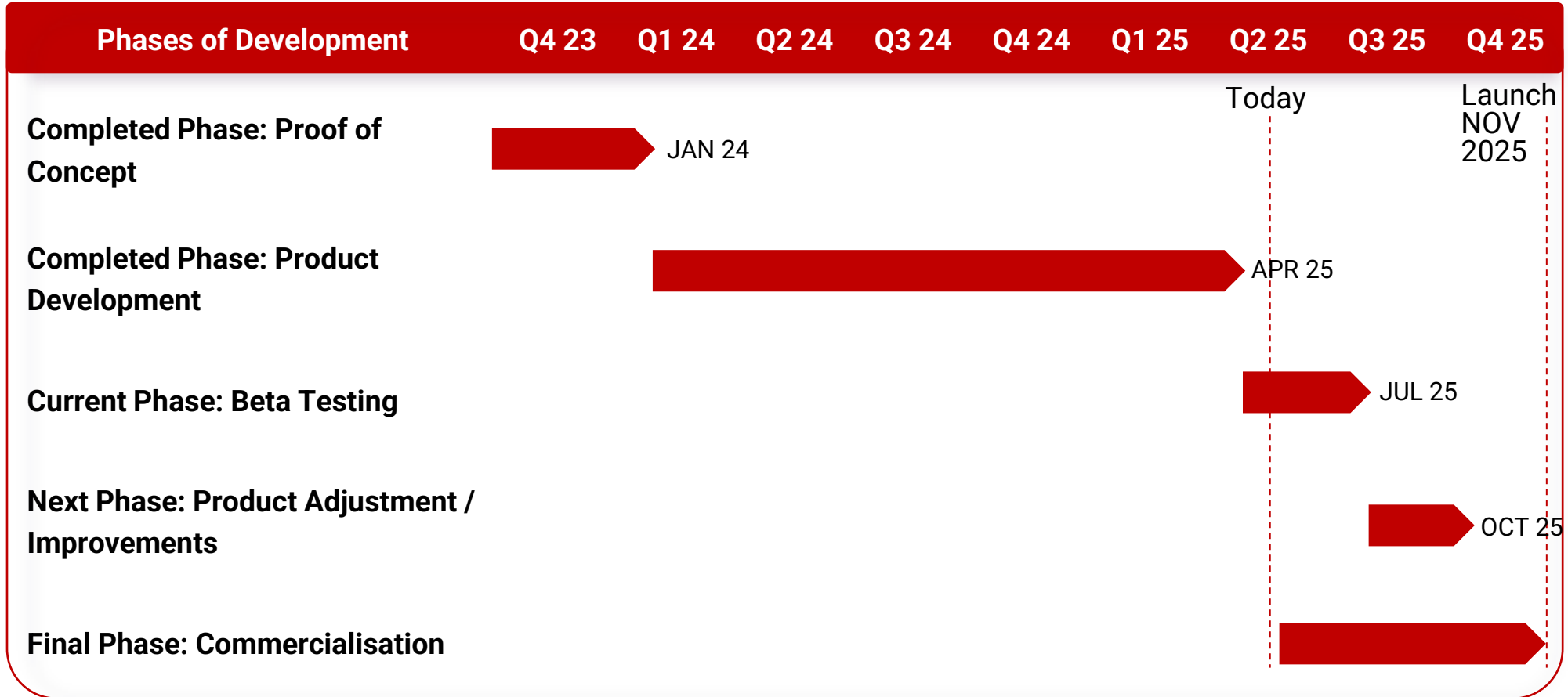
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Source:
1. US EPA



Water Testing (AQUASCOUT)

Progress



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Universal Biosensors

Corporate - Overview

Capital Structure

ASX Ticker	UBI
Share Price (at 8 May 2025) \$AUD	\$0.05
Shares on Issue (m)	298.1
Options & Performance Rights (m)	101.0m
Market Capitalisation (\$AUD m)	\$14.9
Cash (at 31 MAR 25) (\$AUD m)	\$4.9
Top 20 Shareholders	66%

Share Price



Board/Management

Graham McLean	Craig Coleman	Judith Smith	David Hoey	Peter Mullin
Non-Executive Chairman	Non-Executive Director	Non-Executive Director	Non-Executive Director	Managing 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. Chair CleanSpace Holdings (ASX:CSX). Director Fisher & Paykel Healthcare (ASX: FPH). Chair Suicide Prevention Australia 	<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"> A global strategic leader with a track record of success across a very diverse range of industries including in highly regulated environments, ASX listed businesses and family offices. Former CEO of The Comfort Group and Managing Director Pensions & Investments at ANZ (ASX:ANZ).

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Note: All calculations are estimated and AUD m = million

END

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