

## 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 Half Year Results.

The webinar will be held at 11am on Tuesday 8<sup>th</sup> of August, where CEO John Sharman will present the slide deck lodged as part of the Half Year Results (attached below) 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\\_a-e5Dsp1SdS6rBIlf1LFvg](https://us02web.zoom.us/webinar/register/WN_a-e5Dsp1SdS6rBIlf1LFvg)

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](mailto: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

Matt Wright  
NWR Communications  
+61 (0) 451 896 420  
[matt@nwrcommunications.com.au](mailto:matt@nwrcommunications.com.au)

**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 H1 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

## Outlook

---

In 2020 UBI had 1 product making sales to one customer in one industry.

In **2023** UBI has **10 revenue generating assets** delivering millions of tests to thousands of customers around the world.

UBI has:

- \$16.64m cash reserves,
- Expects to receive \$4.50m R&D rebate H2 2023,
- Reconfirmed its forecast to have cash reserves of approximately \$12m at the end of 2023.



---

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

©Copyright Universal Biosensors 2023.

# Universal Biosensors

## Technology Outlook

---

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

UBI confirms:

- Aptamer technology is working on our commercial platform. This is a significant technology breakthrough.
- The T Antigen cancer biomarker is working. However, its selectivity is not yet acceptable for a commercial product. Work continues on lectin-based sensing as well as other more specific biorecognition elements.
- The oncology detection technology has improved to the extent that UBI is now looking at other recognised oncology biomarkers as potential products.
- We have entered into new technology agreements and collaborations with:
  - Harvard University (Wyss Institute),
  - MIT (Boston),
  - Arma Biosciences.

UBI's balance sheet does not carry forward any value for its "end to end" platform technology or branded portfolio of products.

UBI's new technology represents a "generational leap" compared to that used in its legacy products.

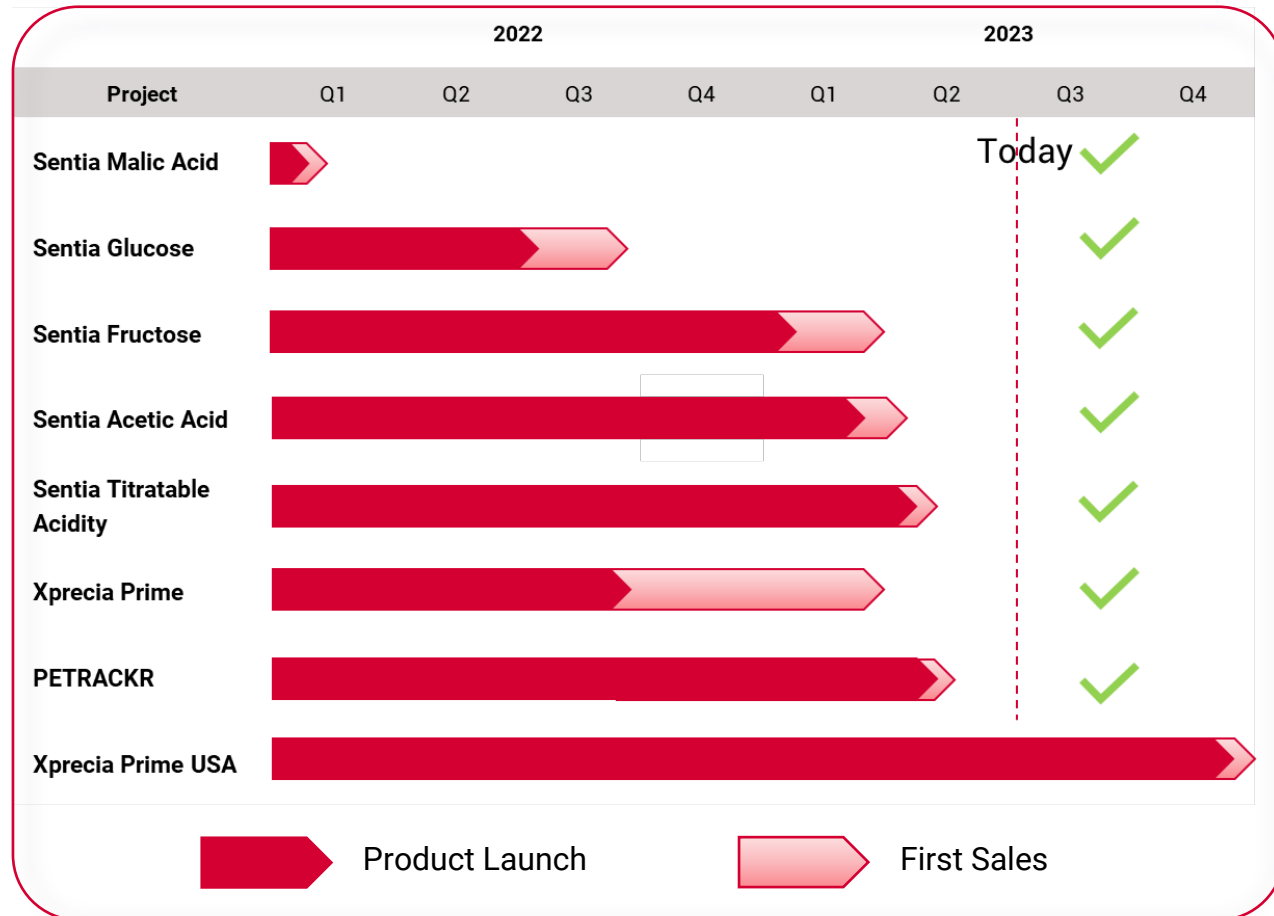
# Universal Biosensors

## Product Outlook

UBI now has 10 revenue generating assets:

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

UBI is developing the next Sentia test: **Alcohol**.



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

©Copyright Universal Biosensors 2023.

# Income Statement Highlights

H1 2023 v H2 2022

Income Statement		
\$m	H1 2023	H2 2022
<b>Revenue</b>		
Revenue from products	2.29	1.02
Revenue from services	0.31	0.42
Total revenue	2.60	1.44
<b>Operating costs and expenses</b>		
Cost of goods sold	0.77	0.34
Cost of services	0.14	0.21
Total costs of goods sold and services	0.91	0.55
<b>Gross profit</b>	1.69	0.89
<b>Other operating costs and expenses</b>		
Product support	0.06	0.06
Depreciation and amortization	0.46	1.26
Research and development	3.16	5.97
Selling, general and administration	6.97	6.30
Total other operating costs and expenses	10.65	13.59
Loss from operations	(8.96)	(12.69)
<b>Other income/(expense)</b>		
Interest income	0.39	0.34
Interest expense	(0.02)	(0.01)
Financing costs	(0.09)	(0.14)
Research and development tax incentive	1.10	2.78
Exchange gain/(loss)	(0.02)	(0.07)
Other income	0.10	0.08
Total other income	1.46	2.98
<b>Net profit/(loss) before tax</b>	(7.50)	(9.71)
Impairment of assets / write back	5.11	(11.01)
Income tax benefit/(expense)	-	3.10
<b>Net profit/(loss)</b>	(2.39)	(17.62)

## Highlights include:

- Revenue from Product Sales up 124%
- Revenue from services down 27%
- Total Revenue up 80%
- Gross Margin up 89%
- Loss from operations down 29%
- Total operating expenses down 22%
- R&D expense down 47%
- Net Loss before tax down 23%
- Net Loss down 86%



# Income Statement Highlights

H1 2023 v H2 2022

Income Statement		
\$m	H1 2023	H2 2022
Revenue from Products & Services	2.60	1.44
COGS & COS	(0.91)	(0.55)
Gross margin \$	1.69	0.89
Gross margin %	65%	62%
Sentia Revenue	1.16	0.43
Sentia COGS	(0.33)	(0.12)
Gross margin \$	0.83	0.31
Gross margin %	71%	72%
Xprecia Revenue	0.82	0.59
Xprecia COGS	(0.28)	(0.22)
Gross margin \$	0.54	0.37
Gross margin %	66%	62%
HRL Revenue	0.31	0.42
HRL COS	(0.14)	(0.21)
Gross margin \$	0.17	0.21
Gross margin %	55%	51%
Petrackr Revenue	0.31	-
Petrackr COGS	(0.16)	-
Gross margin \$	0.15	-
Gross margin %	49%	0%

## Highlights include:

- Total Revenue up 80%
- Gross Margin up 89%
- Sentia sales up 167%
- Xprecia sales up 40%
  - Xprecia sales negatively impacted by Siemens final stock dump which ended 31 March 2023 but stock remains in the market
- First sales for Petrackr in USA, Canada, Australia, UK.
  - Seven Petrackr distribution agreements signed and more to follow.
- HRL sales down 27%
  - Improvement expected for H2 2023

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

©Copyright Universal Biosensors 2023.

All figures are in AUD  
COGS = Costs of goods sold, COS = Costs of services  
m = million

# Balance Sheet Highlights

H1 2023 v H2 2022

Balance Sheet		
\$m	30 Jun 2023	31 Dec 2022
<b>Assets</b>		
Cash and cash equivalents	16.32	26.50
Inventories	3.71	3.14
Trade receivable	1.46	0.97
Prepayments & other current assets	7.06	6.06
<b>Total current assets</b>	<b>28.55</b>	<b>36.67</b>
Property, plant and equipment	4.79	4.58
Restricted cash	0.32	0.32
Other non-current assets	4.33	4.57
<b>Total non-current assets</b>	<b>9.44</b>	<b>9.47</b>
<b>Total assets</b>	<b>37.99</b>	<b>46.14</b>
<b>Liability</b>		
Trade and other payables	5.22	6.16
Other liabilities	2.24	6.92
<b>Total current liabilities</b>	<b>7.46</b>	<b>13.08</b>
Asset retirement obligations	3.01	2.92
Lease liability	3.72	4.00
Other liabilities	0.06	0.05
<b>Total non-current liabilities</b>	<b>6.79</b>	<b>6.97</b>
<b>Total liabilities</b>	<b>14.25</b>	<b>20.05</b>
<b>Net Assets</b>	<b>23.74</b>	<b>26.09</b>

## Highlights include:

- Inventory build-up associated with sales growth
- Increase in R&D tax receivable

# Xprecia Prime

## FDA update & EU Patient Self Testing approval

---

### FDA

510K & CLIA application was submitted to FDA on March 23<sup>rd</sup>, 2023.

Formal RFI (Request for Information) received from the FDA on 13<sup>th</sup> June 2023.

UBI has commenced work on the additional information and responses, due no later than 13<sup>th</sup> December 2023

At this stage UBI believes all FDA requirements can be satisfied.

### European regulatory approval for Patient Self Testing.

UBI has successfully completed the Notified Body audit of its quality system and Xprecia Prime products. The IVDR certification (EC certification for PST device) and approval to sell Xprecia Prime into the Patient Self Testing market in Europe is expected Q3 2023.

The PST market is the fastest growing market in Europe and represents a significant sales opportunity.

# Corporate Overview

## Capital Structure

ASX Code	UBI
Share Price (at 25 July 2023)	\$0.24
Shares on Issue (m)	212.37
Options & Performance Rights (m)	19.19
Market Capitalisation (m)	\$50.96
Cash in Bank (at 01 July 2023) (m)	\$16.64
Top 20 Shareholders	63%

## 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"> <li>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.</li> <li>Director Suicide Prevention Australia and CleanSpace Holdings (ASX:CSX).</li> </ul>	<ul style="list-style-type: none"> <li>Experienced investment and funds management executive.</li> <li>Executive Chairman of Viburnum Funds, an Australian-based specialist investment manager.</li> <li>Director Bell Financial Group (ASX:BFG) and Chariman Pacific Star Network (ASX:PNW)</li> </ul>	<ul style="list-style-type: none"> <li>Highly experienced investment and funds management executive.</li> <li>Former Head of Private Equity at IFM Investors, a global fund manager.</li> <li>Director Acorn Capital Investment (ASX:ACQ).</li> </ul>	<ul style="list-style-type: none"> <li>More than 30 years experience of executive-level experience in business development, licensing, strategic planning and financing for technology companies.</li> <li>Current president and CEO of Vaxxas, Inc.</li> </ul>	<ul style="list-style-type: none"> <li>Extensive international business experience as Managing Director (MD) and Chief Executive Officer of ASX-listed companies and private equity businesses.</li> <li>Former CEO of Medical Developments International (ASX:MVP), Cyclopharm, Ltd, and private equity.</li> </ul>

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