

# Universal Biosensors

Investor Presentation

H1 2024

  
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# Highlights

## H1 2024 v H1 2023

Sales up **19%**

Gross Margin up **21%**

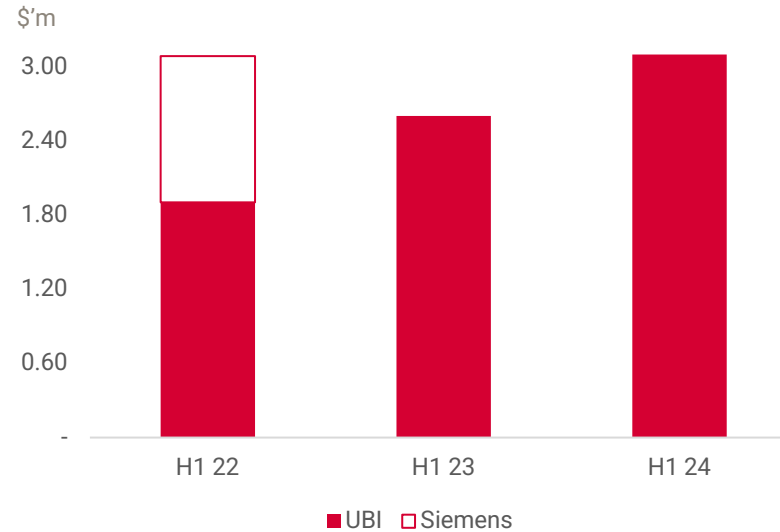
Expenses down **4%**

Xprecia Sales up **73%**

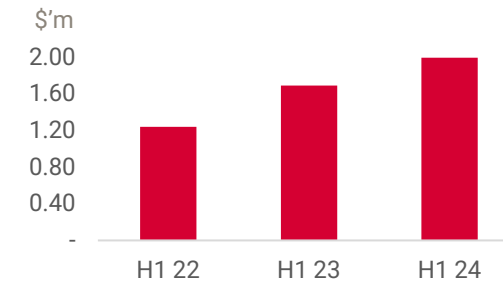
HRL Revenue up **76%**

Sentia Sales down **8%**

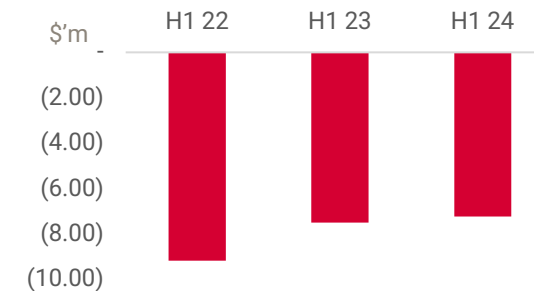
### Revenue



### Gross Margin



### Underlying NPAT\*



**Note \*** H1 23 Underlying NPAT is adjusted for non-recurring other income totaling \$5.11m

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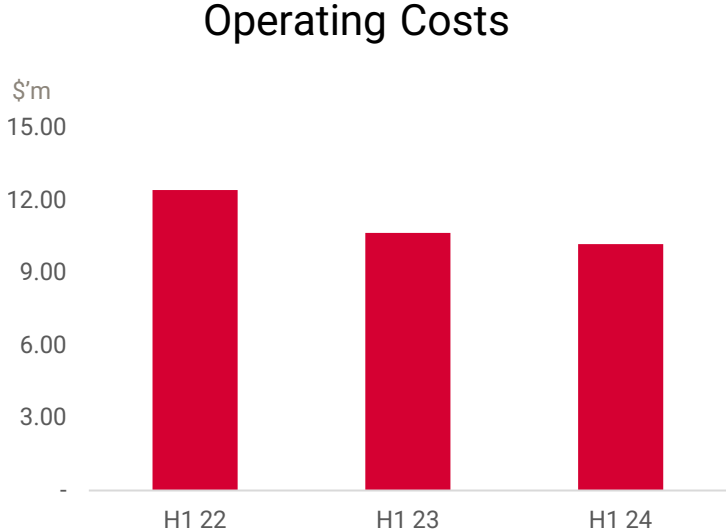
# Operating Costs

H1 2024 v H1 2023

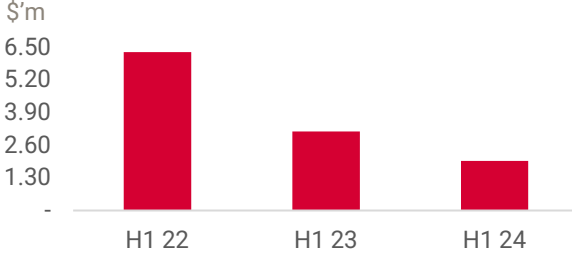
Operating costs down 4%

Research & Development costs down 37%

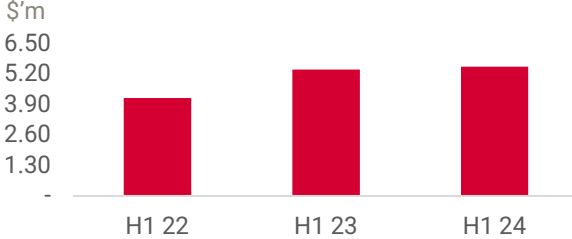
Employee costs constant



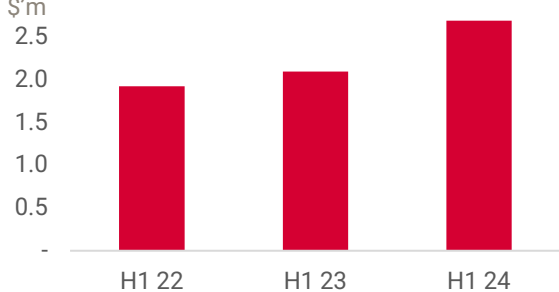
## Research & Development



## Employee Costs



## Selling, Admin & Other

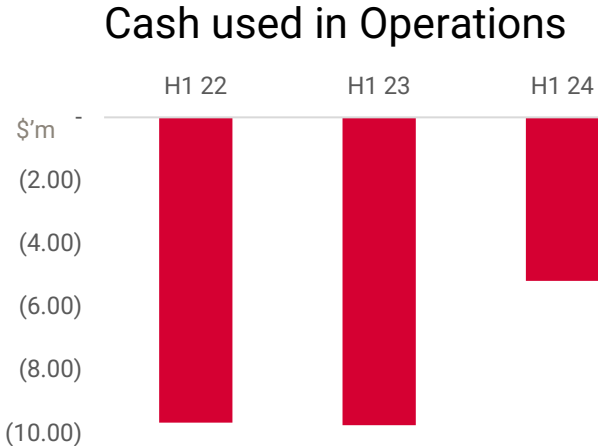
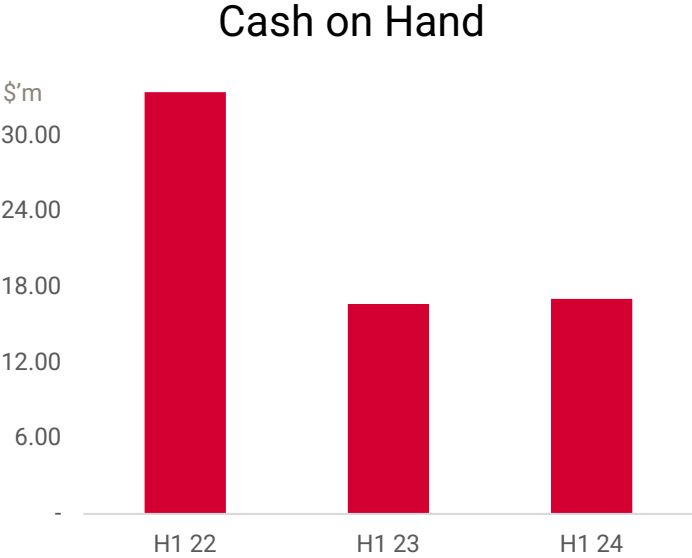


# Cash

H1 2024 v H1 2023

Cash on hand \$17m

Receipts from customers up 78%



# Business update

## H1 2024 v H1 2023 - Xprecia

FDA and CLIA Waiver approval for Xprecia Prime in the USA

Sales **up 73%**

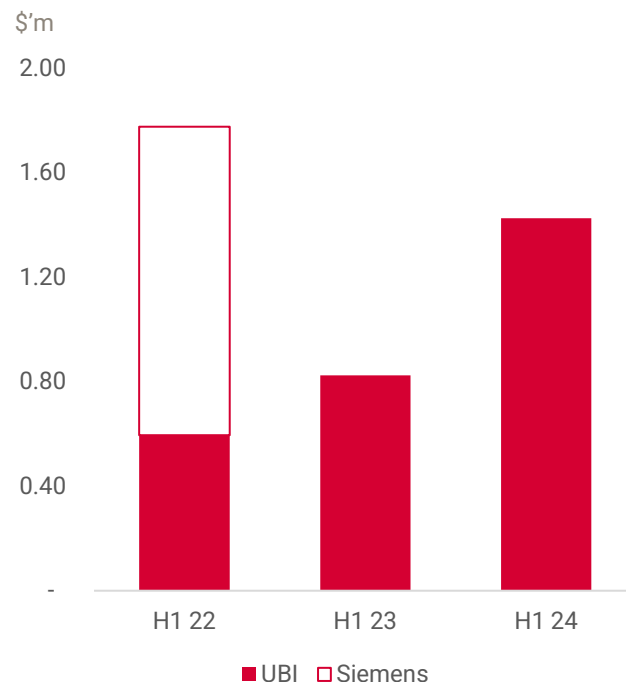
Devices in market **up 24%**

Strips sales **up 63%**

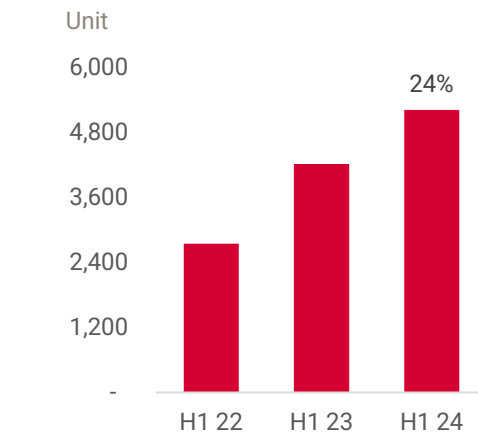
Recent Tenders won in Italy & Chile

Approval in Thailand and first order imminent

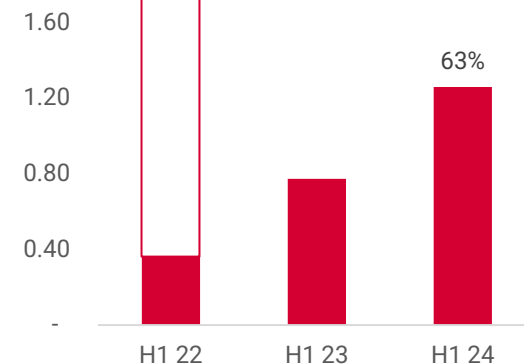
### UBI direct sales of Xprecia



### Xprecia Devices in market\*



### Xprecia Strips sales



**Note \*** The Xprecia devices in use globally is based on historical Siemens data. UBI has no way to validate the accuracy of any Siemens data. 2,500 devices have been estimated as in the market and being used at the end of Q4 20.

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# Business update

## Xprecia

Xprecia Prime is the best performing handheld PT/INR device available in the market based on the clinical data submitted to the FDA.

UBI's strategy is to partner the commercialisation of Xprecia either globally or regionally.

Negotiations and due diligence is underway with multiple parties. UBI is targeting to complete a transaction(s) during H2 2024.

Laboratory Reference INR Range	Allowable Difference	Percentage within allowable difference	
		UBI: Xprecia Prime <sup>1</sup> (Patient Numbers)	Roche: CoaguChek <sup>2</sup> (Patient Numbers)
0 to 1.9	± 0.4 INR	98.30% (172/175)	97.13% (169/174)
<b>2 to 3.5</b>	<b>± 20% INR</b>	<b>97.70% (128/131)</b>	<b>82.31% (107/130)</b>
3.6 to 4.5	± 20% INR	91.80% (45/49)	85.71% (42/49)
4.6 to 8.0	± 25% INR	95.20% (40/42)	100.00% (43/43)

#### Assumptions

<sup>1</sup> market size of 168,500,000 test strips

<sup>2</sup> incremental devices sales on prior installed base

<sup>3</sup> strip ASP of \$4.00 per test strip

<sup>4</sup> device ASP of 500.00

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# Business update

## H1 2024 v H1 2023 - Sentia

Sentia sales down 8%

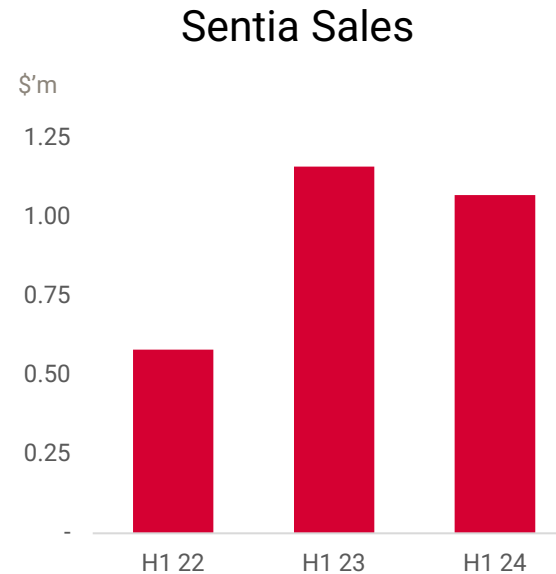
Number of wineries using Sentia up **44%**

Strips sales up **26%**

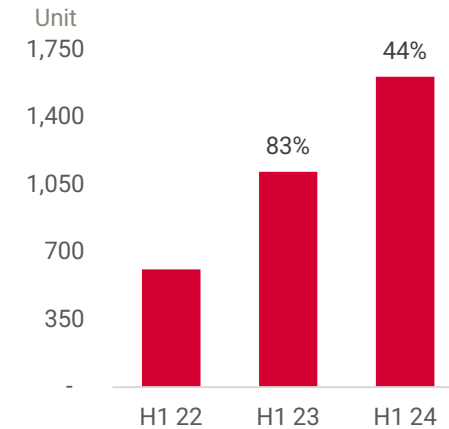
Sales were negatively impacted in H1 by a reporting anomaly associated with a very low / very high Sulphur samples (mostly associated with new harvest fruit). The impact was mainly in North America. UBI replaced FSO2 strips free of charge to customers who were affected. This negatively impacted sales momentum for H1

UBI believes there are no ongoing issues and customers' sentiment is not impacted

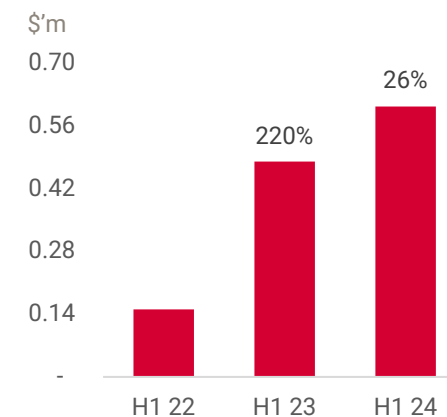
The issue has been resolved and sales in June were recovering



### Wineries using Sentia



### Sentia Test Strips Sales





# Business Update

Sentia

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Our long-term ambitions are:

- Continue to improve the performance of tests
- Grow installed base
- Grow value of customers' average spend
- Continue to grow average revenue per device

UBI strategic targets:

- 1,750 – 2,000 devices 2024
- 2,500 – 3,000 devices 2025
- Over time 10,000 devices, generating 1,000 strips per device and over \$50m of revenue

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# Business Update

## HRL

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Revenue from HRL up **76%** year-on-year

This was despite long periods of commitment by HRL staff to the Xprecia Prime FDA submission (which was detracting from revenue generating business)

In March 2024, HRL received its full CLIA Waiver certificate which is a significant milestone, since it allows HRL to do blood pathology work from USA trials and patients

HRL is not cash flow positive but is considered a significant strategic asset given its unique service offering in terms of the need for calibrating Xprecia Prime / Stride strip lots in accordance with FDA and global regulatory guidelines

We expect to continue to grow the revenue at HRL over the remainder of 2024 and beyond

# Business Update

## Petrackr

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Our Petrackr business is performing below expectations. Contributing factors include:

- The amount of stock pet owners and vets have of their current product, which delays the purchase decision for Petrackr
- The continued global dumping of “discontinued” product of a major competitor into the market, which is delaying the purchase decision of pet owners

Both of these factors have impacted UBI’s sales in the short term

UBI has closed a number of distribution deals in recent months, and we now have 13 distributors selling product in 8 countries. UBI is negotiating a further 9 deals globally

In the longer run Petrackr offers pet owners a superior product to the others in the market and we remain confident it will be a valuable business for UBI

Importantly, whilst the Petrackr business is not contributing positive cash flow to UBI in the short term, it is not burning material amounts of cash

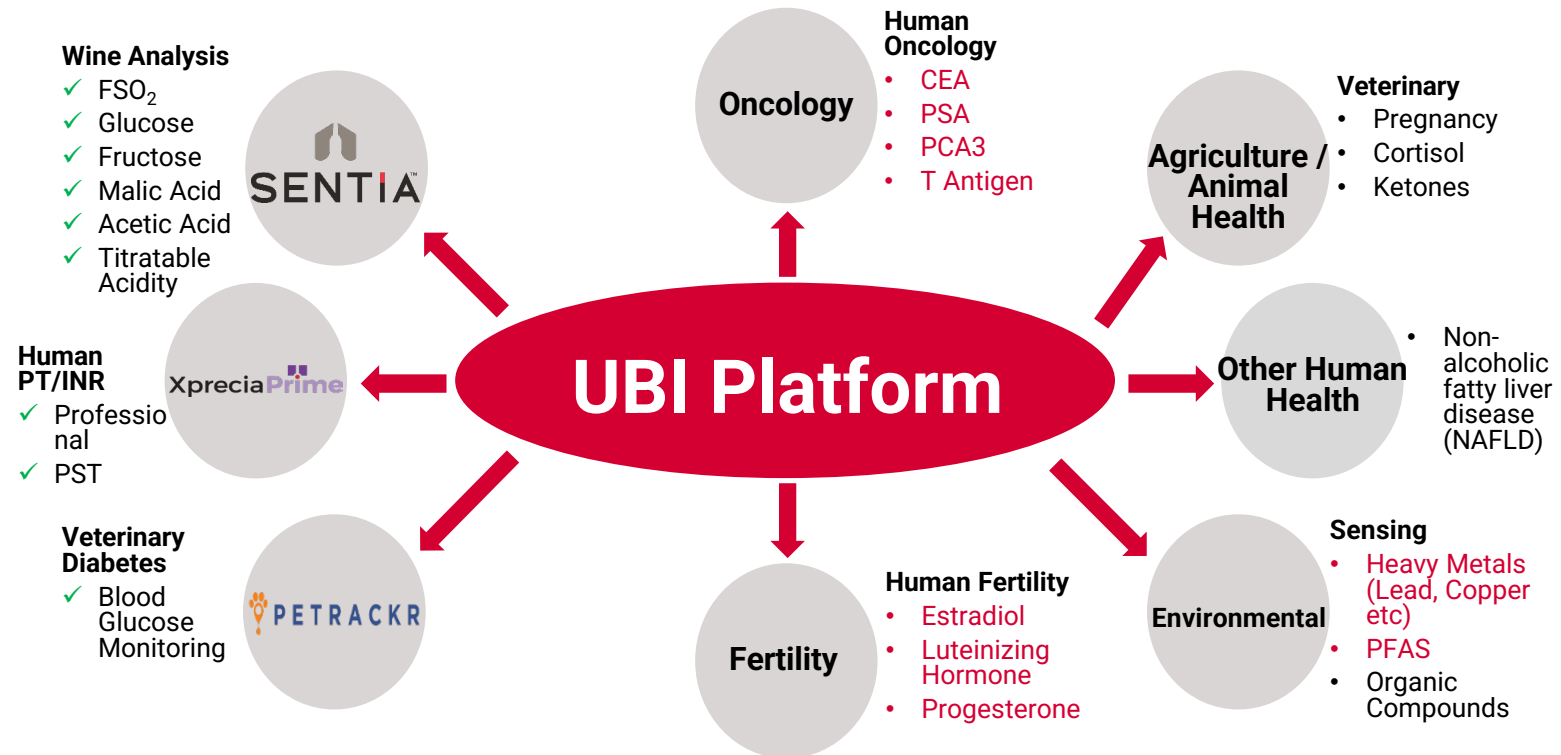
# Technology update

# Technology update

## Current products & opportunities

Our technology strategy is to:

- leverage from our existing technology platform and infrastructure to
- develop new products in large markets which
- require minimal R&D investment (cash)



### Legend

- ✓ Product in market
- In Development
- Under Investigation

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# Technology update

## Introducing Aqua Sense

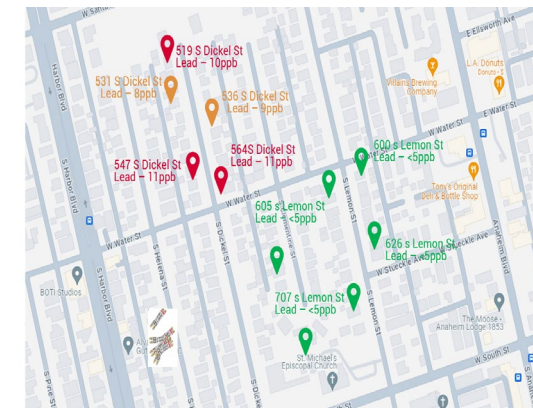
Aqua Sense is being developed to analyze impurities in water using UBI's handheld platform technology. Initially Aqua Sense will test for Copper and Lead and will:

- Deliver laboratory comparable results within a few minutes
- Deliver the analytical result at the location of the sample
- Manage and transfer the data wirelessly
- Run tests without any sample preparation or additional chemicals
- Allow unskilled operators to run tests
- Deliver test results with a much lower carbon footprint
- Deliver test results for a fraction of the price of laboratory methods

The addressable market for laboratory-based testing of Lead and Copper in water is estimated at more than \$1.5 billion. The total addressable market for heavy metal analysis including Lead, Copper, Arsenic, Cadmium, and others is estimated at \$4b+

UBI expect Aqua Sense to launch in H1 2025

Other heavy metals sensors are being assessed for proof of concept



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Sources:  
<https://www.marketsandmarkets.com/Market-Reports/heavy-metal-testing-market-10698821.html>  
<https://gqresearch.com/product/global-heavy-metals-testing-market/>  
<https://www.reportsanddata.com/report-detail/heavy-metal-testing-market>

# Technology update

## Oncology (CEA)

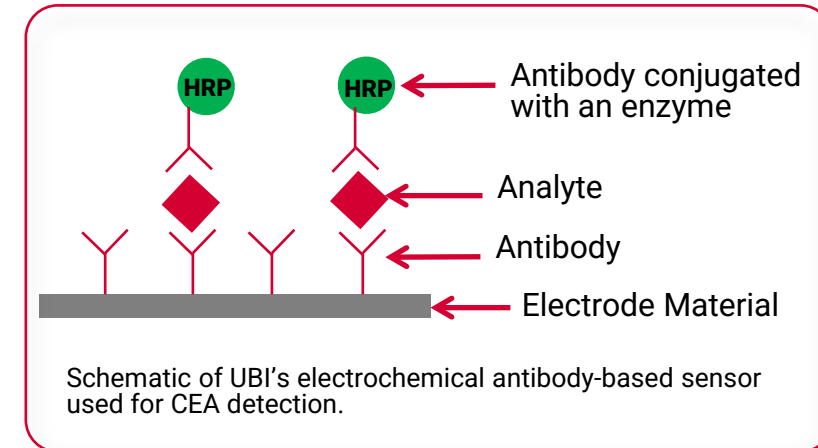
UBI's oncology detection technology has improved (increased limits of detection) to the extent that UBI is now looking at existing oncology biomarkers as potential products.

UBI is focused on PSA (prostate cancer), PCA3 (prostate cancer) and CEA (colorectal cancer). PSA and CEA represent commonly tested oncology biomarkers and the estimated patient spend on these tests is more than \$6 billion annually.

UBI is making progress on both PSA and CEA. Our PSA test in wet chemistry is working down to 2.5 ng/mL in plasma which is very encouraging.

Both CEA and PSA sensors utilise antibodies as the sensing mechanism which creates a significant number of opportunities in other industries.

Importantly UBI's infrastructure is already in place to facilitate this work. As such, UBI is not investing large amounts of cash and work continues in the background.



# Technology update

## Aptamers & Non-alcoholic fatty liver disease & Oncology (Fructose)

**Aptamer technology** is working on our commercial platform and test strips have been manufactured on UBI's new manufacturing line which is a significant breakthrough.

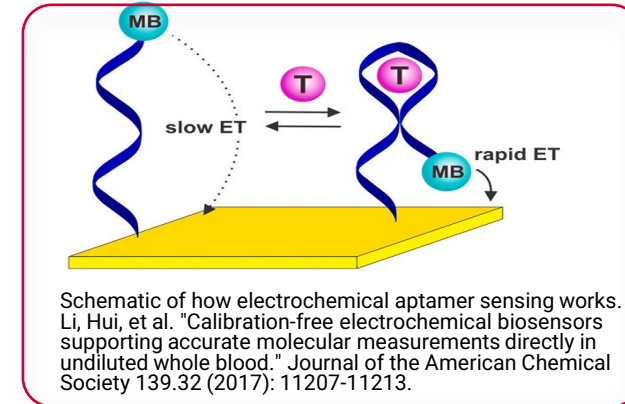
Current work is focused on assessing aptamers which are capable of sensing in low nanomolar concentrations in whole blood.

**Nonalcoholic fatty acid liver disease (NAFLD)** is a leading cause of liver disease worldwide. NAFLD can ultimately lead to Liver Cancer.

UBI was approached by a leading American University to develop a blood fructose biosensor. There is no commercially available blood fructose sensor for biomedical applications.

Initial testing at UBI has proven that's its existing fructose biosensor performs well in whole blood and delivers the required performance across the entire measuring range of fructose in blood. UBI has supplied fructose strips and devices, and work continues at the University.

Importantly UBI's infrastructure is already in place to facilitate both Aptamer and NAFLD work. As such, UBI is not investing large amounts of cash and work continues in the background.



Schematic of how electrochemical aptamer sensing works. Li, Hui, et al. "Calibration-free electrochemical biosensors supporting accurate molecular measurements directly in undiluted whole blood." *Journal of the American Chemical Society* 139.32 (2017): 11207-11213.



# End