

# Universal Biosensors

Investor Presentation

Q3 2024

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

©Copyright Universal Biosensors 2024.



# 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 2024.



# Business Highlights

## Q3 2024

### Financial (Q2 2024 on Q3 2024)

- Sales up **15%**
- Xprecia Sales up **28%**
- Sentia Sales up **28%**
- Gross margin down 33% <sup>1</sup>
- Expenses down **15%**
- HRL Revenue down Q on Q but flat for the 9 mths ytd

Regulatory approval for Xprecia Prime in Singapore and Thailand

Xprecia Prime tenders won in Italy, Chile and Australia

Xprecia Q3 sales was the largest for test strip sales (volume and revenue)\*

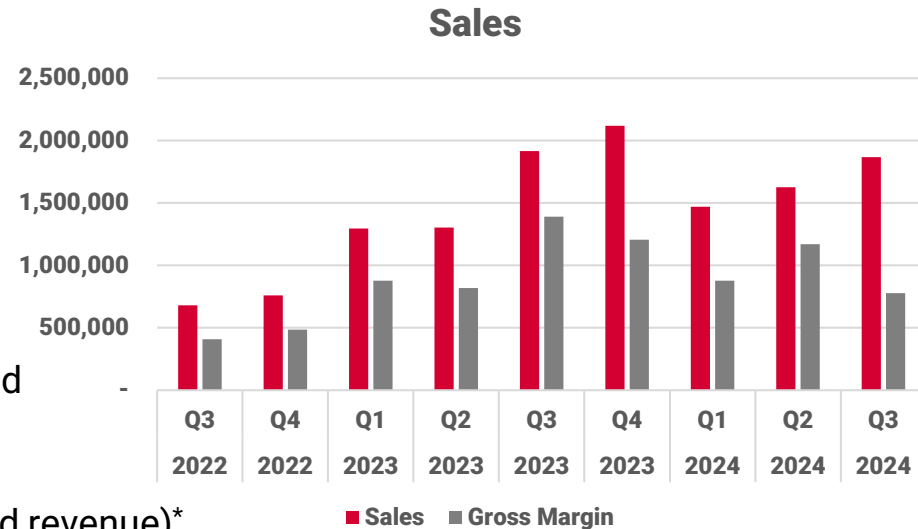
Sentia Q3 was the largest for test strip sales (volume and revenue)

Sentia largest monthly test strip sales (volume and revenue) in September with almost 100,000 tests sold

Ecommerce platform (Shopify) set up for direct Petrackr & Sentia sales in the US

AquaScout portable lead and copper testing product is on track for commercial launch in the US in H1 2025

**Note 1** Q3 Gross Margin is lower as we focus on selling large numbers of Sentia and Xprecia Analyzers into the markets. Overall Gross Margin for strips remains very strong and in excess of 70% \*Post Siemens



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

# Business Highlights

## Sentia

Sales **up 28%**. (QonQ)

Number of wineries using Sentia:

- **up 8%** (QonQ)
- **up 26%** (ytd)

Test strip sales

- **up 8%** (QonQ)
- **up 59%** (ytd)

Usage estimates

- **23%** of wineries in Australia are using Sentia
- **9%** of wineries in the US are using Sentia
- **9%** of wineries in New Zealand are using Sentia
- **13%** of wineries in Canada are using Sentia

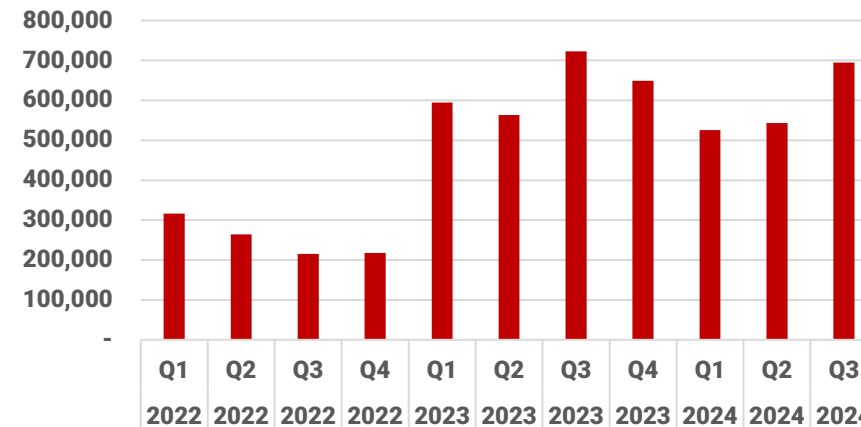
Not only is market penetration growing but wineries are now using multiple tests and more strips

- **50%** of ANZ wineries are now using 3 or more tests
- **44%** of US wineries are using 3 or more tests

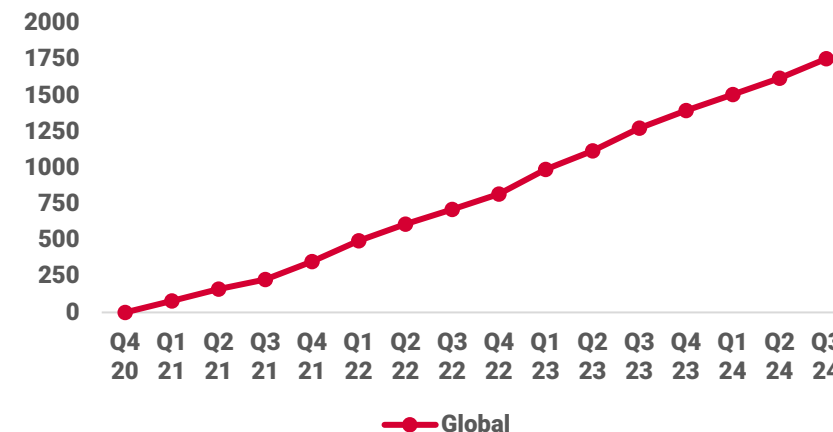
Placing the universal power of biosensors into the hands of those who need it

©Copyright Universal Biosensors 2024.

### Sentia Revenue



### Wineries using Sentia



# Business Highlights

## Xprecia

Sales **up 28%** (QonQ)

Devices sold **up 570%** (QonQ - 480 Devices sold in Q3)

Installed base estimate **up 12%** ytd and now estimated at over 5000

Test strip sales

- **up 8%** (QonQ)
- **up 44%** (yoy)

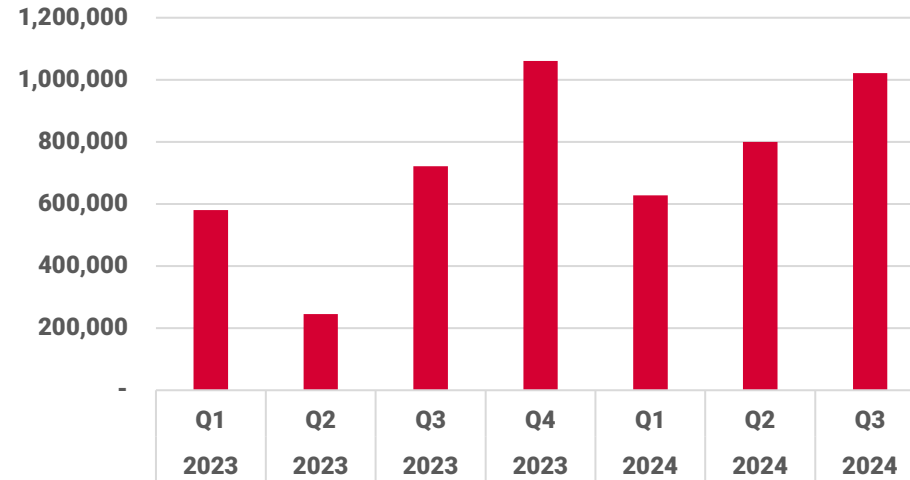
September was the second biggest sales month on record

Q3 was the biggest quarter for Xprecia test strip sales in terms of volume and value. 320,000 strips sold

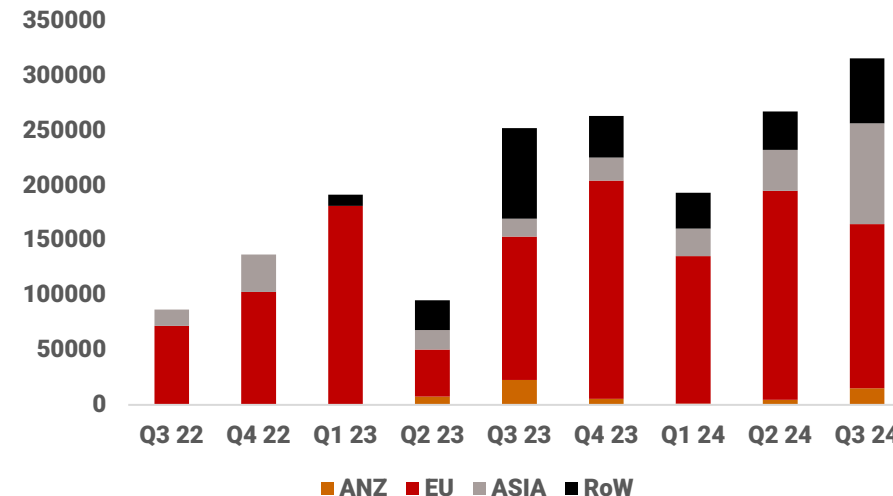
Placing the universal power of biosensors into the hands of those who need it

©Copyright Universal Biosensors 2024.

### Xprecia Sales



### Test Strips Sold



# Business Highlights

Xprecia

---

## USA Update

North American warehousing and distribution network established

Stock manufactured and delivered into the USA warehouse. Landed September 2024

Distribution and partnership agreement negotiations ongoing

First distribution deals and first sales in the USA expected in the next few months

# Business Highlights

## Petrackr

Sales for Q3 were below expectation but we continue to build the infrastructure needed to make Petrackr a success.

UBI signed a deal with a large multinational vet company and launched Petrackr in Spain and Portugal as beta trial. UBI have agreed to a Pan-European deal to follow if the beta launch is successful.

Petrackr now has 13 distributors set up across:

- Australia,
- Canada,
- New Zealand,
- Singapore,
- Spain,
- United Kingdom,
- United States of America.

New packaging, starter kits and SKU presentation has been developed to suit direct to consumer.

UBI has developed an e-commerce platform capable of transacting direct with consumers via / Amazon / Shopify / Chewy / Walmart / POS. This technology will be used to also support Sentia and Xprecia sales



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

©Copyright Universal Biosensors 2024.

# Business Highlights

## Finance

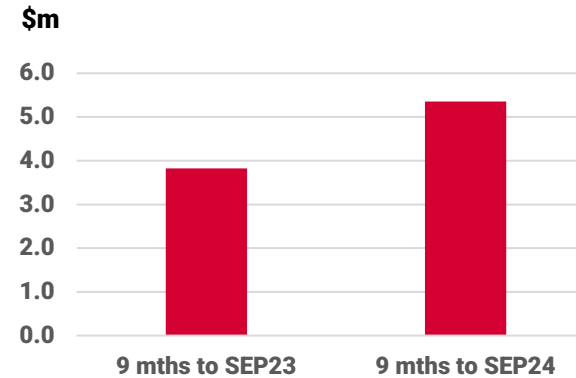
### Cash

- \$12.7m
- Receipts from customers **up 40% ytd**
- Cash used in operations **improved 6% ytd**

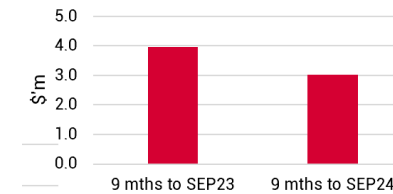
### Operating Costs summary YTD

- Operating costs down **5%**
- Research & Development costs down **24%**
- Employee costs up **17%**
- Selling, Admin & other costs constant

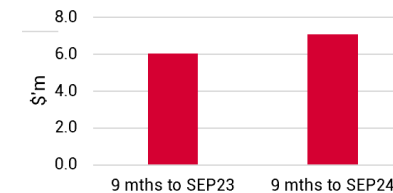
### Receipts from Customers



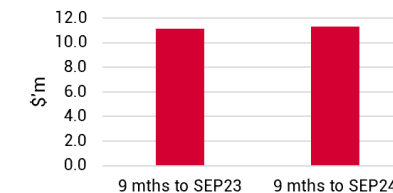
### R&D Costs



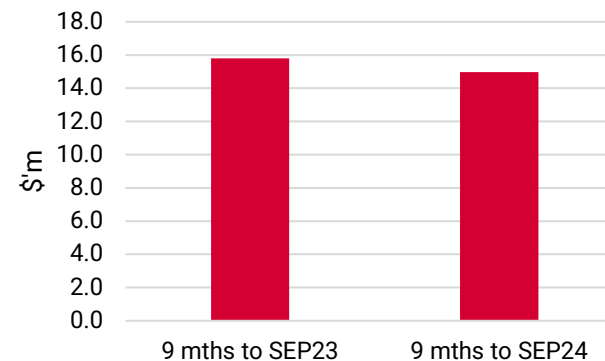
### Employee Costs



### Selling, Admin & Other Costs



### Operating Costs





# Business Highlights

## AQUASCOUT - New Technology

---

AQUASCOUT is a portable handheld product for testing Lead and Copper (with other heavy metals to follow) in drinking water

Commercial launch targeted during H1 2025

The market for the testing of Lead & Copper in water is estimated as being 54 million tests valued at \$1.1 billion pa

Over **13 million homes and buildings** in the US have Lead pipes (7% of all buildings) that need removal and replacement

More than **61 million people** were served by drinking water systems that detected lead levels that exceeded the legal limit of 5 ppb

Current methods for Lead & Copper analysis and detection are time consuming, expensive and no accurate handheld detection product exists

Initial performance evaluation studies show AQUASCOUT is comparable to laboratory based ICP-MS testing. Further studies are planned with external KOLs and UBI is actively seeking utilities and commercial partners in the USA and Europe



---

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

©Copyright Universal Biosensors 2024.

# Business Highlights

## New Technology - Oncology

### Oncology CEA & PSA Sensors

- UBI has proven it can detect CEA and PSA using its technology platform and is making progress on CEA and PSA sensors
- UBI has developed an electrochemical sensor delivering detection limits of:
  - ✓ 2.5ng/mL in plasma which requires a dilution
  - ✓ 1.25ng/mL in buffer
  - ✓ The target is 1.0ng/mL
  - ✓ At the start of 2024 UBI detection limits were at 10.0ng/mL so progress is good

The market for CEA and PSA oncology tests is estimated at more than \$5b pa

UBI Next step: reduction of test time and development of microfluidic test strips (for which we have proven the concept can work)

# Business Highlights

## Summary

---

UBI's two main business units, Xprecia and Sentia performed well in Q3 2024

UBI expect its Xprecia business in the USA to commence in the next few months. Partnership & Distribution deal negotiations are ongoing

Our Sentia business has recovered from the negative impact of the software and strip issues experienced during H1 24

HRL is a strategic asset that complements our Xprecia products. Whilst sales ytd are flat we continue to work on ways to grow the HRL business

Petrackr sales are lower than we budgeted, but there are a number of positive developments being rolled out which are expected to grow sales

UBI continues to develop world leading technology in large addressable markets

- AquaScout is on track to be launched as a new product in H12025
- Work on our Oncology products is ongoing in the background

Our strategic focus is to partner our products, grow sales and develop new testing alternatives in large markets where existing methods are time consuming and expensive

# UBI Corporate Overview

## Capital Structure

ASX Code	UBI
Share Price	\$0.14
Shares on Issue (m)	298m
Options & Performance Rights (m)	115m
Market Capitalisation (m)	\$40m
Cash in Bank	\$12.7
Top 20 Shareholders	65%

## Share Price



## Board/Management

Graham McLean	Craig Coleman	Judith Smith	David Hoey	John Sharman
<b>Non-Executive Chairman</b>	<b>Non-Executive Director</b>	<b>Non-Executive Director</b>	<b>Non-Executive Director</b>	<b>CEO</b>
<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 3PLearning (ASX:3PL), Sports Entertainment Group (ASX:SEG) and former director of Bell Financial Group (ASX:BFG).</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 2024.

Note: All calculations are estimated and AUD m = million

# End