



Universal Biosensors



AusBiotech Invest: 3-4th December 2014

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Universal Biosensors

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A compelling investment case



Universal Biosensors

Targeting the large and growing **Point-of-Care diagnostics (POCD)** market

Exploiting a unique and powerful **diagnostics platform**

Growing revenues based on the **manufacture and sale of disposable test strips**

Validating the technology through partnering deals with **Siemens and J&J**

Creating significant upside through a **portfolio of high value products** in late-stage development



Creating real product differentiation



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UBI technology offers:

- **High Performance**
 - High accuracy
 - Fast results
- **Ease of Use**
 - User-friendly interface
 - Small blood sample
- **Low cost**
 - Simple electrode design
 - Automated strip manufacturing

Products developed for **world leaders**

SIEMENS

Bringing laboratory performance to near patient testing



Enabling patient self management



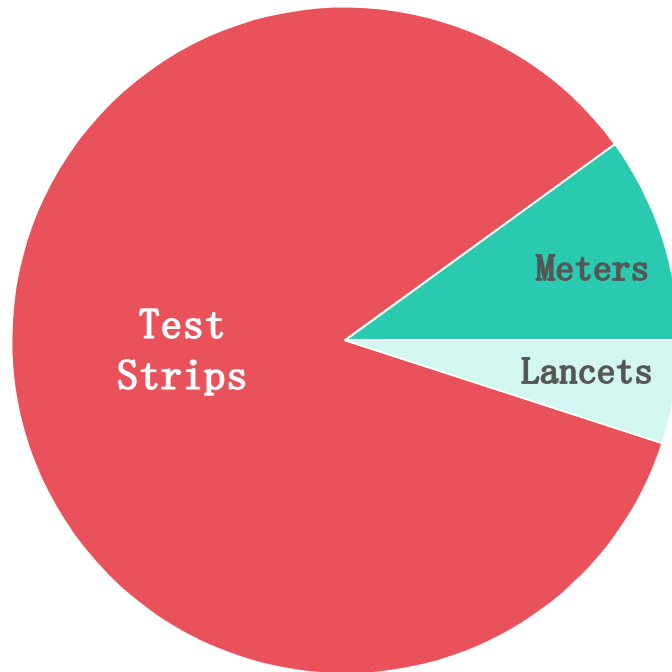
Leveraging the consumable



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Point of Care Diagnostics

Blood Glucose & PT-INR Testing



Source: UBI estimates; Blood Glucose and PT-INR testing account for over 60% of Point-of-Care testing market today

POCD System = Meter + Strip

- Handheld meter has 3-5 yr life cycle
- Test strips are single use & disposable

Strips drive margins

Within the industry, the meter is used to access and control the high margin strip annuity revenue stream

UBI focused on strips

UBI's business model is centred on the manufacture and sale of test strips for point-of-care diagnostics systems

Moving up the value chain

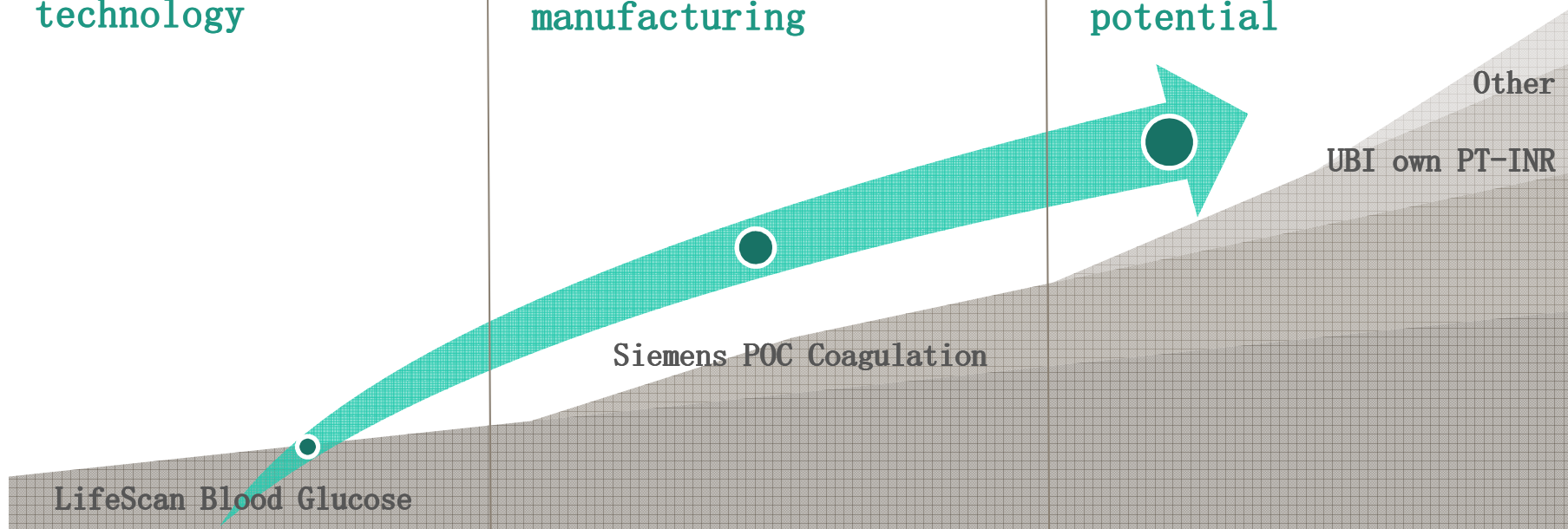


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UBI 1.0
Create & Validate
technology

UBI 2.0
Lock in higher margin
manufacturing

UBI 3.0
Capture full margin
potential



- Partner with LifeScan
- Enter diabetes care market
- Establish strip manufacturing
- Generate early revenues

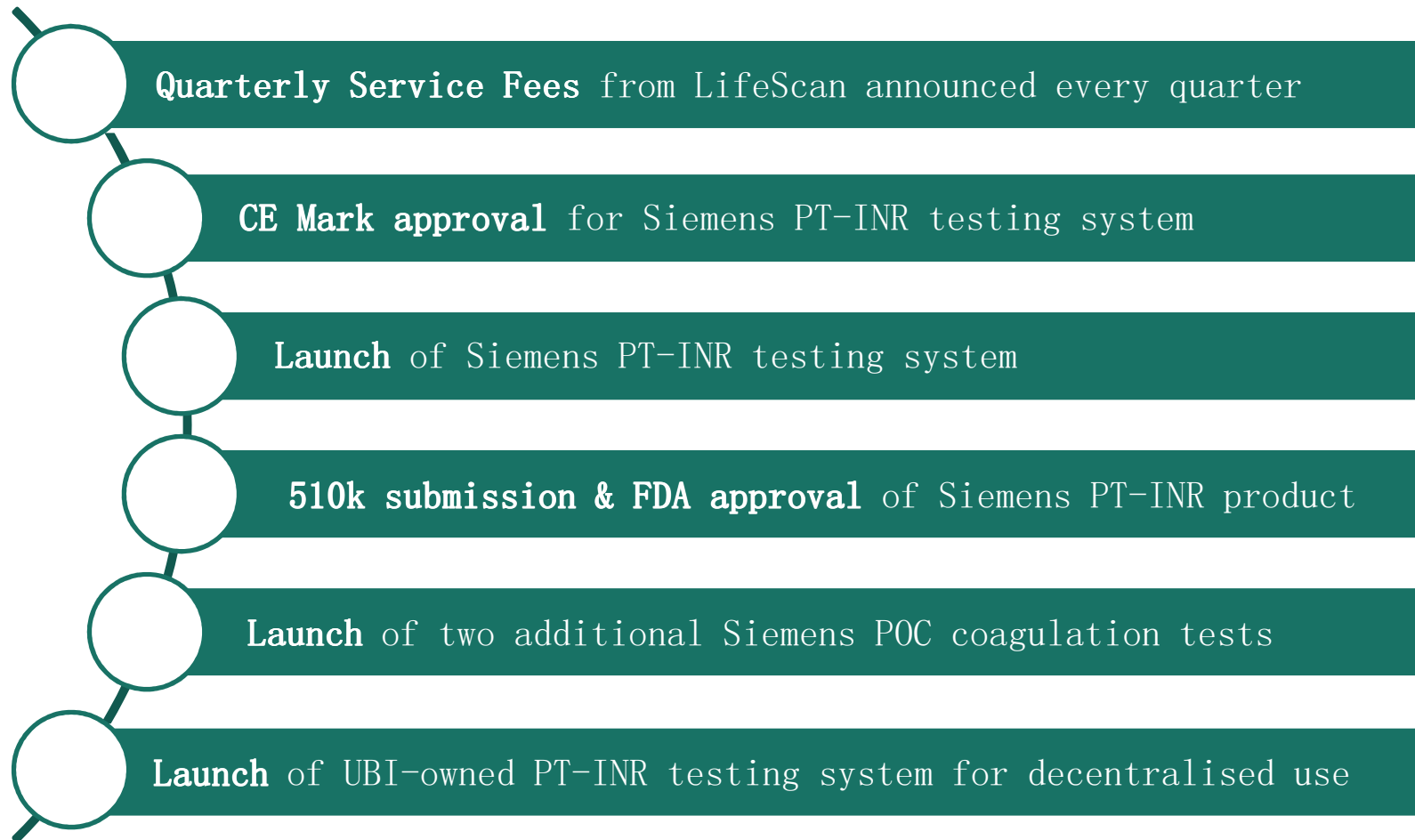
- Partner with Siemens
- Enter coagulation testing market
- Secure strip manufacturing
- Generate positive cash flow

- Establish channel partnerships
- Enter attractive POCD markets
- High margin manufacturing
- Multiple, growing annuities

Anticipated news flow



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Financial summary



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Key Financial Metrics

Number of shares on issue	175,357,214
Market capitalisation	~A\$29 million
Number of options on issue	~10 million
Cash (at 30 th Sep 2014)	~\$A19.8 million
Ownership by Board and Management	~20%
Debt drawn down	US\$15 million
Total Revenue FY2013	\$15.1 million
Gross R&D FY2013	\$15.5 million
Net R&D FY2013	\$7.4 million

** UBI received a R&D tax rebate in cash of \$8.1 million for R&D expenses incurred in FY13.*

The company expects R&D in FY14 and FY15 to also be eligible for the 43% rebate.



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