

29 July, 2022

Sentia Update

UBI signs 2 new distribution deals in Europe, first sales in the UK and launches Glucose Test

Universal Biosensors, Inc. (ASX: UBI) is pleased to announce that it has entered into non-exclusive Distribution Agreements with Generon S.p.A. (Italy) & Biomedica Medizinprodukte GmbH (Austria & eastern Europe) for the distribution of its wine testing platform device, Sentia.

The Distribution Agreements are for three-year terms and contain standard renewal and termination options available to all parties.

John Sharman, CEO of UBI said: “The launch of Sentia into the Italian, Austrian and eastern European markets is a significant step in the commercialisation of Sentia globally. There are tens of thousands of wineries in Italy; they are the biggest wine-producing country worldwide. In addition to Austria, Biomedica gives us access to Poland, Czech Republic, Hungary, Croatia and eight other countries. Wineries in these markets have limited access to lab testing.”

Marcello Gatti, CEO for Generon S.p.A. commented: “Generon S.p.A. is pleased to partner with Universal Biosensors to offer Sentia to Italian wineries. With its ability to measure free SO₂, malic acid and glucose, with more tests coming we believe Sentia allows Italian winemakers to make the right decisions at the right time.”

Petra Wiedemann, Managing Director at Biomedica Medizinprodukte GmbH commented: “We are delighted to be partnering with Universal Biosensors to build Sentia in Austria and eastern Europe. We conducted due diligence for over 12 months and are confident that Sentia is a unique and attractive proposition for large and small winemakers.”

Both deals include an initial commitment to purchase volumes for Sentia devices and strips which will be delivered over the course of August.

Mr. Sharman said, “We expect to deliver testing capability for fructose, titratable acidity and acetic acid to complement our free SO₂, malic acid and recently launched glucose test during H2 2022 / H1 2023. We think these tests will add significant value to the winemaking industry globally.”

Additionally, UBI announces:

- it has recently made its first sales of Sentia product into the United Kingdom to Berlin Packaging;
- it has launched its Glucose test which will allow winemakers to monitor glucose levels during primary fermentation. This will be complemented by a fructose test later in 2022 / Q1 2023, which will then provide a ‘total’ sugars profile to identify when fermentation is complete; and
- 310 devices (estimated. 3.1% of the USA market) have been sold into the USA (distributors and direct to wineries). We estimate approximately 30% of stock sold remains in the hands of USA distributors.

For further information please refer to the Sentia website (www.mysentia.com).

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Announcement authorized by the Board of Directors of Universal Biosensors, Inc

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>.

About Generon S.p.A.

Generon is a biotechnology company that offers rapid analytical solutions for analysis laboratories and food companies that need to guarantee the safety of their products and supports them. As a beverage safety specialist Generon creates and selects sharp, cost-effective, and efficient test kits to provide an ever increasingly demanding market with accurate and ready-to-use solutions.

About Biomedica Medizinprodukte GmbH

For more than 40 years, Biomedica has specialized in the distribution of products for the healthcare sector. They focus on medical devices, in-vitro diagnostics, life sciences, vet & food & clinical. They supply customers in the fields of health care and research with flexible solutions, quality products, technical services, and ongoing support. They are headquartered in Vienna (Austria), and now has 13 subsidiaries in Central and eastern Europe (CEE), employing a team of 300 professionals.

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.