

# The Future of UBI

 **Bringing the universal power of biosensors into the hands of those who need it**

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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.

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.

## **Risk**

The Company is subject to a number of risks. 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.

## **Securities**

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.

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# Universal Biosensors (UBI)

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UBI is a biosensor company and **world leader** in electrochemical cell technology with a long **history of innovation** and establishing **global partnerships**.

The biosensor market is estimated at AUD \$40 billion. Point of Care diagnostics and screening are among the key reasons for the overall increase in global demand for biosensors.

Advancements in biosensor technology and its applications include increased detection limits and miniaturization.

UBI's biosensor technology platform has been used to deliver more than **10 billion diagnostic tests** to patients worldwide generating billions of dollars in sales.

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SIEMENS

Johnson & Johnson



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# UBI Products Current & Future

- Oenology
- Veterinary Diabetes
- Coagulation
- New Technologies



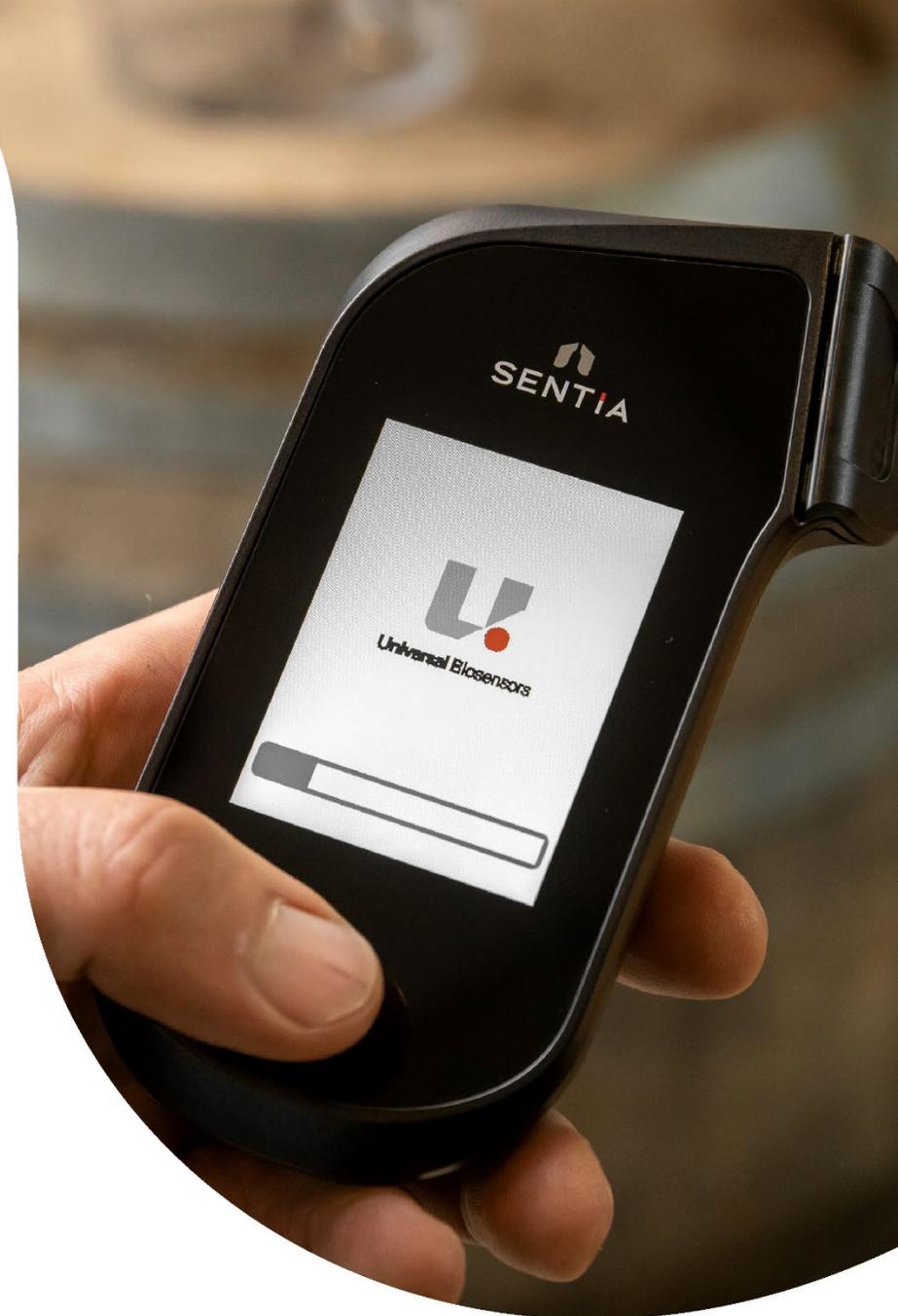
# Sentia™

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Sentia delivers **medical grade** biosensor technology to the wine industry.

**Products include** Free SO<sub>2</sub> testing (launch Feb 21), Glucose, Fructose and Malic Acid (launch during 2021) and Acetic and Total Acid (launch during 2022).

Sentia delivers testing specificity and sensitivity, **significant cost savings** and productivity gains to the wine industry.



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# Sentia Competitive Advantage



**01.**

**Fast**

On the spot  
results within  
1 min

**02.**

**Accurate**

Improved  
accuracy

**03.**

**Portable**

Genuine  
'at barrel'  
testing

**04.**

**Efficient**

Improve  
processing  
efficiency &  
associated  
costs

**05.**

**Quality**

In-built  
quality  
control  
checks for  
each test

**06.**

**Easy**

No reagents  
Automatically  
calibrated



  
**SENTIA**

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# Sentia Competitive Advantage

	<b>Sentia</b>	<b>Aeration Oxidation</b>	<b>Thermo Gallery</b>	<b>Spectro- photometer</b>	<b>External Testing</b>
Cost <sup>1</sup>	\$1,950 / \$3.50	\$1,000 / \$0.60	\$75,000 / \$1	\$4,000 / \$3	\$35
Labour cost <sup>2</sup>	\$0.60	\$12.00	\$6.00	\$12.00	NA
Usability	Anyone	Wine / Lab staff	Lab staff	Wine / Lab staff	NA
Time	1 min	20 mins	10 mins	20 mins	2+ days
Accuracy	Calibrated to Gold Standard	Operator dependent	Gold Standard	Operator dependent	Operator dependent
Data	Automatically stored to upload	Manual	Automatically stored to upload	Available on some models	Results provided
Competitive Advantage	Time, Cost, Accuracy, Simplicity, Portability, Quality				



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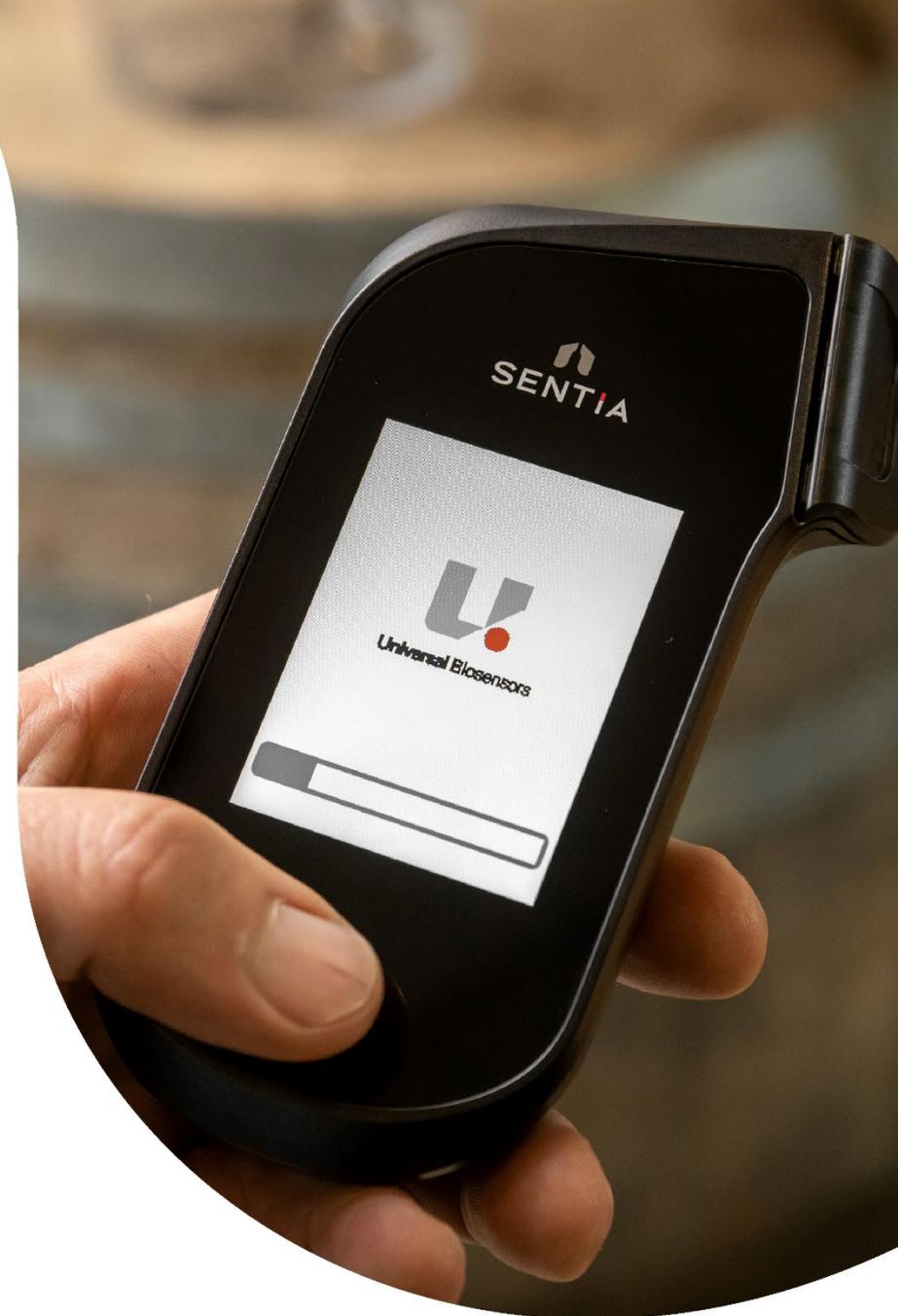
1. Device / consumables  
 2. Calculation based on \$35ph  
 All calculations are estimated and Australian dollars

# Sentia Global Distribution

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## Sentia

- Launch Feb 2021.
- Distribution agreements in place for **Australia** and **USA**.
- Additional distribution agreements for rest of world expected during H1 2021.



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# Sentia Global Market

World Wide Market				
Number of Tests	ANZ	USA	RoW	Total
Free SO <sub>2</sub>	1,329,560	4,433,985	15,660,000	21,423,545
Malic Acid	930,692	3,103,789	10,962,000	14,996,481
Glucose & Fructose	2,127,296	7,094,376	25,056,000	34,277,672
Total Acid	664,780	2,216,992	7,830,000	10,711,772
Acetic Acid	1,329,560	4,433,985	15,660,000	21,423,545
<b>Total Tests</b>	<b>6,381,888</b>	<b>21,283,127</b>	<b>75,168,000</b>	<b>102,833,015</b>
<b>Total Devices</b>	<b>2,311</b>	<b>7,929</b>	<b>50,100</b>	<b>60,340</b>



All calculations are estimated and Australian dollars

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# Sentia Global Market

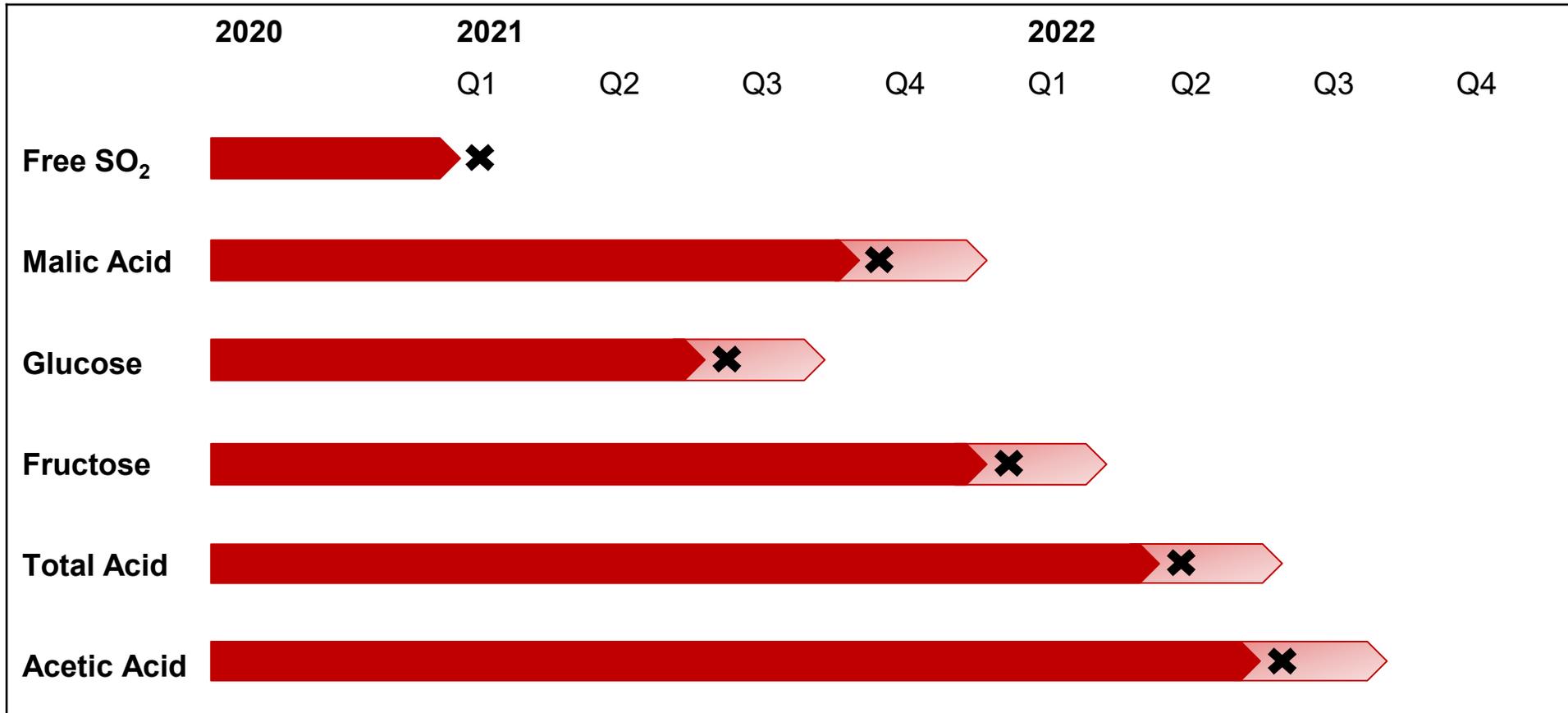
World Wide Market				
\$AUD	ANZ	USA	RoW	Total
FSO <sub>2</sub>	4,653,460	22,169,923	78,300,000	105,123,383
Malic Acid	7,445,536	35,471,876	125,280,000	168,197,412
Glucose & Fructose	7,445,536	35,471,876	125,280,000	168,197,412
Total Acid	3,988,680	13,301,952	46,980,000	64,270,632
Acetic Acid	10,636,480	35,471,880	125,280,000	171,388,360
<b>Total Tests</b>	<b>34,169,692</b>	<b>141,887,507</b>	<b>501,120,000</b>	<b>677,177,199</b>
<b>Total Devices</b>	<b>4,044,250</b>	<b>25,485,906</b>	<b>139,564,286</b>	<b>169,094,442</b>
<b>Total Revenue</b>	<b>38,213,942</b>	<b>167,373,413</b>	<b>640,684,286</b>	<b>846,271,641</b>

All calculations are estimated and Australian dollars



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# Sentia Future Products



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# Veterinary Diabetes

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UBI signed a deal with LifeScan for the global rights to develop and commercialise a Vet blood glucose strip and meter.

Diabetes is a common disease in cats and dogs. It is caused by a deficiency of insulin. Treatment includes daily insulin injections as well as monitoring the pet's condition throughout the day.

Blood glucose levels should be checked twice a day at home and at a veterinary hospital every two to three months. This involves a day in a vet hospital where blood glucose curves are generated. Nearly all vet practices will have at least one point of care blood glucose monitoring device.



# Vet Competitive Advantage

	UBI Vet Product	AlphaTRAK 2	CentriVet GK
Sample Size (µL)	0.4	0.3	0.8
Test Time (minutes)	1	1	1
Professional or Home Use	Both	Both	Both
Easy Data Download	Y	N	N
Test Capacity	500	250	450
Connectivity	Y	N	N
Cost <sup>1</sup>	Competitive, Better Value	\$65 / \$1.30	\$55 / \$0.82
Competitive Advantage	Connectivity, Data Download Simplicity, Test Capacity, Cost		

1. Device / consumable  
All prices are estimated and Australian dollars

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# Vet Diabetes Opportunity



## **Vet blood glucose monitoring market is growing**

- Market growth is being driven by the increase of obesity in pets worldwide. This is causing an increase of chronic diseases which demand effective diagnostics.

## **Current market leaders not focused on new development**

- Market leaders such as Zoetis Inc are not focused on new developments. Their leading monitoring product the AlphaTRAK 2 has not been updated for nearly 10 years.

## **Room for a new product to disrupt the market**

- The AlphaTRAK 2 and CentriVet GK products dominate the market for vet blood glucose monitoring devices. There is an opportunity to win large market share for a superior device that is price competitive.

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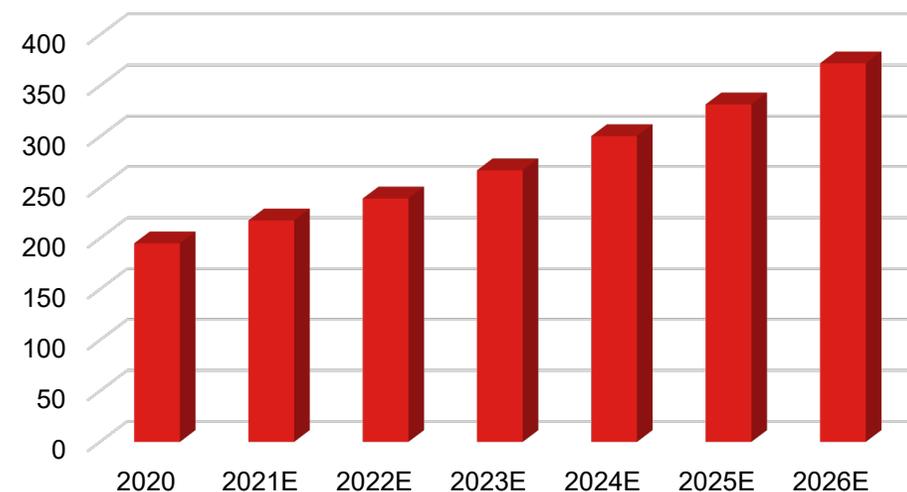
# Vet Diabetes Large & Growing Market

Market is predicted to grow at a CAGR of 11.35% and be worth \$372 million AUD in 2026.

## Major growth factors include:

- Increasing trend of pet adoption across the world.
- Owners are more concerned about their pet's health.
- Obesity in pets is increasing worldwide. 56% of dogs were recorded as obese in US in 2017.

Vet Blood Glucose Monitoring (Million AUD)

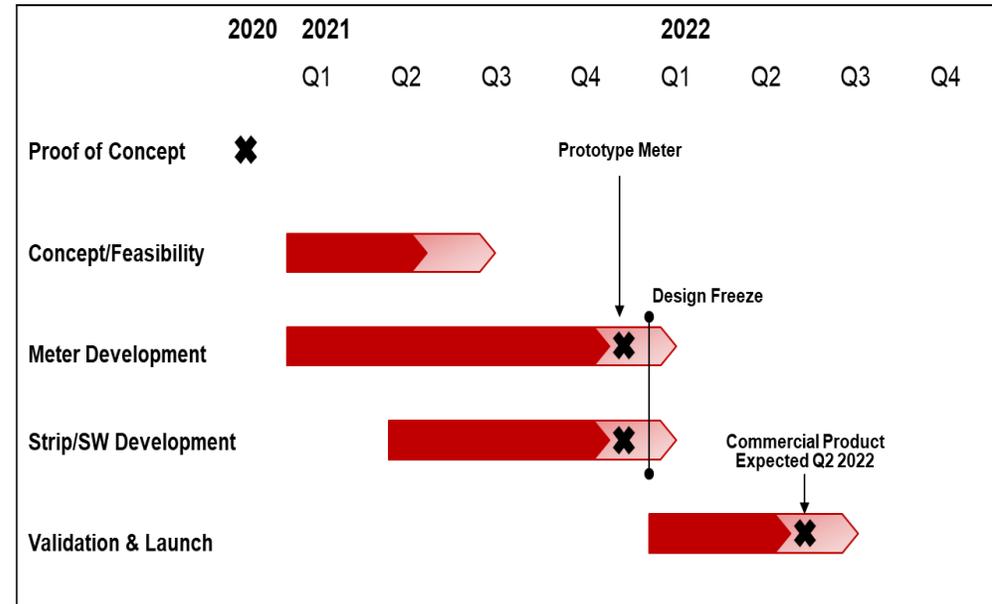


# Vet Diabetes Product Launch

Much of the required technology is already owned and known to UBI.

No significant regulatory hurdles.

Target product launch H1 2022.



# Xprecia Stride™

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The Xprecia Stride Coagulation Analyser is a handheld device that reports PT/INR levels at the point of care with laboratory accuracy, for patients taking Warfarin.

Xprecia Stride has been sold by Siemens Healthineers since December 2014.

In 2019, UBI bought back the global distribution rights.

There is an installed base of over 3,500 units throughout the world.

Xprecia Stride is **sold in 36 countries**.

UBI's next generation PT-INR Coagulation Analyser is currently in development.



# Xprecia Stride



## **Growing Market**

Growing anticoagulation market worldwide.

## **Testing Market Decentralized**

Shift of coagulation testing from laboratory setting to Point of Care devices in hospital, clinics and at home. The adoption of PT-INR home-testing is encouraged by the CMS reimbursement in the USA.

## **Next Gen Device**

Work on Next Gen PT/INR Analyser has been finalised. This device will rival the Roche CoaguChek Plus's features and performance and retail at a lower price. The Regulatory Program (including clinical strategy) has begun. Launch expected 2022.

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# Xprecia Stride Next Gen Competitive Advantage

	<b>UBI: Next Gen</b>	<b>iLine: MicroINR</b>	<b>Roche: CoaguChek Vantus</b>	<b>Roche: CoaguChek Plus</b>
FDA Reg Status	PRO, PST, CLIA	PRO, PST, CLIA	PST	PRO, PST, CLIA
Sample Size (µL)	8	3	8	8
Unit of Measure	INR & SEC	INR	INR	INR, SEC %Q
Measuring Range	0.8 – 8.0	0.8 – 6.0	0.8 – 6.0	0.8 – 8.0
Touchscreen	Y	N	N	Y
Data Communication	Wired / Wireless	Wired	Wired / Wireless	Wireless
Power	Rechargeable	Rechargeable	4 AAA Batteries	Rechargeable
Test Memory	2000	199	400	2000
Price	<< \$650	\$650	\$650 - \$900	\$1050 - \$1550

All prices are Australian dollars

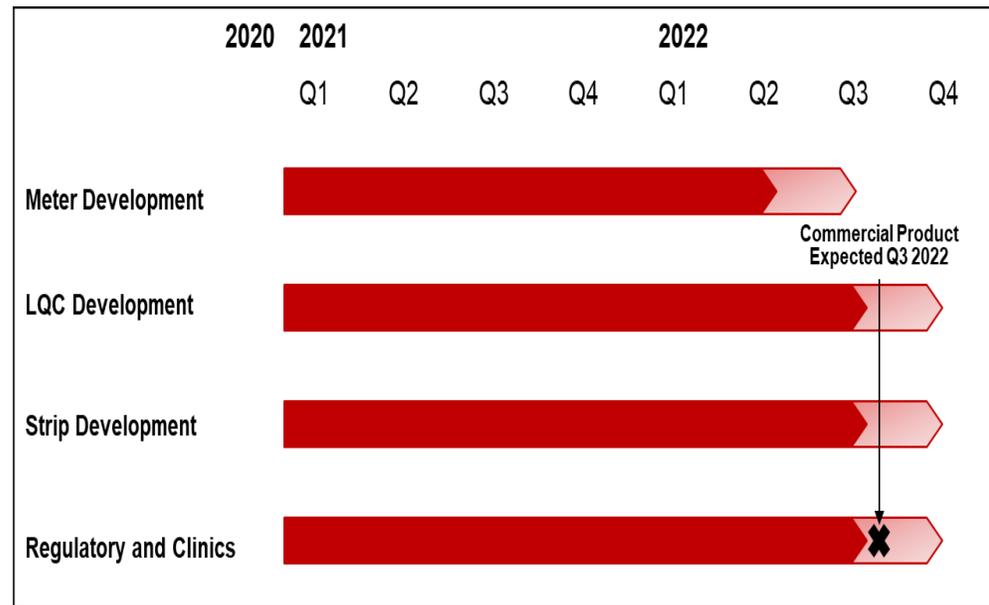
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# Xprecia Stride PT-INR Market & Next Gen Timeline

PT-INR				
Global Market	USA	EU	ROW	Total
(AUD \$Million)				
Total Hospital POC PT-INR	223	168	63	454
Total Doctor Office POC PT-INR	151	113	42	306
Total Home-Testing PT-INR	179	106	40	325
<b>Total POC PT-INR</b>	<b>553</b>	<b>387</b>	<b>145</b>	<b>1,085</b>



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# Future of UBI

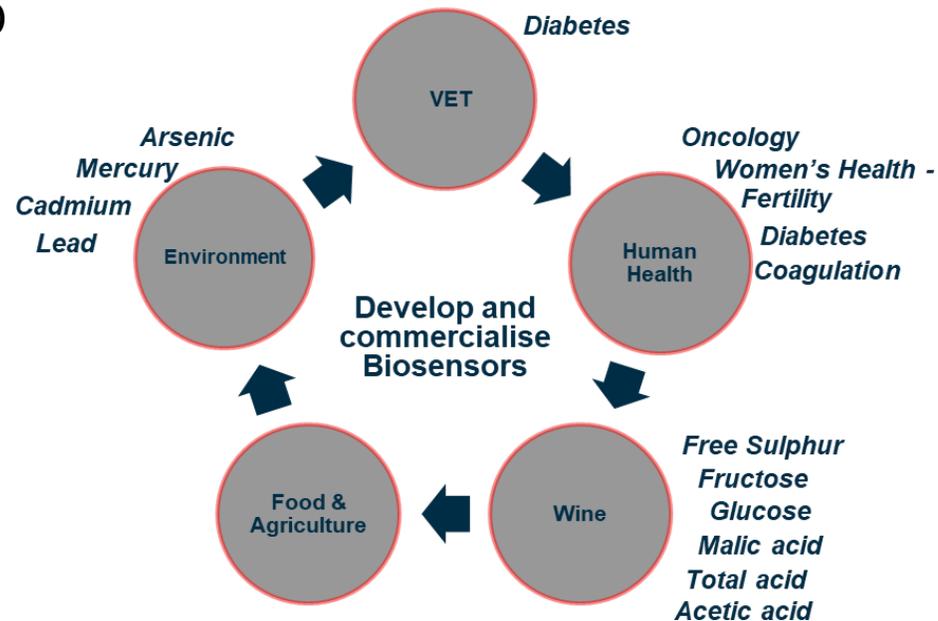
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Move away from defining ourselves as an R&D company with long lead times and expensive research programs.

Purchase, license and partner new and complete biosensors.

Purchase, license and partner new technology to increase our detection limit.

Build a multi product stable of biosensors in large markets which generate revenue.



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# Expanding our Vision

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UBI is currently performing due diligence on a number of separate technology opportunities.

Each technology has the capability to increase the detection limits for our existing platform technology from Micromolar to Picomolar or better.

The successful development of any one of these technologies should materially expand the product range of UBI's existing platform technology into oncology, women's health, environmental impurities and other areas.

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**1 million tonne is  
Base detection**



**1 tonne is a  
million times smaller  
(Micromolar)**

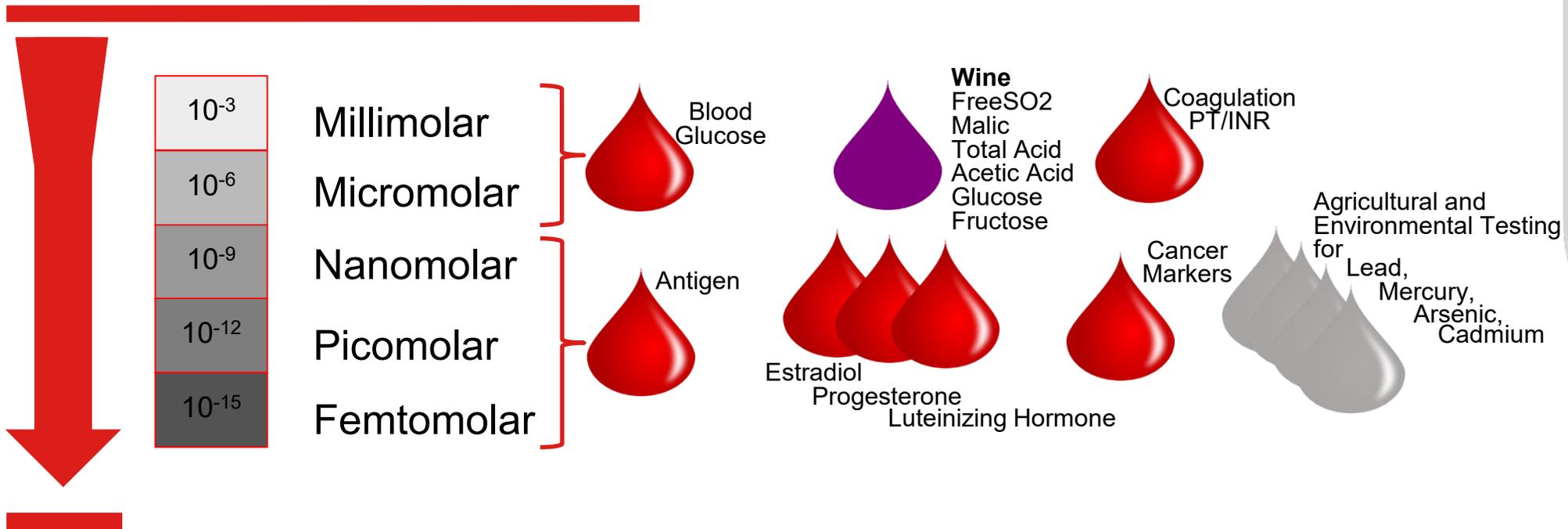


**1 gram is a  
million times smaller  
(Picomolar)**



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# Why are Detection Limits Important



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# END

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John Sharman  
Chief Executive Officer  
Universal Biosensors, Inc

