

# Universal Biosensors: Investor presentation

September 2009

Disruptive innovation at the point of care to create new markets and opportunities



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## Universal Biosensors – GMP facility





# Universal Biosensors – transformational manufacturing







## UBI and LifeScan (blood glucose/diabetes) – a strong relationship

2002	Licence Agreement
2002	Development and Research Agreement
2003	Johnson and Johnson Development Corporation equity investment
2007	Master Services and Supply Agreement (MSSA)
2008	Fee for Service (scale up tasks)
2008	Manufacturing Process Support Agreement (2008)
2009	MSSA updated
2009	Development and Research Agreement updated
2010	UBI is preparing for a LifeScan launch of a first product



#### Income streams to UBI from the MSSA

- The Master Services and Supply Agreement:
  - Umbrella agreement permitting multiple products
  - UBI provides services and is a (non-exclusive) manufacturer of sensor strips
  - UBI anticipates developing other products for LifeScan
- For the product pending:
  - Milestone payable on regulatory approval
  - Price per strip manufactured by us and sold to LifeScan
  - Additional service fee calculated based on the number of strips sold to consumers, regardless of who in the future has manufactured the strips
  - ~A\$25m UBI revenue forecast in the 12 months from regulatory approval



### First blood glucose product

- Enhanced product could be registered as early as H2 2009
- UBI is production ready
- LifeScan controls the timing of regulatory submissions
- LifeScan chooses place and time of market entries



## A holy grail realised?

Immunoassay and other finger prick measurements as simply and easily as a blood glucose test

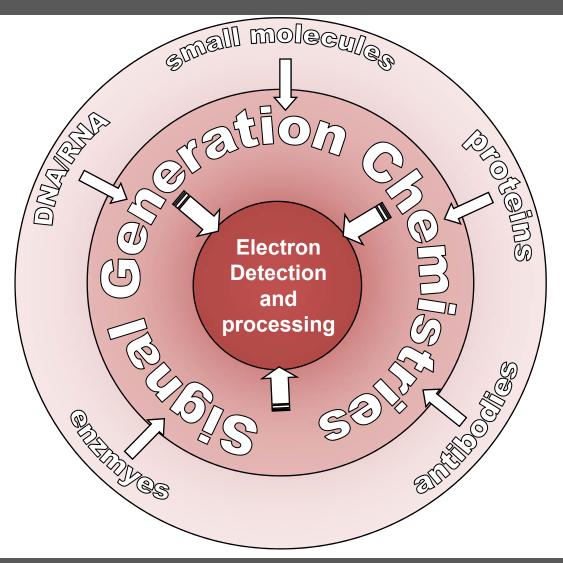


#### Protected - extensive licenced and owned IP

- 39 patent families covering products, manufacturing, core and peripheral technology
- 244 granted patents
- 171 pending applications
- 415 patents plus applications

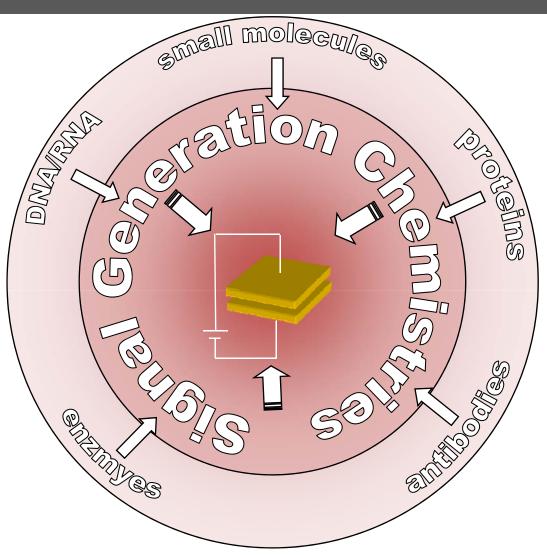


## At the heart of the Universal Biosensors platform, transformational technology





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### Systematic Extension of Platform Value

#### Platform

- Enzyme-substrate (small molecules e.g. blood glucose)
- Immunoassay (proteins, peptides e.g C-reactive protein, D-Dimer)
- Coagulation (prothrombin time; other clot based tests feasible)
- RNA/DNA application foreshadowed



### Sophisticated, simple, unique

UBI point of care (POC) tests developed by UBI use a dry, single use biosensor strip to measure biomarkers in a finger prick blood sample. Measurements made by a hand-held, battery powered, microprocessor controlled meter are converted to a reading.



The patient or other user inserts a test strip into the meter and after the finger is pricked, touches the tiny drop to the biosensor strip

The resulting reaction within the electrochemical cell is measured electronically by the meter

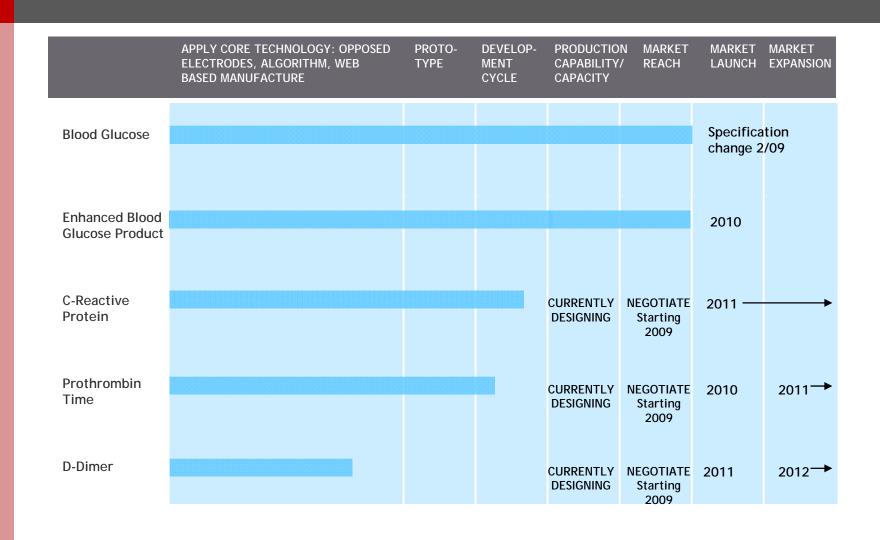
It is possible to respond to the result within seconds or minutes



## Results "here and now" permit better, safer medicine

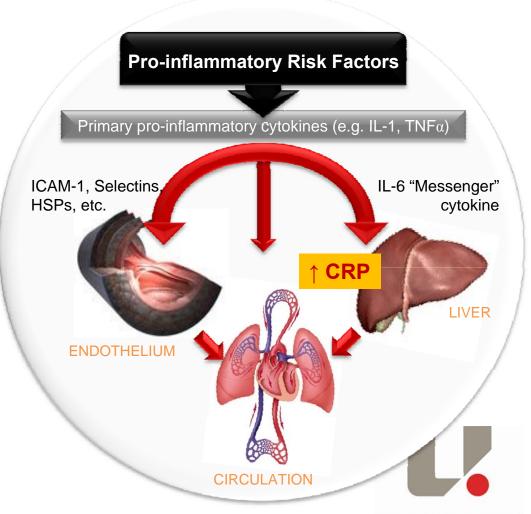


## Product pipeline



# hsCRP: A Powerful Multi-Purpose Biomarker

- Systemic inflammation underlies much chronic disease
- Across a range of therapeutic areas, C-reactive protein (hsCRP) elevates in the presence of key inflammatory cytokines
- Diseases with a disturbed inflammatory axis include atherosclerosis, rheumatoid arthritis and other autoimmune diseases, cancer, COPD and Alzheimer's disease



**Universal Biosensors** 

### On blood thinners for life (Prothrombin Time)

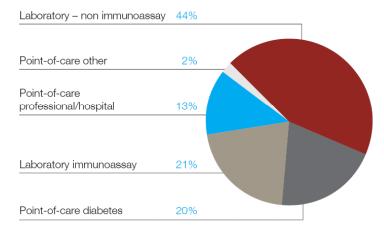
- In the safe zone?
- How and when do you know?
- Can current practice be improved?

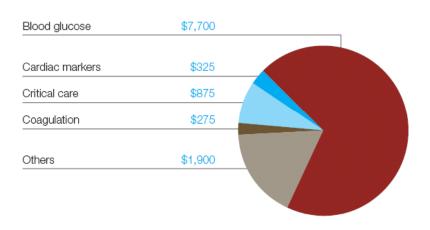


### Market size



#### **Point-of-Care Testing Market (US\$m)**





Worldwide Market	Estimated Market Size in 2005	Forecast Market Size in 2010
In vitro diagnostic testing	US\$32.2 bn	US\$45.5 bn
Point-of-care testing (POC)	US\$11.1 bn	US\$16.2 bn



### Key messages

#### Innovator

- Market opportunity within current healthcare structure and within future system, whatever the shape
- Transformational manufacturer
- A true flexible, decentralized POC platform on its way to multiple products
- Superb execution to date
  - LifeScan relationship (a J&J company)
  - Close to market



### Corporate summary

Summary	
Number of Shares on issue	157,038,558
Market capitalization at 21 September 2009	~A\$208.9 million
Number of Options on issue	8,495,527
Cash (at August 31, 2009)	~A\$19.1 million

Board of Directors Mark Morrisson (CEO), Andrew Denver (Chairman), Colin Adam, Denis Hanley, Andrew Jane, Charles Kiefel, Jane Wilson

