



Universal Biosensors, Inc.

ARBN 121 559 993

UBS Australian Healthcare Conference

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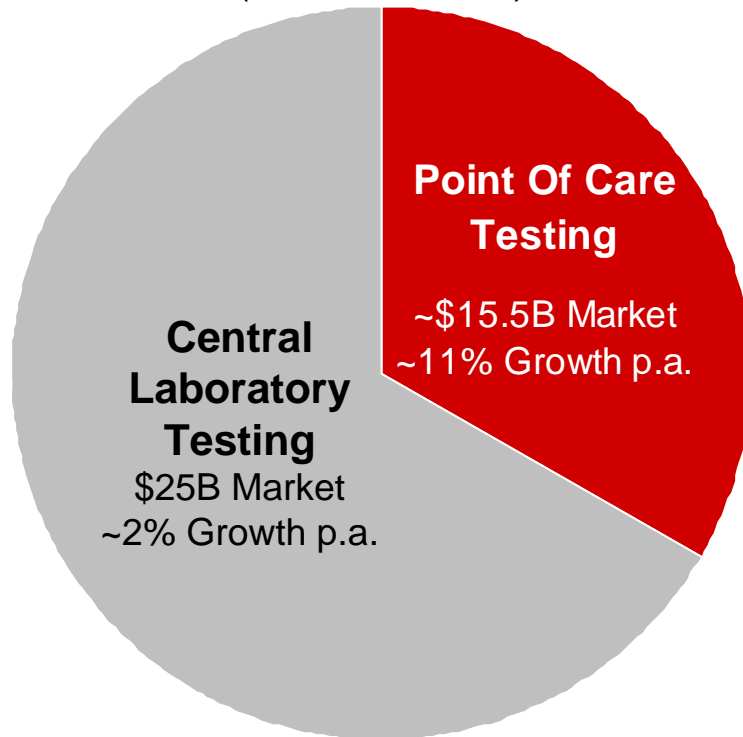
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- ➔ • **UBI Overview**
 - Blood Glucose Monitoring
 - Coagulation & PT/INR Testing
 - Future opportunities
 - Financials



UBI targets the \$15B, growing POC market

Global In Vitro Diagnostics Market
(2010 estimate)



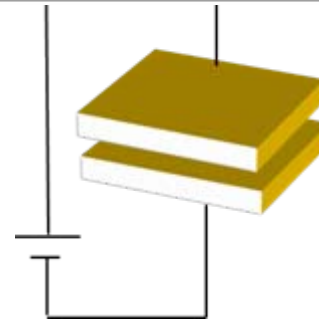
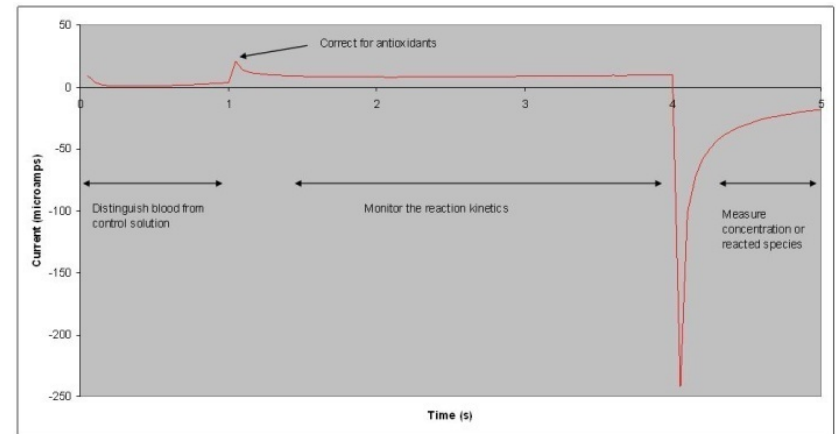
Point of Care Growth Drivers

- ✓ Improved Health Economics (lower cost and better outcomes)
- ✓ Supports:
 - more timely diagnosis
 - chronic disease management
 - increased frequency of testing for improved health outcomes
 - distributed healthcare for regional & remote areas as well as emerging economies



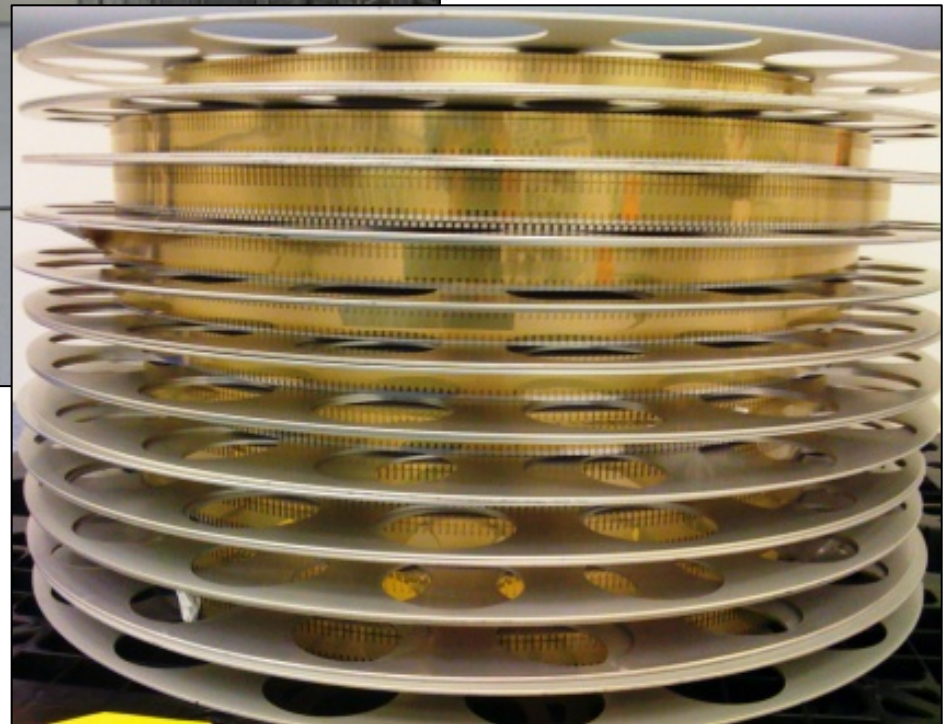
Using UBI's powerful diagnostic technology

- **Thoroughly protected**
(44 patent families)
- **Well suited to Point-of-Care**
 - ✓ Information-rich
(=accurate & robust diagnosis)
 - ✓ Low cost to manufacture
(=low cost per test)
 - ✓ Easy to use
(=uses whole blood from a finger-prick)
- **Broad application**
 - ✓ Across analytes
(enzymes, immunoassay, molecular)
 - ✓ Across geographies
(mature & emerging markets)
 - ✓ Across diagnostic settings
(home-use, hospital, clinic)





...and low cost, automated manufacturing





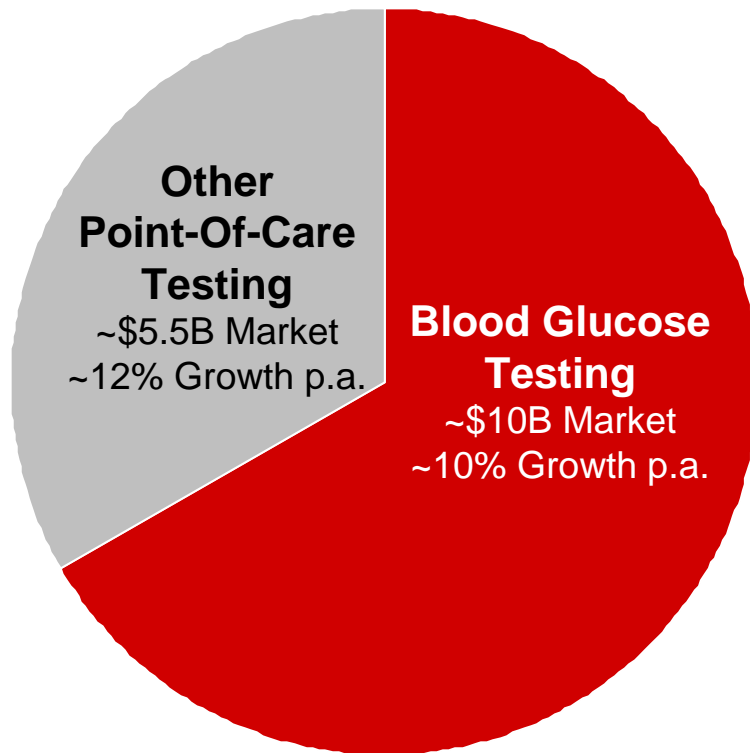
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1st target: the \$10B blood glucose segment

Global Point-Of-Care Diagnostics Market (2010 estimate)



Blood Glucose Growth Drivers

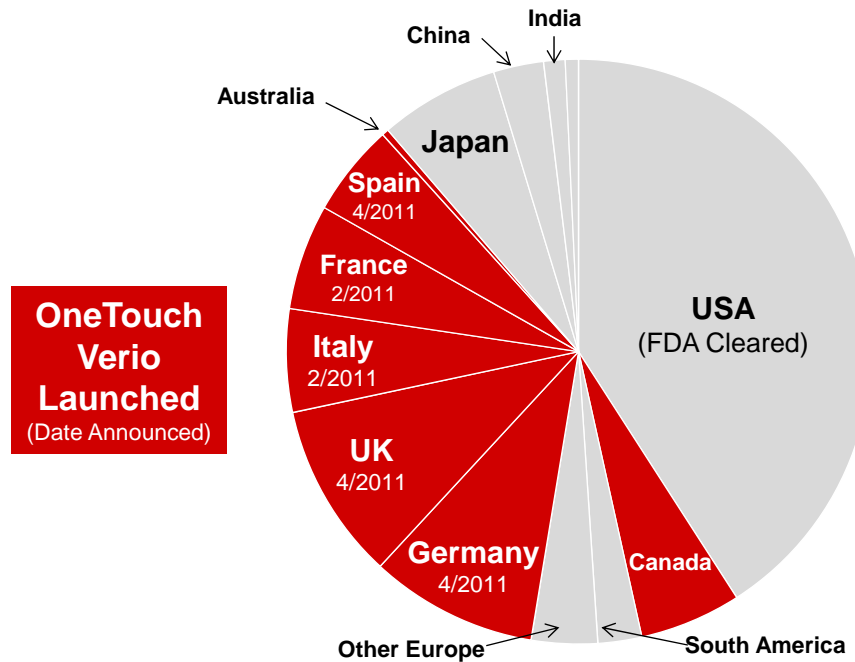
- Increased life expectancy of diabetes sufferers
- Growing incidence of diabetes in all geographies
(Type II prevalence doubled in US from 1990 to 2005: now 90% of all diabetes sufferers)
- Technology improvements
- Increasing patient awareness



Now launched into the \$10B SMBG market



Self Monitored Blood Glucose Market (2015 estimate*)



Source: Global Data, SMBG Market Study Nov 2009

Note: images on this page are not representative of actual products approved in all markets.



LifeScan is a powerful global partner

Self Monitoring Blood Glucose Market Shares by Region

(2008)

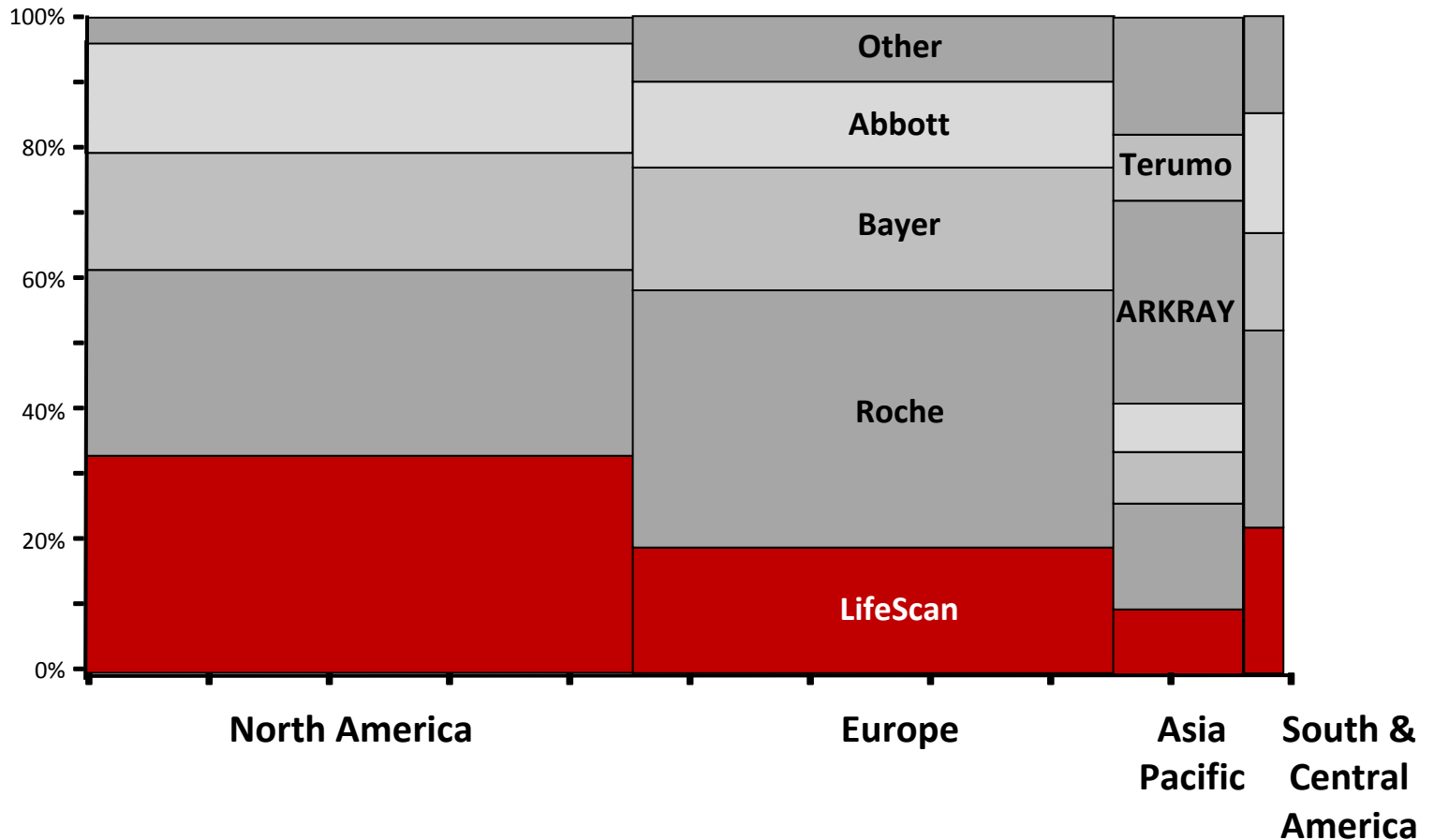
**Estimated CAGR
(2008-15):**

11%

10%

9%

11%




Source: Global Data SMBG Market Study – Nov 2009



OneTouch Verio IQ in Canada

<http://www.onetouch.ca/>



GET READY TO CHANGE THE WAY YOU LOOK AT TESTING.

The new OneTouch® Verio™ IQ is the first meter ever with PatternAlert™ Technology. Designed for people on insulin, it automatically puts high and low patterns right in the palm of your hand.

Ask your healthcare professional if OneTouch® Verio™ IQ is right for you.





LifeScan / Blood Glucose - Economics

Revenue Source	Revenue Detail
Service Fees <i>("Service Revenues")</i>	~ US1c received for each strip sold by LifeScan
Product Revenues <i>("Product Revenue")</i>	Received for all strips supplied from UBI factory i) At low volumes ("Interim Costing Period"): fixed overhead contribution ii) At higher volumes: Standard Cost + modest margin
R&D Services <i>("Service Revenues")</i>	Received for R&D / services provided by UBI •Cost plus margin
Milestones <i>("Milestone Payments")</i>	Received on hitting R&D or Regulatory milestones



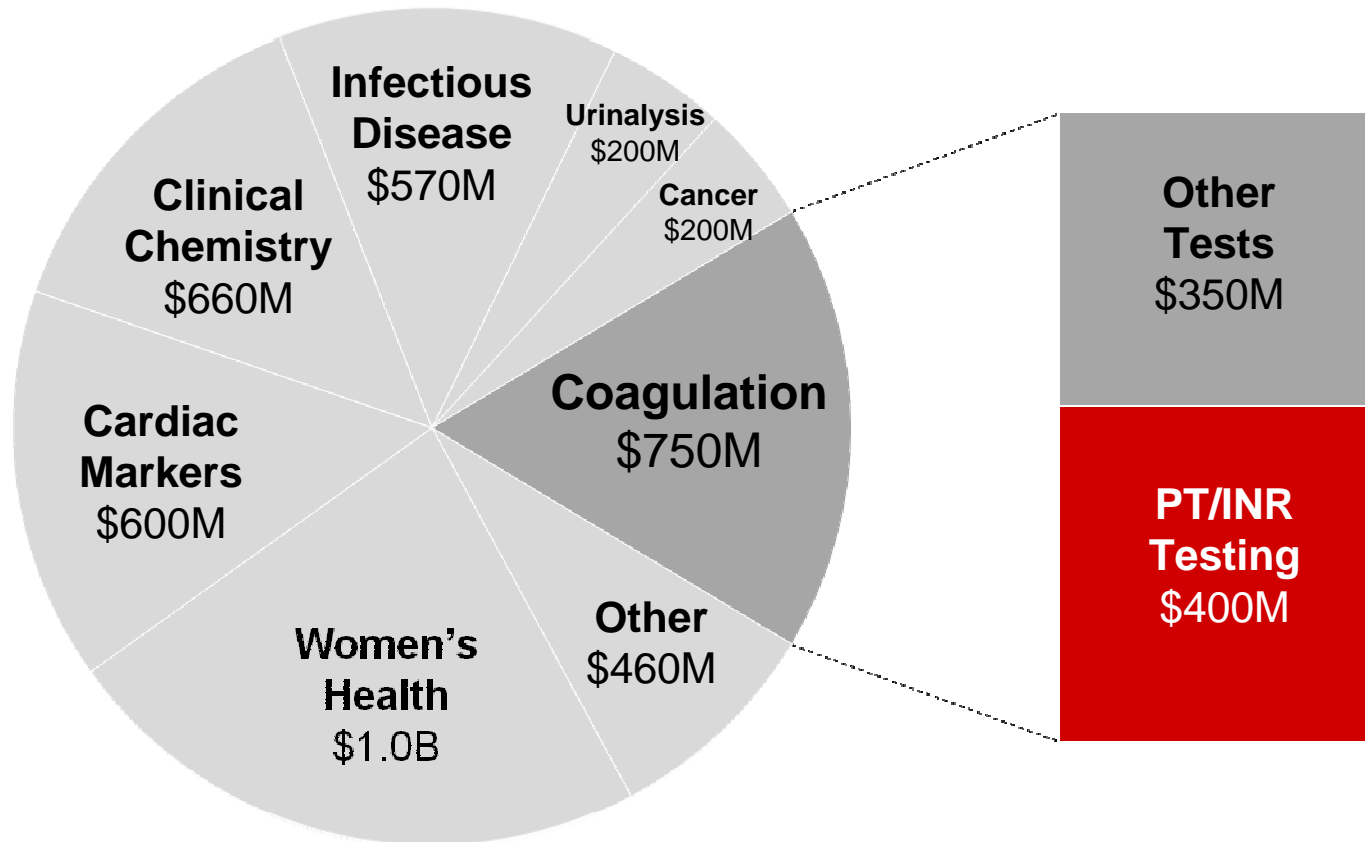
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Next opportunity: POC Coagulation Testing

Point-Of-Care Diagnostics Market (2008)



* Kalorama, *The Worldwide Market for In Vitro Diagnostic Tests, 6th Ed.*, 2008.

* Boston Biomedical Consultants, *The Worldwide In Vitro Diagnostic Test Product Market Segment Discussions 2006, 2007 and 2012 Estimate*, August 21, 2008.

• Trimark, "Point of Care Diagnostic Testing World Markets", June 2009

• Espicom, *POC Diagnostics* – Nov 2009



PT/INR market shows strong growth



- Market growth driven by:
 - ✓ ongoing Warfarin use,
 - ✓ increasing testing frequency

* Kalorama, *The Worldwide Market for In Vitro Diagnostic Tests*, 6th Ed., 2008..

* Trimark, "Point of Care Diagnostic Testing World Markets", June 2009



Partnership strengthens competitiveness



- **Competitive product**

- ✓ **Cost per test**
- ✓ **Meter cost**
- ✓ **Feature set**
- ✓ **Ease-of-use**

+

- **Competitive channel**

- ✓ **Global healthcare brand**
- ✓ **Global distribution**
- ✓ **Technical & customer support**



Siemens – a powerful new partner for UBI

- Partnership in the worldwide Coagulation market
(excluding Patient Self Test segment)
- Multiple coagulation products to be developed
 - ✓ PT/INR product first to launch (with modified specs)
 - ✓ Further products to follow
- Initial technology fee of \$3 million and a series of 6 payments tied to product development milestones
- UBI to manufacture test strips
- Siemens to sell & distribute the products worldwide



Siemens Healthcare Diagnostics

- Siemens Healthcare Diagnostics - a powerful partner
 - ✓ >14,000 employees
 - ✓ Serving 30,000 customers worldwide
 - ✓ >130,000 instruments installed
- World leader in haemostasis, urinalysis and immunoassay
- Strong position in central laboratory and POC markets
- Corporate directions:

“...moving ahead to break new ground in ... affordable personalized healthcare...future-oriented fields in which we’ll also play a pioneering role”

“Committed to advancing patient care, we support clinicians in diagnosing disease, managing patient conditions, and monitoring medical therapies.”



Siemens will address professional segments

PT/INR Segments:	Hospital POC	Ambulatory	Patient Self-Testing
Market	<ul style="list-style-type: none"> Established 	<ul style="list-style-type: none"> Large & fragmented 	<ul style="list-style-type: none"> Emerging
Growth (CAGR)	<ul style="list-style-type: none"> 5-7% 	<ul style="list-style-type: none"> 13% 	<ul style="list-style-type: none"> >20%
Leading PT Products	<ul style="list-style-type: none"> iSTAT Hemochron 	<ul style="list-style-type: none"> CoaguChek 	<ul style="list-style-type: none"> CoaguChek
Reimbursement	<ul style="list-style-type: none"> ~\$3-5/test 	<ul style="list-style-type: none"> ~\$3-5/test 	<ul style="list-style-type: none"> ~\$5-30/test
End Users	<ul style="list-style-type: none"> Professional 	<ul style="list-style-type: none"> Professional 	<ul style="list-style-type: none"> Patient (physician supervised)
Examples of Leading Channel Players	<ul style="list-style-type: none"> Abbott Siemens Trinity Biotech Becton Dickinson Danaher bioMerieux Ortho 	<ul style="list-style-type: none"> Roche Siemens Danaher Alere Arkray Instrumentation Lab. Becton Dickinson 	<ul style="list-style-type: none"> Roche Alere Philips Home health care

UBI and Siemens

In discussions with other potential partners

Source: Company Reports; Management Estimates,; Kalorama, The Worldwide Market for In Vitro Diagnostic Tests, 6th Ed., 2008; Trimark, "Point of Care Diagnostic Testing World Markets", June 2009



PT/INR offers good economic potential

Maximum annual earnings opportunity (at 100% market share):

- Consider a target audience of >7 million Warfarin patients worldwide
- Assume 100% of this market
- Consider PT/INR monitoring frequency ranging from 8-weekly to weekly
- Consider earnings per test strip ranging from \$0.50 to \$1.50

Indicative Testing Frequency	Indicative Earnings per Strip		
	\$0.50	\$1.00	\$1.50
Once every 8 weeks (~45M tests/annum)	\$23M	\$45M	\$68M
Once every 2 weeks (~182M tests/annum)	\$91M	\$182M	\$273M
Once per week (~364M tests/annum)	\$182M	\$364M	\$546M

Note: this analysis is intended to illustrate the scope of the opportunity within PT/INR testing across a range of input assumptions and in no way represents a forecast of likely UBI earnings.



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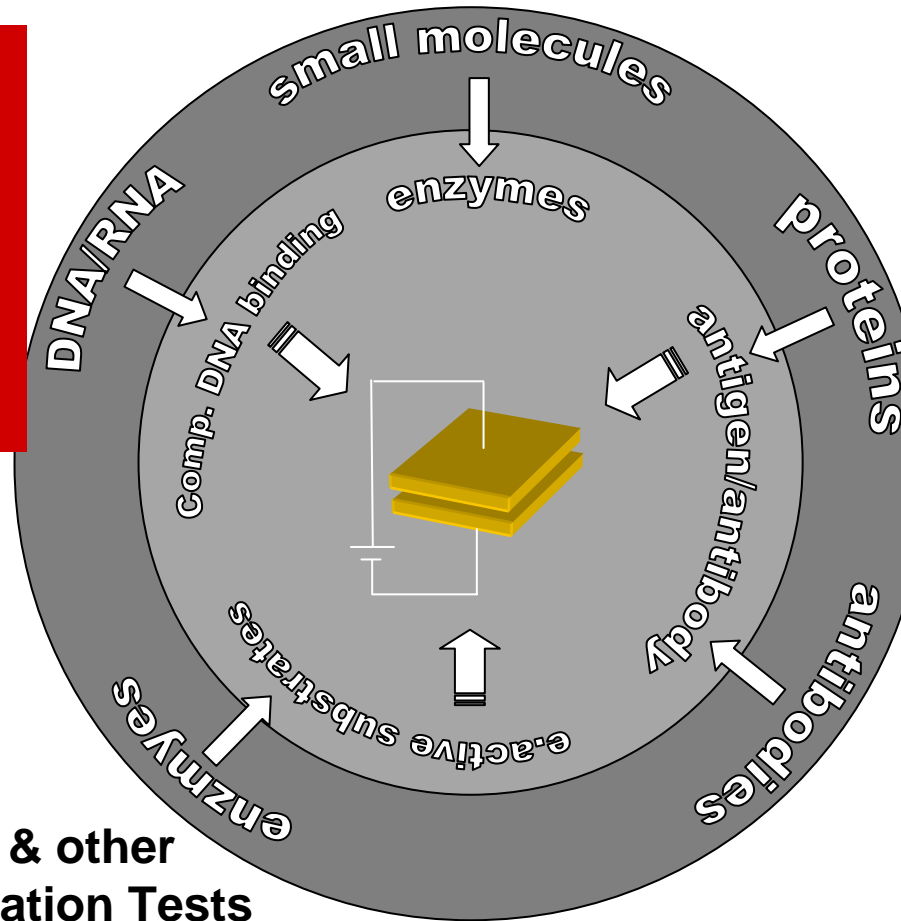
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Platform technology opens opportunities

1 Glucose Test

- 4. Molecular Dx:**
- Oncology
 - Infectious diseases
 - Personal Medicine
 - etc



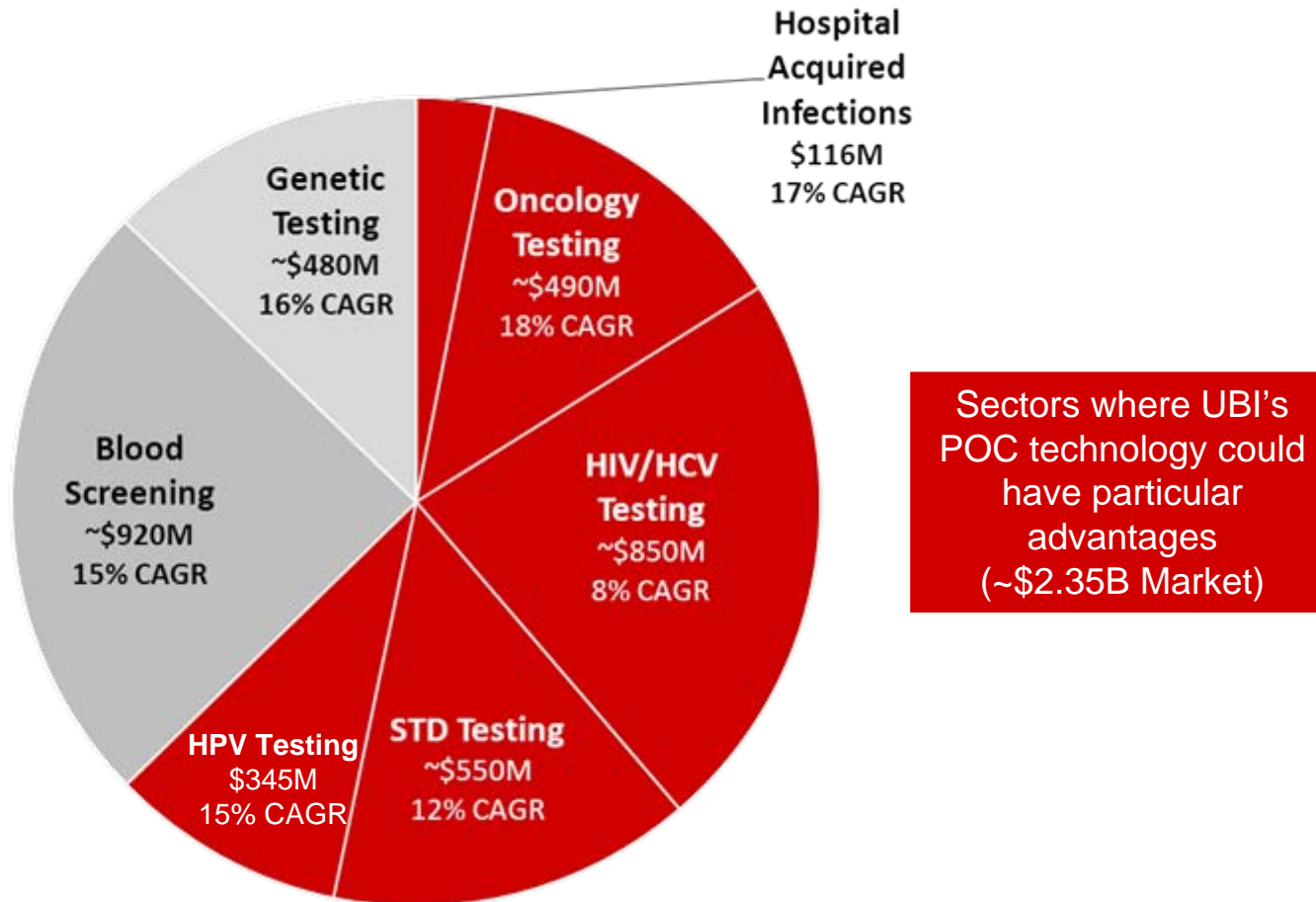
- 3. Immunoassay:**
- D-Dimer
 - CRP
 - Cardiac markers
 - Infectious disease markers
 - Cancer markers
 - etc

2 PT/INR & other Coagulation Tests



Molecular Diagnostics: ~\$3.7B growth market

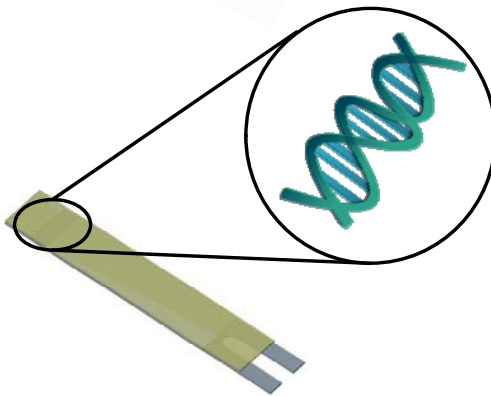
Molecular Diagnostics (MDx) involves the analysis of DNA & RNA to detect a state of health, presence of disease, or the suitability of a given therapy.



Source: "The Future of Molecular Diagnostics", Business Insights, 2010
CAGR represents Compound Annual Growth 2009 - 2016



Rapid, Low Cost, Point-Of-Care MDx



- UBI has a non-exclusive license with Speedx Pty Ltd to use their proprietary DNA/RNA detection technology on the UBI platform.
- A disposable strip and meter product combining UBI and Speedx technologies would make true POC Molecular Diagnostics possible:
 - Results in minutes
 - At low cost
 - At the point of care



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Financials: Income Statement (2007-2010)

	Years Ended December 31,			
	2010	2009	2008	2007
	A\$	A\$	A\$	A\$
Revenue				
Revenue from products	\$ 11,760,009	\$ 132,733	\$ -	\$ -
Revenue from services	6,420,027	4,187,196	4,291,944	1,192,015
Milestone payment	-	17,722,641	-	-
Total revenue	18,180,036	22,042,570	4,291,944	1,192,015
Operating costs & expenses				
Cost of goods sold and services	12,282,736	627,403	3,121,754	-
Research and development	6,482,150	14,898,072	11,585,258	7,157,216
General and administrative	7,185,550	5,635,569	5,510,127	4,226,757
Total operating costs & expenses	25,950,436	21,161,044	20,217,139	11,383,973
Profit/(loss) from operations	(7,770,400)	881,526	(15,925,195)	(10,191,958)
Other income	1,159,875	548,937	3,929,103	1,229,720
Net profit/(loss) before tax	(6,610,525)	1,430,463	(11,996,092)	(8,962,238)
Income tax benefit	-	-	206	145,000
Net profit/(loss)	(6,610,525)	1,430,463	(11,995,886)	(8,817,238)



Financials: Balance Sheet (30th September 2011)

Balance Sheet as at 30 September 2011

	A\$
Current Assets (excluding cash)	5,416,287
Cash	18,815,709
Property, Plant & Equipment (net)	20,817,944
Non-current receivables	310,000
Total Assets	<u>45,359,940</u>
Current Liabilities	3,706,644
Non-Current Liabilities	3,955,239
Stockholders' Equity	37,698,057
Total Liabilities & Stockholders' Equity	<u>45,359,940</u>



Financials: Capital Structure

Number of shares on issue	159,025,161
Market capitalization (at 4 November 2011)	~A\$143 million
Number of options on issue	10,942,370
Cash (at 30 September 2011)	~A\$18.8 million
Equity raised since inception	~A\$78 million



UBI can become a leader in POC diagnostics

- **We have built a strong foundation...**
 - Platform technology and the capability to convert this into products
 - ISO13485 manufacturing capability established and operating
 - \$18.8M cash, no debt (end Q3 2011)
- **Our technology and business model has been validated by world leading companies...**
 - Global roll-out of first product underway with LifeScan
 - Next generation product in R&D phase with LifeScan
 - Global partnership with Siemens Healthcare Diagnostics in coagulation
- **We have significant opportunities ahead...**
 - Point of care coagulation testing
 - Point of care immunoassay testing
 - Point of care molecular diagnostics testing



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