



Universal Biosensors

Universal Biosensors, Inc.

ARBN 121 559 993

Investor Presentation

April 2011



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Company overview

**Targeting
large, growing
healthcare markets**

- US\$15B Point-Of-Care diagnostics market, growing at ~11% p.a.
- 1st UBI-developed product targets \$10B Blood Glucose segment
- Next major product targets >\$400M PT-INR testing segment
- UBI ambition to be a global market leader in POC diagnostics

**With a unique
technology platform**

- Breakthrough electrochemical measurement platform
- Technology well suited to POC: low cost, accurate, easy to use
- Core technology can be leveraged into a pipeline of POC products

**World class
infrastructure, people
& processes**

- Core competency in integrated process & product innovation
- ISO13485 certified manufacturing facility
- Purpose built, fully automated, high volume manufacturing

**Powerful
partnerships**

- Partner with leading companies to achieve market presence
- Blood Glucose partnership with J&J subsidiary LifeScan
- Looking to “repeat the cycle” in partnership for PT/INR

**A track record of
execution**

- World class Blood Glucose product now in the market
- Blood Glucose system FDA approved
- Value-added partnership sustained with J&J/LifeScan

**Building a
sustainable business**

- Developer & manufacturer of POC diagnostic systems
- Revenues from R&D, manufacturing, and milestone payments
- At 31 Dec 2010: cash balance of \$23m, no debt.

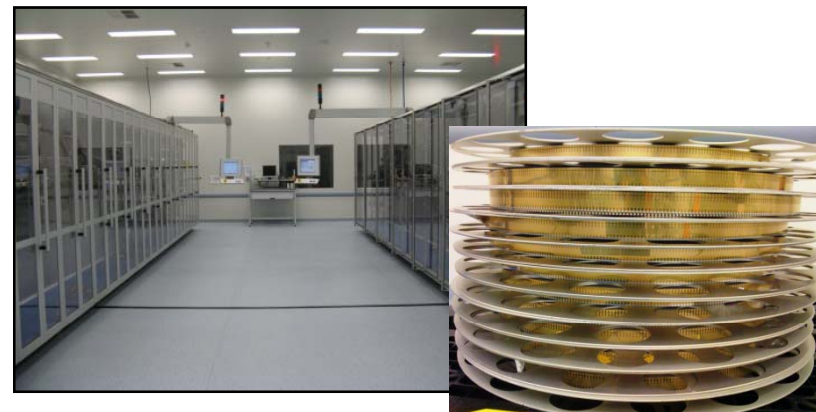
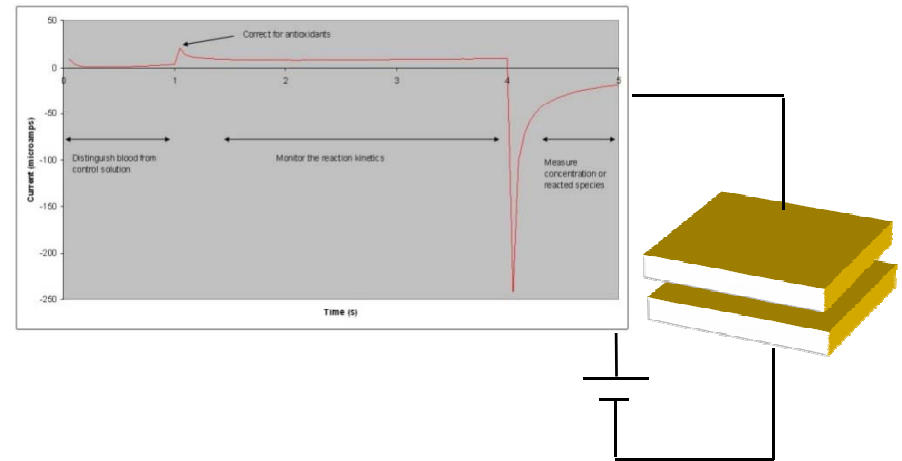
Breakthrough diagnostic technology

Core Product Technology

- Electrochemical cell based on opposing electrodes
- Information rich
- Inherently low cost
- 44 patent families

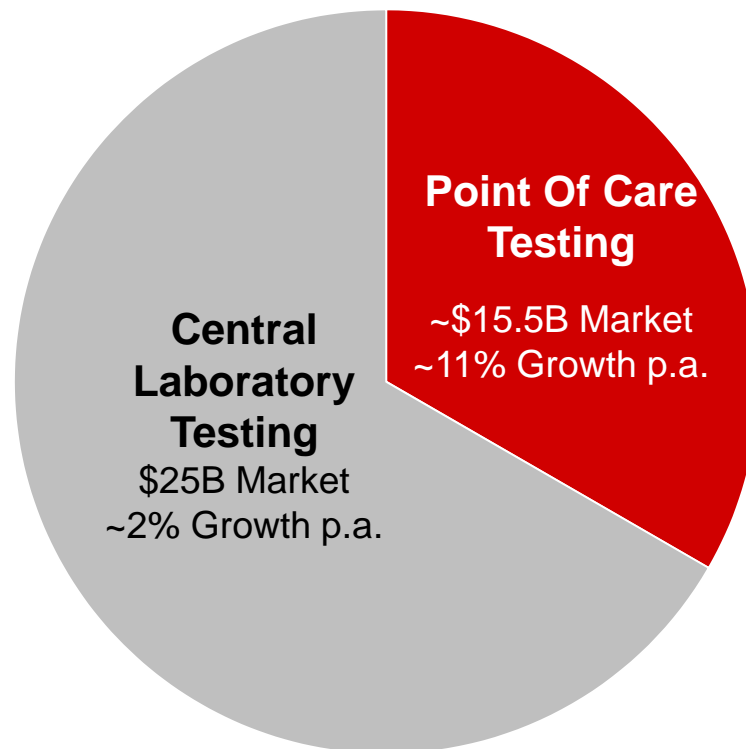
Scale Manufacturing Technology

- Reel-to-reel based
- Fully automated
- High volume / low cost



Targeting the \$15B, growing POC market

Global In Vitro Diagnostics Market
(2010 estimate)

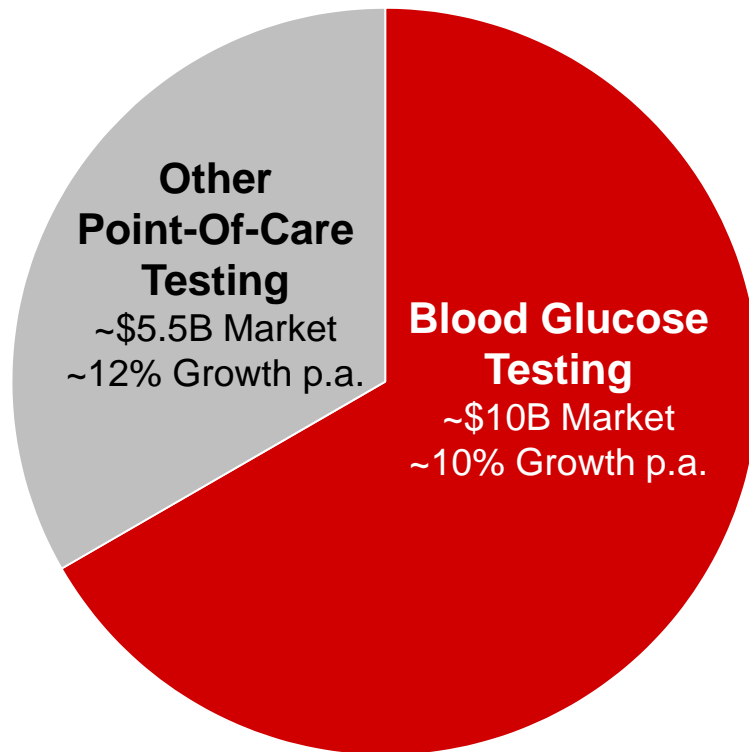


POC Growth Drivers

- More timely diagnosis
- Increasing need for chronic disease management
- Increased frequency of testing for improved outcomes
- Greater patient ownership of health outcomes
- Improving technology

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

Source: Espicom, POC Diagnostics – Nov 2009; Management Estimates
Global Data SMBG Market Study - Nov 2009

1st UBI-developed product in the market



- Targeting a growing \$10B market
- UBI technology
(unsurpassed accuracy, ease of use)
- LifeScan market presence
(33% share of US market in 2008)*
- Launched in Europe & Australia
- CE Mark & US FDA & TGA cleared*



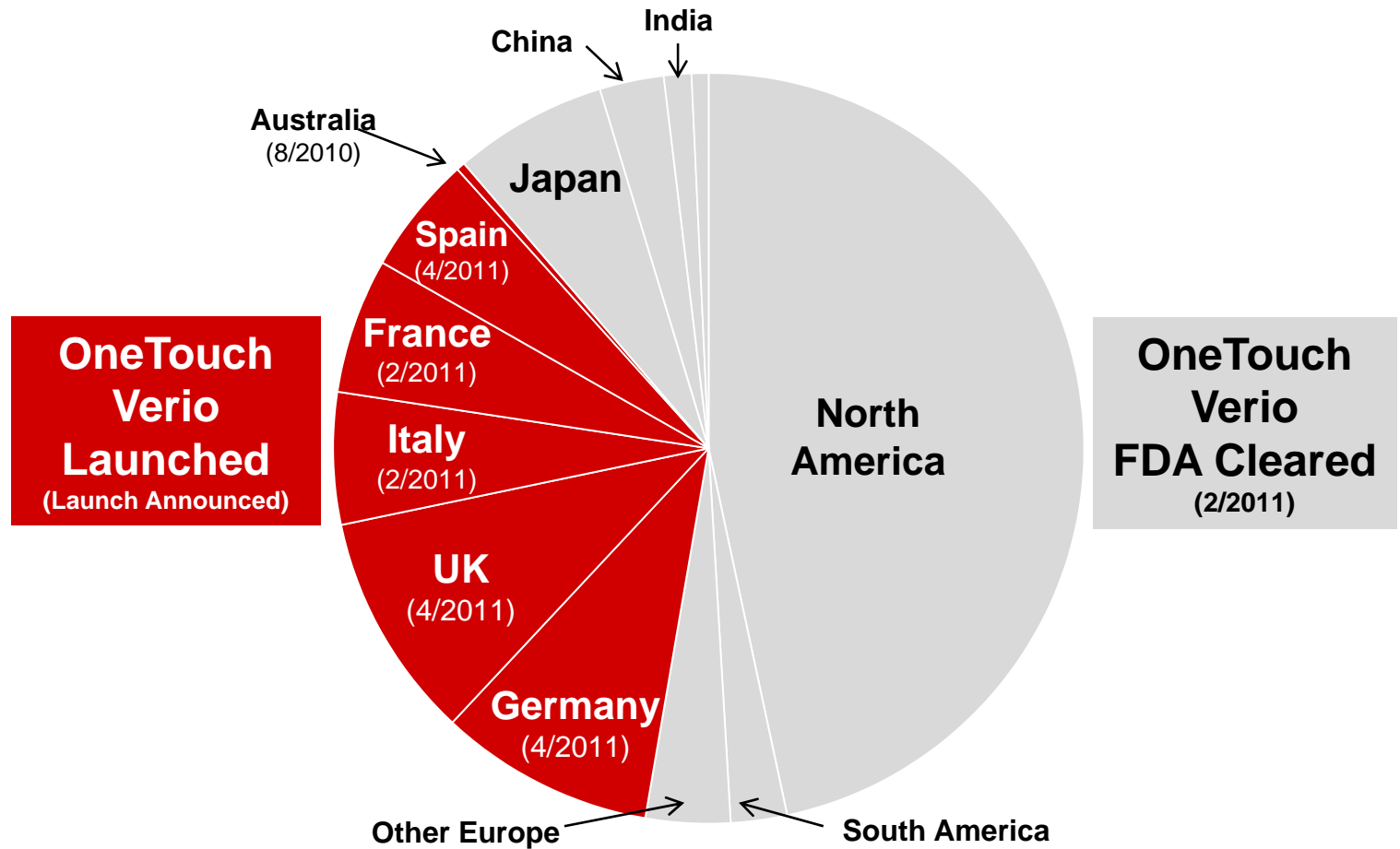
*Global Data SMBG Market Study - Nov 2009

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



Product roll-out will drive UBI revenues

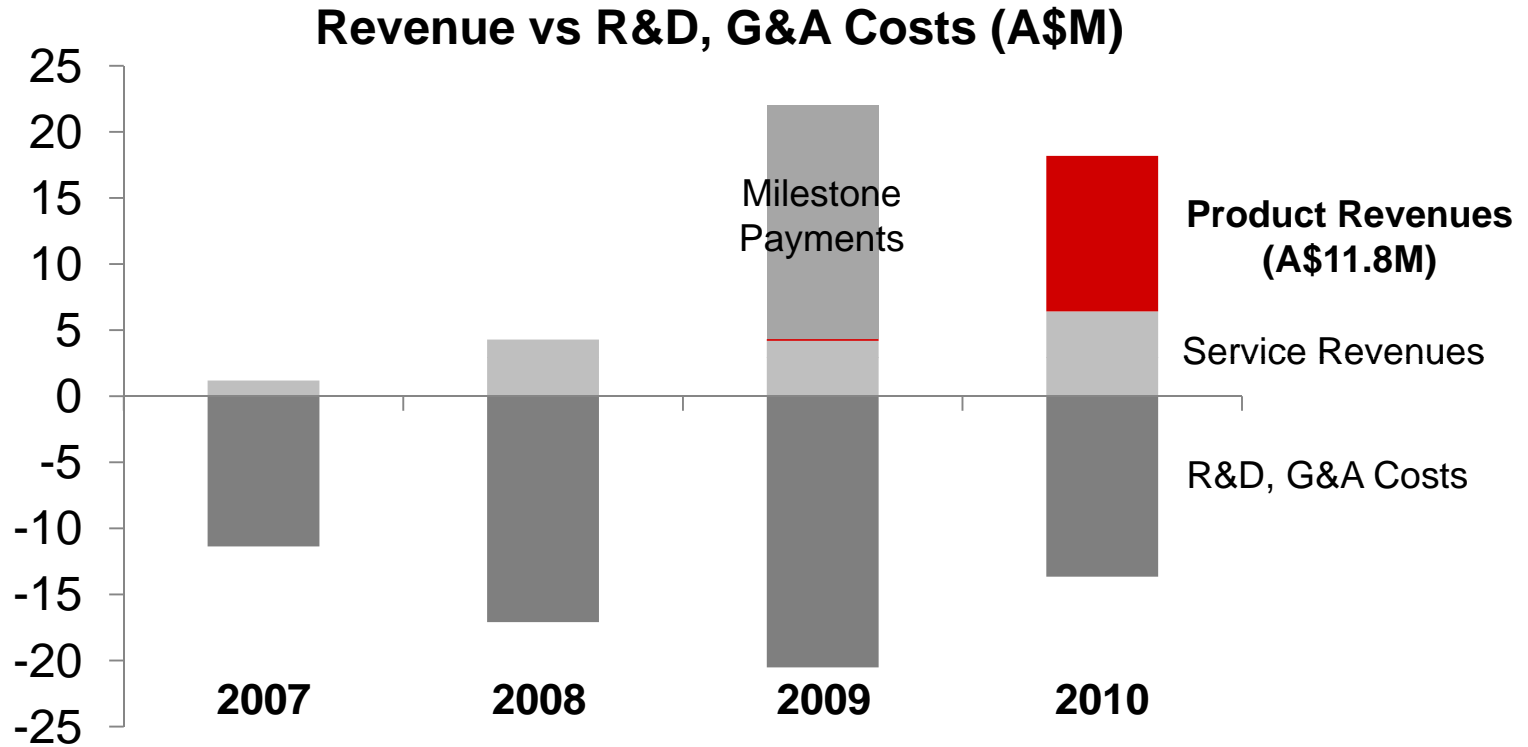
Self Monitored Blood Glucose Market (2015 estimate*)



Source: Global Data, SMBG Market Study Nov 2009



Our business model is starting to deliver



- Product Revenues beginning to flow
- Core technology now proven in the market
- Partnering capability proven over many years working with LifeScan
- Ongoing innovation will create new opportunities

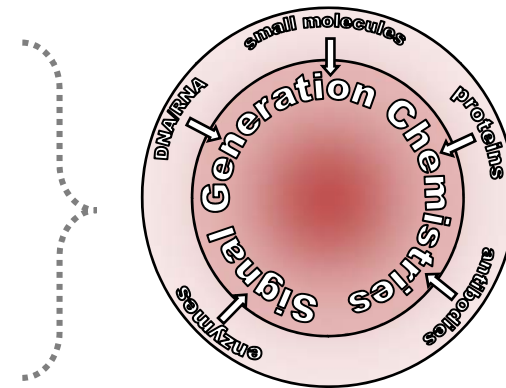
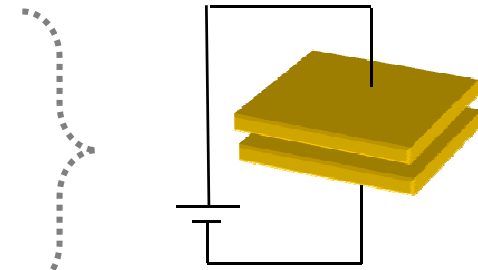
Our platform can create new opportunities

- Opposing electrode platform has application in a range of point-of-care tests, including:

- ✓ Enzymatic tests
- ✓ Immunoassays
- ✓ Molecular Diagnostics

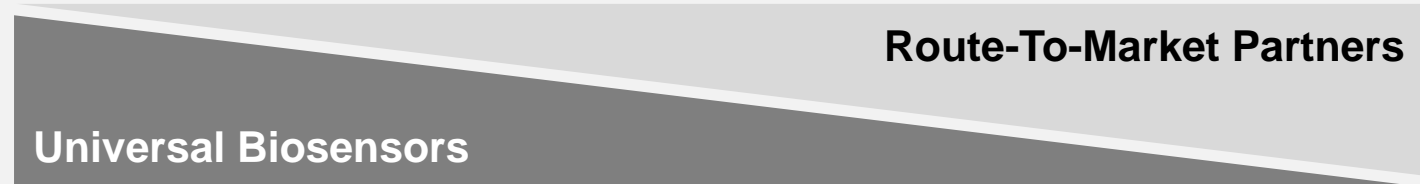
- Product format is suited to testing:

- ✓ In hospitals
- ✓ In clinics and doctors' offices
- ✓ By patients themselves.



And our business model is proven

Core Value / Focus



Economics

Risk Sharing

- R&D Service Fees
- Milestone Payments

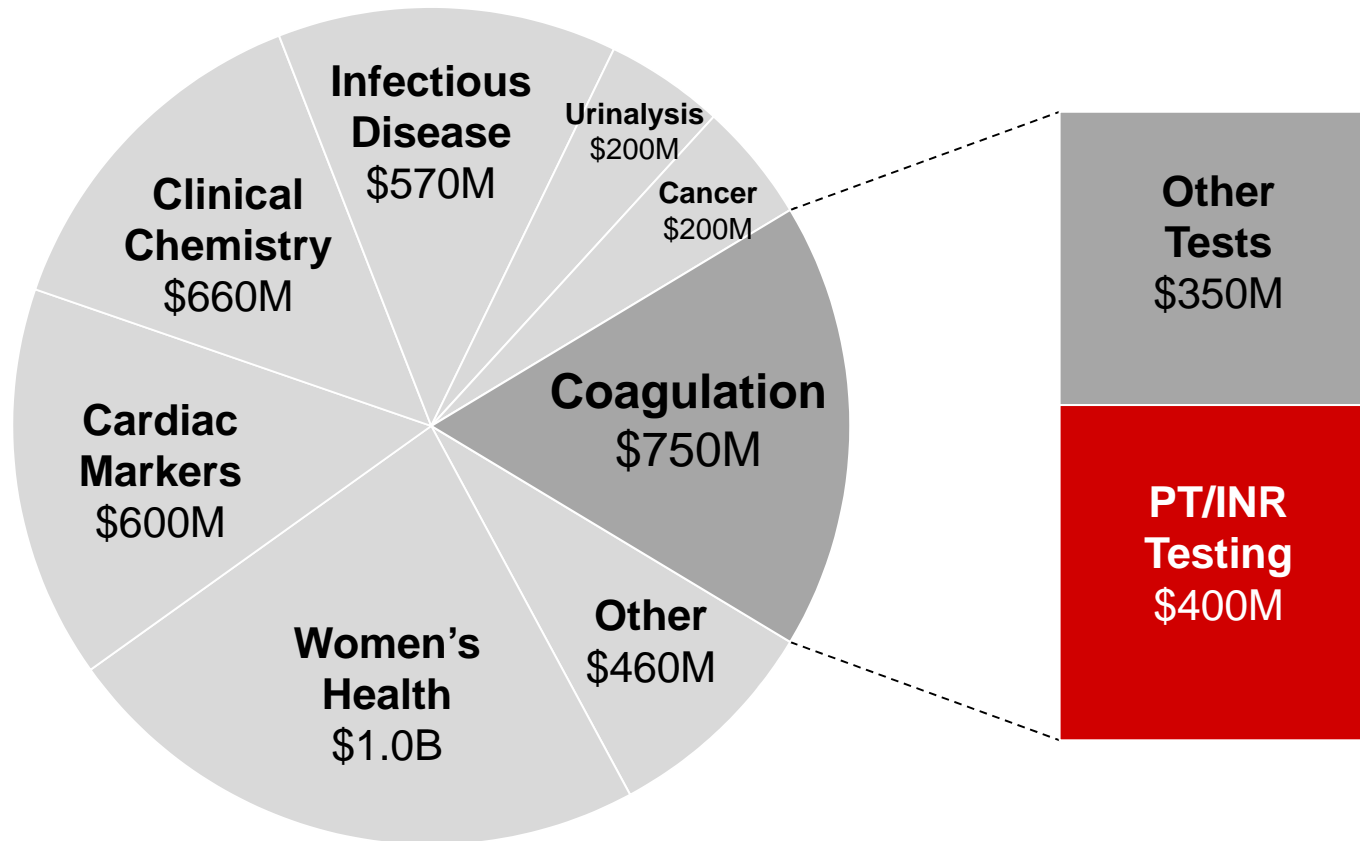
Reward Sharing

- Manufacturing Revenues
- Success Fees



Our next opportunity: POC Coagulation

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.*

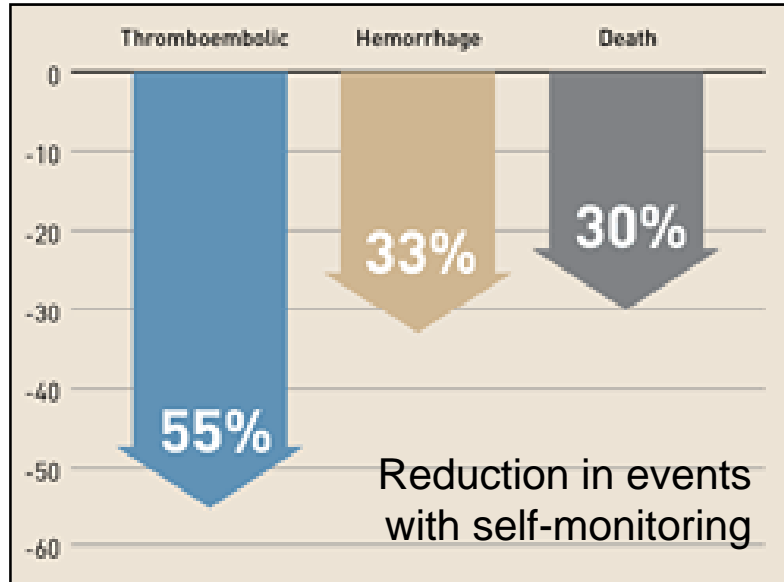
• Trimark, "Point of Care Diagnostic Testing World Markets", June 2009

• Espicom, *POC Diagnostics – Nov 2009*



What is a PT/INR test?

- Prothrombin Time (PT) measures the clotting tendency of blood and is reported as an International Normalised Ratio (INR)
- Frequent INR testing is used to ensure that Warfarin patients remain in the Target Therapeutic Range (TTR)

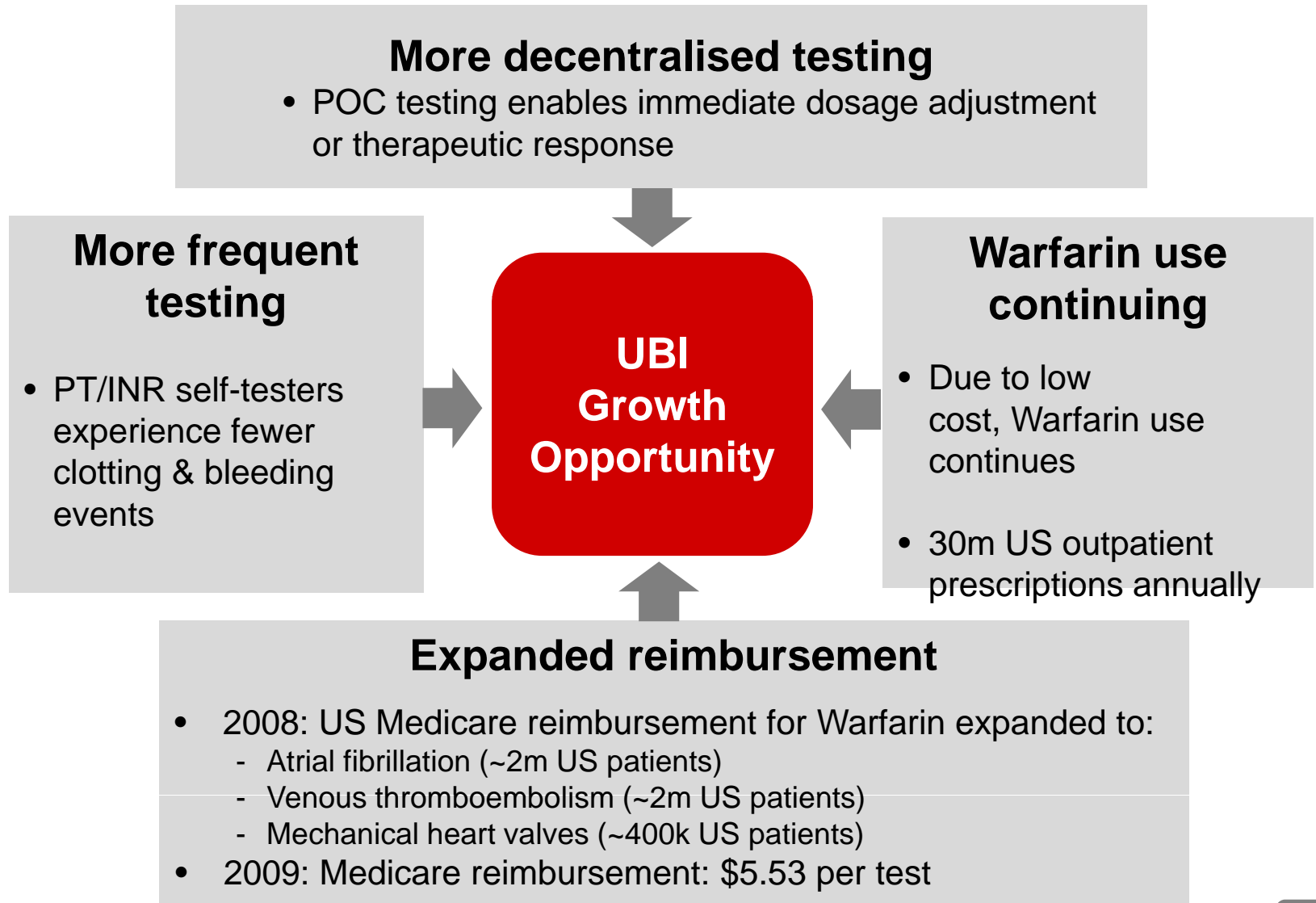


Heneghan C, Alonso-Coello P, Garcia-Alamino JM, et al. Self-monitoring of oral anticoagulation: a systematic review and meta-analysis. *Lancet*. 2006;367:404-411.

- More frequent monitoring may improve patient outcomes as patients remain within TTR
- POC testing is required for more frequent monitoring

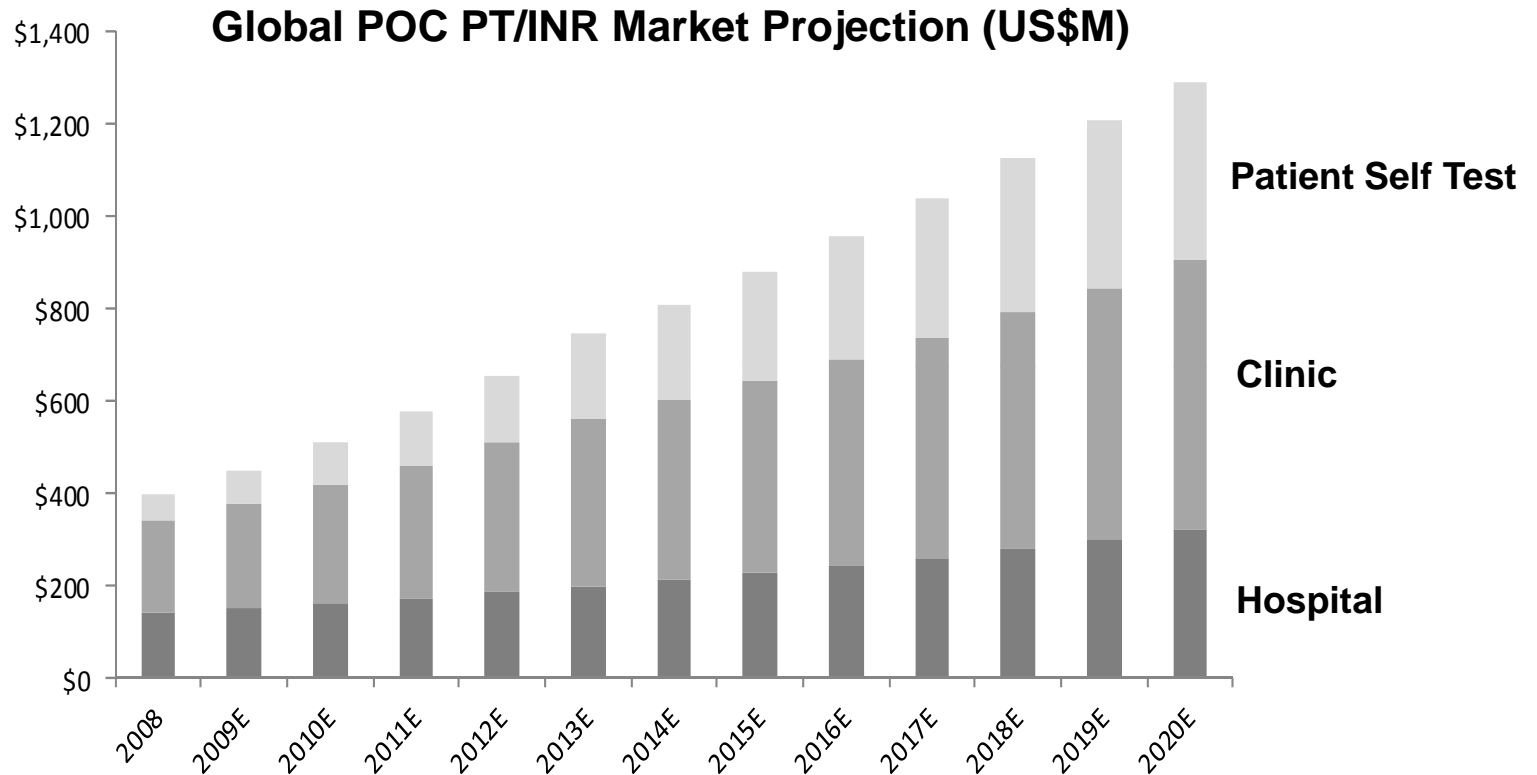


POC PT/INR has strong drivers for growth





POC PT/INR market projected to grow rapidly



- POC PT/INR market expected to double over the next 10 years
- Opportunity to drive Patient Self Testing growth with low cost technology
- UBI's technology can address Patient Self Test, Clinic & Hospital

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

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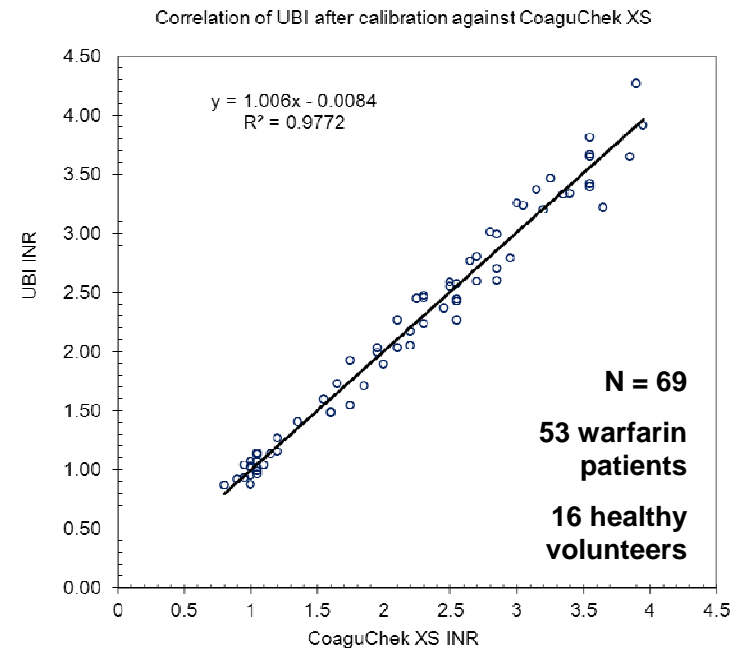


Universal Biosensors

Our PT/INR system can address the need



Correlation: UBI & CoaguChek XS®



- One major player in POC PT-INR market today
- UBI can offer competitive features: cost, accuracy, ease-of-use
- Demonstrated performance in preliminary clinical study

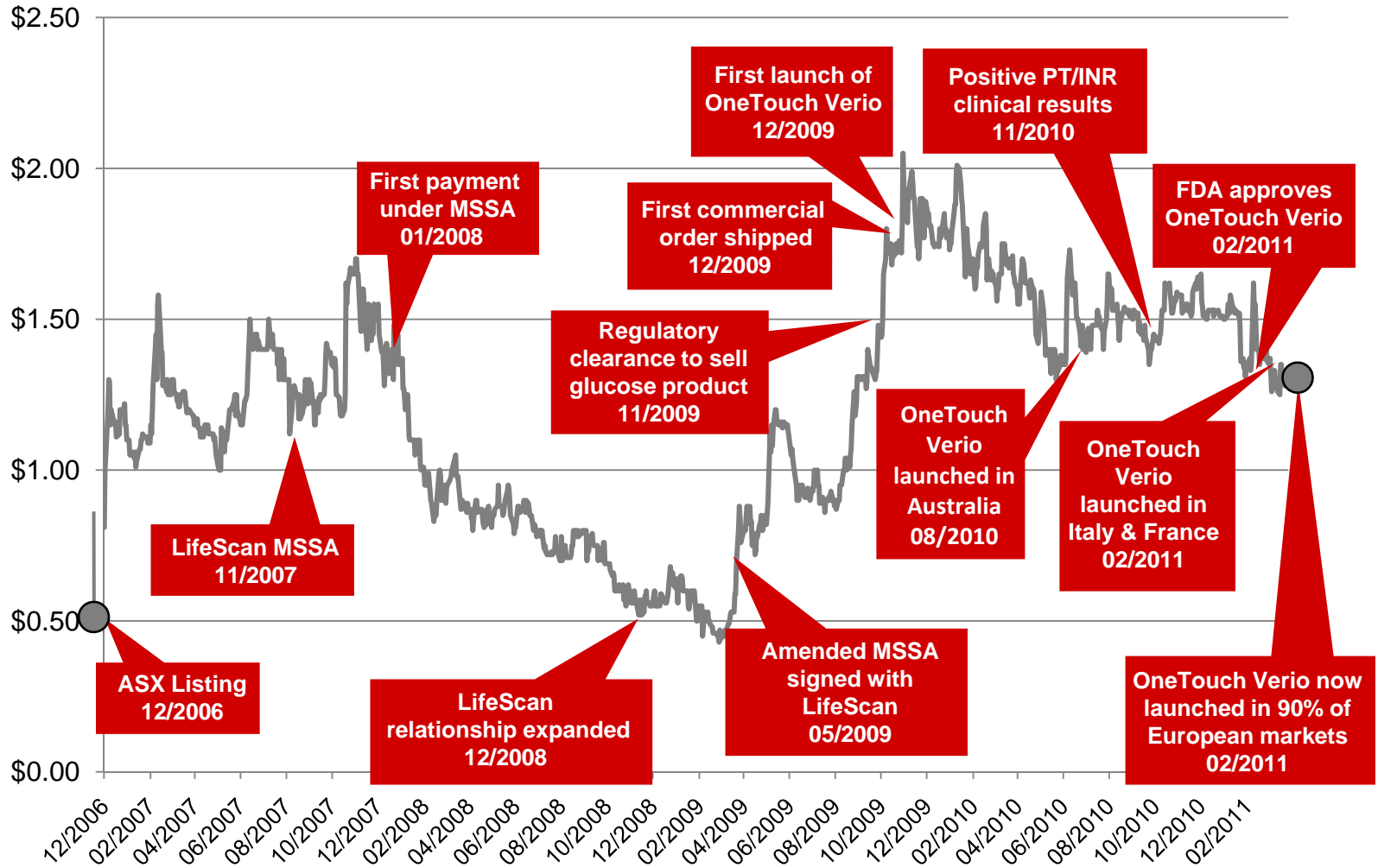
PT/INR partnering is underway

- Attractive opportunity for a Partner
 - Attractive market opportunity
 - Product & manufacturing in final development
 - Robust Intellectual Property position
 - Proven partnering capability
 - Proven innovation capability
- Seeking a business model similar to Blood Glucose
 - Shared R&D risk
 - Shared success
- Competitive process underway
 - Looking to partner prior to “launch ready” product (early 2012)



UBI has delivered

UBI Share Price (A\$) & Key Milestones



Anticipated key value drivers

- OneTouch Verio launches in USA
- Route-to-market partnership for PT-INR test
- Second revenue stream flows from PT-INR
- UBI turns cash positive



Financial summary: Income Statement

	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)



Financial summary: Balance Sheet

Balance Sheet as at 31 December 2010

	A\$
Current Assets (excluding cash)	7,439,268
Cash	23,271,766
Property, Plant & Equipment (net)	23,126,915
Total Assets	<u>53,837,949</u>
Current Liabilities	4,460,135
Non-Current Liabilities	2,158,735
Stockholders' Equity	47,219,079
Total Liabilities & Stockholders' Equity	<u>53,837,949</u>



Financial summary: capital structure

Number of shares on issue	159,008,161
Market capitalization at 18 March 2011	~A\$208 million
Number of options on issue	8,715,703
Cash (at 31 December 2010)	~A\$23 million
Equity raised since inception	~A\$71 million



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