



Universal Biosensors

---

# Universal Biosensors, Inc.

ARBN 121 559 993

AusMedTech Conference

May 2011

Contact: Paul Wright, [pwright@universalbiosensors.com](mailto:pwright@universalbiosensors.com)



# Important Disclaimer

---

- This presentation is intended to provide a general outline only and is not intended to be a definitive statement on the subject matter. This presentation is not financial advice and has been prepared without taking into account the objectives, financial situation or needs of a particular person.
- Neither the Company, nor its officers or advisors or any other person warrants the accuracy of the analysis herein or guarantees the investment performance of the Company. Investors must make their own independent assessment of the Company and undertake such additional enquiries as they deem necessary or appropriate for their own investment purposes.
- The statements contained in this presentation that are not purely historical are forward-looking statements within the meaning of the Exchange Act. Forward-looking statements in this presentation include statements regarding our expectations, beliefs, hopes, intentions or strategies regarding the proposed offering. 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.
- 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.
- 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.



# Company overview

## Origins

- IP and founding technical team originated in Memtec
- Universal Biosensors formed in 2001
- ASX listed in 2006

## Technology

- Electrochemical sensor using opposing electrodes
- Low cost, information-rich analysis of whole blood
- Technology suited to Point-of-Care diagnostics (portable, handheld meter and disposable strips)

## Strategy

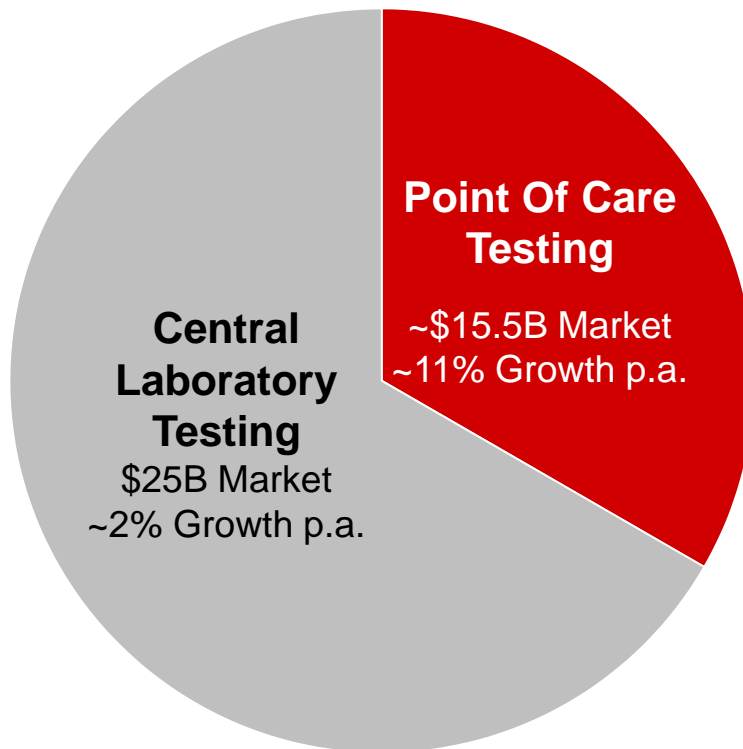
- Focus on product and process development
- Partner with leading players to gain market presence

## Status

- 1<sup>st</sup> product launch in blood glucose market by LifeScan
- Second product (PT-INR test) on the way
- Immunoassay and molecular(?) tests to follow....

# Targeting the \$15B point-of-care market

## Global In Vitro Diagnostics Market (2010 estimate)



### Point of Care Uses

- Timely intervention
- Chronic disease management



### Key Product Requirements

- Rapid result (<<10 mins)
- Accurate / reliable results
- Low cost
- Easy to use



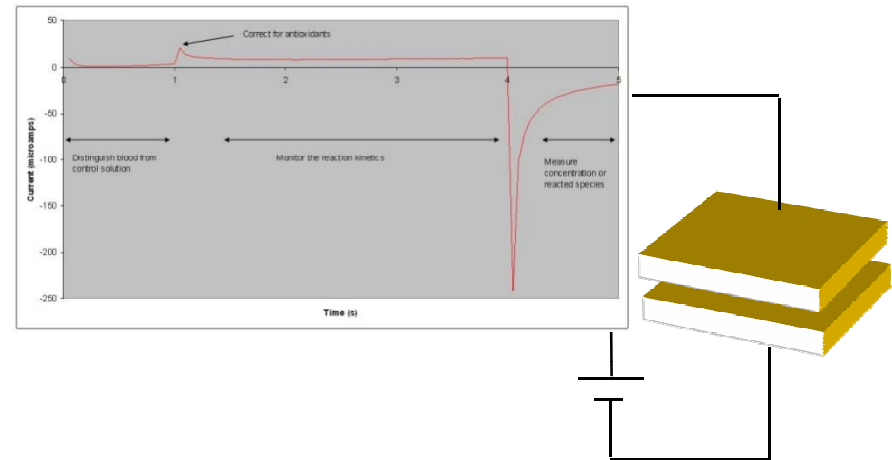
Source: Espicom, POC Diagnostics – Nov 2009; Management Estimates

Contact: Paul Wright, [pwright@universalbiosensors.com](mailto:pwright@universalbiosensors.com)

# Using our proprietary platform technology

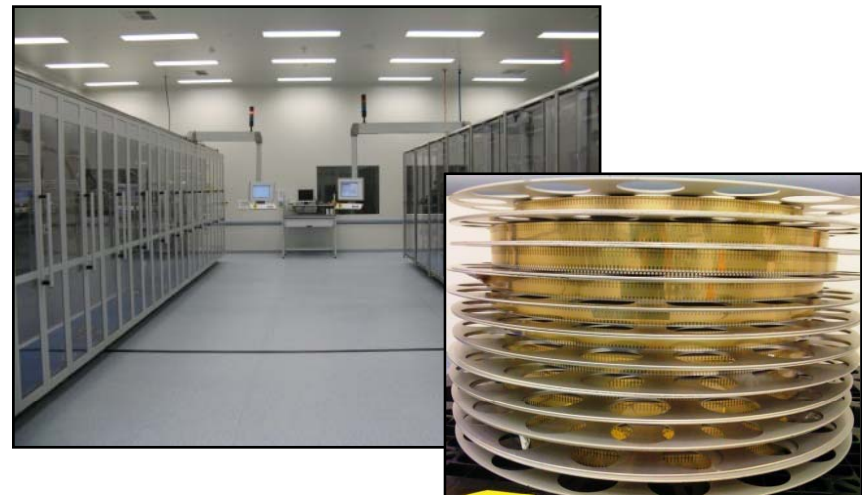
## Core Product Technology

- 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



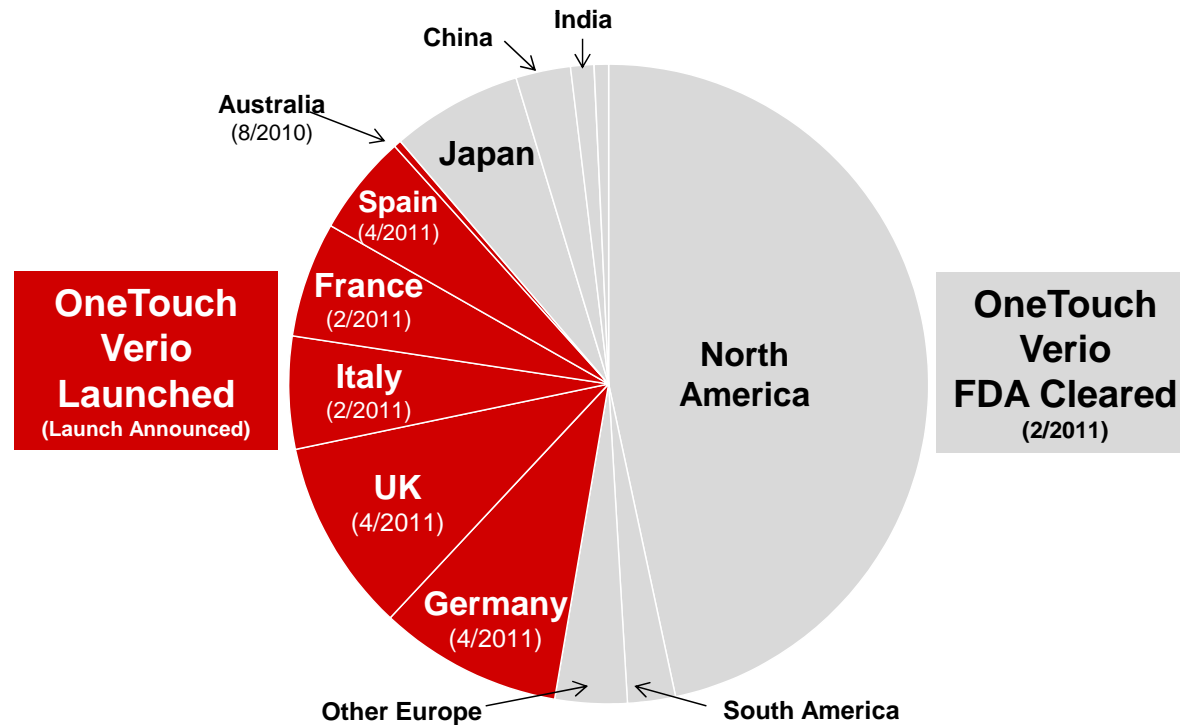


Universal Biosensors

# 1<sup>st</sup> product: \$10B blood glucose market



## Self Monitored Blood Glucose Market (2015 estimate\*)



\*Global Data SMBG Market Study - Nov 2009

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

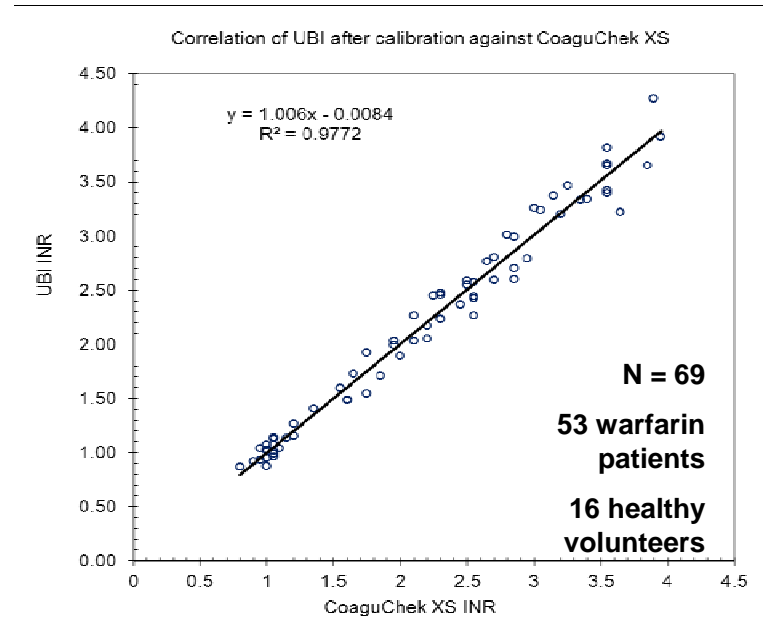


Universal Biosensors

## 2<sup>nd</sup> product: point-of-care PT/INR test



### Correlation: UBI & CoaguChek XS®



### Point of Care PT-INR Testing

- Measures clotting tendency of blood
- Help patients on anti-coagulants (eg Warfarin) stay within therapeutic range
- \$400M market, forecast to double in the next 10 years
- UBI product addresses need for low cost, accurate, easy-to-use test

Contact: Paul Wright, [pwright@universalbiosensors.com](mailto:pwright@universalbiosensors.com)



# Point-of-care tests - development pipeline

## Blood Glucose Test

- Partnered with LifeScan
- OneTouch Verio launched internationally
- FDA approved

## PT-INR Test

- Advanced prototype complete
- Production capacity installed
- Route-to-market partnering underway

## Immunoassay Tests

- D-dimer in development
- C-Reactive Protein (CRP) in development

## Molecular Tests

- Future development



# Financials as at 31 March 2011

---

Ownership structure	US company listed on ASX
Market capitalization	~A\$215 million
Equity raised to date	~A\$71 million
Cash on hand	~A\$21 million
Shares on issue	159,008,161



---

Thank you