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Universal Biosensors

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UBI appoints its first Coagulation Distribution partner in Europe & appoints European head for Coagulation business

Universal Biosensors, Inc. (ASX Code: UBI) is pleased to announce the appointment of Promedeus s.r.o., as its new distribution partner in Czech Republic and Slovak Republic for Xprecia Stride products. The distribution agreement is for five years and terminates in July 2025.

The deal includes first year forecast sales from Promedeus of 30,000 Strips and 200 Xprecia Stride Analyzers.

UBI has already received the first order for product which has recently been delivered.

Mr John Sharman, CEO of UBI said: “The appointment of Promedeus as our distribution partner marks the first time UBI has been in a position to directly promote and sell Xprecia Stride product anywhere in the world. This is a result of the deal done with Siemen’s Healthineers towards the end of 2019 to buy back the global distribution rights for Xprecia Stride product.”

Mr Sharman said: “In addition to the new distribution deal, UBI has appointed a senior European based executive to take charge of our coagulation business and grow sales. There are more than 3,500 Xprecia Stride analyzers in use throughout Europe which we plan to leverage to deliver sales to UBI.”

Authorised for release by the Board of Universal Biosensors, Inc.

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About Universal Biosensors

For additional information in relation to Universal Biosensors, refer to <http://www.universalbiosensors.com>.

Universal Biosensors, founded in 2001, specialises in the design and development of electrochemical cells (strips) used in conjunction with point of use devices that are used in various industries such as healthcare (point of care), food and drink and agriculture.

Forward-Looking Statements

The statements contained in this release that are not purely historical are forward-looking statements within the meaning of the Exchange Act. Forward-looking statements in this release include statements regarding our expectations, beliefs, hopes, intentions or strategies regarding the proposed offering. All forward-looking statements included in this release 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. We cannot assure you when, if at all, the proposed offering will occur, and the terms of any such offering are subject to change. Factors that could cause or contribute to such differences include, but are not limited to, factors and risks disclosed from time to time in reports filed with the SEC.