

Universal Biosensors, Inc.  
ARBN 121 559 993

1 Corporate Avenue  
Rowville VIC 3178  
Australia

Telephone +61 3 9213 9000  
Facsimile +61 3 9213 9099  
Email [info@universalbiosensors.com](mailto:info@universalbiosensors.com)  
[www.universalbiosensors.com](http://www.universalbiosensors.com)



Universal Biosensors

19 September 2011

## **Universal Biosensors Advances Point-of-Care Molecular Diagnostic Opportunity**

Universal Biosensors, Inc. (ASX: UBI) today announced that it has signed a non-exclusive licence agreement with Australian company, SpeedX Pty Ltd, for access to its proprietary MNzyme technology. The SpeedX technology is a sensitive and highly selective method for detecting sequences of DNA or RNA. The agreement allows UBI to utilise SpeedX's proprietary technology in combination with UBI's proven diagnostic biosensor to access the rapidly growing molecular diagnostics market. UBI will seek to develop a molecular diagnostic platform that can deliver rapid, low cost results at the point-of-care.

UBI CEO, Paul Wright said, "I am very pleased to announce this licence agreement between two Australian companies at the forefront of their respective fields. The incorporation of SpeedX's technology with the UBI strip technology is a very exciting prospect. Having further validated the breadth of our technology with our recent deal with Siemens, we are now well placed to pursue further opportunities in this large emerging market. Performing molecular diagnostics at the point-of-care would have significant advantages for patients and UBI is looking forward to addressing this unmet need by developing low cost, rapid tests."

The market for molecular diagnostics is valued at more than US\$3.5 billion worldwide and is expected to reach US\$6.2 billion by 2015<sup>(1)</sup>. The market is broadly segmented into blood screening, infectious disease testing, genetic testing and oncology testing.

**Ends**

Enquiries:

Mr Paul Wright: 03 9213 9000

*(1) Source – GlobalData, Global Self Monitoring Blood Glucose Market, Published Nov 2009*

### **About Universal Biosensors**

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

Universal Biosensors is a specialist medical diagnostics company, founded in 2001, that is focused on the development, manufacture and commercialisation of a range of in vitro diagnostic tests for point-of-care use. These tests capitalise on a technology platform which uses a novel electrochemical cell that can be adapted for multiple analytes and provide for enhanced measurements in whole blood.

### **Forward-Looking Statements**



Universal Biosensors

---

# Universal Biosensors, Inc.

ARBN 121 559 993

Point-of-Care Molecular Diagnostics (“MDx”)

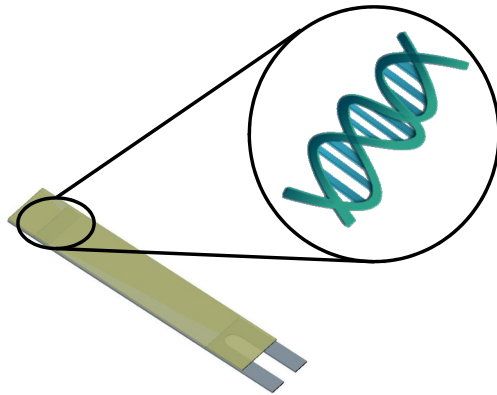
Investor Briefing Document

September 2011



## UBI + Speedx technology = Point-Of-Care MDx

---



- UBI has signed a non-exclusive license with Speedx Pty Ltd to use their proprietary DNA/RNA detection technology on the UBI platform.
- UBI has performed an initial evaluation of the potential of combining the technologies, which showed promise.
- UBI will now look to develop Point-of-Care (“POC”) tests for DNA or RNA based on our core strip and meter technology.
- This development program will further demonstrate the breadth of UBI’s technology platform, adding MDx to UBI’s existing POC technologies for:
  - ✓ Blood Glucose testing
  - ✓ PT/INR testing
  - ✓ Immunoassay-based testing

# Key terms of the license agreement

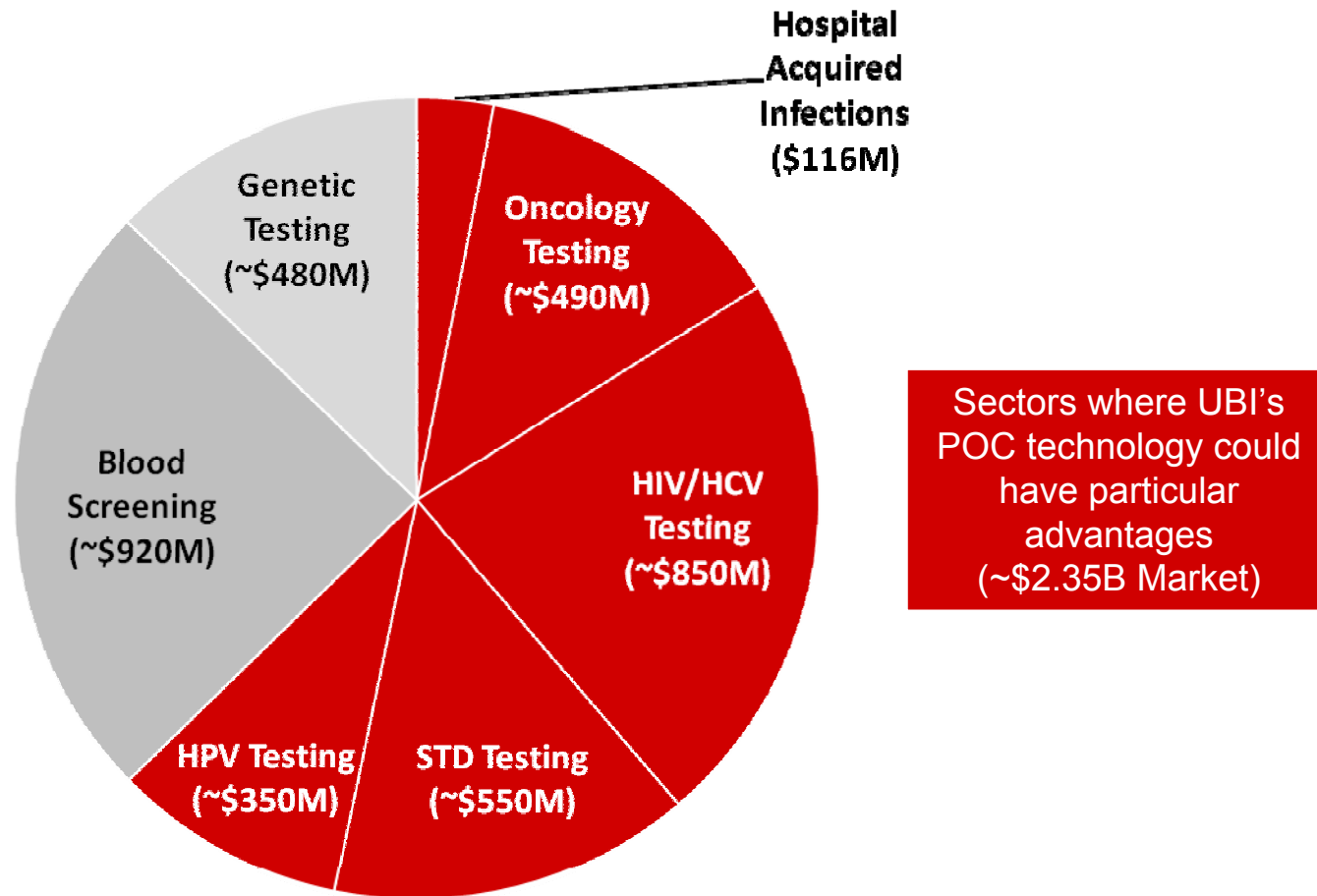
---

- Non-exclusive license from SpeedX for use on the UBI platform
  
- Payments from UBI:
  - Small upfront fee
  - Milestone payments around commercialisation
  - Royalties



# Molecular Diagnostics is a ~\$3.7B global market

Molecular Diagnostics (MDx) is an emerging field which involves the analysis of DNA & RNA to detect a state of health or presence of disease.



# MDx: a high growth diagnostics segment

## MDx growth is driven by:

- aging population & greater incidence of chronic disease, eg cancer
- need for earlier diagnosis & faster treatment to reduce healthcare costs
- improved understanding of the human genome
- advances in chemistry & instrumentation technology

MDx Market Segments	Estimated Annual Growth (2009-16)
HIV/HCV Testing	8%
STD Testing	12%
Oncology Testing	18%
HPV Testing	15%
Hospital Acquired Infections	17%
Blood screening	15%
Genetic Testing	16%
cf Total In Vitro Diagnostics Market	~6%

Source: "The Future of Molecular Diagnostics", Business Insights, 2010



# SpeedX Overview

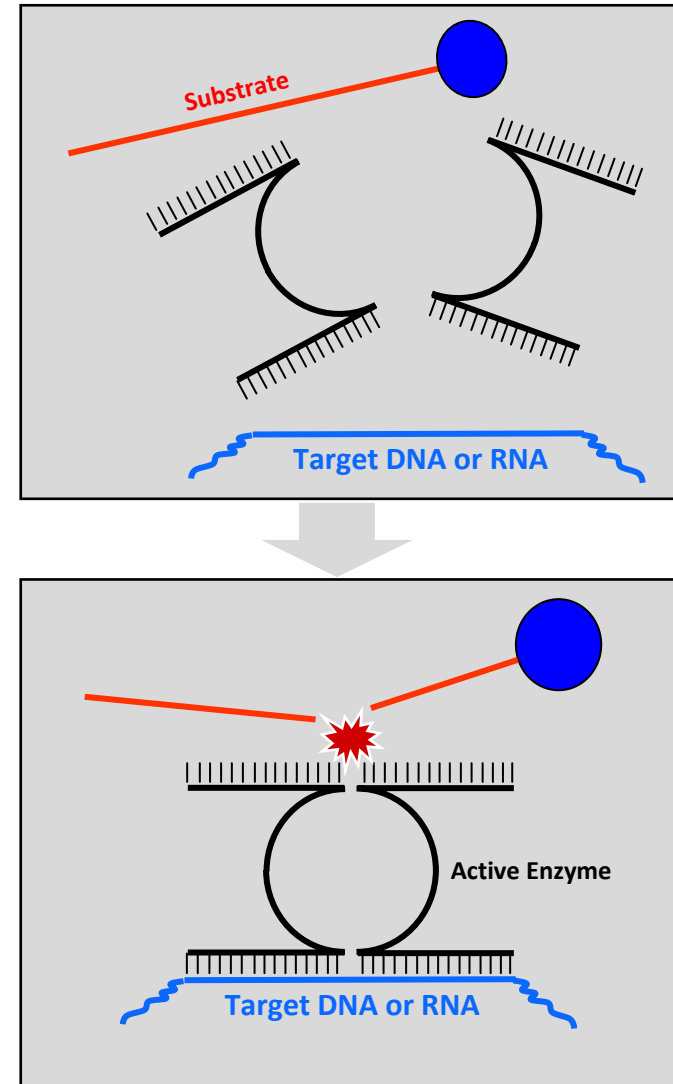
---

- SpeedX Pty Ltd is an Australian technology
- Focused on the development of catalytic nucleic acid enzymes for medical diagnostics and other applications
- Commercialization of the SpeedX technologies is primarily through licensing and partnering activities



# SpeedX technology overview

- The SpeedX technology is a sensitive and highly selective method for detecting chosen sequences of DNA or RNA
- The technology consists of short strands of DNA that are assembled in the presence of the target sequence to form an active enzyme
- This enzyme is capable of cleaving a substrate to produce a readable signal





# Rapid Low Cost Molecular Diagnostics

---

- By combining the Speedx and UBI technologies, target DNA or RNA can be detected electrochemically, leveraging UBI's existing expertise in signal amplification, detection, analysis and revolutionary strip manufacturing
- If successful, a strip and meter product combining the UBI and Speedx technologies would make true POC DNA/RNA testing possible
  - Tests would take minutes, rather than the hours required for PCR-based tests
  - The meter and strip would be simple and low cost, leveraging existing UBS technology and development work



**This system would provide all the benefits of being able to detect specific DNA or RNA sequences as well as deliver a result in minutes, at an affordable cost, at the Point-of-Care.**

Universal Biosensors, Inc.  
ARBN 121 559 993

1 Corporate Avenue  
Rowville VIC 3178  
Australia

Telephone +61 3 9213 9000  
Facsimile +61 3 9213 9099  
Email [info@universalbiosensors.com](mailto:info@universalbiosensors.com)  
[www.universalbiosensors.com](http://www.universalbiosensors.com)



**Universal Biosensors**

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.