

澳大利亚生物技术协会 澳大利亚医疗技术公司名录



Universal Biosensors

公司介绍

公司名称: Universal Biosensors

主要联系人姓名: Paul Wright

主要联系人职务: 首席执行官

公司网址: www.universalbiosensors.com

公司地址: 1 Corporate Avenue, Rowville, Victoria, Australia 3178

公司已上市

公司简介

Universal Biosensors 是一家专业医疗诊断公司, 专注于开发、生产和商业化一系列体外即时诊断测试, 服务于消费者和专业即时诊断使用。

即时诊断系统所使用的专用一次性试纸, 由 Universal Biosensors 公司开发, 其位于墨尔本符合 ISO13495 认证的工厂生产。该试纸由两家全球领先的医疗技术公司 Lifescan 和 Siemens 医疗诊断公司负责销售, 市场遍布全球。

Universal Biosensors 的现有产品所创收入不断增长, 与此同时, 其新品产品线已进入了开发的最后阶段。

该核心技术被应用到 OneTouch Verio® 中。OneTouch Verio® 是一套由 UBI 为强生子公司 LifeScan 所开发的血糖检测系统。LifeScan 于 2015 年一月推出了其全新的 OneTouch Verio®, 这是 OneTouch Verio® 系统自 2010 年上市以来的最新产品。

糖尿病患者使用 OneTouch Verio® 来管理病情。患者每次自行血检时, 要使用一条一次性试纸。根据与 LifeScan 订立的协议, Universal Biosensors 会获得季度服务费(Quarterly Service Fee), 即每卖出一条 OneTouch Verio®, Universal Biosensors 会争取约 1 美分的服务费。

LifeScan 控制着市值 90 亿美金的自检血糖大约四分之一的市场, 而 OneTouch Verio® 系列产品销往全球 90% 的血糖测试市场。

Universal Biosensor 技术的第二个应用是 Xprecia Stride™ 凝血分析仪。该分析仪是与西门子医疗诊断公司共同开发的用于凝血监测的创新产品。

西门子医疗诊断公司在 2014 年 12 月开始限量地向欧洲投放 Xprecia Stride™ 凝血分析仪。

凝血即时诊断市场产生大约 10 亿美金的收入并且每年增长大概 10%。凝血市场最大的份额 (70%) 来自于对凝血酶原时间(PT)和国际正常化比率(INR)的测试。该测试用于检测血液凝块的趋势和监测华法令(Warfarin)阻凝剂的使用。

世界上约有一千万人因为多种原因服用华法令。其中包括用于治疗静脉血栓或某些可导致致死血栓产生的心脏病。

为确保正确服药，必须一直对华法令的药效进行检测。Xprecia Stride™ 凝血分析仪为医疗工作者提供了一个快速、方便、准确的检测方法。

关键技术或领先技术

即时诊断系统必须诊断准确、制造成本低、简单易用并且结果可靠。

Universal Biosensor 的新型电化学传感技术满足这些即时诊断系统的特点，并且可以被应用于广大潜在的分析物上。

考虑到 Universal Biosensor 技术的灵活性、准确性、便捷性和可靠性的特点，本公司着实能够在推动即时诊断测试中发挥重要作用。这将革命性地改变诊断测试并最终改善人类生活。

Universal Biosensor 的试纸技术已应用到血糖和凝血测试当中，且公司正在研发其他新的即时测试，包括基于免疫测定的测试和分子诊断测试。

类别

设备类： 医疗设备和医院用品

诊断类： 诊断， 其他， 血糖和凝血测试

关键技术或领先技术

产品已经上市

合作机会

本公司在澳洲证券交易所上市，希望吸引来自散户和机构投资者对本公司股票的投资。

Directory of Australian medtech companies



COMPANY DETAILS

Company name: Universal Biosensors

Key contact name: Paul Wright

Job title of key contact: Chief Executive Officer

Company website address: www.universalbiosensors.com

Company address: 1 Corporate Avenue, Rowville, Victoria, Australia 3178

The company is Listed.

ABOUT THE COMPANY

Universal Biosensors is a specialist medical diagnostics company focused on the development, manufacture and commercialisation of a range of in-vitro diagnostic tests for consumer and professional point-of-care (POC) use.

POC diagnostics systems, using unique disposable test strips developed by Universal Biosensors and manufactured at the Company's ISO13485 compliant facility in Melbourne, Australia, are sold internationally by two of the world's leading medical technology companies, Lifescan and Siemens Healthcare Diagnostics.

While revenues from products in market continue to grow, Universal Biosensors also has a pipeline of new products at an advanced stage of development.

The core technology is incorporated in the OneTouch Verio®, a blood glucose monitoring system developed by UBI for Johnson & Johnson subsidiary LifeScan. LifeScan launched the new OneTouch Verio® in January 2015, the latest addition to the OneTouch Verio® system that has been in market since 2010.

Diabetics use the OneTouch Verio® to manage their condition, using one disposable test strip for every blood test they self-administer. Under its agreement with LifeScan, Universal Biosensors earns a Quarterly Service Fee (QSF) of roughly US1c for every OneTouch Verio® strip sold.

LifeScan controls roughly a quarter of the US\$9 billion self-monitored blood glucose (SMBG) market, and the OneTouch Verio® product family is now being sold in more than 90% of the world's blood glucose testing market.

The second demonstration of Universal Biosensors' technology is the Xprecia Stride™ Coagulation Analyser, an innovative product for the monitoring of blood coagulation developed in partnership with Siemens Healthcare Diagnostics.

Siemens Healthcare Diagnostics initiated the European limited release of the Xprecia Stride™ Coagulation Analyser in December 2014.

The point-of-care coagulation testing market generates roughly US\$1 billion in revenues annually and is growing at about 10% annually. The largest part of the coagulation market (70%) is Prothrombin Time (PT) International Normalised Ratio (INR) testing, which measures the clotting tendency of blood and is used to monitor the use of Warfarin.

Around 10 million people worldwide are taking the drug Warfarin for a variety of reasons, including the treatment of blood clots in the veins or certain heart conditions which increase the likelihood of a potentially life-threatening clot forming.

To ensure correct dosing, the effect of Warfarin must be constantly measured. The Xprecia Stride™ Coagulation Analyser provides a quick, convenient and accurate method for medical practitioners.

KEY OR LEAD TECHNOLOGY

Point-of-care (POC) diagnostics systems must be accurate, cheap to manufacture, easy-to-use and reliable.

Universal Biosensors' novel electrochemical sensing technology offers these attributes in a POC diagnostic system, and can be applied to a broad range of potential analytes.

Given the flexibility, accuracy, speed and reliability of Universal Biosensors' technology, there is real potential for the Company to play a major role in driving POC testing that will revolutionise diagnostics and ultimately improve people's lives.

With Universal Biosensors' test strip technology already demonstrated in blood glucose and coagulation testing, the company is now researching other new POC tests, including immunoassay-based tests, and molecular diagnostics tests.

Category

Devices: Medical equipment and hospital supplies

Diagnostics: Diagnostics other, please specify disease state: blood glucose and coagulation testing

Point of development of key or lead technology

Product on the market

OPPORTUNITIES SOUGHT

The company is listed on the ASX and is looking to attract both retail and institutional investors to its share register.