



# INTELLIGENT BIO SOLUTIONS

## COMPANY OVERVIEW

Intelligent Bio Solutions Inc. (NASDAQ: INBS) is a medical technology company pioneering innovative, non-invasive, real-time point-of-care testing solutions. The company's Intelligent Fingerprinting Drug Testing Solution is revolutionizing portable drug testing through fingerprint sweat analysis. The Solution comprises a two-part drug screening system for on-site screening, and a confirmatory drug test kit and procedure for confirmatory lab testing. This rapid, cost-effective, and highly accurate Solution plays a critical role in safeguarding workplace safety across high-risk industries and has the potential for broader applications in additional fields.

The company has over 400 accounts across 19 countries, with its Drug Testing Solution currently being used across multiple industries including construction, mining, manufacturing and engineering, transport and logistics, drug treatment, law enforcement, and forensics. With FDA 510(k) submission planned in the fourth calendar quarter of 2024 and entry into the US market planned for the first half of 2025, Intelligent Bio Solutions is capitalizing on the growing drug screening products market, estimated to have a CAGR of ~12.1% and Total Addressable Market of ~\$15 billion by 2030.<sup>1</sup>

## KEY CONSIDERATIONS

- **Innovative Technology:** The Intelligent Fingerprinting Drug Testing Solution is transforming drug testing through fingerprint sweat analysis, offering a non-invasive, rapid alternative to traditional testing methods.
- **Market Opportunity:** The drug screening products market is projected to reach ~\$15 billion by 2030, with substantial growth potential in the US market following planned FDA 510(k) submission.
- **Commercial Growth:** Strong commercial momentum with 1000+ Drug Screening Readers and 400+ active accounts across 19 countries, demonstrating significant market acceptance.
- **Strategic Execution:** FDA 510(k) submission planned for Q4 2024 with US market entry targeted for H1 2025, supported by comprehensive regulatory strategy and quality management systems.
- **Experienced Leadership:** Management team brings extensive healthcare and pharmaceutical industry expertise, led by President & CEO Harry Simeonidis, who has over 25 years of experience in healthcare and life sciences.

<sup>1</sup> Research and Markets, 2024. Drug Screening – Global Strategic Business Report. Available at: <https://www.researchandmarkets.com/reports/4804177/drug-screening-global-strategic-business-report>

# PIONEERING PAIN-FREE SOLUTIONS THROUGH INTELLIGENT TESTING

Innovative Technology Addressing Global Workplace Safety Needs Through Non-Invasive Drug Screening

## INNOVATIVE TECHNOLOGY

The Intelligent Fingerprinting Drug Screening System is uniquely designed to detect recent drug use (within 16-24 hours) through fingerprint sweat analysis, aiming to ensure employees are 'fit for work'.

## STRATEGIC PARTNERSHIPS

Global commercial presence with over 400 accounts across 19 countries, spanning key sectors including construction, mining, manufacturing, and transportation.

## SIGNIFICANT MARKET OPPORTUNITY

Intelligent Bio Solutions is targeting a growing drug screening products market projected to reach \$14.9 billion by 2030, driven by workplace safety demands and stricter regulations.

## EXPERIENCED LEADERSHIP

The company is led by a management team with extensive healthcare and life sciences expertise, including over 25 years of senior management experience in Asia Pacific markets.

## COMMERCIAL MOMENTUM

Over 1,000 Drug Screening Readers are installed across customer sites, demonstrating strong market acceptance and scalability of the technology.

## REGULATORY STRATEGY

FDA 510(k) submission is planned for Q4 2024 with anticipated U.S. market entry in H1 2025, positioning INBS for significant growth opportunities



# TRANSFORMING DRUG SCREENING WITH NON-INVASIVE TECHNOLOGY

Intelligent Bio Solutions Inc. (NASDAQ: INBS) is a medical technology company pioneering innovative, non-invasive, real-time point-of-care testing solutions. The company's Intelligent Fingerprinting Drug Testing Solution is revolutionizing portable testing through fingerprint sweat analysis. This rapid, cost-effective and highly accurate Solution screens for the most prevalent drug groups in society, including opiates, cocaine, methamphetamine, and cannabis.

The company's Drug Testing Solution comprises a two-part system for on-site screening, and a confirmatory drug test kit and procedure for confirmatory lab testing. The on-site Drug Screening System simplifies drug screening by delivering reliable results within ten minutes from a quick fingerprint sweat sample, removing the need for more invasive urine, saliva or blood tests.

With over 1,000 Drug Screening Readers deployed globally, the System has proven particularly efficient in industries where quick decisions and operational efficiency are vital. The technology is designed to detect drug use within a 16-24 hour period and aims to ensure employees are 'fit for work' at the time of testing, reducing the risks associated with potential drug impairment. It is uniquely suited to high-risk industries where safety and operational efficiency are critical. The portable, rapid, and non-invasive nature of the System makes it a valuable tool for organizations seeking reliable, on-the-spot drug screening.

Looking ahead, Intelligent Bio Solutions is poised to enter the US market, with a 510(k) submission to the United States Food and Drug Administration (FDA) planned in the fourth calendar quarter of 2024 and anticipated market entry in 2025. This planned expansion targets a substantial market opportunity, with the US drug screening products market projected to reach \$14.9 billion by 2030.

**400+**

Active accounts across 19 countries

**1,000+**

Drug Screening Readers installed across customer sites

**148%**

Fiscal year-over-year growth in net product sales from 2023

**\$14.9B**

Projected U.S. drug screening products market size by 2030<sup>1</sup>

<sup>1</sup> Research and Markets, 2024. Drug Screening – Global Strategic Business Report. Available at: <https://www.researchandmarkets.com/reports/4804177/drug-screening-global-strategic-business-report>

**NASDAQ: INBS**



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# LEADERSHIP



**HARRY SIMEONIDIS**  
**PRESIDENT & CHIEF EXECUTIVE OFFICER**

- MORE THAN 25 YEARS OF EXPERIENCE IN HEALTHCARE, PHARMACEUTICAL AND LIFE SCIENCES ACROSS VARIOUS SENIOR MANAGEMENT POSITIONS THROUGHOUT ASIA, AUSTRALIA AND NEW ZEALAND
- PREVIOUSLY GENERAL MANAGER, SURGERY, ASIA PACIFIC, AT GE HEALTHCARE WHERE HE OVERSAW SIGNIFICANT EXPANSION OF THE BUSINESS' MARKET SHARE
- PRIOR TO THIS, SPENT NINE YEARS AS THE PRESIDENT AND CEO OF GE HEALTHCARE ANZ



**SPIRO SAKIRIS**  
**CHIEF FINANCIAL OFFICER**

- 34 YEARS' EXPERIENCE IN ACCOUNTING AND TAXATION, IPOS AND CAPITAL RAISING, AND BUSINESS SYSTEM DESIGNS
- EXPERTISE INCLUDES THE APPLICATION OF IFRS AND US GAAP FOR THE LIFE SCIENCES INDUSTRY
- MEMBER OF THE INSTITUTE OF CHARTERED ACCOUNTANTS OF AUSTRALIA & NEW ZEALAND

