



Uscom

USCOM

NWR VIRTUAL INVESTOR CONFERENCE

5th November 2020

Record growth with Blue Sky ahead

ASX: UCM

Prof. Rob Phillips

WELCOME



ersonal use only

ersonal use only

“ Uscom has delivered record growth in a challenging commercial world.

Medical technology is a cornerstone of health and investment, and Uscom continues to execute a targeted global strategy of growth and expansion.

While the future is uncertain, China, Uscom’s major market, is rebounding, as Uscom expands into Europe and the US.

Uscom has created life saving devices for all the major global markets and now with new digital eHealth innovations to ensure revenue growth foreseeably.

Uscom is becoming a global, vertically integrated Medical Technology leader. ”

Prof. Rob Phillips



USCOM

ASX Listed

Global cardiovascular and pulmonary medical technology



Patented Apex Technologies

World leading digital technologies



High growth and high margins

Q1 cash revenue up 413%



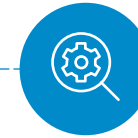
Profitable and cash flow positive

Record Cash Receipts and Sales, cash in bank and debt free



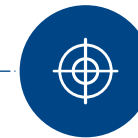
Global Vision and Ambitions

Operations in Sydney, Singapore, Beijing, Budapest
Offices in Auckland, London, LA



New Products

Expanded global operations in preparation for 8 new products in 4 new markets



Uscom

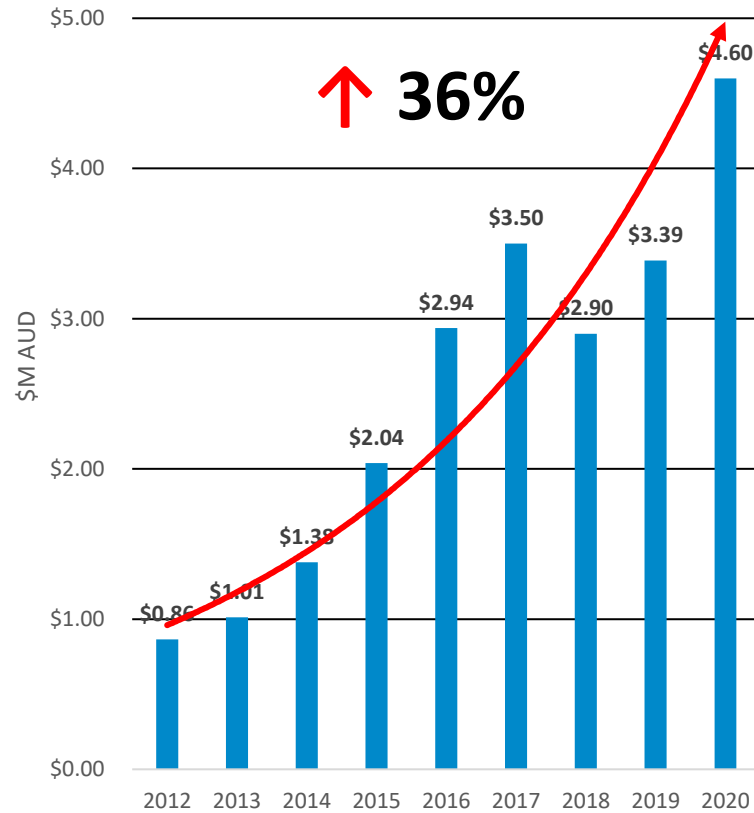
“Record growth with blue sky ahead”

ersonal use only

2020: ANNUAL RESULTS



UCM Cash Receipts



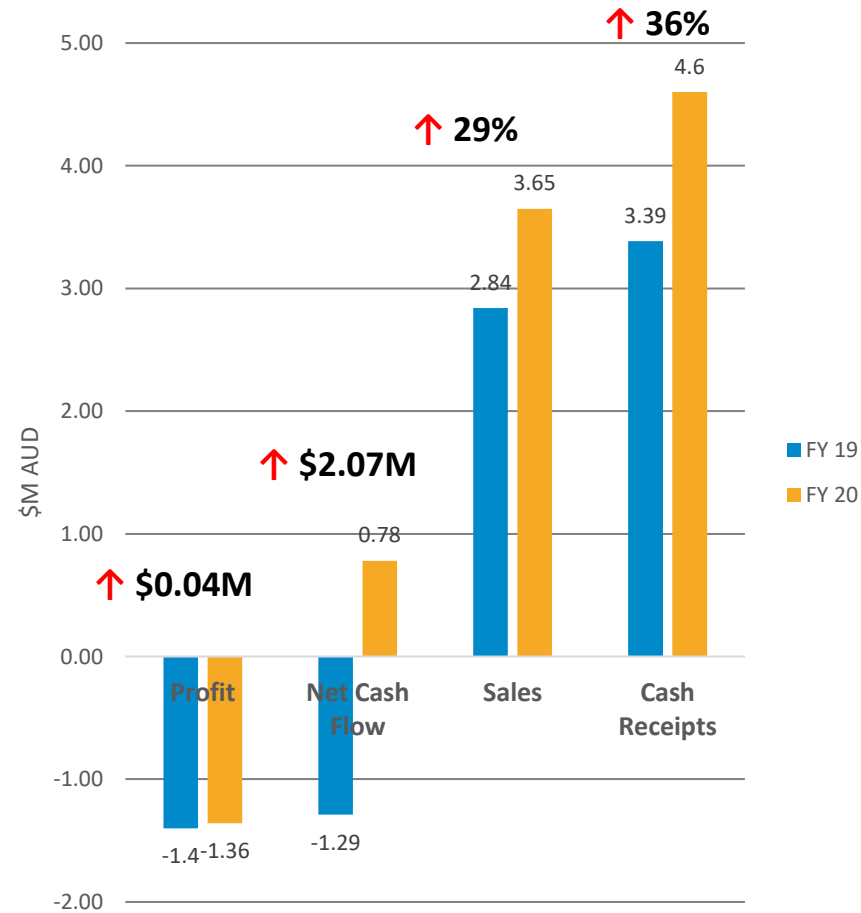
ASX:UCM

- Record Cash Receipts and Sales
- Growth Trend Continues
- Cash Receipts \$4.6M up 36%
- 8yr CAGR = 23% PA
- Cash on hand \$1.92M



2020: ANNUAL RESULTS

UCM Annual Results



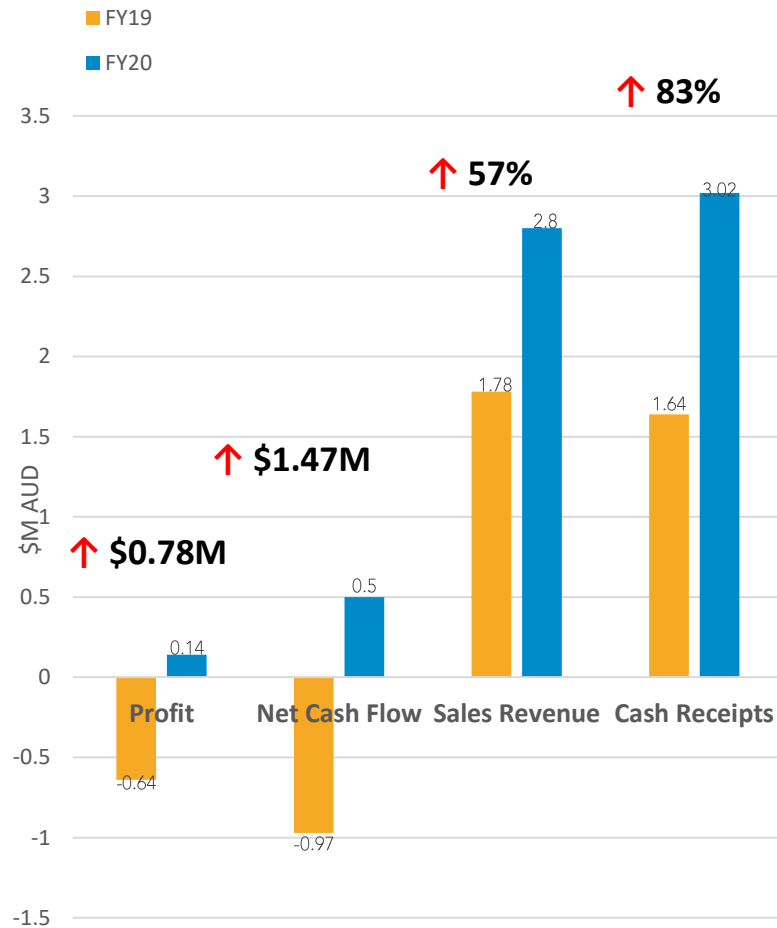
ASX:UCM

- Record results
- Cash receipts up 36%
- Sales up 29%
- Net cash flow up \$2.07M
- Cash on hand \$1.92M
- Debt free



2020: H2 RESULTS

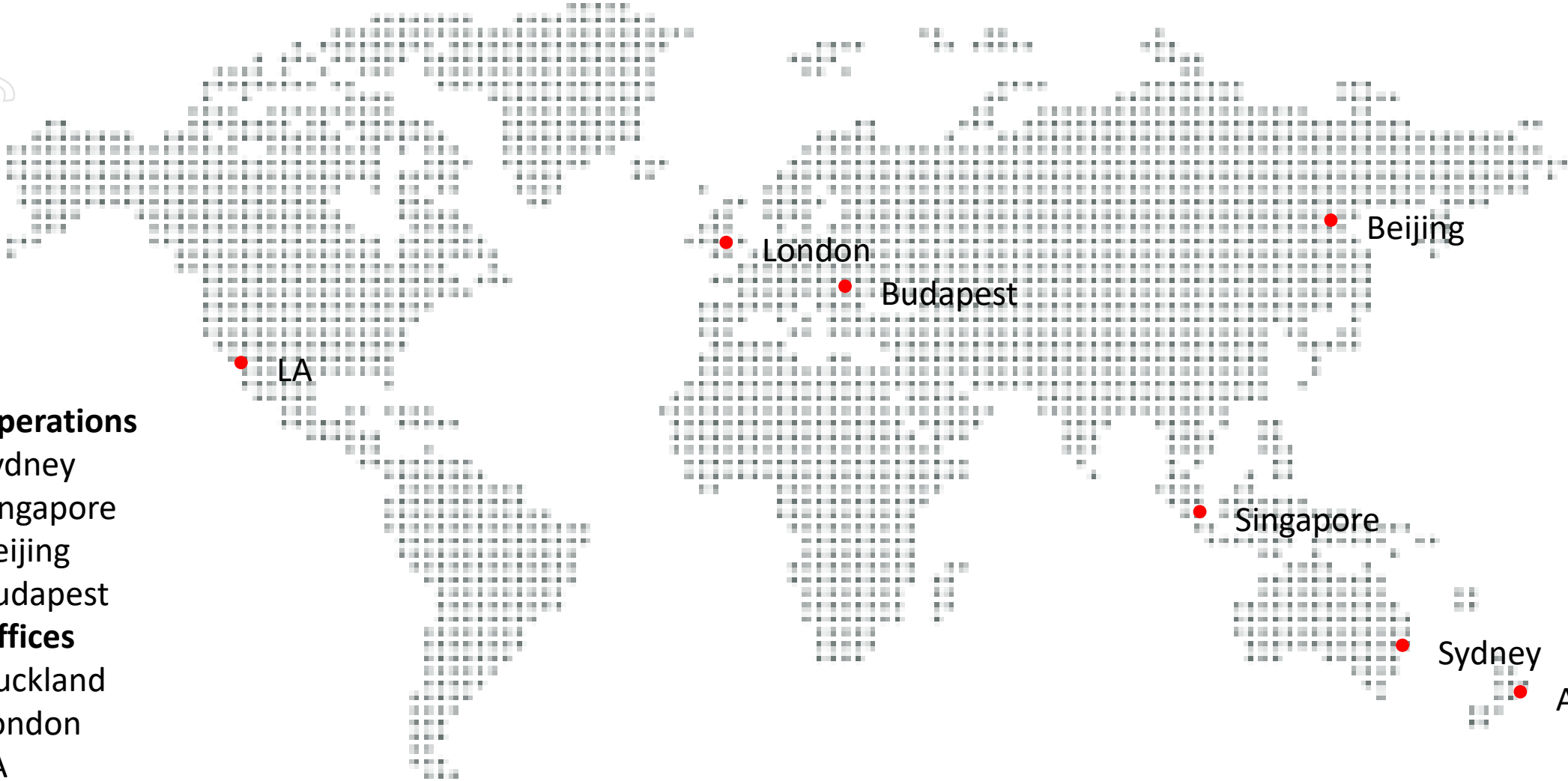
UCM H2 Results



ASX:UCM

- Cash receipts \$3.02M up 83%
- Sales revenue \$2.80M up 57%
- Net cash flow up \$1.47M
- Profit up \$0.78M
- Profitable and cash flow positive

GLOBAL REACH



Operations

- Sydney
- Singapore
- Beijing
- Budapest

Offices

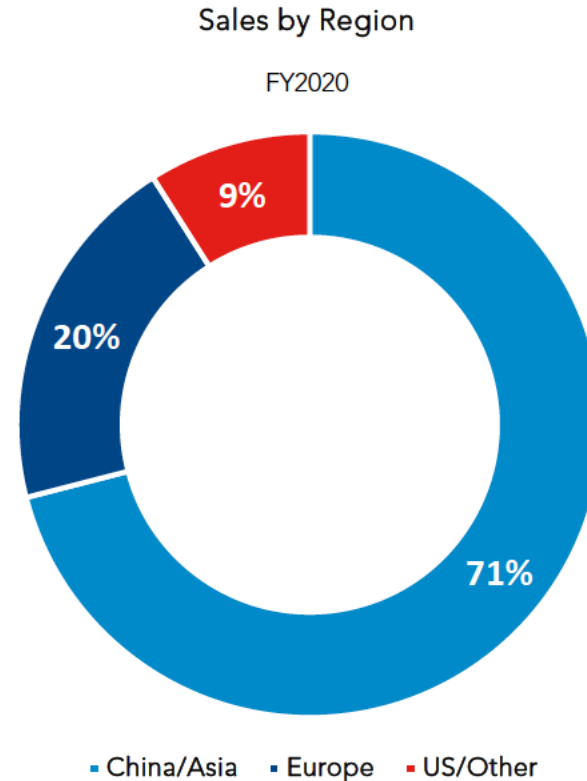
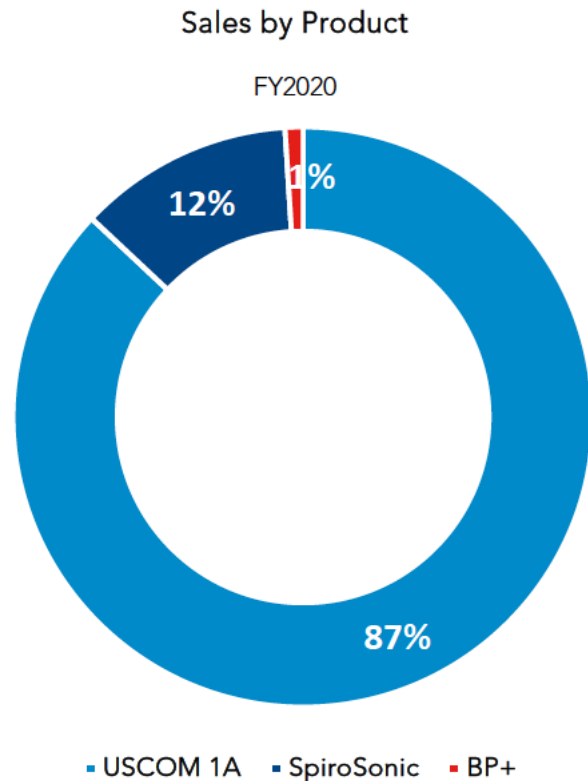
- Auckland
- London
- LA

HEDGED for CURRENCY and POLITIC RISK



ersonal use only

2020: REGIONAL AND PRODUCT SALES



China is the major Uscom market, and USCOM 1A the lead product. This will change as regulatory approvals are received for BP+ and SpiroSonic devices, particularly in China

USCOM CHINA



China is the major Uscom market

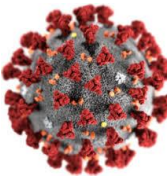
China is rebounding

Uscom China is growing rapidly

Teresa Guo is GM of Uscom China

Appointed Head of Global Operations

USCOM 1A the lead product, with BP+ and SpiroSonic devices approaching



COVID-19 (SEPSIS)

ersonal use only

1. USCOM 1A recommended by SCCM for Pediatric Sepsis



Surviving Sepsis Campaign International Guidelines for the Management of Septic Shock and Sepsis-Associated Organ Dysfunction in Children

International Guidelines from US, UK, Europe, Canada, S America, India, Australia
51 Authors, 25% of authors are USCOM users or advocates



2. USCOM 1A recommended by PRC Govt to treat Severe COVID

Recommended by Chinese National Health and Medical Commission of the People's Republic of China for Treatment of Severe Coronavirus in Adults and Children




国家卫生健康委员会
国家中医药管理局
2020年2月10日
(信息公开形式:主动公开)

新型冠状病毒肺炎重型、危重型
病例诊疗方案(试行 第二版)

3. USCOM 1A installed specifically in >50 infectious disease centres in China

51 COVID-19 Installations
IN CHINA



Saving children and adults with **SEPSIS**

Uscom – The Measure of Life



Weiss SL, Alhazzani W, Flori HM et al. Surviving Sepsis Campaign International Guidelines for the Management of Septic Shock and Sepsis Associated organ Dysfunction in Children. Society of Critical Care Medicine, the European Society of Intensive Care Medicine, and the World Federation of Pediatric Intensive and Critical Care Societies. Crit Care 2020;21(2):e52-e106, DOI: 10.1097/PCC.0000000000002198



REGULATORY PROGRESS

NMPA

USCOM 1A approved for 5 years
SpiroSonic and BP+ progressing
VENTITEST – notice to market prior to sales



CE

USCOM approved
BP+ approved with revision in process
SpiroSonic AIR – nearing issue
VENTITEST – self notification prior to sales



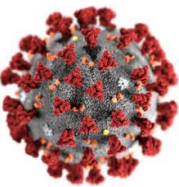
FDA

USCOM 1A approved
BP+ approved with upgrades in progress
SpiroSonic – Approved but with revisions and updates
VENTITEST – self notification prior to sales





SPIROSONIC AIR - RELEASED



Acute and chronic recovery phases of COVID-19 monitoring of pulmonary fibrosis, asthma and COPD

17% of all patients with severe COVID have restrictive lung disease after 3 months. It is unclear what happens next or how to treat them.....

COVID-19 spirometry for home monitoring of acute disease

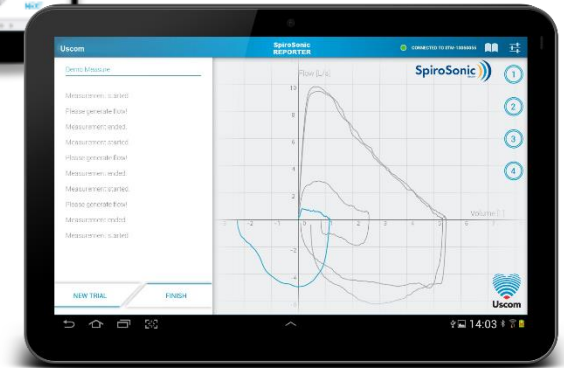
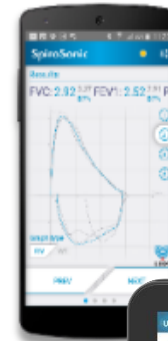
On going monitoring of residual COVID lung disease and treatment

Spirometry demand to double in 12 months \$2.6B to \$6.5B and increase ~160% over the next 6 years (MarketandResearch)

CE expected soon, and progressing through NMPA and FDA

AIR
SpiroSonic
Wireless hardware

MYAIR
App



SpiroReporter software



For every breath you take



Personal use only



BP+ & BP+REPORTER RELEASED



26 measures of cardiovascular function from each of 3 separate pulse pressure waveforms – more information on hypertension

Personal use only



BP+ with



Precision Module



BP+ Reporter

Hardware – Software - Report

Central Blood Pressure Pulse Pressure Wave Analysis

Uscom Personalized cardiovascular assessment & management

Physician: Dr C Smith
Exam date: 20180403 05:53

First name: Fred
Family name: Jones
ID: FJ012763
Gender: Male
DOB: 19970403
History:

Medication:

Average Suprasystolic Pulse

Suprasystolic Pulse Pressure

Peripheral	Value	Units	Central	Value	Units
SYS	138	mmHg	cSYS	131	mmHg
DA	77	mmHg	cDA	80	mmHg
MAP	96	mmHg	cMAP	104	mmHg
PP	61	mmHg	cPP	51	mmHg
Ai	62	%	sPPV	25	ms
PR	63	bpm	sPR	68	bpm
SNR	16	dB	sPPV	34	%

Notes:

Uscom Ltd | info@uscom.com.au | www.uscom.com.au | +61 (02) 9247 4144
Uscom – Experts in Circulation | Report date: 20180604

BP+ Report



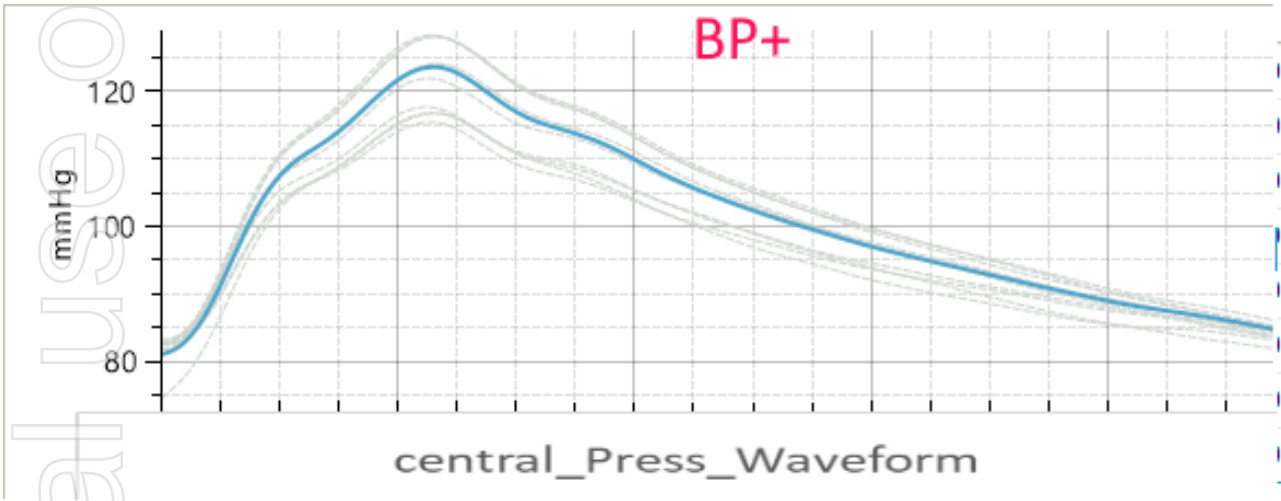
Revolutionising diagnosis and treatment of hypertension and vascular health

BP+ NEW STANDARDS



The new BP+ acquires three high fidelity waveforms to provide better understanding of hypertension

Personal use only



Revolutionising hypertension

HIGH FIDELITY WAVEFORMS

Specialised products

New standards of monitoring Blood Pressure and hypertension



VENTITEST

VENTILATOR CALIBRATION

VENTITEST



VENTITEST-S Software



For testing, archiving, analysis, display and reporting of ventilator performance



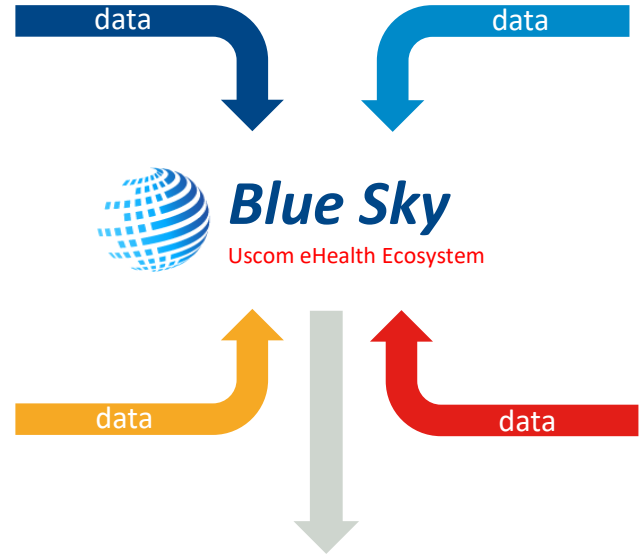
USCOM PRODUCTS



Non-invasive advanced hemodynamic monitor based on Doppler ultrasound. Heart failure, hypertension, sepsis, fluid



Central and brachial blood pressure and pulse pressure waveforms, information only previously available using invasive cardiac catheterization. Hypertension, vascular health



AI, Meta Data, Licensing, Cloud services, Pay per use, Rental, Subscription, Partnerships, Data licensing/sale/research, Third party rentals for access to the "Ecosystem"



Digital ultrasonic spirometers are high fidelity, digital spirometers based on multi-path ultrasound technology. Asthma, COPD, OLD and COVID



Ventilators require testing and calibration. High fidelity digital ultrasound provides for precision testing of ventilator outputs. Ventilator testing



Uscom **Blue Sky** eHealth

Leading the way we manage chronic and infectious diseases

Progress already achieved:

- ~10 years experience in digital eHealth
- \$10M invested in digital health platform research from current cash flows
- World leading non-invasive digital cardiac, vascular and pulmonary sensors
- 5 devices, 3 apps, and 3 software platforms registered and in clinical use
- International eHealth partnerships and research (Europe, NZ, and the US) in the fields of hypertension, asthma and COPD, vascular health and heart failure,
- Ambition to leverage our world leading digital technologies into the new cloud based Uscom eHealth Ecosystem – **Blue Sky**
- Chronic and infectious disease are a fact of our lives, and more efficient delivery of better care is critical
- Uscom has created the digital cardiovascular and pulmonary sensors of the future, and **Blue Sky** will deliver their benefits worldwide.

2021 GROWTH DRIVERS

Market growth

- China rebounding
- Europe and US to come
- SE Asia HQ established

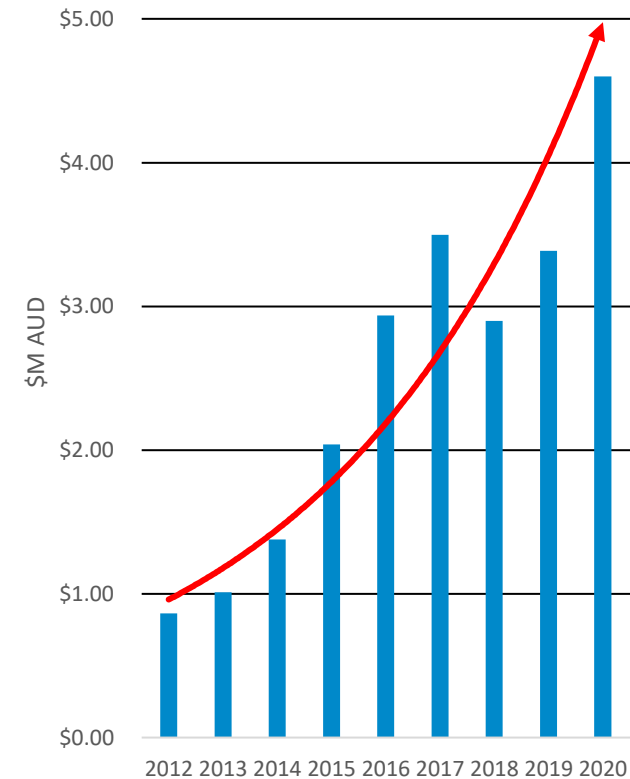
More distributors

- Uscom China growing distributor numbers
- New European and US distribution models

New products

- SpiroSonic and BP+ approvals for China and US
- VENTITEST and VENTITEST-S sales
- Blue Sky eHealth Ecosystem – recurrent digital cloud based revenues

UCM Cash Receipts



USCOM OVERVIEW



Fundamentals up

36% Growth, profit and cash flow positive



\$4.6M Cash Receipts

Record revenues and sales



Apex Technologies

Cardiovascular and pulmonary



Worldwide

Multiple devices and multiple clinical applications



Global regulatory approvals

China, Europe and US



Embedded in **China** recovery



Approvals for **8 new devices** over 4 territories over the **next 12 months**



New **Blue Sky eHealth Ecosystem** to provide **cloud-based** business and revenues

“Record growth with blue sky ahead”



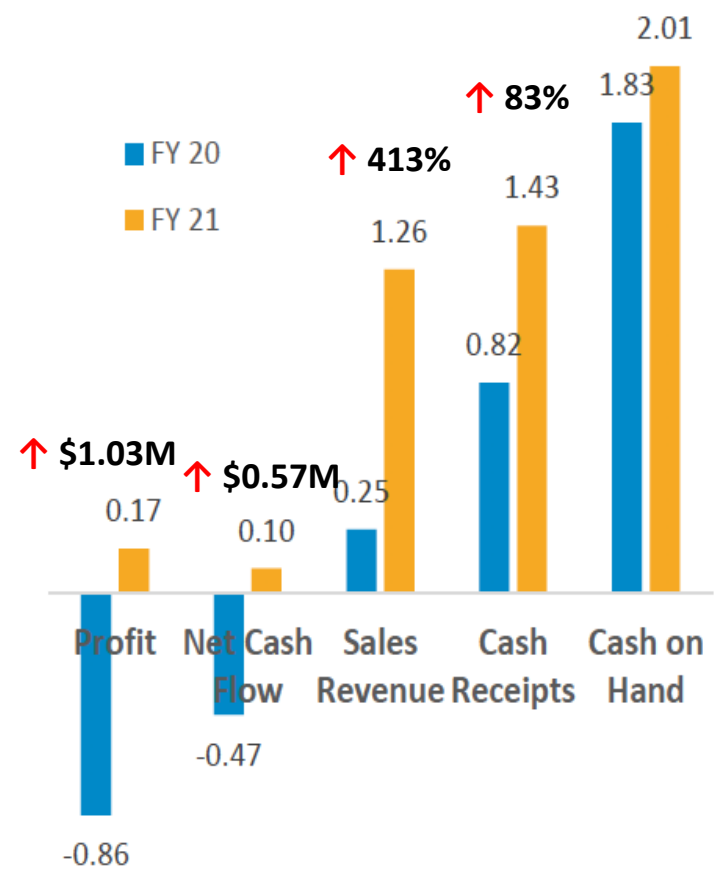


NEWS

2021: Q1 RESULTS

UCM 4C Q1 2021

\$AUD Millions



ASX:UCM

- Sales up **413%**
- Cash receipts up **75%**
- **Profitable and cash flow positive**
- Net cash flow up \$0.57M
- Profit up \$1.03M
- Increased cash on hand



“Record growth with blue sky ahead.”



CONCLUSION

***“ Uscom continues to deliver record growth with real Blue Sky ahead.
New products, new distribution, recovering global markets, and the new Blue Sky eHealth
Ecosystem will fuel our on-going growth with recurring revenues.
Uscom has created the digital cardiovascular and pulmonary sensors of the future, and Blue Sky
will deliver their benefits worldwide. ”***

Prof. Rob Phillips CEO





Uscom

USCOM

NWR VIRTUAL INVESTOR CONFERENCE

5th November 2020

Record growth with blue sky ahead.

ASX: UCM

Prof. Rob Phillips

WELCOME



ersonal use only