



Uscom

Building the Future Update

- Transformational Partnership
- New Products
- Expanded Markets
- Operational Agility
- Positioned for Growth

—
ASX: UCM

Prof. Rob Phillips

Chairman and CEO, Uscom Limited

May 2, 2022



Uscom Update

"While the world has been stunned by destabilised geopolitics, the pandemic and now war, Uscom continues to actively pursue global opportunity, international trade, operational expansion, and growth strategies while strengthening our position as a global advanced medical technology leader. During the last 6 months we have been forming transformational partnerships with global technology leaders, developing new products, appointing new distributors, establishing new regional operations, advancing clinical science, writing new IP, and advancing global trade; we are building the future of global medical technology."



Prof. Rob Phillips
(CEO of Uscom)





Medical Technology



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GLOBAL VALUE

“Medical technology is the application of organized knowledge and skills in the form of devices, medicines, vaccines, procedures, and systems developed to solve a health problem and improve quality of lives.”

WHO



“Uscom is a world leading ASX listed, advanced medical technology company specialising in cardiovascular and pulmonary monitoring devices, with a global operational footprint and leadership in medical science and technology. Uscom has a global web of ~200 patents and IP applications, and over 600 publications validating the clinical benefits of its technologies.”

Prof. Rob Phillips

Overview

ASX Listed

Global cardiovascular and pulmonary medical technology
Visionary and innovative corporate culture

Profit and Cash Flow

Profit & Cash Flow +ve China and Europe, 5 yrs operating cash and debt free

High Growth and Margins

9 year: total receipts up 535% and 24% CAGR.
Huge global addressable markets – 75% of all mortality
Margins 75%+



Global Vision and Ambitions

Sydney, Singapore, Beijing, Budapest, Auckland, London, Delaware.
Actively focused on growth and scale

Patented Apex Technologies

World leading digital medical technologies, >200 IP submissions and a healthy R&D supported product pipeline

New Products


New global regulatory and distribution
3 new products for 2022
Product approvals for 2022 – up ~140%



Uscom Snapshot

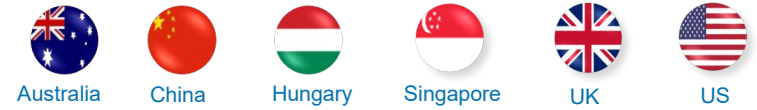


Uscom is an established medical technology enterprise preparing for a growth inflection with a global footprint and an expanding international network of operations acting as hubs for new distributors

 **7** Global centres
Expanding distribution hubs

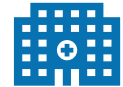
AUD\$ 5.6m annual receipts (FY21)

2 Manufacturing sites across 7 countries



 **1,500+** USCOM 1A units installed globally

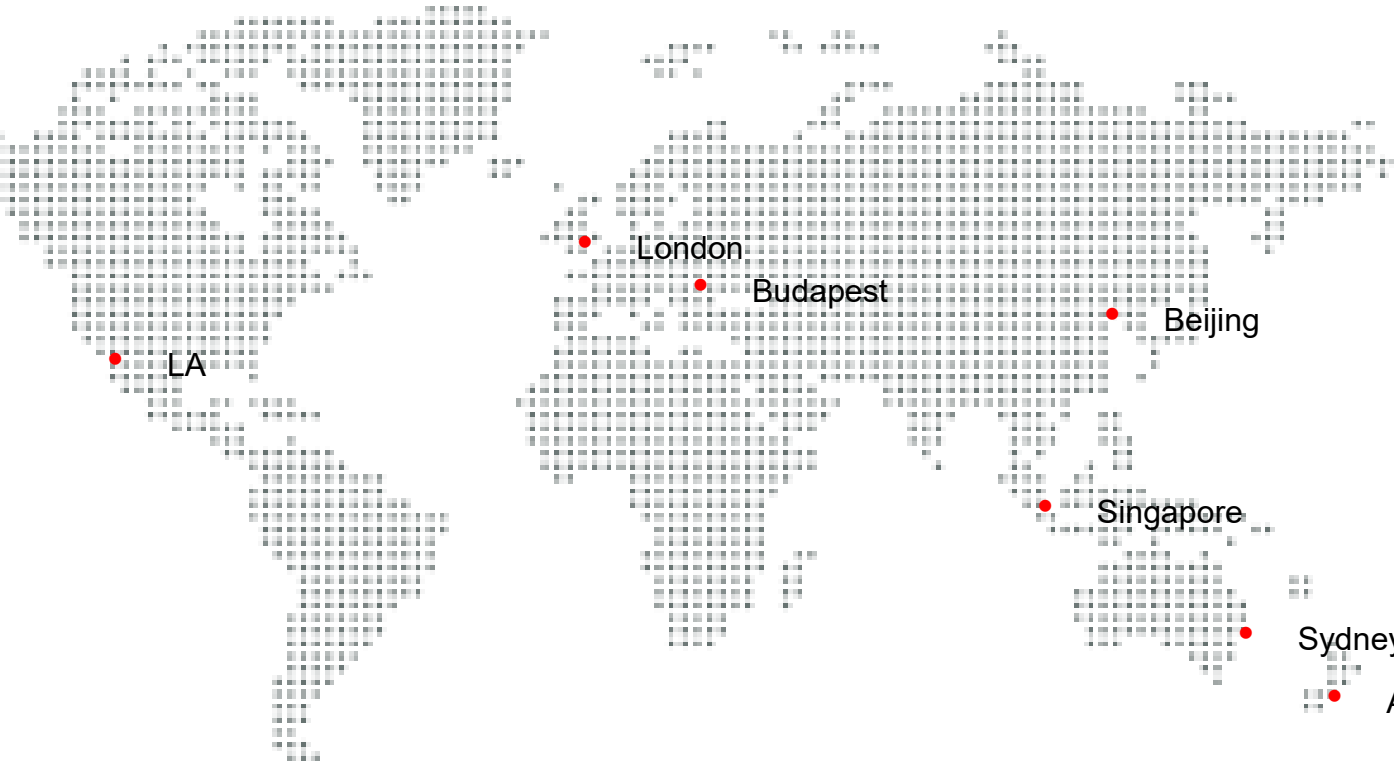
24% p.a. CAGR over the last 9 years



20+ Years in business since 1999



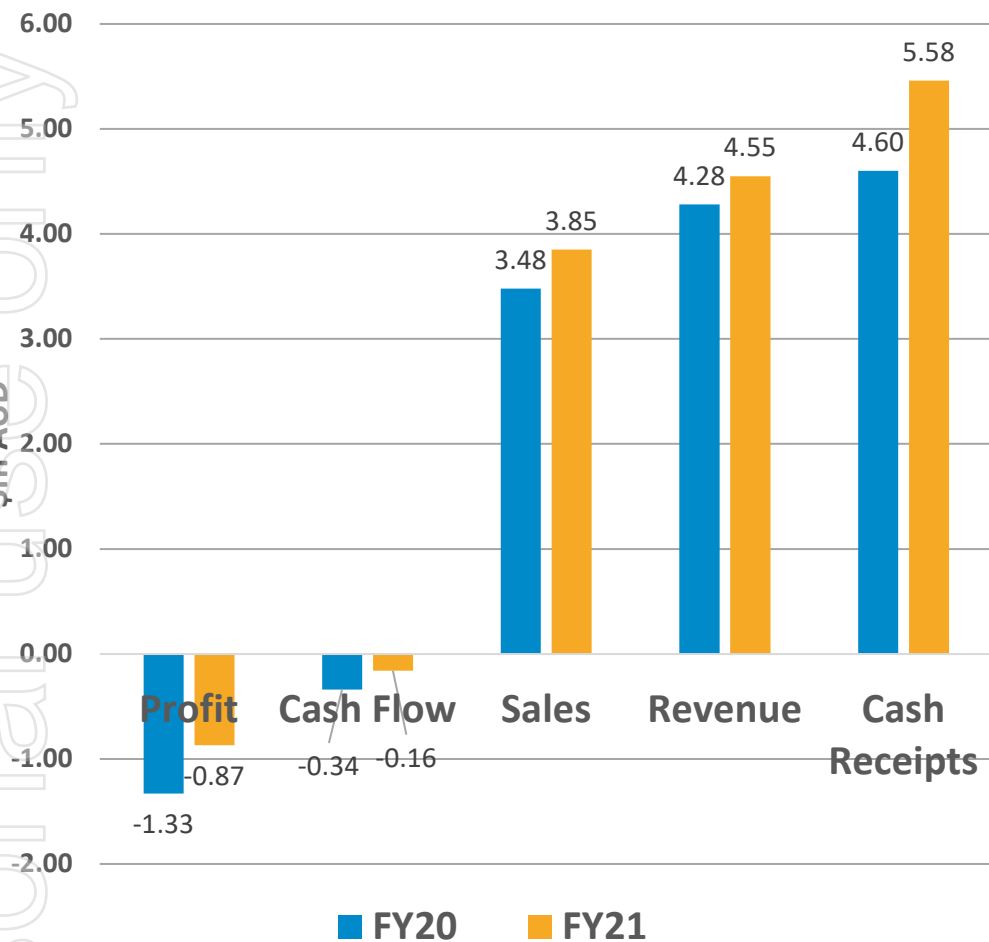
 **200+** IP submissions protecting Uscom devices and technology



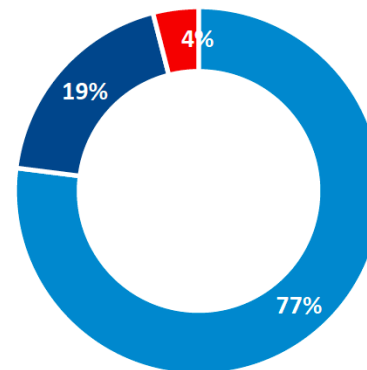
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FY 21 Results

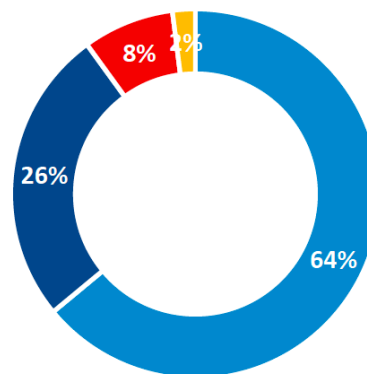


Sales by Product FY2021



■ USCOM 1A ■ SpiroSonic ■ BP+

Sales by Region FY2021



■ China/Asia ■ Europe ■ US/Other ■ Australia

Continued Growth

Sales, revenue and cash receipts growth, and first ever positive annual operating cash flow.

First year of cash receipts greater than \$5.5m despite being a difficult trading year beset by intermittent lockdowns and travel restrictions.

China and Europe profitable

Sales by Product / Region

China - major Uscom market.
USCOM 1A - lead product
This will shift as regulatory approvals are received for BP+ and SpiroSonic devices

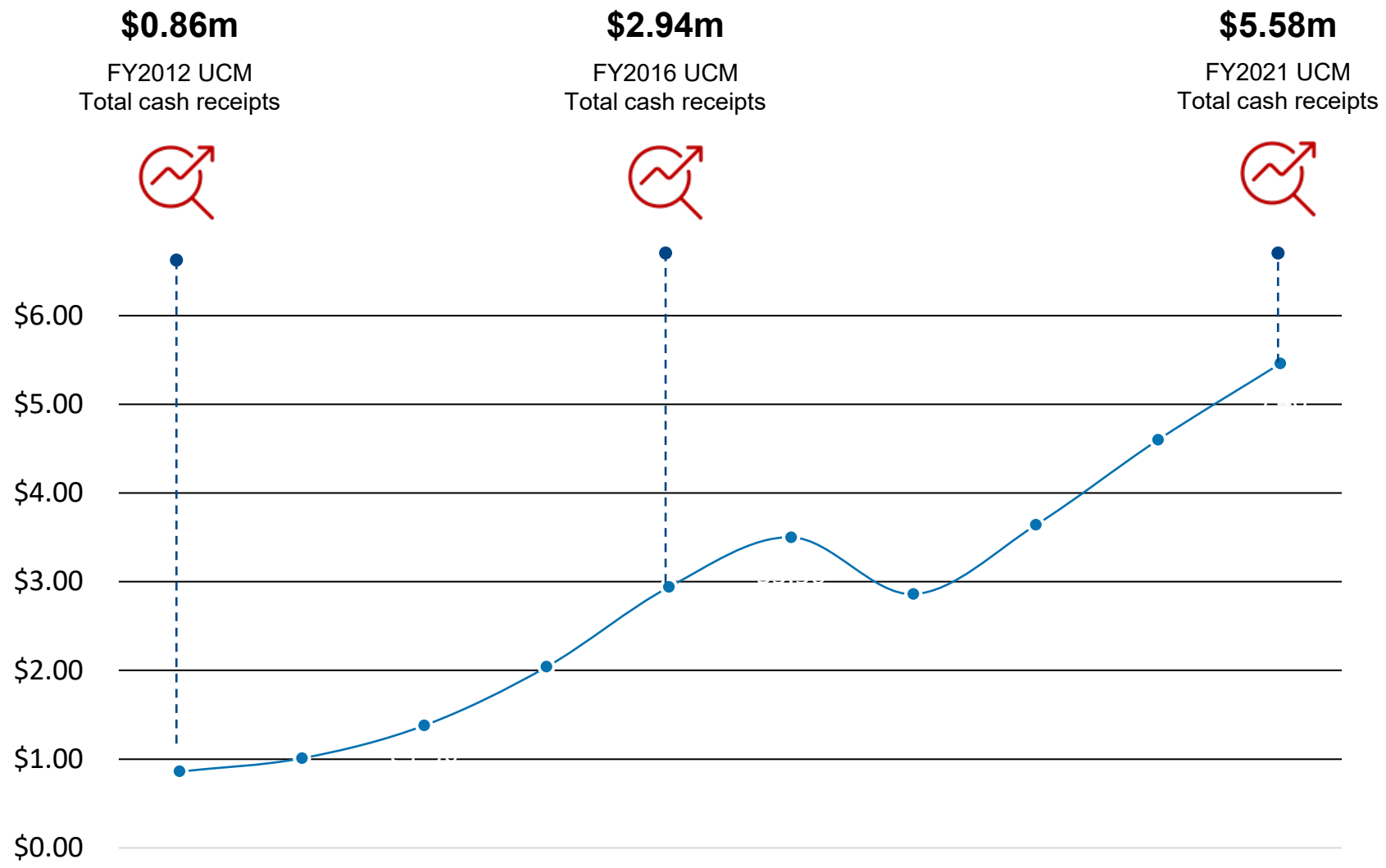
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Sustained Growth



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- Total cash receipts \$5.58m, up 21% from \$4.60m
- First ever cash receipts >\$5.5m
- 9 year total cash receipts trend growth
 - 535% total increase
 - 24% pa compound annual growth



Products and Markets



High value technologies in large markets with strong predicted growth

\$21.6B USD
5yr CAGR 4.8%



USCOM 1A

The Global Cardiac Monitoring & Cardiac Rhythm Management Market is estimated to increase from \$21.6B USD in 2020 to \$27.31B USD by 2025, at a CAGR of 4.8%.

Heart failure, Sepsis, Fluid management, COVID

\$1.4B USD
7yr CAGR 11.2%



BP+

The global BP monitoring devices market is \$1.4B USD and is expected to reach \$3.24B USD by 2028 at a CAGR of 11.2%.

Hypertension, Vascular health

\$1.3B USD
5yr CAGR 8.16%



SpiroSonic AIR

The global spirometer market is expected to grow from \$1.269B USD in 2019 to \$2.198B USD in 2026 at a CAGR of 8.16%.

Asthma, COPD, OLD, COVID

Note: Researchandmarkets

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SpiroSonic AIR



“Hospital in Home” – Asthma, COVID, COPD and Occupational Lung disease
The SpiroSonic AIR Cycle – a wireless connection of data, information, diagnosis and reports generating a cascade of revenue

eHealth Revenue Cascade

- Device sale
- APP Sale
- Software sale
- Cloud storage - Big data
- AI analysis
- Clinician diagnosis
- Prescription
- Report
- System subscription



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The SpiroSonic VentiTest is a patent protected digital multi-path ultrasonic ventilator testing and calibration solution which incorporates:



Low resistance

bi-directional digital multi-path **acoustic flow monitor**



“Weather station”

module for calibration of ambient **temperature, pressure and humidity changes**



High resolution

Pressure module to control piezoresistive monolithic silicon **pressure sensors**

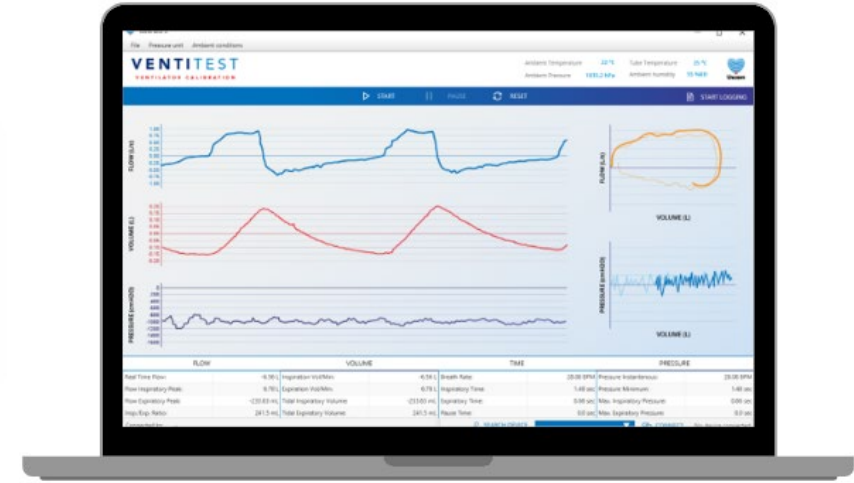


Test lung simulator

Provides variable elasticity and compliance and variable leak function to **simulate the patient circulation**

VENTITEST

VENTILATOR CALIBRATION



Protecting against Ventilator Induced Lung Injury – “VILI”

Ventilator market \$4.2B USD, with 14.7% pa growth

1 VentiTest per 10 ventilators

eHealth Technology



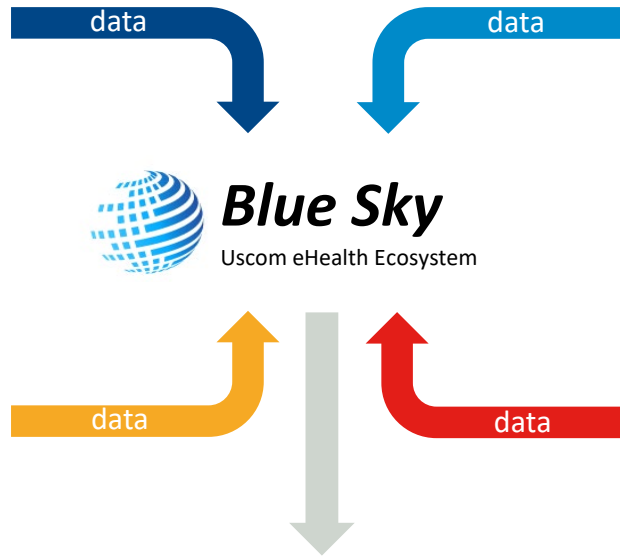
USCOM 1A software
Uscom Advanced Haemodynamic APP



BP+ Reporter



The Power of Data



Revenue Cascade

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



SpiroReporter
SpiroSonic APP



VENTITEST-S

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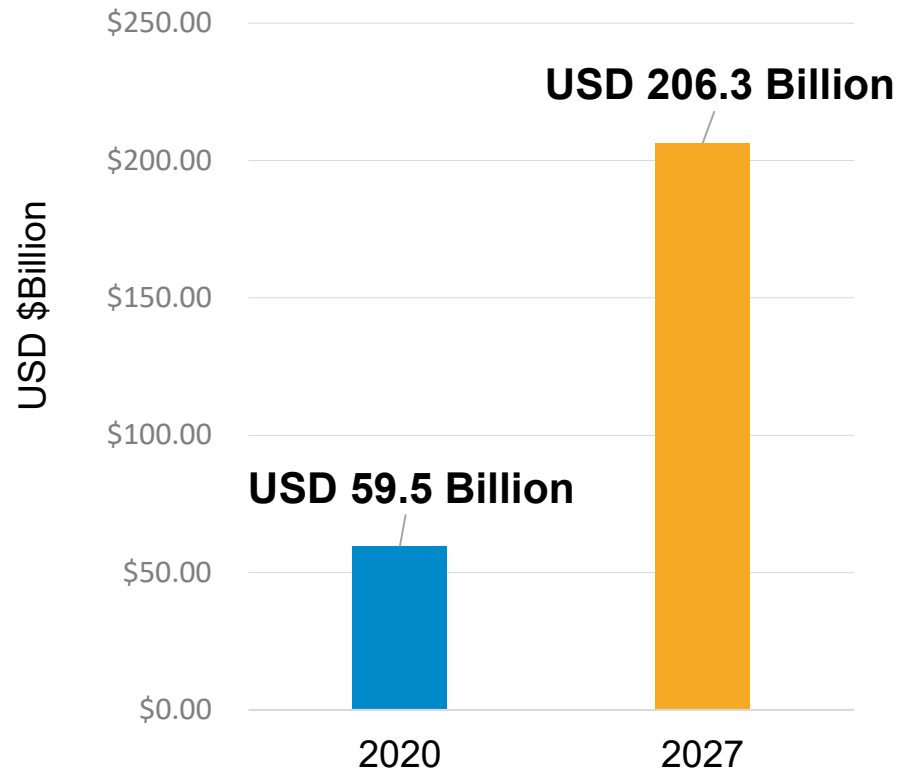
eHealth Growth



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eHealth

Market forecast to grow at CAGR of 19.4%



- **eHealth is a health delivery revolution**
- **Uscom is committed to eHealth**
- **BlueSky eHealth expected to underwrite Uscom growth foreseeably**
- **First revenue for 2nd half FY22**



Global Approvals

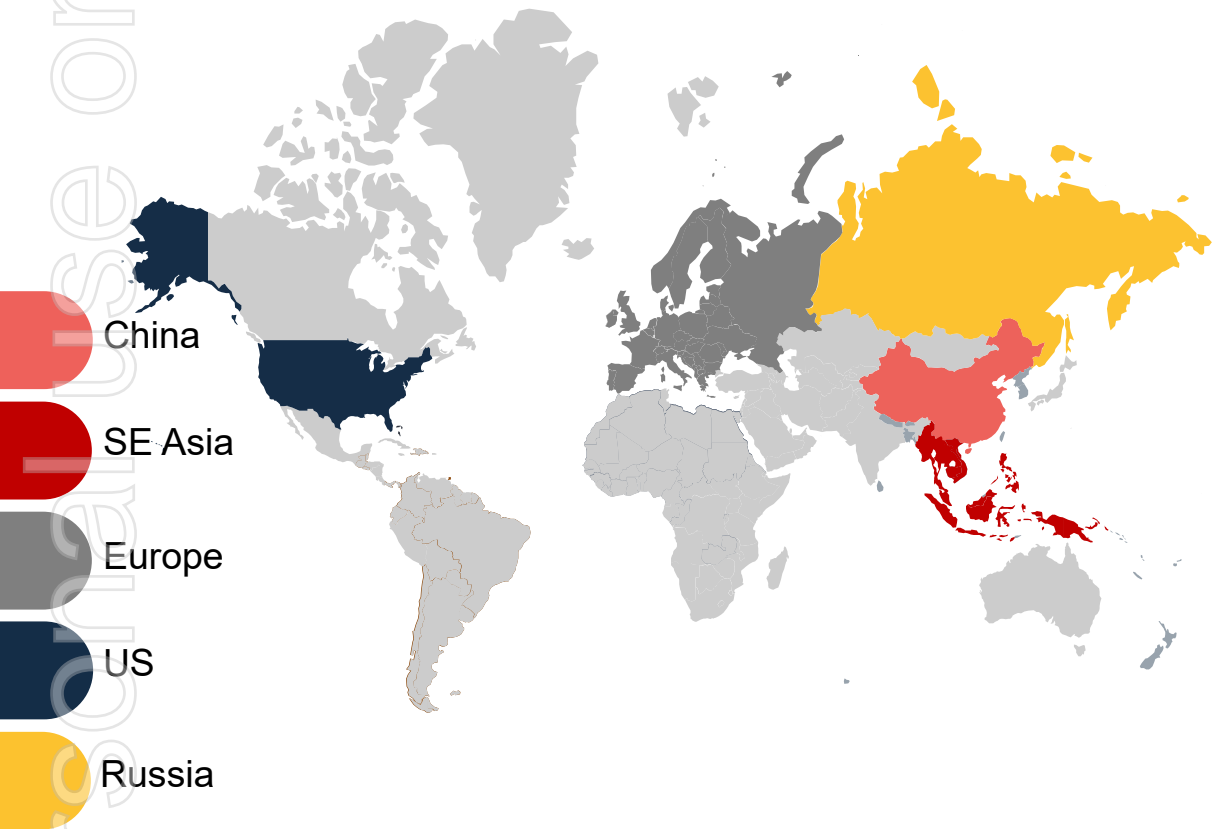


7 New Approvals for FY22 up from 5 (up 140%)

Regions

Approvals

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USCOM
1A



	China	SE Asia	Euro	US	Russia	ROW
USCOM 1A					✓	
BP	✓	✓	✓			
SpiroSonic	✓	✓		✓		

Legend for Approvals:

- 2021 (Grey)
- 2022 (Dark Blue)
- Pending (Light Blue)

✓ New Approvals

Transitioning to a complex global organisation requires specialised operational divisions within the company to support efficient growth and expansion

Finance and Management

Each region accounts and reports independently and to HQ
Develop potential strategies for incremental growth and operational scale



Marketing, Sales and Distribution

Global coordination of branding, messaging, clinical sales materials, education and training, forecasting and result monitoring

Manufacturing

Cost effective organisation for global manufacturing of all our products
Global partner of scale

R&D

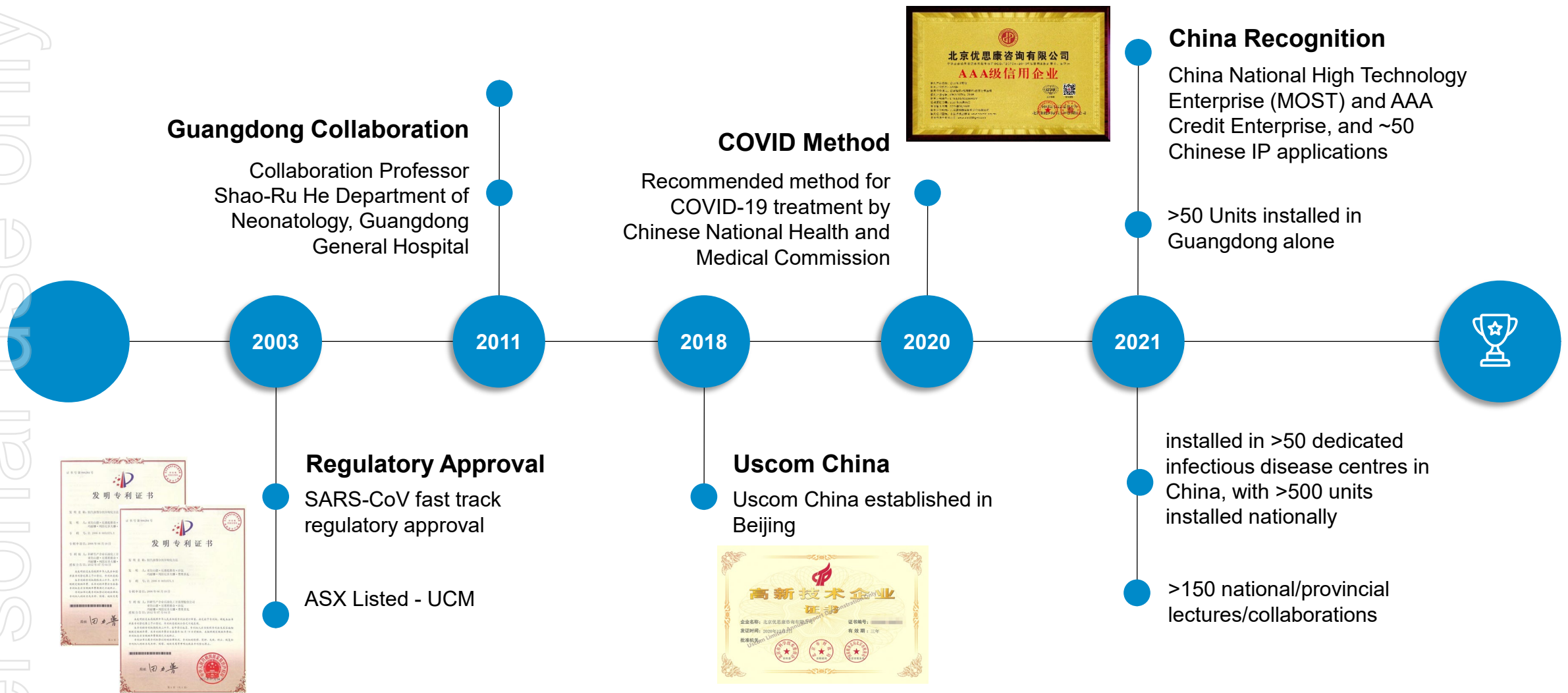
Develop IP, concepts and science for new products.

“More products and more distribution”

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Uscom - China Connection

"China is one of the largest and fastest growing economies in the world with a special focus on advanced medical technology"



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FOXCONN

Partnership



No ordinary partner

Worlds largest precision electronics manufacturer

Uscom announces manufacturing partnership with Foxconn Beijing
Manufacture of USCOM 1A and 3 new products to begin immediately

Reduced manufacturing costs

Rapid product development

Accelerated regulatory

Instant manufacturing accreditation

World leading supply chain

Prestigious partner connected to local administration

“Made In China 25” compliant

Improved distribution in China and globally

Specialised R&D and manufacturing facilities (Beijing)

Access to manufacturing, distribution and capital investment

Manufacturing pathway for Uscom’s innovative product pipeline



Factory Area: 200,000m²

Extension & adjustment available
according to client requirements
“We are flexible”



▲ SMT Line: 17

Assembly Line: 10 ▶▶



▲ Packing Line: 20



◀ Robot Production Line

Medical Production Line ▶▶



**“Recognition by the world’s largest technical manufacturer of the
power and future of Uscom’s products and technologies”**



FOXCONN

Partnership



No ordinary partner

Worlds largest precision electronics manufacturer

“Transformational partnership for Uscom providing global scale, skills and connections”

“Outsourcing manufacturing is an innovative solution to global regulatory changes, allowing Uscom to partner with the world’s leading electronics manufacturer while preserving capital and limiting the significant risks associated with the increasingly complex and demanding regulatory requirements of global manufacturing, while controlling costs.”

”This partnership is tremendous recognition of Uscom’s products, IP and product pipeline, with the potential for Foxconn to increase the relationship with investment in Uscom.”

“The Foxconn partnership provides instant global scale, and locates Uscom firmly in the administrative centre of Beijing, a preferred location for high technology enterprises by the Chinese Government.”

“Beijing’s new stock exchange specialises in small medium technology enterprises creating a potential strategic opportunity for Uscom Limited.”

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FOXCONN

Partnership



No ordinary partner
Worlds largest precision electronics manufacturer



 **>40% of all global precision electronics**

World's largest precision electronic manufacturer with operations in >20 countries, and 12 manufacturing centres in China
Largest single employer in China with >1.3m employees worldwide

 **Global revenue ~\$300B AUD**

Instant manufacturing scale for Uscom.
High medical technology partner for Foxconn.
Uscom manufacturing and R&D centre
Expansion of Foxconn Technology Industry Zone in Beijing

 **Manufacturing, distribution and investment mandates**

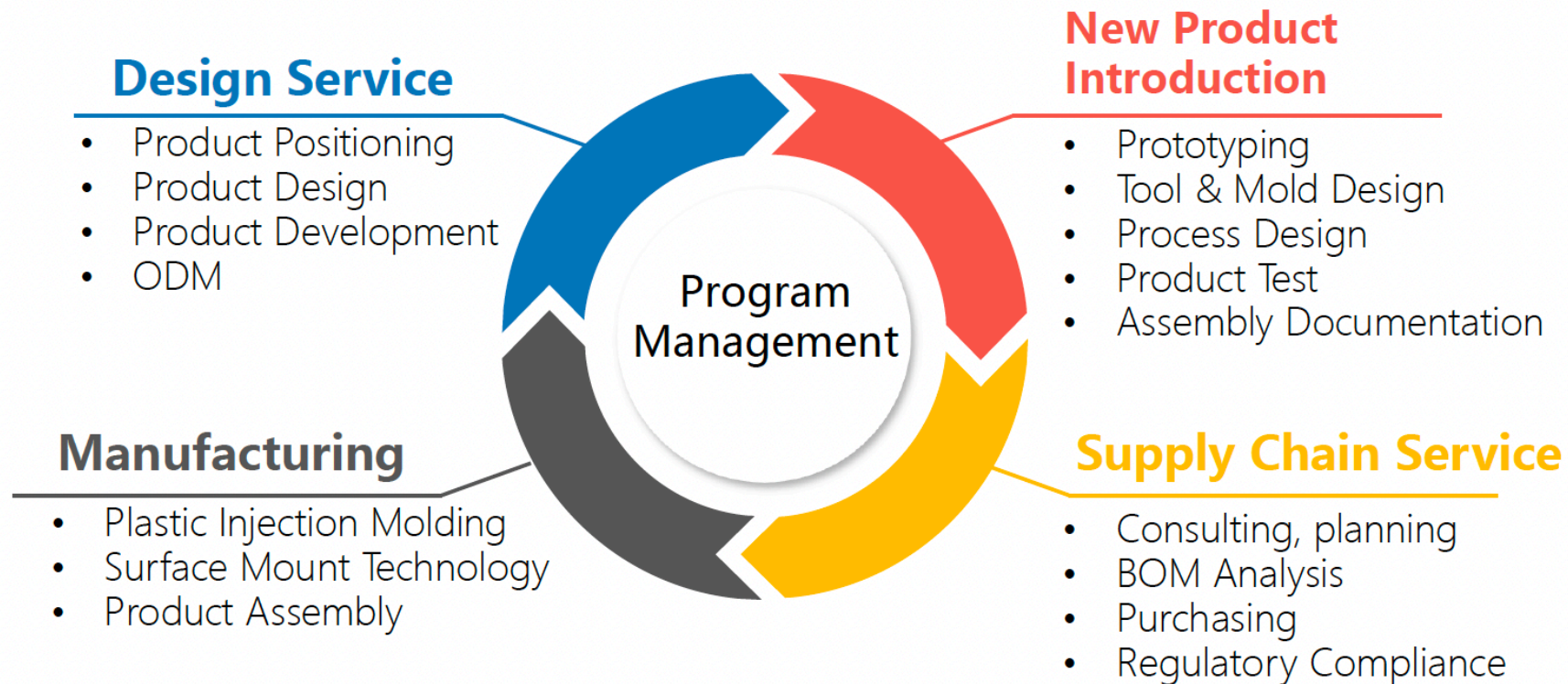
New focus on sophisticated medical technology
Uscom has over 30 China patents and patent applications and ~200 worldwide

 **Partners**

Uscom, Apple, Huawei, Xiaomi, Amazon, Sony, Toshiba, Microsoft, Intel, Google, etc.

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No ordinary partner
Worlds largest precision electronics manufacturer



“Comprehensive manufacturing partnership”

Regional Strategy



Australia



China



Hungary



Singapore



UK



US

Uscom China

Develop domestic manufacture, expand distribution, prepare BP+ and SpiroSonic marketing and distribution. Develop new products for manufacture

Uscom Europe

Increase R&D and manufacturing capacity and increasing distribution and sales for USCOM 1A, BP+ and SpiroSonic with new operations and partners

Uscom SE Asia

Singapore based regional distribution and regulatory hub for USCOM 1A, SpiroSonic and BP+. New operational focus linking SE Asia, Aus and China

Uscom US

Activate new distribution model to meet post pandemic demand and prepare for SpiroSonic and BP+ FDA. Develop eHealth strategic partnerships.



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Y22



New Growth

Strategy

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More products, more distribution, more revenue

Next steps - to combine our vision, culture, people, global strategy, organisation, products and sales

Deliver growth and sustainable profit

Uscom - invested in the future



News Timeline



Australia



China



Hungary



Singapore



UK



US



Uscom



China

FOXCONN

Foxconn Partnership

World's largest precision electronics manufacturer
 Manufacturing, distribution and capital mandate
 Instant scale, reliable supply chain for Uscom
 Regulatory and distribution connections
 Manufacturing and R&D premises in Beijing
 USCOM 1A and 3 other devices for registration and manufacture

April

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US



US Regulatory

FDA Application for SpiroSonic devices
US Food and Drug Administration (FDA).
Multiple devices and Apps including the SpiroSonic AIR
>2,000 pages of product information
Clearance essential for sale into US

Process of review and response should be complete in 60- 90 days



eHealth Products

Multiple products – hedges against competition
Partnership with NY Based Koneksahealth digital
biomarker health monitoring for pharma
Specialised connectivity and software



US



Hungary

European Operations Expanding

New Sales and Marketing appointment
Budapest operations restructured
New French and Spanish distribution



Sovereign Medical

Sovereign’s Medical’s mission to provide “best in class,
one of a kind technology.”
East Coast US NY to Florida
3 year term, 40 devices, 12 sales specialists
critical care, respiratory care, emergency medicine, sleep
medicine, maternal health, and infusion therapy fields, all
aspects of care Uscom devices address
Underwrites profitability of US operations



US



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SE Asia Hub

Singapore regional HQ established
Operational bridge between Australia and China
Serving fastest growing economic region in the world
Emerging financial centre of Asia



Small Parcels Consolidation

Shareholdings of <\$500 AUD value
Total holdings acquired
Taylor Collison brokers
296,199 shares acquired
129 shareholders exited the register
Remaining ~860 shareholders



November

New IP and products

3 new global patent applications lodged
Ventitest (comprehensive,) Thermometric BP monitoring,
Spirosonometry
Foundation for new products for development in Beijing
and global marketing



Capital Raising – In House

\$4.36m raised to support capital growth and operational
expansion
Subscription by Board, management and key shareholders
~5years of cash on hand to fund growth initiatives (Q3 4C)



Uscom Value

Advanced Global Medtech Company

Great company, with great vision, technology, culture and global opportunity

2021 Total Revenue \$5.6m AUD

Capitalised value \$18.5m AUD

Cash on hand (Q3) \$5.15m AUD

9 year total receipts up 535% with a CAGR of 23.5%

Acquisition of two international technology companies

Intermittent cash flow positive and profitable despite pandemic and war

Impending value drivers – Foxconn partnership, 3 new products, US distribution, China and US regulatory approvals, European distribution, SE Asia distribution, China “MIC 25”.

Global Medtech Revenues in 2019 ~\$500B USD

Global Medtech Growth in 2019 5.5%

Global Medtech R&D in 2019 ~\$31B USD

https://www.statista.com/topics/1702/medical-technology-industry/#dossierContents__outerWrapper



Uscom



News Summary



Product Diversity, Expanded Markets, Operational Agility, Positioned for Success



Foxconn Manufacturing	Partner for China with manufacturing, distribution and capital connections	Reliable manufacture and supply chain with global marketing connections. New manufacturing and R&D facilities	Comply with "MIC 25", accelerating China sales
Expanded Euro Distribution	Increased network of distribution and management	Increased sales and marketing focus with new distributors and management	More European sales and strategic diversification
Singapore regional HQ	Expanded SE Asian HUB to solve geopolitics and logistics	Platform in the world's fastest growing market	More SE Asian sales and strategic diversification
Expanded US distribution	New sales team covering East US from NY to Florida	Underwrites US profitability	More US sales and strategic diversification
FDA SpiroSonic	More US products	Bigger and better distributors	More products and sales
New IP	SpiroSonometry, Hypertension and Ventitest	New and improved products with global IP protection	Enhanced product pipeline, IP protection, scientific leadership
\$4.36m raise	Capital injection from Board and management and key shareholders	Vote of confidence from insiders	5 years operating cash
Increasing strategic options	China and Singapore operations	Capital and market access	Strategic corporate and capital opportunities
	Description	Significance	Impact

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Uscom

| **Thank You**

ASX: UCM

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Prof. Rob Phillips
Chairman and CEO, Uscom Limited

May 2, 2022





in the last 15 years Australia's threatened species list has increased by 36%.

87% of our mammal species, 93% of reptiles, 94% of frogs and 45% of our bird species are found only in Australia.

AWC is committed to reversing Australia's record as the world's mammalian extinction capital.

AWC and Uscom - conserving the sugar glider

www.awc.com.au