

Uscocom



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Update

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Welcome

Uscom is an ASX listed bio-device company with multiple validated and revenue generating, sector leading cardiovascular and pulmonary technologies.

FY 2017: 40% CAGR revenue growth for the 5th consecutive year, with improving operating fundamentals.

FY 2018: Continuing growth as we bring 7 new products to China, Europe and USA markets, with an enhanced strategic focus on distribution in China.

Uscom has established a culture of serial growth and delivering on our strategies for the benefit of shareholders.



**SYDNEY
BASED.
GLOBAL
DRIVE.**



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About Uscom



Who We Are

Uscom are the experts in circulation delivering innovative, practice changing non-invasive cardiovascular and pulmonary monitoring devices to market.



Our Vision

To improve clinical care in cardiovascular and pulmonary medicine by developing new non-invasive technologies to address the challenges of global disease.



Our Drive

Uscom is driven by a commercial ambition to become a leader in the global healthcare business, and is poised for continued growth in 2018.





The **USCOM 1A** is a non-invasive advanced hemodynamic monitor that measures cardiovascular function using Doppler ultrasound to detect abnormalities and guide treatment. The USCOM 1A has major applications in Paediatrics, Emergency, Intensive Care, Anaesthesia and Pre-eclampsia.



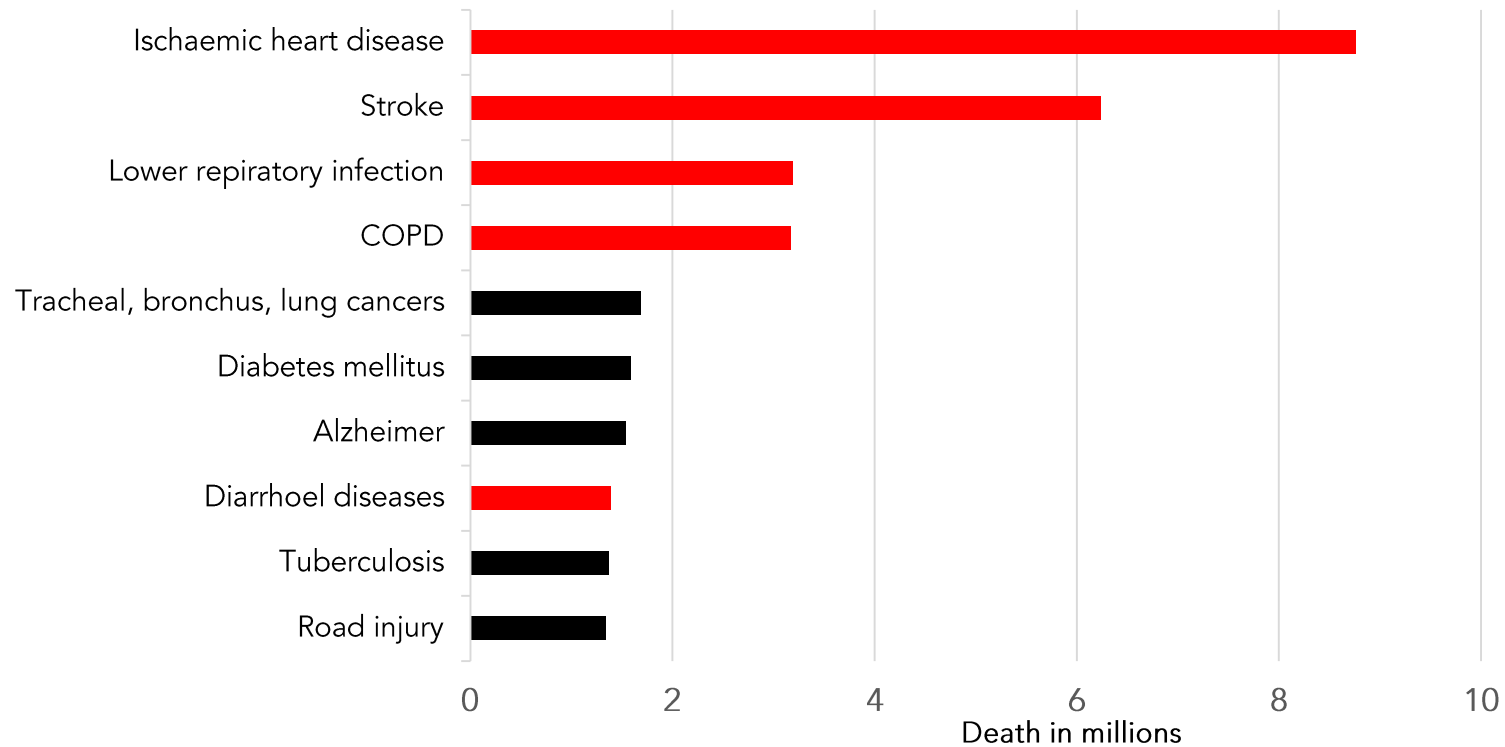
The **BP+** measures blood pressure and pressure waveforms at the heart, as well as in the arm, information only previously available using invasive cardiac catheterisation. The BP+ Reporter is a patient archiving, analysis and reporting software for use with the BP+. This system will revolutionise hypertensive management.



SpiroSonic digital ultrasonic spirometers are high fidelity, digital, pulmonary function testing devices based on multi-path ultrasound technology. SpiroSonic devices can be coupled with mobile applications and proprietary software with wireless interfacing to provide remote tele-monitoring of asthma, COPD and OLD.



Clinical Applications



Uscom devices address conditions responsible for **75%** of all deaths worldwide.

- Heart failure
- Sepsis
- Hypertension
- Asthma
- COPD

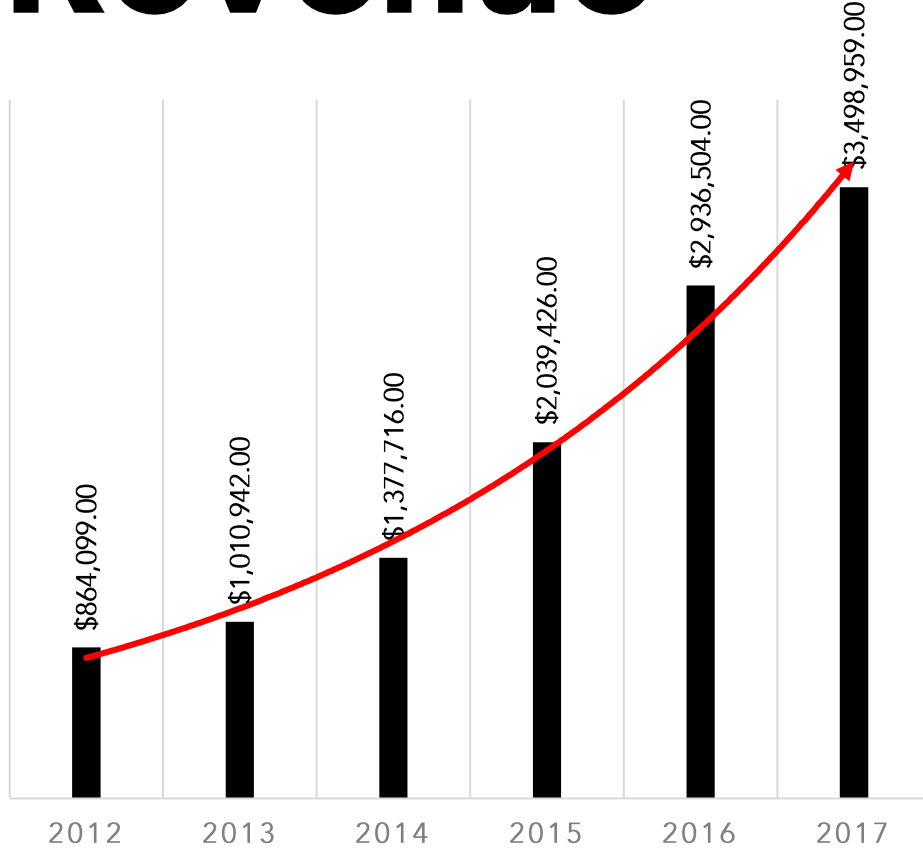
Chart shows WHO top ten causes of death globally for 2015. (Death in millions)



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Revenue



307% Growth over the last 5 years	40% CAGR for 5 years	\$3.5M Cash - intermittently cash flow positive
2 International device companies acquired	7 New Uscom Products for 2018	CHINA Distribution and sales growth



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UCM Now

Reuters/Bloomberg	UCM.AX/UCM.AU
Market Cap	\$36M
Current price	\$0.26
2017 VWAP	\$0.25
Shares on issue	137M
Free float	100%
Top 20 shareholders	65%
Major Shareholders	%
Prof Rob Phillips	17.13
Mr Steven Meng	16.88
Mr Gary Davey	4.57



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Governance



Associate Prof Rob Phillips

EXECUTIVE

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Ms Sheena Jack

NON-EXECUTIVE

CEO of HCF



Mr Brett Crowley

SECRETARY



Mr Christian Bernecker

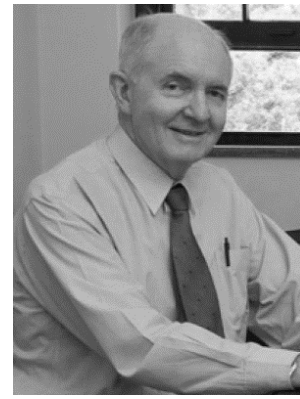
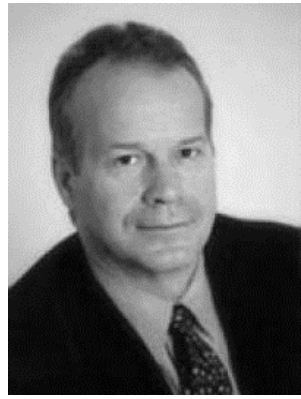
NON-EXECUTIVE



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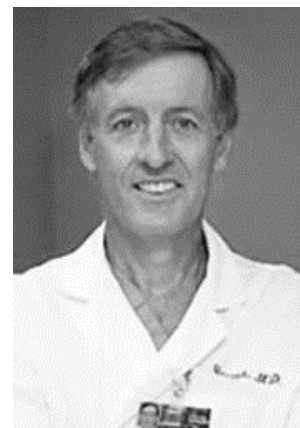
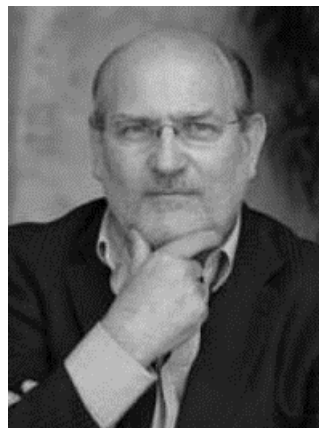
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Medical Advisory



Top, left to right:

Associate Professor Rob Phillips – Chairman, Dr Stephane Carlier, Professor Colin Sullivan, Professor Malcolm West



Bottom, left to right:

Professor Chu-Pak Lau, Professor Didier Payen, Professor Peter Lichtenthal, Dr Nigel Sharrock

Overview

NOTES FROM 2017

2017 was a year for continuing growth and investment in new products and an expanded product line supported by global distribution. We maintained our 40% CAGR for the last 5 years from the sale of USCOM 1A. Despite a continuing spend on acquisition purchases, the development of 7 BP+ and SpiroSonic products as they were prepared for market and regulatory in China, Europe and USA, operational fundamentals continued to improve and our total cash consumption was less than \$1M. We also received 4 Euro Research Grants for development of a lung cancer diagnostic device, telemetric management of lung transplantation and asthma, and home care monitoring of asthma therapy drugs dosage.

2018 PROSPECTS

2018 is looking to be a transformational one for Uscom. Q2 was cash flow positive, with record USCOM 1A orders, and ended with \$3.5m cash on hand, and a re-invigorated share register following a successful capital raising. The BP+ was released late in Q2 and immediately received CE mark allowing for sale into the European markets. We are currently committed to growing the China market and preparing distributors for release of the BP+ and SpiroSonic devices as they pass through the CFDA approval process. In the USA and Europe we are appointing new sales channels directed at converting already Uscom aware sites into new sales. While our growth focus is predominantly China, Europe and the USA are also being expanded as our seven new products are delivered to global markets, resulting in short, mid and long term revenue targets of \$10M, \$20M and \$50M.



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Acquisitions

2006

The USCOM 1A was the foundation device, and continues as the cornerstone product of the company. Over 1100 1A units have been sold into leading hospitals and clinics worldwide.



2013-15

Uscom invested in innovative technologies with two corporate acquisitions: central blood pressure, and pulmonary function monitoring.

2013

The acquisitions have been integrated, the products redesigned, optimised, and rebranded, and the new devices prepared for regulatory.



2018

7 new products for release to global markets and distribution, generating new revenue.

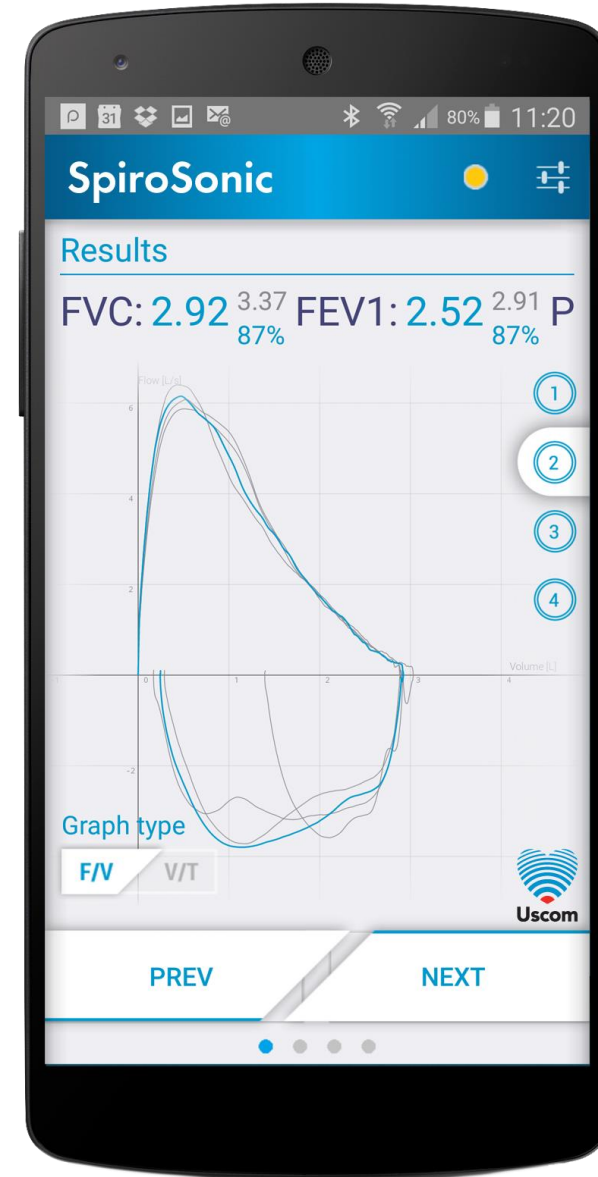
Today

Cash flow positive Q2, \$3.5M cash on hand, record orders and re-invigorated register with short, mid and long term revenue targets of \$10M, \$20M and \$50M.

Product Development

SPIROAPP, SPIROREPORTER (ASTHMA AND COPD)

SpiroAPP and SpiroReporter are the software tools that create a digital eHealth solution to accompany the SpiroSonic devices. The SpiroAPP is an android platform for recording and transmitting SpiroSonic lung function tests to a cloud or server based software, the SpiroReporter. Thus combination allows for the SpiroSonic devices to be integrated into digital eHealth solutions and simplifies the implementation of telemetric health care. SpiroSonic is currently being used in 3 eHealth projects in Europe for home monitoring of lung transplantation and asthma, and telemetric guidance of asthma treatment. The SpiroSonic digital devices improve the utility of our spirometers and set our products apart from all other devices.



Product Development

BP+ REPORTER (HYPERTENSION)

BP+ Reporter is the software that links to the BP+ suprasystolic oscillometer, and functions to archive patient examination data including waveforms and images, and allows for off line measurement, analysis, diagnosis and reporting. The BP+ Reporter provides average waveforms from 10 seconds of suprasystolic pressure waveforms, and generates a rhythm strip to visually demonstrate beat to beat stroke variability and identify AF. Sub-systolic measurements are also archived allowing comparison with historical examinations from routine BP examinations. BP+ Reporter provides the digital power behind the unique BP+ measurements and is the platform for digital eHealth.

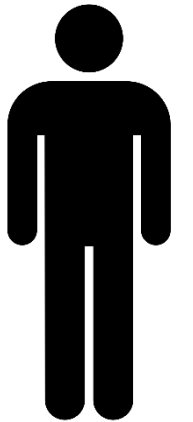
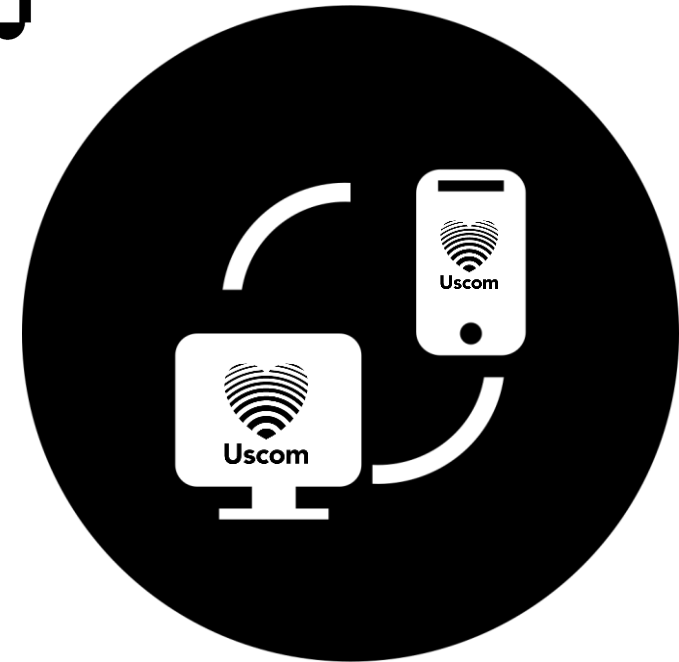
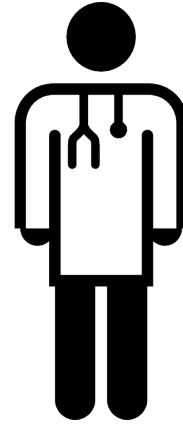


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Telemetry

USCOM LEADERS IN eHEALTH

Delivering health care diagnosis and management via the internet into the home will revolutionise medical care and creating new revenue streams for providers. Uscom devices are high accuracy, non-invasive digital devices with accompanying personal phone APPs and remote cloud or server based proprietary software, improving speed of diagnosis, efficiency of management and costs of service delivery. While there are many software platforms for eHealth, Uscom provides validated, high resolution, cardiac, vascular and pulmonary monitoring devices. The USCOM 1A, BP+ and SpiroSonic devices are all being used in digital eHealth trials around the world including China, Europe and the USA, and our devices have been sold to some of the largest software companies in the world for eHealth research. Uscom devices are providing eHealth solutions worldwide by connecting people to expert care and advice.



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China Growth

**China is the global growth powerhouse,
and Uscom is invested in China health.**

- Fastest growing global market
- China partner with strategic and distributor experience
- BP+ and SpiroSonic prepared for CFDA (2018)
- Step 1 - target Beijing and Northern China
- Currently 8 Distributors and 1 product = \$1.5M revenue
- Target 500 Distributors with 3 products = ?
- Revenue targets: short \$5M/mid \$10M/ long \$20M



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International Investment

MR STEVEN MENG

- Beijing based, Biotechnology Executive and International Investor
- Qualifications in economics, engineering and business
- 15 year Executive Director and Vice President of Sihuan Pharma
- HK listed Sihuan Pharmaceutical Holdings (460:HKG) - \$26B HK
- 15 years head of Sales Marketing and Distribution
- Distribution network >3,000 distributors and >10,000 Hospitals in China
- Familiarity with regulatory, IP, legal, government and language
- Drive China regulatory and distribution
- Seven new products for release into China over 2018 into expanded distribution network

Smart Top Overseas Limited		
21.12.17	9.52%	13.5c
16.01.18	13.12%	18c
01.02.18	16.88%	22c
Current holding	23,158,475 UCM FPO	



Considerations

RISKS

In a complex world unpredictable events can intervene in plans and strategies, and this also applies to Uscom, with a list of potential risks for the business going forward. While potential risks exist, management are always watchful and plan to respond rapidly and effectively to diminish their impact on the company.

- Growth and adequate funding – scale up stress
- Component availability/manufacturing impacting product supply
- Global economy – Brexit, USA, N Korea, South China etc.
- Lumpy revenue – small, rapidly growing and unpredictable
- Regulatory – delays and cost
- Under performance of distributors
- Competitive risks and patent breaches
- Key personnel risks
- Unforeseen



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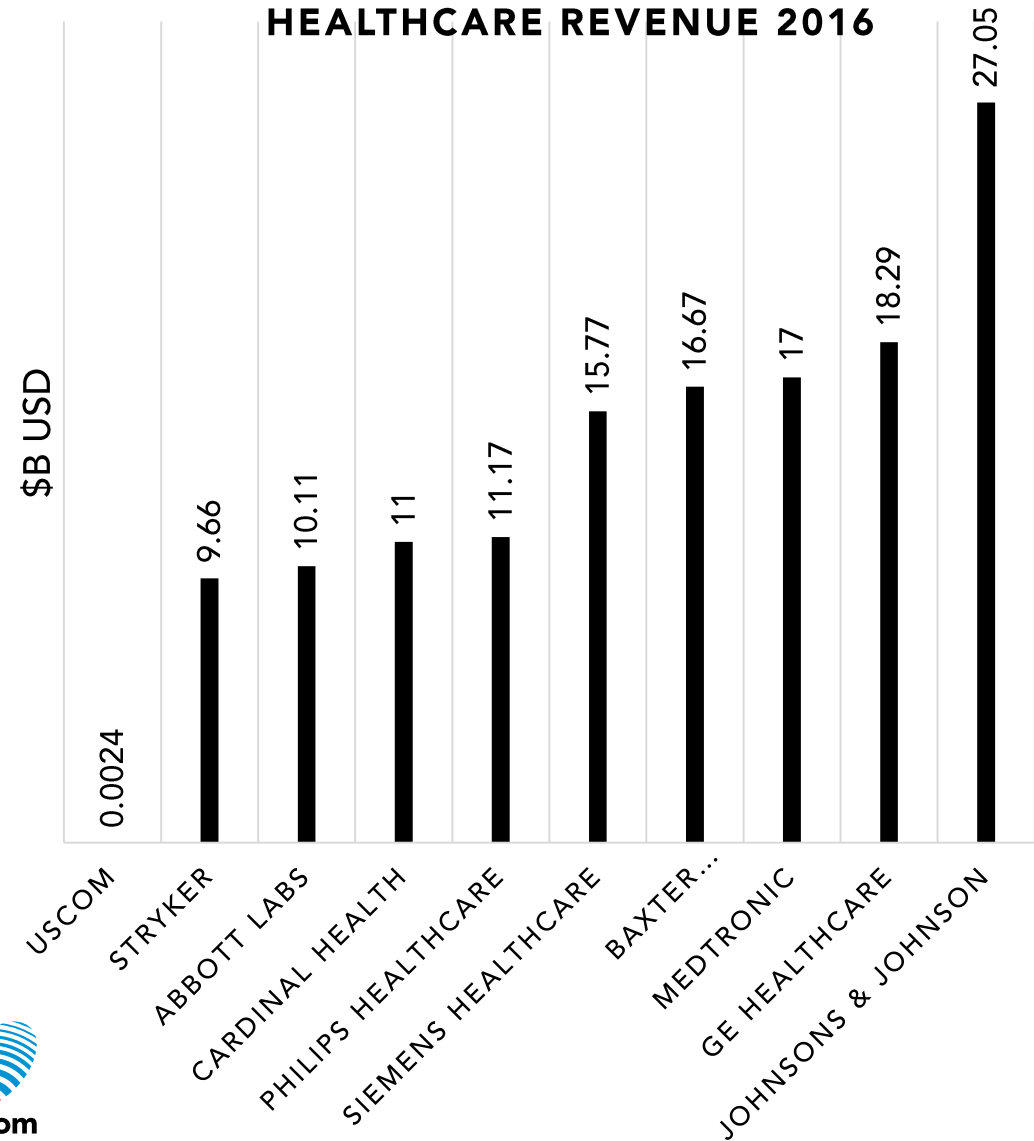
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Ambition

- Multiple premium products with pipeline
- Proven growth trends
- Experienced management
- Multiple markets and jurisdictions
- China connections
- Patent protected IP
- De-risked bio-tech
- Small cap, under-valued
- Immediate revenue increments
- Rapidly growing global sector
- Strategic opportunities



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HEALTHCARE

“The healthcare sector recorded a total gain of 24.4% in 2017, making it the single best performing sector on the ASX. Not even two months into 2018, and it is already a solid 10% ahead of the wider market. Yesterday's half-billion-dollar takeover for Viralytics - at a 175% premium to the stock price - is further evidence of the opportunities on the table here for shrewd players.”

<https://www.livewiremarkets.com/wires/buy-hold-sell-5-stocks-in-the-hottest-sector-right-now>
(Accessed 23rd Feb 2018)



CHINA

“Keep an eye on the outlook for Australian health and consumer goods exporters exposed to China’s expanding middle class.” “..... it’s all dependent on obtaining import permits from Chinese regulators and a sound strategy to access the lucrative market.”

<https://www.bloomberg.com/news/articles/2018-02-04/five-things-to-watch-for-in-australia-s-february-earnings-season> (Accessed 5th February, 2018)



FOUNDER RUN

“Research suggests that founder-run businesses outperformed the broader market. This seems intuitive, with firms like Amazon, Facebook, and Google being among the strongest performers in the world in recent years. Closer to home, Seek, Harvey Norman, Flight Centre, and Nick Scali have all been successful founder-run businesses. We think there are some important lessons here.”

Livewire Markets’ Weekend Edition, 18 November 2017



SMALL CAPS

“The case for small caps to structurally outperform is stronger than ever. Reasons for this include: The high level of inside ownership & alignment with investors; The leverage smalls have to M&A; Smalls are typically less researched than large caps which give investors an ‘information bias’ if they do the work; Leveraging technology”

David Allingham, Eley Griffiths, Livewire Markets’ Weekend Edition, 18 November 2017



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