

## **Record USCOM 1A, BP+ and SpiroSonic Manufacturing to End FY 2019**

**SYDNEY, Australia, Tuesday 9<sup>th</sup> July 2019:** Uscom Limited (ASX code: UCM) (the **Company** or **Uscom**) today notified the market that it has completed the financial year with record monthly manufacturing and sales of USCOM 1A devices and record annual manufacturing and sales of BP+ and SpiroSonic devices.

Uscom manufactured and sold to customers a record 26 USCOM 1A devices for the month of June, while for the 2019 full year the figure was 108 units, up 17% year on year (yoy). Uscom also manufactured and shipped to customers 119 Uscom BP+ devices for the year, up 143% yoy, and also manufactured and shipped 750 digital spirometers, up 74% yoy from 430 in FY 2018.

These numbers represent a significant growth in orders for Uscom products in advance of our China NMPA applications which are rapidly approaching approval phase. The Uscom BP+ sales were predominantly research driven with two significant multi-centre blood pressure studies in the US, partnering with one of the world's leading technology companies, and in New Zealand in a national public health project. The SpiroSonic sales were boosted by growing US eHealth applications. While USCOM 1A numbers represent an end of year cluster to meet increasing demand from the China market.

Uscom CEO Associate Professor Rob Phillips said, *"2019 has been one of consolidation as we build out our manufacturing capabilities in Europe and Australia to ensure supply once we receive China NMPA approvals and orders from China dealers for BP+ and SpiroSonic. In FY 2019 we also expanded and re-structured Uscom Kft, our wholly owned Budapest operation, to meet the anticipated demand from China for our sector leading digital ultrasonic SpiroSonic devices once we receive our China NMPA approval. Despite a three to twelve month disruption of re-approvals and sales into Europe, the US, middle East and SE Asia associated with the relocation, Uscom Kft, increased annual manufacturing by 74% over FY 2019.*

*For China our list of achievements include registering Uscom China, opening a Beijing office, advancing our NMPA applications covering 8 products, submitted a new spirometry device for approval, achieved type II medical device sales certification, establishing a medical device importation system, employed 6 clinical and admin staff, applied for 14 China trademarks and copyrights and have received granting for 3, restructured our sales and dealer models, developed China specific marketing materials for dealers, hosted our first national ICU congress, and investigated a china manufacturing strategy with local partners.*

*2019 has closed with strong manufacturing growth in all divisions, with the major growth anticipated following China NMPA approvals. China remains our strategic growth platform, and all NMPA applications are in, or are progressing to the approval phase, but precise approval dates remain inconclusive. We have invested in manufacturing growth, regulatory approvals and global expansion of distribution, while continuing to grow ahead of trend, and we are looking forward to acceleration of this growth in the year ahead."*

Uscom manufactures and markets the USCOM 1A, the Uscom BP+, and the Uscom SpiroSonic digital ultrasonic spirometry technologies. These premium digital devices are changing the way we diagnose and treat cardiovascular and pulmonary diseases, including hypertension, heart failure, asthma, COPD and sleep disorders. These devices and technologies provide vital guidance for optimising management of sepsis and the administration of fluid, inotropes and vasoactive therapies in critical care monitoring. They can also be applied in clinical and home care diagnosis of asthma and COPD, and monitoring the effects of treatment.



**Uscom**

## ASX MEDIA RELEASE

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### About Uscom

**Uscom Limited (UCM):** An ASX listed innovative medical technology company specializing in development and marketing of premium non-invasive cardiovascular and pulmonary medical devices. Uscom has a mission to demonstrate leadership in science and create noninvasive devices that assist clinicians improve clinical outcomes. Uscom has three practice leading suites of devices in the field of cardiac, vascular and pulmonary monitoring; the USCOM 1A advanced hemodynamic monitor, Uscom BP+ central blood pressure monitor, and the Uscom SpiroSonic digital ultrasonic spirometers. Uscom devices are premium resolution, noninvasive devices which deploy innovative and practice leading technologies approved or submitted for FDA, CE, CFDA and TGA regulatory approval and marketing into global distribution networks.

**The USCOM 1A:** A simple to use, cost-effective and non-invasive advanced hemodynamic monitor that measures cardiovascular function, detects irregularities and is used to guide treatment. The USCOM 1A device has major applications in Pediatrics, Emergency, Intensive Care Medicine and Anesthesia, and is the device of choice for management of adult and pediatric sepsis, hypertension, heart failure and for the guidance of fluid, inotropes and vasoactive cardiovascular therapy.

**The Uscom BP+:** A supra-systolic, oscillometric, central blood pressure monitor which measures blood pressure and blood pressure waveforms at the heart, as well as in the arm, information only previously available using invasive cardiac catheterization. The Uscom BP+ replaces conventional and more widespread sub-systolic blood pressure monitors, and is the emerging standard of care measurement in hypertension, heart failure and vascular health. The Uscom BP+ provides a highly accurate and repeatable measurement of central and brachial blood pressure and pulse pressure waveforms using a familiar upper arm cuff. The BP+ is simple to use and requires no complex training with applications in hypertension and pre-eclampsia, heart failure, intensive care, general practice and home care. The Uscom BP+ is supported by the proprietary **BP+ Reporter**, an innovative stand-alone software solution that provides a digital platform to archive patient examinations and images, trend measure progress over time, analyze pulse pressure waves and generate a summary report.

**Uscom SpiroSonic digital multi-path ultrasonic spirometers:** High fidelity, digital, pulmonary function testing devices based on multi path ultrasound technology. They are simple and accurate to use and provide research quality pulmonary function testing in small hand held devices that can be used in research, clinical and home care environments. The devices can be coupled with mobile phone applications and proprietary SpiroSonic software platforms with wireless interfacing to provide remote tele-monitoring of pulmonary disease. The devices are specialized for assessment of COPD, sleep disordered breathing, asthma, industrial lung disease and monitoring of pulmonary therapeutic compliance. The SpiroSonic devices are supported by the proprietary **SpiroReporter**, an innovative stand-alone software solution that provides a digital platform to archive patient examinations and images, trend measure progress over time, analyze spirometry outputs and generate a summary report.

For more information, please visit: [www.uscom.com.au](http://www.uscom.com.au)

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