



4C Q4 Briefing

FY 2020

July 14th 2020

Prof. Rob Phillips

PhD(Med), MPhil(Med), FASE, DMU(Cardiol)
Chairman, CEO, Chief Scientist, Uscom Limited, Sydney, Australia
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ASX: UCM

“ *Uscom delivers record growth in a rapidly shrinking 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 is expanding into Europe and the US.

Uscom has life saving devices in all the major global markets and a product pipeline to ensure revenue growth foreseeably.

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

Prof. Rob Phillips





THE USCOM MISSION

Ambitious and growth driven



Who We Are

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



Our Vision

To improve clinical care in cardiovascular and pulmonary medicine and address the challenges of global disease.



Our Drive

A commercial ambition to become a leader in global healthcare, and establish a profitable and enduring growth culture.

Uscom – The Measure of Life



RESULTS – RECORD YEAR



1. Record annual cash receipts \$4.6M (up 36%), revenue and sales

2. Record annual net cash flow up \$2.07M and debt free

3. Record H2 – First profitable and cash flow positive half

4. Record H2 – Cash receipts \$3.02M (up 84%), Sales \$2.87 (up 64%)

5. Record H2 receipts, revenue and sales approx. = full FY19 results

6. Record Q4 – Cash receipts (\$1M)

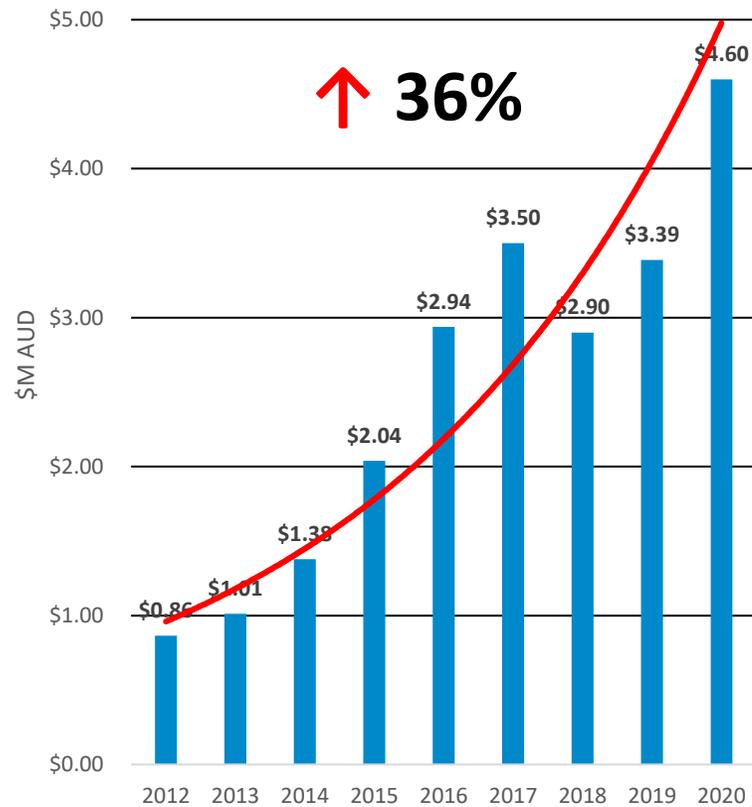
7. Record Q4 – Sales (\$0.87M)

Uscom – The Measure of Life



2020: ANNUAL RESULTS

UCM Cash Receipts



ASX:UCM

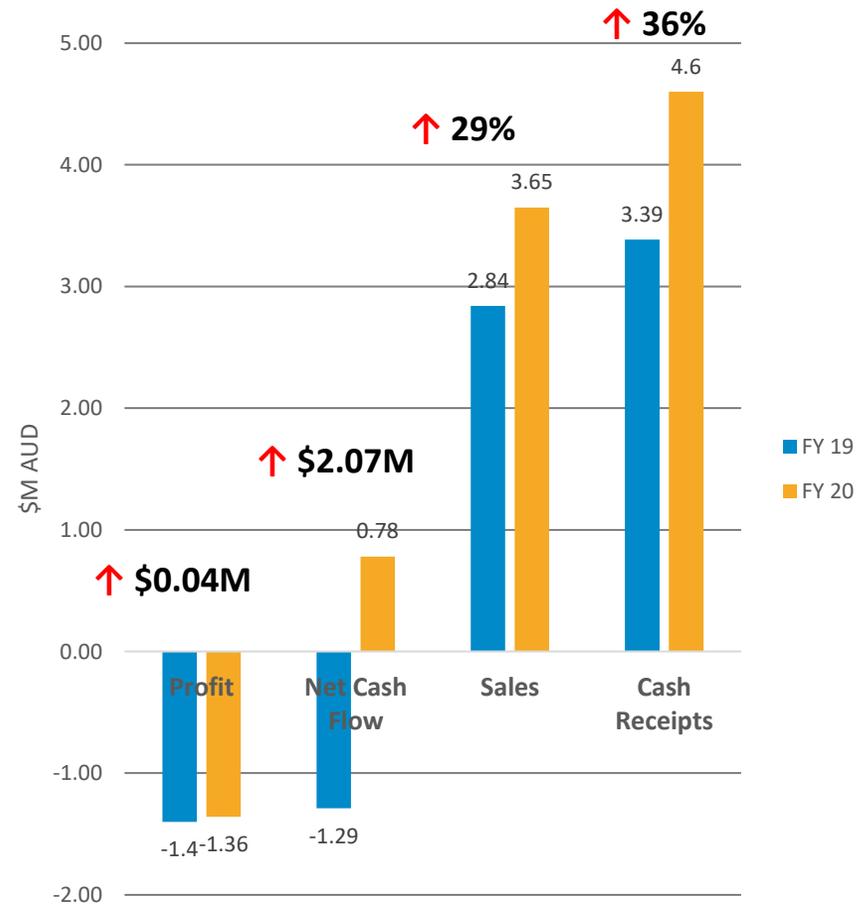
- Record Cash Receipts and Sales
- Growth Trend Continues
- Cash Receipts \$4.6M up 36%
- H2 Profitable
- Cash on Hand
- Debt Free



2020: ANNUAL RESULTS



UCM Annual Results



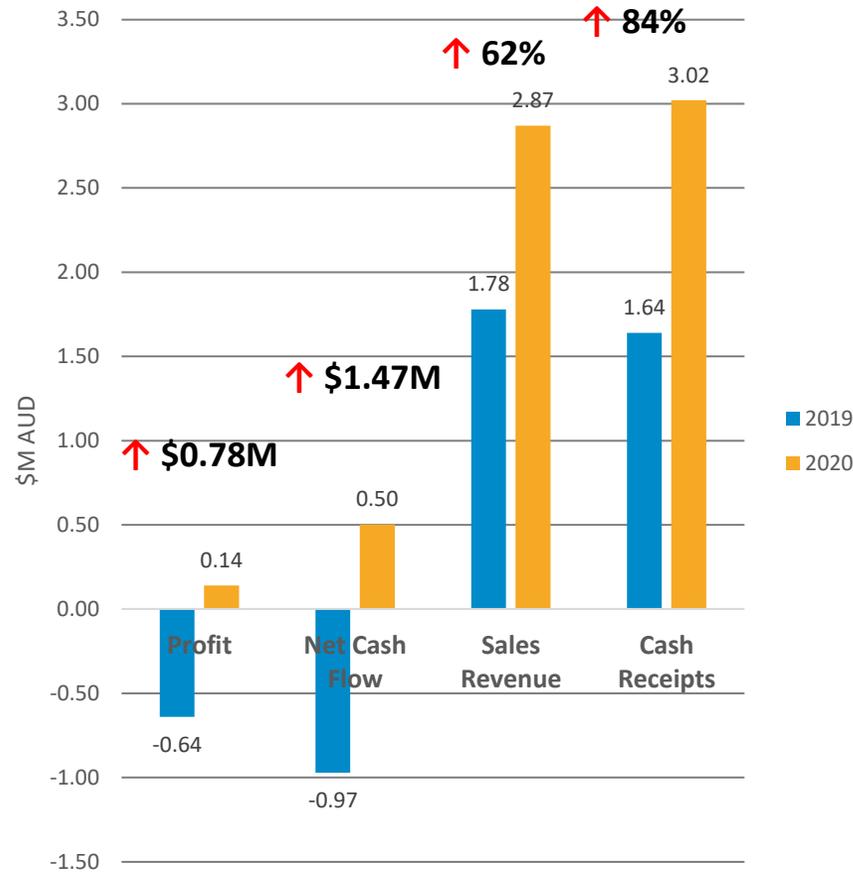
ASX:UCM

- Record results
- Cash receipts \$4.6M up 36%
- Sales \$3.65M up 29%
- Net cash flow up \$2.07M
- Poor H1 due to global restructure, with record H2
- Cash on hand
- Debt free

2020: H2 RESULTS



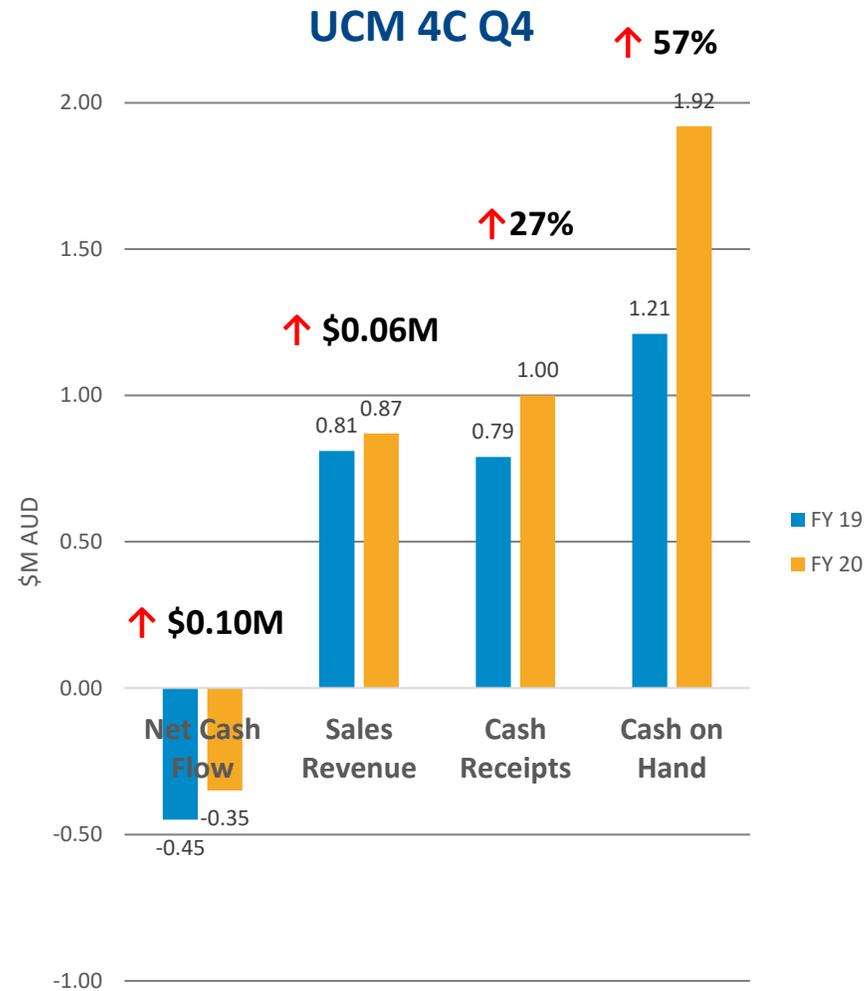
UCM H2



ASX:UCM

- Record H2 Results
- Cash receipts \$3.02M up 84%
- Sales revenue \$2.87M up 62%
- Net cash flow up \$1.47M
- Profit up \$0.78M
- Profitable, cash flow positive and record cash receipts
- Receipts, revenue and cash flow equal to full year 2019

2020: Q4 RESULTS

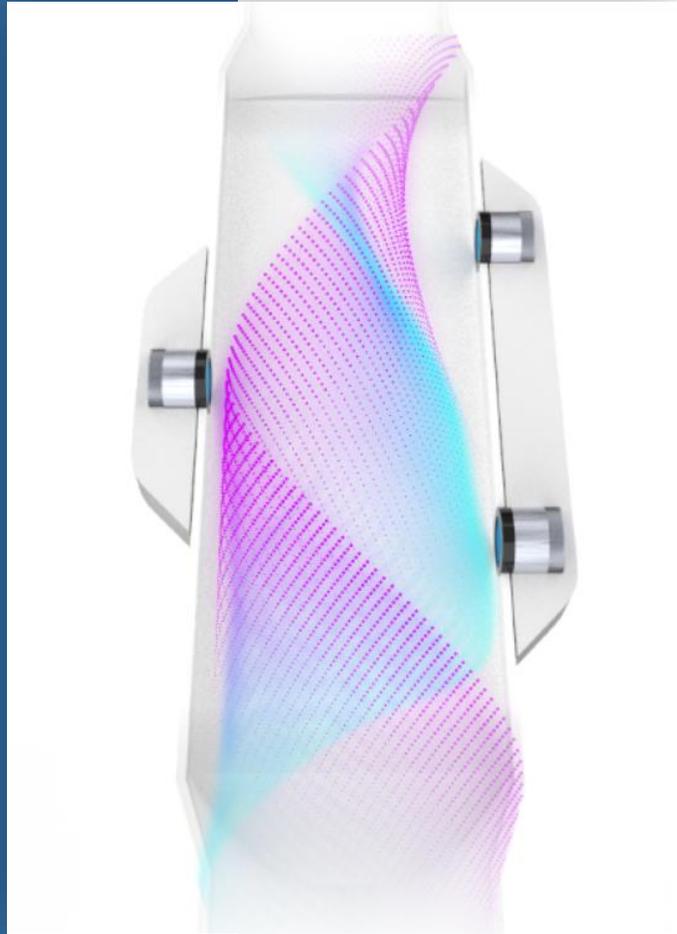


ASX:UCM

- Record Q4 results
- Cash receipts \$1.00M up 27%
- Sales revenue \$0.87M up 7%
- Net Cash flow up \$0.10M
- Cash on hand up 57%
- \$400K FX loss and inventory

INNOVATION

Uscom technology provides the highest quality personal spirometers allowing home lung function testing at research standards.



SpiroSonic
Uscom

Uscom Digital Spirometry Ultrasonic Flow Technology

—
“FOR MEDICAL TECHNOLOGY COMPANIES
INNOVATION DETERMINES FUTURE REVENUE

USCOM CONTINUES TO DEVELOP NEW
DEVICES AND IMPROVES CURRENT
TECHNOLOGIES”



VENTITEST

VENTILATOR CALIBRATION



The measure of life.



NEW PRODUCT - VENTITEST

VENTITEST
VENTILATOR CALIBRATION



VentiTest is a multi-path ultrasonic ventilator test device with PC based display and analytics designed for pressure, flow and volume testing and calibration of ventilator outputs.

Uscom is increasing manufacture and marketing of VENTITEST
Hospital Departments need 1 VentiTest per 10 ventilators, Estimated
10,000 unit sales = \$25M revenue



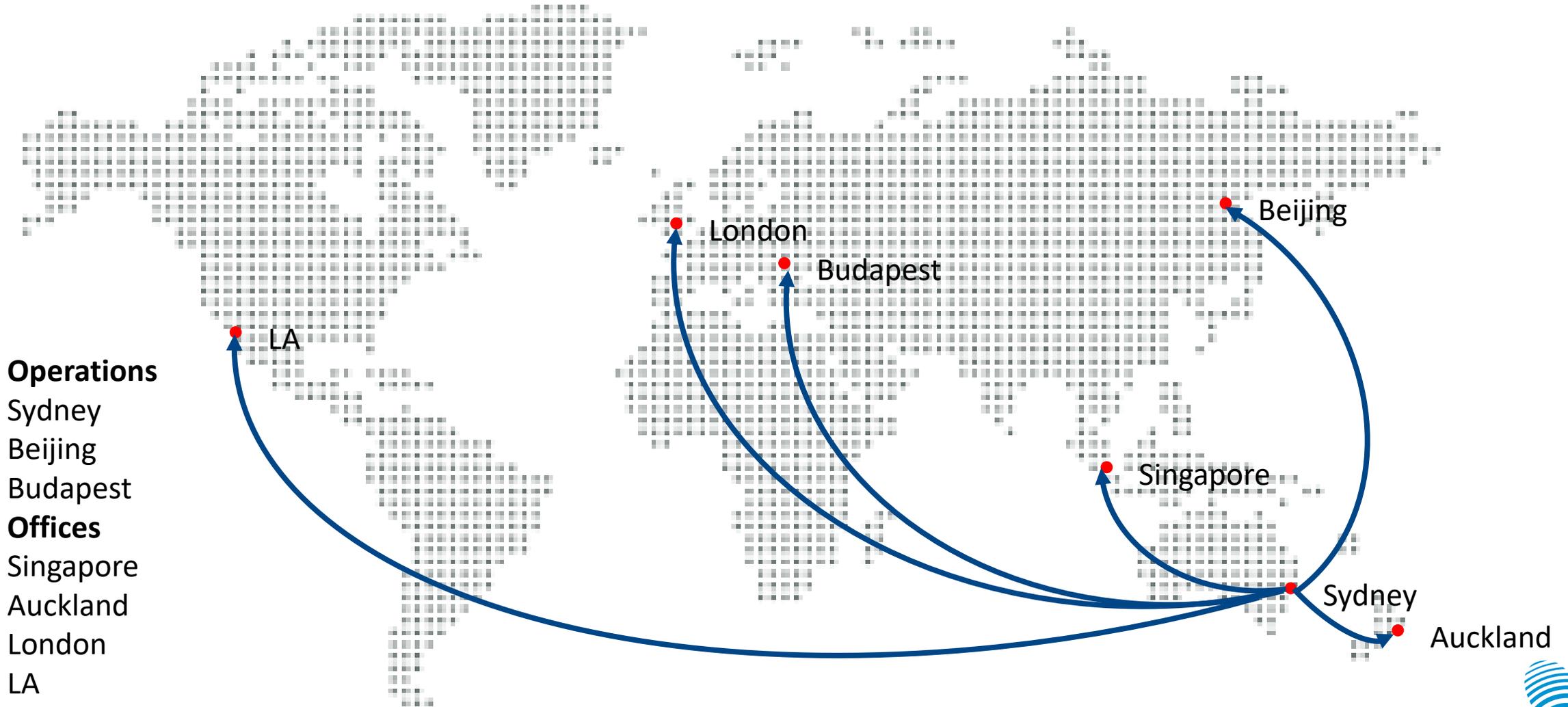
✓ Unique Technology

Based on multi-path digital ultrasound

✓ High Market Interest

Exploding demand for COVID-19 ventilators worldwide
Around 1M ventilators all require regular calibration

GROWING GLOBAL



Multiple products hedged for currencies and markets

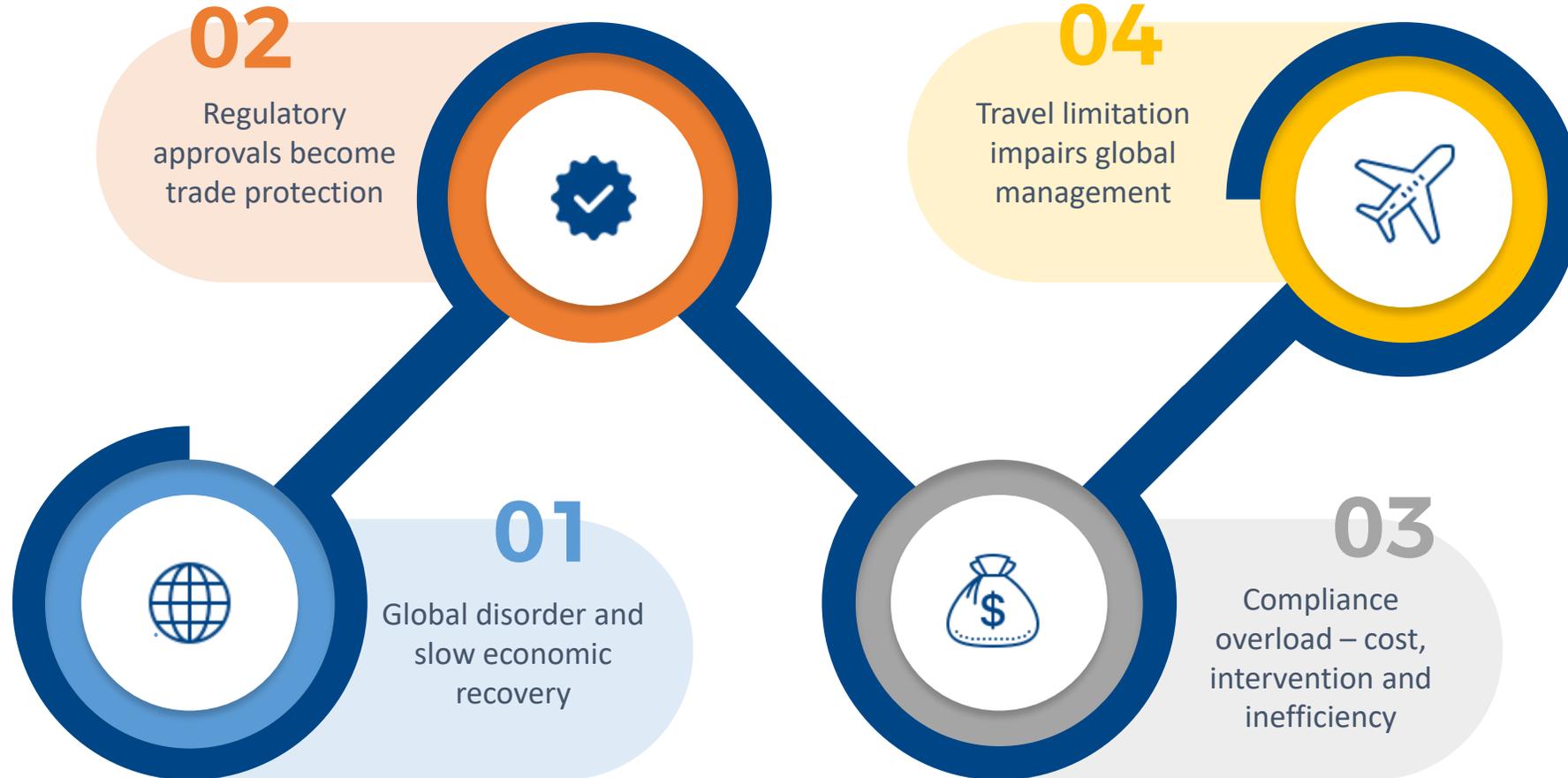




2021 GROWTH DRIVERS



2021 Risks

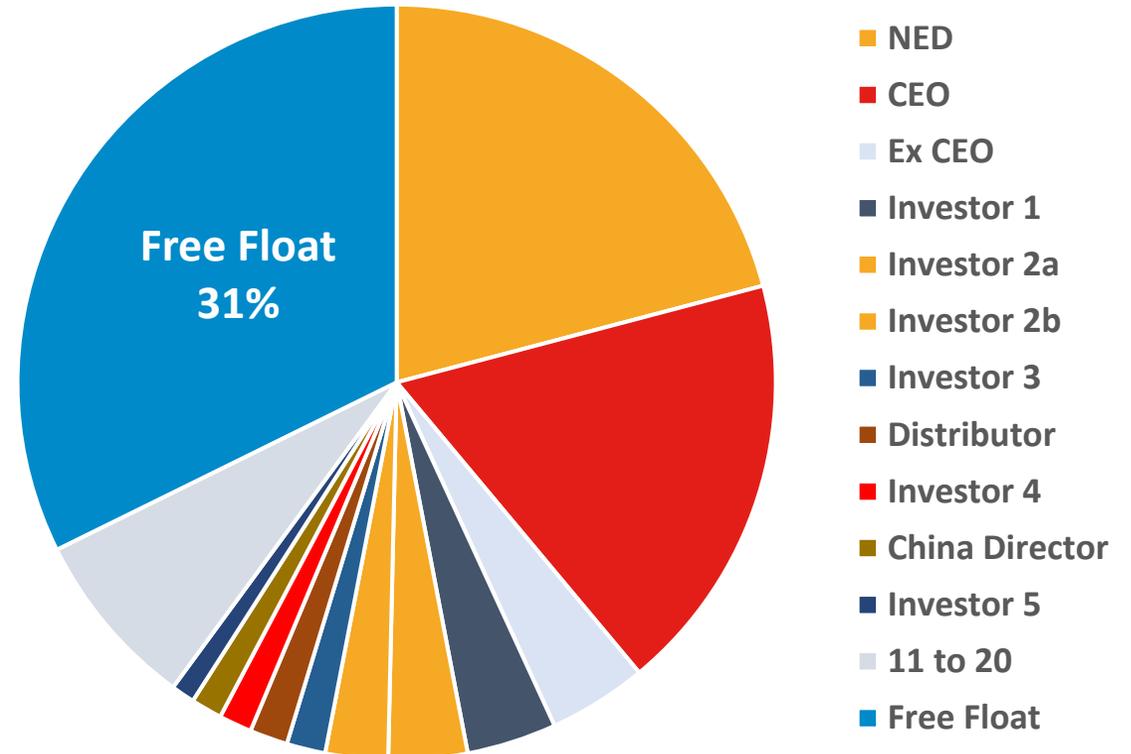


UCM – TIGHTLY HELD

Quality growth stock
Invested management
Strong strategic vision
Record growth in fundamentals

~150M FPO UCM shares on issue
~35±10c (Current price 22c)
~\$35M Cap Value
Top 20 own 68%
CEO and NED own ~20% each
China Director and Distributor owns ~1.5% each

Shareholding



UCM is tightly held by experienced investors



RESULTS

01

Record Cash Receipts

\$4.6M up 36% with cash on hand

02

China Strong and Rebounding

Expanding operations and recovering activity and orders

03

H2 – Profitable

cash flow positive, debt free

04

Europe Expanding

sales activity increasing

05

New Product - VentiTest

for market in second half

06

Invested in the Future

Products and operations





CONCLUSION

“

2020 was a year of record financial results with profit and cash flow positivity and rapid growth in the second half following global restructure and Uscom China establishment.

Investment in China and all major markets is planned to deliver continuing growth with new products to drive future revenues.

Uscom is establishing a company of global clinical, social and commercial importance and significant investor value.

”

Prof. Rob Phillips CEO





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Corporate Social Responsibility



Uscom

Winning the battle against Cape York's feral pigs