



# USCOM

## NWR VIRTUAL INVESTOR CONFERENCE

5<sup>th</sup> November 2020

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### Record growth with Blue Sky ahead

ASX: UCM

Prof. Rob Phillips

WELCOME



*“ 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%



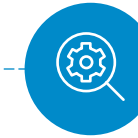
### Profitable and cash flow positive

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



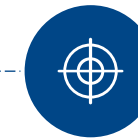
### Global Vision and Ambitions

**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

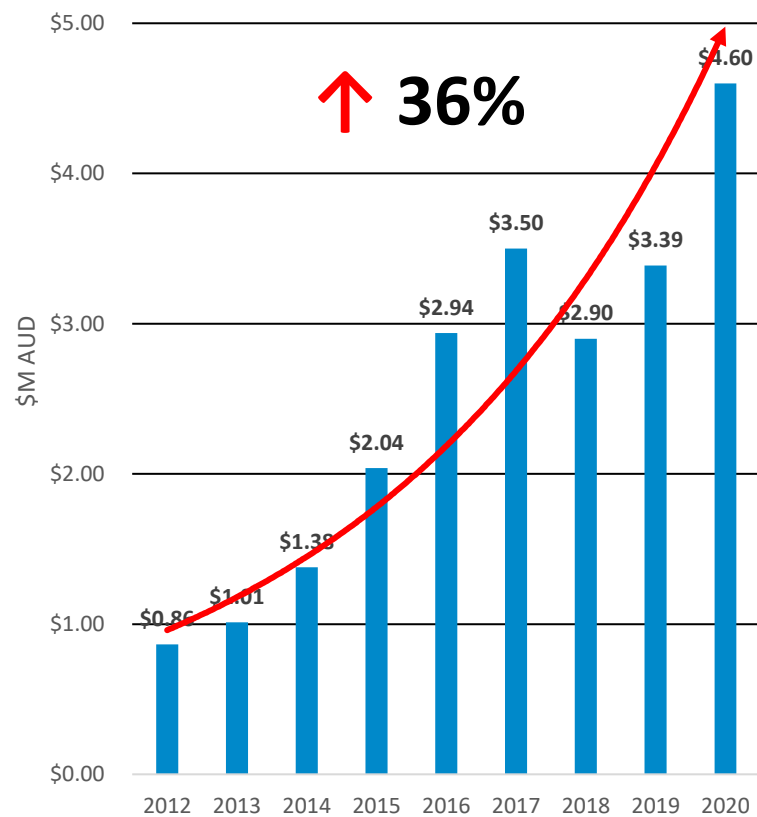


***“Record growth with blue sky ahead”***



# 2020: ANNUAL RESULTS

## UCM Cash Receipts

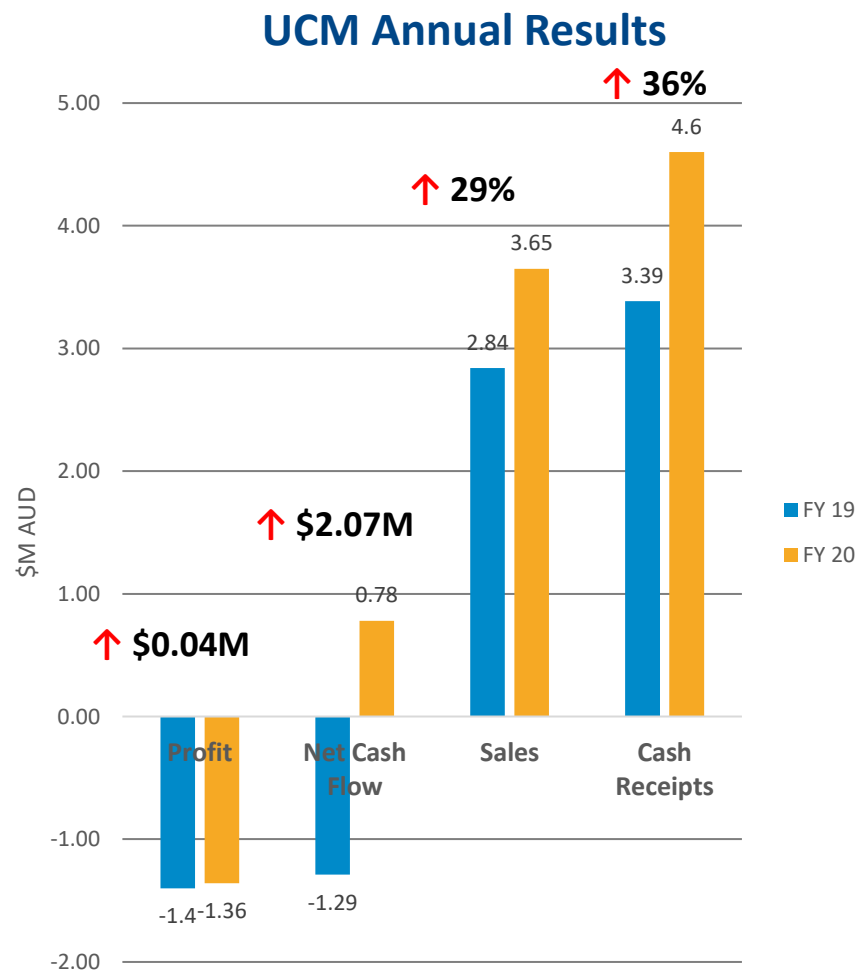


## ASX:UCM

- 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



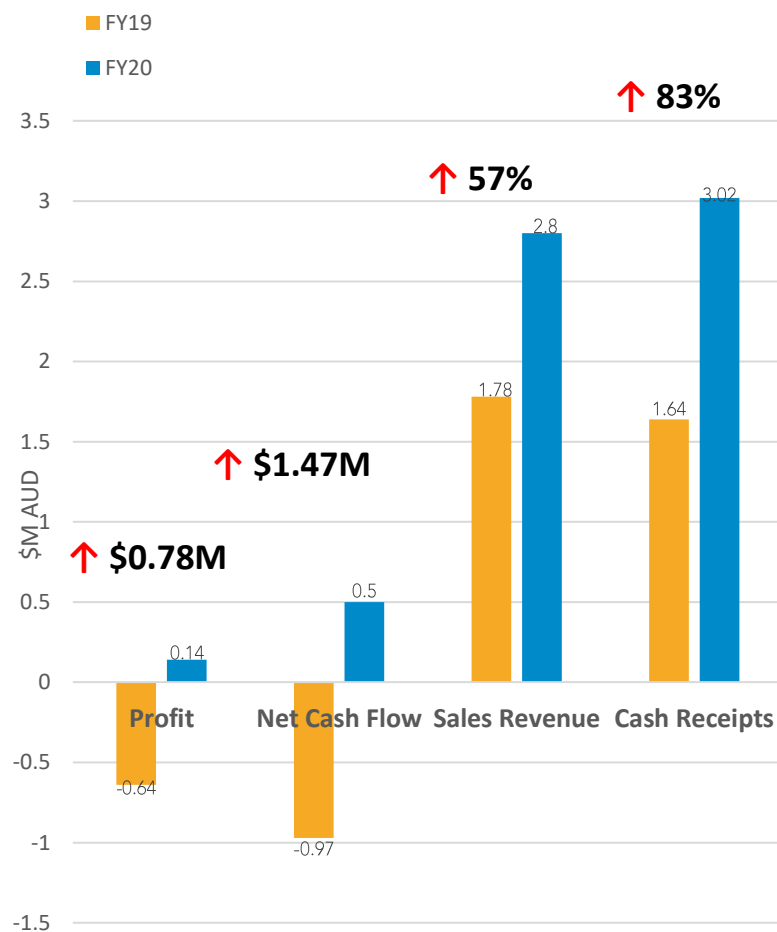
## ASX:UCM

- 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

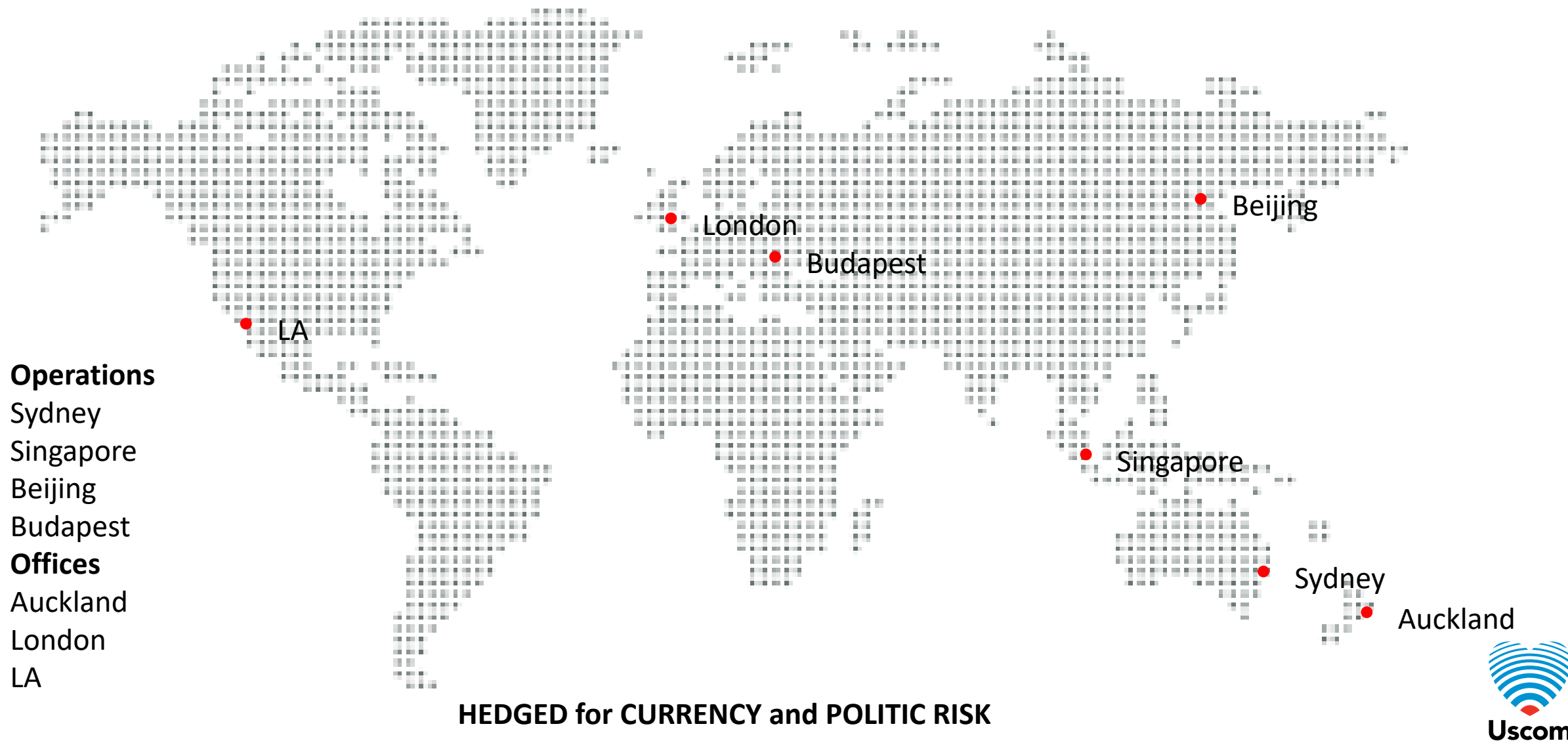
## UCM H2 Results



## 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

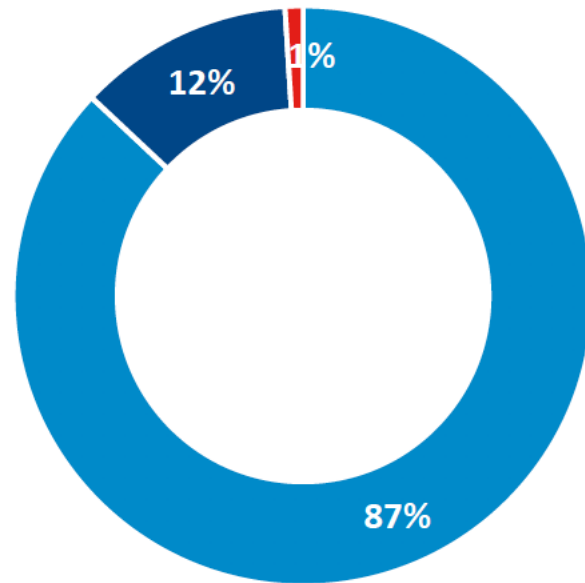
## GLOBAL REACH



## 2020: REGIONAL AND PRODUCT SALES

Sales by Product

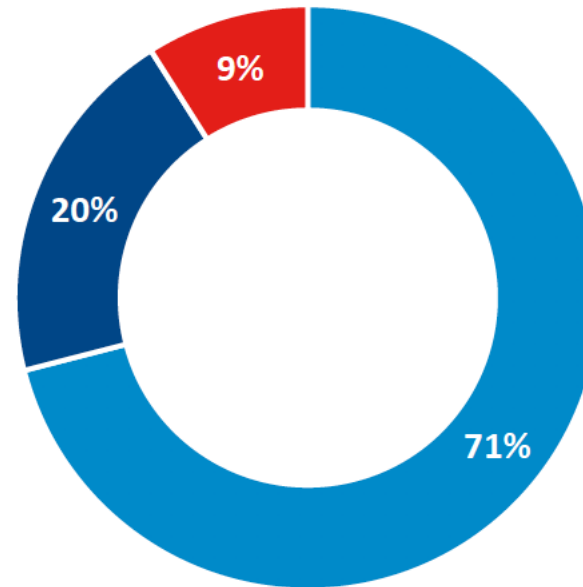
FY2020



■ USCOM 1A ■ SpiroSonic ■ BP+

Sales by Region

FY2020



■ China/Asia ■ Europe ■ US/Other

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

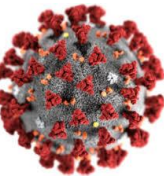
Teresa Guo is GM of Uscom China

Appointed Head of Global Operations

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



# COVID-19 (SEPSIS)



## 1. USCOM 1A recommended by SCCM for Pediatric Sepsis



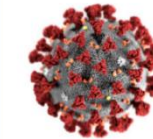
Surviving Sepsis Campaign International Guidelines for the Management of Septic Shock and Sepsis-Associated Organ Dysfunction in Children

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



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*



## 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

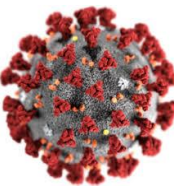
USCOM 1A approved  
BP+ approved with upgrades in progress  
SpiroSonic – Approved but with revisions and updates  
VENTITEST – self notification prior to sales







## 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

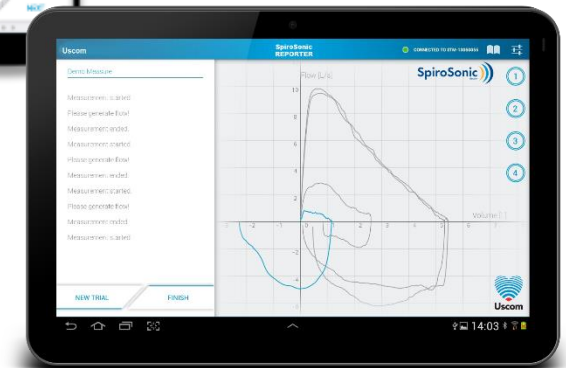
Spirometry demand to double in 12 months \$2.6B to \$6.5B and increase ~160% over the next 6 years (MarketandResearch)

CE expected soon, and progressing through NMPA and FDA

**AIR**  
SpiroSonic  
Wireless hardware



**myAIR**  
App



SpiroReporter software



*For every breath you take*





## BP+ & BP+REPORTER RELEASED



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



BP+  
with

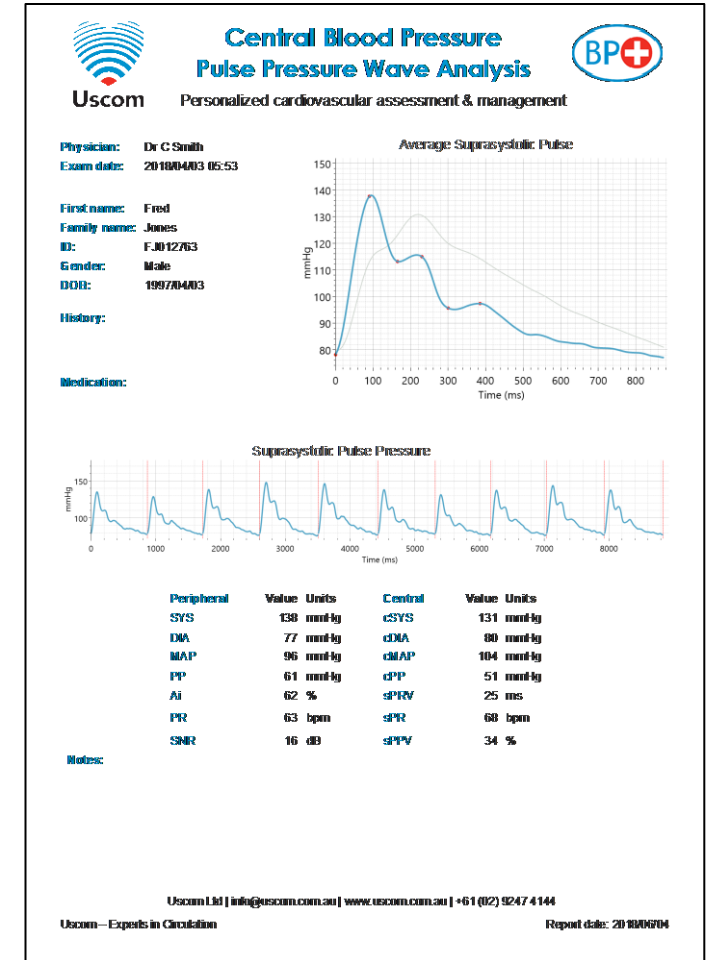


Precision Module



BP+ Reporter

Hardware – Software - Report

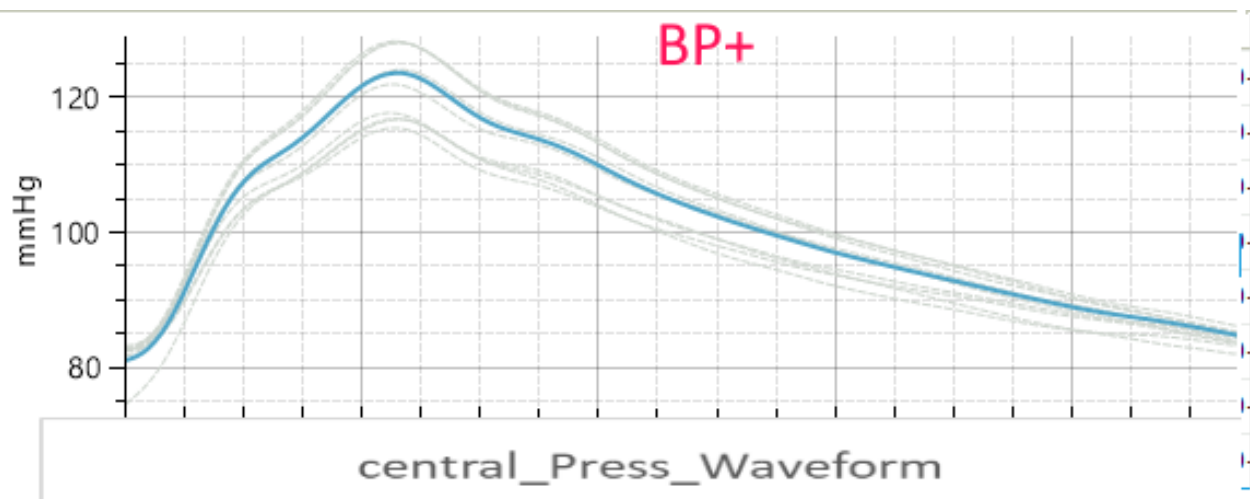


BP+ Report



Revolutionising diagnosis and treatment of hypertension and vascular health

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



Competitor (Prev Gold Standard)



*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

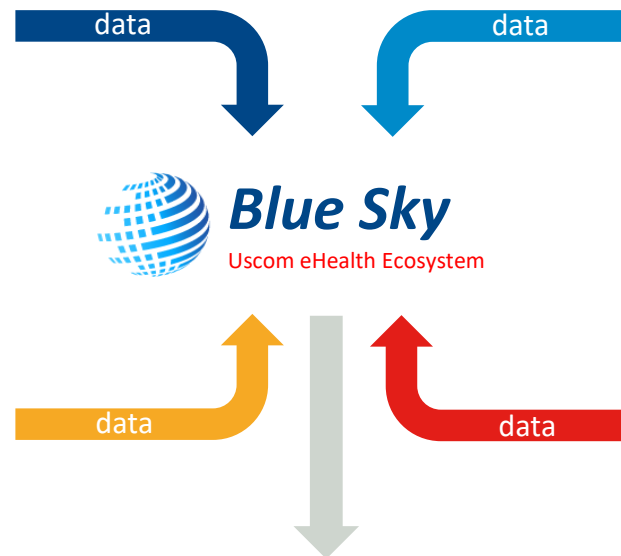
## USCOM PRODUCTS



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

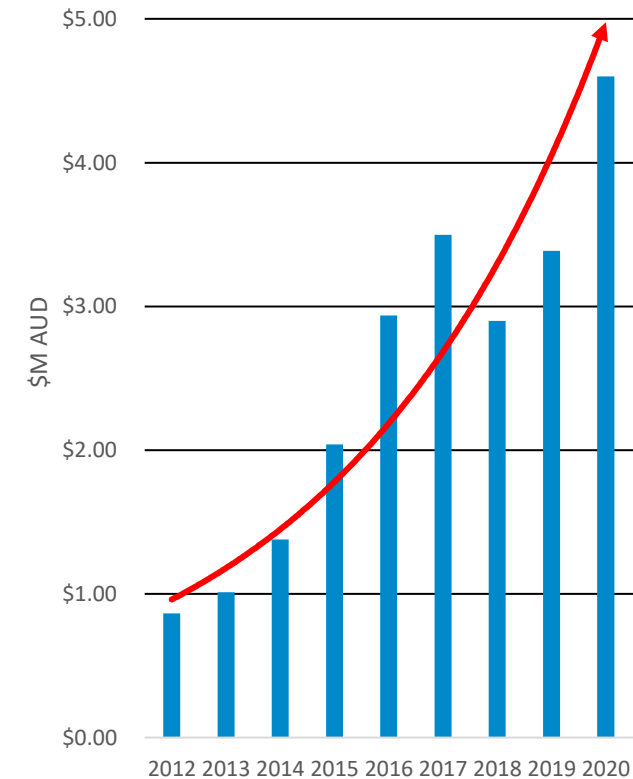
### More distributors

- 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**



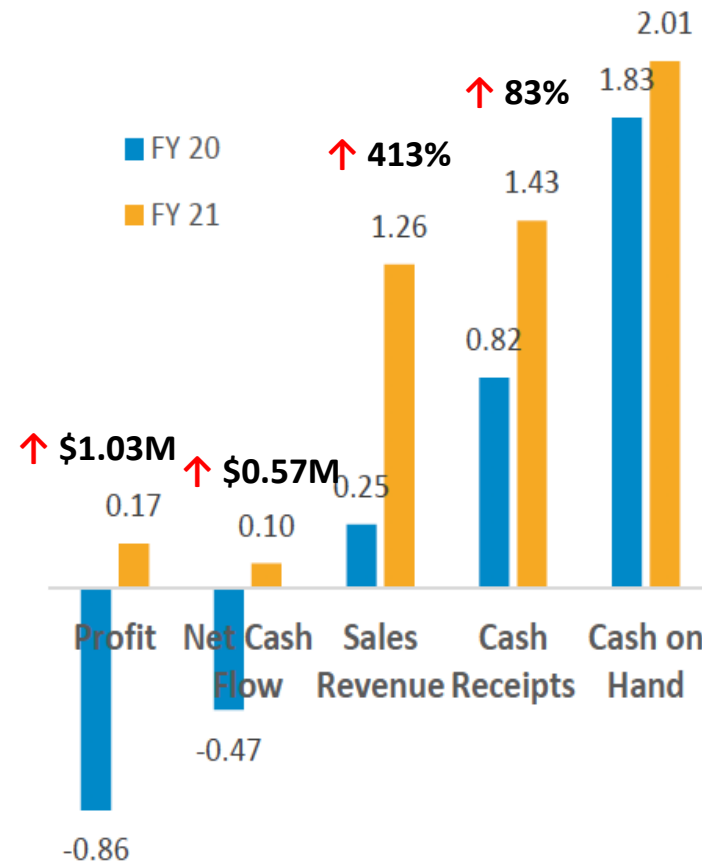
New **Blue Sky eHealth**  
**Ecosystem** to provide **cloud**  
**-based** business and revenues

***“Record growth with blue sky ahead”***



# 2021: Q1 RESULTS

## UCM 4C Q1 2021 \$AUD Millions



NEWS

## 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**





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**WELCOME**

