



# Uscom

## Building the Future Update

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

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ASX: UCM

**Prof. Rob Phillips**

Chairman and CEO, Uscom Limited

May 2, 2022





# Uscom Update

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*“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.”*

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Prof. Rob Phillips  
(CEO of Uscom)





# Medical Technology



*“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



## 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%



## 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%+






# Uscom Snapshot

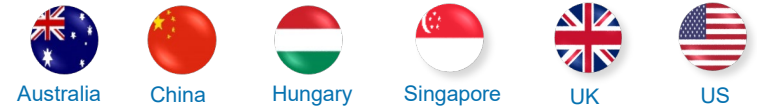


Uscom is an established medical technology enterprise preparing for a growth inflection with a global footprint and an expanding international network of operations acting as hubs for new distributors

 **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

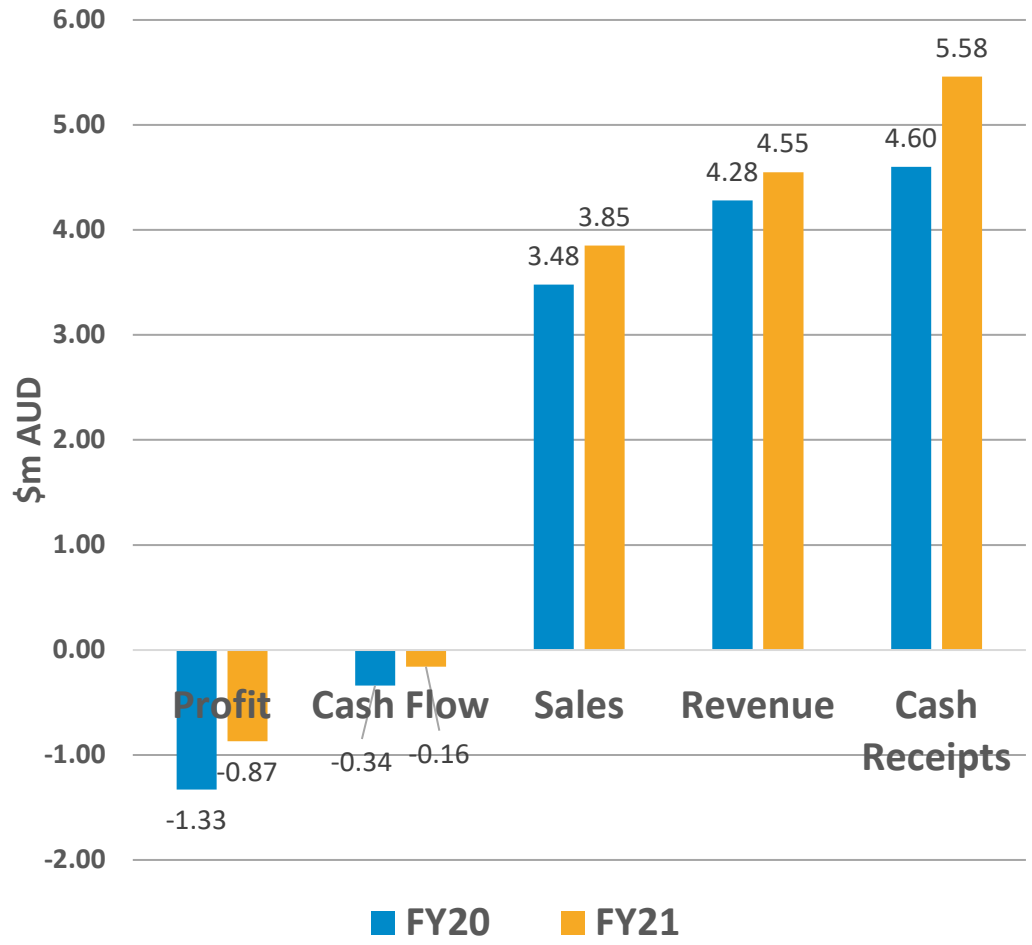


 **200+** IP submissions protecting Uscom devices and technology

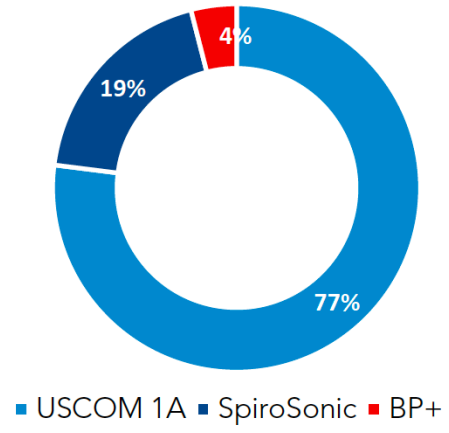




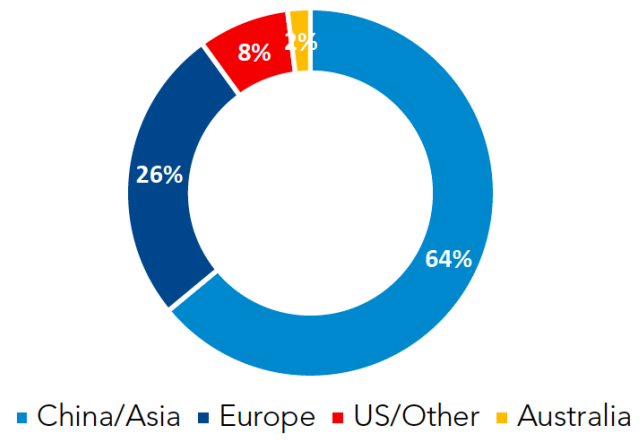
# FY 21 Results



Sales by Product FY2021



Sales by Region FY2021



## 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.

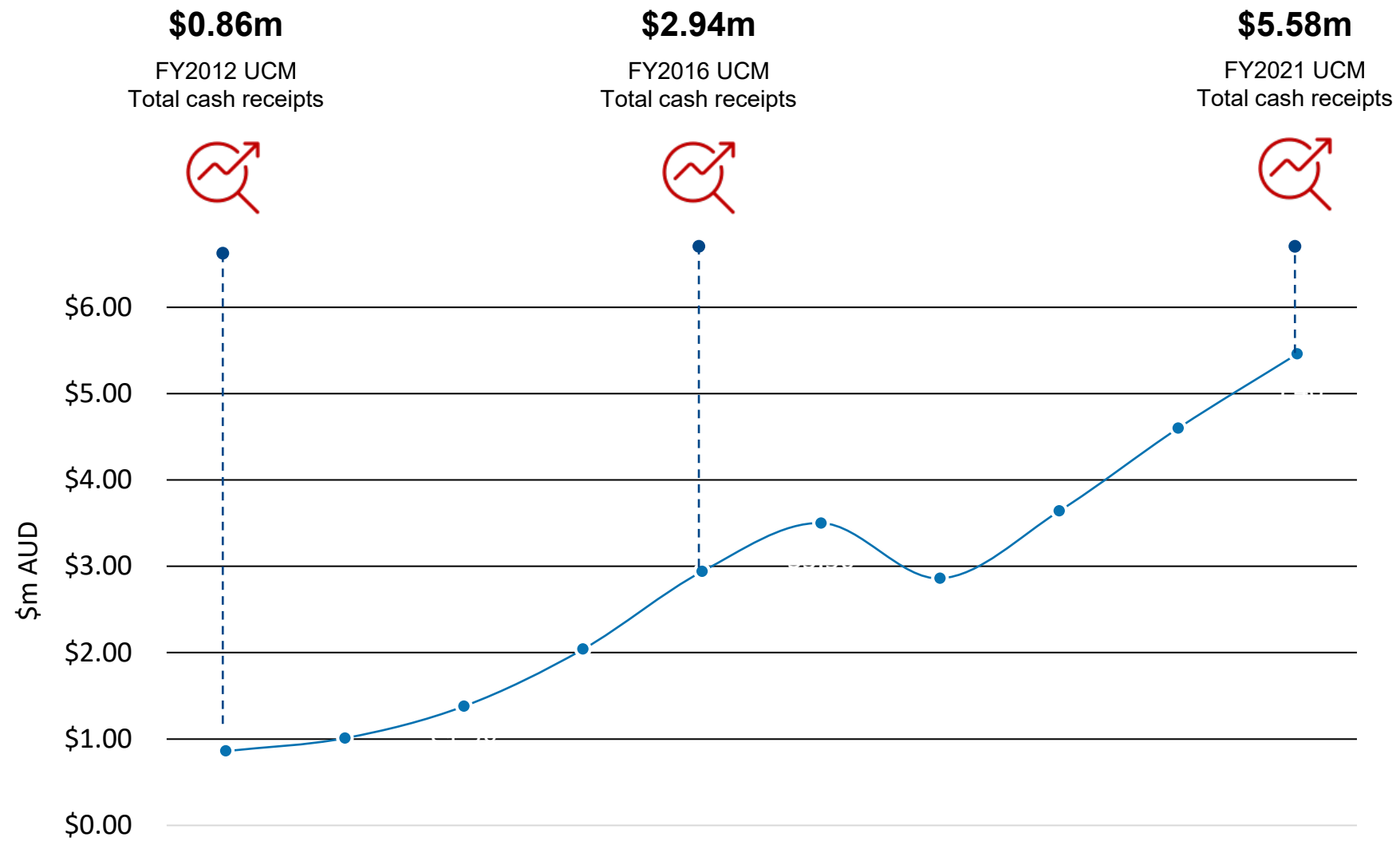
China and Europe profitable

## 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



# Sustained Growth



- 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**





# 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



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



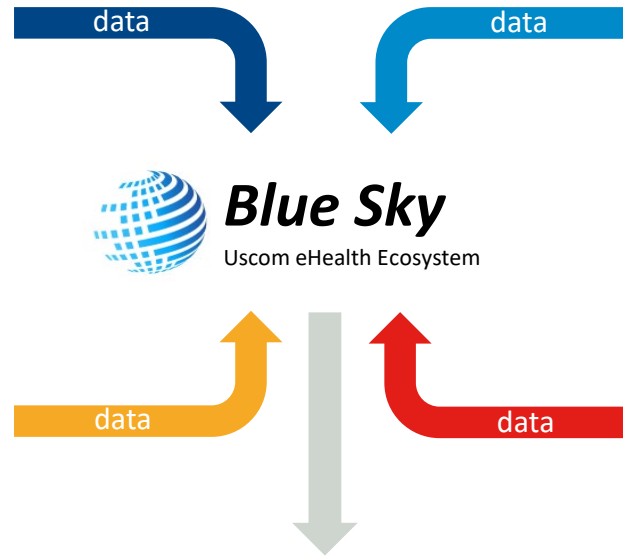
USCOM 1A software  
Uscom Advanced Haemodynamic APP



BP+ Reporter



## The Power of Data



SpiroReporter  
SpiroSonic APP



VENTITEST-S

### 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"

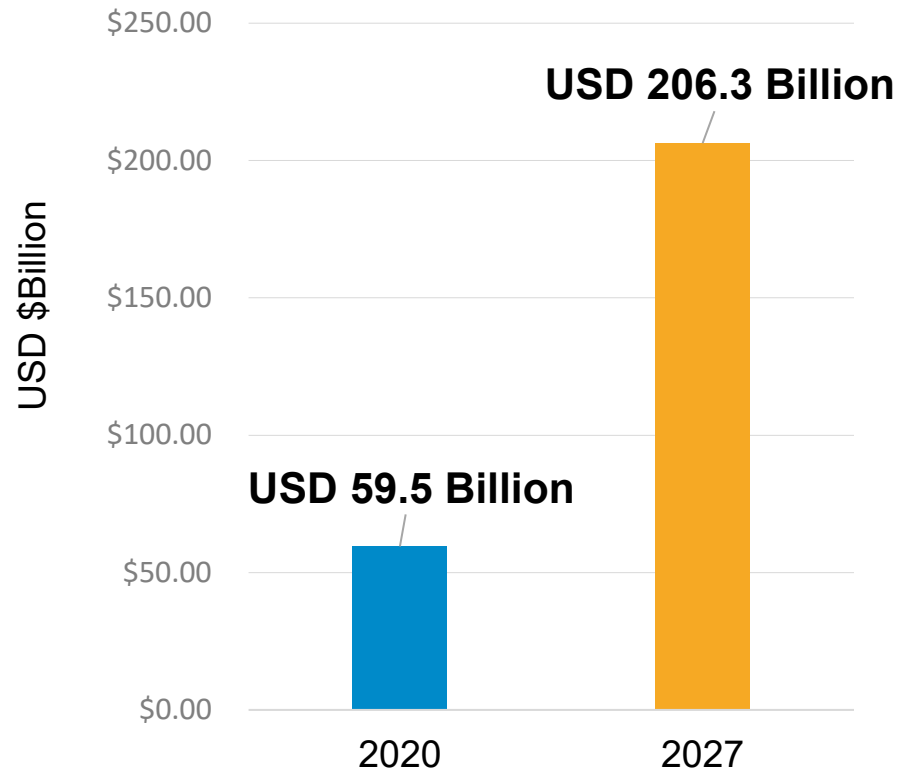


# eHealth Growth



## 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 2<sup>nd</sup> half FY22**



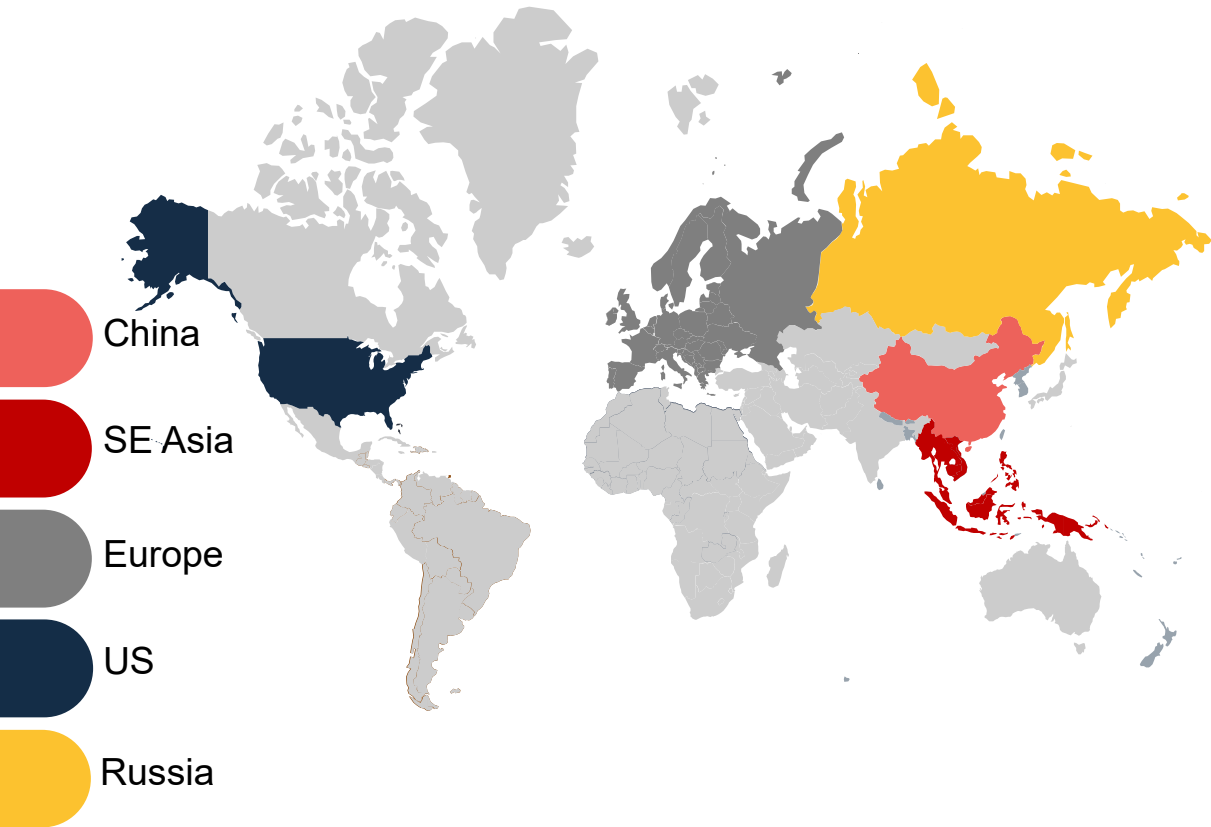
# Global Approvals



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

Regions

Approvals



USCOM  
1A



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

2021

2022

Pending

✓ New Approvals



# Global Specialisation



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



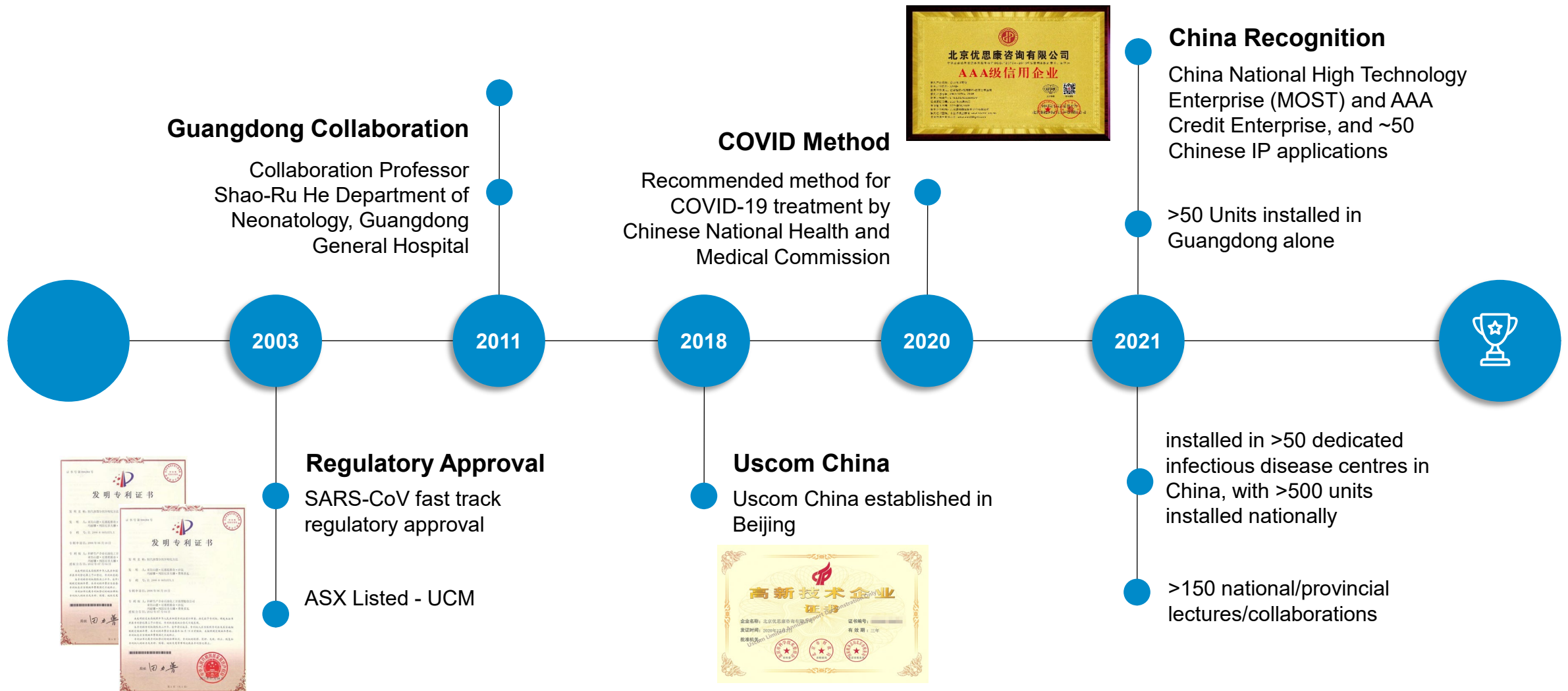
## R&D

Develop IP, concepts and science for new products.

“More products and more distribution”

# Uscom - China Connection

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



# 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: 200,000m<sup>2</sup>

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

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“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.”



# 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

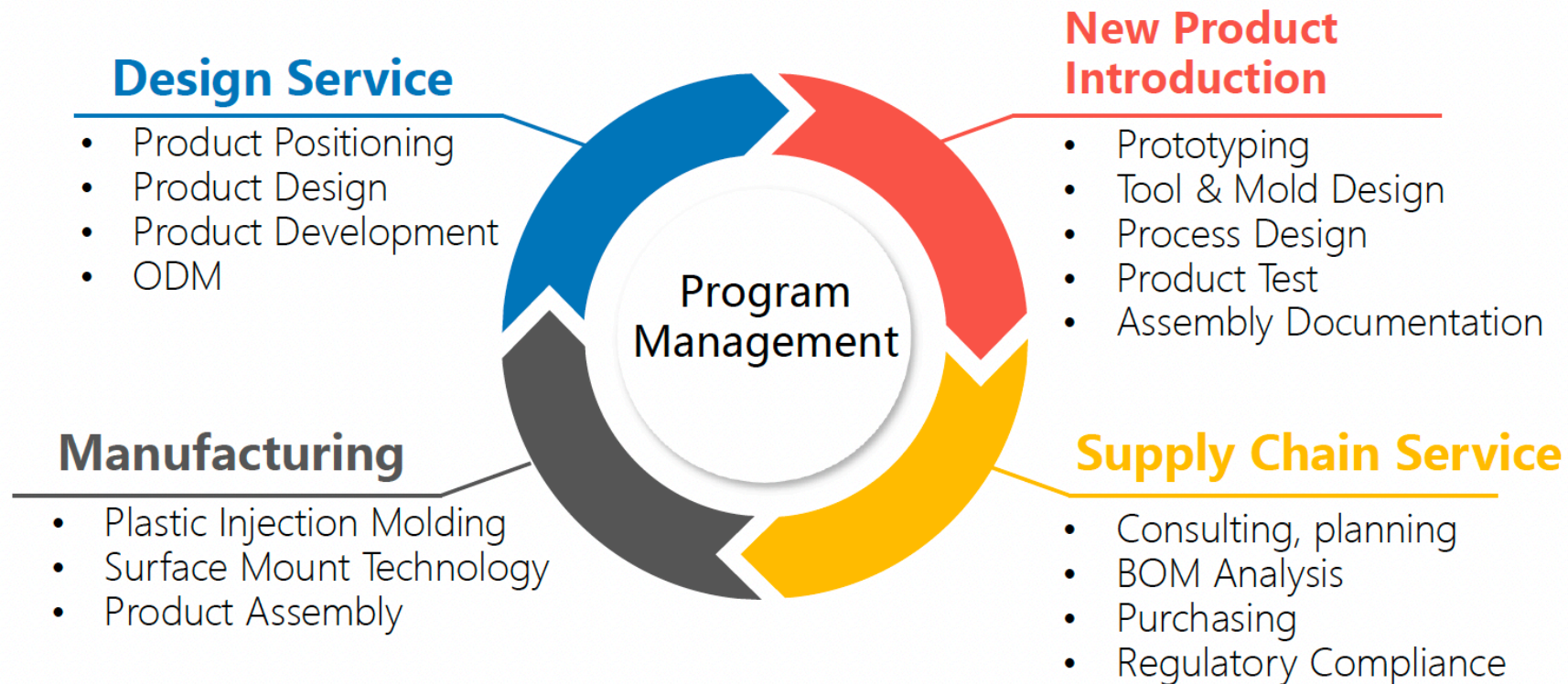
 **Manufacturing, distribution and investment mandates**

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.

**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.





# New Growth

## Strategy

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



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



## 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



## 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





### 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*

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**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



# 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](http://www.awc.com.au)