



Uscom

FY23 AGM Presentation and Update

ASX: UCM

- MedTech in active growth phase
- Products and markets
- Partnerships
- Rebound ready
- Prepared for strategic restructure

Prof. Rob Phillips

Chairman and CEO, Uscom Limited

Oct 26, 2023

Uscom Vision

“A great company, with great vision, technology and culture, and a great global commercial opportunity”

A Company for the Future

Clinical Mission - To save lives each day in clinical conditions responsible for over 75% of human mortality by demonstrating world leadership in science and creating premium non-invasive cardiovascular pulmonary devices

Commercial Mission – To generate sustainable organic and innovative incremental growth to create an enterprise of scale, profitability and influence.



6 Global operations across



Australia



China



Hungary



Singapore



UK



US

**~2,000
Installed
USCOM 1A**

USCOM 1A units installed globally

**> 160 IP
submissions**

IP submissions protecting Uscom technology

**Over 20 years
in business**

\$27m sales over 10 years

**Sales into 52
countries**

Global clinical adoption across many applications

**>1,000 peer
publications**

International peer reviewed publications



Uscom Value

Advanced Global Medtech Company

Great company, vision, technology, culture and global opportunity
Expanding international sales
Established global operations



Impending value drivers

Foxconn partnership, new products, US distribution, new China and US regulatory approvals, European distribution, SE Asia distribution, China "MIC 25" compliant.



Flagship Technologies

Flagship technologies in prestige cardiovascular and pulmonary sector.



Strategic Restructure

Singapore based acquisition and logistical focus to attract capital and drive organic and incremental global growth.



10 year CAGR growth trend

>2000 units into 52 countries
Sales >\$27m AUD over 10 years
Total Receipts FY23 \$3.30m AUD
Debt free with cash on hand \$2.18m AUD
Growth drivers poised



Deep IP and academic recognition

200+ IP submissions
Multiple Uscom devices and technology,
~1000 Peer reviewed papers.



Uscom - The Measure of Life

Uscom Medical Technology

Future growth from expanding products and global operations

World leading medical technology (ASX:UCM) with global footprint – Sydney, Singapore, Beijing, Budapest, London Delaware

- Cardiovascular and pulmonary devices
- Expanding product portfolio
- Digital technology
- Wireless connectivity

Flagship science and technology in prestige CVP sector. Multiple products with global regulatory, Addressing diseases responsible for >75% of all mortality

~1000 publications and multiple global practice guidelines
~2000 USCOM 1A sales into 52 countries
>\$27m Sales over 10 years

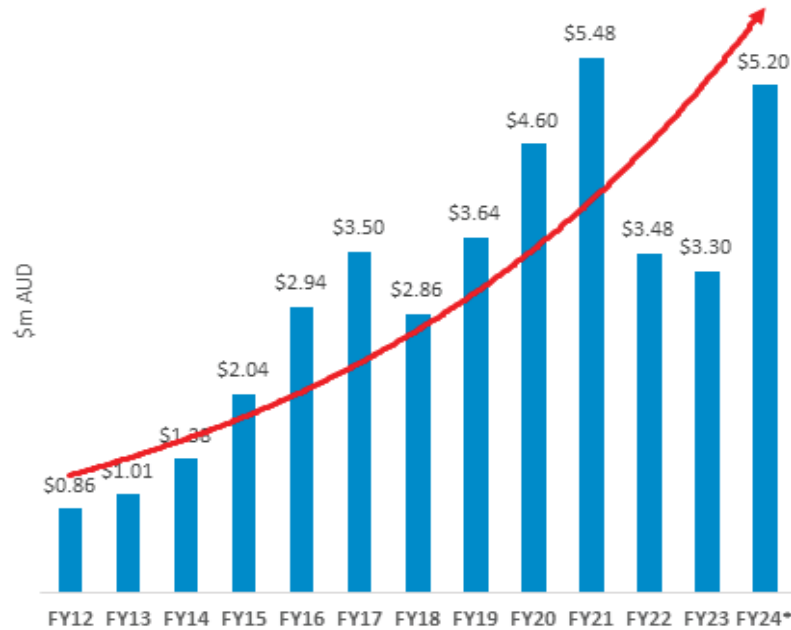
Foxconn manufacturing partnership to underwrite growth
Chinese Foxconn domestic manufacturing, in global operations
High margin and ~160 IP protected devices



FY23 Results

Returning to growth

UCM Total Receipts Trend FY12 – FY24*



\$2.18 million
Cash on Hand



\$3.30 million
Total Receipts



51%
H2 > H1

Building the future

Results

Sale of Goods \$2.66m up 6% from \$2.51m in pcp

Total Annual Revenue \$3.15mil, down 3% on pcp

Strong second half growth:

H2 > H1 up 51%, and Q4 > Q3 up 162%

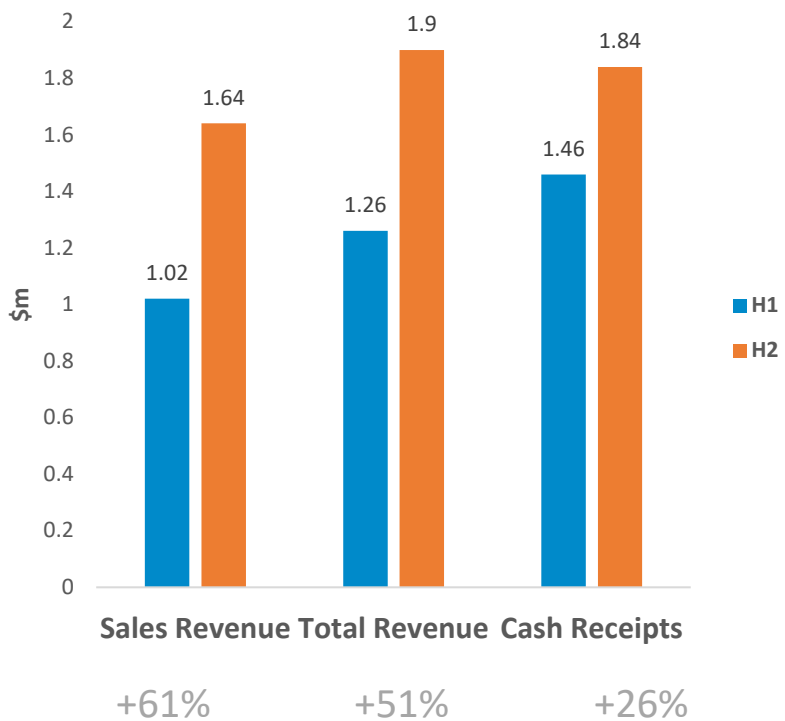
Cash on Hand = \$2.18m, down from \$4.70m in FY22

Growth trendline impacted by H1 pandemic, Russian war, recession fears, local manufacture in China, trade wars and geopolitical tensions in FY22 and FY23. Anticipated growth trend to continue in FY24, based on record Q4 and historical records suggest a restoration to previous revenues as the rebound continues.

FY23 Results – H2

A tale of two halves

UCM FY2023 Results H1 v H2



\$2.18 million

Cash on Hand



\$1.19 million

Q4 sales



\$1.84 million

H2 receipts



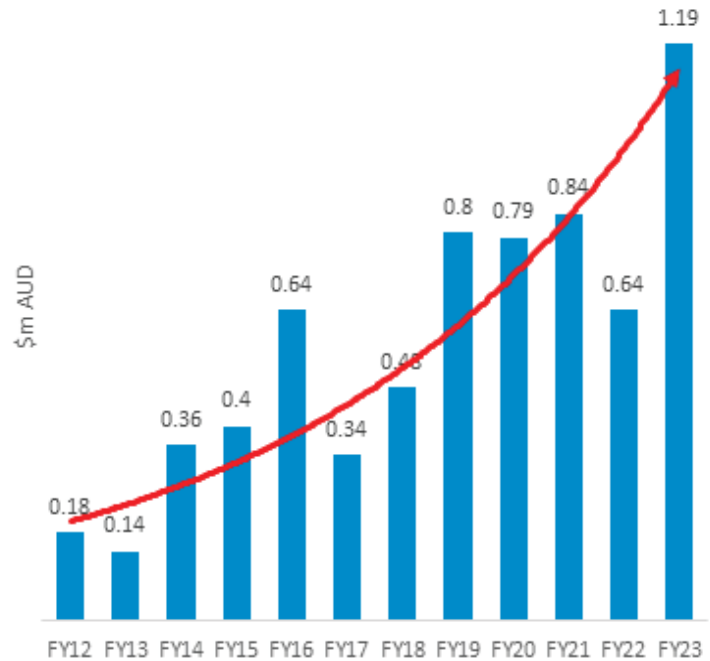
Timeframe	H1 FY23	H2 FY23	H1 FY24
Challenges #1	COVID lockdown	Opened	-
Challenges #2	Domestic Manufacture in China	Pending	Approved
Challenges #3	Inflation and high interest rates	Moderating	Reduced
Challenges #4	Russian war	Adapted	Chronic
Challenges #5	International Geopolitics	Challenging	Uncertain

Uscom - The Measure of Life

FY23 Results – Q4

Quarter and Half Growth

UCM Q4 Sales FY12 – FY23



\$2.18 million
Cash on Hand



\$1.19 million
Q4 sales



\$1.84 million
H2 receipts

Building the future

Results – Quarter and Half

- H2 revenue up 51% from H1
- Q4 total income up 51% from pcp
- Q4 total income up 104% from Q3
- Cash on Hand = \$2.18m (after \$0.62m for EABB)
- Early signs of rebound

Strong Q4, growth trend expected to continue to rebound in FY24.

Growth drivers in FY2024:

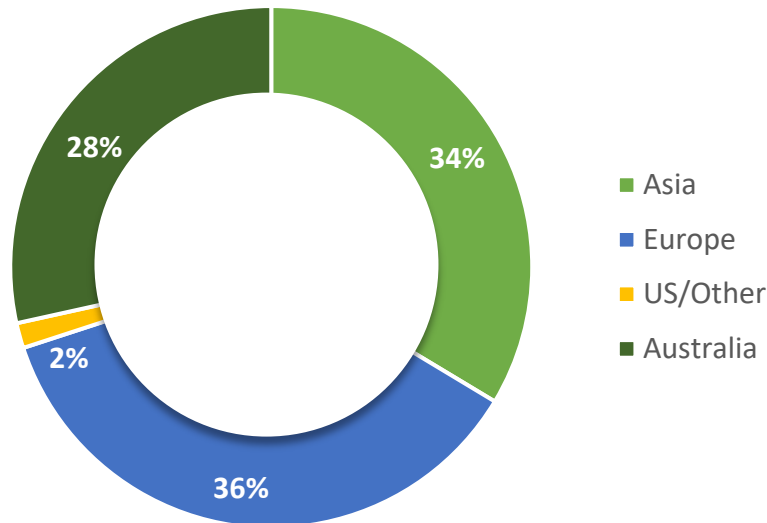
- Domestic manufacture
- Foxconn partnership
- Open international economies post COVID zero policies

FY23 Results - by Region

Uscom Total Revenue by Region – FY 2023



Uscom Total Revenue by Region



- Global platform for growth
- Hedged for currency and shifting geopolitics
- Global reporting, tax, transfer pricing and auditing

Asia - \$0.90 million

Sales reduced 34% due to COVID Zero and domestic manufacturing regulations, China remains Uscom's largest market and with the Foxconn solution now complete and new distributors being appointed revenue is showing strong early growth signs.

Europe - \$0.97 million

Sales were increased despite the Russian war and COVID tail in response to the restructure in Uscom Europe showing profit in the second half.

US/Other - \$0.04 million

The US remains a difficult and unpredictable market with budget constraints and internal administrative disruption effecting consumer confidence and health spending.

Australia - \$0.76 million

The Australian ROW market showed a small rebound as specialist international markets increased.

Products and Markets



High value technologies - large markets - strong predicted growth
3 high value product divisions – cardiac, hypertension/vascular and pulmonary

\$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
8yr CAGR 11.2%



BP+

The global BP monitoring devices market is \$1.4B USD and is expected to reach \$5.1B USD by 2030 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

Uscom – Devices the Experts Use

SpiroSonic AIR

Next generation spirometry

“Hospital in Home” – Asthma, COVID, COPD and Occupational Lung disease

Applications - Research/CRO, hospital, clinic, and eHealth home management

The SpiroSonic AIR Cycle – Digital 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



Digital Home Care Asthma Solution

Home care solution, digital ultrasonic AIR spirometer, BT4 digital connectivity, AIR App and software, Connected to cloud or SpiroReporter.

Revolutionising management of asthma, COPD and COVID

International Brands and eHealth

5 great International Brands across 3 product divisions



Global Medtech Revenues in 2019 ~\$500B USD

Global Medtech Growth in 2019 5.5%

Global Medtech R&D in 2019 ~\$31B USD









https://www.statista.com/topics/1702/medical-technology-industry/#dossierContents__outerWrapper

eHealth market expected to grow from USD \$59.60 billion in 2020 to USD \$206.30 billion in 2027.

19.4%

eHealth Market forecast to grow at CAGR of 19.4% for the next 7 years

Uscom - The Measure of Life

Uscom Group International Brands		
International Brand	Branding	Sector
	Uscom is an emerging global leader in non-invasive cardiovascular and pulmonary medical devices, developing innovative technologies to solve the challenges of global disease and health care.	Cardiovascular Pulmonary
	Non-invasive hemodynamic monitor. USCOM 1A uses advanced Doppler hemodynamics to monitor cardiac blood flow.	Cardiovascular
	Supra-systolic oscillometric central blood pressure monitor	BP & Vascular
	The Uscom BP+ Reporter is a patient archiving, analysis and reporting software for use with the Uscom BP+.	BP & Vascular
	SpiroSonic digital ultrasonic spirometers provide ultrasonic spirometry solutions for clinicians and patients.	Pulmonary
	spirometry software solution that provides real-time diagnostics, archiving, analysis, trend analysis, configurable reports, export	Pulmonary
	VentiTest is an innovative multi-path digital ultrasonic ventilator calibration solution	Pulmonary
	world leading digital technologies into the new cloud based Uscom eHealth Ecosystem	E-health Ecosystem

Global Approvals

Regulatory approvals proceeding



Regulatory Approvals

China	SE Asia	Euro	US	Russia	ROW	
					23/24	USCOM 1A
New	New				23/24	BP+
23/24			New		23/24	SpiroSonic

■ 2023 ■ 2023+



*Regulatory approvals – expensive and unpredictable
Increasingly valuable – key to revenue*



IP Value

Global Assets

Revenue protection

Next Generation Products



Registered IP	Uscom Ltd	Uscom China	Uscom Kft	Total
USCOM 1A	115	33	-	148
BP+	10	-	-	10
SpiroSonic	1	-	1	2
VentiTest	-	-	1	1
Total	126	33	2	161

Owner Details	Title	Country	Inventor's Name	Case No.	Official No.	Renewal Date	Case Status	Expiry Month	Issued Date
1	Data Collection & Management System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	2020084789	2020084789	2025-09-29	Original	09	18 Aug 2021
2	Power Supply Monitoring System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	2020086509	2020086509	2025-04-24	Original	04	21 Jul 2021
3	Printing Connection & Control System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	2020086603	2020086603	2025-04-18	Original	04	21 Aug 2021
4	Sensor Connection System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	2020086507	2020086507	2025-03-15	Original	03	21 Aug 2021
5	Flowmetry Function Detection System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	2020086643	2020086643	2025-05-23	Original	05	21 Aug 2021
6	Resistance Management System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	2020086783	2020086783	2025-07-19	Original	07	21 Aug 2021
7	Anti-Interference Signal Monitoring System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	2020086644	2020086644	2025-05-09	Original	05	21 Aug 2021
8	Inventory Management System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	2020086509	2020086509	2025-06-05	Original	06	21 Aug 2021
9	Scale Management System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	20200862247	20200862247	2025-10-30	Original	10	21 Aug 2021
10	File Storage System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	20200862203	20200862203	2025-08-22	Original	08	21 Aug 2021
11	Smart Calibration System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	20200862297	20200862297	2025-12-30	Original	12	21 Aug 2021
12	Clinical Information Registration System for Cardiac Output Monitor V1.0	China	Wang, Jiahua	20200867200	20200867200	2025-06-14	Original	06	21 Aug 2021
13	Feature Point Marking System for Non-invasive Central BP Monitor V1.0	China	Wang, Jiahua	20210806524	20210806524	2025-03-04	Original	03	21 Aug 2021
14	Data Collection and Management System for Non-invasive Central BP Monitor V1.0	China	Wang, Jiahua	20210806947	20210806947	2025-02-28	Original	02	21 Aug 2021
15	Supra-systolic Signal Analysis System for Non-invasive Central BP Monitor V1.0	China	Wang, Jiahua	20210806946	20210806946	2025-01-07	Original	01	21 Aug 2021
16	Function Transmission Equipment Setting System for Non-invasive Central BP Monitor V1.0	China	Wang, Jiahua	20210806945	20210806945	2025-04-21	Original	04	21 Aug 2021
17	Pulse Wave Analysis System for Non-invasive Central BP Monitor V1.0	China	Wang, Jiahua	20210806290	20210806290	2025-02-18	Original	02	21 Aug 2021
18	Data Collection & Management System for Ultrasonic Spirometer V1.0	China	Wang, Jiahua	22020817205	22020817205	2022-04-02	Original	04	21 Aug 2021
19	Pulmonary Diagnostic Software for Ultrasonic Spirometer V1.0	China	Wang, Jiahua	22020817206	22020817206	2022-04-02	Original	04	21 Aug 2021
20	Wireless Signal Transmission System for Ultrasonic Spirometer V1.0	China	Wang, Jiahua	22020817207	22020817207	2022-04-02	Original	04	21 Aug 2021



New Ideas – New Products – New value

Publications – Clinical value

Uscom - leader in world cardiovascular and pulmonary science



>1,000
Peer reviewed publications

3
Global Guidelines

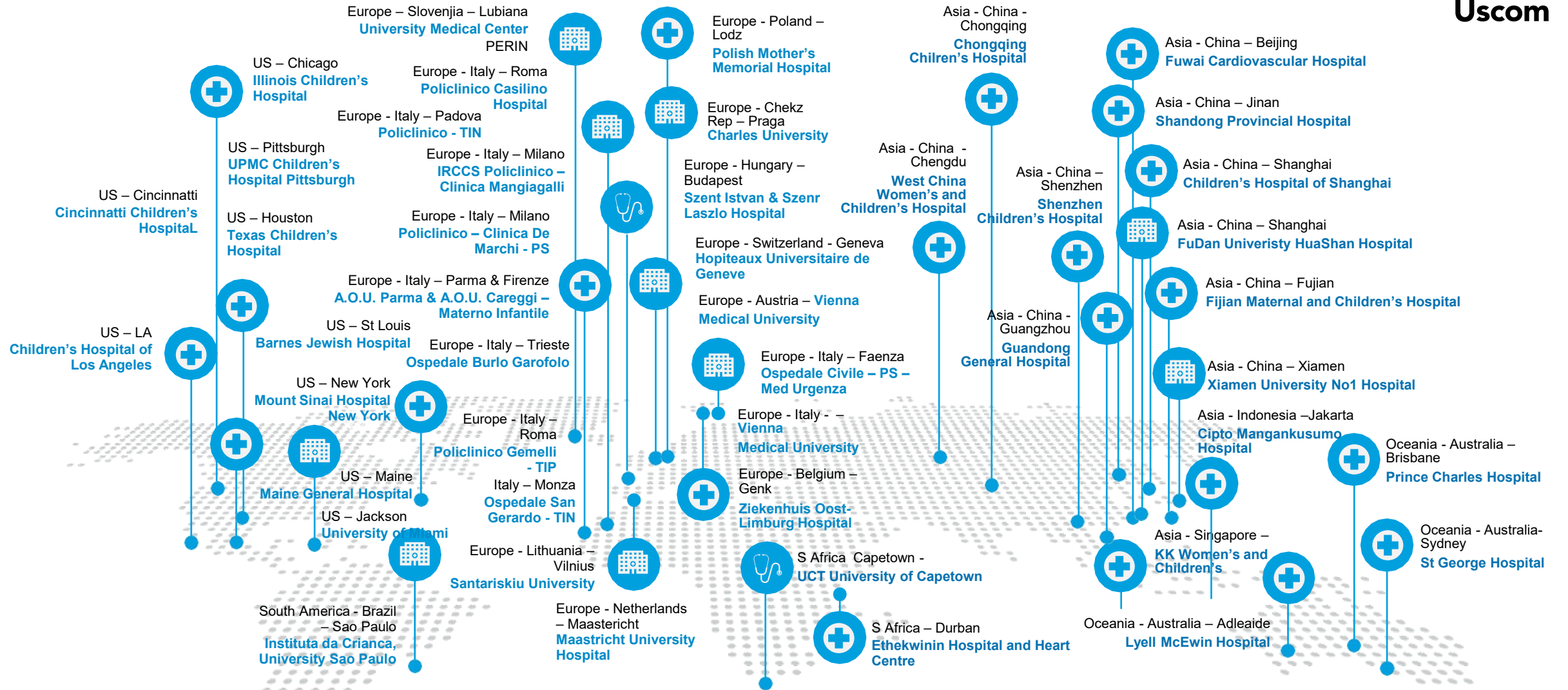
Applications

Emergency, Pediatrics, Cardiac transplantation, Hypertension, Electrophysiology, Heart Failure, Emergency transport, Anesthesia, Liver transplantation, ICU, Septic shock, Pre-eclampsia, Pulmonary hypertension, Exercise physiology, Nurse outreach, Organ procurement, Cancer, Haemodialysis, Neonates, infants, Children adults, elderly etc.....

“Saving lives worldwide”



Uscom Devices in World's Best Hospitals



Chinese Domestic Manufacture - BMPA

Chinese regulatory approval for Uscom and Foxconn



CHINA NMPA



Beijing Medical Products Authority

- BMPA - Beijing branch of NMPA
- Oversees efficacy, safety and sale of medical devices
- Approval is NMPA equivalent and allows Uscom to sell medical devices throughout China and tender into China's massive public health system
- Completion of a 3 year process of testing and documentation

Manufacturing, distribution and investment

- New focus on sophisticated medical technology
- Uscom has >40 IP cases in China and >160 worldwide
- Foundation of new products
- Cost-effective manufacture and reliable supply chain

Foxconn partnership

- 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



Uscom's new manufacturing facility in partnership with Foxconn with the first trial devices due for assembly and local sale following recent approval



FY23 Achievements



US Regulatory

FDA approval to sell SpiroSonic AIR digital ultrasonic spirometers in the US market was received. Multiple devices and Apps including the SpiroSonic AIR are now approved for sale into the US market



Uscom Europe Restructured

New Sales and Marketing appointments
Budapest operations restructured
New French and Spanish distribution
H2 cash flow positive with strong sales pipeline
Migration of manufacturing as CY24 forecasts >current capacity



Manufacturing and R&D 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 facilities
USCOM 1A and 3 other devices for development
registration and manufacture



Singapore Regional HQ

Regional HQ activities expanded
Capital opportunities under evaluation
Emerging commercial centre of Asia
Geopolitical neutrality and investment stability
Expansion of USCOM SNG PTE. LTD. critical next step



Singapore



US

eHealth Products

Partnership of Uscom with Koneksahealth for development of premium quality Spirometry hardware and software. NY Based Koneksahealth is digital biomarker health monitoring leader specializing in pharma efficacy trials. This Uscom SpiroSonic platform will soon be available for application with a number of large Koneksa pharma studies specialized in cardiovascular and pulmonary diseases and therapies.



Australia

Capital Initiatives – In House

Small Parcels Purchase – Resale of small shareholder packages
EABB - \$620k to buy back UCM shares at offer
Discussions with investors re next steps
Strategic plan for growth focus in Asia

FY23 Capital Initiatives

Addressing Market Value

A difficult year for markets

Illiquidity combined with international downward pressures

Global investor uncertainty – inflation and interest rates

Uscom Board responded to strengthen the register

Positioning the entity for strategic expansion

a. Small parcels sale (SPP) –

Small parcels shareholding of <\$500

Small shareholders were offered market price ex brokerage.

66% of small shareholders participated,

66 shareholders sold 1,138,605 shares at \$0.045.

This left UCM with ~600 registered shareholders.

b. Equal Access Buy Back (EABB) –

59 shareholders sold 11,266,885 shares to Uscom at \$0.055

Cost to the company \$619,678.00.

The shares were taken off the market,

Total shares reduced from 198,635,884 to 187,368,999 (-5.7%)

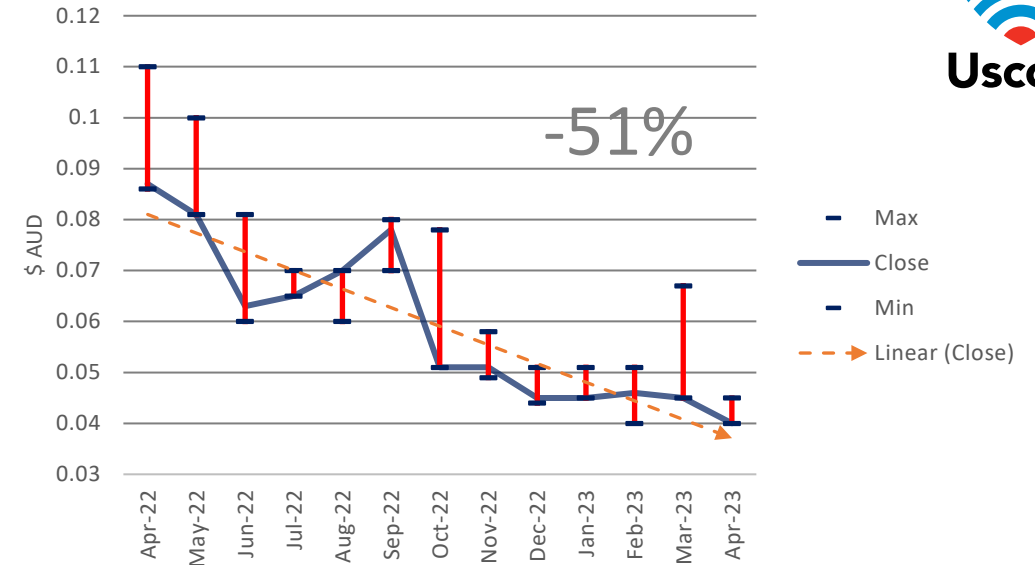
~540 remaining shareholders

Cash on hand \$2.18m following the buy-back.

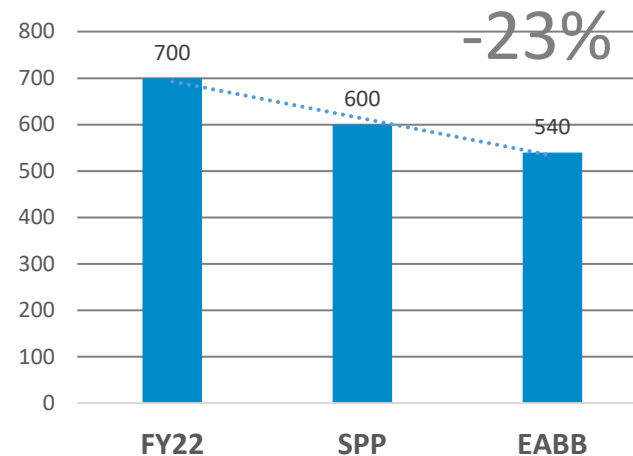
Both initiatives were conducted in-house



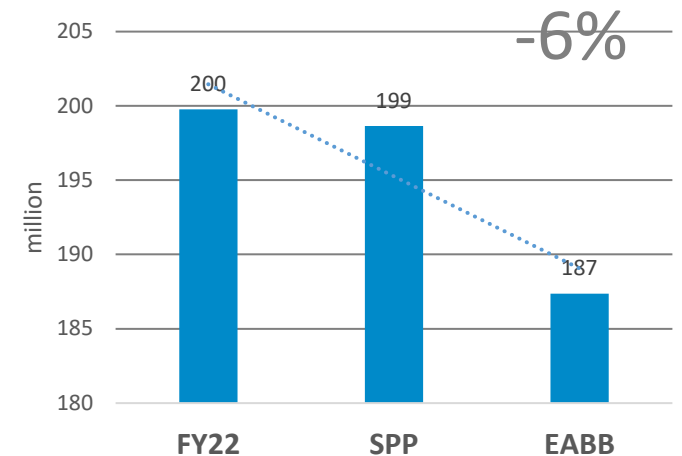
13 Month UCM Share trend



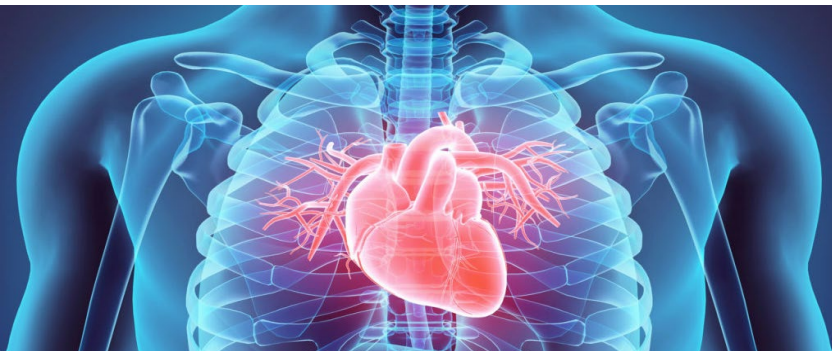
UCM Shareholders



Shares on Issue



Revenue Growth



Cardiac



BP and Vascular



Pulmonary

Products: USCOM 1A

New Products:

- USCOM Maternal
- USCOM v1
- USCOM v2
- USCOM v3
- USCOM v4
- ...

Software/Consumables:

- CardioCare
- Consumable 1
- Consumable 2
- Consumable 3
- Consumable 4
- ...



Products: BP+ & BP+ Reporter

New Products:

- BP+
- BP+ v2
- BP+ v3
- ...

Software/Consumables:

- BP+ Reporter
- Disposable - 10
- BP+ 2
- ...



Products: SpiroSonic FLO, SMART, MOBILE, SpiroReporter

New Products:

- SpiroSonic AIR
- SpiroSonic PRO
- SpiroSonic v2
- ...

Software/Consumables:

- SpiroReporter v2
- SpiroFilter
- Disinfectant
- SpiroSonic APP – SA1 and SA2
- VentiTest - S
- ...



SpiroReporter by Uscom

FY24 Regional Growth Strategy



Australia



Singapore



China



Hungary



UK



US

Uscom SE Asia

Singapore HQ operational hub linking SE Asia, China and Australia

Logistical HQ for distribution and strategic global access

Expanding regional distribution and sales

ASEAN 4.8% GDP growth and expected to be the 4th biggest world economy by 2030

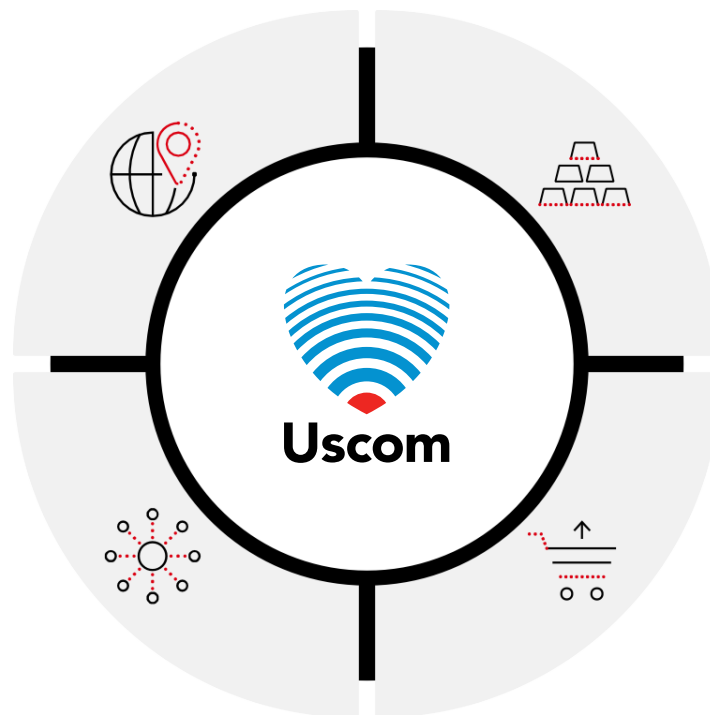
Uscom Europe

Transform to regional sales and marketing HQ

Grow distribution and sales for USCOM 1A, BP+ and SpiroSonic

New operations and partners

Expand academic partnerships



Uscom China

Initiate domestic manufacture with Foxconn

Re-ignite domestic sales teams and expand network

Prepare BP+ and SpiroSonic for manufacture, marketing and distribution

Develop new products for manufacture with Foxconn

Uscom US

Activate new distribution model to meet post pandemic demand

Prepare for SpiroSonic and BP+ FDA

Develop eHealth strategic partnerships

Uscom – Global Growth

Looking forward

“Vision, technology, culture, and a unique global opportunity”

A rare combination of international tailwinds behind an established and de-risked MedTech enterprise offers astute investors growth opportunities for FY24.

FY23 - A tale of 2 halves

- H2 record sales and revenue, while H1 was challenging
- Uscom invested in expansion in preparation for rebounding international markets
- FDA (US) and BMPA (China) approvals underwriting future performance
- H2 sales and growing product pipelines validate investment strategy



FY 24 - Drivers from a strong growth platform:

- The operational optimization of Europe – Organic profitability
- Restoration of normal operations in China – Rebound in sales
- The approval of new products worldwide – More products = more revenue
- Stabilising global markets – New growth
- Potential M&A – Incremental growth

Uscom heading into the future



Summary

“A rare combination of international tailwinds behind an established and de-risked MedTech enterprise offers growth opportunities for FY24 and the future”

Uscom has invested in the future with IP and products and expanded global operations. Looking to cloud based big data and IO analytics and predictive learning algorithms to enhance the power of our world leading sensors. Global operations and partnerships to increase reach and capital connection to set the foundations for a strategic shift in global efficiencies and reach taking Uscom from an outstanding product developer to a profitable global enterprise of international impact.



Uscom - The Measure of Life



Australian Wildlife Conservancy (AWC)

*Australia is the extinction capital of the world
In 15 years the list of threatened species has increased by 36%*

*87% of Australia's mammals,
93% of our reptiles,
94% of our frogs,
and 45% of our bird species
are unique to Australia*



Saving Australia's animals and plants



Uscom

Questions and Comments

ASX: UCM

Prof. Rob Phillips

Chairman and CEO, Uscom Limited

Oct 26, 2023



Uscom

Thank You

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