



Uscom

FY24 AGM Presentation

ASX: UCM

- MedTech in active growth phase
- Products and markets
- Manufacturing and distribution partnerships
- Rebound ready
- Prepared for strategic restructure

Prof. Rob Phillips

Chairman and CEO, Uscom Limited

Oct 25, 2024

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 incremental growth and create a global enterprise of scale, profitability and influence.



6 Global operations across



Australia



China



Hungary



Singapore



UK



US

~2000
Installed
USCOM 1A

USCOM 1A units
installed globally

> 75 IP
submissions

IP submissions
protecting Uscom
technology

Over 20 years
in business

>\$30m total receipts
over 10 years

Sales into 52
countries

Global clinical
adoption across
many applications

>1,200 peer
publications

International peer
reviewed
publications



“Medical innovations for the world”

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

>1200 publications and multiple global practice guidelines
~2000 USCOM 1A sales into 52 countries
>\$30m total receipts over 10 years

Foxconn manufacturing partnership to underwrite growth
Chinese Foxconn domestic manufacturing, in global operations
High margin and >75 IP protected devices



"Saving lives worldwide"

Uscom - Revolutionising Hypertension

“Uscom – An innovator and leader in global MedTech”



Klaus Bartosch • 1st

CEO, Founder & Managing Partner, Dreamoro - Venture Capital & Studio |...

[Visit my website](#)

1h • 🌐

Congratulations **Rob Phillips** and ASX listed **Uscom** ! This is a profound development and one the global healthcare industry should sit up and take notice of.



* The Uscom BP+ is on the International Space Station for monitoring astronaut physiology



Uscom - Revolutionising Preeclampsia

“Uscom – An innovator and leader in global MedTech”



Prof Herbert Valensise

17th October 2024

BBC

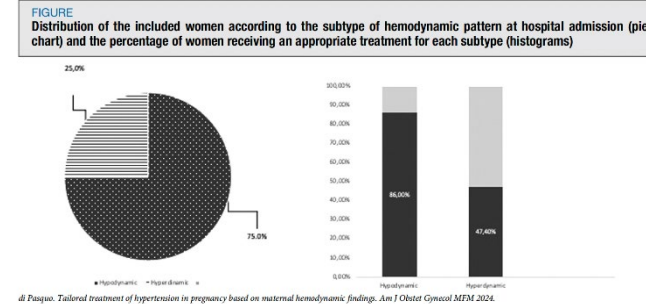
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Pre-eclampsia: The deadly mystery scientists can't solve



New multi-centre randomised controlled trial demonstrated that those treated with USCOM 1A had reduced complications and severity of preeclampsia



USCOM 1A Providing the answers in preeclampsia!

di Pasquo E, Giannubilo SR, Valentini B, et al. The “Preeclampsia and Hypertension Target Treatment” study: a multi-center prospective study to evaluate the effectiveness of the antihypertensive therapy based on maternal hemodynamic findings. Am J Obstet Gynecol MFM 2024;6:101368.



Uscom - Revolutionising Asthma and COPD

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



Uscom - Divisions and Diseases



Uscom specialised divisions
 Cardiac
 Vascular
 Pulmonary
 Digital, AI and eHealth

Uscom devices aid treatment of diseases responsible for **>75%** of all human mortality.....

Brand

Device



Disease and mortality

Heart failure – 62% of all deaths were CV related. (Shahim B, Kapelios CJ, Savarese G, Lund LH. Global Public Health Burden of Heart Failure: An Updated Review. Card Fail Rev. 2023 Jul 27;9:e11. doi: 10.15420/cfr.2023.05. PMID: 37547123; PMCID: PMC10398425.)

Hypertension in pregnancy– 140m babies born each year with Hypertensive disease in pregnancy occurring in approximately 15% of those and with nearly 1/3 of deaths during pregnancy having hypertension. (Ford ND, Cox S, Ko JY, et al. Hypertensive Disorders in Pregnancy and Mortality at Delivery Hospitalization — United States, 2017–2019. MMWR Morb Mortal Wkly Rep 2022;71:585–591. DOI: <http://dx.doi.org/10.15585/mmwr.mm7117a1>)

Sepsis – 48.9m incidents and 11m deaths – 20% of all global deaths (<https://www.who.int/news-room/fact-sheets/detail/sepsis>)

Hypertension – >0.5B sufferers, 18m deaths pa. (<https://world-heart-federation.org>)

Vascular disease – CV disease ~20m deaths pa (<https://ourworldindata.org/cardiovascular>) diseases

Asthma – 262m people affected and 461,000 pa deaths; >1000 per day. (<https://globalasthmareport.org/burden/burden>).

COPD – The third leading cause of deaths worldwide with 3.23m deaths per year (<https://www.who.int/news-room/fact-sheets/detail/chronic-obstructive-pulmonary-disease>)

“Saving lives worldwide”

Publications - Clinical value

Uscom - leader in world cardiovascular and pulmonary science



>1,200
Peer reviewed publications

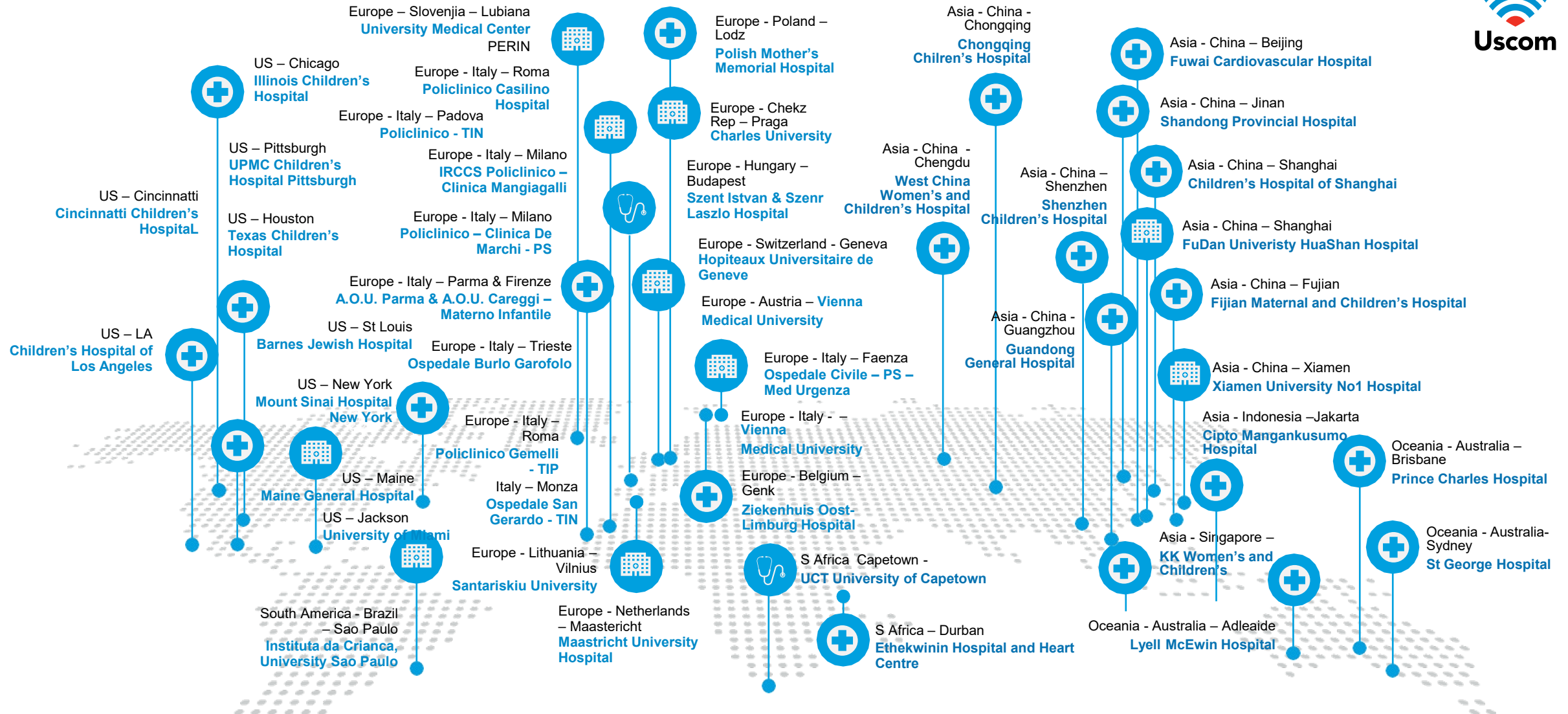
3
Global Guidelines

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

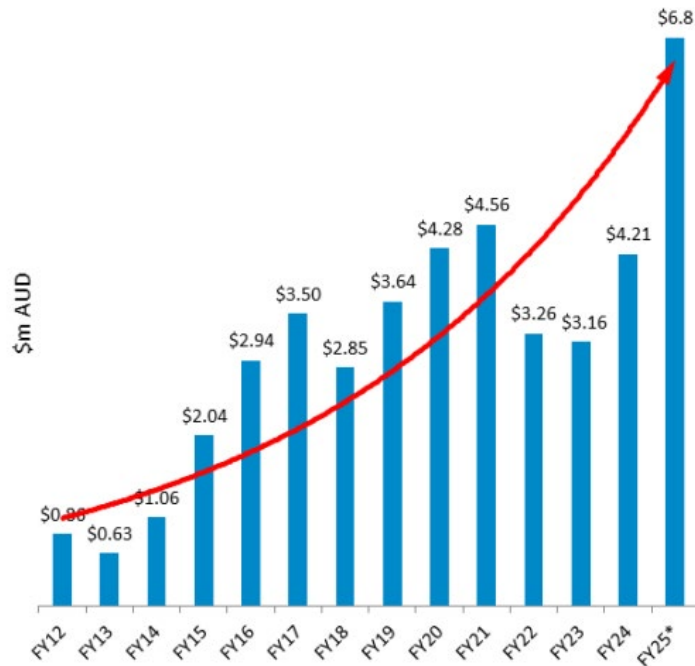


“Saving lives worldwide”

FY24 Results

Returning to growth

UCM Total Receipts Trend FY12 – FY25*



\$2.52 million

Cash on Hand



\$4.21 million

Total Revenue



43%

Up sales of products

Building the future

Results

Sale of Goods up 43% on pcp

Total Revenue up 33% on pcp

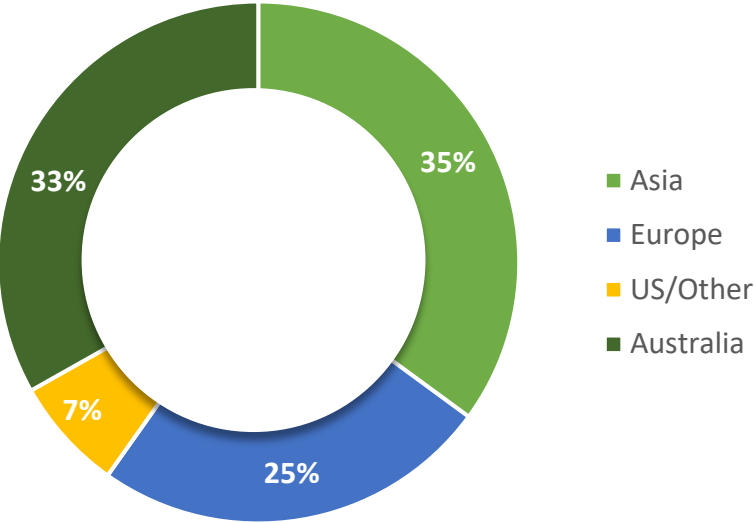
Cash on Hand = \$2.52M, up 16%

Uscom's total revenue over 13 years demonstrating a continuous growth trend only interrupted by geopolitics conflict and international COVID measures (budgeted).*

FY24 Results - by Region

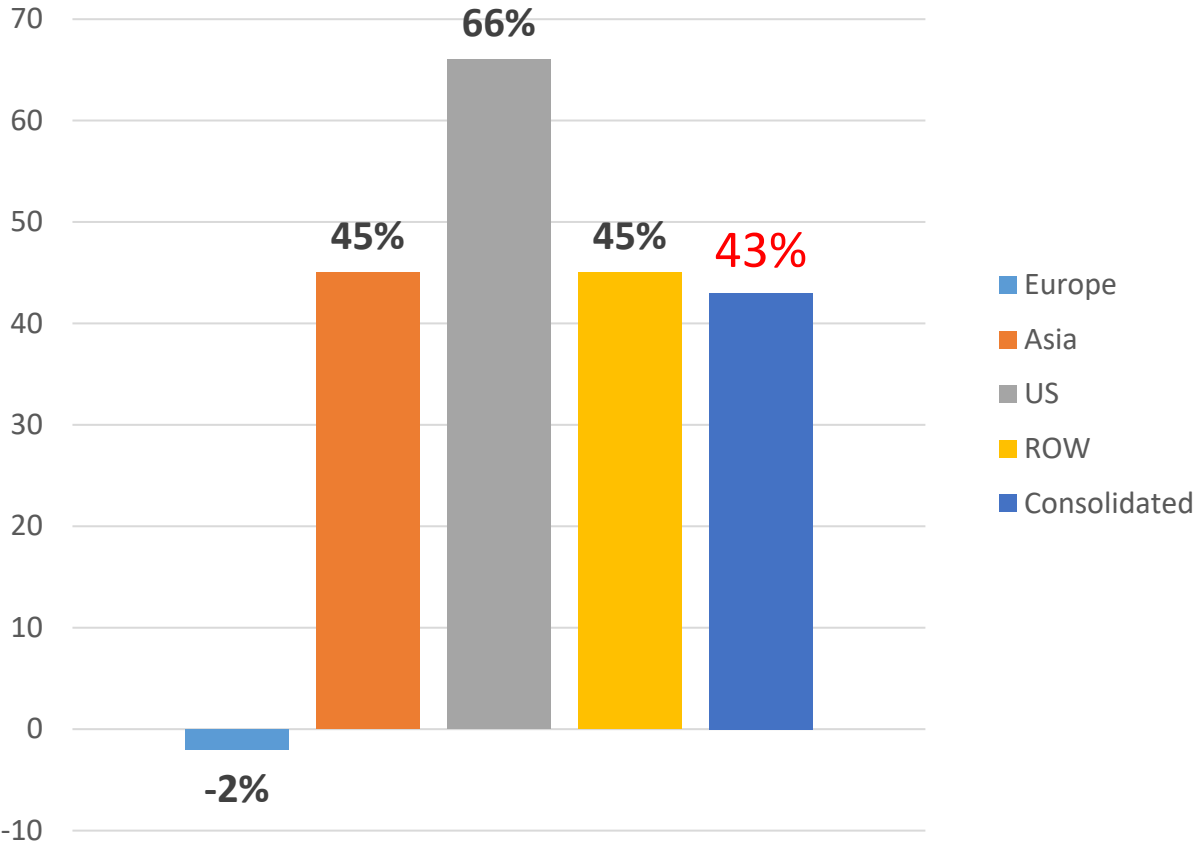
A Year of Growth

Uscom Total Revenue by Region



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

FY24 Regional Sales Growth



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

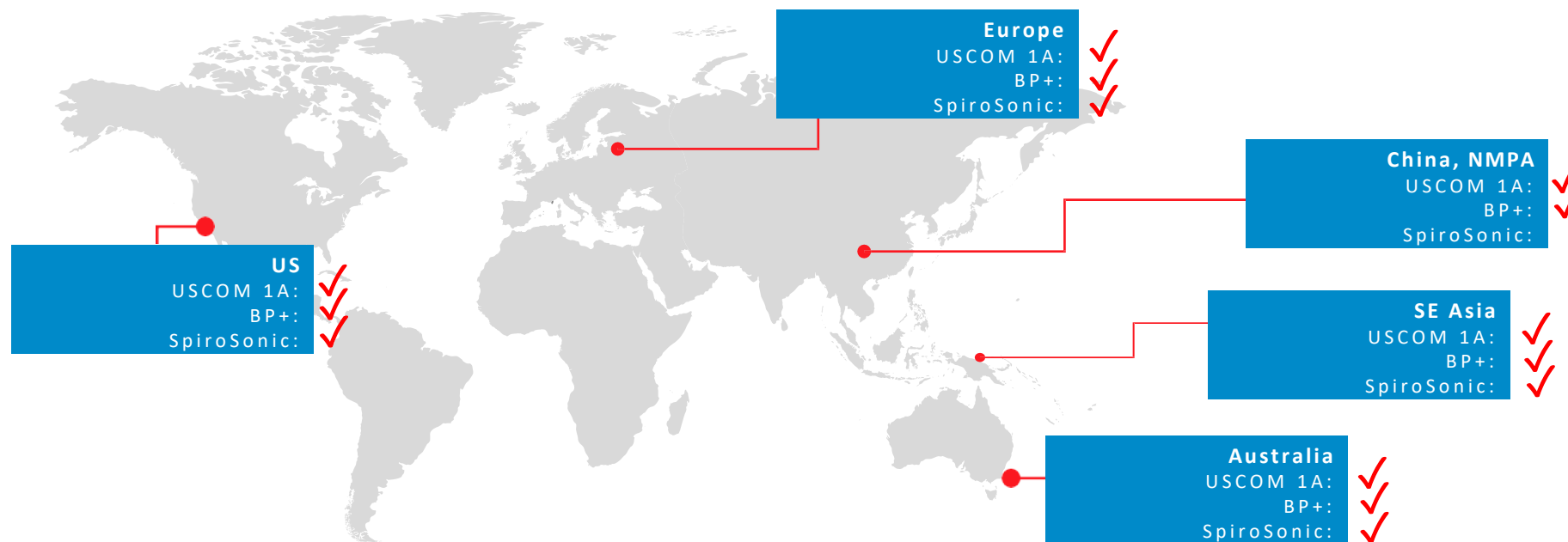
Uscom Group International Brands

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

Uscom - The Measure of Life

Regulatory Approvals

Global Progress



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



China Connection

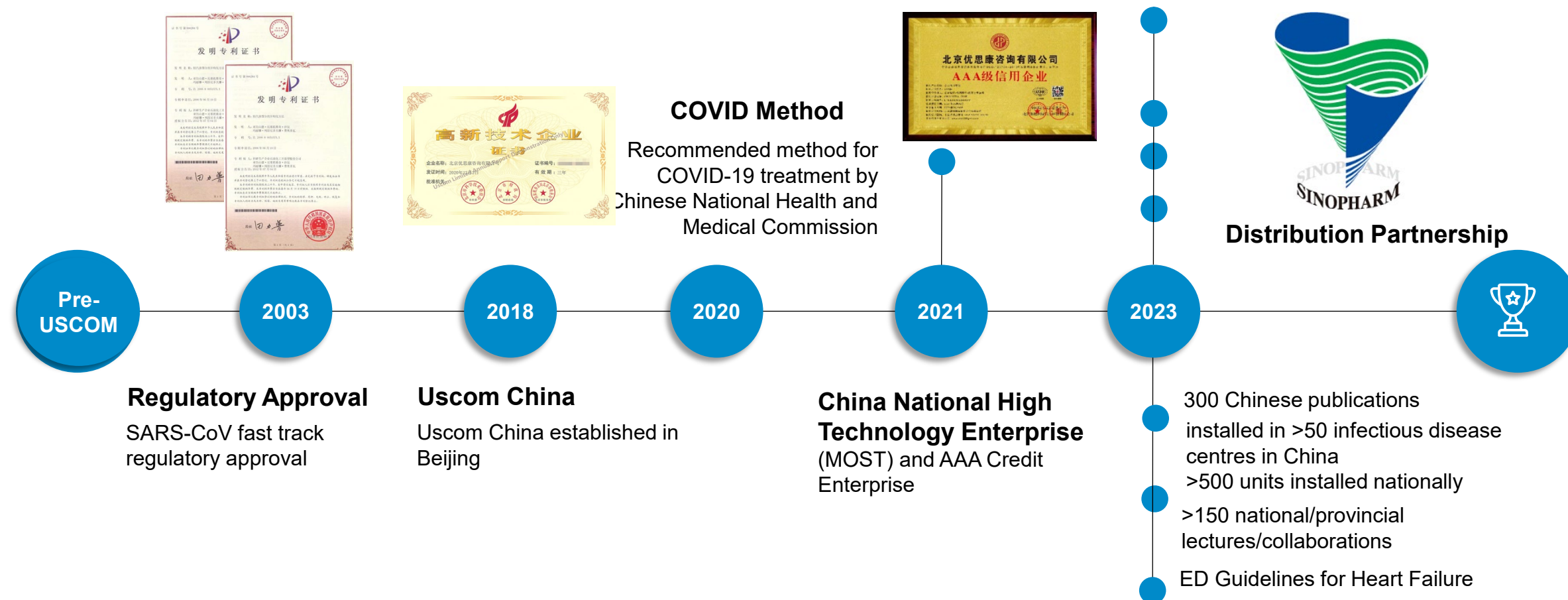
China is growing with a mandated focus on advanced medical technology



FOXCONN
Manufacturing Partnership



Distribution Partnership



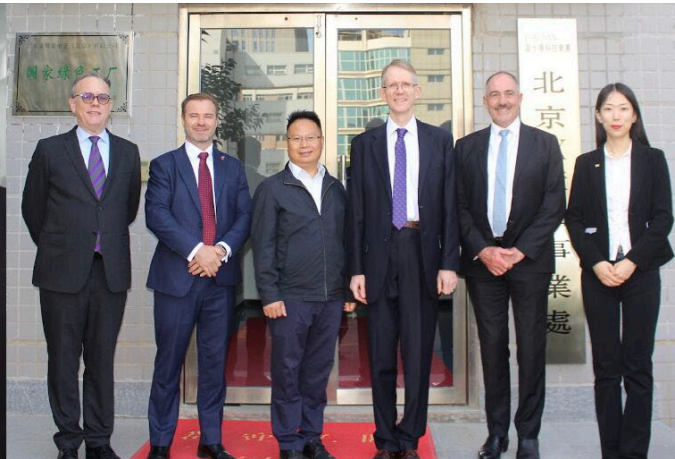
Operational Milestones



H.E. Mr. Graham Fletcher opening
Uscom's manufacturing site in Beijing



H.E. Mr. Graham Fletcher at Uscom's
manufacturing site at Foxconn in Beijing



World leading maternal health experts in
Florence for Global Haemodynamics meeting



Uscom education and training in Bali, Indonesia



Beijing Medical Products Authority

- USCOM 1A has received its BMPA approval for domestic manufacture. In partnership with Foxconn are authorised to manufacture USCOM 1A devices at the Foxconn centre in Beijing. This provides advantages in tendering for some hospitals which require domestic manufacture as a condition of purchase.



Manufacturing, distribution and investment

- As Uscom's products receive regulatory approval the focus is shifting to distribution. We are currently undertaking a number of strategic and innovative next steps to establish partnerships to ensure the fastest and most efficient path to revenue.



Foxconn partnership

- Manufacturing is increasingly a highly regulated and competitive field with scale the pathway to assured supply chain. Uscom's strategic partnership with Foxconn in China is an important collaboration with the world's largest manufacturer and provides for outsourcing risk and ensuring supply and upregulation as demand increases.

FY25 Drivers

“Uscom – A growing global MedTech”

Growing a global MedTech platform

New evidence – Sepsis, Hypertension, Preeclampsia

New distribution – more management, more regions and more agents

New IP - Constant innovation

New products – Expanded ranges and new technologies

New structure – SE Asian operations and distribution hub

Global Digital Marketing platform – For all products and all regions

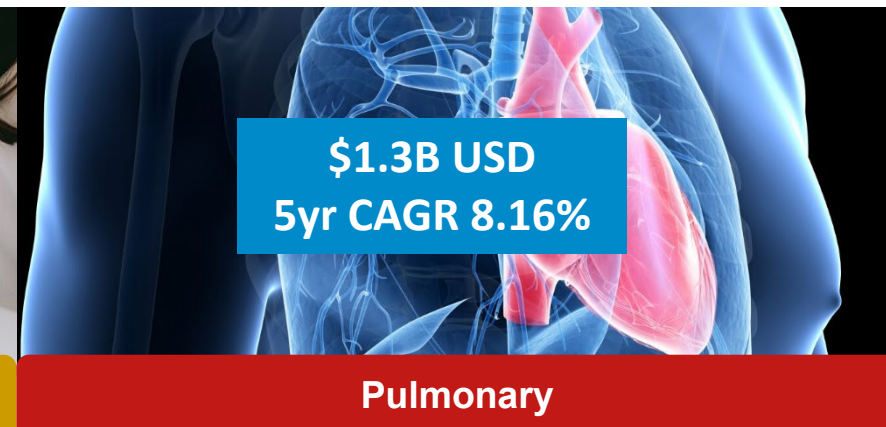
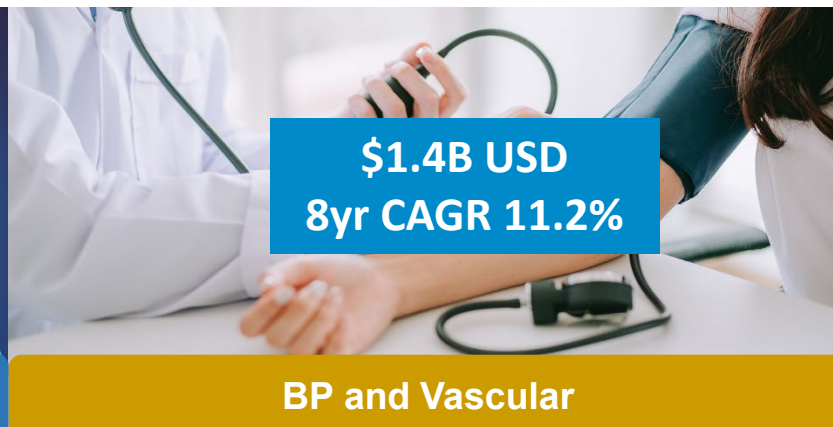
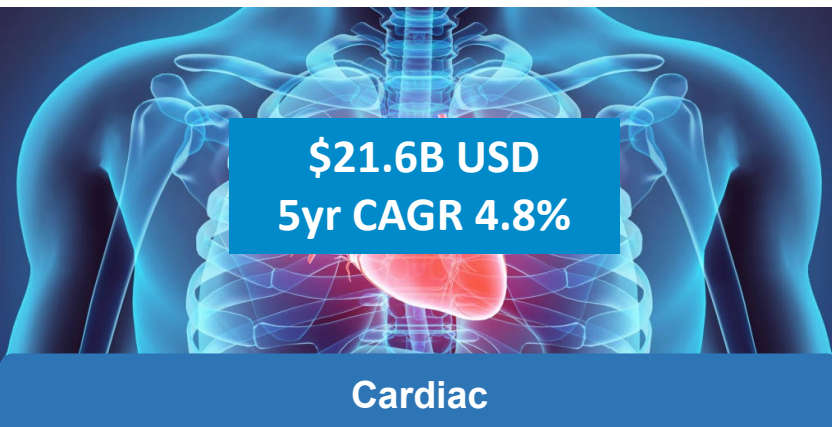
Expanded markets – Hedged for geopolitical and economic volatility



Uscom - The Measure of Life



Revenue Growth



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
- ...



Uscom leading into the future

Looking forward

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

Rapidly growing clinical evidence supporting Uscom devices driving growth into an established and de-risked MedTech enterprise with an expansionary vision providing investors a unique growth opportunities foreseeably.

FY 24 - Achievements

- 43% total sales growth
- Regional sales growth
- New products and regulatory
- New IP
- New partnerships – manufacturing and distribution
- SE Asian expansion
- Increasing KOL engagement
- Dealt with unpredictable and volatile markets
- Continue strategic discussions to optimise shareholder value



FY25 – Next Steps

- Expanded global partnerships in manufacturing and distribution
- Restructure in SE Asia
- Global distribution
- New IP, R&D and new products
- New marketing initiatives
- Capitalise on life-saving evidence in hypertension, maternal health, sepsis and paediatrics
- Ensure continued high growth
- Continue strategic discussions to optimise shareholder value

Uscom leading into the future

Conclusion

FY24 was a year of resumed growth for Uscom with a 43% rebound in total sales receipts following 10 consecutive years of >20% CAGR pre-COVID.

Uscom has spent the COVID years investing in manufacturing, distribution, partnerships, IP, products, people and research and focusing on the rapid growth region of SE Asia. **We now look forward to our global distribution initiatives converting this investment into revenue for investors.**



Uscom leading into the future



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*



Uscom

Questions and Comments

ASX: UCM

Prof. Rob Phillips

Chairman and CEO, Uscom Limited

Oct 25, 2024



Uscom

Thank You

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