



**Uscom**

**2016**

# **Annual General Meeting**

**Rob Phillips**

PhD(med), MPhil(med), FASE,  
DMU(cardiol)

Associate Professor, Critical Care Research  
Group, School of Medicine, The University  
of Queensland

**Uscom Executive Chairman/CEO**



# Uscom Limited

## 2016 ANNUAL GENERAL MEETING

# Introduction

## Board of Directors:

Prof Rob Phillips (Executive)

Ms Sheena Jack (Non-executive)

Mr Christian Bernecker (Non-executive)

Mr David He (Non-executive)

Company Secretary – Mr Brett Crowley

BDO Auditors – Mr Gareth Few

# Agenda

- Quorum / Open meeting
- Chairman's Welcome, Introduction of Board Members
- Chairman's Presentation
- Results and operations 2016
- Strategy 2017
- Notice of Meeting – Taken as Read
- Consideration of Reports
- Business – Resolutions 1 - 6
- Close of Meeting
- Question and Answers

# Executive Chairman's Report

Associate Professor Rob Phillips

PhD(Med), MPhil(Med), FASE, DMU(Cardiol)

Executive Chairman, Chief Executive Officer, Head Clinical  
Science

# Uscom - 2016

*“Growing as planned!”*

# Uscom - Mission

*"Uscom is a leading innovator in medical devices, developing new technologies to address the challenges of global disease and health care."*

*Uscom is driven by a commercial ambition to become a leader in global health business."*



# 2016 Results

## Growth:

Record revenue, sales, cash, share price, cap value (+44 to 114%)

## And investment:

Transformational \$65m 5yr China agreement

Acquired and consolidated Thor laboratories into Uscom

One off investments:

- acquisition and integration (≈\$1m)

- BP+ and SpiroSonic prepared for revenue in 2017 (≈\$0.5m)

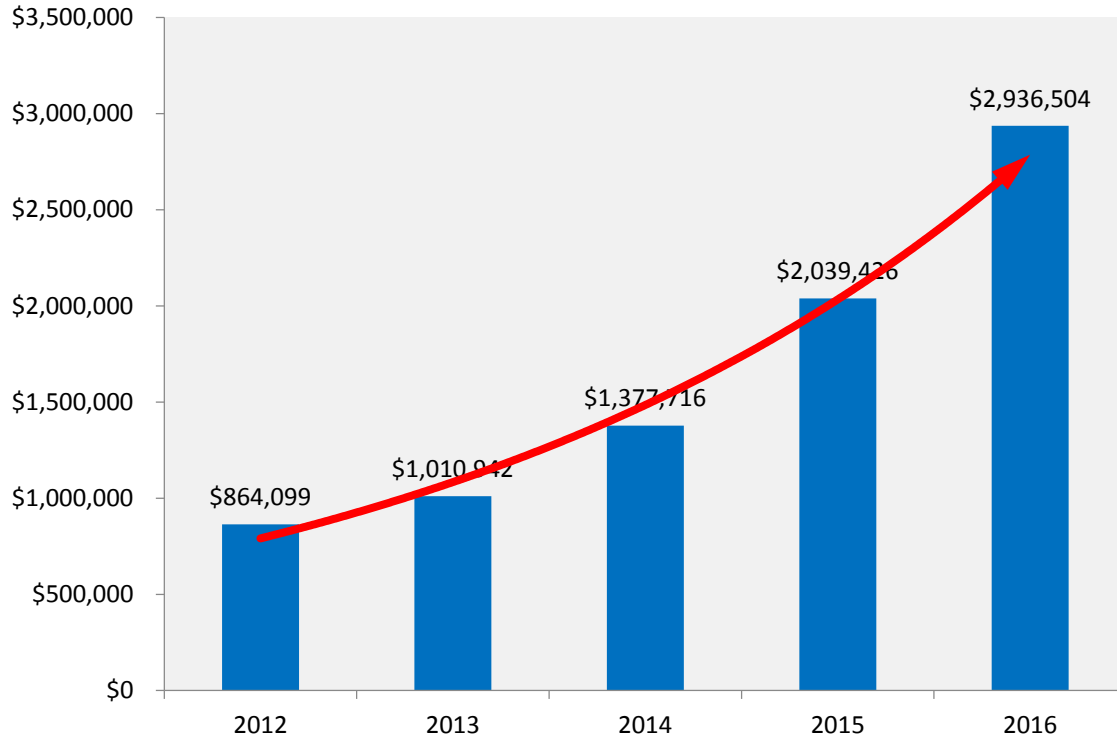
- global corporate model established

Approaching profitability with two new device series for sale in 2017



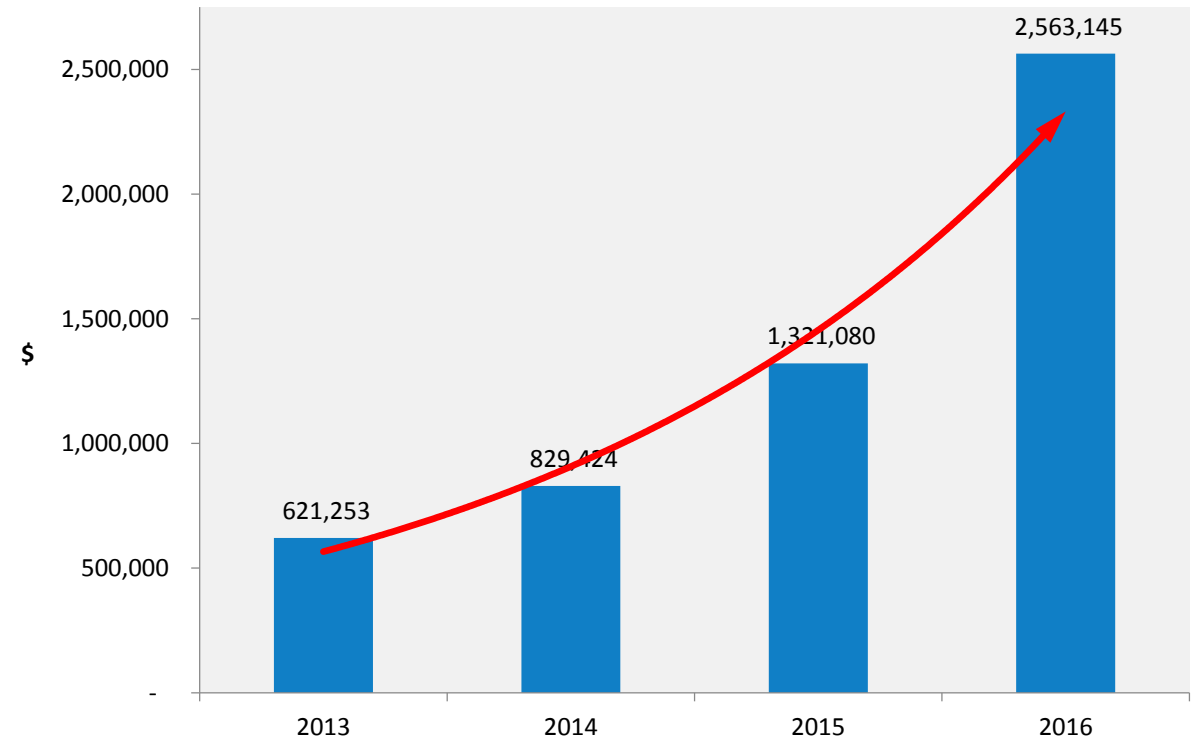
# 2016 Results

## Total Revenue



*Total revenue +44% to \$2.94m  
+43% CAGR for 3 years*

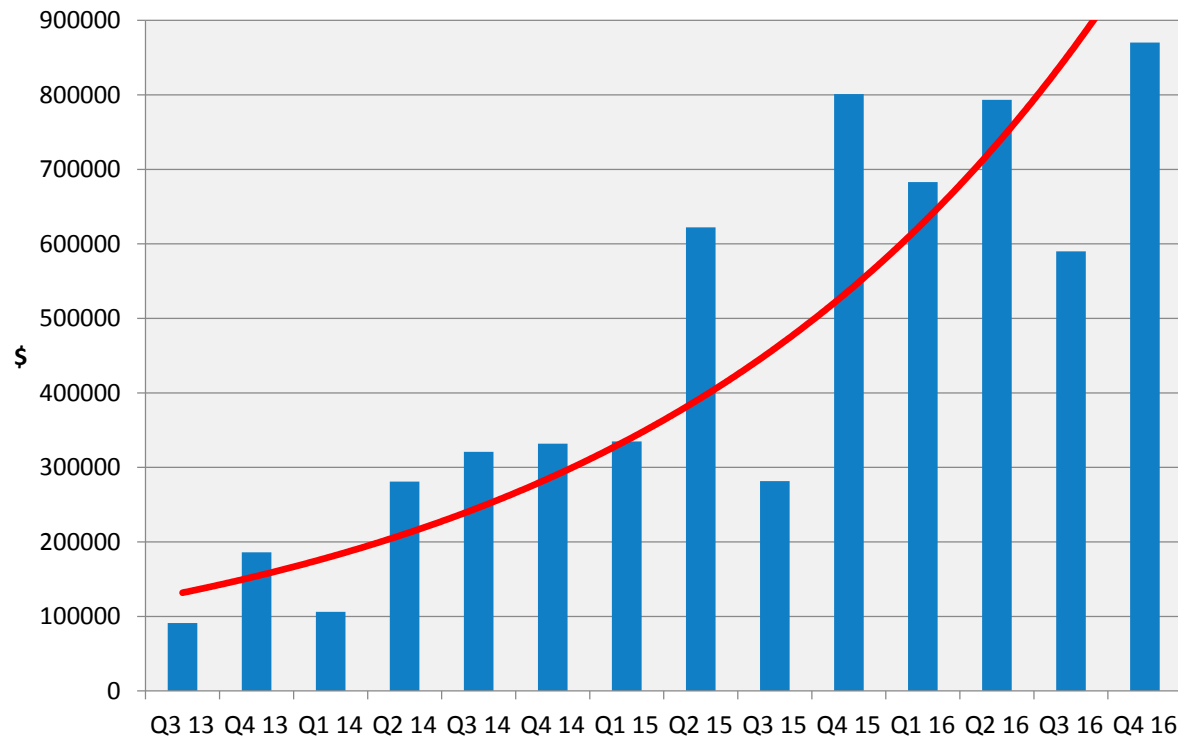
## Receipts from Customers



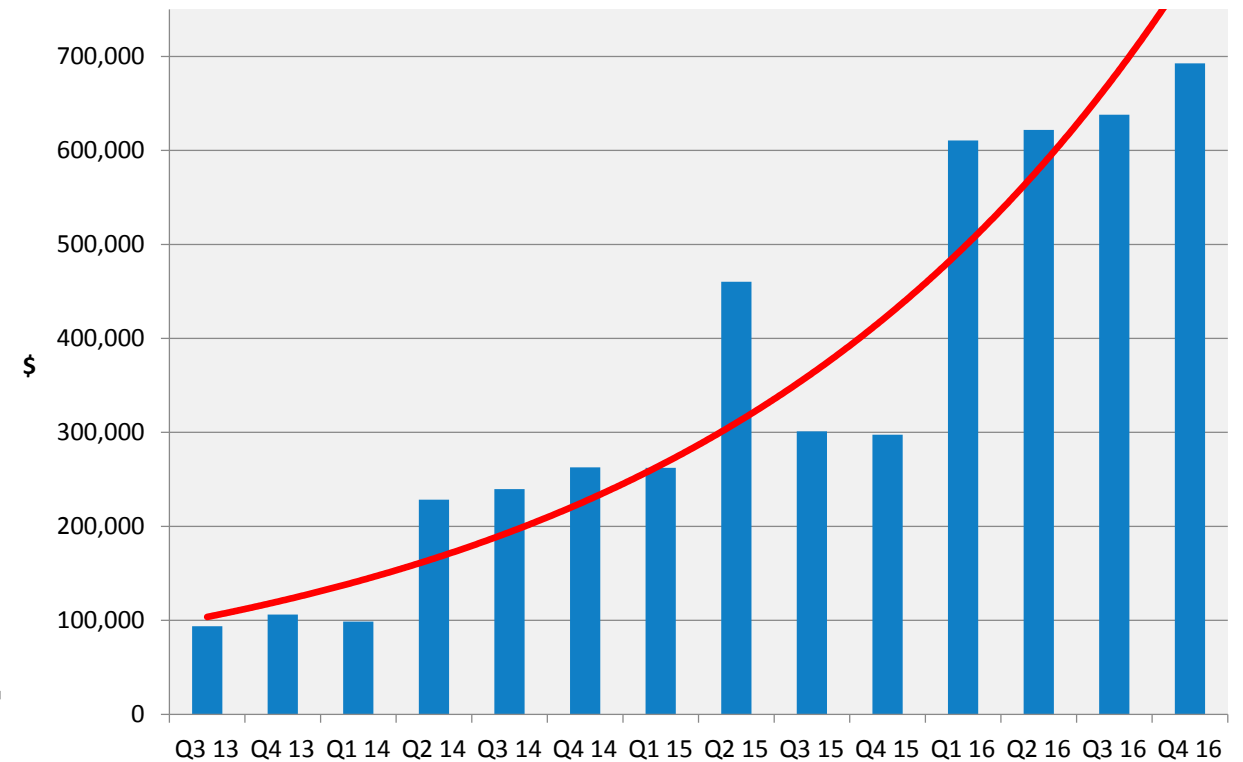
*Receipts from Customers +94% to \$2.56m  
+60% CAGR for 3 years*

# 2016 Results

## Quarterly Total Revenue



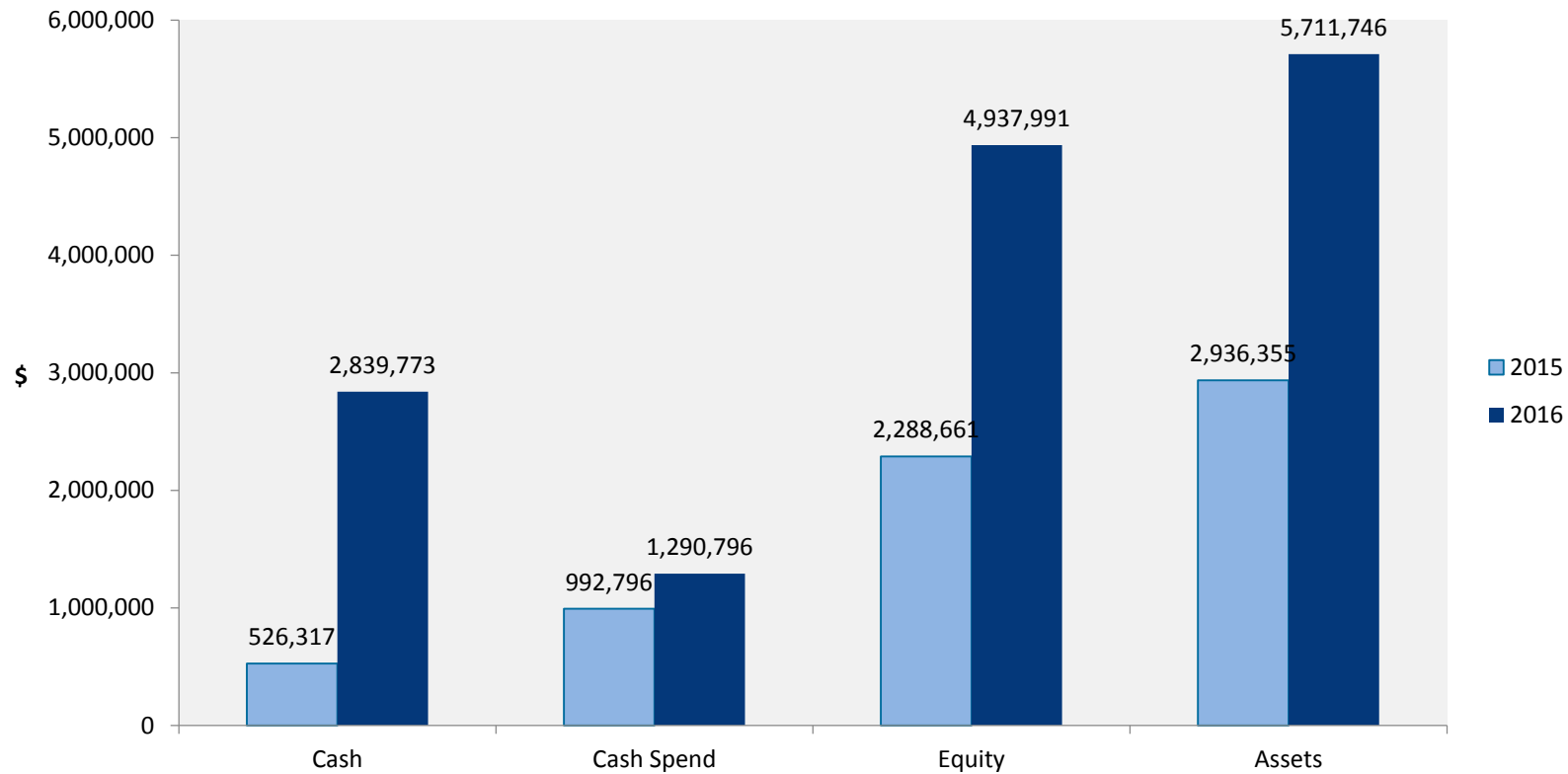
## Quarterly Cash Receipts



*2016 – Total Revenue and Cash Receipts CAGR 44% and 94% CAGR 3 years*

# 2016 Results

## Cash, Equity and Assets



*A year of investment*

# Announcements

2015

July

- USA FDA Clearance for Thor Ultrasonic Spirometers

September

- Uscom Completes Thor Acquisition

November

- Uscom Establishes UK Subsidiary
- USCOM can Replace Cardiac Catheters in Children
- New SpiroSonic Series of Asthma Products

2016

January

- Non-invasive BP+ Equal to Catheters for Central Blood Pressure in Children

# Announcements

2016

**February**

- Uscom Customer Receipts Up 72% In First Half

**March**

- Uscom BP+ Contracted Into UK NHS Supply Chain
- Former J&J Asia Executive Appointed to Uscom Board
- Paediatric sepsis mortality reduced 46% with USCOM use: 11. New Thai critical care study

**May**

- Uscom may improve outcomes and reduce cost in surgery
- Uscom appoints new Company Secretary

**June**

- Uscom Oversubscribed PP for Strategic Investment
- New Uscom BP+ Distributor in Vietnam
- Uscom agreement with CIIC Shanghai

# Announcements

2016

July

- New US Uscom BP+ Patent
- Additional Uscom BP+ US Patent

October

- Uscom Budapest Revenue up 48% pa
- Paediatric Sepsis Outcomes Improved With USCOM
- CE Mark for New Uscom Asthma and COPD Devices

November

- Uscom CEO Appointed to Govt China Initiative
- Uscom Awarded Euro Grant for Lung Cancer Diagnostic

*Busy growing*

# Building Great Brands



*Uscom – devices the experts use*

# Building Great Products



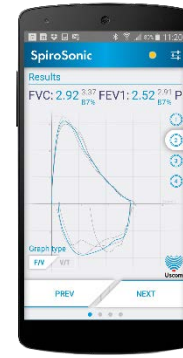


# Building New Markets

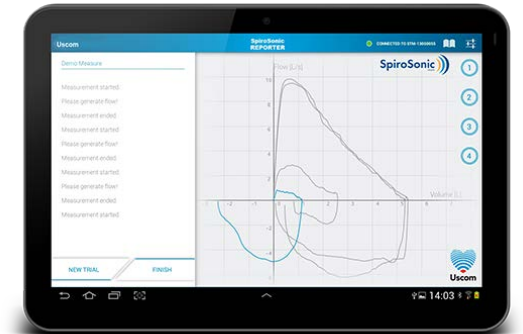


## Telemonitoring asthma and COPD

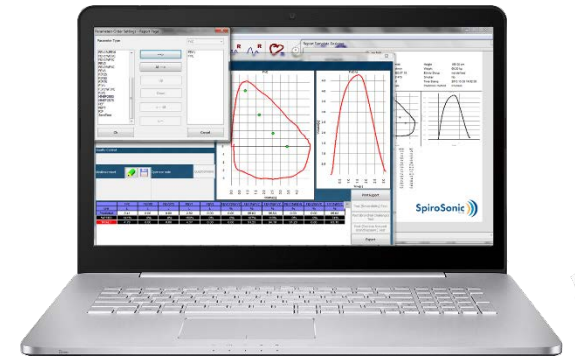
Digital ultrasonic spirometers  
Wireless connectivity  
Proprietary apps and software  
Diagnostic and therapeutic monitoring  
Leading pulmonary monitors in  
eHealth  
450 sold into the US (2016)  
Growing global market



Uscom Phone App



Uscom digital spirometers

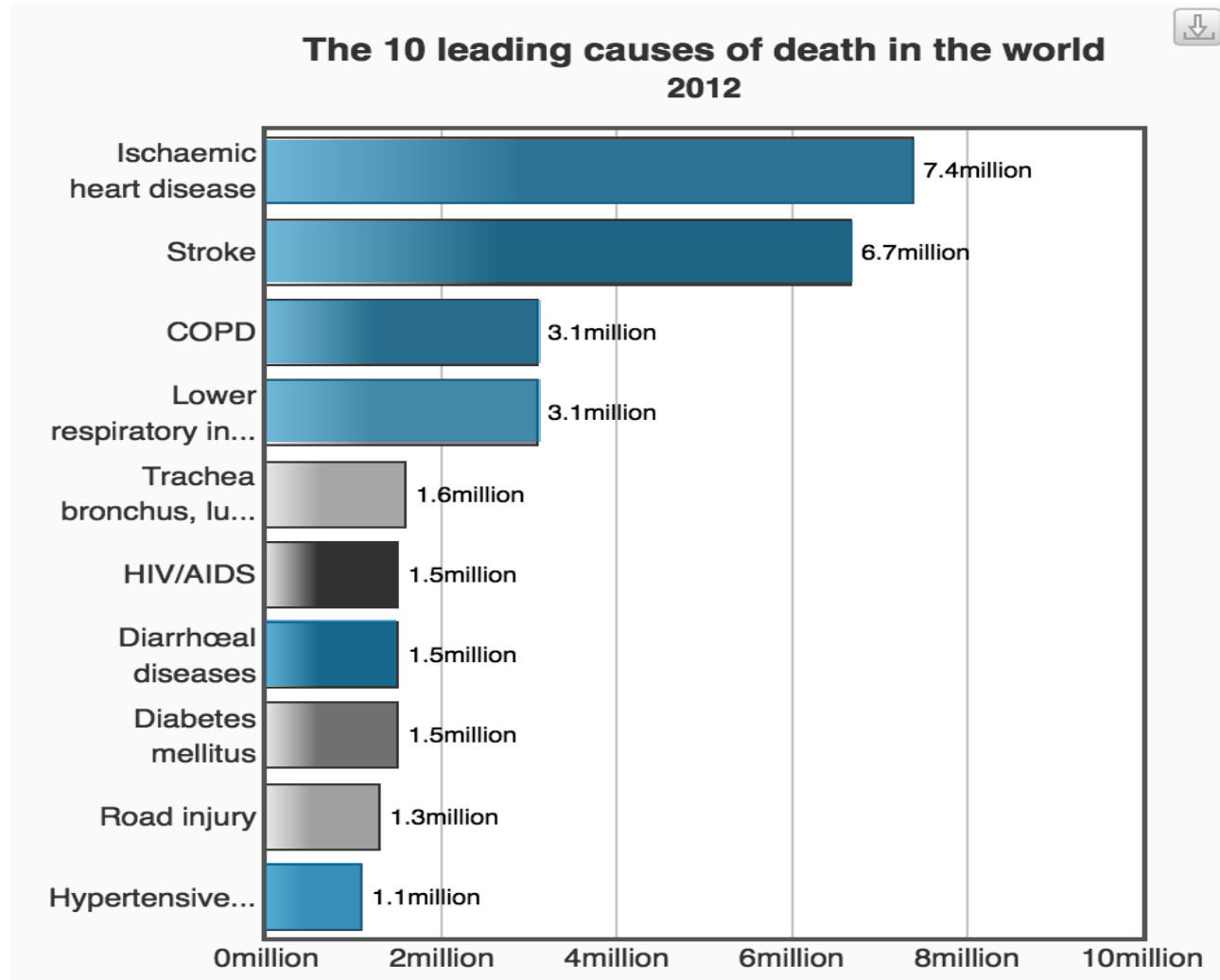


SpiroReporter software

*Bringing patients and clinicians together –  
The digital eHealth future*



# Meeting Global Clinical Needs



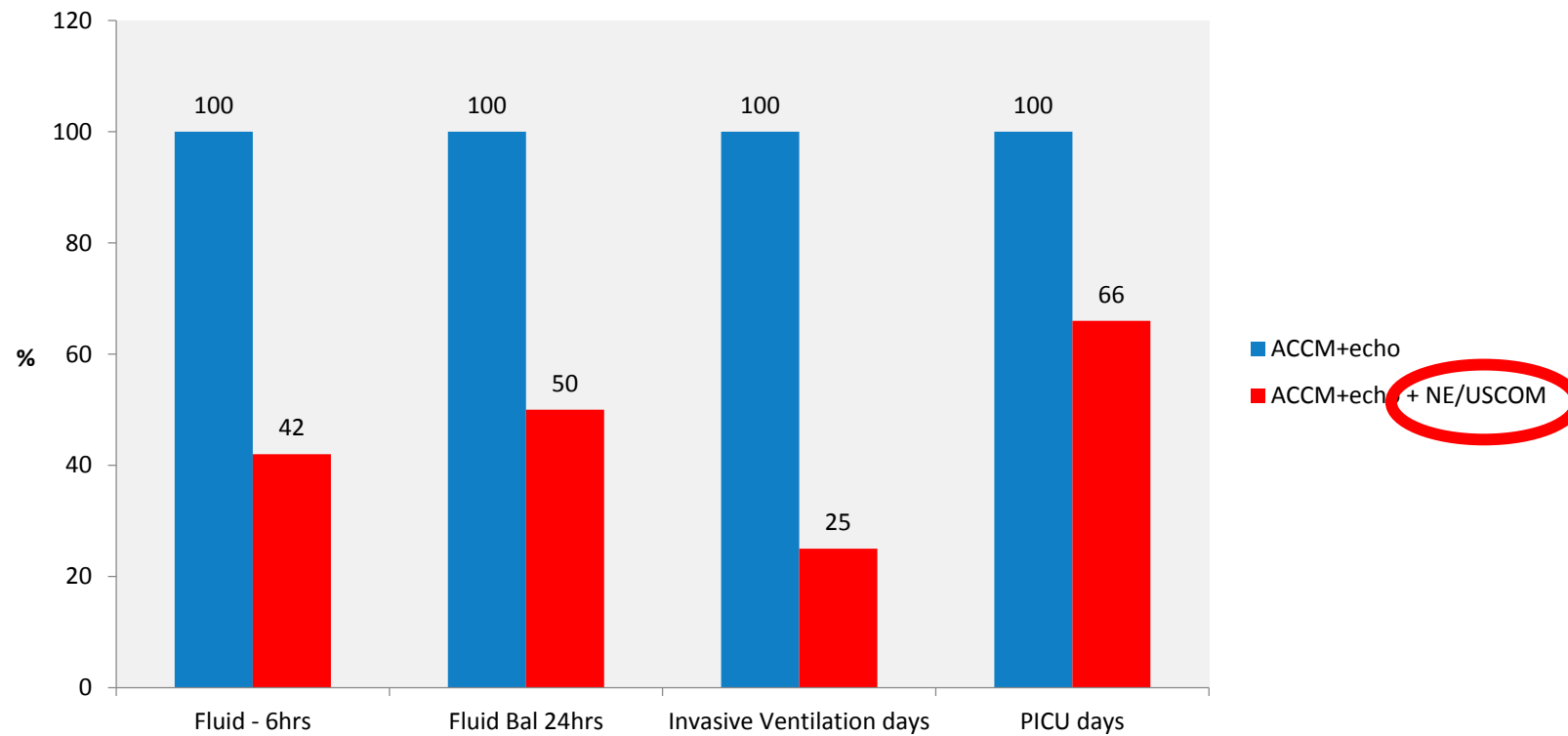
*Uscom addresses conditions responsible for **80%** of the leading causes of death worldwide (WHO criteria).*

***Heart failure, sepsis, hypertension, asthma, COPD.***

# Changing outcomes

36 new publications

Outcomes Changes




*Changing the lives of children with septic shock in India*

# New patents

## Two new US BP+ patents



 UNITED STATES PATENT AND TRADEMARK OFFICE

UNITED STATES DEPARTMENT OF COMMERCE  
United States Patent and Trademark Office  
Address: COMMISSIONER FOR PATENTS  
P.O. Box 1450  
Alexandria, Virginia 22313-1450  
www.uspto.gov

APPLICATION NO.	ISSUE DATE	PATENT NO.	ECKERT SEAMANS CHERIN & MELLOTT, LLC	CONFIRMATION NO.
12/454,123	08/16/2016	9414755	306212-00018	3942

*KFM* 10037 7590 07/27/2016  
ECKERT SEAMANS CHERIN & MELLOTT, LLC  
U.S. STEEL TOWER  
600 GRANT STREET  
PITTSBURGH, PA 15219-2788

*USCOM 204*

AUG - 3 2016  
U.S. Steel Building  
600 Grant Street 44<sup>th</sup> Floor  
Pittsburgh, PA 15219

ISSUE NOTIFICATION



### 1. Central algorithms BP+

Notice of Allowance from the United States Patent and Trademarks Office for the patent covering the central algorithms in the Uscom BP+ suprasystolic oscillometric central blood pressure monitor. The Patent has a priority date of 13<sup>th</sup> May 2009.

### 2. Method and apparatus BP+

Notice of Allowance from the United States Patent and Trademarks Office for a patent covering the method and apparatus for producing central pressure waveforms in an oscillometric blood pressure system. The patent has a priority date of 12<sup>th</sup> July 2009.

*IP – Protecting our commercial future*

# Global manufacturing

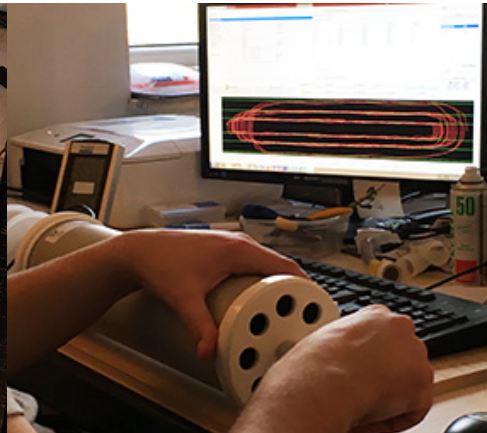
To meet demand.

## Currently

- USCOM 1A and BP+ in Sydney
- SpiroSonic in Hungary

## Future

- SpiroSonic and BP+ in Hungary



# 2016 Results

*" Investors can review Uscom's progress in 2016 with satisfaction and look forward to the rewards of 2017 and beyond.*

*Uscom has invested in the future, and investors will share in the profits of this investment as we continue to meet our milestones."*



# 2017 milestones

More products -	Global launch BP+ (+2) Global launch SpiroSonic products (+7)
More Revenue -	Continue USCOM sales growth Global pricing More and better distribution Cross distribute USCOM/BP+/SpiroSonic Reimbursement drive
Global operations –	Grow US, UK and Budapest operations Grow China
Market value -	Grow company fundamentals and shareholder value



*Uscom has a history of meeting our milestones*



# China partnerships



## State funded growth

CIIC to import \$65m of Uscom devices and support regulatory over 5 yrs

Health spend from 6-12% of GDP  
1.35b population in 31 provinces  
Revenue targets in China \$20m



# Worldwide regulatory

## The path to global markets

Uscom has established in house skills in regulatory approval of medical devices

- Europe - CE
- China – CFDA
- USA - FDA 510k
- Multiple small jurisdictions (TGA etc.)

CE is also used for other countries as a basis for registration



# Regulatory

Jurisdictions

Products		2016			2017		
		CFDA	CE	FDA	CFDA	CE	FDA
1	USCOM 1A	✓	✓	✓	✓	✓	✓
2	Uscom BP+	★	★	★	★	★	★
3	Uscom BP+Reporter	★	★	★	★	★	★
4	SpiroSonic Flo	★	★	★	★	✓	★
5	Smart	★	★	★	★	✓	★
6	Mobile	★	★	★	★	✓	★
7	Pro	★	★	★	★	✓	★
8	SpiroReporter	★	★	★	★	✓	★
9	tSpiro	★	★	★	★	✓	★
10	SpiroApp	★	★	★	★	✓	★

New Products

★ In preparation/submitted ★ Expected ✓ Achieved

# New distribution

## Medica – Taking Uscom products to the world

Three leading product lines

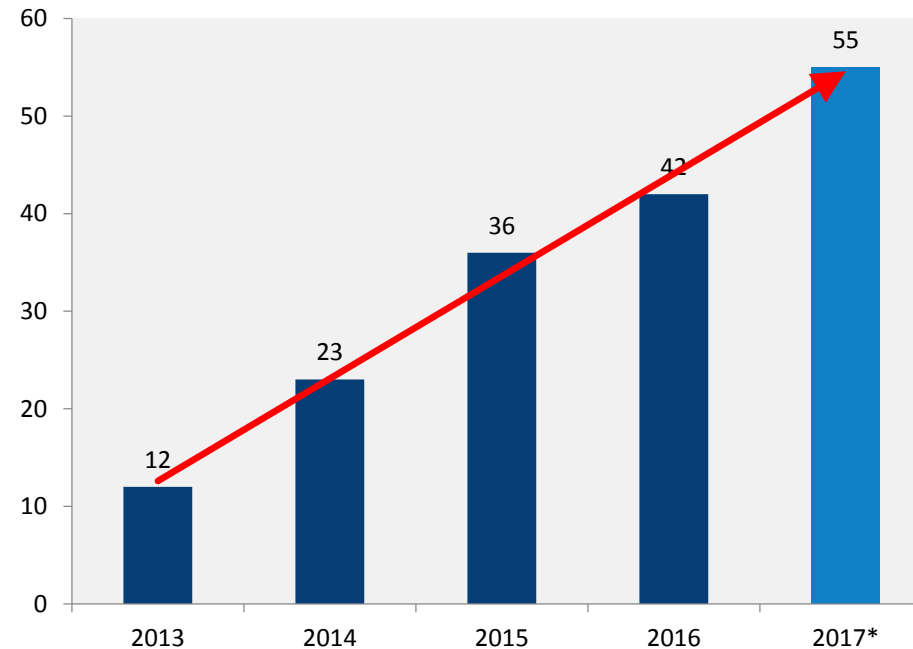
Global distribution

130,000 Delegates

5,000 Exhibitors

New distributors in advance of  
regulatory approvals

Distribution Agreements



*Distributors are feet on the ground - revenue*

*\*Anticipated*

# Three global brands



**Uscom**

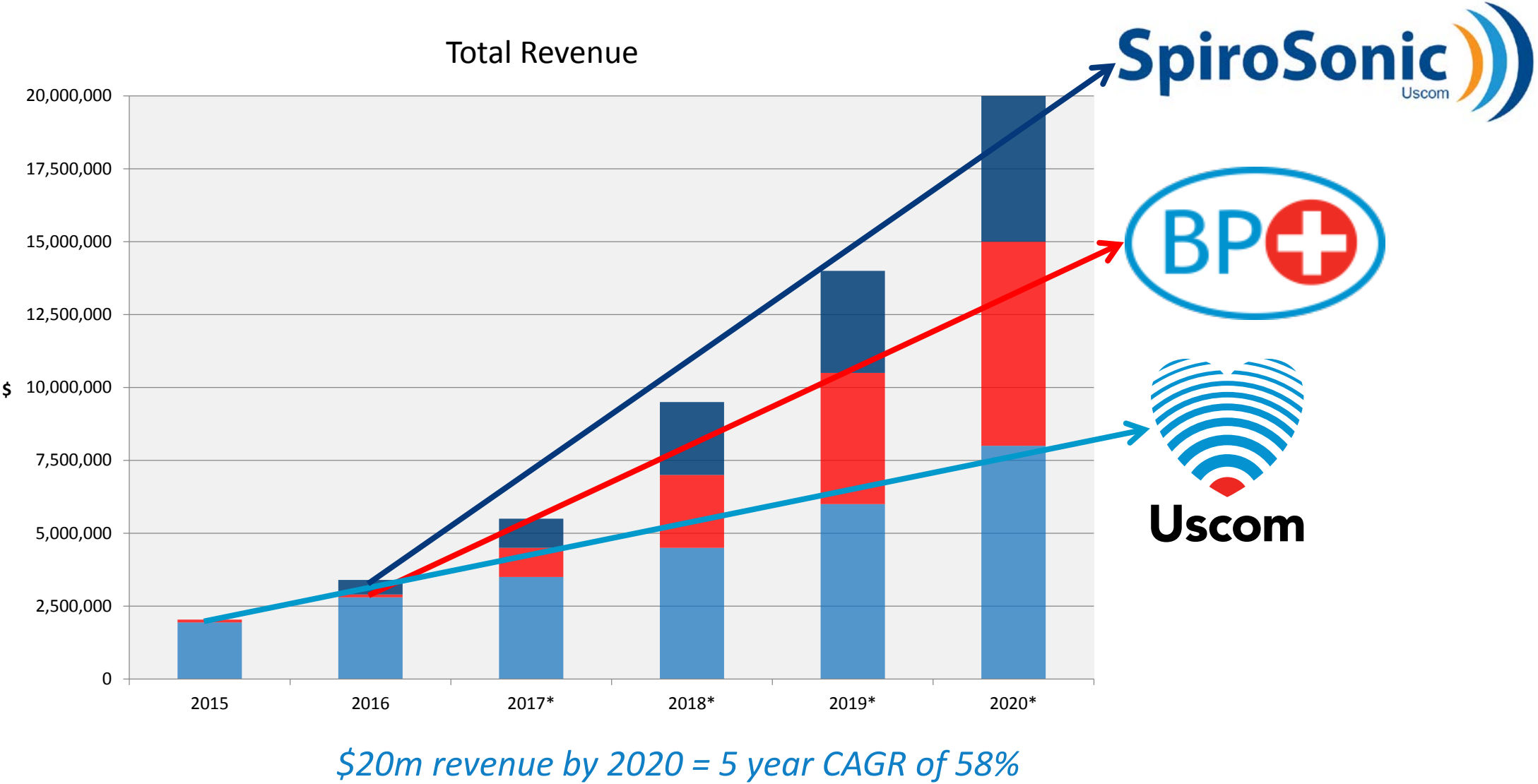


Science – Manufacture – Regulatory – Market - Revenue



Three revenue streams

# Revenue model



# Uscom news!

## Uscom receives European Award to Develop Lung Cancer Diagnostic



NATIONAL RESEARCH, DEVELOPMENT  
AND INNOVATION OFFICE



**Uscom**



*“To develop a simple breath test device for early diagnosis of lung cancer and a wide range of viral, microbial, neoplastic (cancer) and genetic diseases.”*

Total 2.7m Euro (AU\$3.8m) 3 year grant from The Hungarian National Research, Development and Innovation Office.

300k Euro (AU\$427k) for Uscom in the first stage, in collaboration with the Material Sciences Department of the Hungarian Academy of Science, and the Medical School of the Semmelweis University in Budapest.

Uscom owns all developed IP, with first right of refusal to commercialise new project developed IP

# Uscom - 2017

*"Uscom has acquired global assets to ensure reliable revenue growth and long term profitability.*

*Our strategy is to efficiently deliver the devices we have developed into global markets.*

*Establish a culture of profitable performance and future shareholder dividends."*



# Uscom - 2017

*“Continuing to grow as planned”*





**Uscom**

**2016**

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# **Questions**

