



Uscom

2017 Update Continued Growth

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Mission

"Uscom is a leading innovator in cardiovascular and pulmonary 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."

Invested in the future

Growth by acquisition



Incremental shareholder value

Two companies

Pulsecor – 2013

Thor – 2015

Two product suites

BP+

SpiroSonic

Two global revenue streams starting 2017

IP and product reservoir

World leading technologies

Stand alone companies

Growth strategy

Efficiencies of scale

Investment

Operational integration

Product development

Regulatory

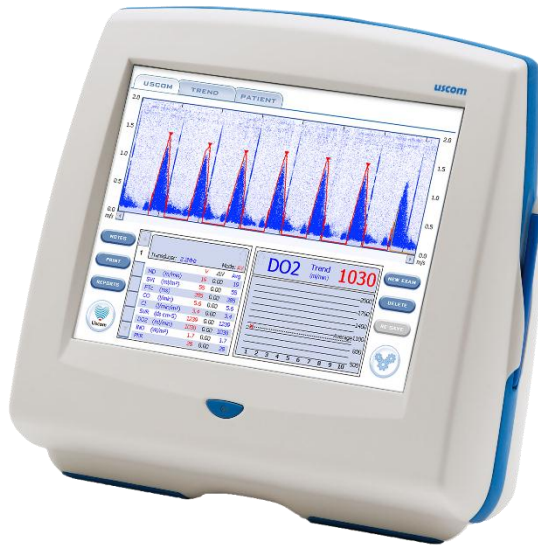
Revenue - 2017



Uscom – devices the experts use

Technology

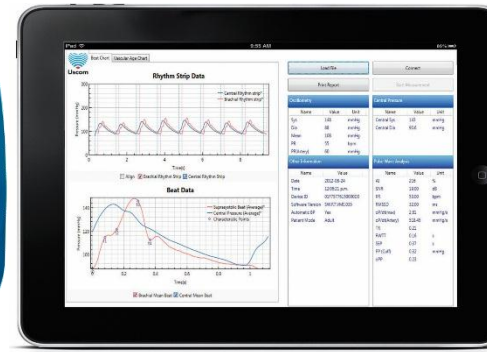
“Digital medical device innovations to improve the physician experience and patient outcomes.”



Digital Doppler Ultrasound



Suprasystolic Oscillometry



Digital Transit time Ultrasound

New generation digital cardiovascular pulmonary devices.

Uscom – Medical devices the experts use

Applications

Sector leading technologies



Fluid, Sepsis & Heart Failure

- US \$1.3bn market *
- CAGR of 7.6% *
- CE, FDA, TGA, CFDA

USCOM 1A

Cardiac Output Monitoring

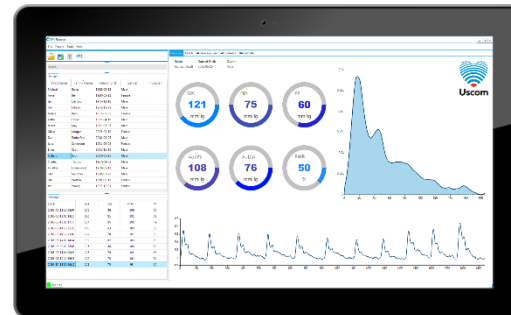


Hypertension & Vascular Health

- US \$1.7bn market *
- CAGR of 11.5% *
- CE, FDA, TGA

BP+

Blood Pressure Monitoring



COPD & Asthma

- US \$400m market *
- CAGR of 6.5% *
- CE, TGA, FDA

SpiroSonic

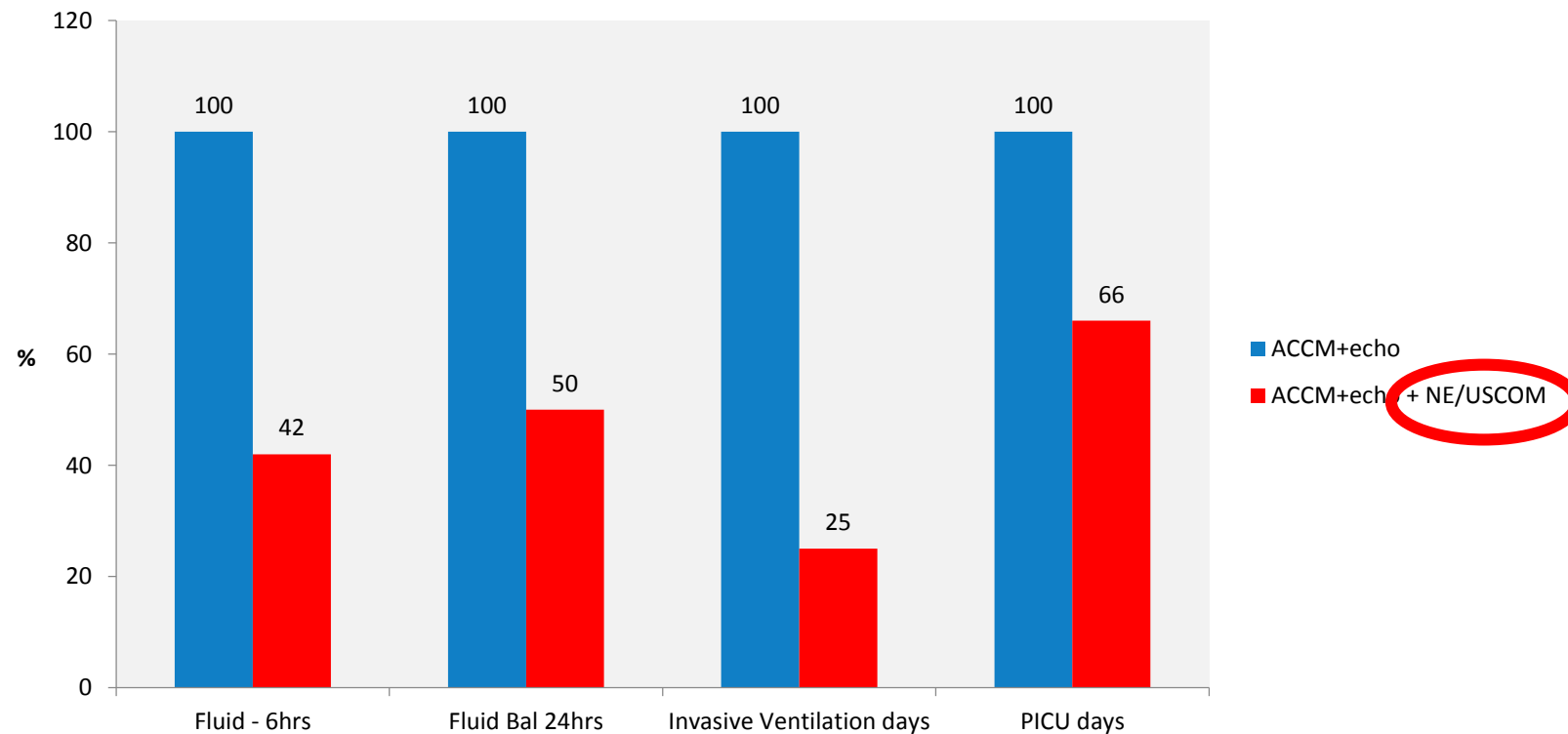
Pulmonary Monitoring



Changing outcomes

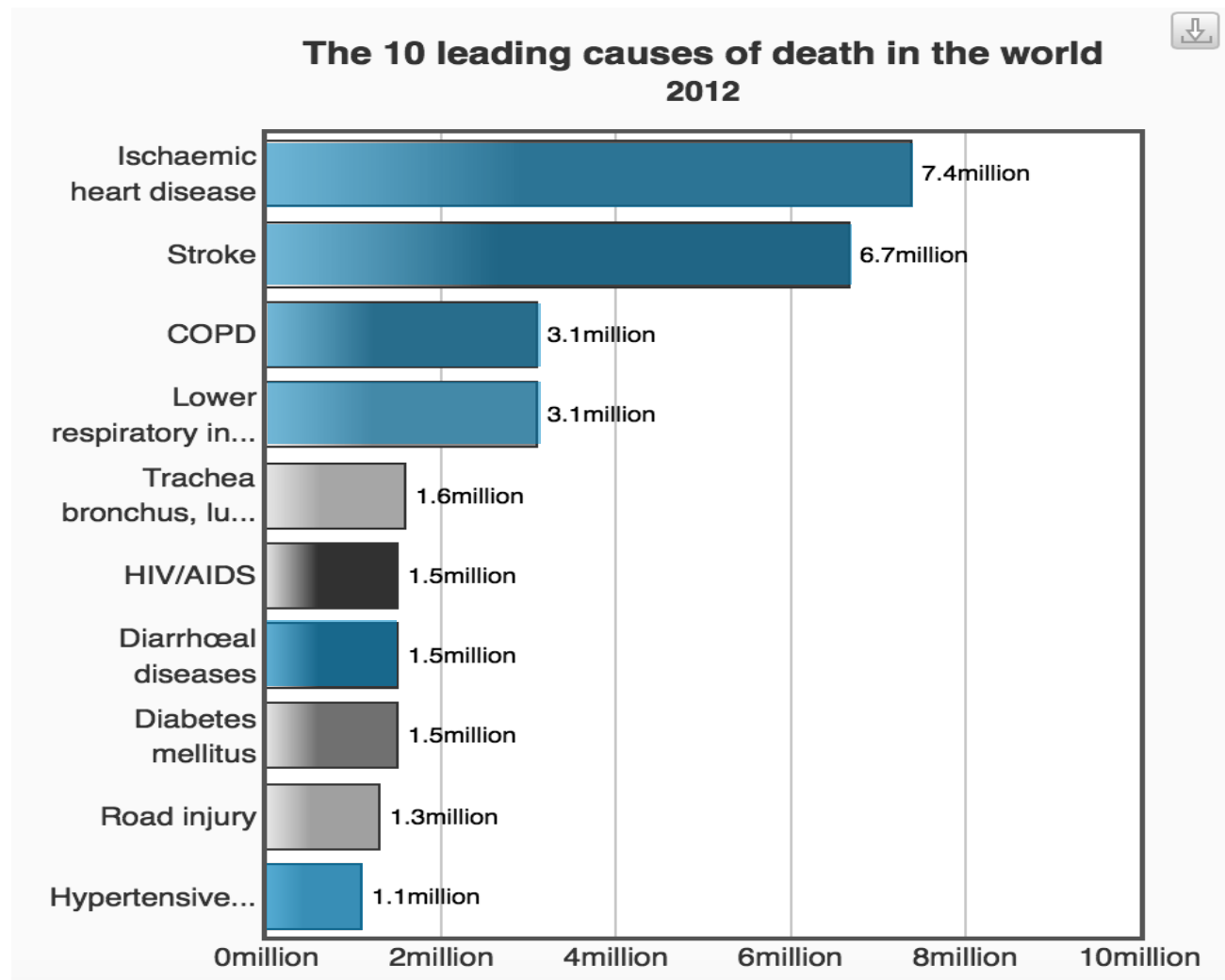
36 new publications in 2016

Outcomes Changes



Changing the lives of children with septic shock in India

Meeting clinical needs

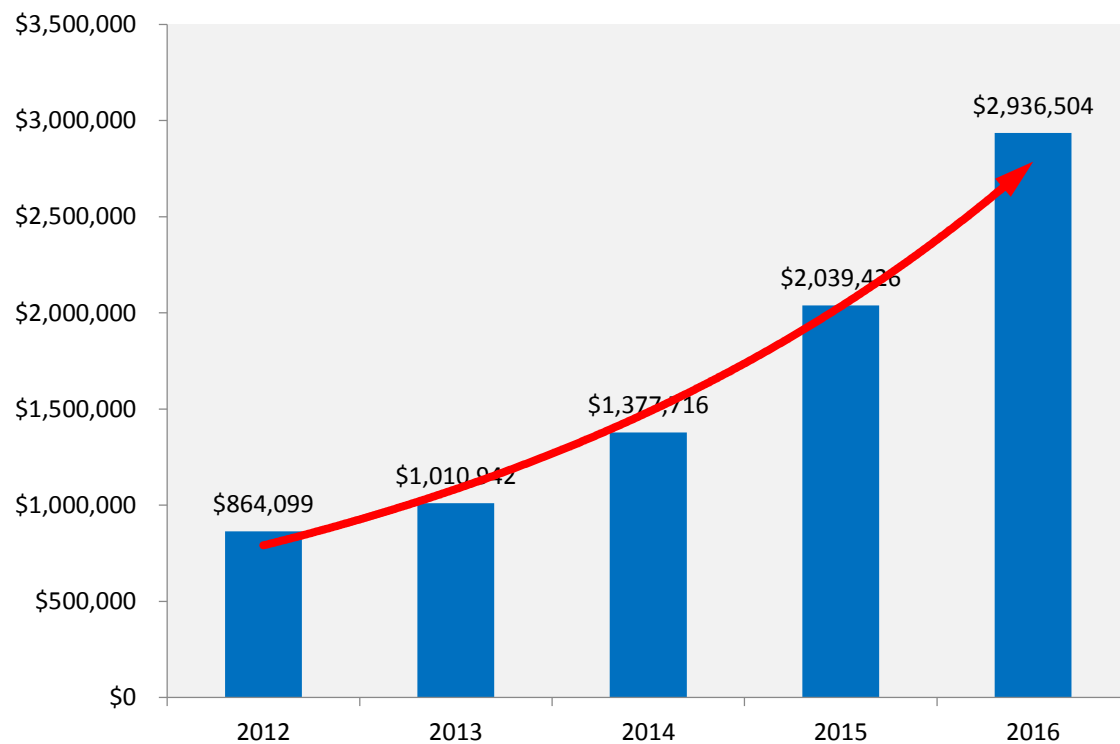


*Uscom devices address conditions responsible for **80%** of leading causes of death worldwide (WHO criteria).*

Heart failure, sepsis, hypertension, asthma, COPD.

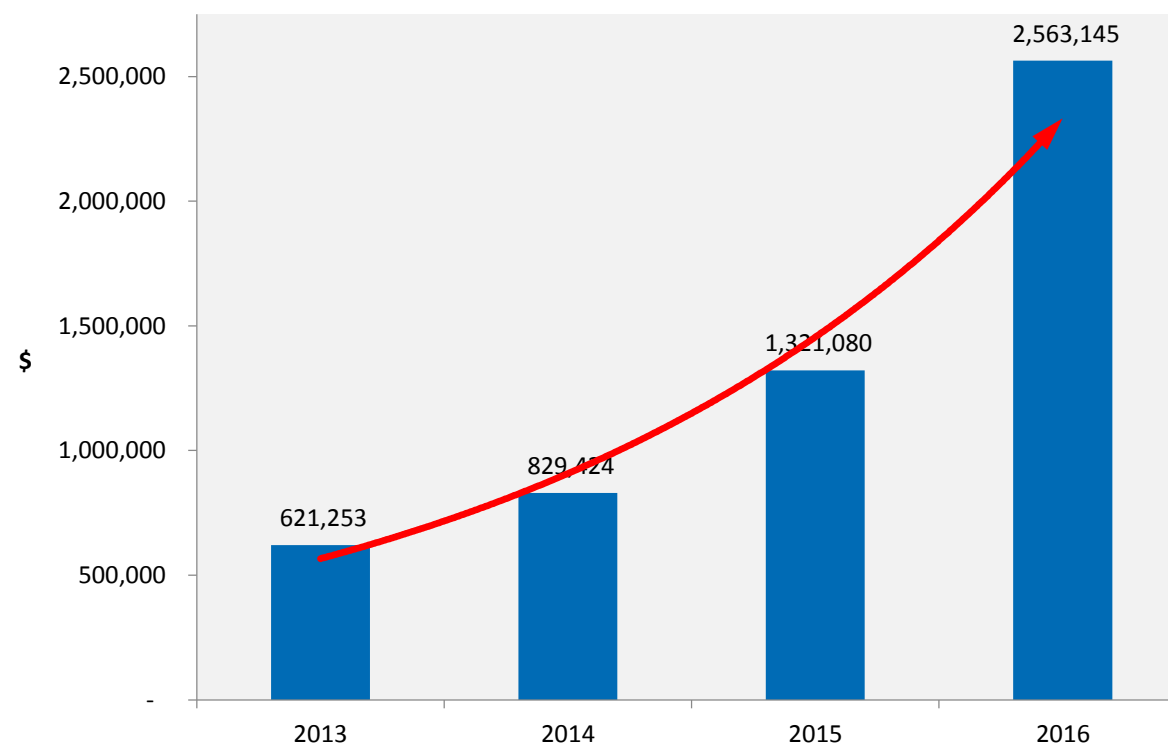
2016 Results

Total Revenue



*Total revenue **+44%** to \$2.94m*

Receipts from Customers

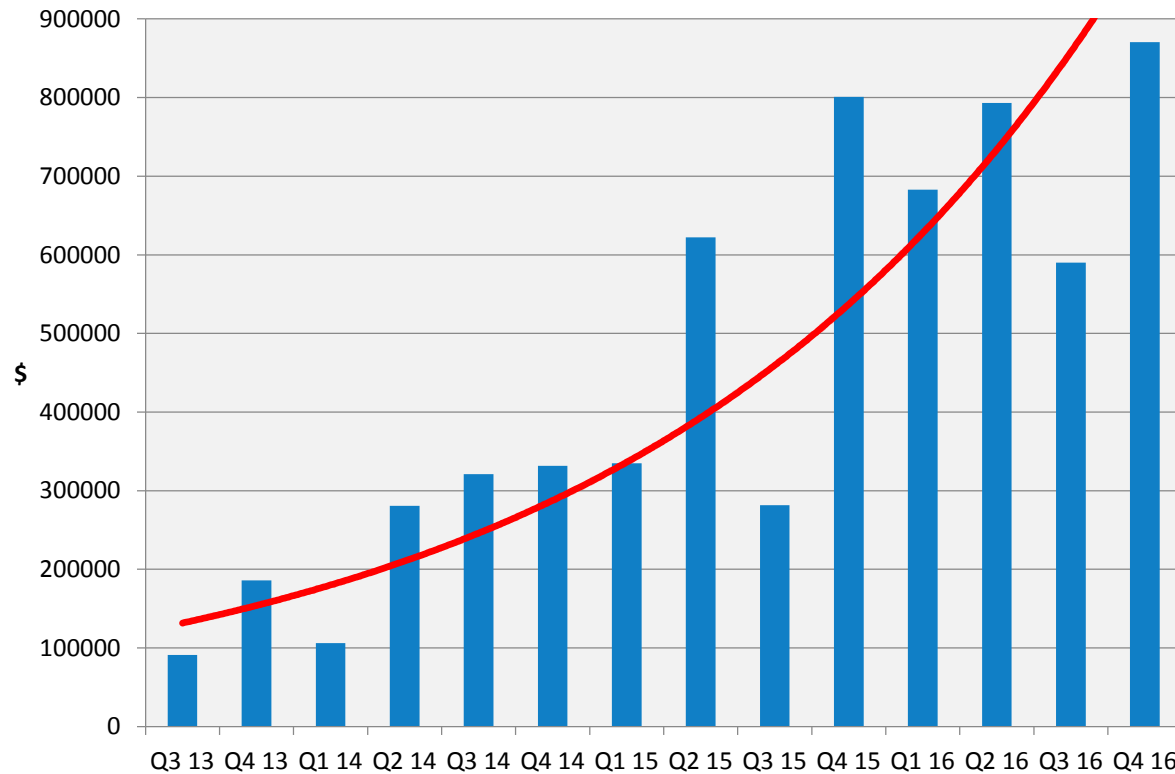


*Receipts from Customers **+94%** to \$2.56m*

A year of growth and investment

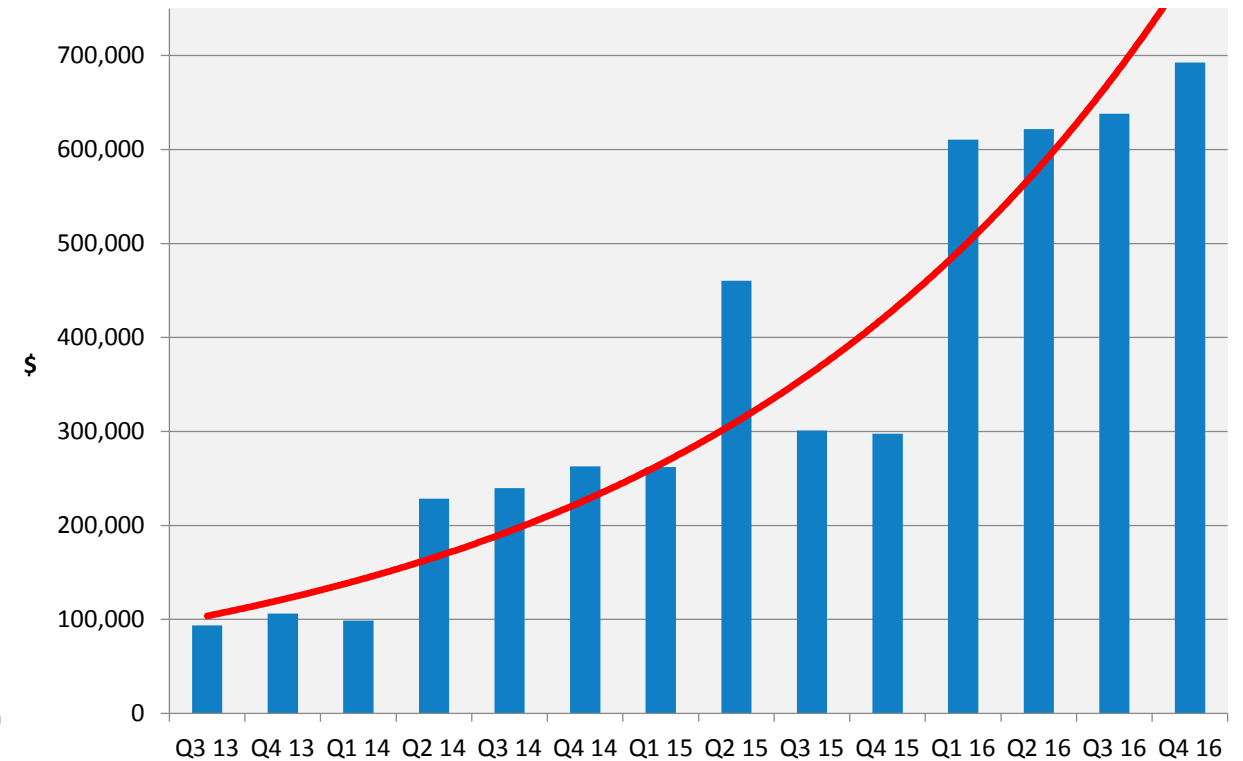
2016 Results

Quarterly Total Revenue



Revenue 3yr CAGR 43%

Quarterly Cash Receipts

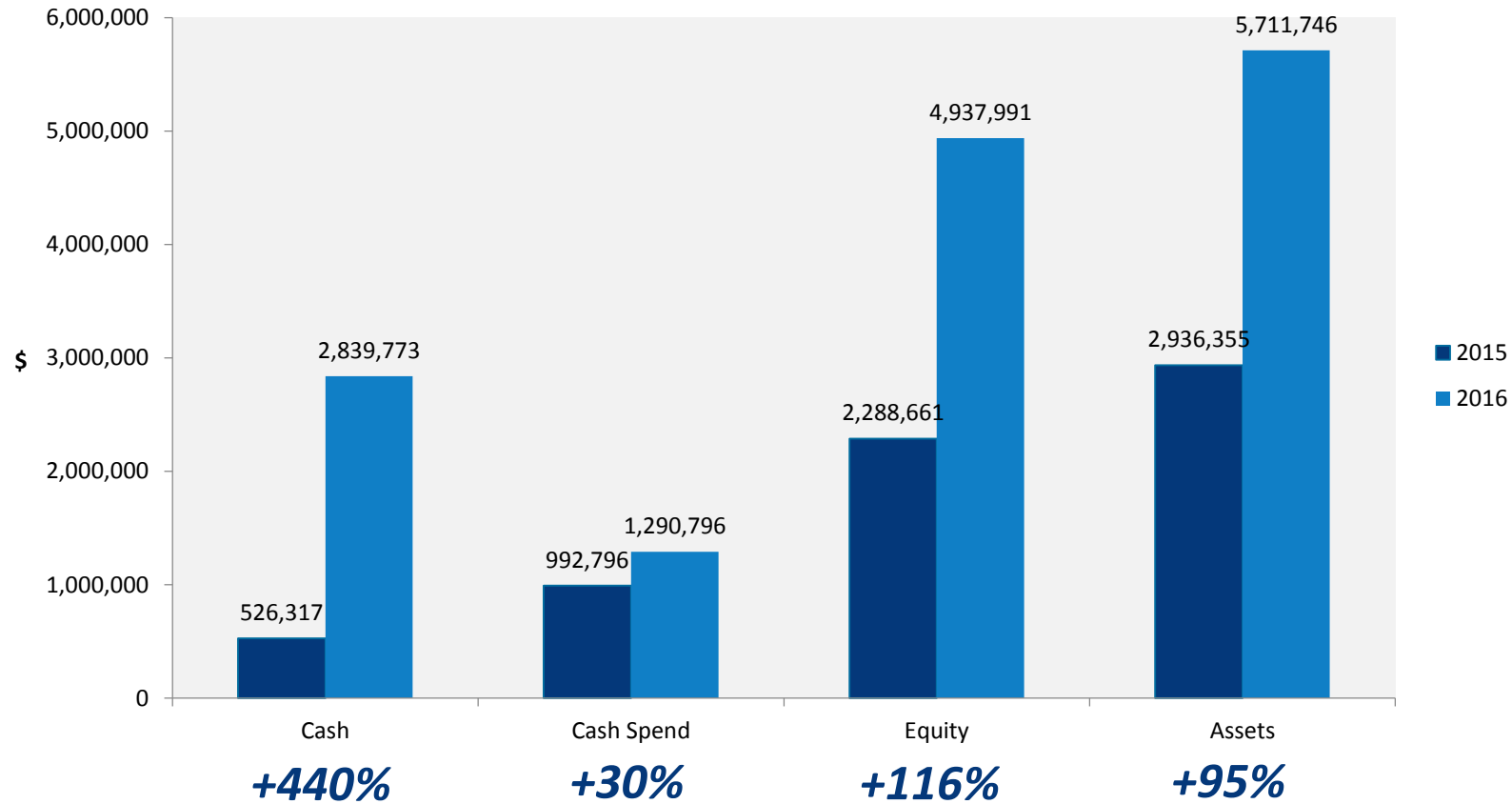


Cash Receipts 3 yr CAGR 60%

A year of growth and investment

2016 Results

Cash, Equity and Assets



A year of growth and investment

2016 Results

Growth:

Record revenue, sales, cash, share price, cap value (+44 to +116%)

And investment:

Acquired and consolidated Thor laboratories into Uscom

One off investments:

- acquisition and integration (≈\$1m)

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

- global corporate model established

Transformational \$65m 5yr China agreement

Approaching profitability with two new device series for sale in 2017

2016

“Growth as planned!”

Uscom - 2016

" 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."

Great Brands



Unrecognised value



Uscom – devices the experts use

Great Products



Real devices, real value, real revenue

New Markets



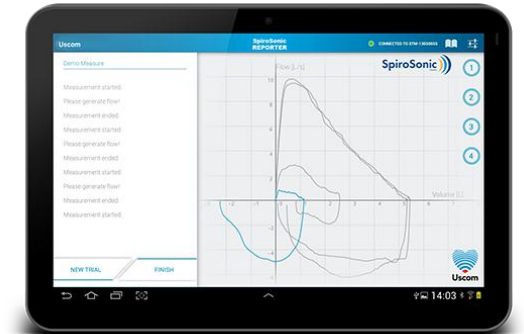
Telemonitoring asthma and COPD



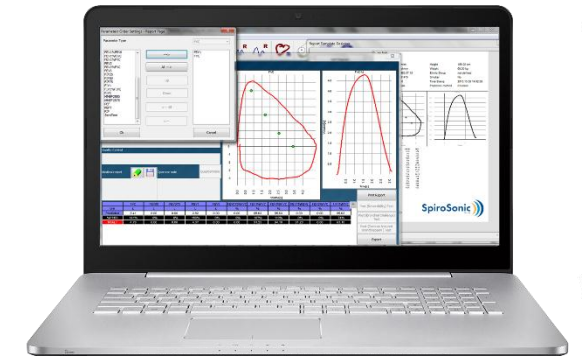
Digital ultrasonic spirometers
Wireless connectivity
Proprietary apps and software
Diagnostic and therapeutic
monitoring
Leading pulmonary monitors in
eHealth
450 sold into the US (2016)
Growing global market



Uscom Phone App



Uscom digital spirometers

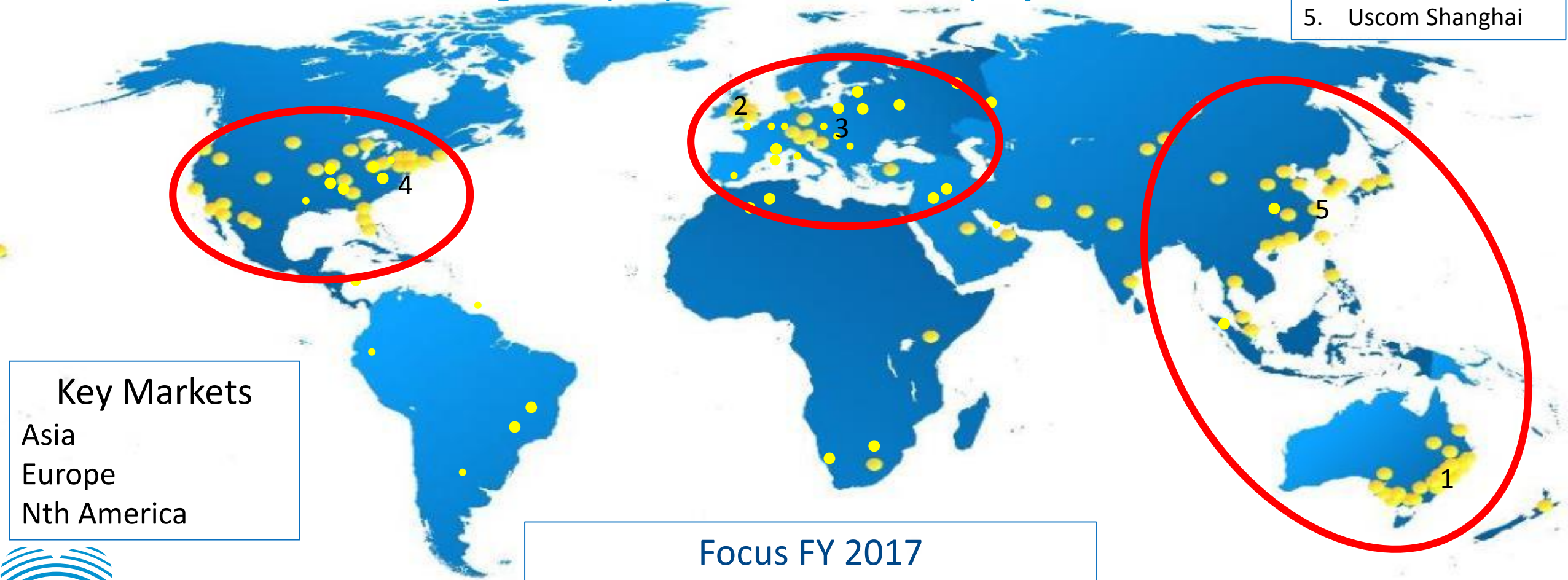


Bringing patients and clinicians together – The digital eHealth future **SpiroReporter software**

Global distribution

Delivering multiple products into multiple jurisdictions

1. Uscom Sydney
2. Uscom London
3. Uscom Budapest
4. Uscom LA
5. Uscom Shanghai



Key Markets

Asia
Europe
Nth America

Focus FY 2017

Asia – Establish CIIC
US – BP+ and SpiroSonic release
Global tSpiro partnerships



Distribution

Medica – Taking Uscom products to the world

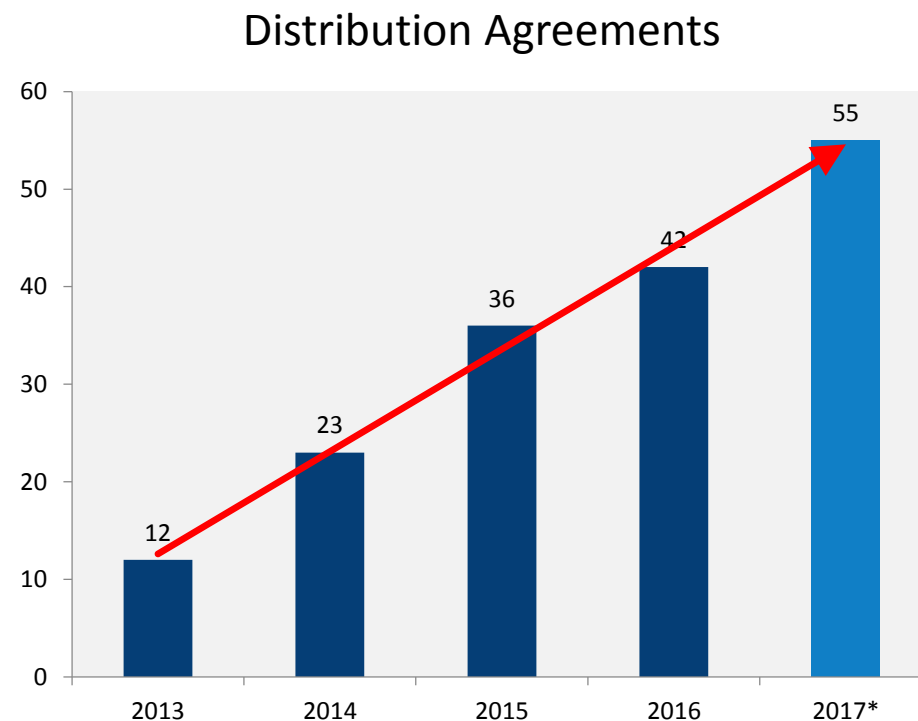
Three leading product lines

Global distribution

130,000 Delegates

5,000 Exhibitors

New distributors in advance of
regulatory approvals



China partnerships



Uscom – CIIC China state owned partnership

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

Global manufacturing

Uscom owns approved manufacturing facilities in Sydney and Hungary

Currently

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

Future

- SpiroSonic and BP+ in Hungary



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

Three global brands



Uscom



Three revenue streams

2017 milestones

Mission -	Capitalise on investments - profitability with growth HY 2017 results in February
More products -	Global launch BP+ (+2 products) Global launch SpiroSonic (+7 products)
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 European operations Grow China
Market value -	Grow company fundamentals and shareholder value



Uscom has a history of meeting our milestones

News!

European Research Grant to Develop Lung Cancer Diagnostic



NATIONAL RESEARCH, DEVELOPMENT
AND INNOVATION OFFICE



“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.”

Based on world leading digital, multi-path ultrasonic spirometer technology for measurement and analysis of respiratory flow.



Uscom - global reputation for excellence in science

News!

Closing 2016 with **Record Manufacturing**

December month - **record manufactured units**

December quarter – record manufactured units (**42% of full FY 2016**)

December half – **up 28%** on prior half

1000th USCOM 1A manufactured

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."



2017

“Continued growth as planned”



Uscom

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Thanks

