

# MARKET ANNOUNCEMENT

# **USCOM** signs eight new distribution agreements

## Sydney, Australia, Tuesday, 7th July 2015

Uscom (ASX code: UCM) (the **Company** or **Uscom**), a revenue stage, cardiovascular medical technology company, is pleased to confirm the execution of eight new distribution agreements across its USCOM 1A cardiac output monitor and the Uscom BP+ central blood pressure monitor products.

The eight new distribution arrangements are made up of five for USCOM 1A and 3 for Uscom BP+, with agreements covering India, the Middle East, Europe and Australia. This continues Uscom's global strategy of expanding global reach into new and under penetrated markets.

Uscom CEO, Associate Professor Rob Phillips said, "These appointments are in line with our stated management strategy to grow distribution to increase sales and achieve our milestone revenue goals. As we grow the number and quality of distributors carrying Uscom products increases, so the revenue knock on will be enhanced. The appointment of Steve Haken in the UK and Denise Pater in Australia, to develop appointment and management of distributors, has increased significantly the number and quality of global Uscom distribution. The appointment of ex Welch Allyn Director of Corporate Development, Stephen Wilson, as Uscom VP of USA Business Development, will rapidly accelerate our US operations and provide an even greater platform for revenue growth."

Uscom is continuing to focus on increasing distribution, sales and revenue as it transitions to its revenue phase. The appointment of additional global distributors will help Uscom to achieve its aggressive growth goals over the coming period.

#### **About Uscom**

Uscom Limited (UCM) is an ASX listed cardiovascular medical device company. Uscom is an innovative developer and manufacturer of premium cardiovascular devices and has two practice leading technologies in the field of cardiovascular monitoring, the USCOM 1A and the Uscom BP+. Both devices are clinically validated with FDA, CE and TGA regulatory registration, and are currently being marketed into global distribution networks

The USCOM 1A is a simple, cost-effective and non-invasive device that measures heart function, detects circulatory abnormalities and guides treatment. The USCOM 1A device has major applications in Paediatrics, Emergency, Intensive Care Medicine and Anaesthesia, and is the device of choice for management of adult and paediatric sepsis, heart failure, and for the guidance of fluid therapy.

The Uscom BP+ is a supra systolic Central Blood Pressure monitor and replaces older and more widespread sub systolic Blood Pressure monitoring technology. Central Blood Pressure is emerging as the new standard of care in hypertension and heart failure. The Uscom BP+ provides a highly accurate and repeatable measurement of central and brachial blood pressure and arterial pulse pressure waveforms, measures otherwise only available by cardiac catheterisation. The Uscom BP+ is simple to use and measures from a familiar upper arm cuff, and requires no complex training, and has applications in cardiology, intensive care, general practice and home care.

For more information, please visit: www.uscom.com.au

### **Uscom Contacts**

Assoc. Professor Rob Phillips Executive Chairman rob@uscom.com.au Catherine Officer Company Secretary secretary@uscom.com.au