



Proactive Investors

September 2015

Uscom (UCM) – Medical Devices and Revenue Growth



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The Measure of Life

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Products generate profit

High growth (+50% pa), innovative medical device company

Outstanding science

Key cardiovascular pulmonary markets and multiple products

De-risked technology

Poised for strategic growth with recent acquisitions

Valuable IP with high margins (75+%)

Unrecognised value - \$15m market cap

US growth from new products and reimbursement

Fundamentals to drive value



Uscom vision

Company of the Year, 2014

Johnson & Johnson Innovation Industry Excellence Awards

“A milestone driven global medical device company with real products, real revenue, real growth and an aggressive growth strategy”

Johnson & Johnson INNOVATION

AusBiotech
AUSTRALIA'S BIOTECHNOLOGY ORGANISATION

Current Business

- Premium noninvasive cardiovascular and pulmonary monitoring devices
- Addressing the growing threat of superbugs, heart failure, hypertension and asthma
- Validated, clinically accepted, cost and life saving devices with critical applications
- IP protected with regulatory approvals
- Uscom BP+ for market 2016 - \$7m over 5years Chinese contract in place
- +50% revenue growth in Asia and Europe, with US market ahead

Corporate

- ASX listed (UCM)
- Headquartered in Sydney
- Market cap of \$15m
- 92m shares on issue
- Rob Phillips, Founder and CEO, holds 20% of company

Board & Management

- Rob Phillips, Chairman & CEO
- Sheena Jack, Director (HCF, Moneytime Health)
- Christian Bernecker, Director (Stream)
- Nick Schicht, General Manager

Financials

- Sales +59% 2015
- Revenue +48% 2015 (\$2+m)
- Cash consumption - <\$1m
- Gross Margins ~ 78%
- Cash ~ \$2m

New Acquisition



*Uscom has acquired 100% of Thor Laboratories - Asthma**

Company Overview

- High fidelity digital Doppler spirometry devices
- Established manufacturing - 15 years
- Global reach
- Reimbursement in multiple markets
- Strong R&D and grant history
- Partners in Home Care Asthma in the USA

Uscom benefits

- Cash flow positive, revenue of \$500k
- Accredited international manufacturing
- 4 + 3 products, CE, FDA, TGA approvals
- Global distribution
- Technical R&D team 16 engineers
- Marketing and management

Synergy of science, operations and strategy

New Products - Asthma

Aus competitor \$75m

Products in Market

Digital Doppler Spirometer

Home use



With Diagnostics and WIFI

Digital wifi spirometer



Professional System

Desktop with advanced software analytics



New Products

New – AsthmaHero

Drug delivery measure
Telemetry to iPhone app
Smart spacer
Patient interactive



New - BreatheSmart

Digital wifi spirometer
Remote clinical monitoring
Cloud diagnosis



New - Whistler

Neonatal Asthma diagnostic



Strategic growth

Complementary products and technology

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



Acquired July 2013
Aus competitor - \$50m

COPD & Asthma

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

Thor

Pulmonary Monitoring



Acquired Sept 2015
Aus competitor - \$75m

De-Risked technology

Featured in 400+ peer reviewed publications and presentations



Sepsis, Heart failure, Hypertension, Fluid management, Emergency, Pediatrics, Cardiac transplantation, Electrophysiology, Emergency transport, Anesthesia, Liver transplantation, ICU, Pre-eclampsia, Pulmonary hypertension, Nurse outreach, Organ procurement, Haemodialysis, Neonates, infants, Children etc.....

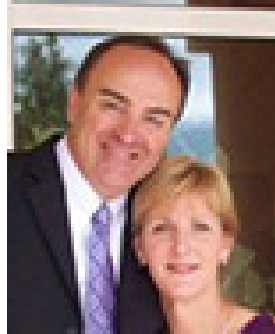
Uscom People - Global

Nick Schicht



Global

Steve Haken



Euro

Andrew Kenig



Aus

Denise Pater



Global

Tina Wu



Global

Rik Denicke



USA

Rob Phillips



Global

Bev Jacobson



Global

Richard Scott



Global

George Tang



Aus

Lindy Belleza



Aus

George Ferenczi



Global

Hagay Gilad



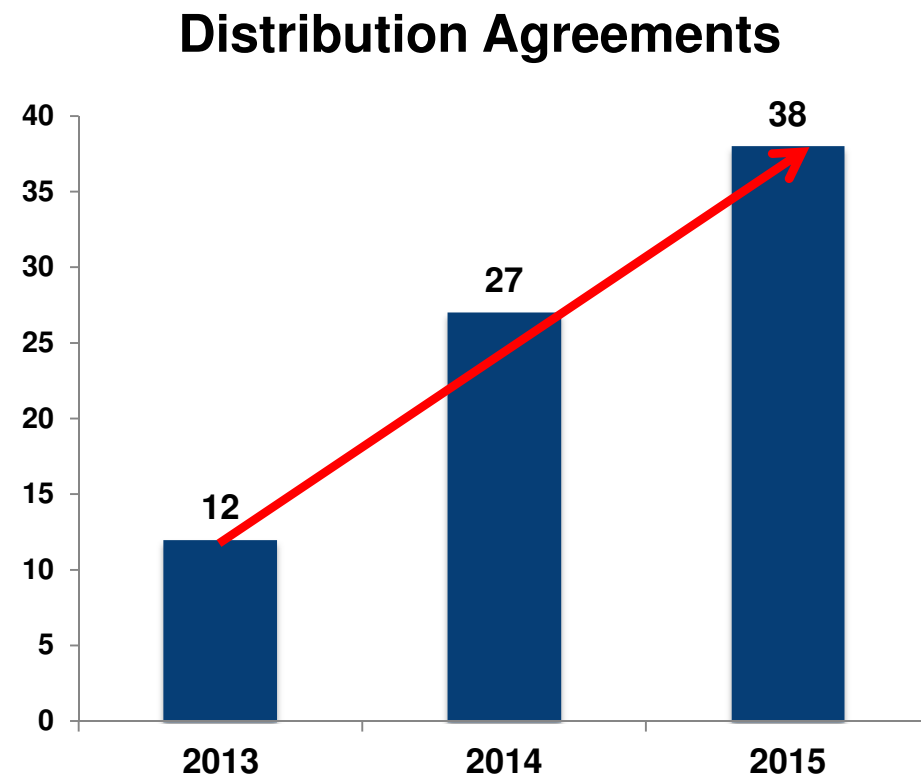
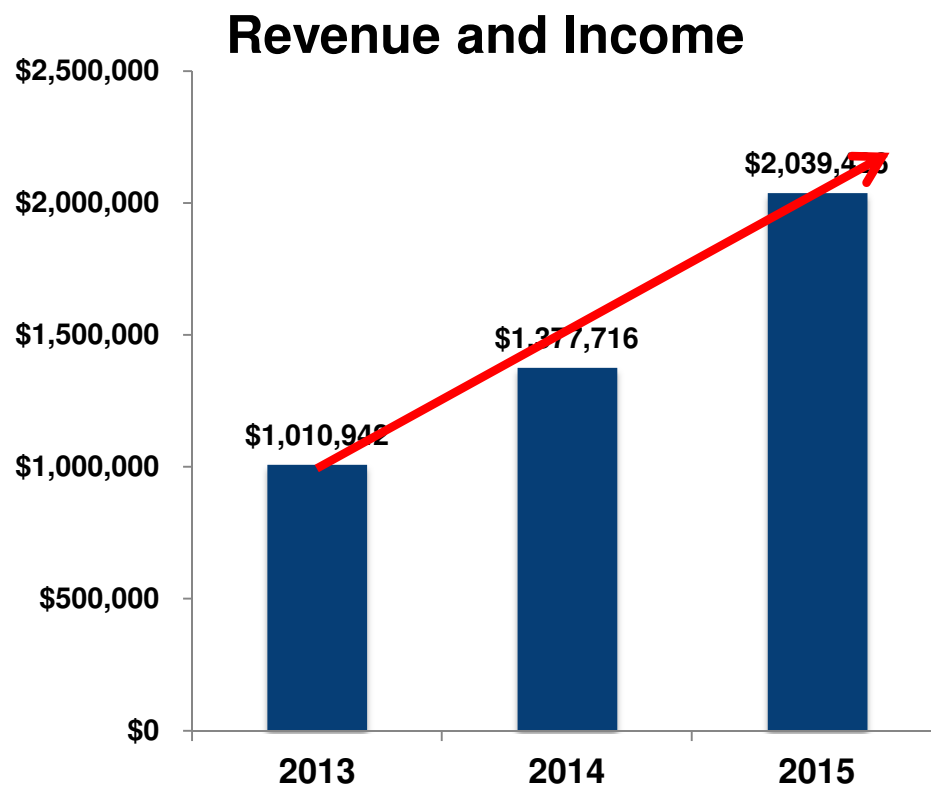
Aus

Steve Wilson



USA

Current growth

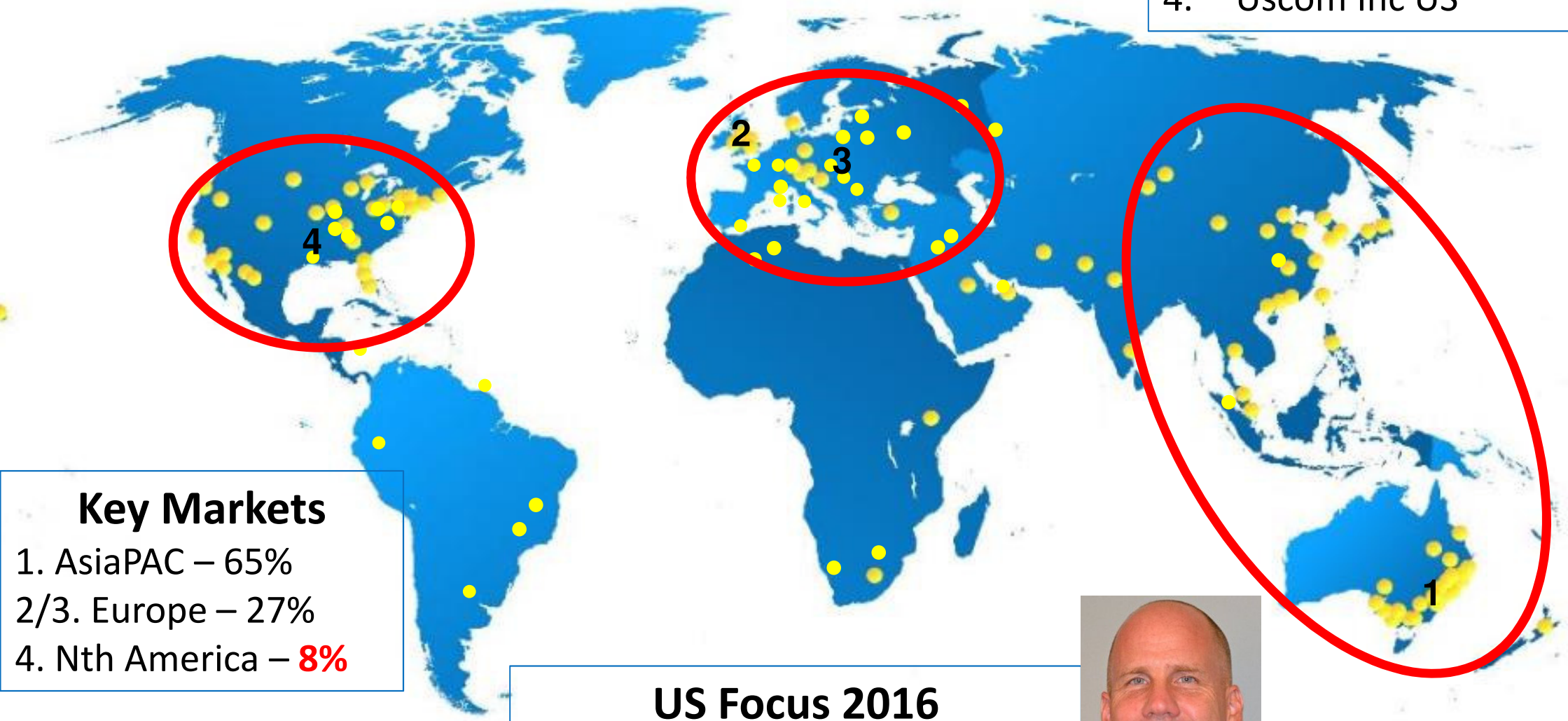


Distribution – sales – revenue
Thor acquisition adds distribution and revenue

Maintaining growth

Operations growth

1. Uscom Limited
2. Uscom UK
3. Uscom Budapest
4. Uscom Inc US



Key Markets

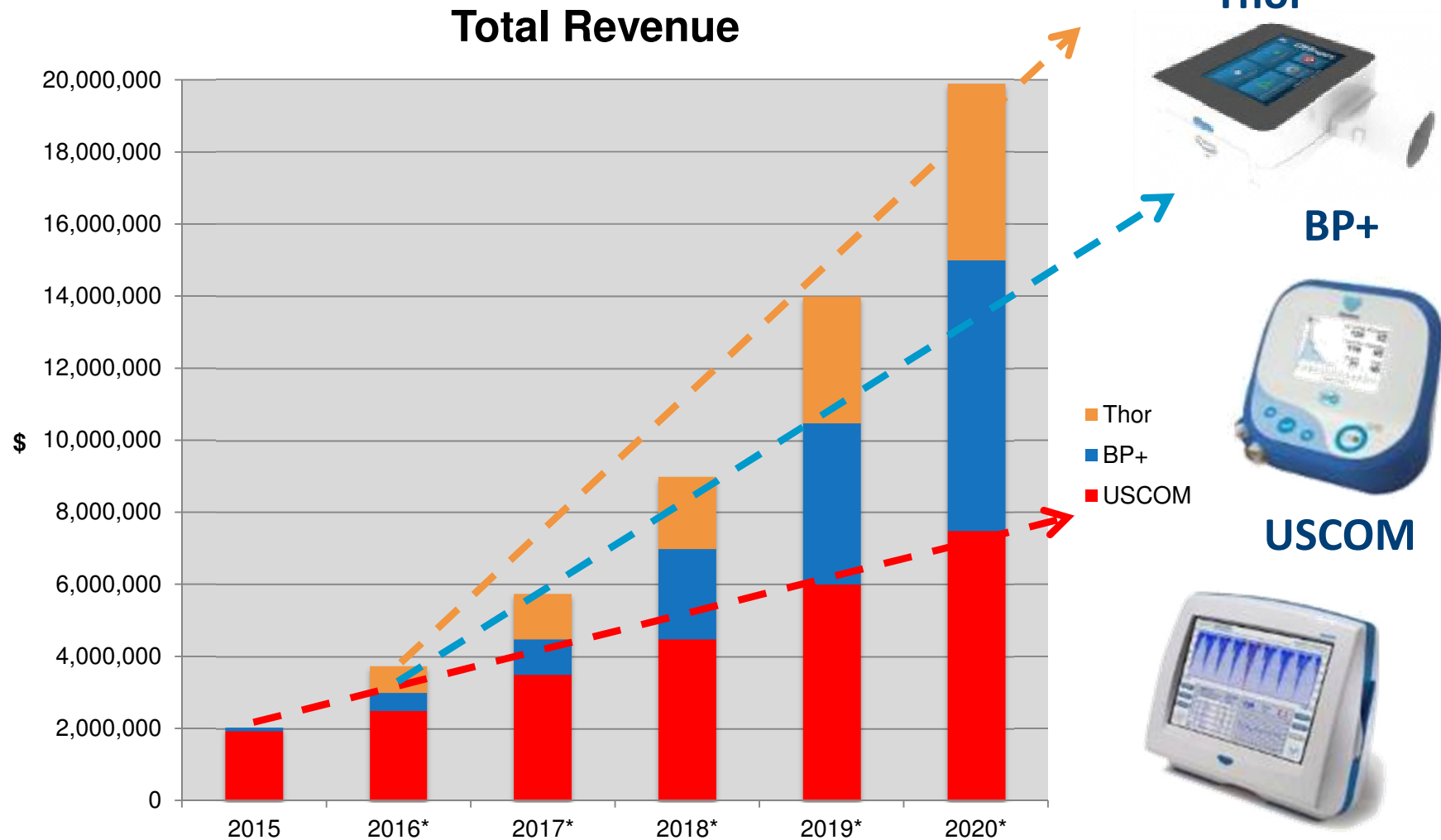
1. AsiaPAC – 65%
- 2/3. Europe – 27%
4. Nth America – **8%**

US Focus 2016

Stephen Wilson – Former VP Corporate Development Welch Allyn appointed



Revenue Targets



\$20m revenue by 2020 - 5 year CAGR of 58%

The Future

Value Cascade



Products

USCOM 1A
Uscom BP+
Spirotube
Otthon
SpiroDesk
BreatheSmart
AsthmaHero
ThorSoft

Sales

Current distribution
Thor distribution
New distribution
Major partners
Re-imbursement
US market focus

Operations

Global operations
Increased products
Increased scale
Cost effective
manufacture
Revenue growth
Profitability

Opportunities

Dividend
Share price growth
Transaction

Products – Sales – Revenue - Opportunities

Business Risks & Mitigants

Risks

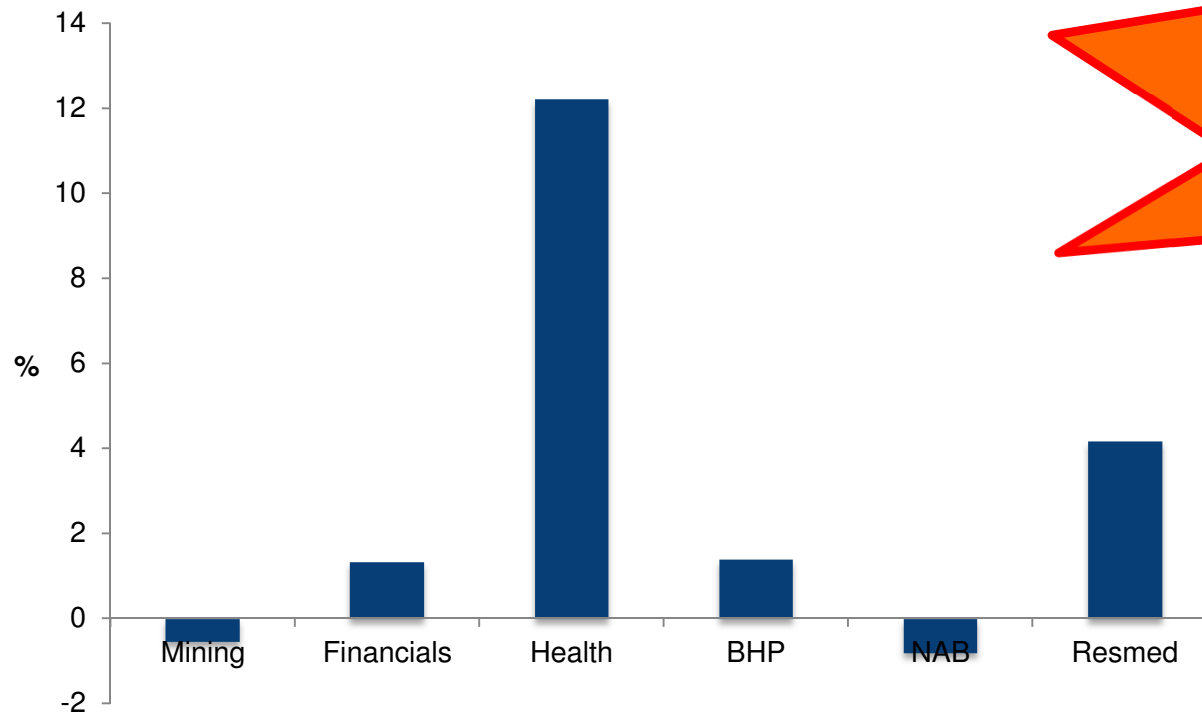
- Global markets unpredictable
- Competitiveness of market sectors
- Thor integration & key staff retention
- Ongoing Thor business management
- Thor distraction from USCOM & BP+
- Regulatory costs and timelines
- Distribution & revenue growth
- Working capital requirements to meet increased product demand

Mitigants

- Diversified and expanded products
- Senior sales and marketing personnel
- Earn outs in Thor deal structure
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- Product diversification
- Additional focused resources
- Key Uscom and Thor staff
- Additional WC from capital raise

UCM Investment

ASX 10yr CAGR



UCM sales growth

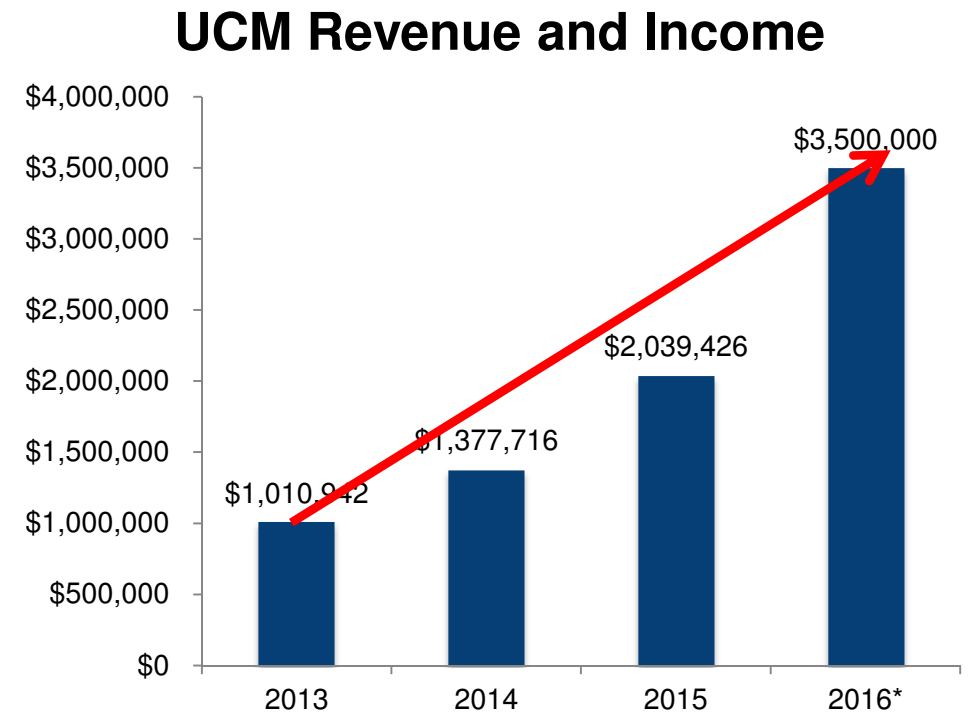
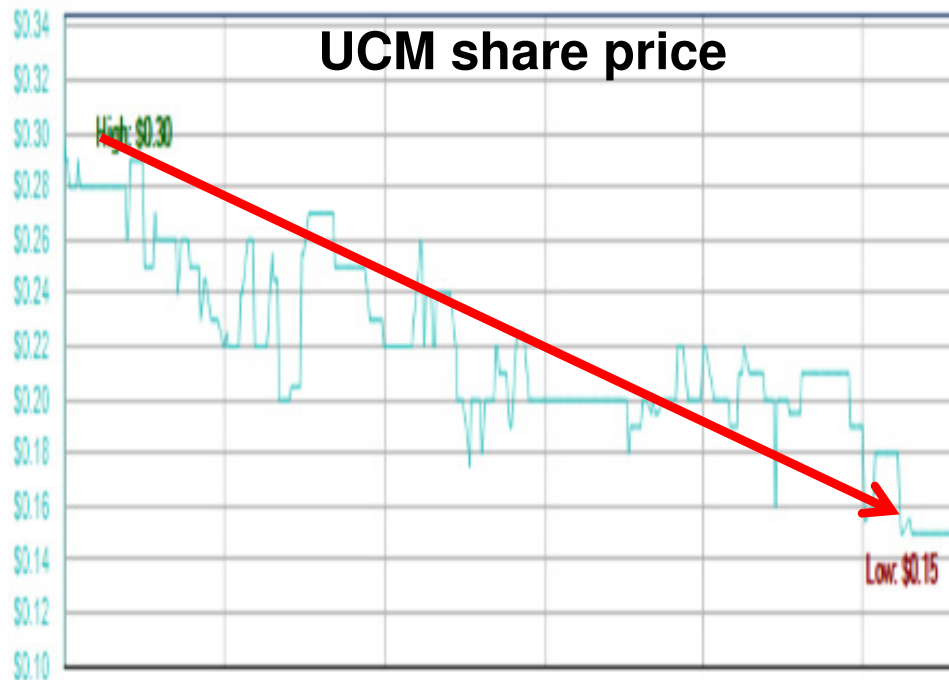
2014 – 67%

2015 – 59%

Health outperforms!

Market anomaly - opportunity

Opposing forces!
Disconnect between performance and price



Unrecognised value

Uscom

- Value investment ✓*
- Strong growth phase ✓*
- Positioned for on going growth ✓*
- Strong underlying business ✓*
- Premium global markets ✓*
- Diversified and lifesaving technologies ✓*
- Sector leading management ✓*
- Aggressive global growth strategy ✓*
- Right time ✓*



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