



"Never has scale been more important for the success and growth of a global business!"



WELCOME
Uscom AGM17

OUR AGENDA



OUR GOVERNANCE



Ms Sheena Jack

Non-executive
CEO HCF



Associate Prof Rob Phillips

Executive
CEO Uscom



Mr Christian Bernecker

Non-executive
Independent investor representative



Mr Brett Crowley

Company Secretary

Mr Chao Xian (David) He
Non-Executive Director
China Medical Devices

CHAIRMAN'S REPORT



THANK YOU

2017 has been a year of results for Uscom as we continue to grow our business based on improving operational fundamentals, while consolidating our acquisitions and preparing 7 new products for market and new revenue streams for FY 2018 and beyond.

The outstanding achievements of 2017 represent the efforts of a small, well focused and committed team, and this year of growth has been driven by the efforts of all our staff, and for that I thank them.

I would also like to thank all Uscom shareholders for their support as we fulfil our objectives to become a leading global medical technology company and drive Uscom to profitability.

CHAIRMAN'S REPORT



OUR VISION

Uscom is an innovator in cardiovascular and pulmonary medical devices, developing new non-invasive technologies to address the challenges of global disease and health care.

OUR DRIVE

Uscom is driven by a commercial ambition to become a leader in the global healthcare business.



USCOM TODAY

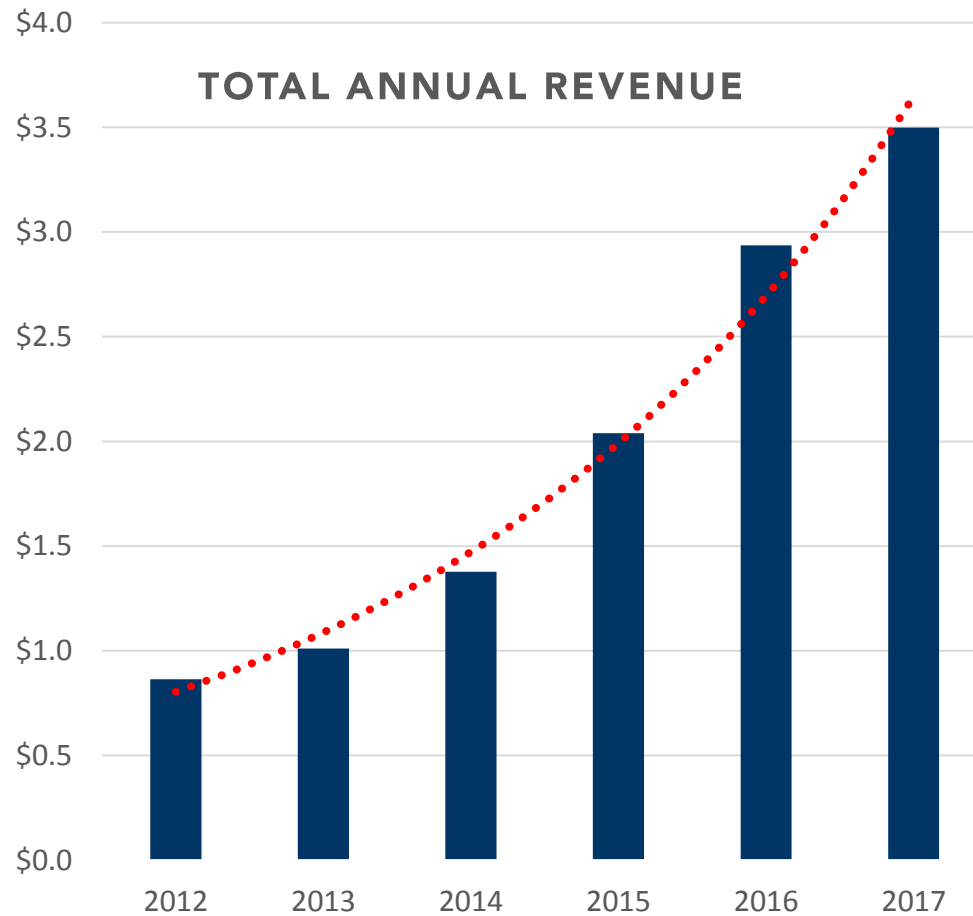
"Never has scale been more important for the
success and growth of a global business!

Uscom is focused on building a global medical
device business of consequence.

Uscom has acquired the assets, built the business
and is poised for rapid global growth."



OUR RESULTS

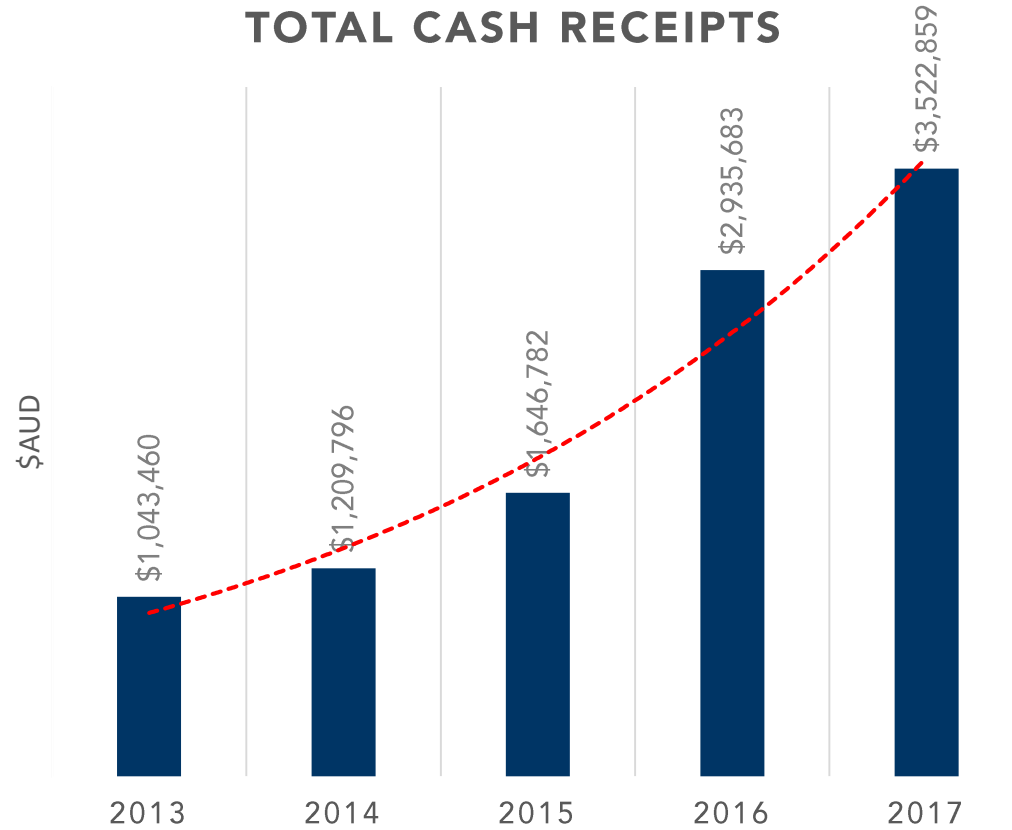


Strong revenue, sales and receipts growth

- 307% growth over the last 5 years
- 72% in the last 2 years
- CAGR of 30-40% PA for the last 5 years
- Intermittent cash flow +ve in 2017

Growth is expected to accelerate with the revenue provided by the new BP+ and SpiroSonic devices as they reach market in 2018.

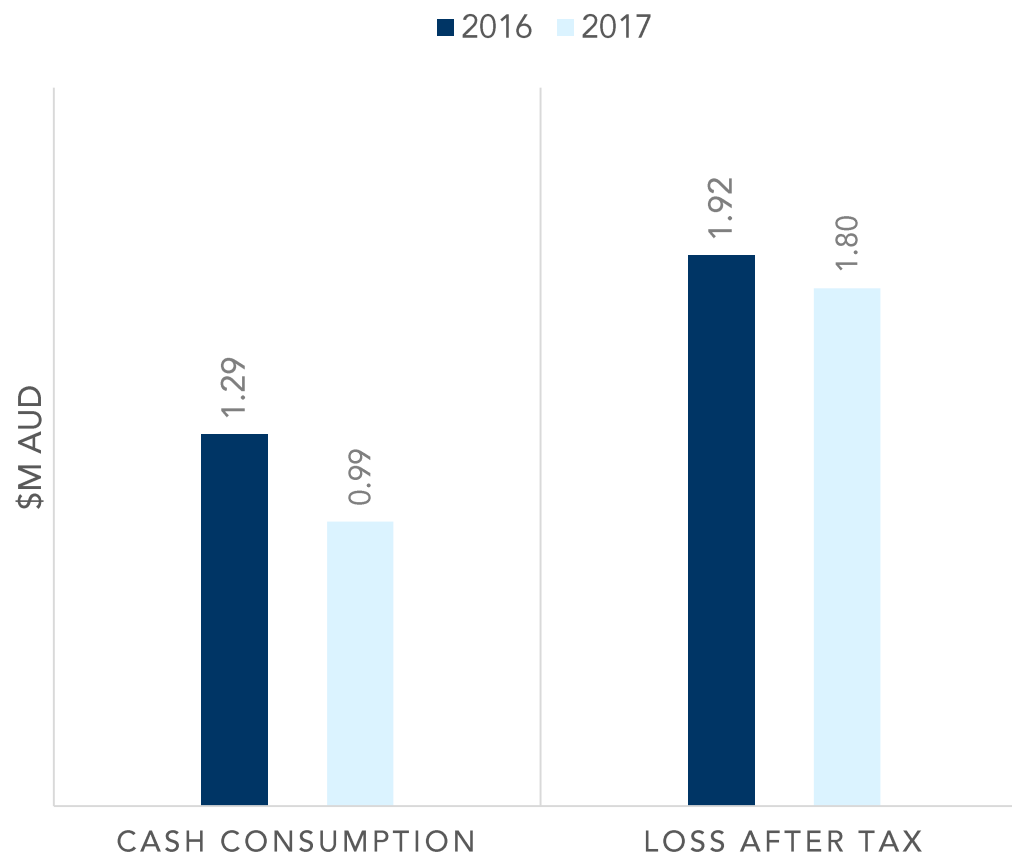
OUR RESULTS



2017 cash receipts increased by 20% to \$3.5m, and at a CAGR of 36% over the last 4 years.

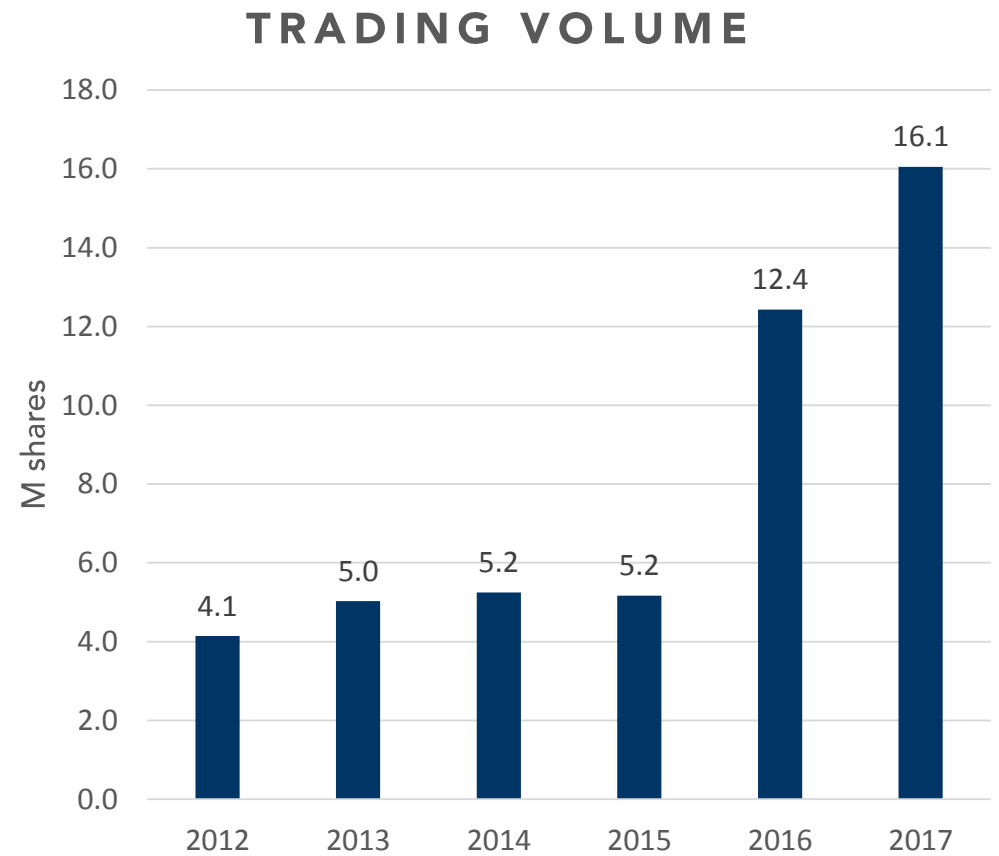
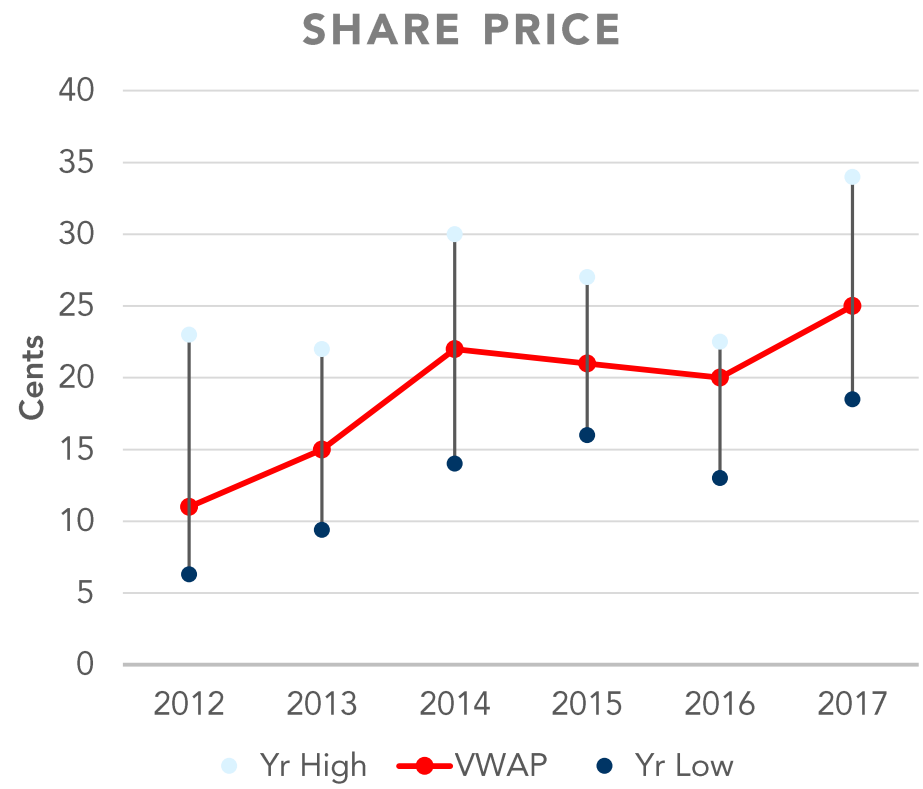
OUR RESULTS

CASH CONSUMPTION AND AFTER TAX LOSSES



Despite significant spend on product development, finalisation of acquisitions and regulatory payments, cash consumption decreased 30%, while loss after taxes decreased 6% in 2017.

OUR RESULTS

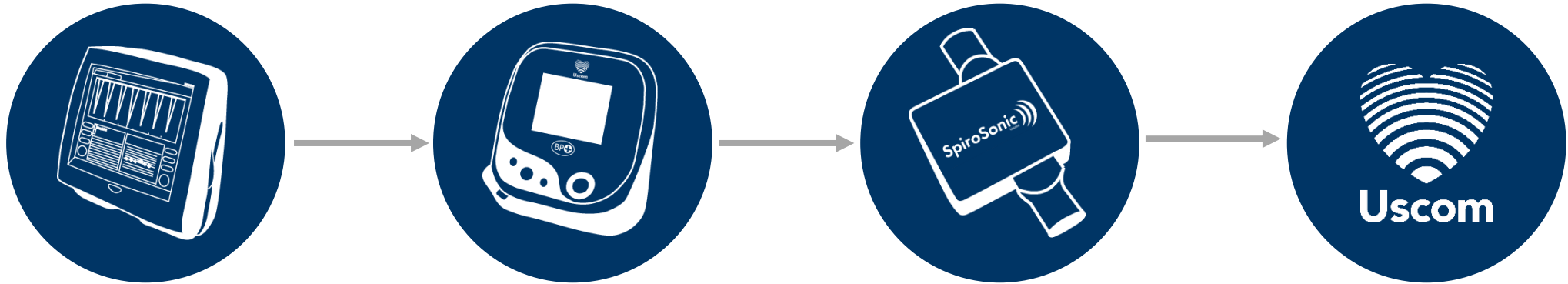


VWAP up 25%, liquidity up 200% over the last 2 years



OUR ACQUISITIONS

INVESTED IN TECHNOLOGY



Uscom has invested in technology with two corporate acquisitions

- central blood pressure monitoring
- pulmonary function monitoring

We have

- integrated the companies
- Redesigned, optimised + rebranded the new devices
- prepared the products for market

Launching 7 new products to market and revenue in 2018

PRODUCT DEVELOPMENT

START





CONCEPT



PATENT



PROTOTYPE



ESTABLISH QC



VALIDATION



TESTING



DESIGN



MANUFACTURE





ISO APPROVAL

REGULATORY

MARKETING


SALE



FINISH

PRODUCT **REVENUE**

The process of turning IP into revenue is a long and expensive one, and while Uscom's current accounts reflect revenue predominantly from the USCOM 1A, the BP+ and SpiroSonic devices have been prepared for global sales. This investment represents significant value for Uscom shareholders. Clinically effective technologies that have passed all the development hurdles and generate strong revenue are valuable, and Uscom is releasing 7 new devices into the major global markets.



OUR RANGE

The **USCOM 1A** is a non-invasive advanced hemodynamic monitor that measures cardiovascular function using Doppler ultrasound to detect abnormalities and guide treatment. The USCOM 1A has major applications in Paediatrics, Emergency, Intensive Care and Anaesthesia.



SpiroSonic digital ultrasonic spirometers are high fidelity, digital, pulmonary function testing devices based on multi-path ultrasound technology. SpiroSonic devices can be coupled with mobile applications and proprietary software with wireless interfacing to provide remote tele-monitoring of asthma, COPD and OLD.



The **BP+** measures blood pressure and blood pressure waveforms at the heart, as well as in the arm, information only previously available using invasive cardiac catheterisation. The Uscom BP+ Reporter is a patient archiving, analysis and reporting software for use with the Uscom BP+.



PRODUCT LAUNCH



MOUNT EVEREST

IT'S A BIG DEAL

- The BP+ is great science, and is:
- On board the International Space Station
- Used by UK servicemen and women to study hypertension on Mount Everest
- In the Russian Space Programme
- In drug evaluation trials with big pharma
- The emerging BP monitor of choice
- Hypertension occurs in approx 1:3 adults and costs approx \$372B USD globally PA



CHANGING PRACTICE

Uscom BP+ uses patent protected suprasystolic oscillometry to measure blood pressure at the heart rather than at the arm, as normal subsystolic blood pressure devices do. BP at the heart is more clinically important than BP in the arm.

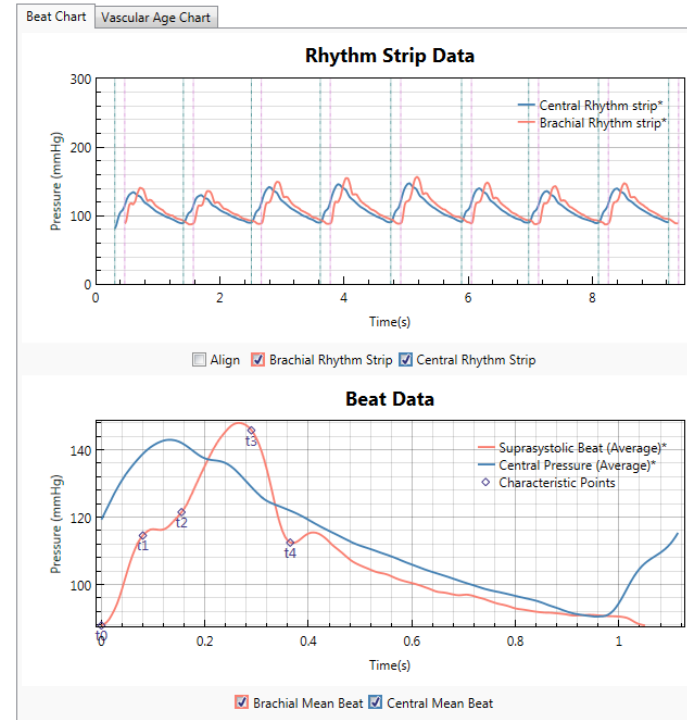
Sub Systolic BP

Measured in the arm





SupraSystolic BP+

BP at the heart is more important
than BP in the arm



Load File	Connect																																						
Print Report	Start Measurement																																						
Oscillometry	Central Pressure																																						
<table><tr><th>Name</th><th>Value</th><th>Unit</th></tr><tr><td>Sys</td><td>148</td><td>mmHg</td></tr><tr><td>Dia</td><td>88</td><td>mmHg</td></tr><tr><td>Mean</td><td>108</td><td>mmHg</td></tr><tr><td>PR</td><td>55</td><td>bpm</td></tr><tr><td>PP(Artery)</td><td>60</td><td>mmHg</td></tr></table>	Name	Value	Unit	Sys	148	mmHg	Dia	88	mmHg	Mean	108	mmHg	PR	55	bpm	PP(Artery)	60	mmHg	<table><tr><th>Name</th><th>Value</th><th>Unit</th></tr><tr><td>Central Sys</td><td>143</td><td>mmHg</td></tr><tr><td>Central Dia</td><td>90.6</td><td>mmHg</td></tr></table>	Name	Value	Unit	Central Sys	143	mmHg	Central Dia	90.6	mmHg											
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Sys (mmHg)	121	Dia (mmHg)	75
Central Sys	108	Central Dia	76





PRECISION SCIENCE

Uscom BP+ at MONS University Belgium

Uscom devices are based on precision science, and part of the development of Uscom products is the rigorous testing required to support their release.



LUNG FUNCTION

**FOR
EVERY
BREATH
YOU
TAKE**



SPIROMETRY PRODUCTS

- Lung disease (asthma and COPD) occurs in approximately 20% of the population and is increasing
- SpiroSonic devices improve the diagnosis and treatment of lung disease
- Device redesign and rebranding complete
- New distribution in the US, China and SE Asia.
- Emerging eHealth applications for personalised home monitoring
- Discussions with leading global distributors
- Preparing for global markets in 2018
- Cost 11.1B GBP, 20B Euro, 50B USD

DEVICES



SOFTWARE

APPLICATION

OUR SCIENCE



Research Publications Repository

The feasibility of transcutaneous continuous wave Doppler ultrasound monitoring of cardiac output: Ultrasonic Cardiac Output Monitor (USCOM)



Australian Government

IP Australia



**European
Patent
Office**

Patents and publications prove the value of Uscom technology to investors and the community.

30 Patents - Patents provide the legal protection for the value of our IP, and Uscom has strong property protection of all its product suites. To defend future revenue streams Uscom has more than 30 wide reaching and active patents across major international jurisdictions.

500 Publications - Uscom science and technology has also been recognised in more than 500 academic papers and presentations as a practice leader.

REGULATION

Regulatory approval is required for device sales into China (CFDA), Europe (CE), FDA (USA) and Australia (TGA). Uscom has a number of pending approvals in various jurisdictions over the next 12 mths which will allow sales into new markets

USCOM 1A – CFDA, CE, FDA, TGA

BP+ – CFDA (submission), CE (pending), FDA (submission), TGA

SpiroSonic – CFDA (Submission), CE, FDA (Submission), TGA



GROWTH STRATEGY



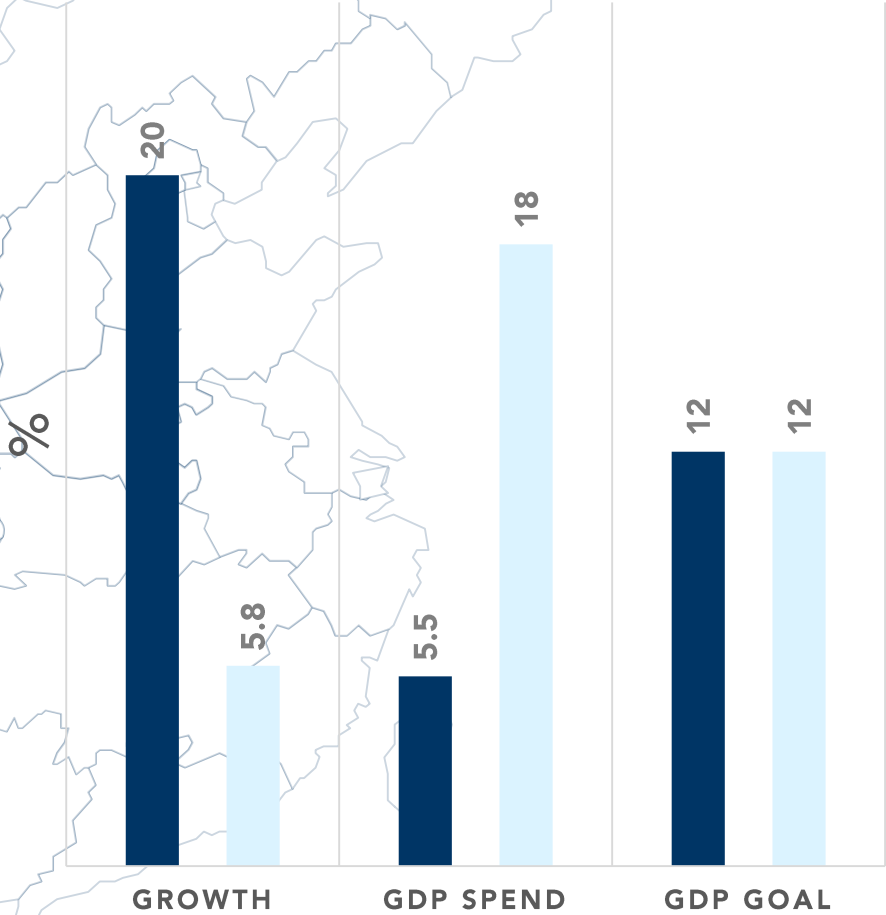
GROWTH CHINA

STATE FUNDED GROWTH

- 1.38B population in 31 provinces
- 20% PA China health growth
- UCM CEO on NSW Govt China Advisory
- 10 year history + China Govt partners
- CFDA BP+ and SpiroSonic initiated
- China revenue targets \$20M

HEALTH SPEND

■ China ■ USA



GROWTH SALES



Damien Linnett
Global Sales Manager
Appointed 2017



Bea Onal
Marketing Coordinator
Appointed 2017

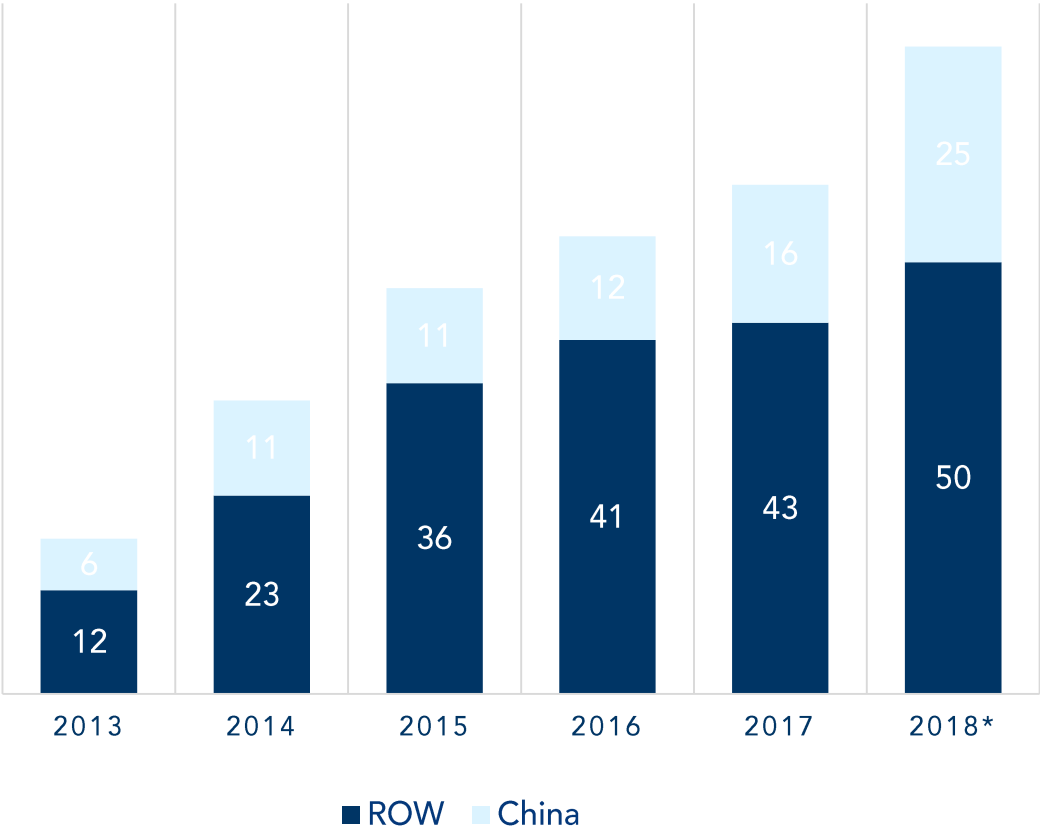


Denise Pater
Global Distribution
Manager



Bev Jacobson
Clinical Relations
Manager

GROWTH IN DISTRIBUTION AGREEMENTS





WHY NOW

After 5 years of investment Uscom is preparing for growth in 2018 founded on marketing of our 7 new products

- New products – 1 to 8 (+700%)
- New distribution – 53 to 75 (+32%)
- New regulatory approvals (CE, FDA and CFDA)
- More revenue – \$3.5M to \$10M, 20M, 50M
- Incremental growth – strategic partnerships?
- Revaluation of assets (\$20M -\$200M)



"Uscom has acquired global assets to ensure reliable revenue growth over the next decade. Our strategy is to efficiently deliver the devices we have developed into global markets, and grow shareholder value."





Uscom

**2017
Annual
General
Meeting**

Questions

