



USCOM

NWR Investor Conference

3rd August 2021

Prof. Rob Phillips

ASX: UCM

Company Update

WELCOME



**“Motivated by Vision
Driven by Fundamentals”**





USCOM

Culture

“Motivated by Vision, Driven by Fundamentals”

Mission

Innovative medical science as a foundation for world leading cardiovascular and pulmonary technologies to save lives, and grow Uscom into a world leading medical technology company.

“Science, growth and profit”

Strategy

“More Products, More Distribution, More Sales, and More Revenue”





INFLECTION POINT

“Motivated by Vision, Driven by Fundamentals”



FY2021

- Intermittently Profitable
- Intermittently Cash +ve
- China Profitable
- Europe Profitable
- Cash on Hand
- Global Web of Subsidiaries



FY2022

- Multiple New Approvals
- New Products and IP
- New distribution
- Expanded regions
- Post-COVID Applications
- Global Recovery

FY22





USCOM

ASX Listed

Global cardiovascular and pulmonary medical technology



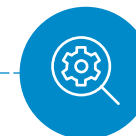
Global Vision and Ambitions

Operations: Sydney, Singapore, Beijing, Budapest
Offices: Auckland, London, LA



Patented Apex Technologies

World leading digital medical technologies, >200 IP submissions



New Products

Expanded global operations for 6 new products in 4 major jurisdictions



Profit and Cash Flow

Intermittent Profit & Cash Flow +ve,
Cash in bank and debt free



High Growth and Margins

9 year: total receipts up 535%
and 24% CAGR



"Prepared for the future"



Uscom Devices

USCOM 1A (Heart)

- Advanced haemodynamics
- 2 new models for NMPA – Basic and O2
- Heart failure, Hypertension



BP+ (Vessels)

- BP+ and BP+ Reporter
- Partner service model – cloud
- Hypertension, Vascular Health



SpiroSonic (Lungs)

- SpiroSonic AIR and SpiroReporter
- Patented digital ultrasonic spirometry
- Optimal telehealth application
- Asthma, COPD, OLD and COVID

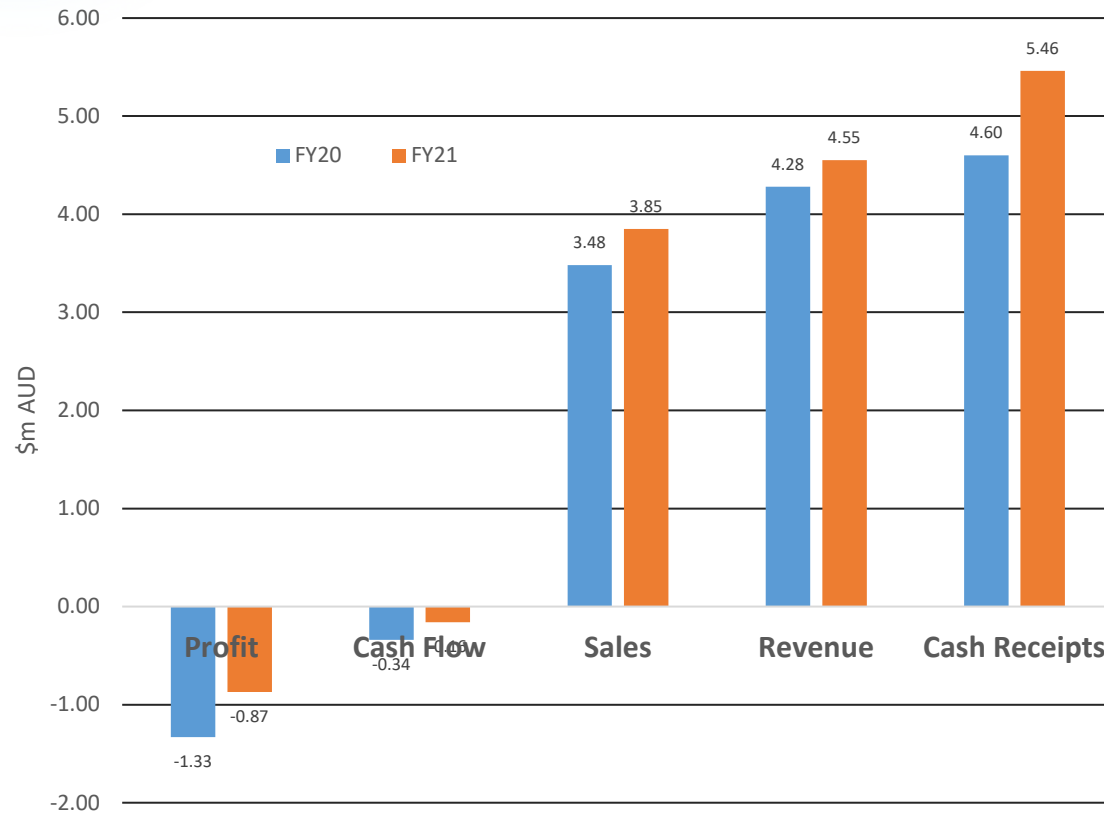


“Devices addressing diseases responsible for 75% of global mortality”



USCOM RESULTS FY21

UCM Results FY21



- Cash receipt \$5.46m up 19% from \$4.60m
- Revenue \$4.55m up 6% from \$4.28m
- Sales revenue \$3.85m up 11% from \$3.48m
- Total expenses \$4.95m down 4% from \$5.16m
- Loss reduced to \$0.87m, down 54% from \$1.34m
- Net cash flow -\$0.16m improved 43% from -\$0.28m
- Cash on hand \$1.71m down from 1.92m
- Debt free

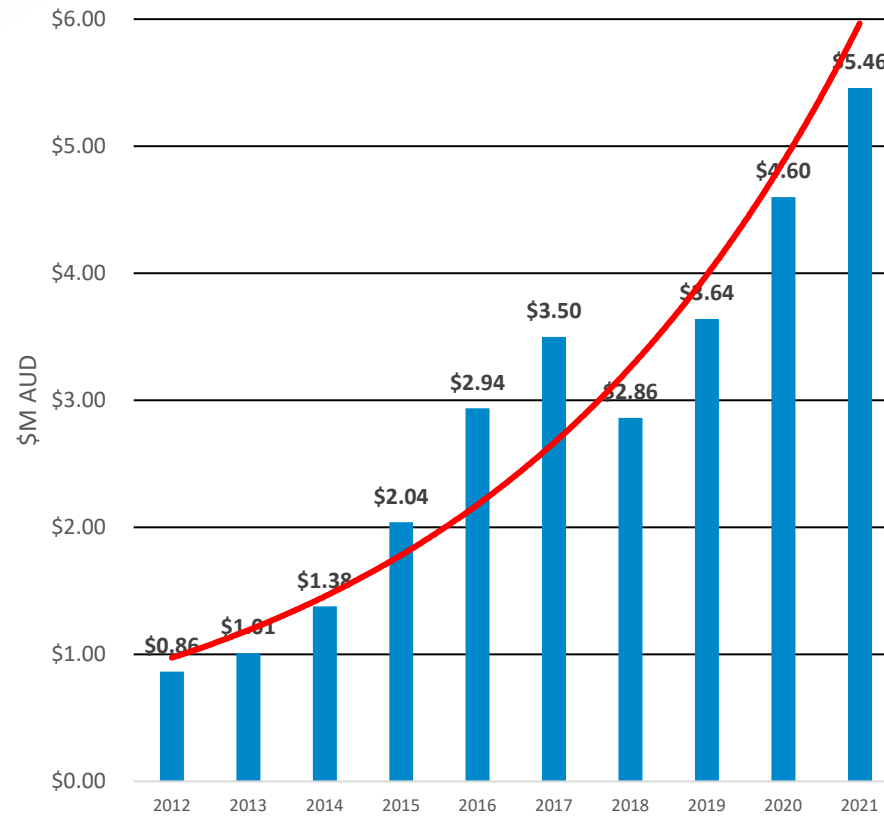
Continued Growth in a Difficult Year





USCOM RESULTS FY21

UCM Total Cash Receipts



- Total cash receipts \$5.46M, up 19% from \$4.60M
- 9 year total cash receipts trend growth
 - 24% pa compound annual growth
 - 535% total increase
- Uscom China profitable
- Uscom Europe profitable

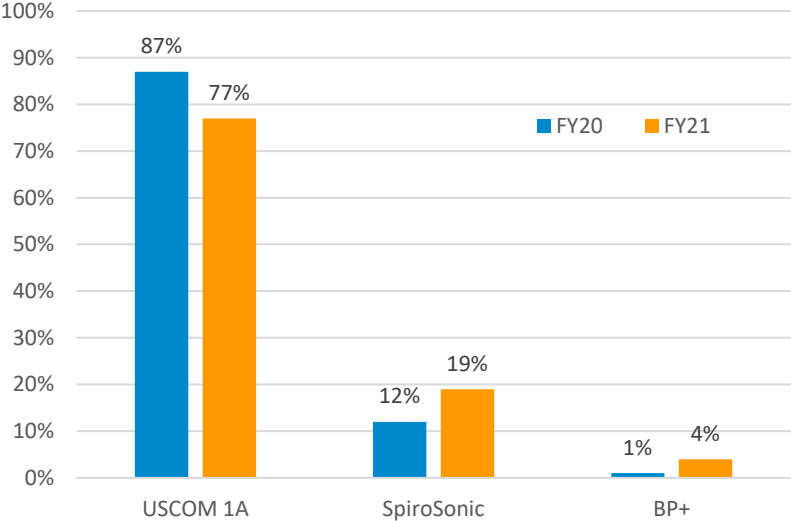
Sustained Trend Growth





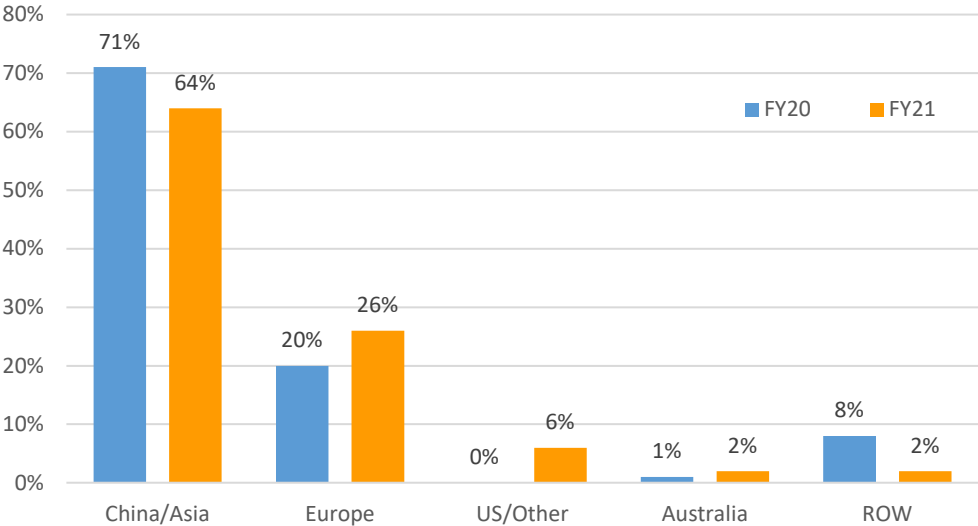
USCOM RESULTS FY21

Product Sales



More SpiroSonic and BP+ sales

Regional Sales



More European and US sales





USCOM 1A - ★ ★ ★ ★ ★

- 1500th USCOM 1A Manufactured
- >400 peer reviewed papers
- Life saving, standard of care
- COVID, Sepsis, heart failure, fluid, hypertension, preeclampsia
- Neonates, children and adults
- Installed major hospitals worldwide

1,500+

USCOM 1A units
installed globally



“Devices which change medicine are rare; USCOM 1A is one of those!”



COVID, Post-COVID and Uscom

COVID – USCOM 1A

- COVID - Lung virus which attacks cardiovascular system
- COVID patients mostly die from cardiovascular failure
- USCOM 1A best device for rapid CV monitoring and choice of therapy
- USCOM 1 - China National Health and Med Commission for severe COVID treatment
- >50 new China infectious disease centres commissioned with USCOM 1A



Post-COVID Syndrome – SpiroSonic AIR

- ~2B people infected by COVID
- Many develop pulmonary fibrosis during or after COVID
- Need on going home lung monitoring for diagnosis/treatment
- Spirometry market to increase ~160% over 6 years - \$2.6B to \$6.5B.
- SpiroSonic AIR -most advanced digital ultrasonic spirometry



“Uscom is part of the global COVID recovery story worldwide”





SpiroSonic AIR and eHEALTH



The SpiroSonic AIR Cycle –a wireless connection of data, information, diagnosis and reports.

New digital eHealth model connecting patients to the AIR to the MyAIR app, to the clinician

Ideal for home management of asthma, COPD, and COVID and Post-COVID syndrome.





CHANGING THE COVID SCIENCE

Rob Phillips

PhD, MPhil, FASE, DMU(Cardiol)



Uscom

POST-COVID SYNDROME: AFTER THE PANDEMIC, THE PULMONARY CONSEQUENCES



<https://www.healtheuropa.eu/post-covid-syndrome-after-the-pandemic-the-pulmonary-consequences/109373/>





VENTITEST

VENTILATOR CALIBRATION

VENTITEST



VENTITEST-S Software



For testing, archiving, analysis, display and reporting of ventilator performance



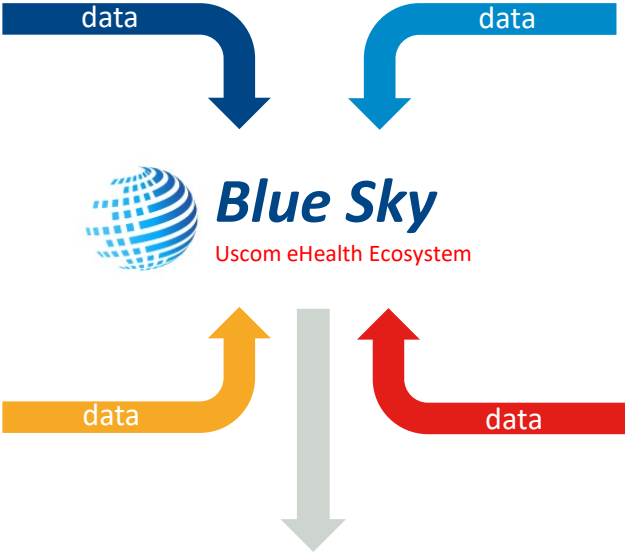
USCOM PRODUCTS



USCOM 1A software
Uscom Advanced Haemodynamic APP



BP+ Reporter



AI, Meta Data,
Licensing, Cloud services, Pay
per use, Rental, Subscription,
Partnerships, Data
licensing/sale/research, Third
party rentals for access to the
"Ecosystem"



SpiroReporter
MyAIR APP



VENTITEST-S





EXPANDING WEB OF DISTRIBUTION

35 People

4 Markets

China (1.4b)

SE Asia (1b)

Europe (0.75b)

US (0.33b)

Headquarters

Australia (0.025b)



Massive Markets, Massive Opportunity

Auckland



Uscom

CHINA RECOGNITION



Uscom China Listed as **China National High Technology Enterprise** by PRC Ministry of Science and Technology



Uscom China ranked **AAA Credit Enterprise** by China Credit Enterprise Publicity Network

“Building a Global Business”



China

SE Asia

Europe

US

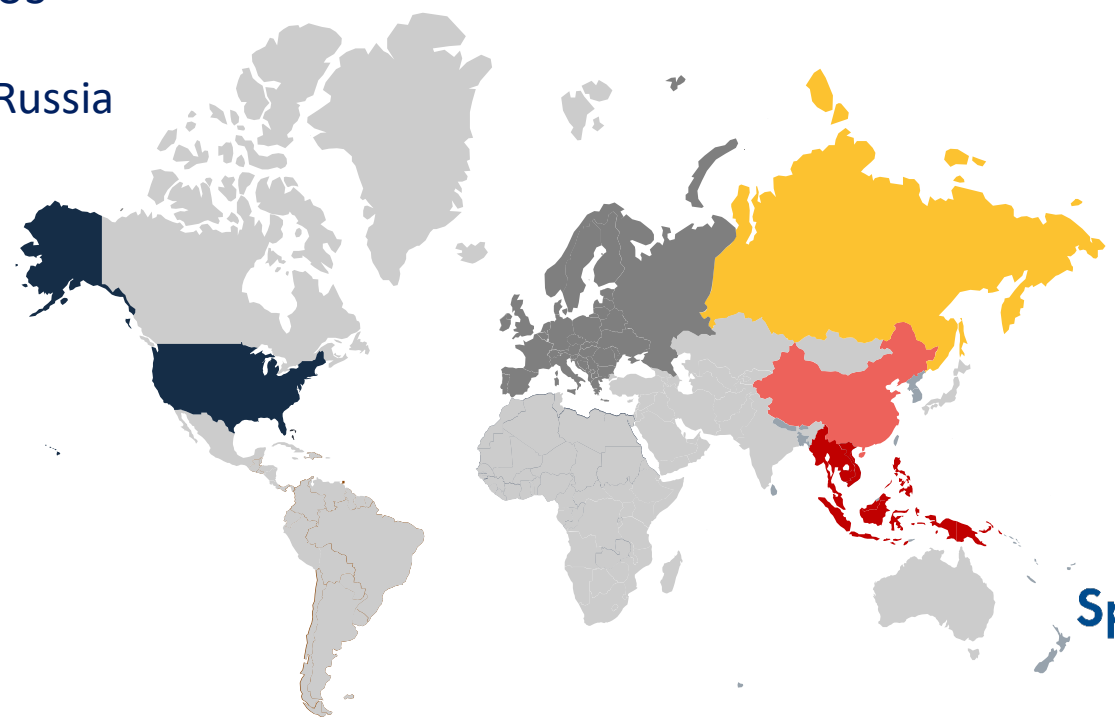
Russia

GLOBAL REGULATORY

TICKING THE BOXES

Regions

Approvals



USCOM
1A



China	SE Asia	Euro	US	Russia	ROW
				✓	
✓	✓	✓			
✓	✓		✓		

2021
2022
Pending

✓ New Approvals

7 New Approvals

12 Product Regions for sale in FY22, up from 5 (up 140%)





STRATEGY FY22

7 new approvals for USCOM 1A, BP+, SpiroSonic



FY22

“more products, more distributors, more sales and more revenue”



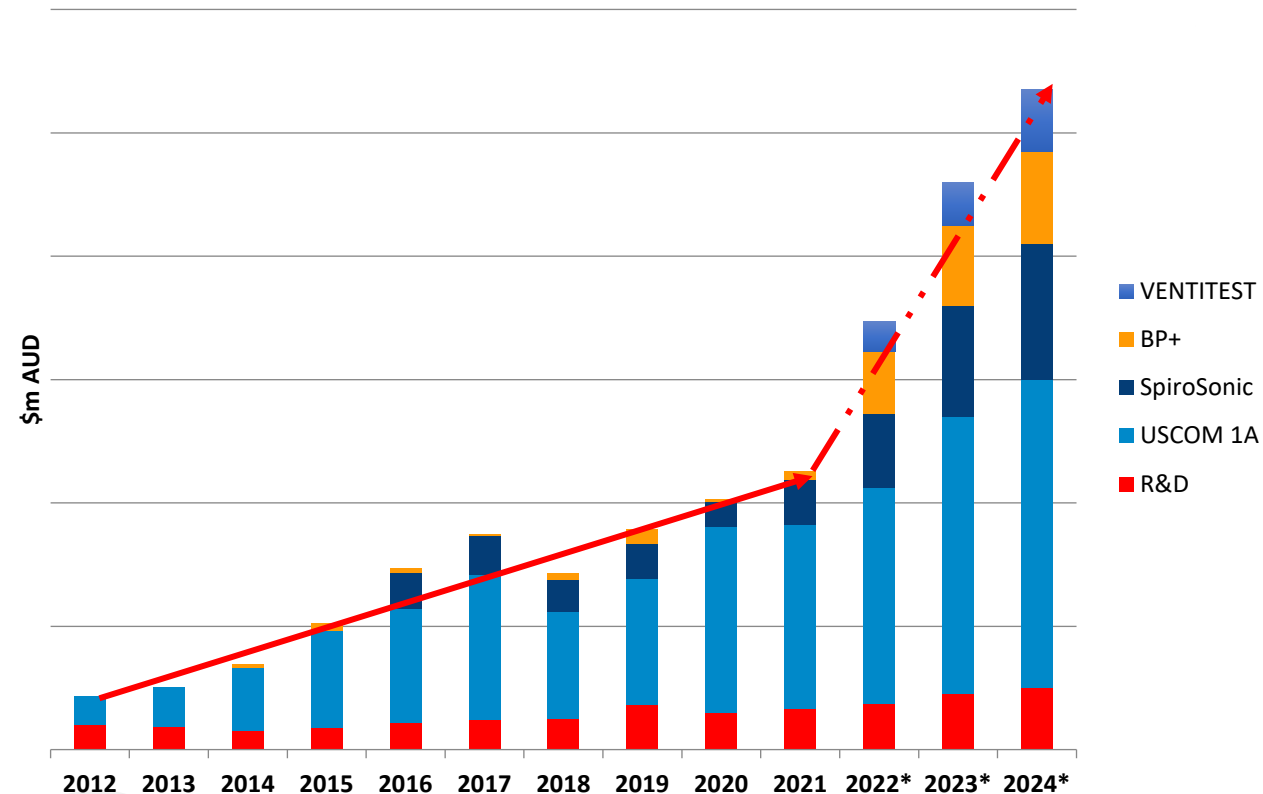


More

- ✓ Markets
- ✓ Products
- ✓ Distributors
- ✓ Sales
- ✓ Revenue
- ✓ Profit

STRATEGY FY22

Uscom Revenue Model



“more products, more distributors, more sales and more revenue”



REGIONAL STRATEGY FY22



01

Uscom China

More, bigger and better distribution, prepare BP+ and SpiroSonic distribution, domestic manufacture

02

Uscom Europe

Growing manufacturing, distribution and sales for USCOM 1A, BP+ and SpiroSonic

03

Uscom SE Asia

Singapore based regional distribution and regulatory hub for USCOM 1A, SpiroSonic and BP+

04

Uscom US

Activate new distribution model to meet post pandemic demand and prepare for SpiroSonic and BP+

FY22





INVESTMENT

“Hunt for stock market treasures: Outperforming value plays with growth potential”

CNBC Trading Nation - 26th December 2020

*Attractive valuation (low multiple)
High potential for earnings growth
Quarterly outperformance
High value sector*

“Motivated by Vision, Driven by Fundamentals”



USCOM



Culture

“Motivated by Vision, Driven by Fundamentals”

Mission

Innovative medical science as a foundation for world leading cardiovascular and pulmonary technologies to save lives, and grow Uscom into a world leading medical technology company.

“Science, growth and profit”

Strategy

“More Products, More Distribution, More Sales, and More Revenue”

FY22





USCOM

NWR Investor Conference

3rd August 2021

Prof. Rob Phillips

ASX: UCM

Company Update

WELCOME



**“Motivated by Vision
Driven by Fundamentals”**



Corporate Responsibility



Uscom supports the Australian Wildlife Conservancy.

in the last 15 years Australia's threatened species list has increased by 36%.

87% of our mammal species, 93% of reptiles, 94% of frogs and 45% of our bird species are found only in Australia.

AWC is committed to reversing Australia's record as the world's mammalian extinction capital.