



**Uscom Limited** (ASX - UCM)

**FY 2015 Half Yearly Results**

Thursday 26 January 2015



*Premium Cardiovascular Medical Devices  
Saving lives and Improving care*

**Dr Rob Phillips**

PhD(Med), MPhil(Med), FASE, DMU(Cardiol)

Executive Chairman, Chief Executive Officer, Head Clinical Science

*The Measure of Life*

# 2015 Half Year Results

## Call In Briefing Details

12pm. AEDT, Thursday, 26th February, 2015

Accessing via Telephone:

Please dial in five minutes prior to the start of the call and provide the pin number 3175198.

Regional dial- in numbers are as follows:

Sydney: 02 9007 4041

Melbourne: 03 9912 0327

Brisbane: 07 3107 0200

Australia: toll-free 1800 556264

International: +61 2 9007 4041

# 2015 Half Year Results

## Disclaimer

This presentation is intended to provide a general outline only and is not intended to be a definitive statement on the subject matter. The information in this presentation, whether written or verbal, has been prepared without taking into account the commercial, financial or other needs of any individual or organisation.

Certain information may relate to protected intellectual property rights owned by Uscom (the "Company"). While Uscom has taken due care in compiling the information, neither the Company nor its officers or advisors or any other person warrants the accuracy, reliability, completeness or timeliness of the information or guarantees the commercial or investment performance of the Company.

The information does not constitute advice of any kind and should not be relied on as such. Investors must make their own independent assessment of the Company and undertake such additional enquiries as they deem necessary or appropriate for their own investment purposes. Any and all use of the information is at your own risk.



# 2015 Half Year Results

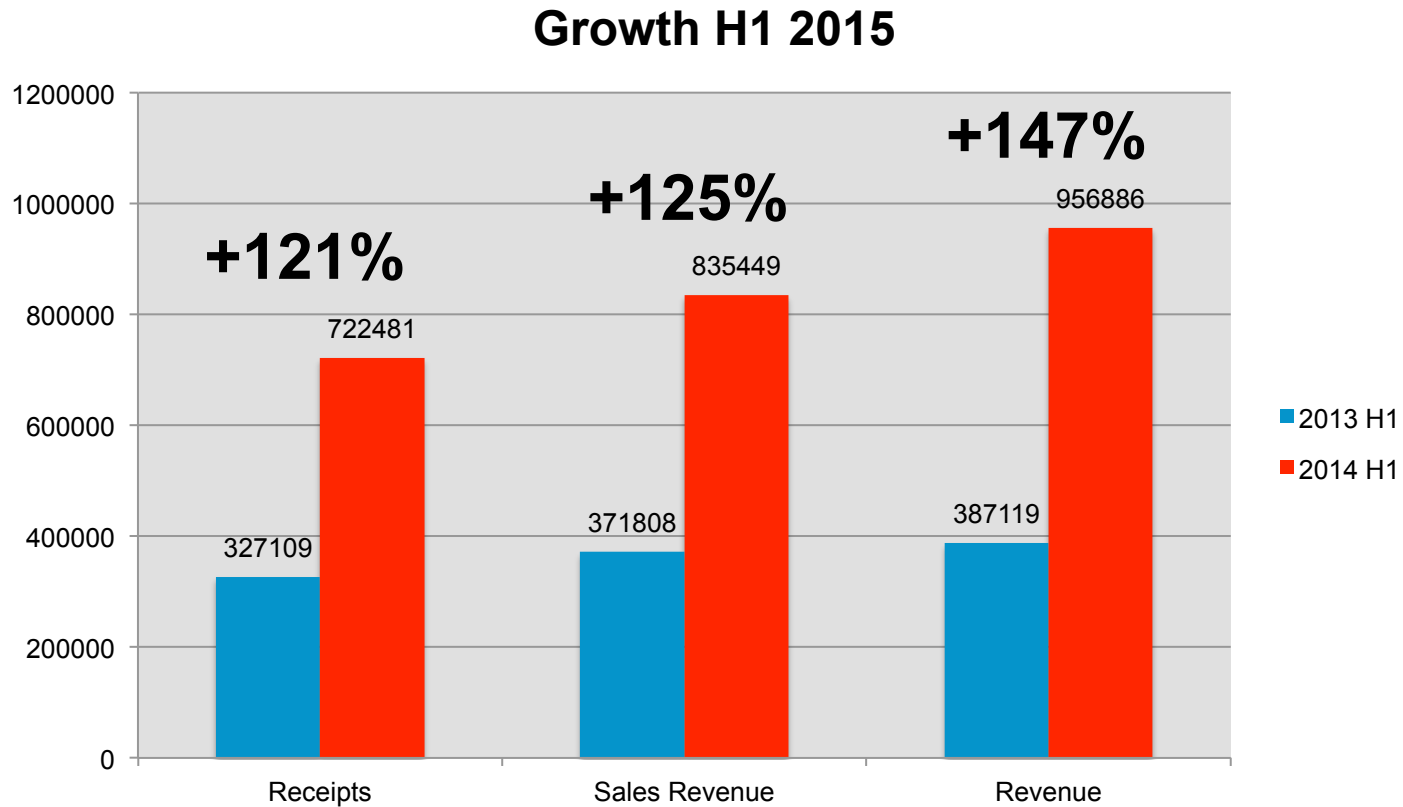
- Results
  - Summary
  - Financials – year on year, and 3yr growth
  - Operations – distribution growth
- Investment growth
- Future growth – strategies and prospects
- Questions

# Results - Summary

Half Year FY 2015

- **Revenue up 147%** to \$0.96m from \$0.39m
- **Sales up 125%** to \$0.84m from \$0.37m
- **Net loss down 40%** to \$0.39m from \$0.65m
- **Cash on hand \$1m** 31 December 2014
- Approaching **profitability**

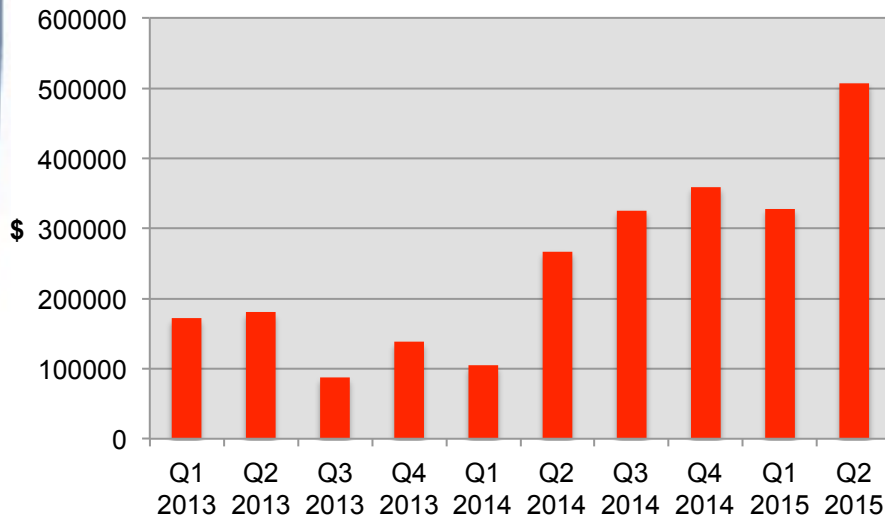
# Financial Growth



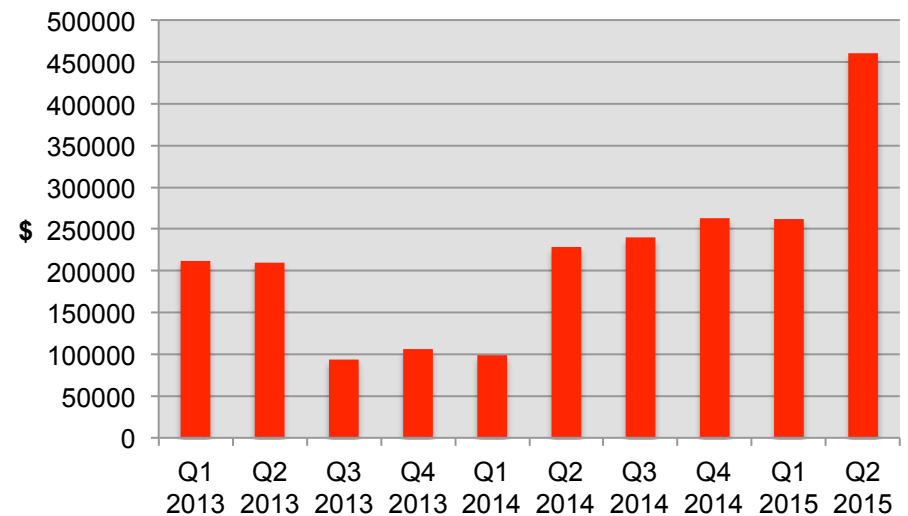
**year on year**

# Financial Growth

## Quarterly Sales Revenue



## Quarterly Receipts



Three year



# Operations - Milestones

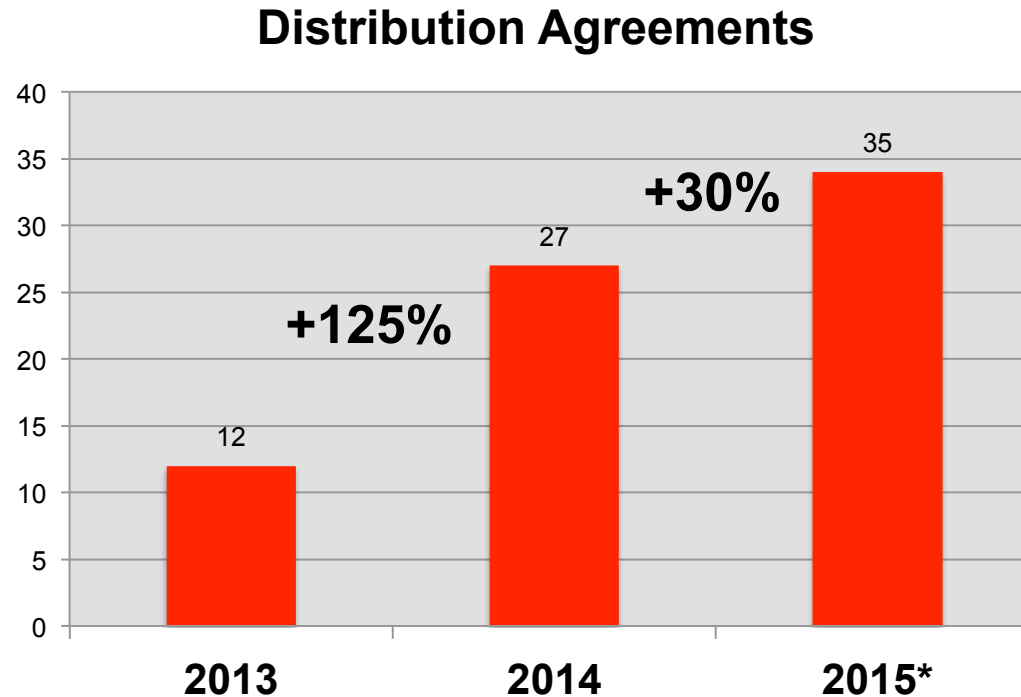
Half Year FY 2015

- **Chinese FDA** registration for the USCOM 1A
- **Distributors increased by 30%** (27 to 35)
- **New management appointments** - distribution + sales
- First commercial **BP+** manufacture
- **Johnson & Johnson AusBiotech** Company of the Year
- USCOM sold into the **Russian Federal Space Agency**





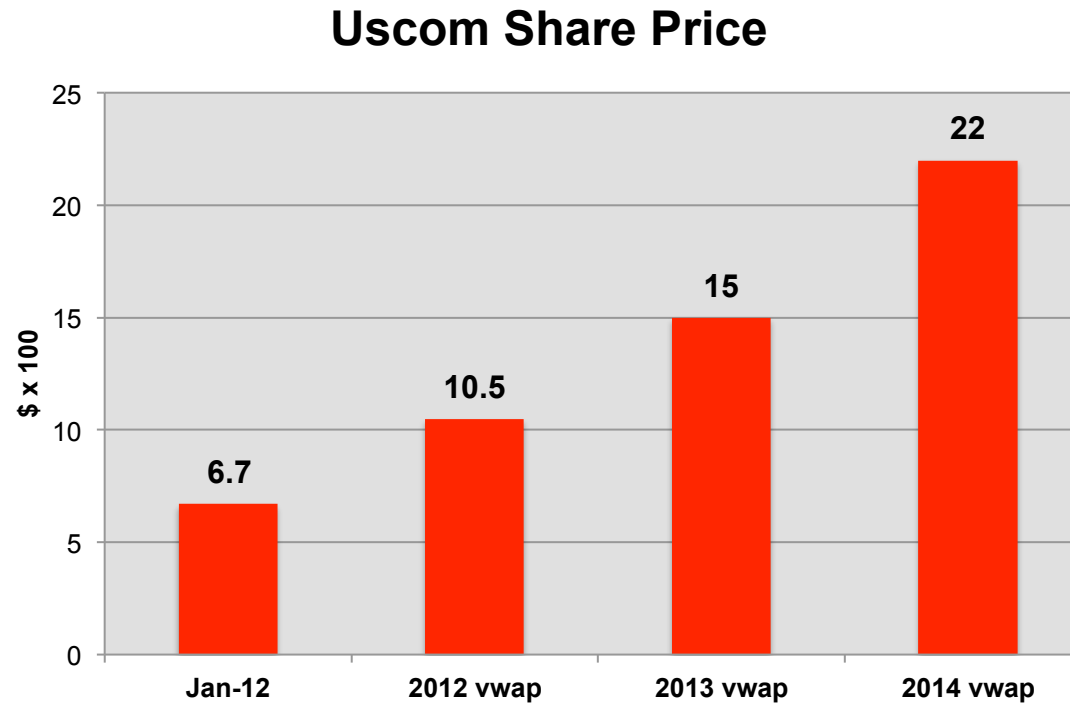
# Operations - Growth



\* FY to date

Growing distribution, grows revenue

# Investment – Growth



Future driven by;  
China FDA approval – future revenue growth  
Impact of BP+ acquisition and marketing  
Increasing sales and operational strength

# Future Growth

Poised for growth

- **Chinese FDA** Uscom BP+ registration and revenue
- **New distributors** achieve aggressive revenue targets
- **Volume manufacture** led by demand
- **New partnerships with distributors** of scale and reach
- Incremental **strategic growth** opportunities
- **Profitability, globalised operations**





**Uscom Limited** (ASX - UCM)

**FY 2015 Half Yearly Results**

Thursday 26 January 2015

**Thank You**

**Questions and Discussion**

**Dr Rob Phillips**

PhD(Med), MPhil(Med), FASE, DMU(Cardiol)

Executive Chairman, Chief Executive Officer, Head Clinical Science

*The Measure of Life*