



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





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ABOUT US

THE MEASURE OF LIFE

Uscom are the experts in circulation delivering innovative, practice changing non-invasive cardiovascular and pulmonary monitoring devices. Our devices are patent protected advancements on current devices, and provide improved measurements of the vital oxygen delivery system.

Our devices are changing the way cardiovascular and pulmonary medicine is practiced.

OVERVIEW



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, and is poised for growth in 2018.

SUMMARY

RESULTS

- Record revenue, sales, cash receipts (up 307% 5yrs, 72% 2yrs, and 32% 5yr CAGR)
- \$3.5M revenue with intermittent monthly/quarterly cash flow positivity
- 2 international acquisitions
- High value IP across 3 sectors
- High margin products

ACHIEVEMENTS

- Leader in CV and pulmonary devices
- New sales, marketing and distribution division to drive global sales
- New regulatory approvals imminent
- Volume manufacturing prepared
- Global operations

FUTURE

- 7 new products for China, Europe and USA
- Expanded distribution - China
- Revenue –\$10, \$20 and \$50M short, mid and long term targets
- Re-valuation of assets (\$20M -\$200M)
- Product pipeline – new IP
- International partnerships

Uscom is a rapidly emerging global
healthcare business poised for
growth in 2018



USCOM TODAY

Reuters/Bloomberg	UCM.AX/UCM.AU
Market Cap	\$18M
Current price	\$0.15
2017 VWAP	\$0.25
Shares on issue	114M
Free float	100%
Top 20 shareholders	65%
Major Shareholders	%
Prof Rob Phillips	19.96
Mr Gary Davey	5.48
Dr Stephen Woodford	8.96

OVERVIEW



PRODUCTS

USCOM 1A – Ultrasonic Cardiac Output Monitor for sepsis, fluid, heart failure, hypertension, pre-eclampsia

BP+ - Blood pressure and heart failure for hypertension, pharma, heart failure

SpiroSonic – Ultrasonic spirometers for asthma and COPD

GLOBAL SALES

Current Uscom results are based on USCOM 1A global sales

Uscom has acquired 2 companies and their IP and rebranded and integrated these operations, devices and IP into Uscom. This creates a new global sales focus and Uscom is working to establish new global sales, marketing and distribution channels

GOVERNANCE



Ms Sheena Jack
Non-executive
CEO of HCF



Associate Prof Rob Phillips
Executive
Uscom Limited



Mr Christian Bernecker
Non-executive

Mr Chao Xian (David) He
Non-executive



Mr Brett Crowley
Secretary

MEDICAL ADVISORY



Prof. Colin Sullivan | Australia
Sleep Medicine



Prof. C.P. Lau | Hong Kong
Cardiology/Electrophysiology



Prof. Didier Payen | France
Critical Care Medicine



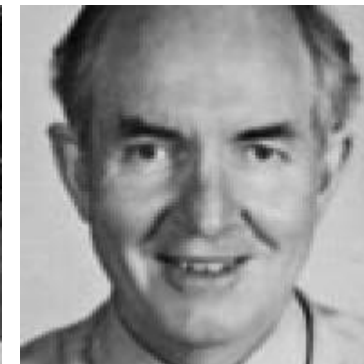
Prof. Peter Lichtenthal | USA
Cardiac Anaesthesia



Prof. Nigel Sharrock | USA
Anaesthesia

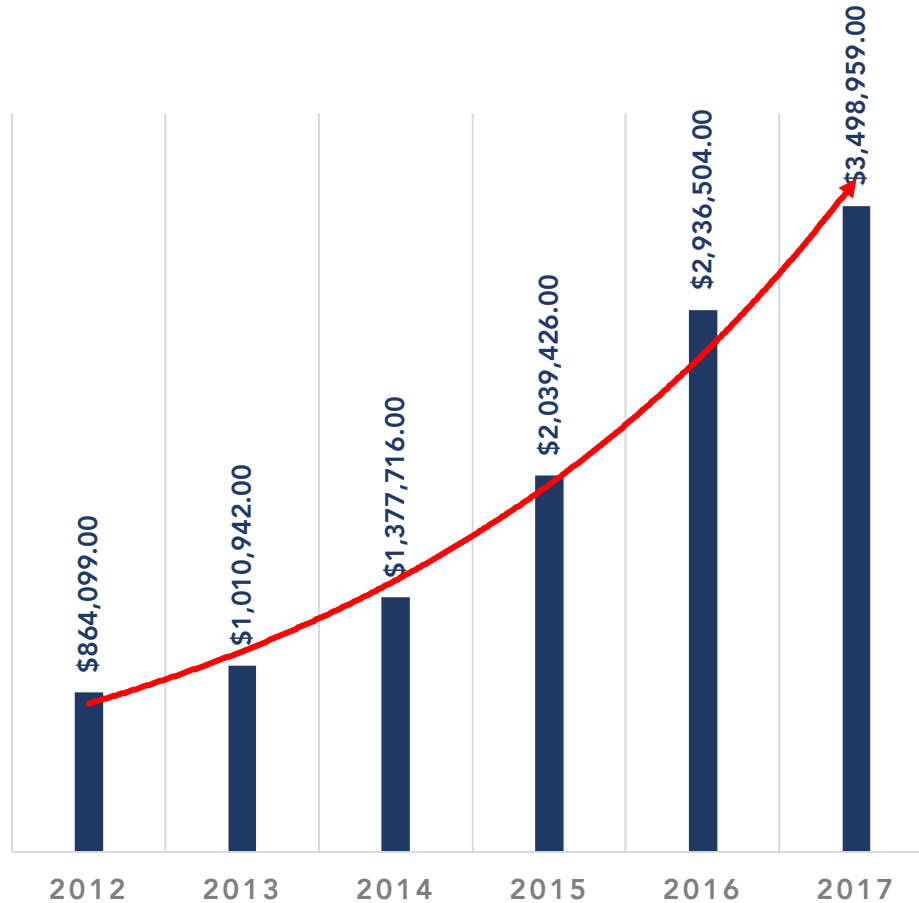


Prof. Stephane Carlier | Belgium
Invasive Cardiology/Physiology



Prof. Malcolm West | Australia
Cardiology/Hypertension

OUR RESULTS



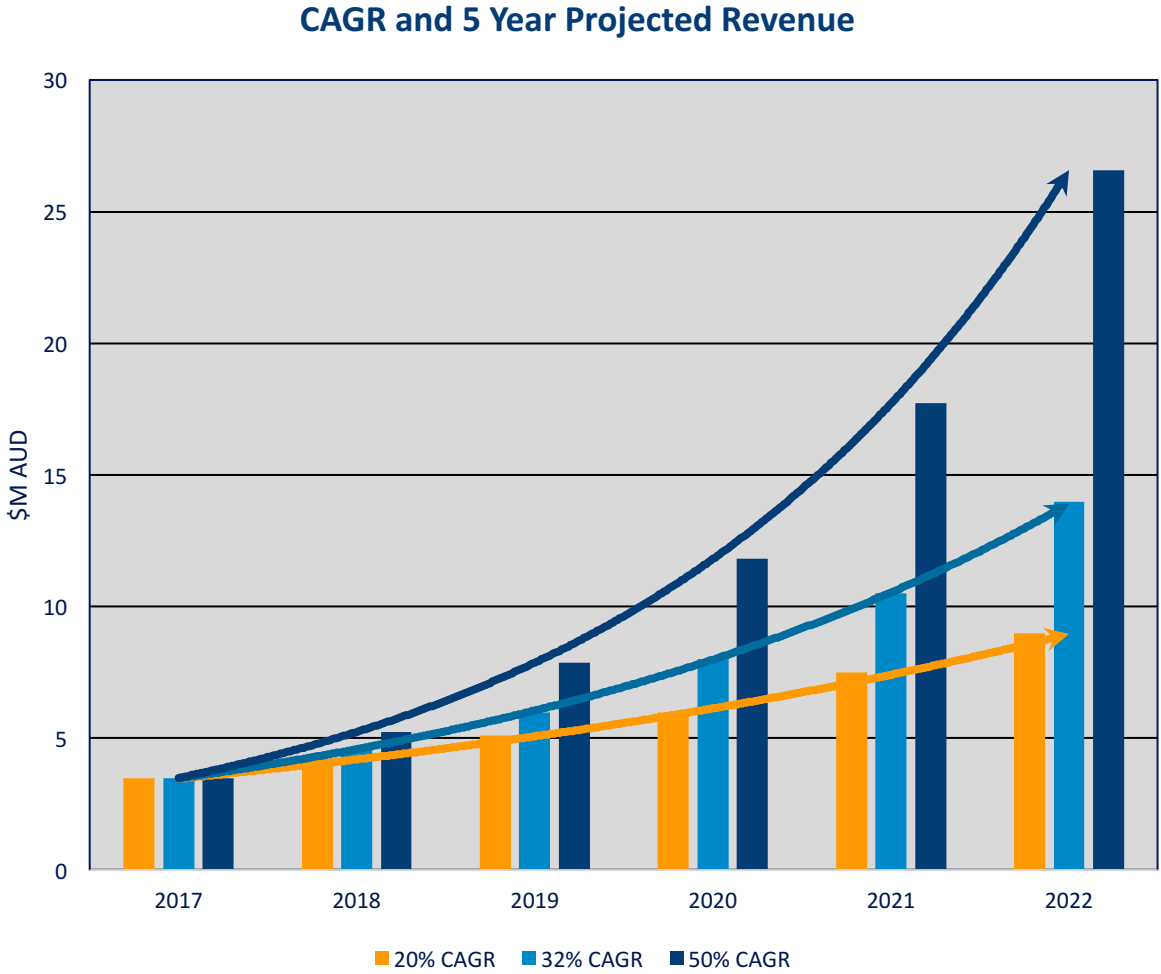
TOTAL ANNUAL REVENUE

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

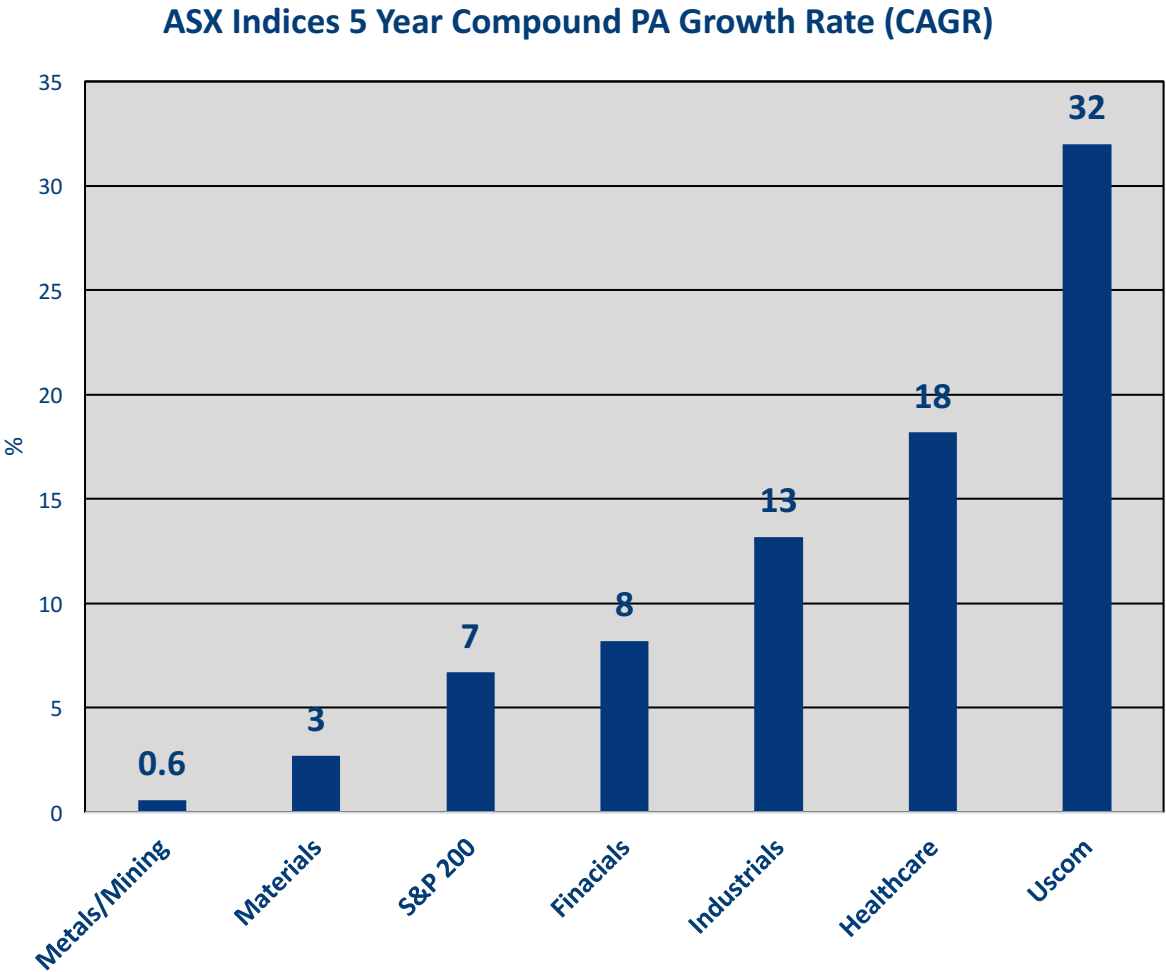
Growth is expected to accelerate with the revenue provided by the new BP+ and SpiroSonic devices as they reach market in 2018.

GROWTH MODELS



These are simple mathematical models and do not in any way represent forecasts

RELATIVE PERFORMANCE



OUR ACQUISITIONS

INVESTED IN NEW TECHNOLOGY



➤ Uscom has invested in technology with two corporate acquisitions: central blood pressure, and pulmonary function monitoring.

➤ We have integrated the companies, redesigned, optimised, and rebranded the new devices prepared the products for market.

➤ 2018 will see the launch of 7 new products to market, and new revenue.

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, Anaesthesia and Pre-eclampsia.



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.

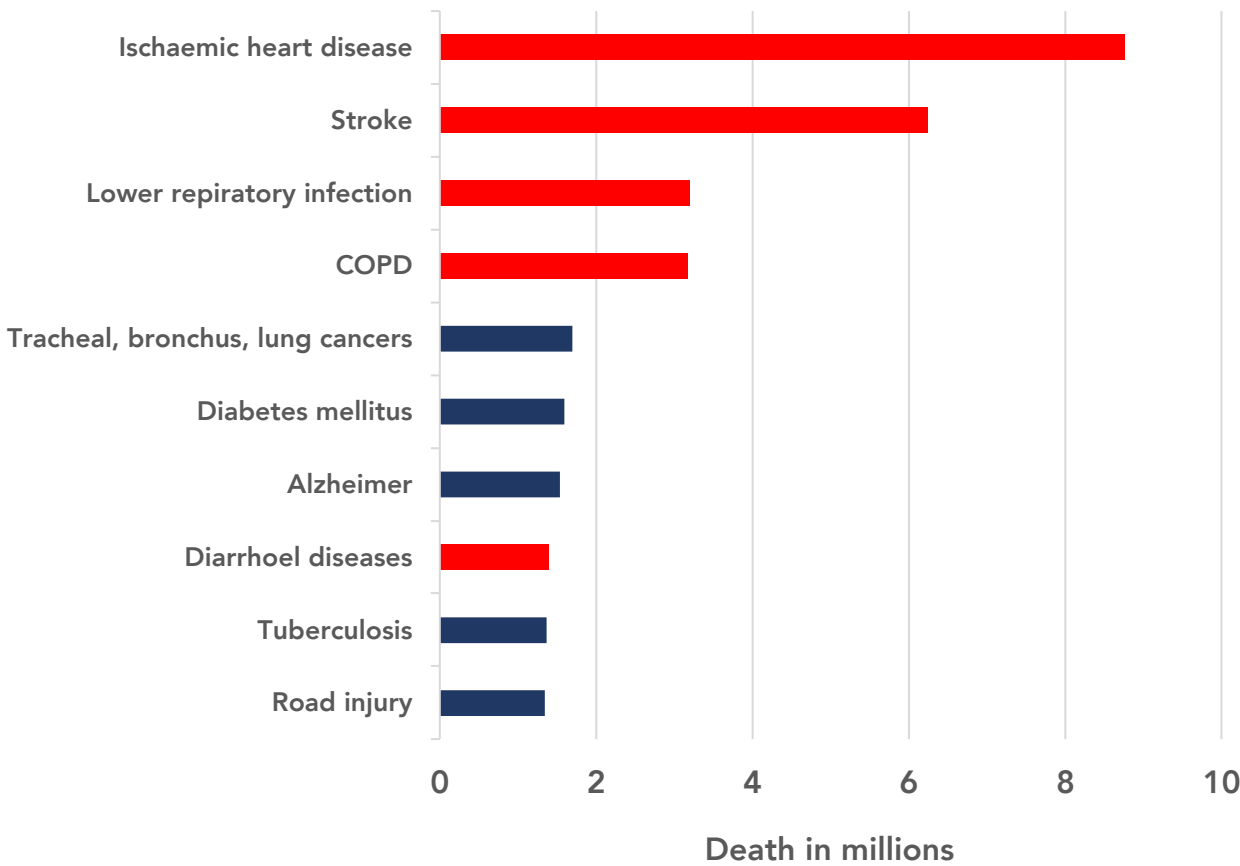


The **BP+** measures blood pressure and pressure waveforms at the heart, as well as in the arm, information only previously available using invasive cardiac catheterisation. The Uscom BP+ Reporter is a patient archiving, analysis and reporting software for use with the Uscom BP+. This system will revolutionise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



OUR BENEFITS

TOP 10 CAUSES OF DEATH GLOBALLY – 2015 (WHO)



MEETING GLOBAL CLINICAL NEEDS

Uscom devices address conditions responsible for **75%** of all deaths worldwide (WHO criteria).

- Heart failure
- Sepsis
- Hypertension
- Asthma
- COPD



REGULATORY



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

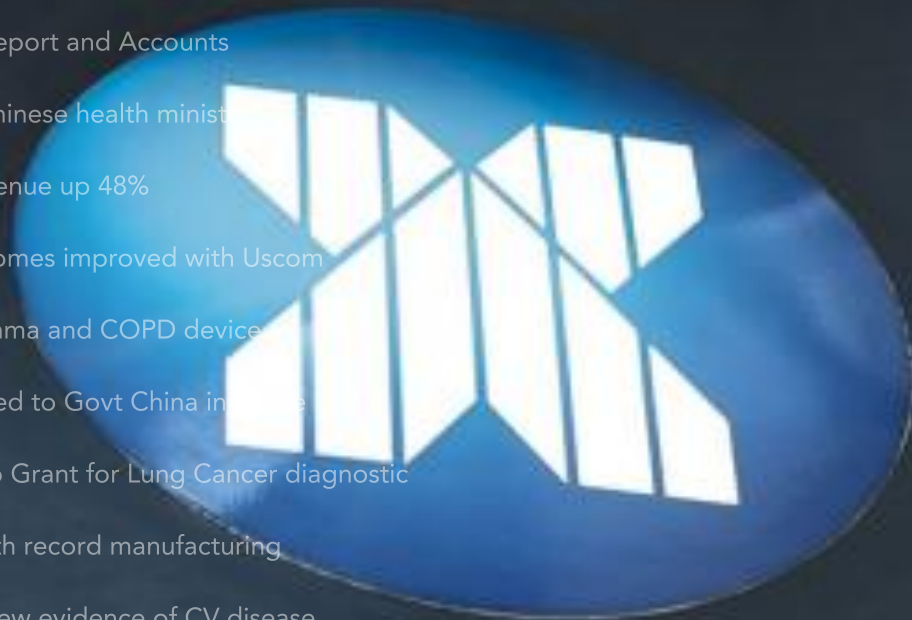
USCOM 1A:	BP+:	SpiroSonic:
CFDA – Acquired;	CFDA – Submission;	CFDA – Submission;
CE – Acquired;	CE – Pending;	CE – Acquired;
FDA – Acquired;	FDA - Submission	FDA – Submission;
TGA - Acquired	TGA – Acquired	TGA – Acquired

OUR WORLD



- 11/07 New Uscom BP+ patent
- 18/07 Additional Uscom BP+ patent
- 17/08 Preliminary Annual Report and Accounts
- 09/09 Uscom meets with Chinese health minister
- 10/10 Uscom Budapest revenue up 48%
- 26/10 Pediatric sepsis outcomes improved with Uscom
- 31/10 CE Mark for new asthma and COPD device
- 07/11 Uscom CEO appointed to Govt China initiative
- 28/11 Uscom awarded Euro Grant for Lung Cancer diagnostic

- 03/01 Uscom ends 2016 with record manufacturing
- 19/01 Uscom BP+ detects new evidence of CV disease
- 06/03 New BP+ Patent
- 20/03 Uscom receives 0.5M R&D tax refund
- 22/03 China BP+ and SpiroSonic regulatory submissions
- 30/03 New Uscom evidence for preeclampsia
- 03/04 New UsCom grant for pulmonary research
- 19/04 Uscom achieves first cash flow positive quarter
- 01/05 Uscom boosts global sales and marketing
- 24/05 Uscom SpiroSonic for French lung study
- 01/06 Uscom SpiroSonic for Spanish eHealth project



MILESTONES FY17

Uscom made 23 price sensitive ASX
announcements for the 2017 financial year.

ASX

OUR SCIENCE

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.

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 drug evaluation trials with big pharma
- The emerging BP monitor of choice
- Hypertension occurs in approx 1:3 adults worldwide and costs aprox \$372B USD globally PA



LUNG FUNCTION

FOR EVERY BREATH YOU TAKE

- 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
- Community cost 11.1B GBP, 20B Euro, 50B USD

SPIROMETRY DEVICES

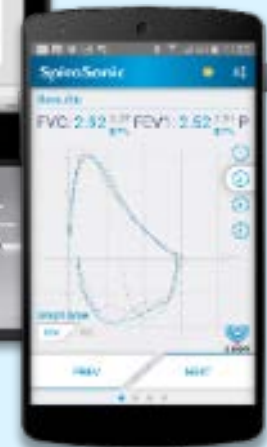
DEVICES



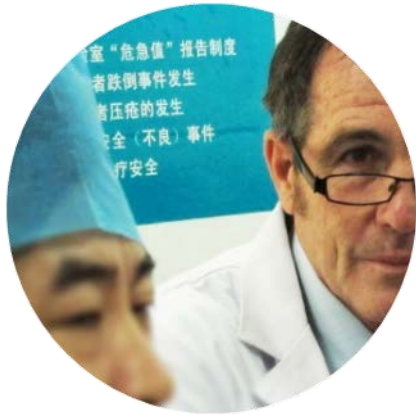
SOFTWARE



APPLICATION



GROWTH STRATEGY



➤ Global CV and Pulmonary Devices

- World leading devices
- New products in pipeline



➤ Distribution and manufacturing

- Global regulatory
- China+ market expansion



➤ Saving Lives – Uscom products

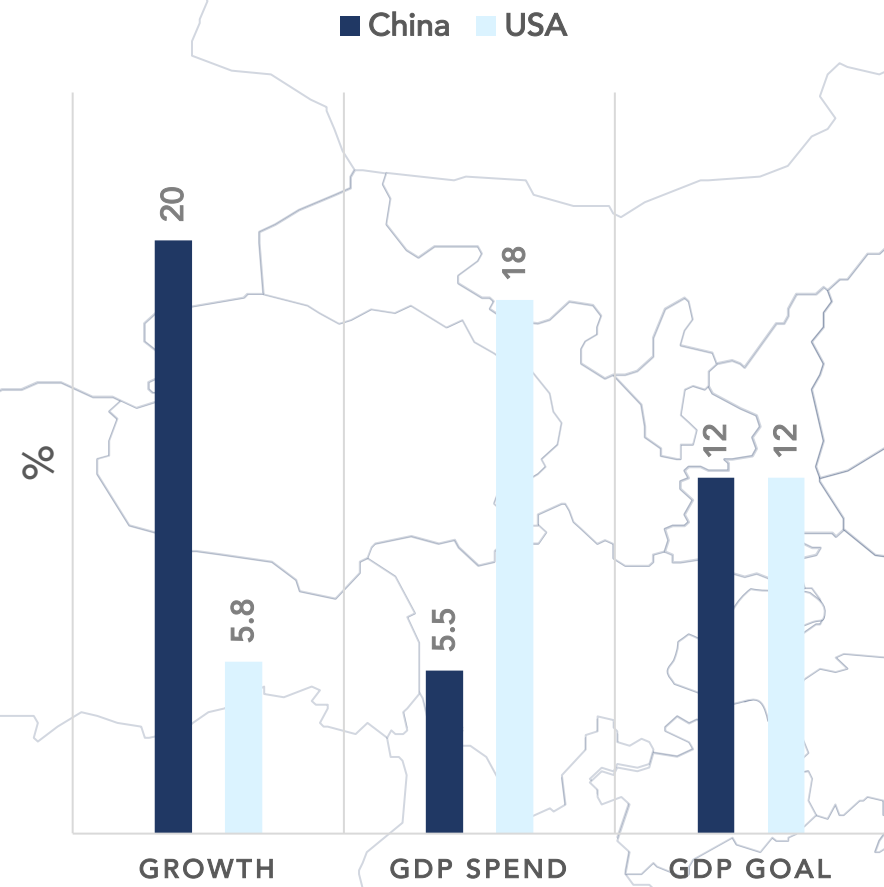
- Adoption
- Clinical practice



➤ Growth in revenue and scale

- Grow revenue to \$20M
- Grow cap value to \$200M

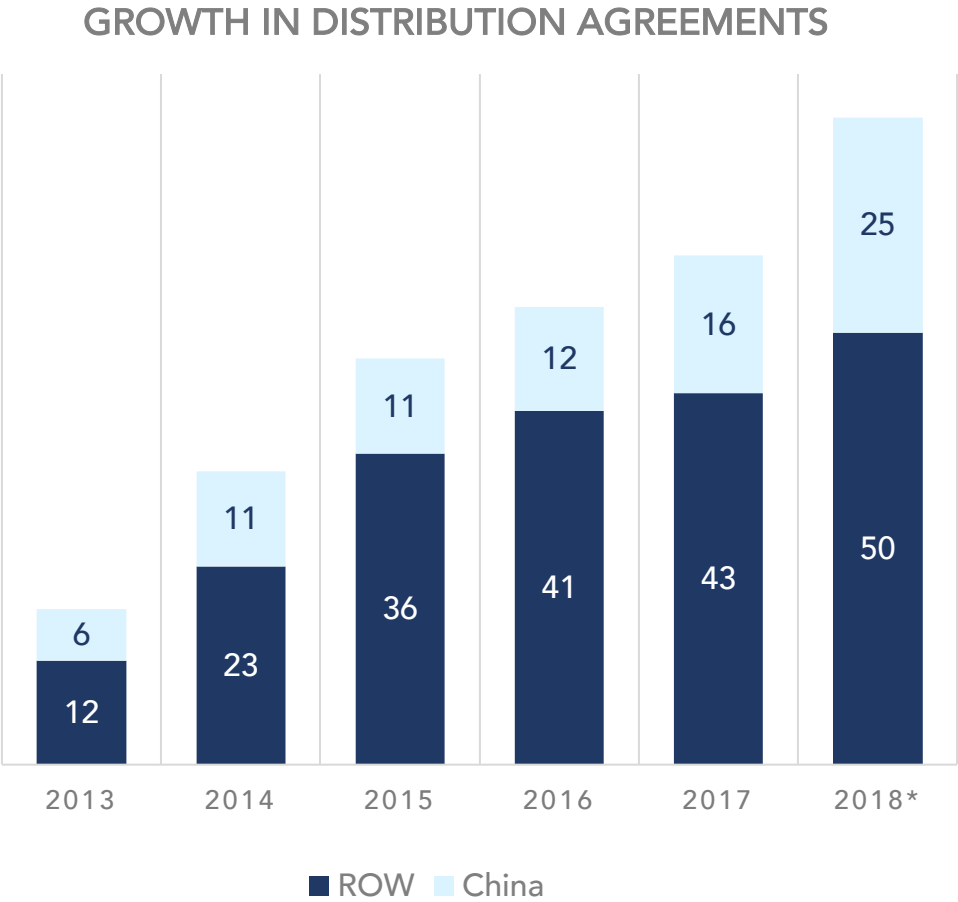
GROWTH CHINA



CHINA IS A MAJOR STRATEGIC MARKET

- 1.4B population in 31 provinces
- 20% PA China health growth
- UCM CEO on NSW Government China Advisory
- 10 year history + China Government partners
- CFDA BP+ and SpiroSonic initiated
- China revenue targets \$20M

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

INVESTMENT

Uscom is a high growth, de-risked medical device and technology company. While this is a simple overview it demonstrates a commitment to continued growth and delivery on operational fundamentals.

High value, de-risked investment ✓

Experienced management ✓

Strong underlying business ✓

Established revenue growth history ✓

Premium products and markets ✓

Diversified, validated and lifesaving technologies ✓

Aggressive global growth strategy ✓

7 new products for 3 new markets in the next 12mths ✓

Further product pipeline ✓

Strategic opportunities ✓

RISKS

In a complex world unpredictable events can intervene in plans and strategies, and this also applies to Uscom, with a list of potential risks for the business going forward. While potential risks exist, management are always watchful and plan to respond rapidly and effectively to diminish their impact on the company.

Growth and adequate funding – scale up stress

Component availability/manufacturing impacting product supply

Global economy – Brexit, USA, N Korea, South China etc.

Lumpy revenue – small, rapidly growing and unpredictable

Regulatory – delays and cost

Under performance of distributors

Competitive risks and patent breaches

Key personnel risks

Unforeseen

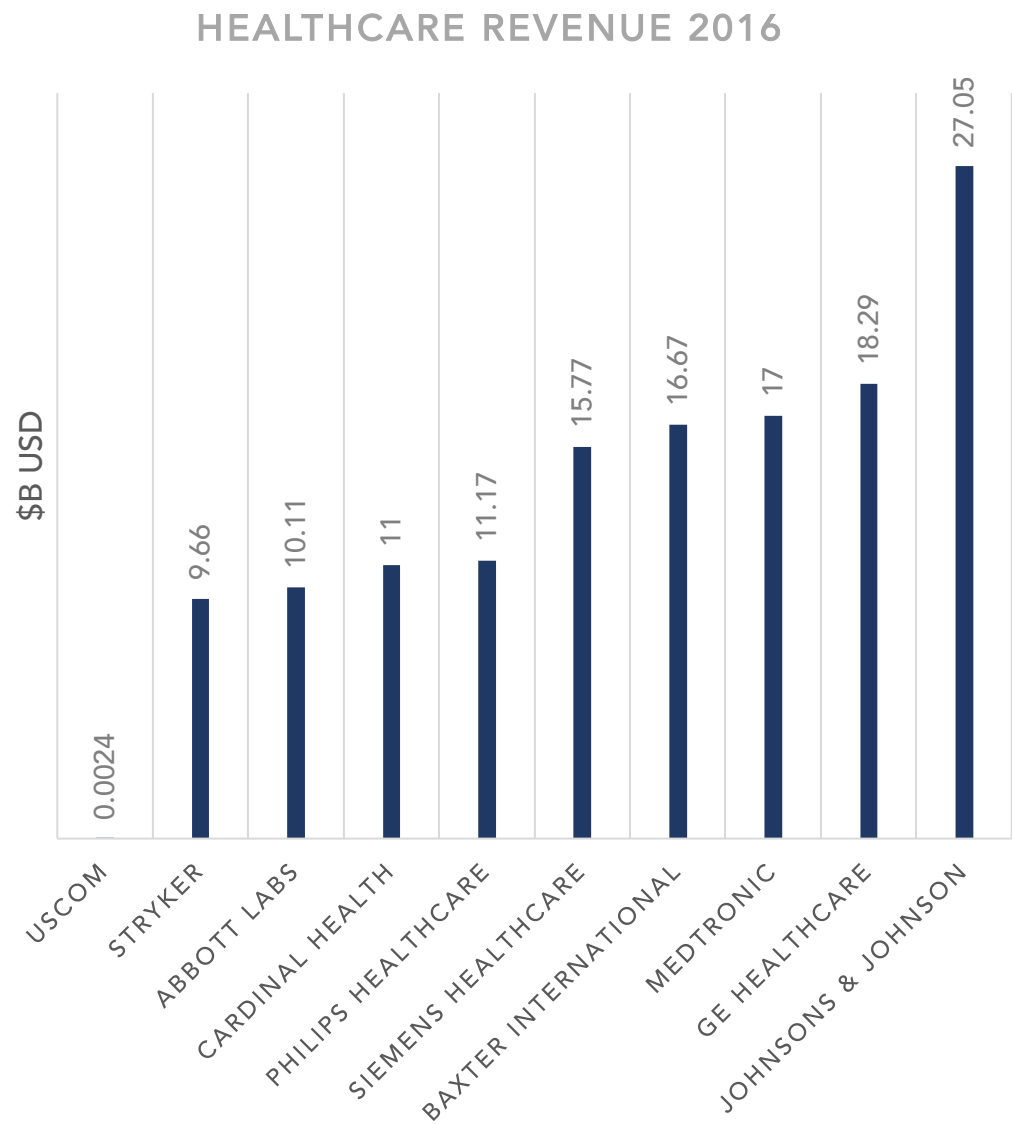


WHY NOW

After 5 years growth and investment Uscom is preparing for new revenue as we deliver 7 new products to global markets to supplement our already strong growth

- 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)

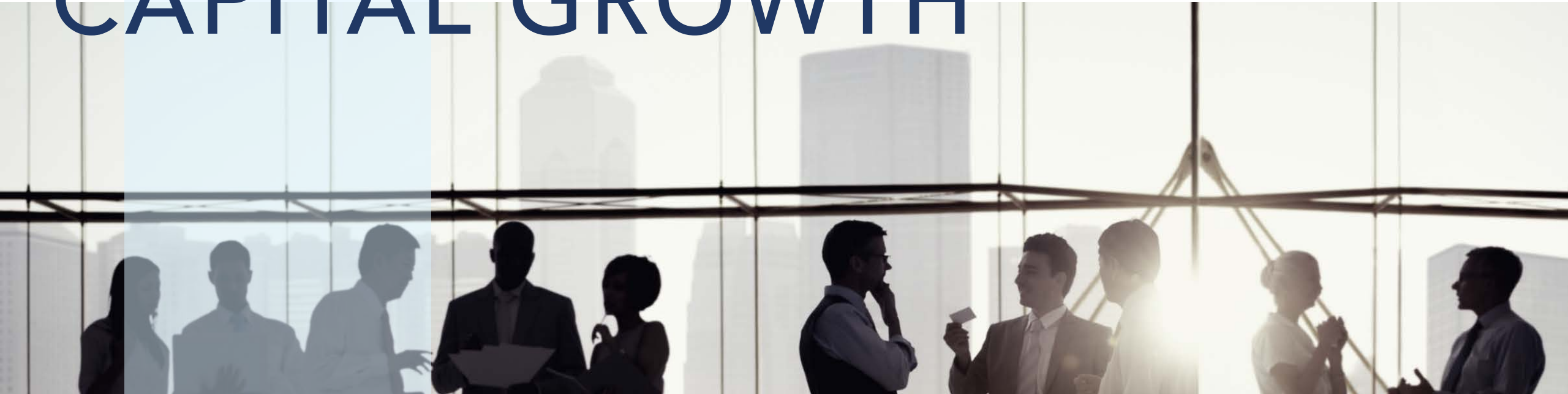
FUTURE AMBITION



- Multiple premium products with pipeline
- Proven growth trends
- Experienced management
- Multiple markets and jurisdictions
- China connections
- Patent protected IP
- De-risked bio-tech
- Small cap, under-valued
- Immediate revenue increments
- Rapidly growing global sector
- Strategic opportunities

- To build devices to meet current and impending volume sales orders
- Complete regulatory processes in multiple jurisdictions
- Increase technical, marketing and sales staff to support expanding international operations
- Grow China market with new digital strategy, clinical support and materials

CAPITAL GROWTH





Uscom

"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."





NO COMPETITION

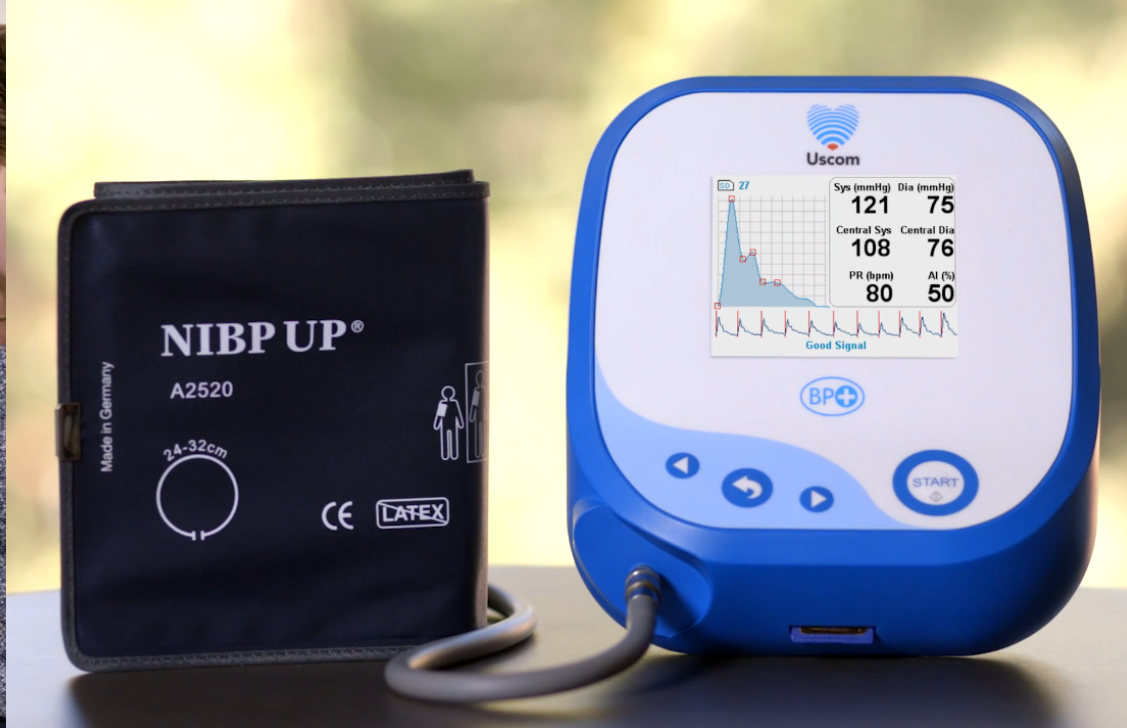
0 out of 10 of the market leaders can compete with the USCOM 1A
The USCOM 1A's superior Doppler technology is manufactured by
Uscom, Australia.

USCOM 1A - The Future of Hemodynamics

- ✓ Reliability and Replicability
- ✓ SV Beat to Beat
- ✓ Non-invasive
- ✓ Cost Effective
- ✓ Portable
- ✓ Simple

USCOM 1A COMPETITORS

System	Manufacturer	Technology	Rel+Rep	Non-invasive	Simple	Cost	Portable	SV beat to beat	Training
USCOM 1A	Uscom	Doppler	✓	✓	✓	✓	✓	✓	✓
CardioQ	Deltex	Doppler	✓	✗	✓	✗	✓	✗	✗
Echo	Many	Ultrasound	✓	✓	✗	✗	✓	✗	✗
ICON / Aesculon	Osypka	Bio Impedance	✗	✓	✓	✗	✓	✗	✓
NiCOM	Cheetah	Bio Reactance	✗	✓	✓	✗	✓	✗	✓
Clearsight (Nexfin)	Edwards	PPW / BP / Plethysmo	✗	✓	✓	✓	✓	✗	✓
LiDCO	LiDCO	LiCl dilution + PPW	✓	✗	✗	✗	✗	✗	✗
LiDCOrapid	LiDCO	PPW / BP	✗	✗	✓	✗	✗	✗	✗
PiCCO	Pulsion	PPW / BP Modified Tx	✓	✗	✗	✗	✗	✗	✗
FloTrac	Edwards	PPW	✗	✗	✗	✗	✗	✗	✗
PAC	Many	Thermodilution	✗	✗	✗	✗	✗	✗	✗



- ✓ Australian Made
- ✓ USD 2,950
- ✓ 45 Seconds
- ✓ Monitor ± Reporter
- ✓ CE, FDA, TGA, CFDA *
- ✓ Aortic Waveform
- ✓ Physical Form

NO COMPETITION









Central blood pressure is the new gold standard measure for the detection and management of cardiovascular diseases.

The BP+ and BP+ Reporter is the ideal cardiovascular research combination for the home, clinic or research laboratory.

BP+ - Revolutionizing Hypertension



BP+ COMPETITORS

							
Uscom BP+	TensioMed	BPLab	IEM	Alam Medical	SunTech	AtCor	WelchAllyn
Australia	Hungary	Russia	Germany	France	USA	Australia	USA
USD 2,950	USD 6,000	USD 7,000	USD 7,000		USD 3,200	USD 14,000	USD 3,200
45 seconds	2 min	2 min	2 min	A few sec + prep		1 min	
Stand-alone ± BP+ Reporter	Needs computer	ABP, needs computer	ABP, needs computer	Needs computer	ABP, needs computer for cBP	Needs computer	ABP, needs computer for cBP
CE, FDA, TGA, CFDA *	CE	CE	CE, FDA	CE	CE, FDA	CE, FDA, TGA	CE, cBP not available in USA
Aortic waveform	Central systolic BP	Rough waveform	Rough waveform		Rough waveform	Rough waveform	
Physical model	Statistical regression	Transfer function	Transfer function		Transfer function	Transfer function	



- ✓ Australian made
- ✓ USD 1,890
- ✓ Dual path ultrasound
- ✓ Accurate/auto calibration
- ✓ Digital/Bluetooth/rechargeable
- ✓ FreeFlo sensor/Reporter/SpO2
- ✓ Hygienic

NO COMPETITION

The SpiroSonic Ultrasonic spirometer uses high fidelity multi-path ultrasound for pulmonary function testing.

SpiroSonic - For Every Breath You Take



SPIROSONIC COMPETITORS



Uscom SpiroSonic	Welch Allyn	Schiller	Sibelmed	Vitalograph	MIR	Carefusion	NDD
Australia	USA	Switzerland	Spain	USA	Italy	USA	Switzerland
SpiroSonic	SpiroPerfect	Spirovit SP-1	Dataspir Touch	Pneumotrac	Spirodoc	Microloop	EasyOne PLus
USD 1,890	USD 2,100	USD 1,850	USD 2,300	USD 2,030	USD 1,580	USD 2,180	USD 1,990
Dual Path Ultrasound	Diff Pressure	Diff Pressure	Turbine	Diff Pressure	Turbine	Turbine	Single Path Ultrasound
Accurate Auto calibration SpiroReporter Fully digital FreeFlo sensor Hygeinic SpO2 Bluetooth Rechargeable	Multiple iterations	Multiple iterations	Multiple iterations	Multiple iterations	Multiple iterations Consumable turbines	Multiple iterations	Accurate Consumable tube

2018 ANNOUNCEMENT

OCT New ICU evidence for USCOM 1A – sepsis and fluid

OCT BP+ product release

OCT \$130K Euro grant

NOV BP+ Reporter release

NOV New BP+ Hypertension evidence

NOV New USCOM Pre-eclampsia evidence

NOV Uscom GSA Approval

NOV BP+ sales

DEC \$500K Aus R&D rebate

DEC BP+ European distribution agreements

DEC International eHealth BP+ sale/partnership

JAN BP+ CE

JAN Pharma and CRO BP+ Sales

JAN China eHealth heart failure study

FEB New distributor agreements

MAR SpiroSonic FDA

MARCH BP+ and BP+ Reporter FDA

LOOKING FORWARD

FY18 is planned to be another year of growth.



USCOM MEDIA

"Medical device company Uscom says it has revolutionised the way hypertension and heart failure are monitored, with the release of new technology to assess blood pressure."

The Australian, 30th October 2017



USCOM NEWS

Great opportunity to join The Premier of NSW, The Hon Gladys Berejiklian, the NSW Minister for Health and Medical Research, The Hon Brad Hazzard, and the Governor of Guangdong Mr Ma Xingrui as a Health and Medical Devices delegate at the NSW Delegation to the 26th NSW-Guangzhou Joint Economic Meeting on the 5th December in Guangzhou, China.

"Companies like...Uscom are selling product world-wide and earning highly significant export income and all are on the verge of moving from losses to sustainable profits."

BioTech Daily Sep 2017

Medical device maker USCOM has China in focus as it nears profitability.

Financial Review, Jan 2017

FOUNDER-RUN

“Research suggests that founder-run businesses outperformed the broader market. This seems intuitive, with firms like Amazon, Facebook, and Google being among the strongest performers in the world in recent years. Closer to home, Seek, Harvey Norman, Flight Centre, and Nick Scali have all been successful founder-run businesses. We think there are some important lessons here.”

Livewire Markets’ Weekend Edition, 18 November 2017

The Livewire logo, featuring the word "live" in a lowercase sans-serif font, followed by "wire" in a bold, lowercase sans-serif font, all contained within a dark blue rectangular box.

SMALL CAPS

“The case for small caps to structurally outperform is stronger than ever. Reasons for this include:

- The high level of inside ownership & alignment with investors*
- The leverage smalls have to M&A*
- Smalls are typically less researched than large caps which give investors an ‘information bias’ if they do the work*
- Leveraging technology”*

David Allingham, Eley Griffiths, Livewire Markets’ Weekend Edition, 18 November 2017

The Livewire logo, featuring the word "live" in a lowercase sans-serif font, followed by "wire" in a bold, lowercase sans-serif font, all contained within a dark blue rectangular box.



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