



Uscom (UCM) – Global Medical Devices

Revenue growth
June 2016



Rob Phillips

PhD(med), MPhil(med), FASE, DMU(cardiol)

Associate Professor, Critical Care Research Group, School of Medicine, The University of Queensland

Uscom Executive Chairman/CEO

The Measure of Life

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Uscom

“Uscom has acquired global assets to ensure reliable revenue growth for investors for the coming decade.”



Business Background

- 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
- Aggressive global growth strategy
- IP protected with regulatory approvals
- Uscom BP+ and SpiroSonic for market FY 2017
- +50% growth from USCOM 1A, with BP+ and SpiroSonic revenue ahead

Corporate

- ASX listed (UCM)
- Headquartered in Sydney
- Market cap of \$20m
- 100m shares on issue
- Rob Phillips, Founder and CEO, holds 20% of company

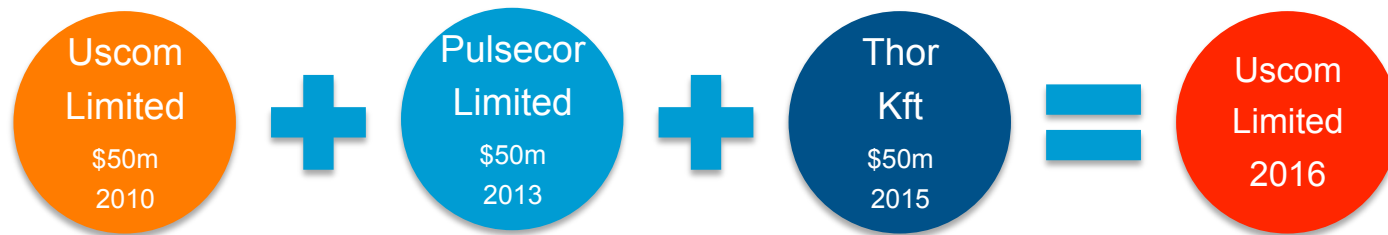
Board & Management

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

Financials

- Sales +59% 2015
- Revenue +48% 2015 (\$2+m)
- Cash consumption - \$1m
- Gross Margins ~ 78%
- Cash ~ \$0.6m

Strategic growth



Rapidly strengthening balance sheet

Acquisitive, strategic and diversified entity

Acquired and integrated Pulsecor (2013) and Thor (2015)

Debt free acquisitions – scrip, raising and operations

Scientific, operational and strategic synergy

New product developments funded from operations

Two new product suites ready for revenue/market

UK entity established

Budapest manufacturing profitable

Preparing for volume manufacture of BP+ and SpiroSonic

Uscom – Devices the experts use

Uscom Recognition

Company of the Year, 2014

Johnson & Johnson Innovation Industry Excellence Awards

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



Products and Market

Multiple high fidelity noninvasive digital medical devices

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



COPD & Asthma

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

SpiroSonic

Pulmonary Monitoring



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* Source: MedTech Insight; Transparency Market Research

Products - USCOM 1A

Heart failure, hypertension, sepsis, fluid
Non invasive, accurate, compact, platform technology

Accurate cardiac output

Cardiac stroke volume

Systemic vascular
resistance

Left + right heart
measurement



Works with all other
hospital equipment

Intuitive touch screen

Real time data

Platform technology
with multiple uses

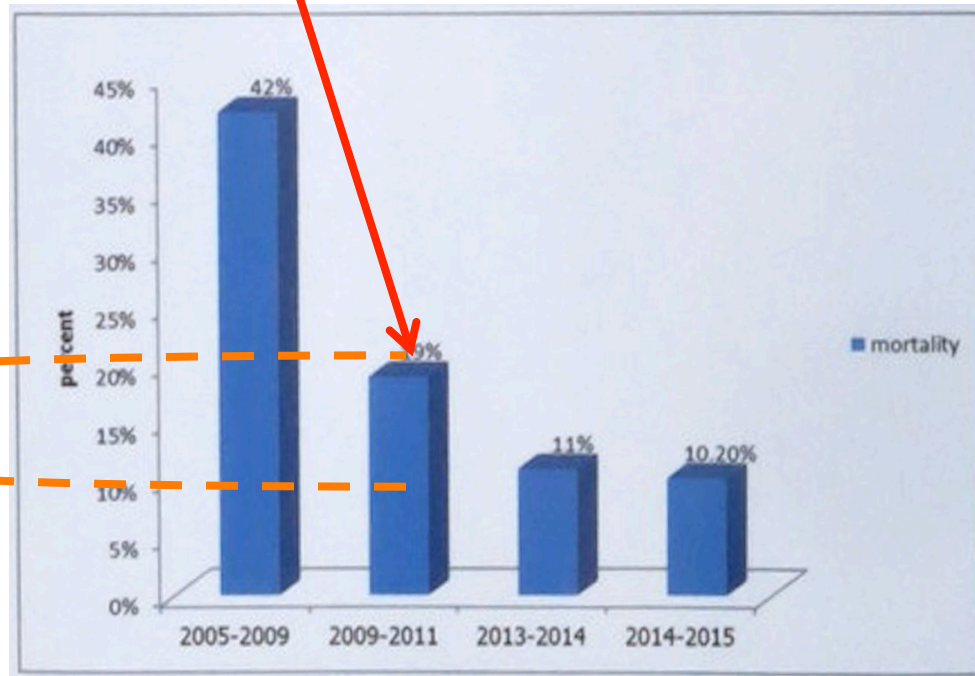
Non invasive, real time, beat-to-beat haemodynamics

Uscom – Devices the experts use

Products - USCOM 1A

USCOM study in pediatric sepsis

Lives
Saved in
Study!



Septic Shock Mortality in King Chulalongkorn Memorial Hospital – Uscom use began in 2013.

-46% Mortality!



Thongnual C, Hantragool S, Samransamriatkit R. Efficacy of non-invasive cardiac monitoring (Ultrasonic Cardiac Output Monitor) guide in management of fluid refractory pediatric septic shock. Pediatric Respiratory and Critical Care Medicine Association, Annual Scientific Meeting. 2016; proceedings.

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Products - Uscom BP+



***Hypertension, heart failure and vascular disease
Central Blood Pressure and Pulse Wave Analysis
The new standard for hypertension***

- FDA, CE Mark, TGA approvals
- Supra-systolic Oscillometry
- Reliable and accurate
- Central and Brachial BP
- Replaces sub-systolic methods (cuff)



- Home or clinic
- PPW Analysis
- Results in 30 seconds
- No training required
- Platform technology with multiple uses

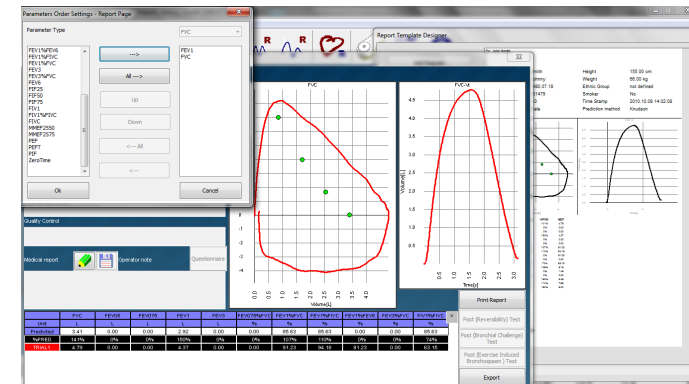
Stand alone, non invasive, accurate, compact system with BP+Reporter

Uscom – Devices the experts use

Products - Uscom SpiroSonic

Asthma, COPD, Occupational Lung Disease and drug compliance monitoring

- High fidelity digital ultrasonic spirometry
- Multi-path ultrasonic sensing
- FDA, CE, and TGA approvals
- Reliable and accurate
- Auto calibration
- Research, home and clinic
- Wireless transmission
- SpiroReporter analysis software
- FloFree tube – low resistance
- Software guided examination and report
- Simple disinfection
- Platform sensors with medical and industrial applications



Stand alone, non invasive, accurate, compact system with SpiroReporter

Uscom – Devices the experts use

Future - Big Data

***Big data needs high quality sensors
Uscom specialises in high quality non-invasive sensors***

- Software analytics
- Telemetric signals
- Cloud based processing/diagnosis
- Personalised clinical advice
- Medication and dosage
- Serial monitoring
- Multiple measures
- Home care market
- Subscription service model
- Global partners – China, US, Euro
- Multiple software providers – few hardware providers



Stand alone, wireless, accurate, compact, digital devices

Uscom – Devices the experts use

Regulatory

Uscom is preparing a new generation of products for regulatory approval across multiple jurisdictions for marketing in 2017

	USCOM 1A	BP+	Uscom BP+	Thor	SpiroSonic
CE (Europe)	✓	✓	Preparation	✓	Preparation
FDA (USA)	✓	✓	Preparation	✓	Preparation
CFDA (China)	✓	-	Preparation	-	Preparation
TGA (Aus)	✓	✓	Preparation	✓	Preparation



Uscom – Devices the experts use

New US Products



SPIROSONIC FLO Ultrasonic Spirometer



"Addressing the challenges of Asthma, COPD and Industrial Lung Disease"

High fidelity digital ultrasonic spirometry – setting the standards in pulmonary care.

SpiroSonic Flo is a pulmonary function diagnostic monitoring device. It is a compact, PC compatible solution for use by pulmonologists, general practitioners and patients.



- Dual path ultrasonic sensing
- FreeFlo tube - low resistance, no turbines or mesh
- FDA Clearance, CE, and TGA approvals
- Reliable and accurate
- Auto calibration
- Software guided examination and report
- Research, home and clinical applications
- Simple disinfection

Pulmonary Diagnostics Software

The measure of life

Uscom Limited
info@uscom.com.au
+612 2247 4144
www.uscom.com.au

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SPIROSONIC SMART Handheld Software Guided Spirometer



"Addressing the challenges of Asthma, COPD and Industrial Lung Disease"

High fidelity digital ultrasonic spirometry – setting the standards in pulmonary care.

SpiroSonic Smart is a compact, touch-screen, Li-Ion battery operated solution for use by pulmonologists, general practitioners and patients.



- Multi-path ultrasonic sensing
- FreeFlo tube - low resistance, no turbines or mesh
- FDA Clearance, CE, and TGA approvals
- Reliable and accurate
- Auto calibration
- Software guided examination and report
- Research, home and clinical applications
- Simple disinfection

Additional options:

- Wireless ThermoPrinter (handheld)
- Integrated Pulse Oximeter
- SpiroReporter Software

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SPIROSONIC PRO Stand-alone Comprehensive Pulmonary Diagnostic Station



"Addressing the challenges of Asthma, COPD and Industrial Lung Disease"



- Dual path ultrasonic sensing
- FreeFlo tube - low resistance, no turbines or mesh
- FDA Clearance, CE, and TGA approvals
- Reliable and accurate
- Auto calibration
- Wireless connectivity
- Software guided examination and report
- Research, home and clinical applications

Image: SpiroSonic Pro partnered with SpiroSonic Mobile

SpiroSonic Pro is a complete standalone Diagnostics Desktop Station. It can be connected to SpiroSonic Flo and SpiroSonic Mobile via USB or Bluetooth. SpiroSonic Pro features a large touchscreen, an optional integrated Thermo Printer and the SpiroSonic Reporter Software. All measurements are archived into an integrated database for reporting.

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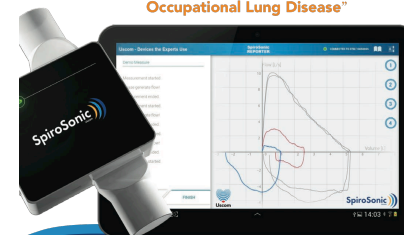
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SpiroSonic SPIROREPORTER



"Addressing the challenges of Asthma, COPD and Occupational Lung Disease"



- Digital patient archive and SpiroSonic image storage system
- Display and analysis of SpiroSonic respiratory flow volume curves
- Multi-parametric SpiroSonic trend displays
- Configurable patient report for printing and export
- Connectivity to most MRIs
- Multi-language support
- Software guided decision support

Advanced pulmonary diagnostics software

High fidelity digital ultrasonic spirometry – setting the standards in pulmonary care.

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For launch FY 2017

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BioTechnology Leader



	Uscom	BP+	Thor
Granted	12	21	3
Pending	4	1	1

Patents - Real IP, real value, product pipeline

CPT Codes and Re-Imbursement

Product	Measure	Region	Code	Price (AUD)	Status
Uscom BP+	Central BP	USA	93050	\$25.60	S*
USCOM 1A	Cardiac Output	USA	76999	\$107.00	S**
	Cardiac Output	China	310701023	\$44.00	✓
	Cardiac Output	China	220600010	\$13.50 + \$2.50 measure	✓
	Cardiac Output	Australia	TBD	TBD	S**
Uscom Thor	Spirometry	USA	94010	\$51.43	✓
	Spirometry	USA	94060	\$87.14	✓
	Spirometry	USA	94070	\$87.00	✓
	Spirometry	USA	94375	\$57.14	✓
	Spirometry	Australia	11506	\$20.55	✓
	Spirometry	Australia	11509	\$35.65	✓
	Spirometry	Australia	11512	\$61.75	✓

S* Subject to Software modification and FDA notification

S** Under submission

TBD –To be determined

De-Risked Technology

Featured in 500+ peer reviewed publications and presentations

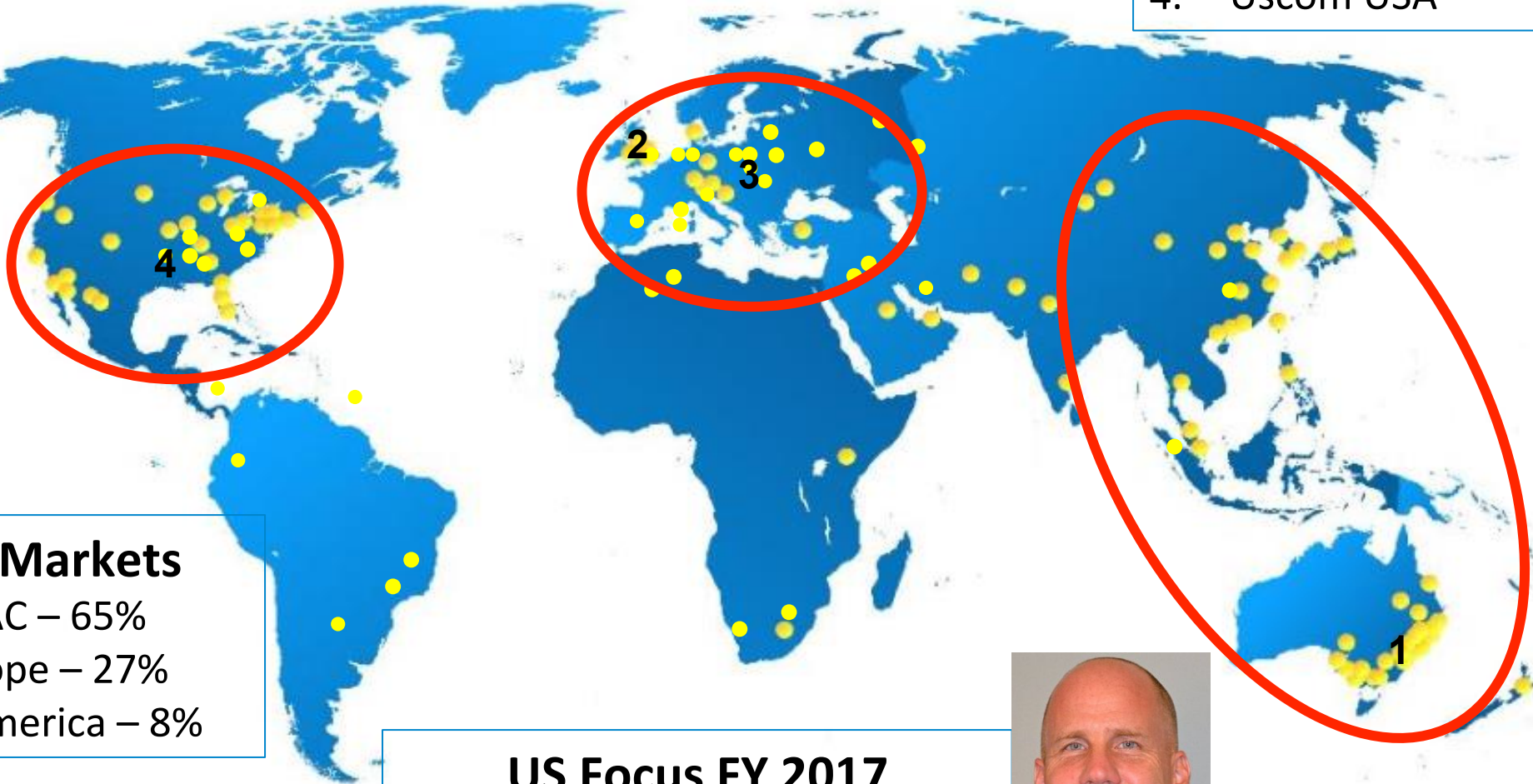


Sepsis, Heart failure, Hypertension, Fluid management, Emergency, Pediatrics, Cardiac transplantation, Electrophysiology, Emergency transport, Anesthesia, Liver transplantation, ICU, Pre-eclampsia, Pulmonary hypertension, Nurse outreach, Organ procurement, Haemodialysis, Neonates, infants, Children etc.....

Continued Global Growth

Global

1. Uscom Aus
2. Uscom UK
3. Uscom Budapest
4. Uscom USA



Key Markets

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

US Focus FY 2017

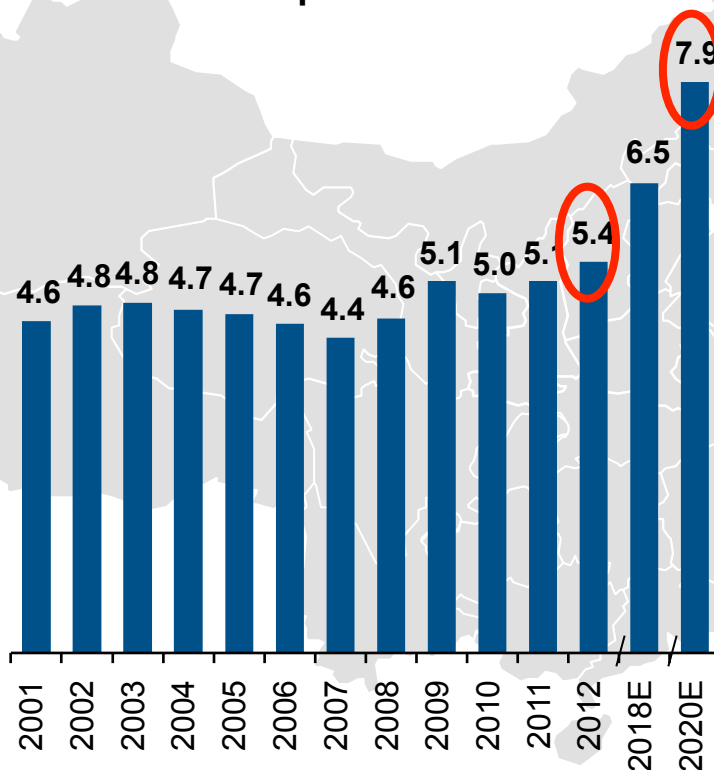
Stephen Wilson – Former VP Corporate Development Welch Allyn appointed



China Growth

**David He joins UCM Board
Formerly J&J China,
McKinsey Shanghai**

China Health Expenditure as % of GDP



China Health Spend (USD)

GDP=12,000,000,000,000

Health=5.4%=648,000,000,000

Objective=12%=1,400,000,000,000

Increase=6.6%=792,000,000,000

Uscom China Targets (USD)

Population = 1.35b

3 provinces < 10% pop = \$10m

31 Provinces = 100%

10 x current UCM revenue = \$10m

2 new products = \$20m

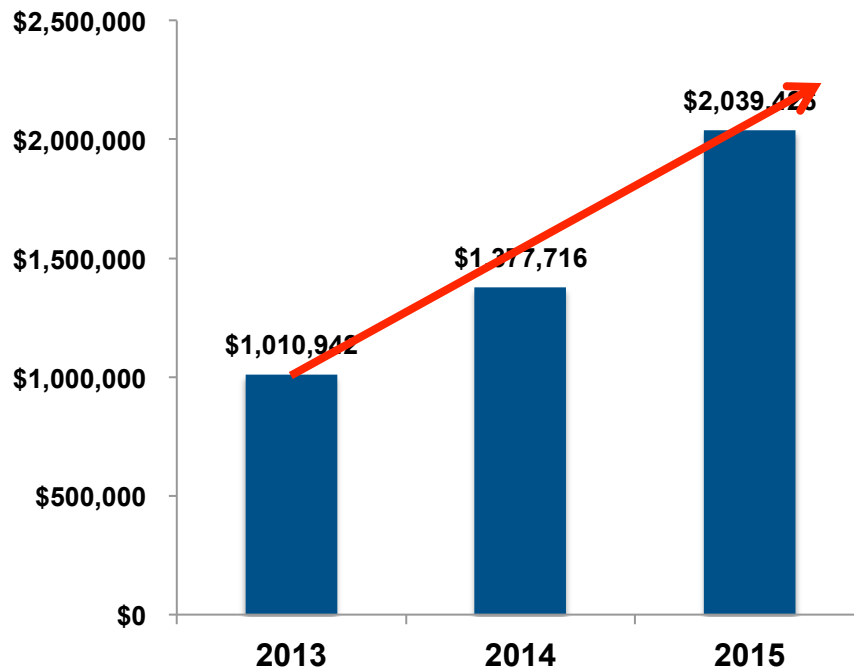
Total revenue China = \$30m USD

Uscom positioning to grow with China

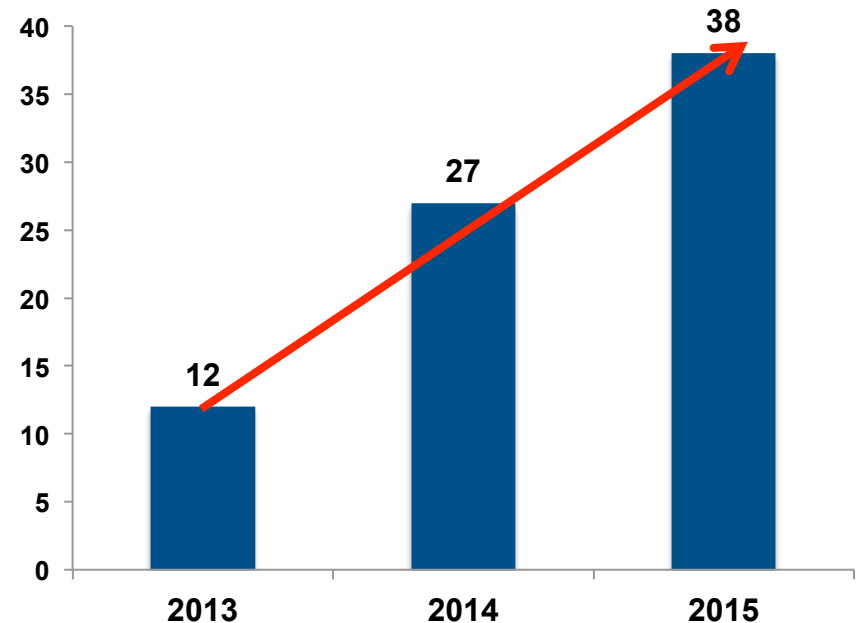
Growth trend - UCM

A blue sky story with de-risked operations

UCM Revenue and Income



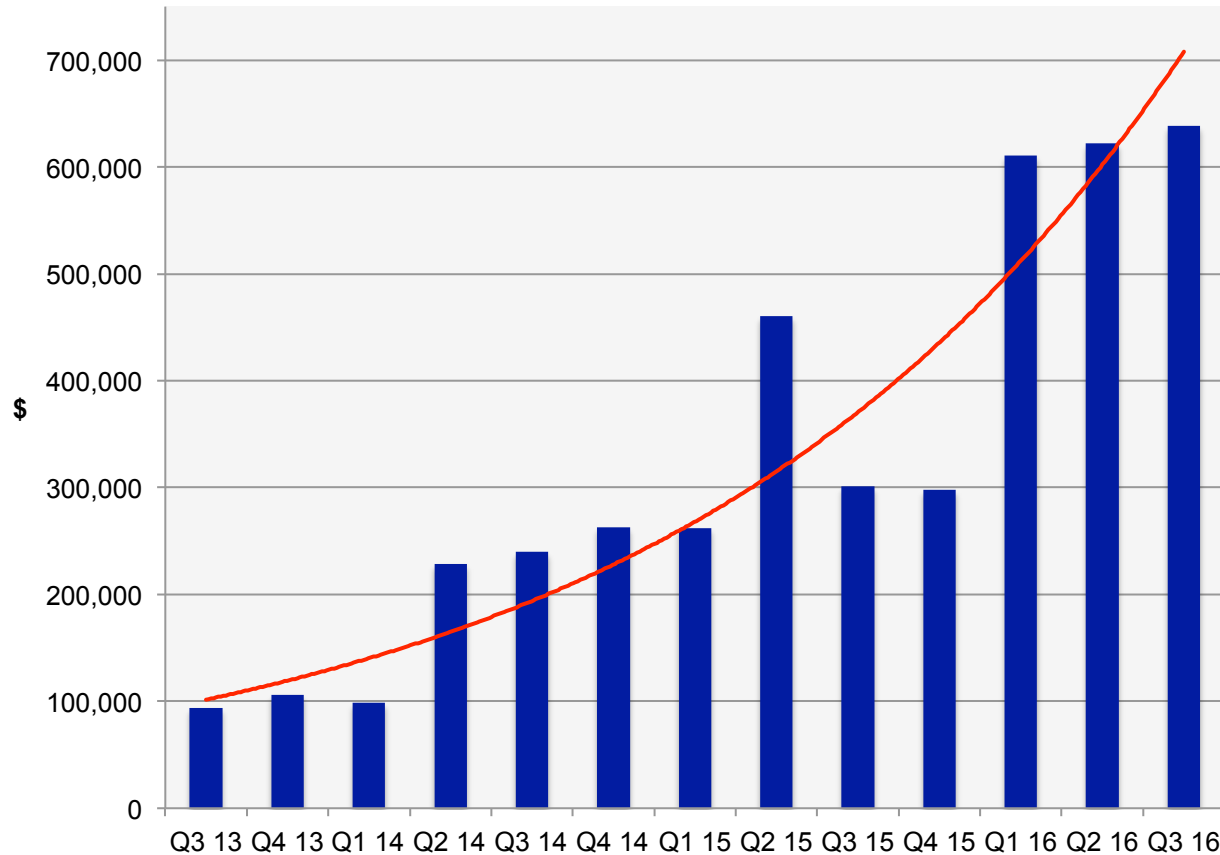
UCM Distribution Agreements



*Current revenue only from USCOM 1A
BP+ and SpiroSonic revenue in FY 2017*

Growth trend - UCM

UCM Quarterly Cash Receipts



***Current revenue only from USCOM 1A
BP+ and SpiroSonic revenue in FY 2017***

Multi-Products

Three world leading product ranges entering profit phase

	Concept	Product	Pilot	Validation	Regulatory	Revenue	Global Distribution	Profit FY17
USCOM 1A	✓	✓	✓	✓	✓	✓	✓	± ✓
Uscom BP+	✓	✓	✓	✓	✓	✓	✓	± ✓
SpiroSonic	✓	✓	✓	✓	✓	✓	✓	✓

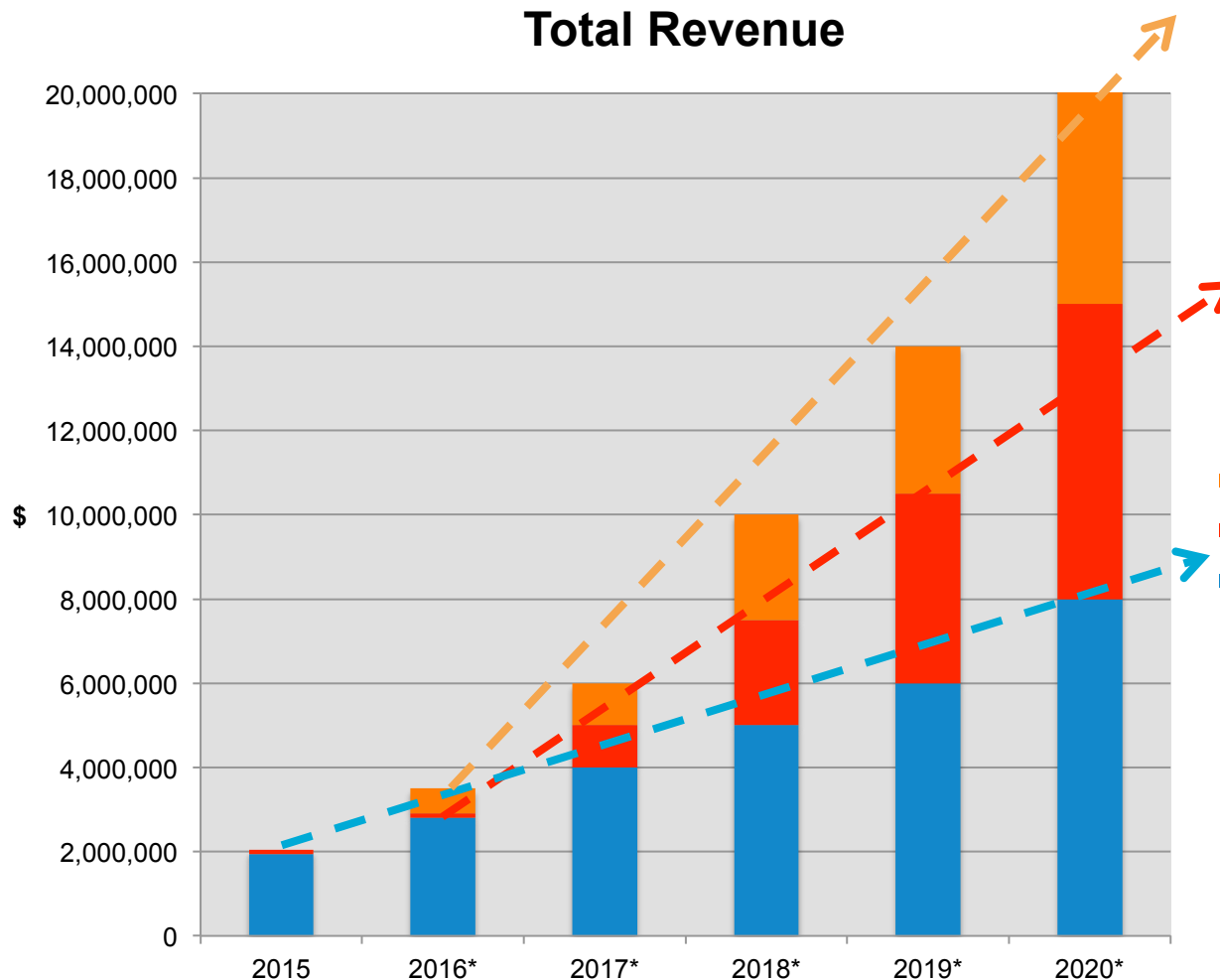
Investment

to

Profit

IP transformed into profit

Revenue Targets



SpiroSonic – FY 2017



BP+ - FY 2017



■ SpiroSonic

■ BP+

■ USCOM

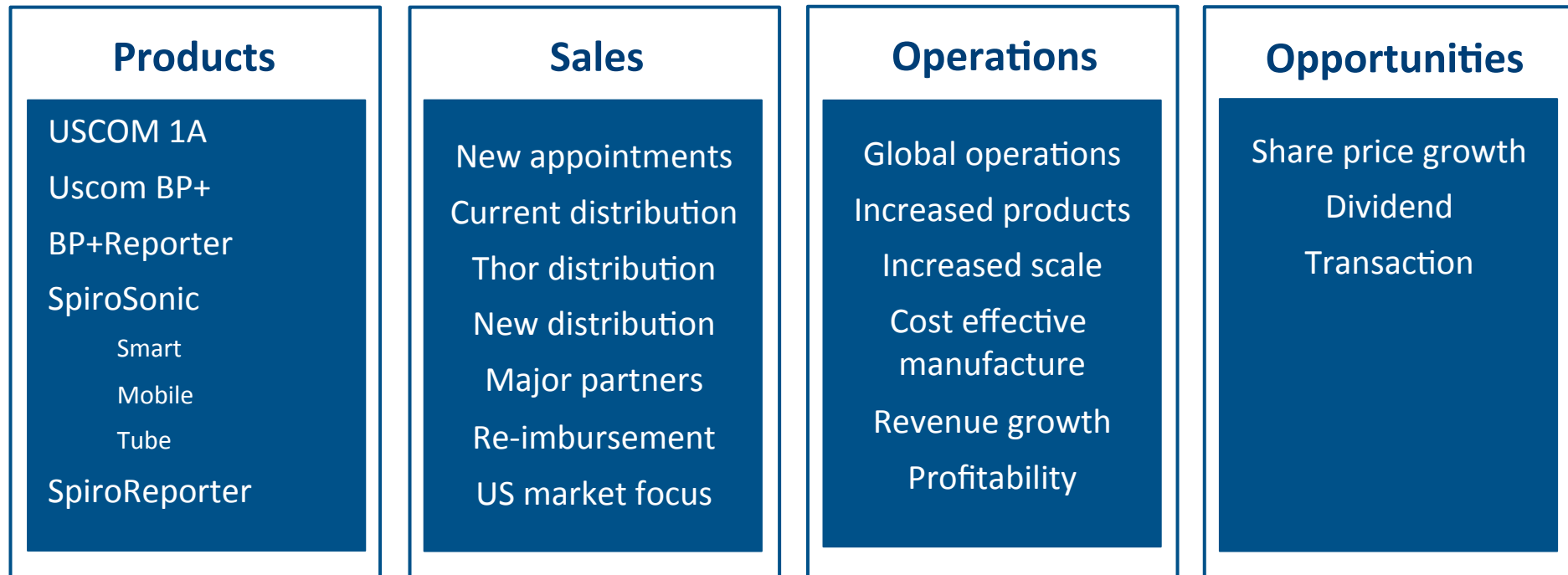
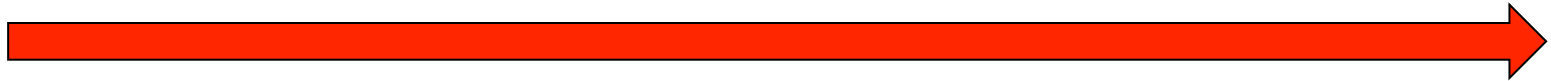
USCOM



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

The Future

Value Cascade



Converting off balance sheet assets to revenue.

Current Objectives

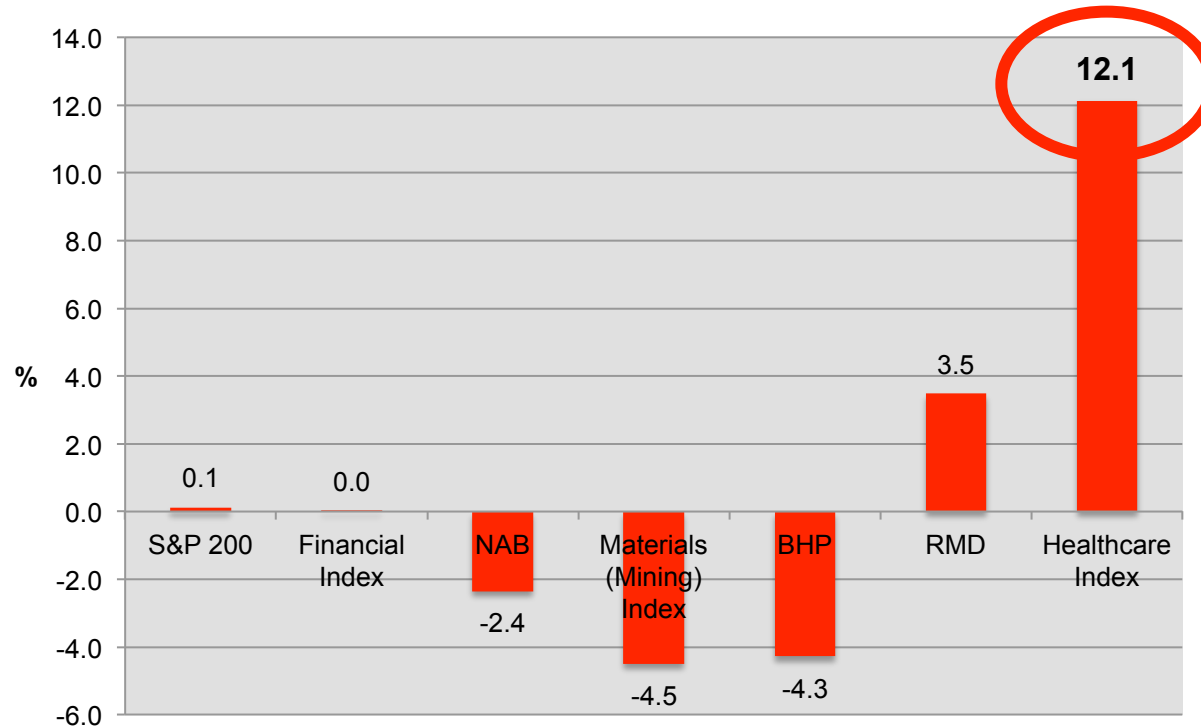
- *Maintain USCOM 1A 50+% growth*
- *Deliver BP+, BP+Reporter, SpiroSonic and SpiroReporter to market*
- *Complete products, regulatory and manufacturing*
- *Continue discussions*
 - *Expand distribution with high reach partners*
 - *Develop specific application partnerships*
- *Consolidate global entity and operations*
- *Manage rapid growth*

Operational risks

- Global medical markets unpredictable
- Product development/regulatory slower and more costly than expected
- Distribution slow to achieve revenue goals and integrate new products
- Capital for acquisitions, product development and production in advance of revenue
- Competition risks and patent breaches – difficult to predict and monitor competitors
- Complexity of operating in multiple jurisdictions – China, US, UK, Hungary, Australia
- Preserving single product revenue growth >50%
- International accounting & auditing expensive, complex and time consuming
- New product lines and new marketing – time to learn
- Transitioning Budapest to volume manufacture

Right Sector - Health

ASX 10 yr CAGR % pa

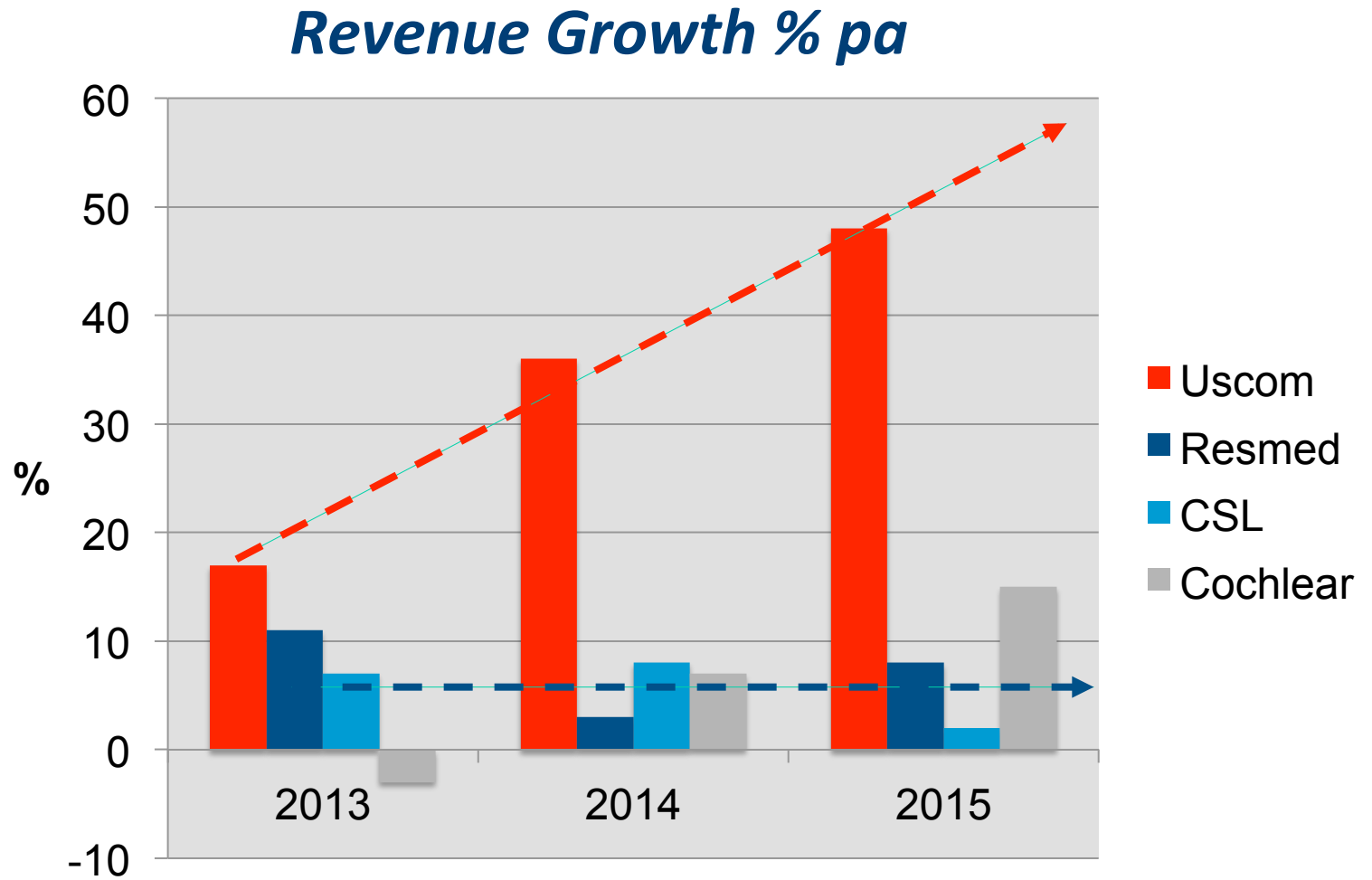


UCM sales growth
2014 – 67%
2015 – 59%

- 1st Feb 2006 – 1st Feb 2016
- Exclusive of dividends

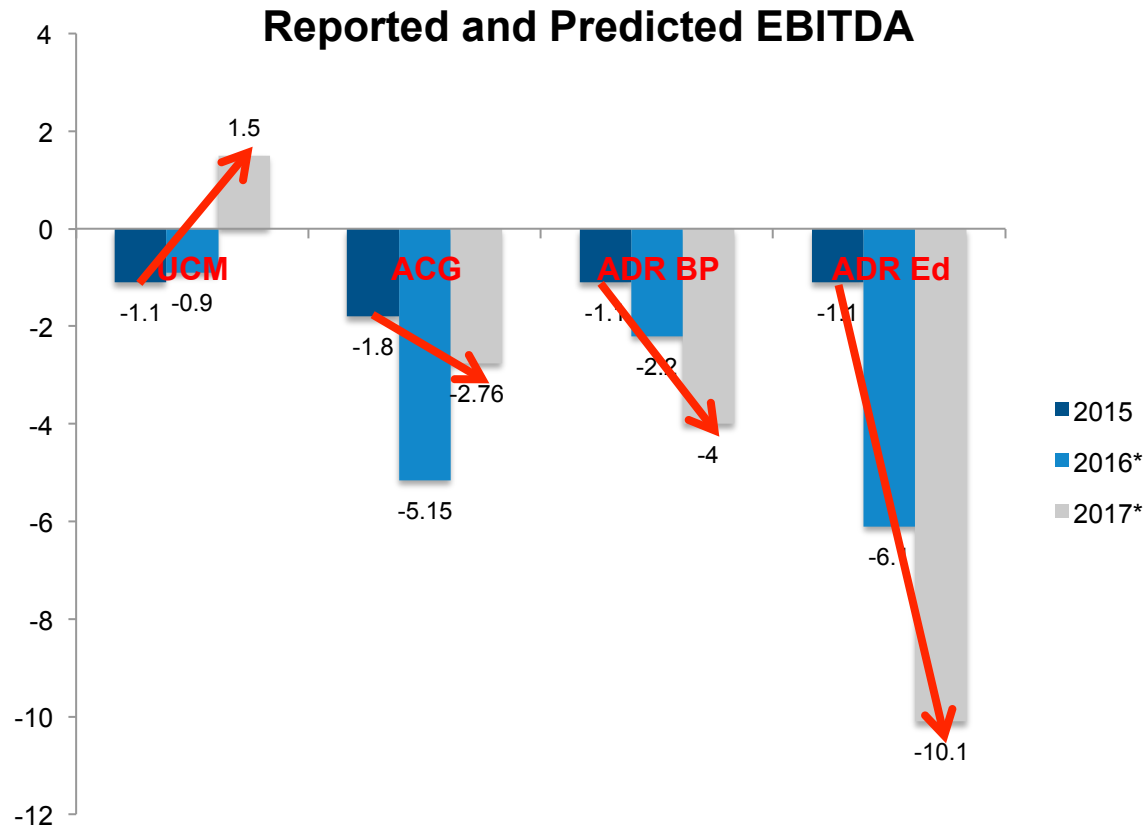
Healthcare, right sector.....

Right Time for Growth



Right company, right time.....

Industry Comparators



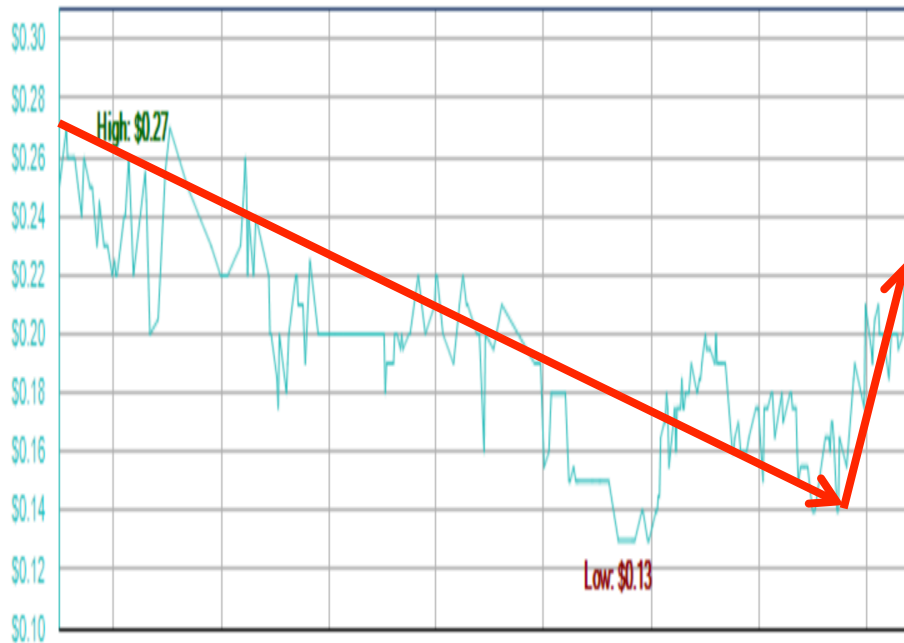
- *Estimates **
- *UCM - Paterson's,*
ACG - Taylor Collison
ADR BP – BellPotter
ADR Ed - Edison

Code	Current Cap Val	Current Price	Target	Target Cap Val
UCM	22m	0.225	0.42	42m
ACG	28m	0.13	0.28	56m
ADR (BP)	75m	0.50	1.19	172m
ADR (Ed)	75m	0.50	1.31	189m

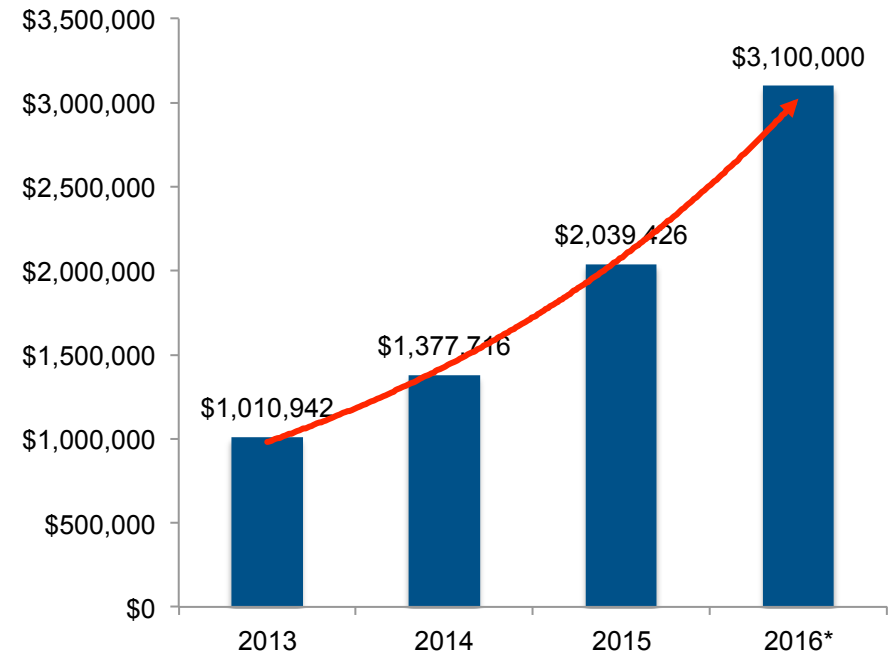
ASX:UCM

Share price starting to recognise revenue growth!

UCM share price

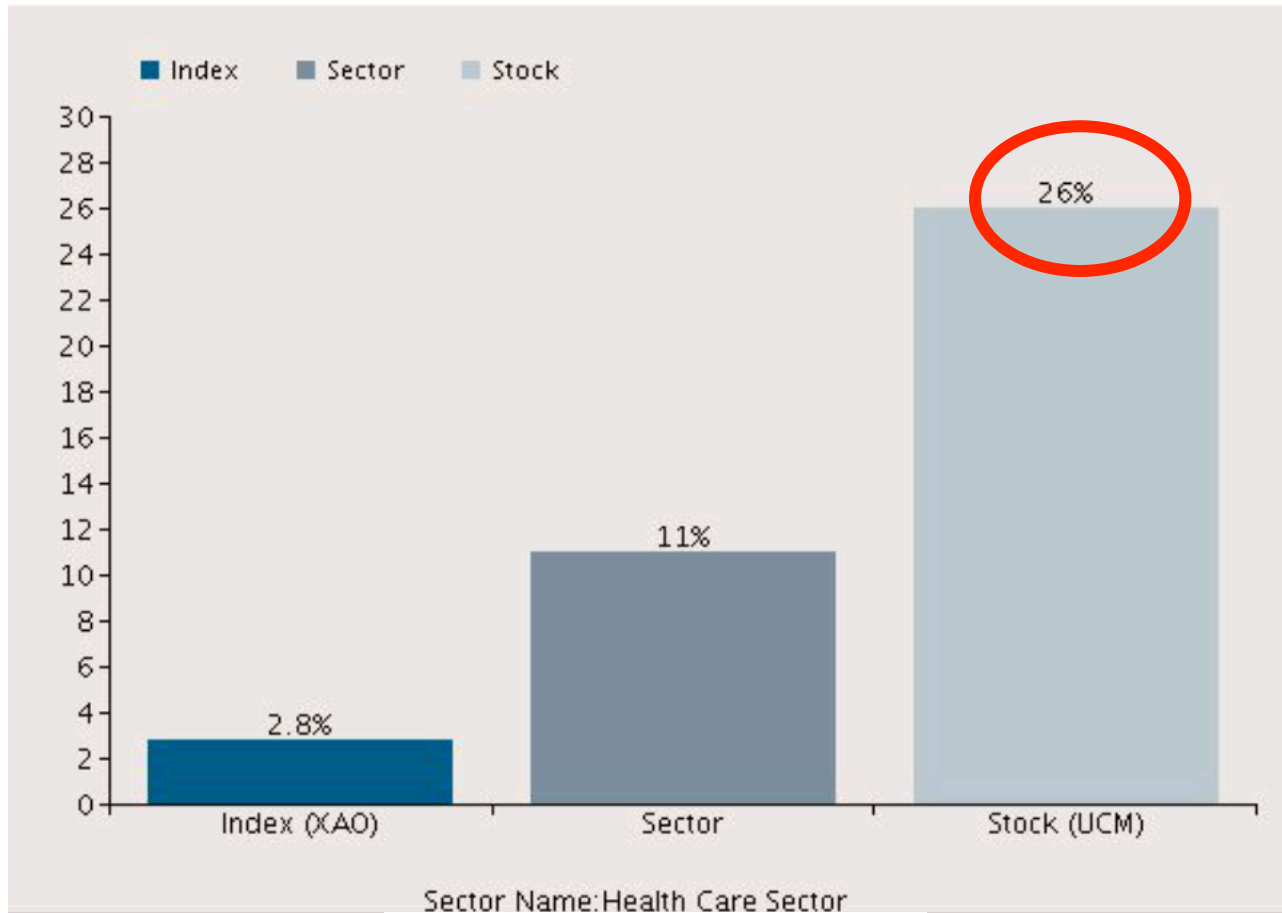


Revenue and Income



Right company, right time.....

Research – UCM 2016



belldirect >

2016 year to date performance.....



Research – UCM 2016

USCOM LIMITED



Research Note

GLOBAL LAUNCH OF EXPANDED PRODUCT PORTFOLIO

Investment Highlights

5 October 2015

5 th Oct 2015	5 th Oct 2016	12mth Change
0.14c (14m)	0.42c (42m)	+200%

12 month Projections and price and cap value targets

Uscom

- Value investment ✓*
- Experienced management ✓*
- Strong underlying business ✓*
- Strong growth phase ✓*
- Invested in growth ✓*
- Premium global markets ✓*
- Diversified and lifesaving technologies ✓*
- Aggressive global growth strategy ✓*
- Two new product ranges for market in the next 12mths ✓*
- Right time – 2016 results imminent ✓*

Uscom

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Uscom (UCM) – Global Medical Devices

Revenue Growth
June 2016

Thank You

Rob Phillips

PhD(med), MPhil(med), FASE, DMU(cardiol)

Associate Professor, Critical Care Research Group, School of Medicine, The University of Queensland

Executive Chairman/CEO

Uscom – Medical devices the experts use

USCOM 1A Competitive Advantage

Method	Manufacturer	Technology	Rel+Rep	Non-invasive	Simple	Cost	Portable	SV beat to beat
USCOM 1A	Uscom	Doppler	✓	✓	✓	✓	✓	✓
BioZ	Samsung	BioImpedance	✗	✓	✓	✗	✓	✗
NiCOM	Cheetah	BioReactance	✗	✓	✓	✗	✓	✗
Nexfin	Bmeye	APP	✗	✓	✓	✓	✓	✗
CardioQ	Deltex	Doppler	✓	✗	✓	✗	✓	✗
LiDCO	LiDCO	LiCl dilutio +APP	✓	✗	✗	✗	✗	✗
LiDCOrapid	LiDCO	APP	✗	✗	✓	✗	✗	✗
PiCCO (mod Tx + PP)	Pulsion	APP	✓	✗	✗	✗	✗	✗
FloTrac	Edwards	APP	✗	✗	✗	✗	✗	✗
PAC (Tx)	Many	Thermodilution	✗	✗	✗	✗	✗	✗

Testimonials

*"This machine is **saving lives**, there are no two ways about it."*

Professor Brendan Smith, Anesthetist, Intensivist and Emergency Physician, N.S.W. Dept of Health, Australia

*"USCOM has changed the way I look at the cardiovascular status of my patients. It's part of the initial shock evaluation and monitored regularly thereafter.... USCOM has now been established as the **standard of care**."*

Dr Akash Deep, Director of Paediatric ICU, King's College Hospital, London

*"The USCOM device is a simple method of accurately and noninvasively measuring central circulation, a **goal of cardiology** for many years. The device has the potential to change the way we approach management of sepsis, heart failure and hypertension."*

Professor Malcolm West, Cardiologist, Mayne Professor of Medicine at The University of Queensland School of Medicine, Brisbane, Australia and Uscom Medical Advisory Board Member.

*"I have used USCOM for over 5 years now on our very sick children, and use it to guide management. We are now beginning multi-centre, global research which will define the way USCOM is **used in Paediatric Departments across the world**."*

Dr Joe Brierley, Consultant Intensivist, Great Ormond Street Hospital for Sick Children, London, UK.

*"The USCOM device is really good; I use it in all my anaesthetics. I think **there should be one on every ICU bed and on every anaesthetic patient**."*

Dr Steve Woodford, Consultant Anaesthetist, circulatory researcher at Australian School of Advanced Medicine, and Uscom Investor,

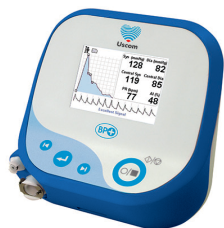
*"To parents and doctors this machine, **USCOM, is priceless**. This machine is thought to have saved baby Abbie's life.*

BBC Documentary "New machine helps save babies life", 2010, Nottingham Children's Hospital

Uscom – Medical devices the experts use



BP+ Competitive Advantage



Uscom BP+	TensioMed	BPLab	IEM	Centron	AtCor
Australia	Hungary	Russia	Germany	UK	Australia
USD 3,500	USD 6,000	USD 7,000	USD 7,000	USD 6,300	USD 20,000
1 min	2 min	2 min	2 min	1 min	1 min
Stand-alone	ABP, needs computer	ABP, needs computer	ABP, needs computer	Stand-alone	Needs computer
CE, FDA, TGA	CE	CE	CE, FDA	CE	CE, FDA
Aortic + brachial waveform	Central systolic BP	Rough waveform	Rough waveform	Rough waveform	Rough waveform
Physical model	Statistical regression	Transfer function	Transfer function	Transfer function	Transfer function

Uscom – Medical devices the experts use

Why ?

Independent research from Cambridge University, Weill Cornell, University of California, Wales Heart Institute – BP+ = Four stars

Table 1 Indirect, non-invasive methods for estimating central pressure

Method of waveform recording	Device	Company	Method of calibration	Method of estimation	Clinical applicability [†]
Radial tonometry	BPro ^{86,87}	HealthSTATS	Brachial–radial cuff BP	GTF (radial-aortic)	++
	SphygmoCor ^{12,88}	AtCor Medical	Brachial–radial cuff BP	(i) GTF (radial-aortic)	+
				(ii) Late systolic shoulder	+
	HEM9000AI ^{39,77}	Omron	Brachial cuff BP	(i) Algorithm	++
Brachial cuff PVP	*ARCSolver ^{89,90}		Brachial cuff BP	GTF (brachial-aortic)	+++
	Centron cBP301 ^{35,91}	Centron Diagnostics	Brachial cuff BP	GTF (brachial-aortic)	++++
	Vicorder ⁹²	Skidmore Medical	Brachial cuff BP	GTF (brachial-aortic)	+++
	XCEL	AtCor Medical	Brachial cuff BP	GTF (brachial-aortic)	+++
	Method of Sung et al. ⁴²		Brachial cuff BP	Algorithm	++
Suprasystolic brachial cuff PVP	Arteriograph ^{37,93}	TensioMed	Brachial cuff BP	Late systolic wave amplitude	+++
	Cardioscope II ^{36,94}	PulseCor	Brachial cuff BP	Algorithm	++++

PVP, pulse volume plethysmography; GTF, generalized transfer function.

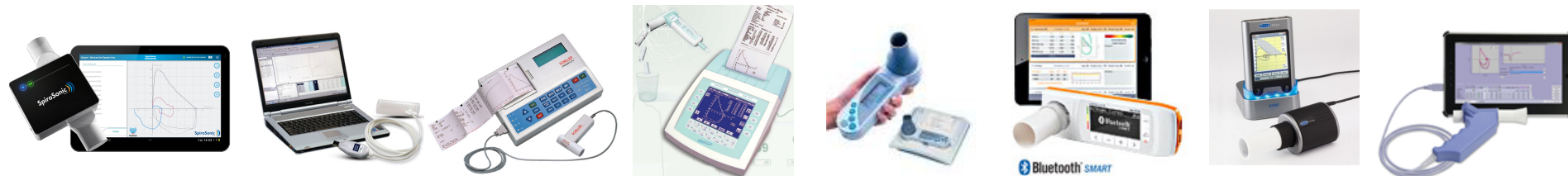
*Incorporated in Mobil-O-Graph PWA device (IEM GmbH).

[†]Personal view based on experience, operator-dependency, need for computer/software interface, with + indicating limited applicability to routine clinical practice and ++++ indicating high applicability.



BP+ is on the international space station

SpiroSonic Competitive Advantage



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 Conssumable turbines	Multiple iterations	Accurate Consumable tube

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