



Uscom

ASX Media Release

Uscom Budapest Revenue up 48% pa

Sydney, Australia: 10th October 2016: Uscom (ASX code: UCM) (the **Company** or **Uscom**), a revenue stage, cardiovascular and pulmonary health technology company, today announced to market that total revenue booked by Uscom Budapest, previously Thor Laboratories, rose by 48% in the first 12 months since acquisition by Uscom Limited.

For the first full 12 months since acquisition on 1st September 2015, Uscom Budapest, a wholly owned subsidiary of Uscom Limited, booked total revenues of AU\$739k. The entity reported a net loss before income tax of AU\$3k despite non-recurring costs associated with the acquisition, increased compliance, the cost of rebranding and preparation of the devices for updated regulatory approval, and the disruption to sales activities related to the acquisition.

Uscom acquired Thor Laboratories as a strategic move into the pulmonary care market which compliments the current Uscom cardiac and vascular products, and to provide cost effective volume manufacturing in Europe. Uscom acquired Thor Laboratories for AU\$879k in cash and scrip. The company manufactures approximately 10 practice leading pulmonary devices and consumables, has CE and FDA accreditation for manufacture, and was acquired with assets of AU\$248k and a total revenue of AU\$500k in 2015.

The rebranded Thor devices will be sold under the proprietary Uscom SpiroSonic brand and involves updating current CE and FDA approvals and applying for CFDA approval, all of which is anticipated to be complete in the next three to six months.

Uscom is already talking with major monitoring companies for the integration and sale of the Uscom SpiroSonic spirometers in the ICU. The devices are currently being sold into the US home care market where they are designed to provide research quality pulmonary testing in the clinic and home via mobile phone apps and cloud based proprietary software.

Mr Ferenczi, Uscom global head of pulmonary markets and founder of Thor Laboratories said, *"The globalization of our operations supported by the association with the Uscom brand has improved our credibility and increased our visibility in the market and increases sales. This trend will continue as we begin to sell the new SpiroSonic devices following regulatory approval in the European, US and Chinese markets. While we previously only sold into small markets in middle Europe, this restructure and rebranding will deliver our technology in volume to China, the US and the large European markets."*

Uscom CEO Associate Professor Rob Phillips said, *"These digital ultrasonic spirometers are practice leading and compliment our USCOM 1A and BP+ technologies. There is a growing global focus on improving pulmonary disease monitoring, and this will rapidly convert into sales and revenue for Uscom via our new SpiroSonic devices. It is an exciting time for Uscom as we prepare our SpiroSonic and BP+ devices for delivery to market in the next few months, and our revenue grows as our distributors sell into an expanding global demand."*

Uscom manufactures and markets the USCOM 1A, the Uscom BP+, and Uscom SpiroSonic digital ultrasonic spirometry technologies. These premium digital devices are changing the way we diagnose and treat cardiovascular and pulmonary diseases, including hypertension, heart failure, asthma, COPD and sleep disorders. The products are integral for optimising management of sepsis, guidance of fluid, inotropes and vasoactive therapies in critical care monitoring, and in clinical and home care asthma and COPD monitoring.

Reference: <http://thorlabor.com/en/about-us/about-us/>



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About Uscom

Uscom Limited (UCM) is an ASX listed innovative medical technology company specialising in development and marketing of premium non-invasive cardiovascular and pulmonary medical devices. Uscom has three practice leading suites of devices in the field of cardiac, vascular and pulmonary monitoring; the USCOM 1A, Uscom BP+ and the Uscom SpiroSonic spirometers. All Uscom devices are premium resolution, and deploy innovative and practice leading technologies with FDA, CE, CFDA and TGA regulatory approval, and which are currently being marketed into global distribution networks.

The USCOM 1A is a simple to use, cost-effective and non-invasive advanced haemodynamic monitor that measures cardiovascular function, detects irregularities and is used to guide treatment. The USCOM 1A device has major applications in Paediatrics, Emergency, Intensive Care Medicine and Anaesthesia, and is the device of choice for management of adult and paediatric sepsis, hypertension, heart failure and for the guidance of fluid, inotrope and vasoactive cardiovascular therapy.

The Uscom BP+ is a supra-systolic oscillometric Central Blood Pressure monitor which measures blood pressure and blood pressure waveforms only previously available using cardiac catheterisation. The Uscom BP+ replaces conventional and more widespread sub-systolic blood pressure monitors, and is the emerging standard of care measurement in hypertension, heart failure and vascular health. The Uscom BP+ provides a highly accurate and repeatable measurement of central and brachial blood pressure and pulse pressure waveforms using a familiar upper arm cuff. The BP+ is simple to use and requires no complex training with applications in hypertension, heart failure, intensive care, general practice and home care.

Uscom SpiroSonic digital ultrasonic spirometers are high fidelity, digital, pulmonary function testing devices based on multi path ultrasound technology. They are simple and accurate to use and provide research quality pulmonary function testing in small hand held devices that can be used in research, clinical and home care environments. The devices are specialised for assessment of COPD, sleep disordered breathing, asthma, industrial diseases and monitoring of pulmonary therapeutic compliance.

For more information, please visit: www.uscom.com.au

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