



Uscom

2017 Q3 Update; Continued Growth

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APRIL 2017

Uscom Mission

"Uscom is a leading innovator in cardiovascular and pulmonary medical devices, developing new non-invasive technologies to address the challenges of global disease and health care.

Uscom is driven by a commercial ambition to become a leading global health technology business."

Technology

“Digital medical device innovations to improve the physician experience and patient outcomes.”



Digital Doppler Ultrasound



Suprasystolic Oscillometry



Digital Transit time Ultrasound

New generation digital cardiovascular pulmonary devices.



Invested in the Future



Acquired 2013



Acquired 2015

Incremental shareholder value – acquisition

Two companies

Pulsecor – 2013

Thor – 2015

IP and product reservoir

Two product suites

BP+

SpiroSonic

Two global revenue streams starting 2017

- ✓ World leading technologies
- ✓ Stand alone companies
- ✓ Growth strategy
- ✓ Efficiencies of scale
- ✓ Investment
- ✓ Operational integration
- ✓ Product development
- ✓ Regulatory
- ✓ Revenue - 2017

Applications

Sector leading technologies

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

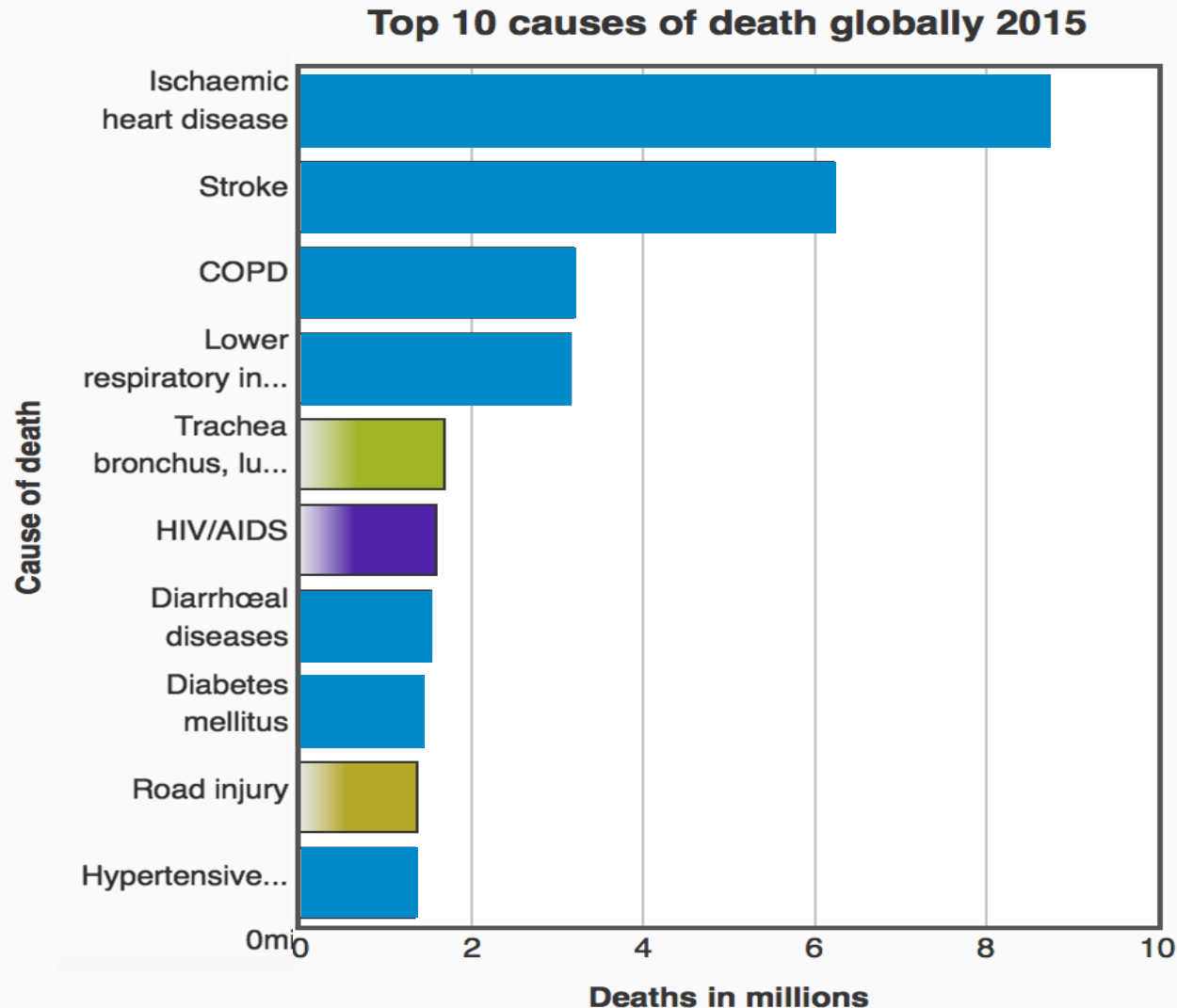
SpiroSonic Pulmonary Monitors



* Source: MedTech Insight; Transparency Market Research

Uscom – devices the experts use

Meeting Clinical needs



*Uscom devices address conditions responsible for **80%** of all deaths worldwide (WHO criteria).*

Heart failure, sepsis, hypertension, asthma, COPD.

Uscom Products

USCOM 1A

- The transthoracic Doppler hemodynamic monitor
- Non-invasive advanced hemodynamics, replacement for cardiac catheter
- Sepsis, fluid, heart failure, hypertension



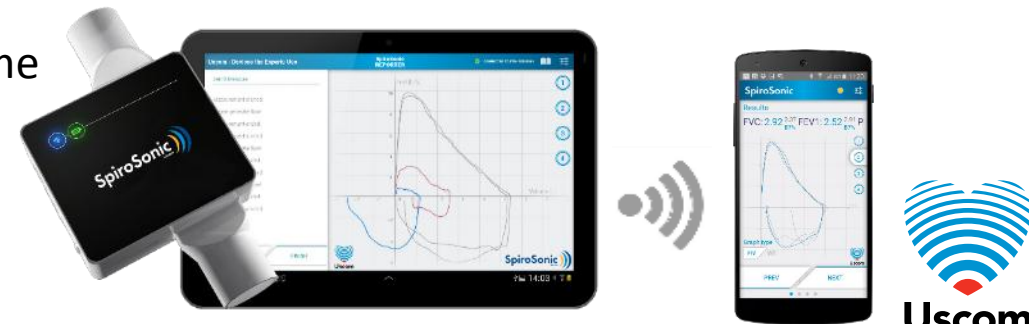
Uscom BP+ (release 2017)

- The suprasystolic oscillometric central BP monitor
- Revolutionising blood pressure monitoring and replacing catheters
- Hypertension, stroke, vascular health



Uscom SpiroSonic (release 2017)

- High fidelity digital multi-path ultrasonic spirometers
- Taking research quality pulmonary care into the clinic and home
- Asthma, COPD and Occupational Lung Disease



Great Brands

Unrecognized value



USCOM 1A

- Advanced Doppler hemodynamics
- Noninvasive beat to beat SV
- SV sensitivity $\pm 5\%$
- 5 minute boot to measure
- 0.12L/min to 18.7L/min validated
- Physiologically rational
- Intuitive touch screen operation
- Robust and battery operated for frontline use
- Can be clinician, nurse or technician operated
- Not BP monitor!



USCOM 1A Applications

THE FUTURE OF HEMODYNAMICS

- Hypotension and Fluid Management
- Sepsis and Shock
- Hypertension and Pre eclampsia
- Cardiac Failure



Revolutionising hypertension

Hypertension, heart failure and vascular disease
Central Blood Pressure and Pulse Wave Analysis

Uscom BP+

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



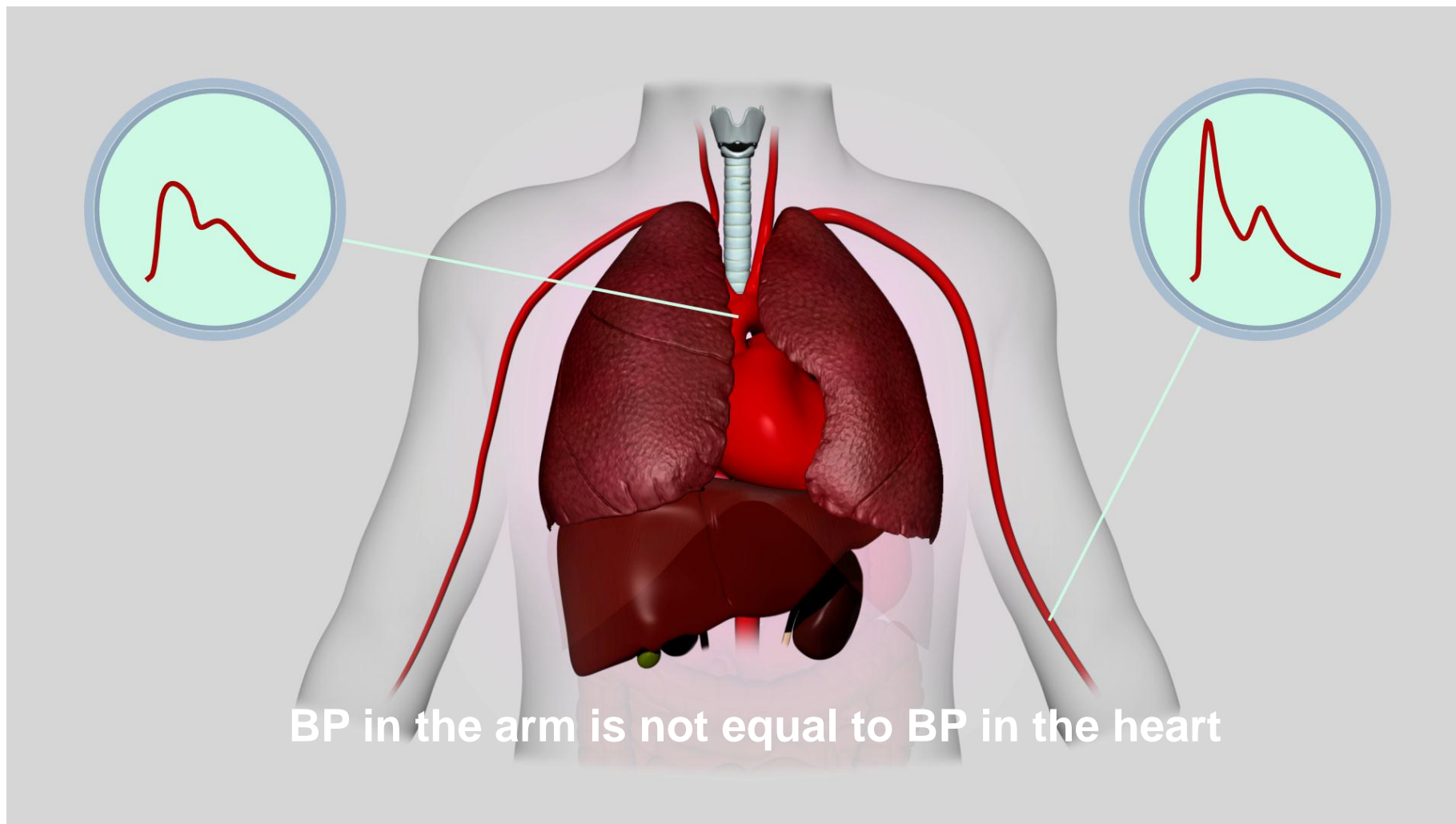
- Home or clinic
- PPW Analysis
- Results in 30 seconds
- No training required
- Platform technology with multiple uses

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

For launch FY 2017

BP in the Arm or the Heart?

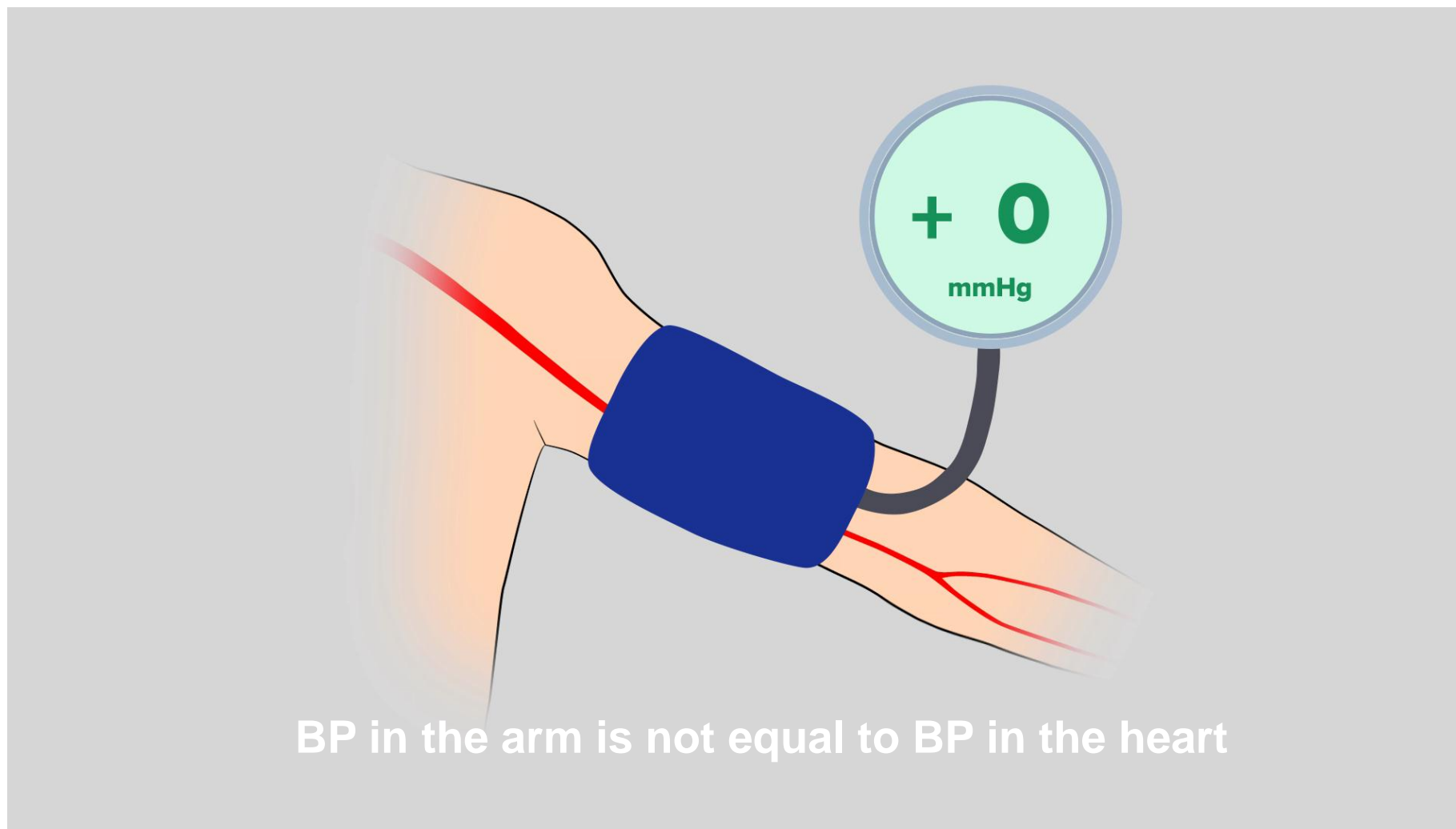
The non-invasive art line



BP in the arm is not equal to BP in the heart

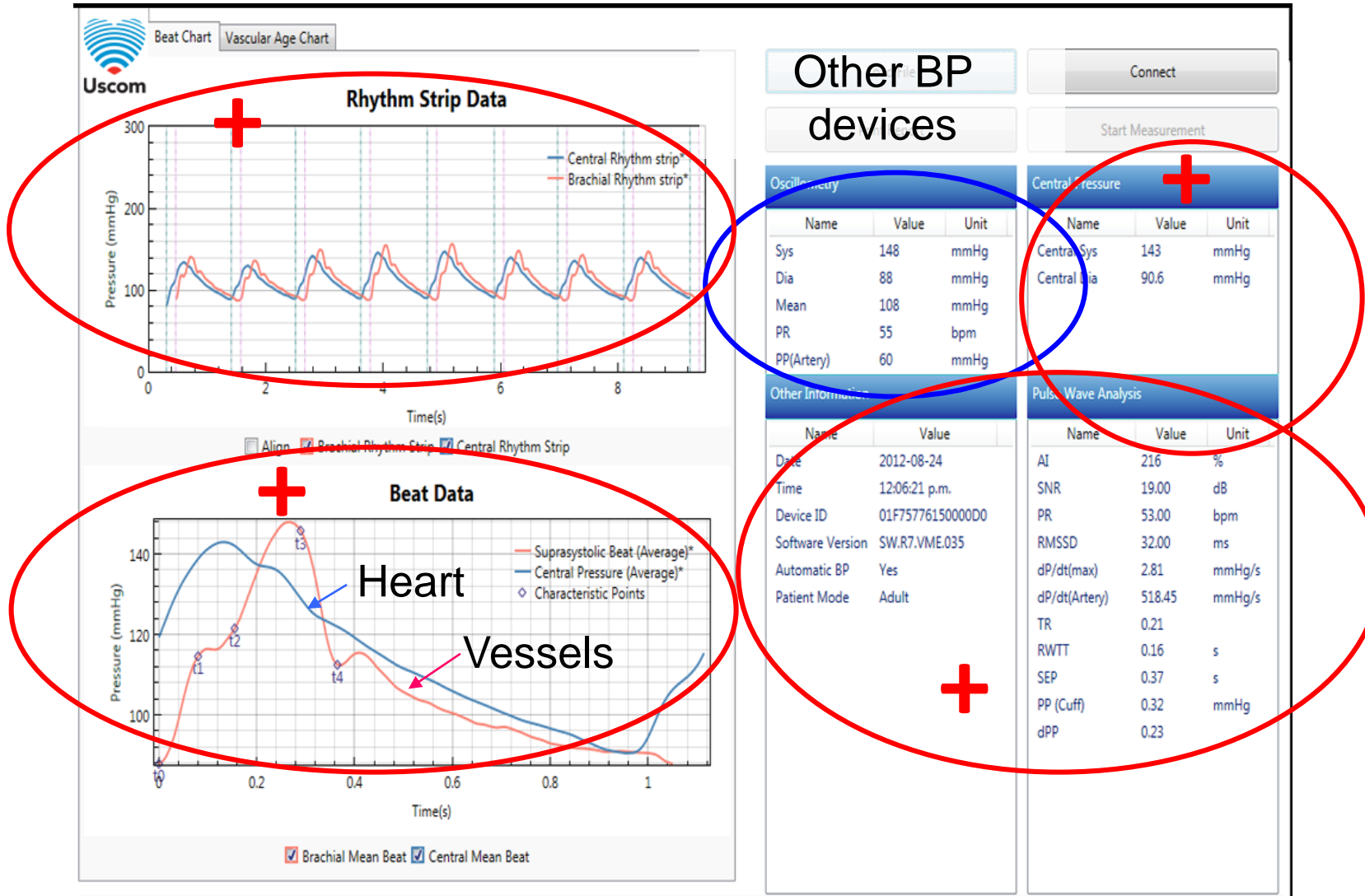
BP in the Arm or the Heart?

The non-invasive art line



BP in the arm is not equal to BP in the heart

Why BP+



Uscom BP+... demonstrates what others cant!

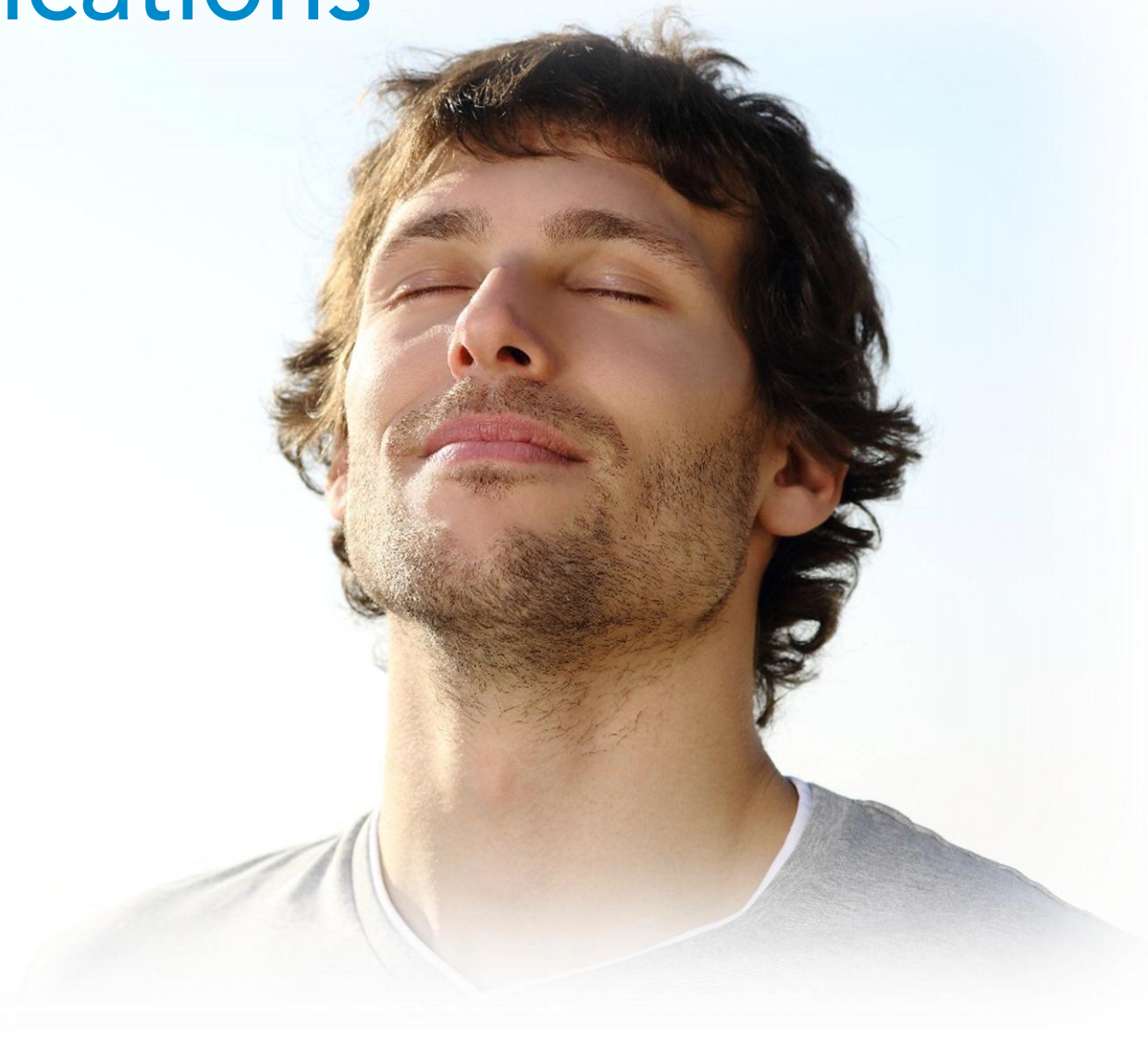


Uscom SpiroSonic Suite



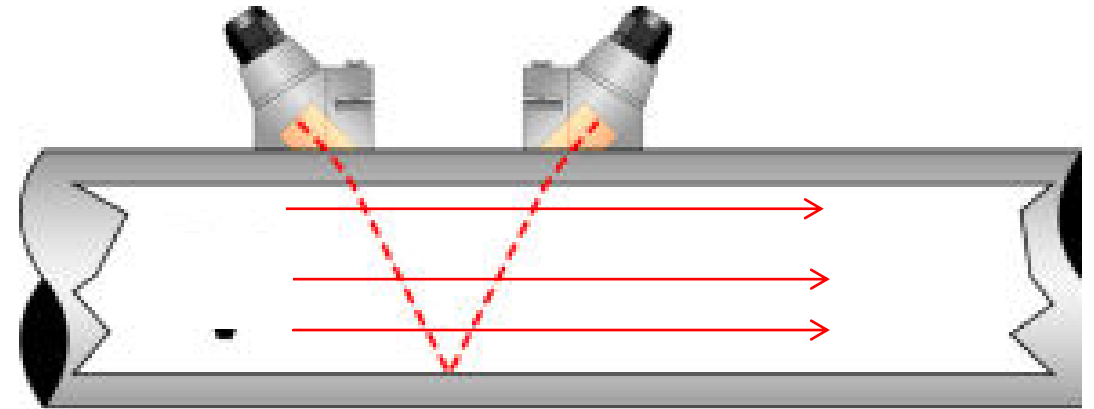
Spirometry Applications

- Identify disease (Asthma and COPD)
- Investigate SOB (short of breath)
- Monitor disease and therapy
- Industrial disease detection
- Pre-op assessment
- Lung function recovery (smoking)



Technology

- Multi Path Ultrasonic Sensor technology
- No moving parts
- No mesh or turbines
- Auto-calibration
- Automated interpretation
- Easy to use



FreeFlo tube - low resistance to flow

SpiroReporter

Telemonitoring asthma and COPD

Stand alone digital archiving and reporting system for SpiroSonic devices

- Proprietary digital archiving and reporting platform
- Digital ultrasonic spirometers
- Wireless connectivity - phone, pad, computer or cloud
- Patient archive
- Image and quantitation storage
- Spiro curve analysis
- Trend analysis for disease and therapy monitoring
- Digital report generation and printing
- EMR connectivity



Tablet, Phone, Computer or Cloud connectivity

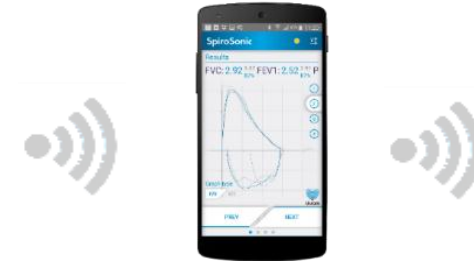
New Products - tSpiro

Bringing patients and clinicians together – The digital eHealth future

- Digital ultrasonic spirometers
- Wireless connectivity
- Proprietary apps and software
- Diagnostic and therapeutic monitoring
- Leading pulmonary monitors in eHealth
- 450 sold into the US (2016)
- Growing global market



Uscom digital spirometers



Smartphone App



Tablet App



SpiroReporter software

Big Data and eHealth

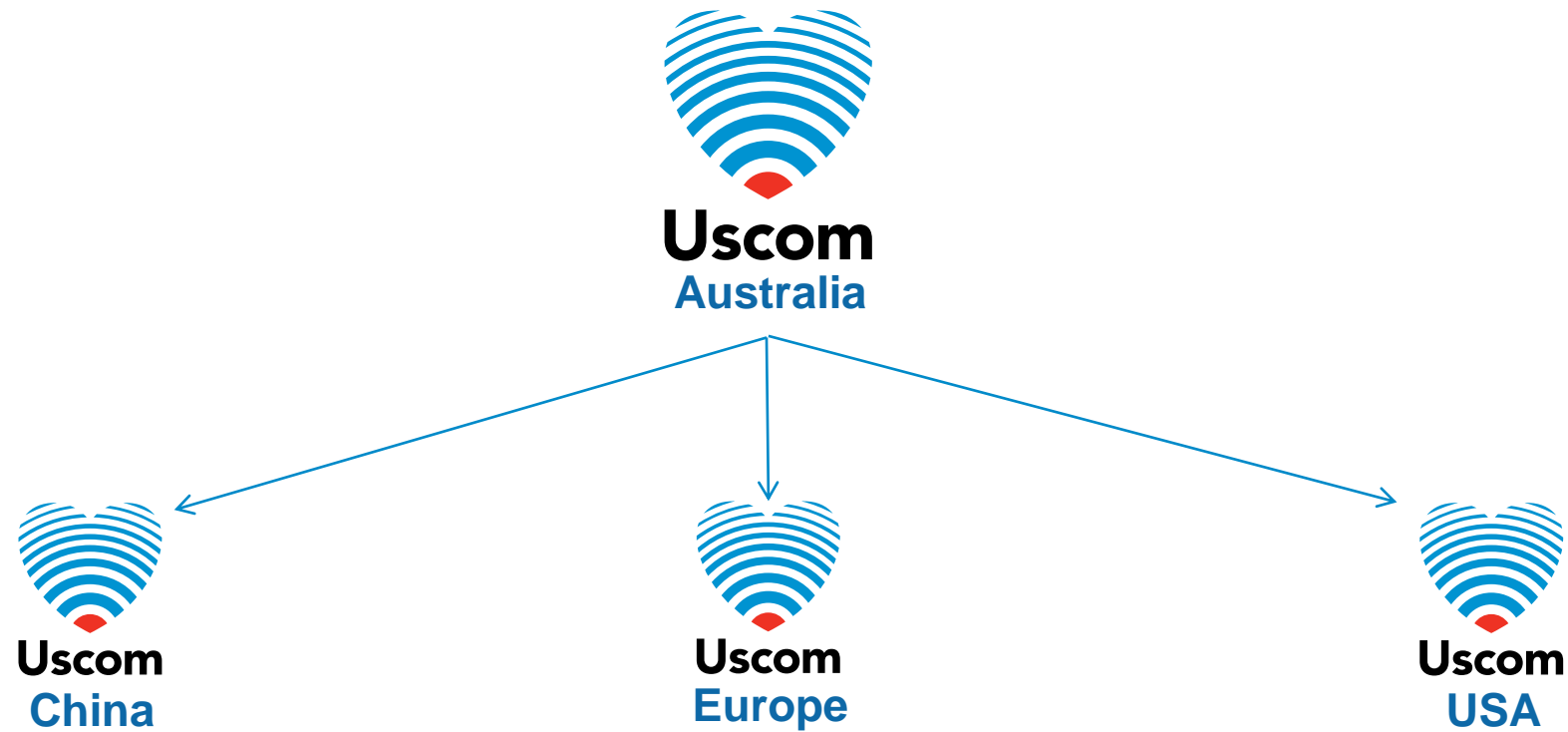
Big data needs high quality sensors

Uscom specialises in high quality non-invasive sensors of core physiology

- 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 partner opportunities – China, US, Euro
- Multiple software providers – few hardware providers



Global Structure



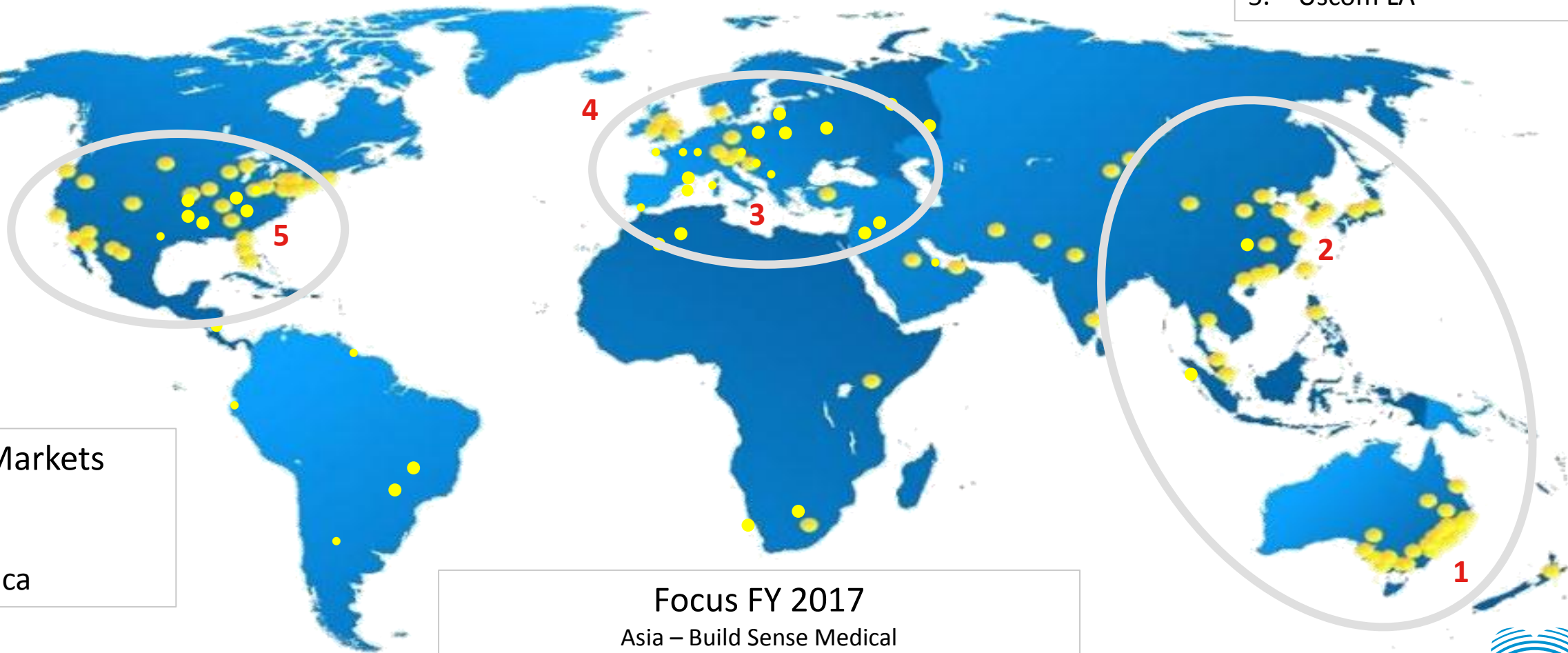
Maintaining oversight and efficiency – communication, responsibility, reporting

Uscom – devices the experts use

Global Distribution

Delivering multiple products into multiple jurisdictions

1. Uscom Sydney
2. Uscom Shanghai
3. Uscom Budapest
4. Uscom London
5. Uscom LA



Key Markets

Asia
Europe
Nth America

Focus FY 2017

Asia – Build Sense Medical
China/Euro/US – BP+ and SpiroSonic release
Global tSpiro partnerships

China is Important

CIIC/Sense Medical - Partners

China Health Spend (USD)

GDP=12,000,000,000,000

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

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

Growth(+6.6%)=\$792,000,000,000

Uscom China Targets (USD)

Population = 1.35b

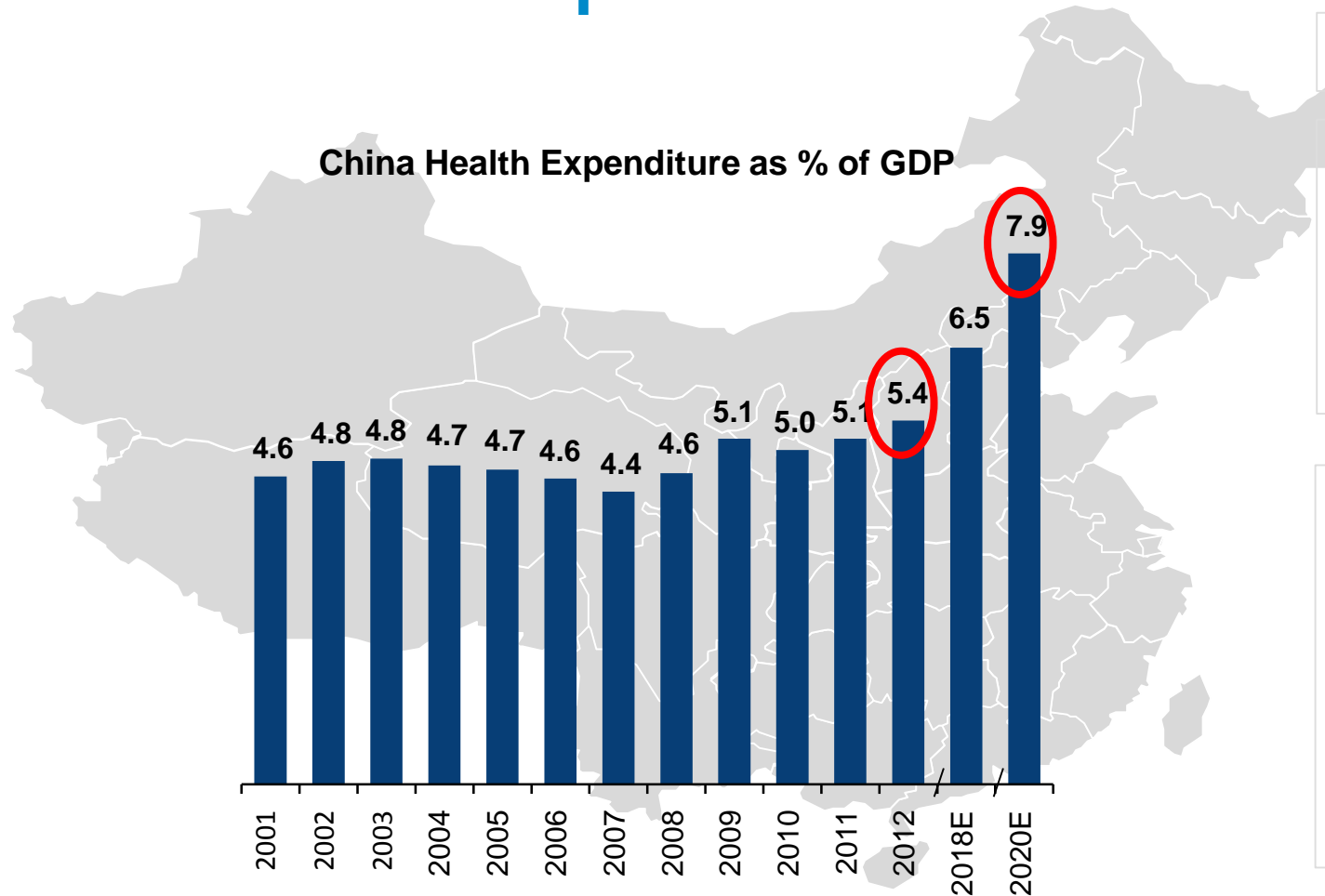
3 provinces < 10% pop = \$10m

31 Provinces = 100%

10 x current UCM revenue = \$10m

2 new products = \$20m

Total revenue China = \$30m USD



Uscom positioning to grow with China - \$30m pa revenue target

Global Manufacturing

Uscom owns approved manufacturing facilities in Sydney and Hungary

Currently

- USCOM 1A and BP+ in Sydney
- SpiroSonic in Hungary

Future

- SpiroSonic and BP+ in Hungary



Regulatory Status

Products		2017		
		CFDA	CE	FDA
1	USCOM 1A	✓	✓	✓
2	Uscom BP+	★	★	★
3	Uscom BP+Reporter	★	★	★
4	SpiroSonic Flo	★	✓	★
5	Smart	★	✓	★
6	Mobile	★	✓	★
7	Pro	★	✓	★
8	SpiroReporter	★	✓	★
9	tSpiro	★	✓	★
10	SpiroApp	★	✓	★

New Products

★ Preparation/submitted
 ★ Expected
 ✓ Approved

Regulatory timelines are estimates only and may vary across jurisdictions, products and examiners

Three Global Brands



Three revenue streams

New Patents

Two new US BP+ patents – protecting value



UNITED STATES PATENT AND TRADEMARK OFFICE

UNITED STATES DEPARTMENT OF COMMERCE
United States Patent and Trademark Office
Address: COMMISSIONER FOR PATENTS
P.O. Box 1450
Alexandria, Virginia 22313-1450
www.uspto.gov

APPLICATION NO.	ISSUE DATE	PATENT NO.	CONFIRMATION NO.
12/454,123	08/16/2016	9414755	3942

KFM 10037 7590 07/27/2016
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ISSUE NOTIFICATION



1. Central algorithms BP+ (Jan 1, 2017)

Notice of Allowance from the United States Patent and Trademarks Office for the patent covering the central algorithms in the Uscom BP+ suprasystolic oscillometric central blood pressure monitor. The Patent has a priority date of 13th May 2009.

2. Method and apparatus BP+ (Mar 6, 2017)

Notice of Allowance from the United States Patent and Trademarks Office for a patent covering the method and apparatus for producing central pressure waveforms in an oscillometric blood pressure system. The patent has a priority date of 12th July 2009.

IP – Protecting our commercial future

New European Research Grants

World leading science and new IP

1. ***“To develop a simple breath test device for early diagnosis of lung cancer and a wide range of viral, microbial, neoplastic (cancer) and genetic diseases.”***

\$427k over 3 years

The Hungarian National Research, Development and Innovation Office as part of the European Research Organisation. Hungarian Academy of Science team, while the clinical testing of the device and methods will be overseen by the team from Semmelweis

2. ***“Incentive based smart spacer to promote pulmonary recovery training & drug uptake”***

\$492k over 2 years

The Hungarian National Research, Development and Innovation Office as part of the European Research Organisation, Stichting Gelre Ziekenhuizen and SilverFit B.V. (The Dutch Foundation for the Elderly)

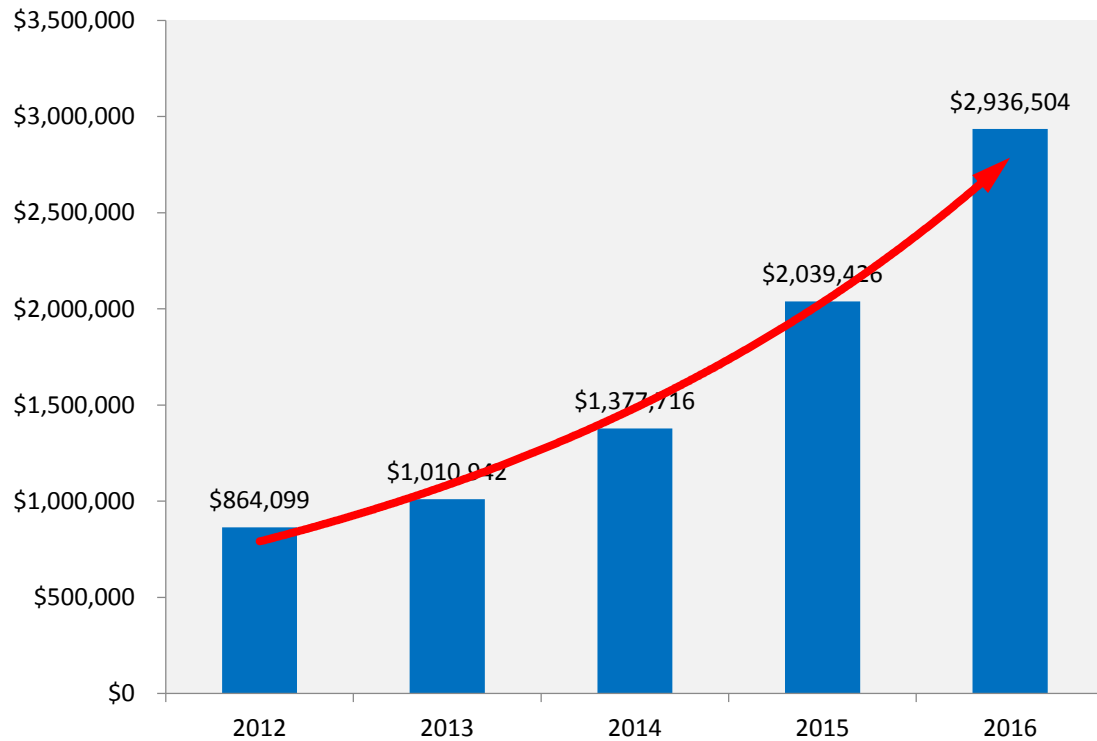
IP – Protecting our commercial future

2016

“Uscom has a business culture based on sound fundamentals, and our continued growth captures that”

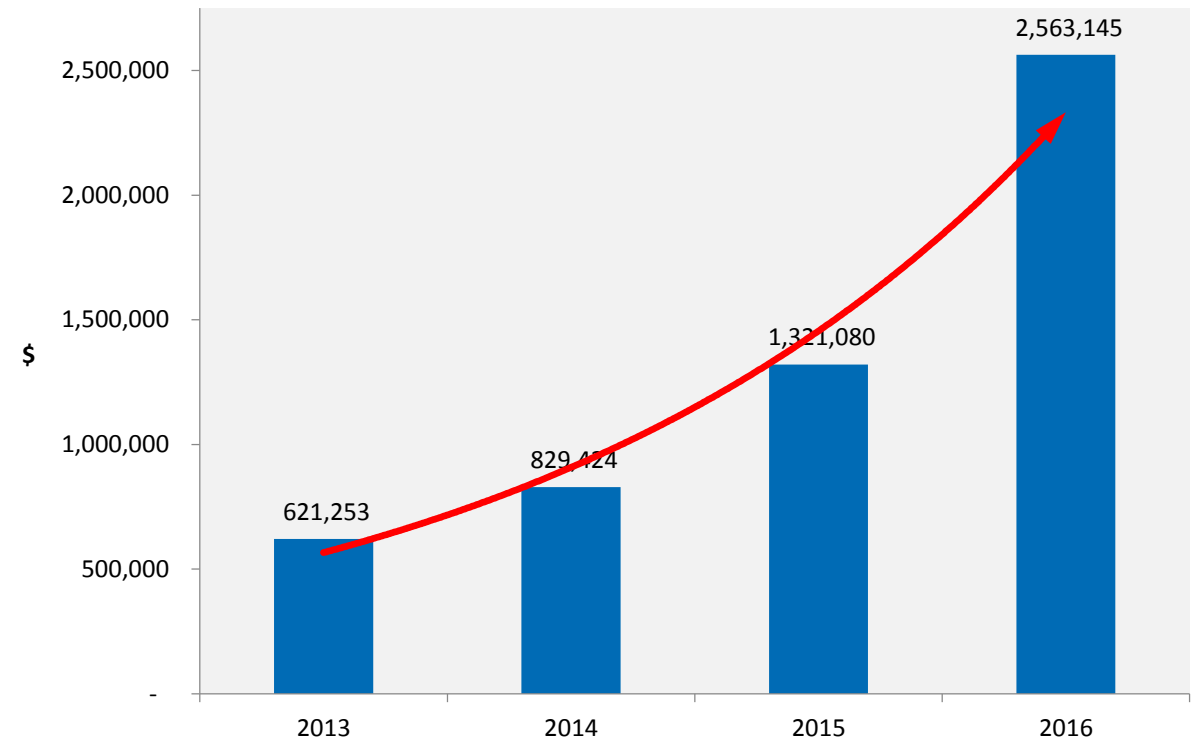
2016 Results

Total Revenue



*Total revenue 4 year CAGR = **+44%** to \$2.94m*

Receipts from Customers



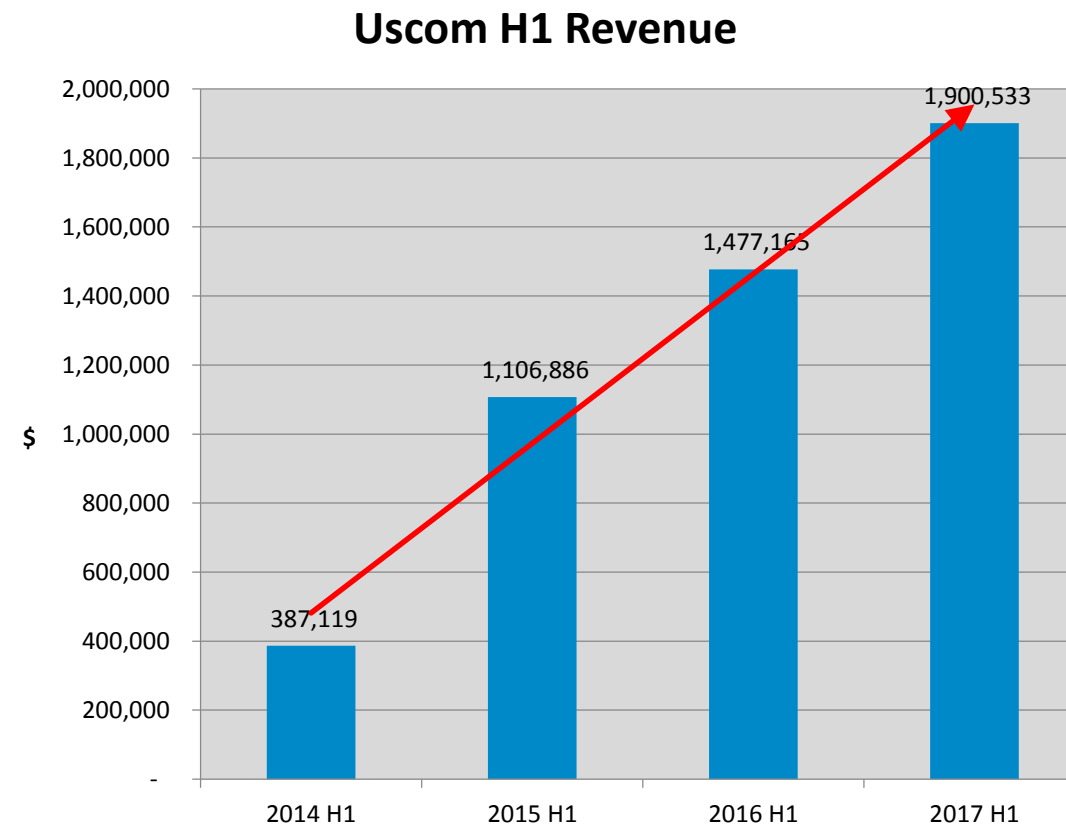
*Receipts from Customers 3 year CAGR = **+94%** to \$2.56m*

2017

“Growing as planned!”

FY17 H1 Results

- **RECORD H1 REVENUE UP 29%**
- **70% H1 CAGR OVER THREE YEARS**
- **RECORD USCOM 1A SALES**
- **TWO NEW GLOBAL REVENUE STREAMS FOR MARKET IN 2017**



Continued growth and investment

Milestones

2016

February

- Uscom Customer Receipts Up 72% In First Half

March

- Uscom BP+ Contracted Into UK NHS Supply Chain
- Former J&J Asia Executive Appointed to Uscom Board
- Paediatric sepsis mortality reduced 46% with USCOM use - Thai critical care study

May

- Uscom may improve outcomes and reduce cost in surgery
- Uscom appoints new Company Secretary

June

- Uscom Oversubscribed PP for Strategic Investment
- New Uscom BP+ Distributor in Vietnam
- Uscom agreement with CIIC Shanghai

Uscom has a history of meeting our milestones

Milestones

2016

July

- New US Uscom BP+ Patent
- Additional Uscom BP+ US Patent

October

- Uscom Budapest Revenue up 48% pa
- Paediatric Sepsis Outcomes Improved With USCOM
- CE Mark for New Uscom Asthma and COPD Devices

November

- Uscom CEO Appointed to Govt China Initiative
- Uscom Awarded Euro Grant for Lung Cancer Diagnostic

December

- Uscom ends 2016 with record manufacturing

Uscom has a history of meeting our milestones

2017 Milestones

2017 with growth

Mission

- Capitalise on investments, grow cash

Products

- Global launch BP+ (+2)
- Global launch SpiroSonic products (+7)

Revenue

- Continue USCOM sales growth
- Global pricing
- More and better distribution
- Cross distribute USCOM/BP+/SpiroSonic
- Reimbursement drive

Operations

- Sales appointment
- Grow US, UK and European operations
- Grow China

Market value

- Grow company fundamentals and shareholder value

Next step

- **4C cash report (late April)**

Uscom has a history of meeting our milestones

2017

“Continuing to grow as planned”

Summary

Continuing to grow

- Record H1 revenue (\$1.9M) with 70% CAGR over last 3 years
- Record revenue Q2 - >\$1.3M
- Record cash receipts for Q2 >\$0.7M up 29% on prior
- Debt free and meeting costs with \$1.9M cash
- BP+ and SpiroSonic suites being prepared for market/revenue during 2017
- Q3 4C for release 20th April
- Invested in future products and revenue growth

2017

"Uscom has acquired global assets to ensure reliable revenue growth and long term profitability.

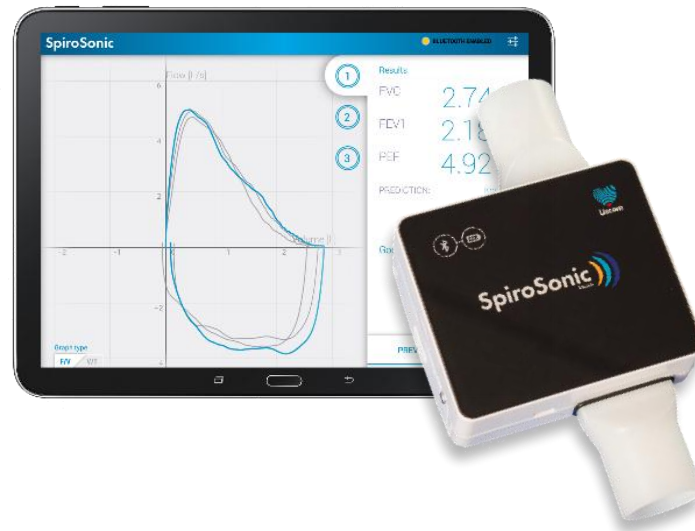
Our strategy is to efficiently deliver the devices we have developed into global markets.

Establish a culture of profitable performance and future shareholder dividends."

Great Products



*Digital Doppler Ultrasound
Advanced hemodynamics*



*Dual Path Digital Ultrasonic
Spirometry*



*Suprasystolic Oscillometry
Central BP and PWA*



Uscom

Thank you

2017 Q3 Update; Continued Growth

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Uscom Executive Chairman/CEO

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

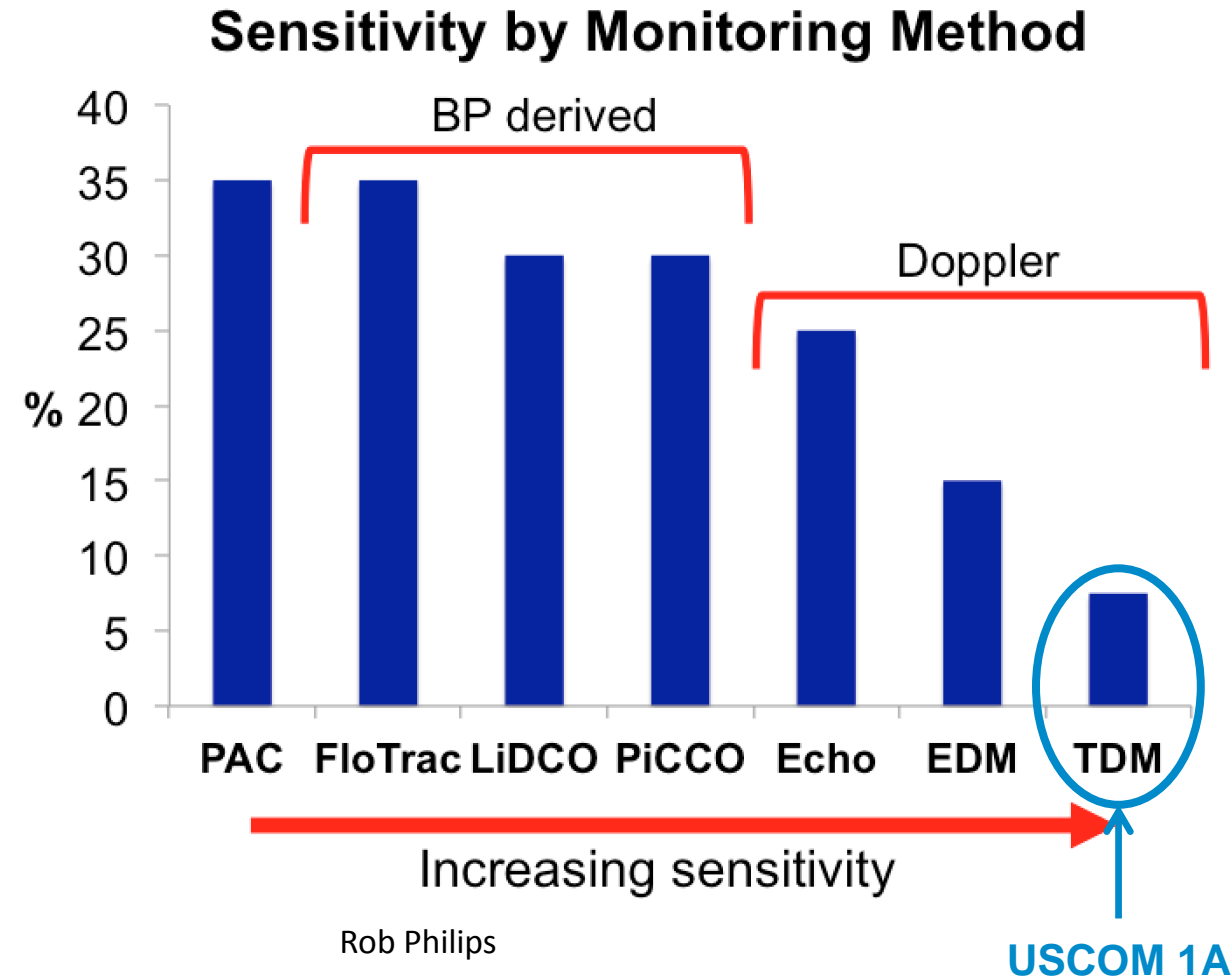
Associate Professor, Critical Care Research Group, School of Medicine, The University of Queensland

APRIL 2017

USCOM 1A Competitive Advantage

THE FUTURE OF HEMODYNAMICS

- Better sensitivity to ΔSV than thermodilution, bioimpedance or BP monitors



USCOM 1A Competitive Advantage

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	✗	✗	✗	✗	✗	✗	✗

Uscom – devices the experts use



USCOM 1A Competitive Advantage

System	Manufacturer	Technology	Strengths	Weaknesses
USCOM 1A	Uscom	Doppler	Noninvasive, Rapid, Accurate, True SV/CO	No morphology, discontinuous
CardioQ	Deltex	Doppler	Minimally invasive, Simple	Discontinuous, DTA flow
Echo	Many	Ultrasound	Noninvasive	3yrs training, 45min exam time, discontinuous
ICON / Aesculon	Osypka	Bio Impedance	Noninvasive, Simple	Limited sensitivity
NiCOM	Cheetah	Bio Reactance	Noninvasive, Simple	Limited sensitivity
Clearsight (Nexfin)	Edwards	PPW / BP / Plethysmo	Noninvasive, Simple	Inaccurate, unreliable
LiDCO	LiDCO	LiCl dilution +PPW / BP	Noninvasive, Simple	Invasive catheters, complex, toxic LiCl, PPW/BP monitor
LiDCOrapid	LiDCO	PPW / BP	Single art line	Invasive catheter, PPW/BP monitor
PiCCO	Pulsion	PPW / BP + Modified Tx	Accurate	Invasive catheters, Complex, PPW/BP monitor
FloTrac	Edwards	PPW / BP	Single art line	Invasive catheter, PPW/BP monitor
PAC	Many	Thermodilution	Established	Invasive catheter, inaccurate, ICU

Uscom – devices the experts use



BP+ Competition



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 ± optional 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	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	



Uscom – devices the experts use



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 Consumable turbines	Multiple iterations	Accurate Consumable tube

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