



ROB PHILLIPS

Uscom Executive Chairman/CEO

PhD(med), MPhil(med), FASE, DMU(cardiol)
Associate Professor, Critical Care Research Group,
School of Medicine, The University of Queensland

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.

While Uscom (the "Company") 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. Certain information may relate to protected intellectual property rights owned by Uscom.

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.

Welcome

- ASX listed bio-device company.
- Multiple validated and revenue generating, sector leading cardiovascular and pulmonary devices.
- FY 2017: 40% CAGR revenue growth for the 5th consecutive year, with improving fundamentals.
- FY 2018: Continuing growth as we bring 7 new products to China, Europe and USA markets, with an enhanced strategic focus on distribution in China.
- Established a culture of serial growth and delivering on our strategies for the benefit of shareholders.



**SYDNEY
BASED.
GLOBAL
DRIVE.**

About Uscom



Who We Are

Uscom are the experts in circulation delivering innovative, practice changing non-invasive cardiovascular and pulmonary monitoring devices to global medical markets.



Our Vision

To improve clinical care in cardiovascular and pulmonary medicine by developing new non-invasive technologies to address the challenges of global disease.



Our Drive

Uscom is driven by a commercial ambition to become a leader in the global healthcare business, and is poised for continued growth in 2018.



The **USCOM 1A** is a non-invasive advanced hemodynamic monitor that measures cardiovascular function using Doppler Ultrasound to detect abnormalities and guide treatment. **Applications:** Heart failure, hypertension, sepsis, pre-eclampsia and fluid management in neonates, children and adults.



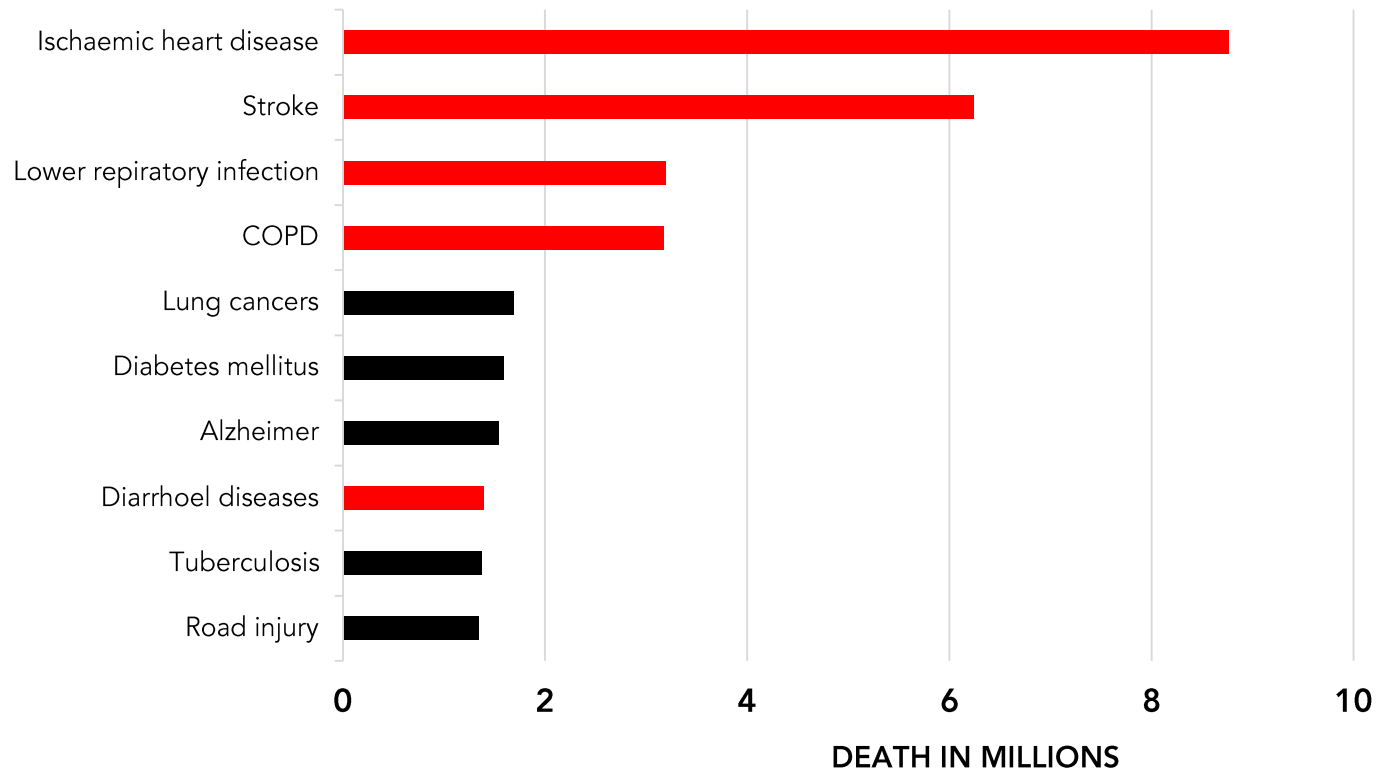
The **BP+** central BP monitor measures blood pressure and pressure waveforms at the heart, as well as in the arm, information only previously available using invasive cardiac catheterisation. The BP+ Reporter is a results, archiving, analysis and reporting software for use with the BP+. **Applications:** hypertension and heart failure in children and adults.



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 for eHealth monitoring. **Applications:** Asthma, COPD and OLD in children and adults.

USCOM LIMITED

Clinical Applications



Uscom devices address conditions responsible for **75%** of all deaths worldwide:

- Heart failure
- Sepsis
- Hypertension
- Asthma
- COPD

Chart: WHO top ten causes of death globally in 2015.
(Death in millions)

USCOM LIMITED

UCM Now

Reuters/Bloomberg	UCM.AX/UCM.AU
Market Cap	\$37M
Current price	\$0.27
2017 VWAP	\$0.25
Shares on issue	137M
Free float	100%
Top 20 shareholders	65%
Major Shareholders %	
Prof Rob Phillips	17.13
Mr Steven Meng	16.88
Mr Gary Davey	4.57

Governance



**Associate Professor
Rob Phillips**

Uscom Limited
EXECUTIVE



Ms Sheena Jack

CEO of HCF
NON-EXECUTIVE



Mr Brett Crowley

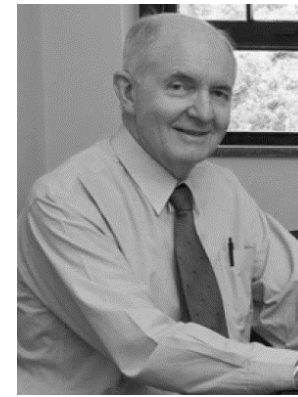
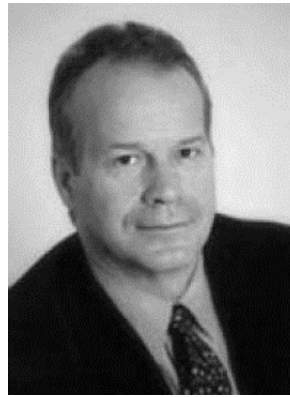
SECRETARY



Mr Christian Bernecker

NON-EXECUTIVE

Medical Advisory



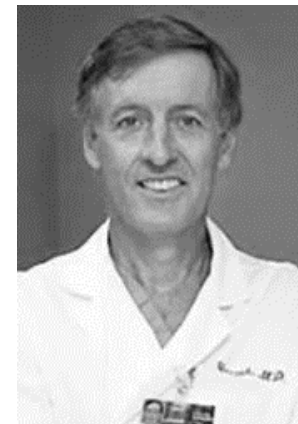
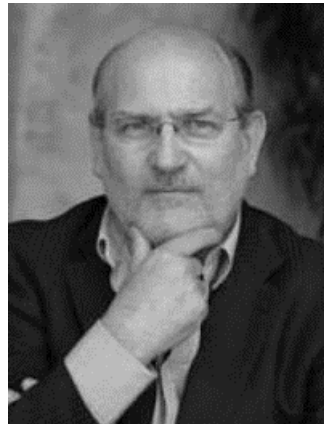
Top, left to right:

Associate Professor Rob Phillips – Chairman

Dr Stephane Carlier

Professor Colin Sullivan

Professor Malcolm West



Bottom, left to right:

Professor Chu-Pak Lau

Professor Didier Payen

Professor Peter Lichtenthal

Dr Nigel Sharrock

Overview

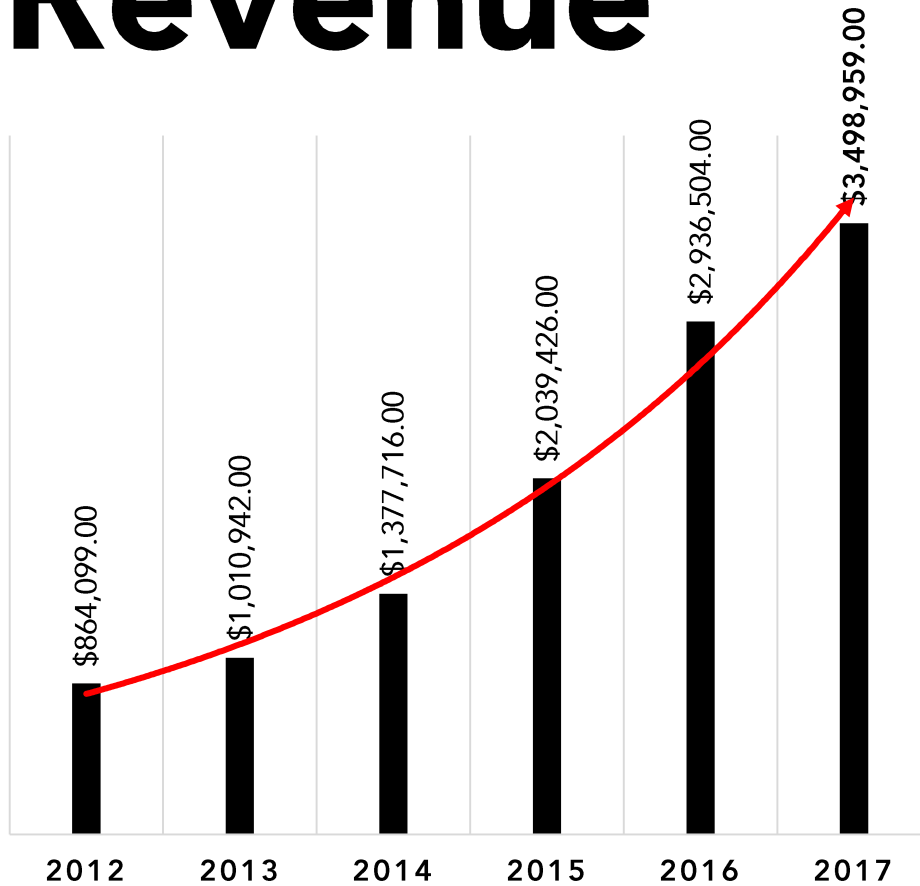
2017

2017 was a year for continuing growth and investment in new products and an expanded product line supported by global distribution. We maintained 40% CAGR for the 5 successive year from the sale of USCOM 1A. Cash consumption <\$1M despite spend on acquisitions, and the development of 7 new products and their preparation for market and regulatory in China, Europe and USA. We received 4 Euro Research Grants for development of a lung cancer diagnostic device, eHealth management of lung transplantation and asthma, and home care monitoring of asthma therapy drugs dosage.

2018 PROSPECTS

2018 is looking to be a transformational one for Uscom. Q2 was cash flow positive, with record USCOM 1A orders, and ended with \$3.5m cash on hand, and a re-invigorated share register following a successful capital raising. The BP+ was released late in Q2 and immediately received CE mark. We have plans to grow the China market and prepare distributors for release of the BP+ and SpiroSonic devices as they pass through the CFDA approval process. In the USA and Europe we are appointing new sales channels directed at converting already Uscom aware sites into new sales. Uscom is delivering 7 new products into global markets, and have short, mid and long term revenue targets of \$10M, \$20M and \$50M.

Revenue

**307%**

Growth over the
last 5 years

40%

CAGR for
5 years

\$3.5M

Intermittently cash
flow positive

2

International device
companies acquired

7

New Uscom
products for 2018

CHINA

Distribution and
sales growth

Acquisitions

2006

The USCOM 1A was the foundation device, and continues as the cornerstone product of Uscom. Over 1200 1A units have been sold into leading hospitals and clinics worldwide.



2012-2015

Uscom invested in innovative technologies with two corporate acquisitions: central blood pressure BP+ (2012), and pulmonary function monitoring SpiroSonic (2015).



USCOM LIMITED



2013

The acquisitions have been integrated, the products redesigned, optimised, and rebranded, and the new devices prepared for regulatory.



2018

7 new products for release to global markets and distribution, generating new revenue.

Today

Cash flow positive Q2, \$3.5M cash on hand, record orders and re-invigorated register with short, mid and long term revenue targets of \$10M, \$20M and \$50M.

Uscom Products

HEART FAILURE, SEPSIS & FLUID MANAGEMENT

Devices: USCOM 1A

Apps and Software: Stand alone

The USCOM 1A is the leading device for advanced haemodynamics generating SV, CO, SVR and indexed values. Additionally CPo, SW and SMII, allow single measure guidance of fluid, inotropes and vasoactive therapies. This provides rapid optimisation in critical environments such as sepsis and septic shock. Accurate and rapidly measures SV and SVR, allow for development of precision management protocols for hypertension and pre-eclampsia and other circulatory abnormalities.

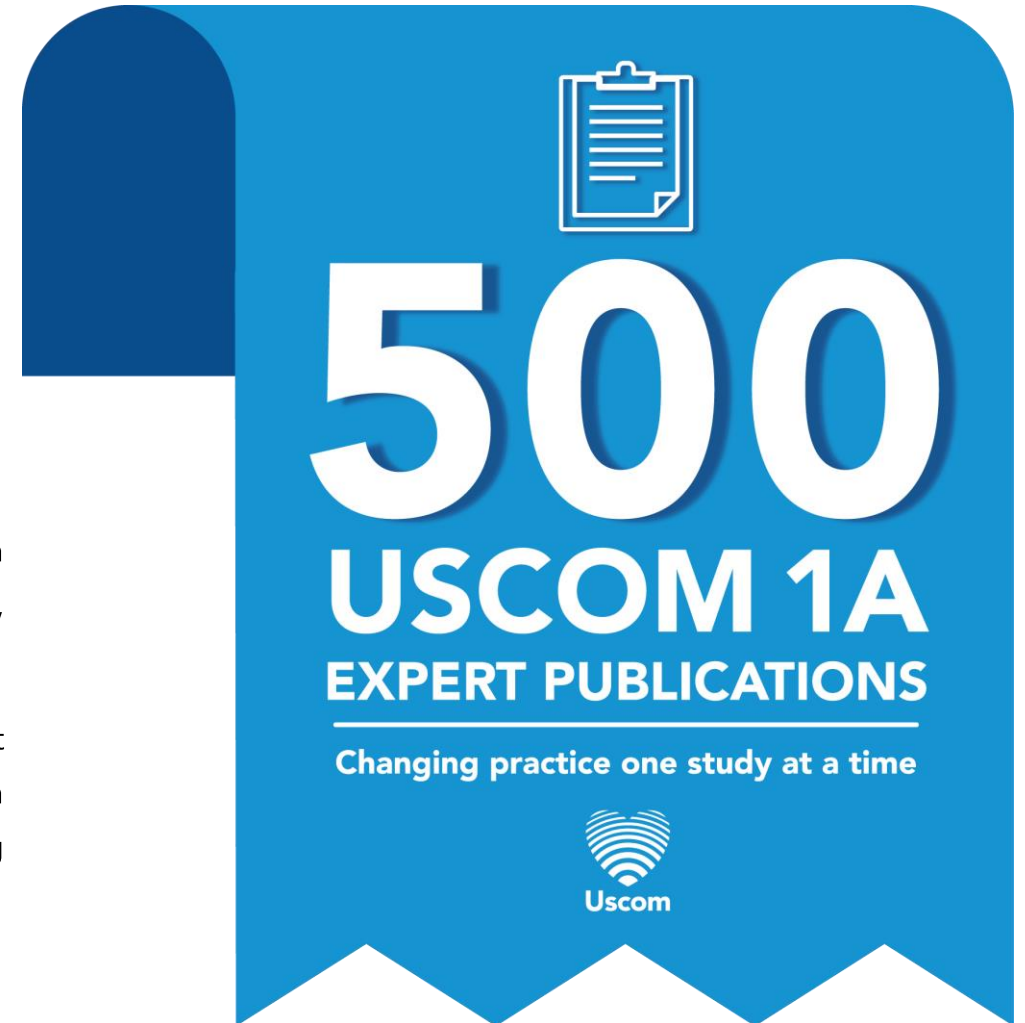


USCOM LIMITED

1A hits 500

USCOM 1A CHANGING PRACTICE

- Uscom is changing medical practice worldwide
- the USCOM 1A recently achieved its 500th peer reviewed publication
- Over 1200 units installed worldwide and in use by leading clinicians in major institutions across Australia, China, SE Asia, the Middle East, Africa, Europe, the UK, South America, Canada and the USA
- The USCOM 1A is saving lives by improving diagnosis and management of heart failure, hypertension, fluid administration and septic shock in neonates, children, adults and the elderly, and is significantly changing outcomes in preeclampsia.



BP+ Products

HYPERTENSION & VASCULAR HEALTH

Device: BP+ suprasystolic digital BP monitor

Software: BP+ Reporter (cloud or server based)

The BP+ suprasystolic oscillometer connects to the BP+ Reporter software to store patient examination data, archive patient information, waveforms and images, and allow for off line measurement, analysis, diagnosis and reporting. BP+ Reporter provides the digital power behind the unique BP+ measurements and provides the solution for digital eHealth monitoring of BP.



USCOM LIMITED

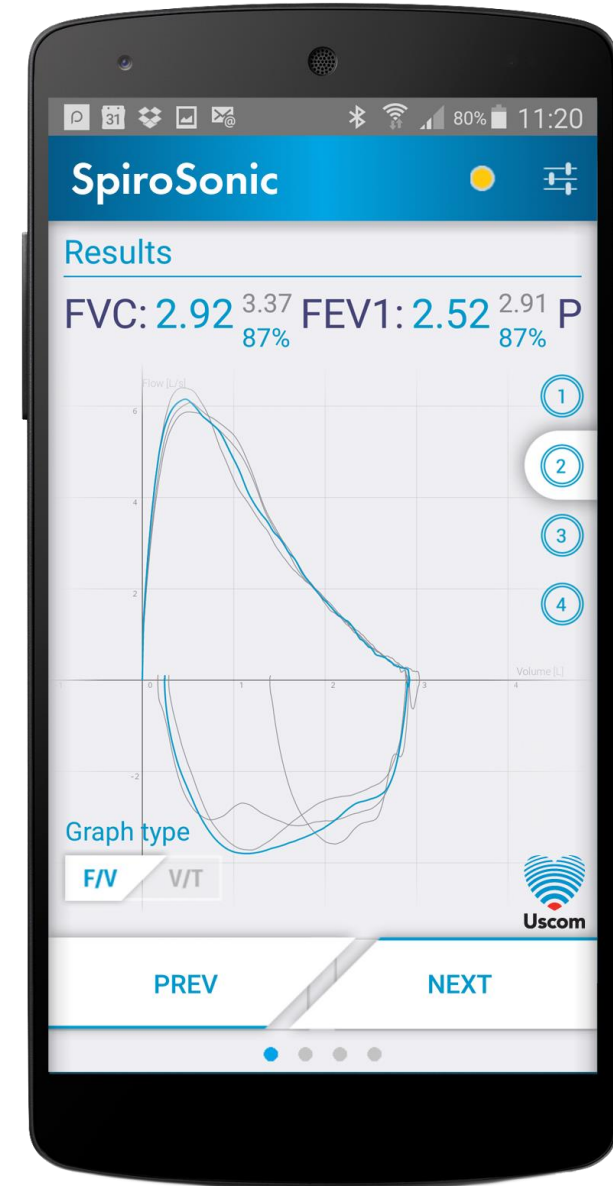
SpiroSonic Products

ASTHMA, COPD & OLD

Devices: FLO, SMART, MOBILE and PRO

Apps and Software: SpiroAPP and SpiroReporter (cloud/server based)

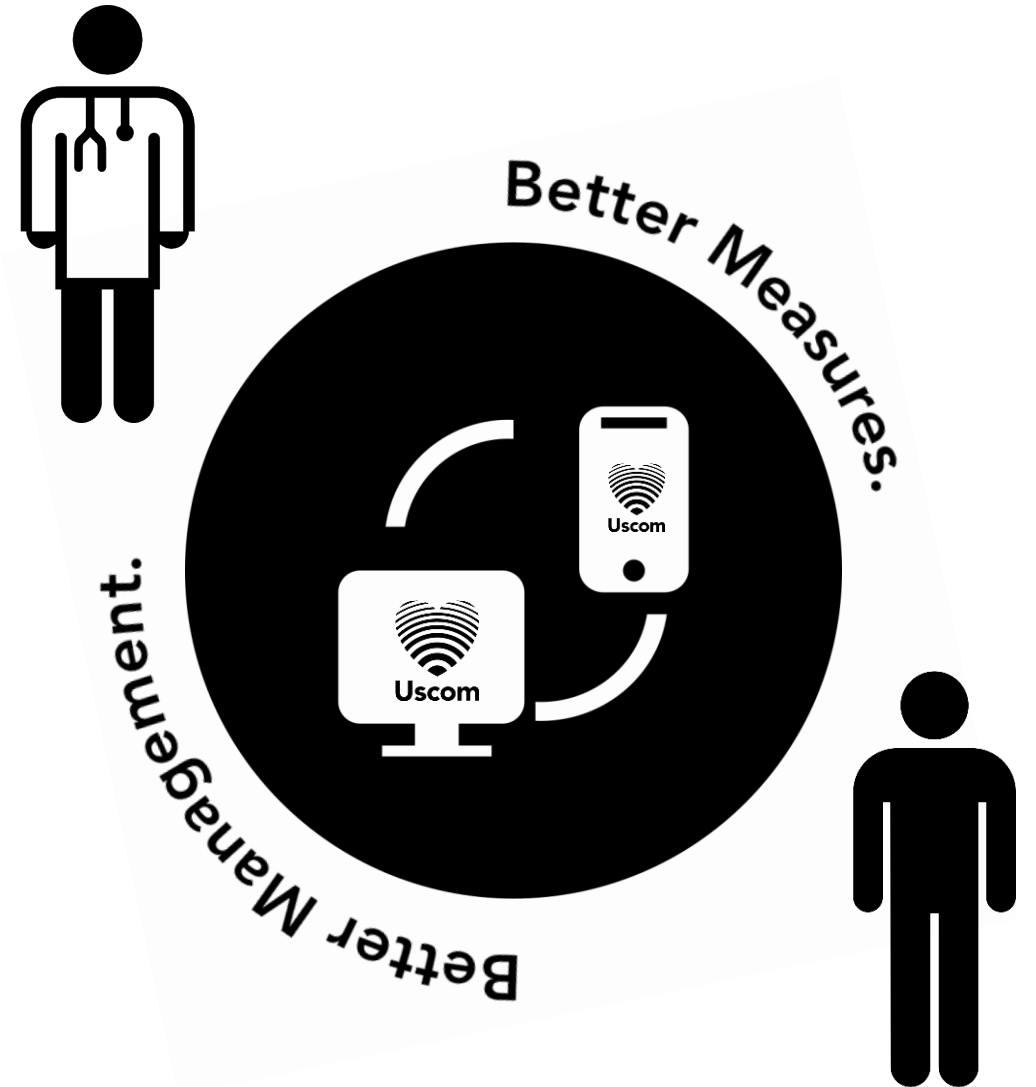
Software tools provide a digital eHealth solution to accompany the SpiroSonic devices. The SpiroAPP is an android platform for recording and transmitting SpiroSonic lung function tests to a cloud or server based software, the SpiroReporter. Thus combination allows for the SpiroSonic devices to be integrated into digital eHealth solutions and improves home care management. These SpiroSonic solutions are currently being implemented in a number of global eHealth studies.



eHealth

USCOM eHEALTH DEVICES, APPs & SOFTWARE

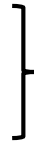
- Massive and rapidly growing market as health care shifts from hospitals and into the home
- Home monitoring to improve outcomes and reduce healthcare costs
- Uscom devices can connect with personal phone APPs and remote cloud or server based proprietary software
- There are many eHealth providers yet Uscom has unique front end devices for home use
- eHealth is a massive potential revenue source for Uscom
- eHealth operators include Huawei, Alibaba, Tencent, Baidu, Unicom, Microsoft, Apple, AT&T etc.



USCOM LIMITED

eHealth Projects

eHealth USA	>\$3.8B
eHealth China	>\$1.8B
CAGR	>13%



New Uscom market - Uscom devices are the ideal eHealth solution



USCOM 1A in eHealth

China home care eHealth management of heart failure subjects. CardioRay collaboration



BP+ in eHealth

Prof Julio Chirinos, Penn University, VP of North American Artery studying in home heart failure monitoring partnered with US leading technology company



SpiroSonic in eHealth

Dutch home care lung function and dose monitoring for asthma. EuroStar grant

Spanish home care lung function monitoring and management of post lung transplantation patients. EuroStar grant.

Spanish home care lung function monitoring and management of the elderly with Asthma and COPD. EuroStar grant.

Confidential

IN DEVELOPMENT – LUNG CANCER DIAGNOSTIC

The Uscom Superfrozen exhaled breath condensate (EBC) collection system (USECS) is a device, designed for easy use in clinical care and scientific research. EBC is a novel method of extracting exosome samples from a simple breath test for diagnosis of lung cancer and infectious diseases. The development has been funded by a \$2.7M Euro (\$3.8M AUD) grant to the consortium of Uscom Limited, the Hungarian Academy of Science, and the Semmelweis University Medical School.

Features:

- Simple, hygienic and ergonomic, separation of saliva from condensate
- Reproducible, reliable cooling using a Peltier-cooling-based feedback loop
- Safe transportation of isolated and sealed exosome sample
- Disposable collection tube
- Single device for collection
- Rechargeable and portable unit



China

CHINA IS ABOUT SCALE

Population:

- 1.4B

Medical personnel:

- 2.62M doctors
- 2.49M nurses

Medical institutions:

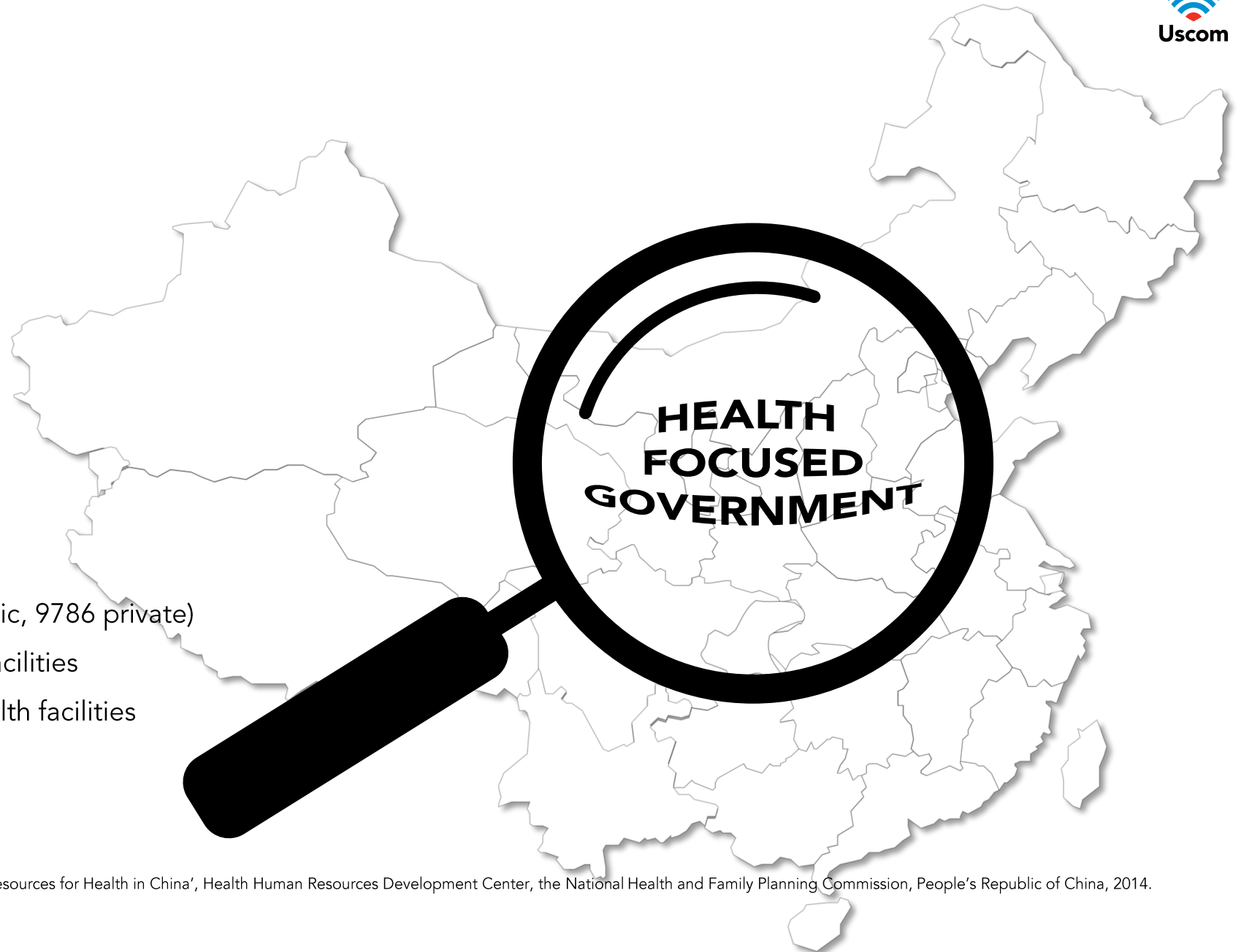
- 23,170 hospitals (13,384 public, 9786 private)
- 912,620 primary healthcare facilities
- 12,083 specialised public health facilities

eHealth spend:

- Approaching \$2B USD PA

2012 data

Dr Junhua Zhang, 'Development Strategies of Human Resources for Health in China', Health Human Resources Development Center, the National Health and Family Planning Commission, People's Republic of China, 2014.



China Growth

**China is the global growth powerhouse,
and Uscom is invested in China.**

- Fastest growing global market
- Medical device market growth >20% pa
- China partners with distributor experience
- BP+ and SpiroSonic prepared for CFDA (2018)
- Step 1 - target Beijing and Northern China
- Currently: 8 distributors and 1 product = \$1.5M
- Target: 500 Distributors with 3 products = ?
- Revenue targets: short \$5M/mid \$10M/ long \$20M

Cornerstone Investor

China “..... it’s all dependent on obtaining import permits from Chinese regulators and a sound strategy to access the lucrative market.” (Bloomberg, 2018)

MR STEVEN MENG

- Beijing based, Biotechnology Executive and International Investor
- Qualifications in economics, engineering and business
- 15 year Executive Director and Vice President of Sihuan Pharma
- HK listed Sihuan Pharmaceutical Holdings (460:HKG) - \$26B HK
- 15 years head of Sales, Marketing and Distribution
- Distribution network of >3,000 distributors into >10,000 Hospitals in China
- Familiarity with regulatory, IP, legal, politics and language
- Support China regulatory and drive distribution expansion
- Seven new products for release into China over 2018 into expanded distribution

Smart Top Overseas Limited		
01.02.18	16.88%	22c
Current holding	23,158,475 UCM FPO	

Opportunity

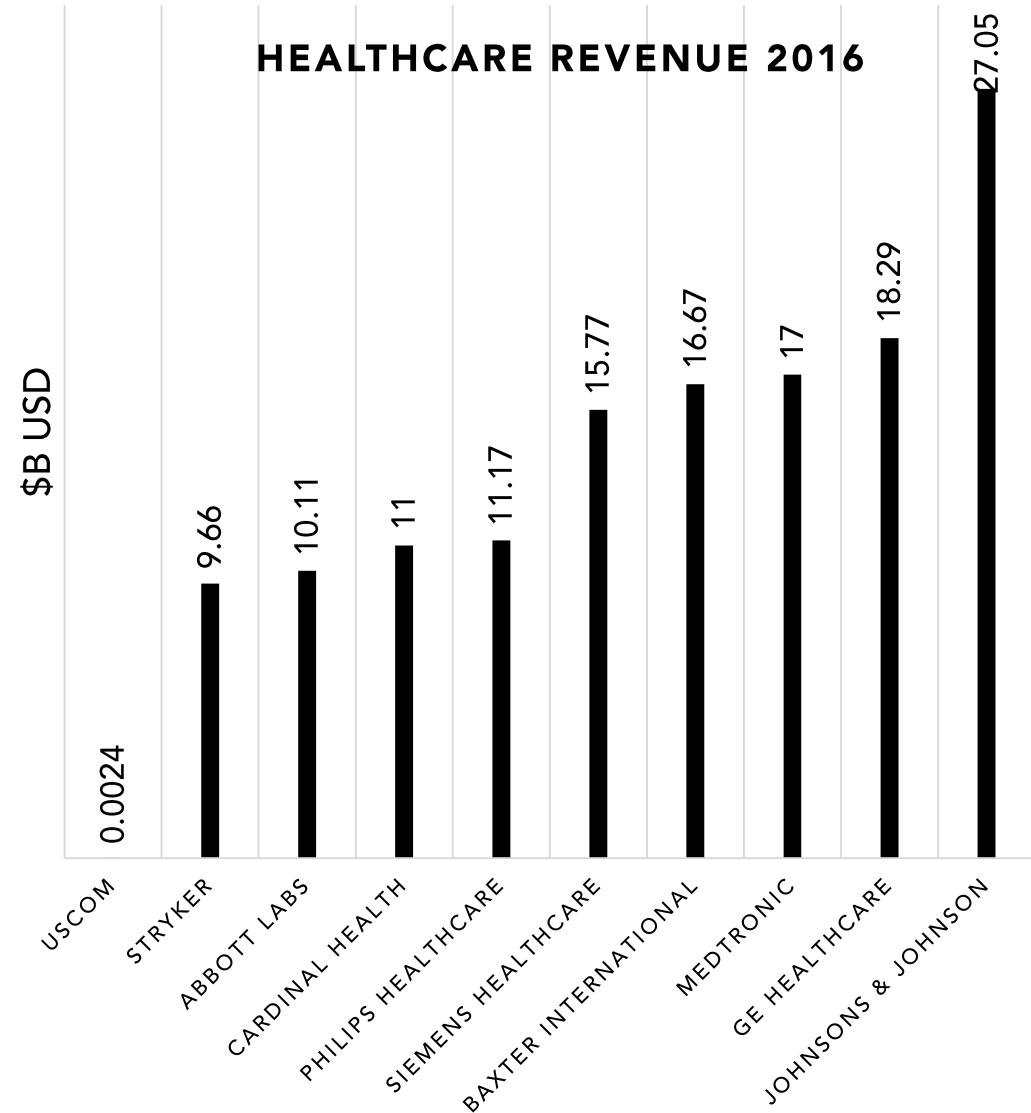
RISKS

In a complex world unpredictable events can influence plans and strategies, and this may apply to Uscom, with a list of potential risks to the business. While potential risks exist, management are always watchful and plan to respond rapidly and effectively to diminish their impact.

- Adequate funding to support growth – scale up stress
- Component availability/manufacturing impacting product supply
- Global economy – USA, N Korea, Brexit, 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

Ambition

- Multiple premium products with R&D pipeline
- Proven growth trends
- Experienced management
- Multiple markets and jurisdictions
- China connections
- Founder driven
- Patent protected IP
- De-risked bio-tech
- Near cash flow neutral
- Small cap, under-valued
- Incremental revenue beginning 2018
- Rapidly growing global sector
- Strategic opportunities





HEALTHCARE

"The healthcare sector recorded a total gain of 24.4% in 2017, making it the single best performing sector on the ASX. Not even two months into 2018, and it is already a solid 10% ahead of the wider market. Yesterday's half-billion-dollar takeover for Viralytics - at a 175% premium to the stock price - is further evidence of the opportunities on the table here for shrewd players."

<https://www.livewiremarkets.com/wires/buy-hold-sell-5-stocks-in-the-hottest-sector-right-now>
(Accessed 23rd Feb 2018)



CHINA

"Keep an eye on the outlook for Australian health and consumer goods exporters exposed to China's expanding middle class." "..... it's all dependent on obtaining import permits from Chinese regulators and a sound strategy to access the lucrative market."

<https://www.bloomberg.com/news/articles/2018-02-04/five-things-to-watch-for-in-australia-s-february-earnings-season> (Accessed 5th February, 2018)



FOUNDER DRIVEN

"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



SMALL CAP

"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



Uscom

