



Investor Presentation

June 2015

Global Momentum



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The Measure of Life

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Uscom Vision

Company of the Year, 2014

Johnson & Johnson Innovation Industry Excellence Awards

“A milestone driven Australian bio device company, with real products, real revenue, and real growth which is approaching profitability...”

Johnson & Johnson INNOVATION

AusBiotech
AUSTRALIA'S BIOTECHNOLOGY ORGANISATION

Current Business

- Premium noninvasive cardiovascular monitoring devices
- Addressing the growing threat of superbugs
- Validated, clinically accepted, cost and life saving devices
- Patent protected with regulatory approvals
- Rapidly growing revenues in major markets and multiple untouched markets

Corporate

- ASX listed (UCM)
- Headquartered in Sydney
- Market cap of \$18m
- 80m shares on issue
- Rob Phillips, Founder and CEO, holds 21% of company

Board & Management

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

2015 Financials

- Sales +125% H1 2015 YOY*
- Revenue +147% H1 2015 YOY*
- Gross Margins ~ 78%
- Cash at bank \$0.60m**

Current Products

USCOM 1A Cardiac Output Monitor



USCOM 1A

- World leading technology offering huge potential savings to global healthcare systems
- Sold into hospitals, emergency departments, ICUs, anesthesia and paediatrics
- Growing global distribution and revenue – US targeted

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

BP+ Blood Pressure Monitor



BP+

- Next generation blood pressure monitoring providing central and brachial BP measurement
- Sold to hypertension & research clinics and ICUs
- Pulsecor acquired and integrated by Uscom in 2012 now preparing for mass market
- US targeted

***A stand-alone, non-invasive, accurate
and compact system***

Targeting Strong Revenue Growth

USCOM 1A
Cardiac Output Monitor



USCOM 1A

- **US\$1.3bn** global market with CAGR of 7.6%*
- **Increasing unit sales** globally
- **Australian** reimbursement expected Q1 2016
- **80% Gross Margins** & \$12k profit / unit**

BP+
Blood Pressure Monitor



BP+

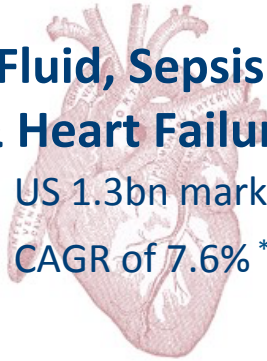
- **US\$1.7bn** global market with CAGR of 11.5%*
- **US\$7m \$1.4m pa** China distribution agreement signed***
- **US** reimbursement obtained for Q1 2016
- **70% Gross Margins** & US\$1.1k profit / unit**

***Global revenues which are only
just beginning to be tapped***

Uscom Growth

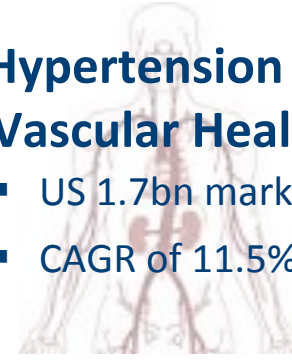
Fluid, Sepsis & Heart Failure

- US 1.3bn market *
- CAGR of 7.6% *



Hypertension & Vascular Health

- US 1.7bn market *
- CAGR of 11.5% *



USCOM 1A Cardiac Output Monitoring



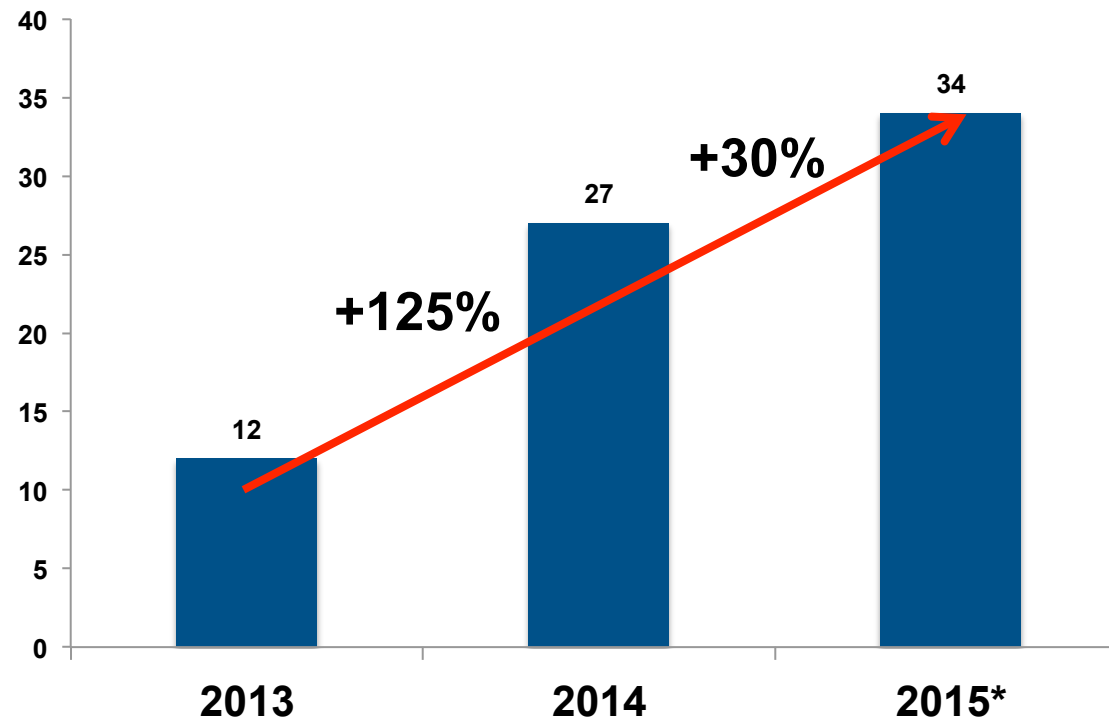
BP+ Blood Pressure Monitoring



Complementary products and technology

Growth in Distribution

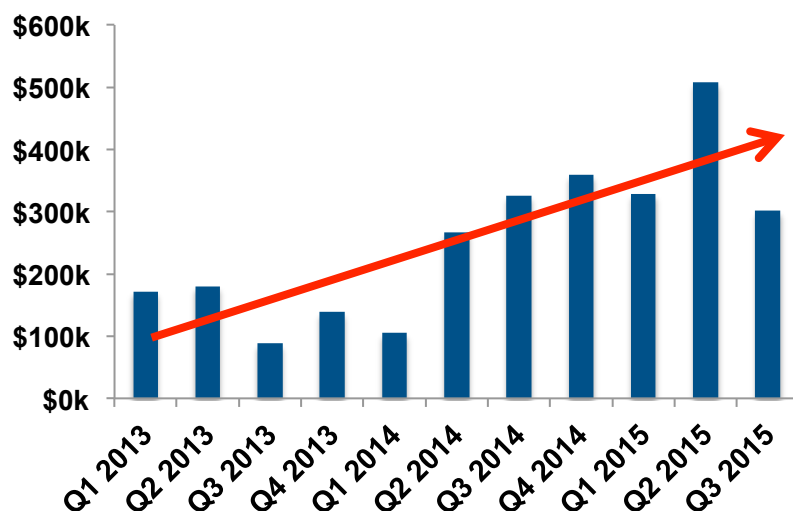
Distribution Agreements



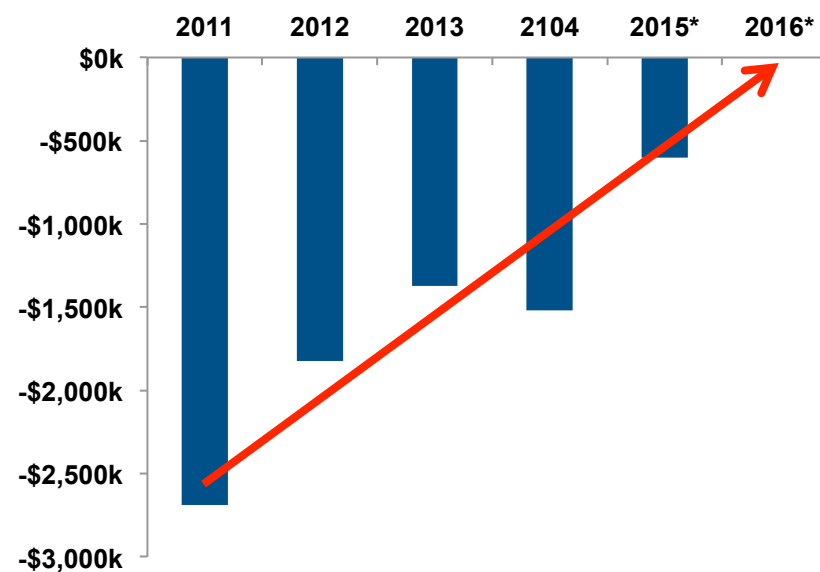
Further distribution growth through investment in people

Sales and Profit Trends

Quarterly Sales Revenue



Annual Net Loss



A number of key future USCOM 1A and BP+ revenue drivers already in train

* Estimate

BP+ US Reimbursement



US Category 1 CPT Code recommended by AMA CPT panel

- Provides financial model for Drs to use BP+
- CPT Category 1 Code (9300X1) BP+ has US FDA clearance
- Non-invasive calculation and analysis of central arterial pressure waveforms with interpretation and report
- Effective January 2016

***Key revenue driver for BP+ in the most important
market globally***

USCOM 1A Around the World



Over 700 USCOM units sold worldwide

Uscom Products

Two products each at commercialization phase

	Concept	Product	Pilot	Validation	Regulatory	Revenue	Global Distribution	Profit 2016
USCOM	✓	✓	✓	✓	✓	✓	✓	± ✓
Uscom BP+	✓	✓	✓	✓	✓	✓	✓	± ✓

Turning unrecognised IP into balance sheet value

Regulatory Strategy

Global regulatory approvals

- Both devices are FDA, CE and TGA approved
- Next step is CFDA approval for BP+

	USCOM 1A	BP+
FDA	✓	✓
CE	✓	✓
CFDA	✓	P
TGA	✓	✓



Approved



Preparation for submission

Reimbursement Strategy

Head of reimbursement affairs appointed

	USCOM 1A	Uscom BP+
MSAC (Aus)	Initiated	Background
CPT (USA)	Background	Granted
NHS (UK)	Review	Background
ROW	-	-

Timelines

- **USCOM 1A:** Australia Aug 2015; UK Oct 15; US 2016
- **BP+:** Australia Nov 2015; UK Nov 2015

Reimbursement a key driver of future sales revenue

Broad Patent Portfolio

Core technology patent protected, with patents running to 2024 and beyond



USCOM 1A

- **22** granted patents
- **5** pending applications
- **2** registered trademarks



BP+

- **34** granted patents
- **4** registered trademarks

IP protected in key markets

De-Risked Technology

Featured in 400+ 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.....

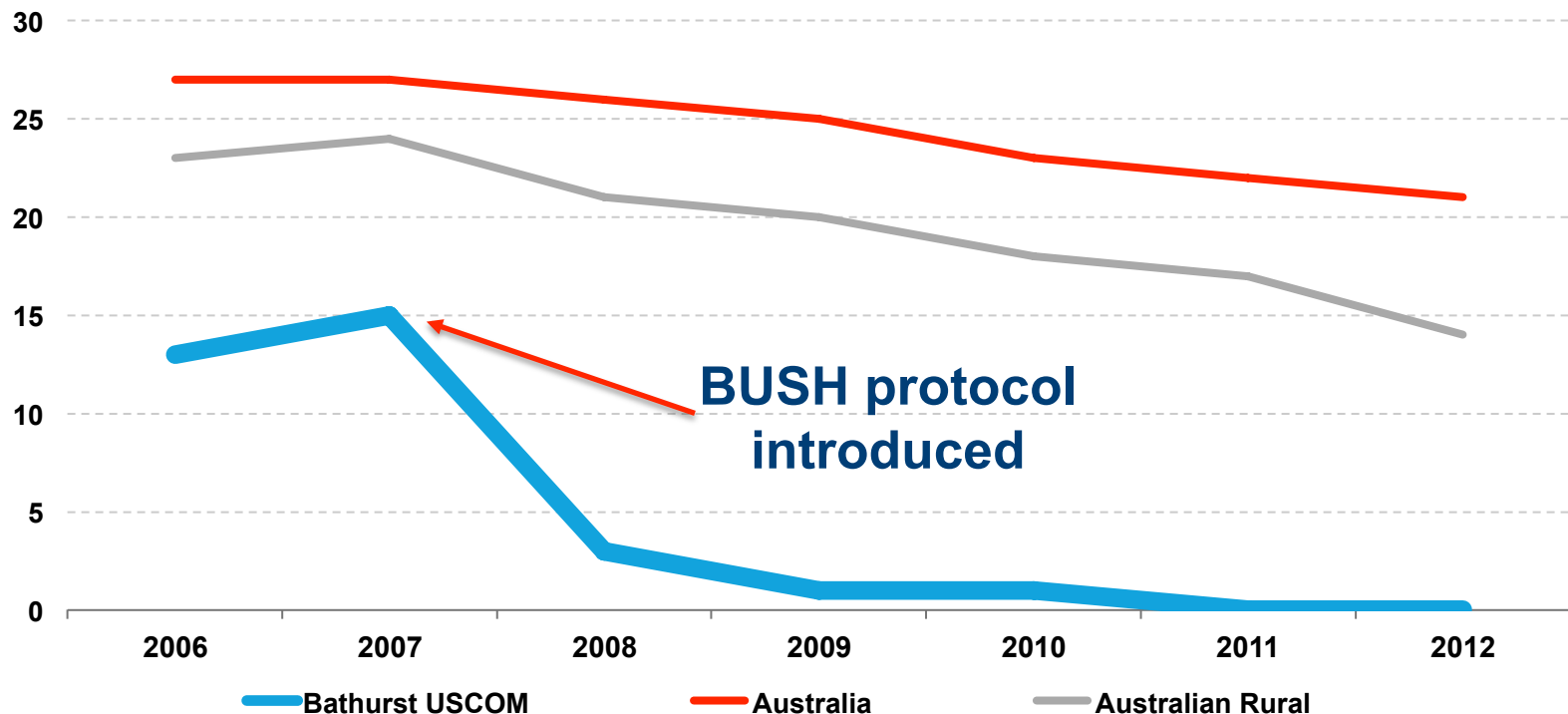
USCOM Saving Lives

- 10 Million women get pre-eclampsia per year
- 76,000 mothers die per year (200 per day) and 500,000 unborn babies (1300 per day)
- Early detection and treatment associated with better outcomes
- USCOM detects pre-eclampsia at 5 weeks not 20 weeks as current
- USCOM recommended as pregnancy screening method to detect pre-eclampsia – one USCOM in every obstetrician's office?



USCOM Saving Lives

*National ICU Study – Sepsis and septic shock mortality
6yr Australian Practice Audit ANZICS CORE Adult database*

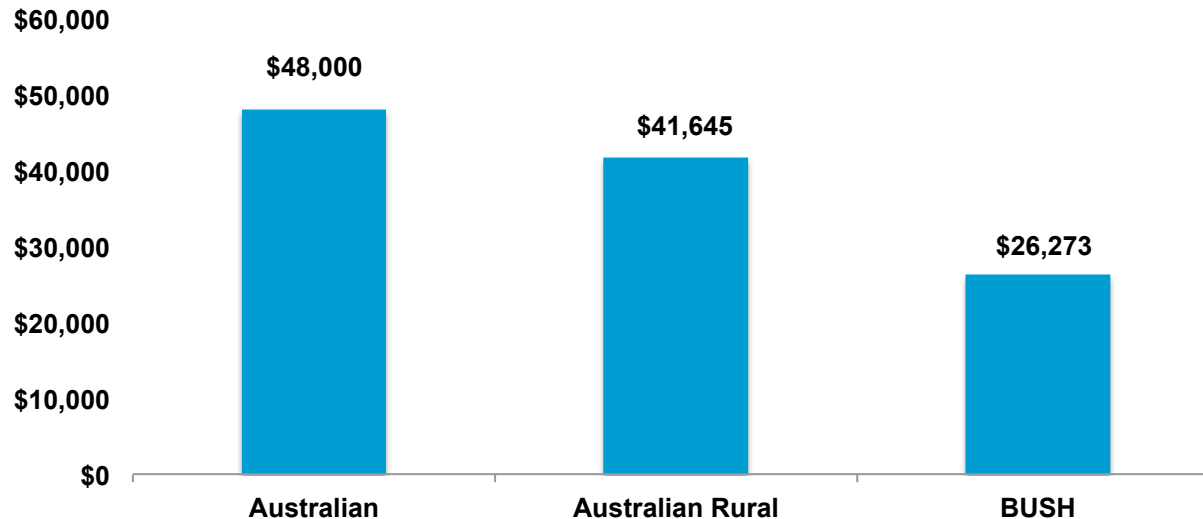


Smith BE, Phillips RA, Madigan V, West MJ. Decreased Mortality, Morbidity and Emergency Transport in Septic Shock; A New Protocol Based on Advanced Noninvasive Haemodynamics (USCOM) and Early Antibiotics. Crit Care Med 2012; 40(12):1023. doi: 10.1097/01.ccm.0000424114.76434.7a

USCOM Reducing Costs

National ICU Study
6 yr Australian Practice Audit ANZICS CORE Adult database

Mean Cost per Admission 2007- 2012



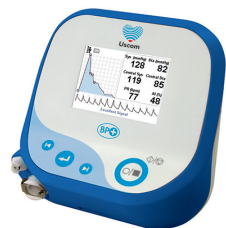
**Mean cost per hospitalisation for sepsis and septic shock patients between 2007 - 2012
assuming \$1233 per ward day and \$4427 per ICU day.**

Smith BE, Phillips RA, Madigan V, West MJ. Decreased Mortality, Morbidity and Emergency Transport in Septic Shock; A New Protocol Based on Advanced Noninvasive Haemodynamics (USCOM) and Early Antibiotics. Crit Care Med 2012; 40(12):1023. doi: 10.1097/01.ccm.0000424114.76434.7a

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	✗	✗	✗	✗	✗	✗

BP+ Competitive Advantage



Uscom BP+	TensioMed	BPLab	IEM	Centron	AtCor
Australia	Hungary	Russia	Germany	UK	Australia
USD 3,950	USD 6,000	USD 7,000	USD 7,000	USD 6,300	USD 14,000
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

Why ?

Independent published research – BP+ most clinically applicable cBP monitor

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				(ii) Late systolic shoulder	++
	*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)	+++
Suprasystolic	Method of Sung et al. ⁴²		Brachial cuff BP	Algorithm	++
	Arteriograph ^{37,93}	TensioMed	Brachial cuff BP	Late systolic wave amplitude	+++
	brachial cuff PVP	Cardioscope II ^{36,94}	Pulsecor	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.

*Cambridge University, Weill Cornell, University of California,
Wales Heart Institute*

McEniery CM, Cockcroft JR, Roman MJ, Franklin SS, Wilkinson AB. Central blood pressure: current evidence and clinical importance. Euro Heart J 2014;doi10.1093/euroheartj/ehu565

Uscom - The measure of life



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

Revenue Drivers

- ✓ *USCOM 1A growth*
- ✓ *US BP+ Re-imbursement - CPT category 1 code (9300X1) effective January 2016*
- ✓ *BP+ CFDA – China sales*
- ✓ *USCOM 1A and BP+ sales pipeline growing (Pioneer + Europe)*
- ✓ *Increased distribution (Uscom and BP+) – increases revenue for all products*
- ✓ *New clinical science*
- ✓ *2 products – attractive to higher volume distributors*

Value at many levels

Revenue growth ✓

Approved products ✓

Life saving clinical applications ✓

Growing organisation ✓

Global opportunities ✓



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Thank You

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