



**Uscom**

# Q4 Briefing 2020

**ASX: UCM**



**May 1<sup>ST</sup> 2020**

**Prof. Rob Phillips**

PhD(Med), MPhil(Med), FASE, DMU(Cardiol)  
Chairman, CEO, Chief Scientist, Uscom Limited, Sydney,  
Australia

Critical Care Research Group, School of Medicine, The  
University of Queensland, Brisbane, Australia





*“Uscom has a dedicated focus on the development and marketing of innovative non-invasive cardiovascular and pulmonary medical devices*

*Current record revenue growth is from the USCOM 1A, and we have a constellation of new products in development and approaching regulatory approval worldwide to generate future incremental growth through our expanding global distribution channels*

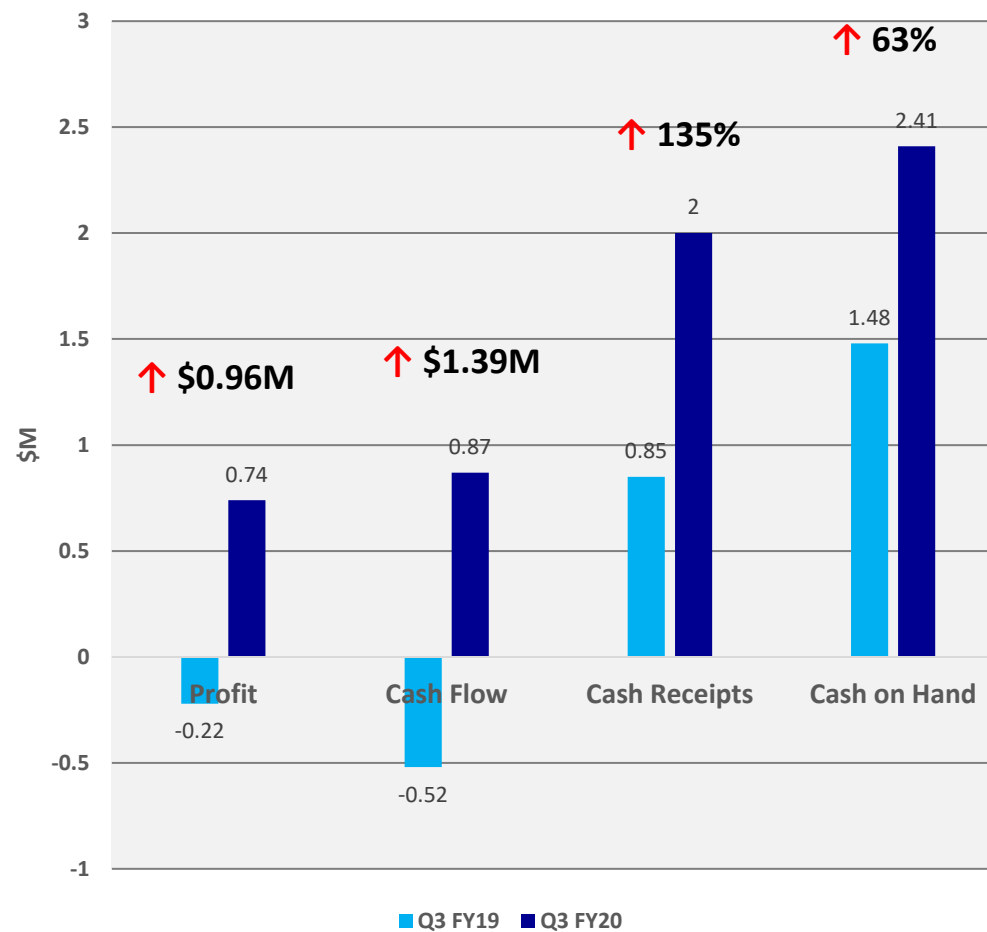
*Uscom devices are playing a unique and life saving role in the current global health crisis with new products poised to contribute significantly to clinical recovery strategies”*

Prof. Rob Phillips





# 2020: Q3 RESULTS



## ASX:UCM

- Profit up \$0.96M
- Cash flow up \$1.39M
- Cash receipts up 135%
- Cash on hand up 63%
- Debt free



# OPERATIONS

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**1. Q3 - Profitable, cash flow positive, record cash receipts, cash on hand, debt free**

**2. Uscom China continues growth with strong Q4 orders**

**3. Europe and US COVID -19 sales activity increasing**

**4. Lung recovery monitoring for all COVID patients**

**5. New products for market in second half**

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# THE USCOM MISSION

Ambitious and growth driven



## Who We Are

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



## Our Vision

To improve clinical care in cardiovascular and pulmonary medicine and address the challenges of global disease.



## Our Drive

A commercial ambition to become a leader in global healthcare, and establish a profitable and enduring growth culture.

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# PRODUCT SUITES



Uscom cardiovascular and pulmonary devices address diseases which account for >75% of global mortality



## SpiroSonic

COVID-19, ASTHMA, COPD, OLD  
Uscom digital ultrasonic spirometers are high fidelity, digital, pulmonary function testing devices based on multi-path ultrasound technology.



## USCOM 1A

SEPSIS (COVID-19), HEART FAILURE, FLUID

A non-invasive advanced hemodynamic monitor that measures cardiovascular function using Doppler ultrasound.



## BP+

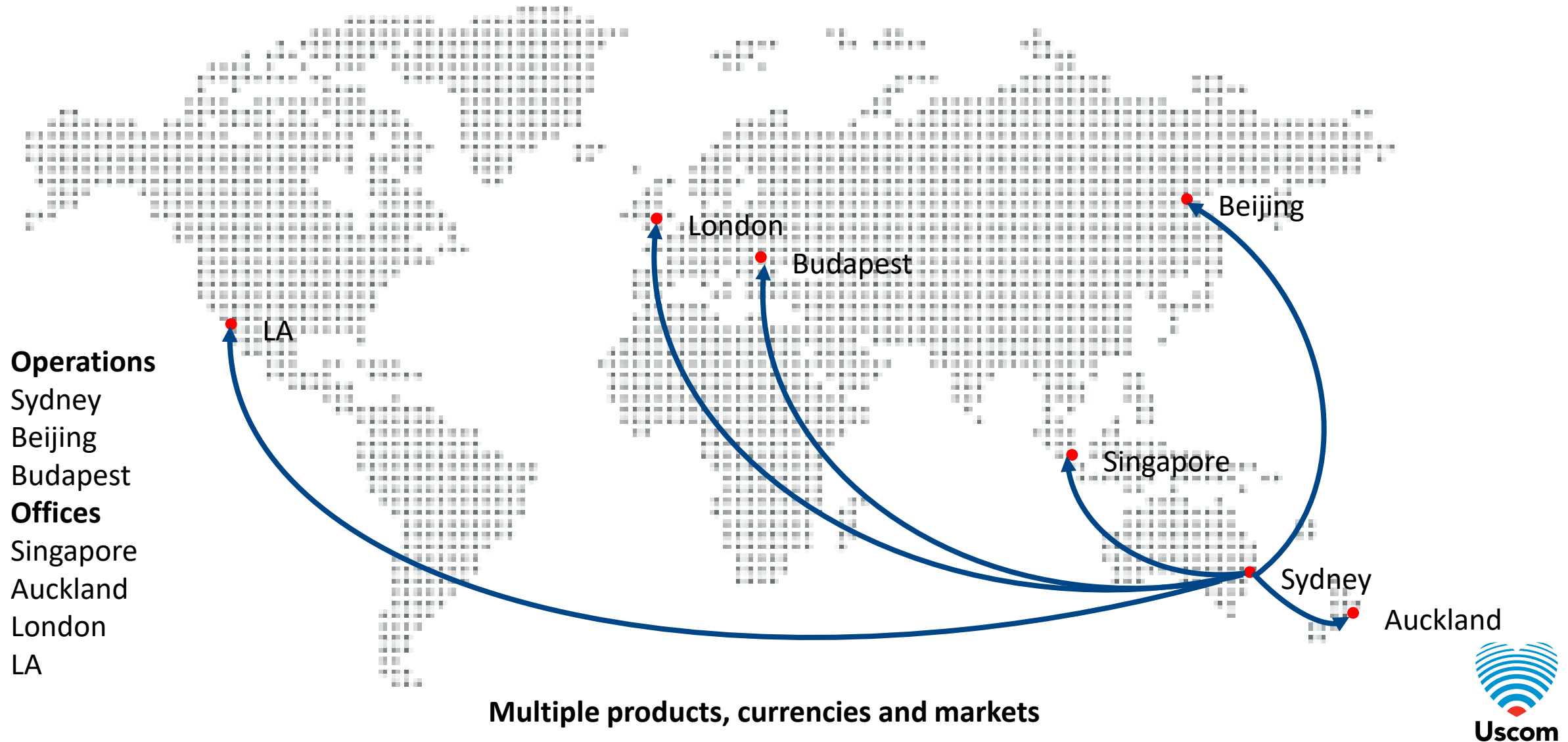
HYPERTENSION, VASCULAR DIS.  
Central and brachial blood pressure and pulse pressure waveforms, information only previously available using invasive cardiac catheterization using suprasystolic oscillometry.

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# GROWING GLOBAL







# PEOPLE



Rob Phillips



Nick Schicht



Teresa Guo



Lucy Lu



Lebron Wei



Denise Pater



Rik Denicke



George Ferenczi



Nancy Wang



Scarlett Zhang



Curt Grosse



Daniel Kenig



Richard Scott



Zsafia Kertesz



Crystal Lin



George Tang



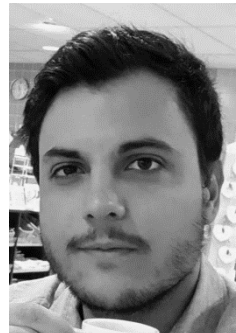
Susanna Sun



Andrea Marosan



Antonio Ferrario



Szabo Gergo



Catherine Gao



Leo Luo



Helen Zhang



Hagay Gilad

37 employees  
4 continents



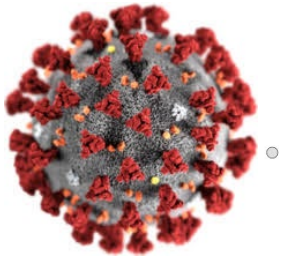


# COVID-19

Viral lung infection ultimately may infect ~30M patients worldwide and kill ~0.5M

This has prompted a transformational response from health systems worldwide with a commitment to massive spending over the next two years

Precision, non-invasive medical devices will be an important part of the re-equipping of public health systems worldwide





# COVID-19 and USCOM 1A

## SEVERE COVID-19 TREATMENT

(in the absence of a vaccine)

1. RESPIRATORY  
SUPPORT – VENTILATORS  
Simple and common

2. CARDIOVASCULAR  
SUPPORT  
– USCOM 1A  
Less common but more  
critical





# COVID-19 and USCOM 1A



COVID-19 patients on ventilators ~90% mortality  
Ventilators not the solution

COVID-19 patients with cardiovascular damage have  
10x mortality – Heart and vessels critical

***“VENTILATORS ARE EVERYWHERE, BUT USCOM IS NOW  
BEING RECOGNISED IN INSTITUTIONS OF EXCELLENCE”***

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# COVID-19 and USCOM 1A

## USCOM 1A China Government Recommendations

**Recommended by Chinese National Health and Medical Commission of the People's Republic of China for Treatment of Severe Coronavirus in Adults and Children**



**The China National Health and Medical Commission of the People's Republic of China**

“Protocol for Diagnosis and Treatment of Severe and Critical Cases Infected with the New Coronavirus Pneumonia (2nd Edition for Trial Implementation) on the 14<sup>th</sup> February, which definitively describes the recommended monitoring technology and states under the treatment section 3.

**“2) Simple and easy to maintain and manage haemodynamic monitoring techniques should be selected. We do not recommend the use of complex invasive haemodynamic monitoring at the bedside. Ultrasound Doppler is a noninvasive and convenient monitoring method, and should be actively adopted if possible.”**

**USCOM 1A is the only globally available Doppler Haemodynamic Monitor and is specialised for management of sepsis**

Chinese National Health and Medical Commission Guidelines (v1-6) – January 26th  
Chinese National Health and Medical Commission Guidelines (Edition 2) – February 14th  
Wuhan and Hubei academies Pediatric Coronavirus Guidelines – February 10th  
SCCM International Sepsis Guidelines for Children – 21<sup>st</sup> February

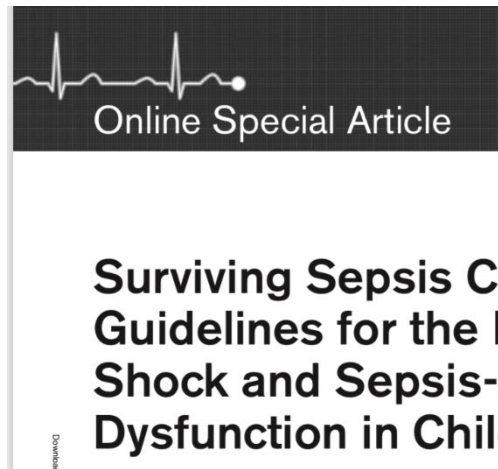
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# SEPSIS IN CHILDREN (COVID-19)



## USCOM 1A SCCM Pediatric Sepsis Guidelines



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Niranjan Kissoon, MB BS, MCCM, FRCPC, FAAP, FACPE (Co-Chair);  
Pierre Tissieres, MD, DSc (Co-Chair)

International Guidelines from US, UK, Europe, Canada, S America, India, Australia

51 Authors, 25% of authors are USCOM users or advocates

Weiss SL, Alhazzani W, Flori HM et al. Surviving Sepsis Campaign International Guidelines for the Management of Septic Shock and Sepsis Associated organ Dysfunction in Children. Society of Critical Care Medicine, the European Society of Intensive Care Medicine, and the World Federation of Pediatric Intensive and Critical Care Societies. Crit Care 2020;21(2):e52-e106, DOI: 10.1097/PCC.0000000000002198

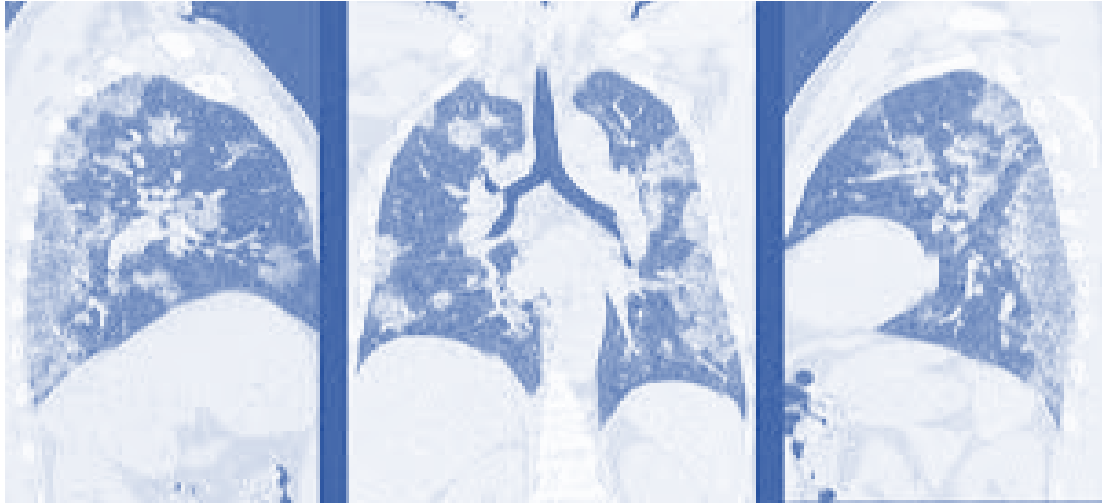
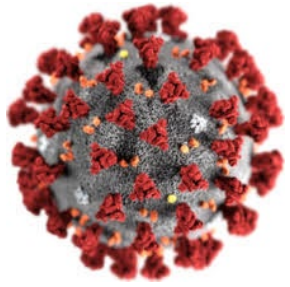
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# COVID-19 THE FUTURE

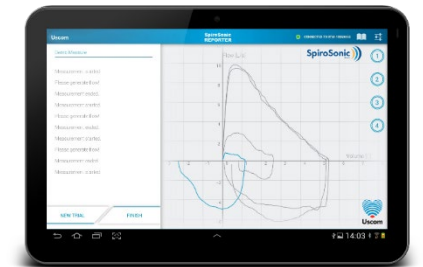
## COVID Pulmonary Fibrosis



~10M COVID-19 infections worldwide

Recovery complicated by pulmonary fibrosis and reduced lung function

The long term effects of COVID-19 on lung function are unknown



Digital ultrasonic spirometry most accurate method of monitoring changes

Clinic, eHealth and home care

Market predicted to double in 12 months  
\$2.6B to \$6.5B (MarketandResearch)

*For every breath you take*



Uscom





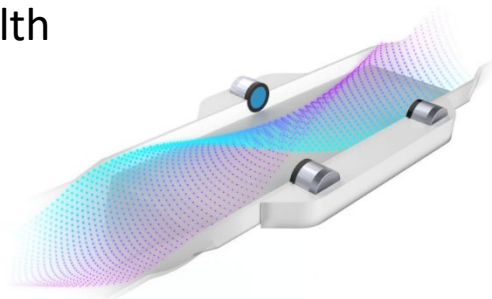
# COVID-19 RECOVERY - NEW PRODUCT



**New Product** - SpiroSonicAIR for the acute and chronic recovery phases of COVID-19 with pulmonary fibrosis, asthma and COPD

## World leading spirometers

1. Digital multi-path ultrasonic technology
2. High sensitivity (2.5%), durable, simple disinfection
3. Wireless connectivity to App and software
4. Induction charging
5. 5000 unit sales ~\$10M revenue
6. Home care and eHealth



*For every breath you take*





# NEW PRODUCT – VENTILATOR TEST



VentiTest is a multi-path ultrasonic ventilator test device with PC based display and analytics designed for pressure and flow testing and calibration of ventilator outputs.

Uscom is increasing manufacture and marketing of VentiTest  
Hospital Departments need 1 VentiTest per 10 ventilators, Estimated 10,000 unit sales = \$25M revenue



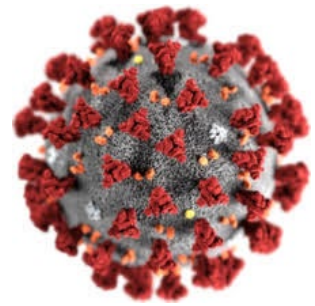
## High Market Interest

Exploding demand for COVID-19 ventilators worldwide  
Around 1M ventilators all require regular calibration

## Unique Technology

Based on multi-path digital ultrasound





# USCOM FOR ALL PHASES OF COVID-19

## “Uscom for the acute, critical and recovery phases of COVID-19”

COVID-19 is a respiratory virus which is often impairs lung and can be complicated by pneumonia, sepsis and pulmonary fibrosis.

**1. Pulmonary consolidation – SpiroSonicAIR**

**2. Sepsis and cardiovascular failure – USCOM 1A monitoring**

**3. COVID recovery (pulmonary fibrosis) – SpiroSonicAIR eHealth**

**4. Ventilator calibration – Uscom VENTITEST calibration**

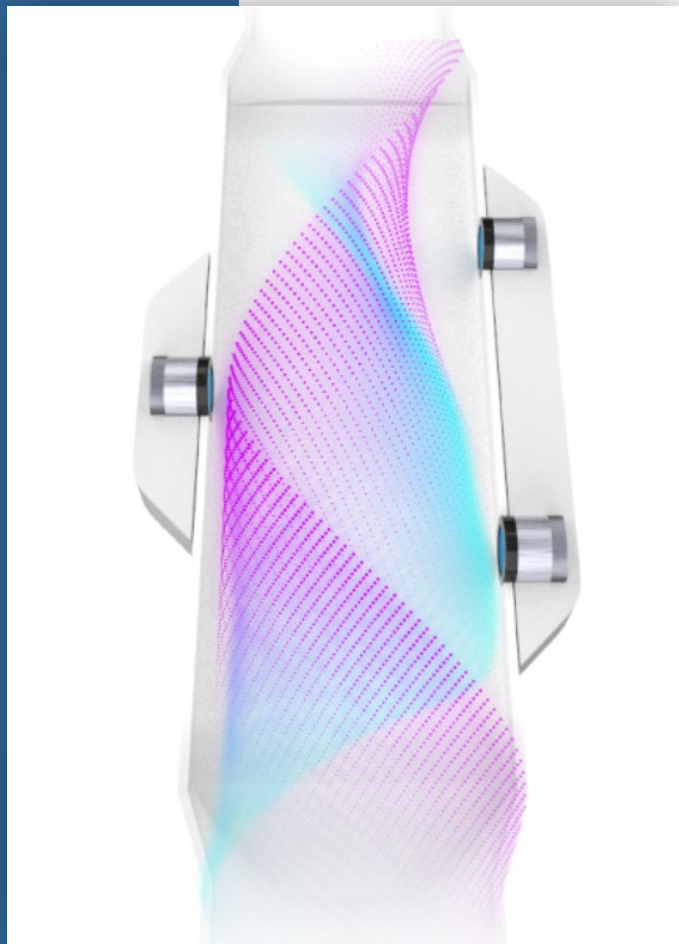
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# INNOVATION

Uscom technology provides the highest quality personal spirometers allowing home lung function testing at research standards.



## Uscom Digital Spirometry Ultrasonic Flow Technology

“FOR MEDICAL TECHNOLOGY COMPANIES  
INNOVATION DETERMINES FUTURE REVENUE

USCOM CONTINUES TO DEVELOP NEW  
DEVICES AND IMPROVES CURRENT  
TECHNOLOGIES”





# A&D PARTNERSHIP FOR BP+

## Hypertension is common and dangerous

40% of all people over 25yrs have hypertension

Hypertension complicated by Heart Attack, Stroke, and kidney failure

Hypertension is responsible for 7.5M US deaths

## Management is widely ineffective

\$130B spent on US hypertension yet only 20% of hyperensives have controlled BP

## This may in part be due to poor BP technologies

BP+ developed to set new standards for hypertension

Uscom have co-developed a new module for precision monitoring of BP with Japanese industrial measurement leaders A&D for use in BP+



The new A&D module is now included in all BP+ devices

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# STRATEGY

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- 1.** Focus on China sales and distribution expansion
- 2.** Grow Europe and US sales activities around COVID-19
- 3.** New products for global markets – BP+, SpiroSonicAIR and VENTITEST
- 4.** Develop eHealth features for COVID-19 recovery monitoring
- 5.** Grow global manufacturing capabilities to meet demand
- 6.** Global digital marketing strategies
- 7.** Develop SE Asia HQ in Singapore
- 8.** Drive global regulatory approvals – new revenue streams for second half 2020

**Global growth strategy is focused on more products and more extensive distribution**





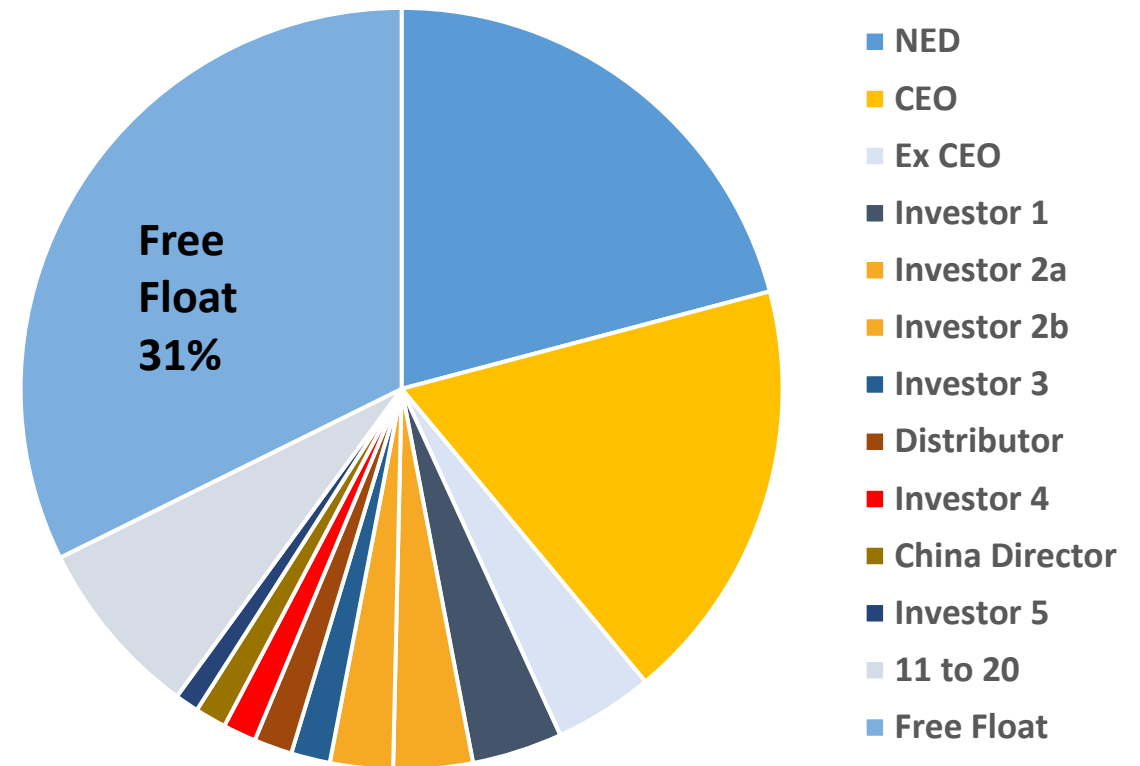


# UCM - TIGHTLY HELD

Quality growth stock  
Invested management  
Undergoing revaluation

~150M FPO UCM shares on issue  
~35±10c (Current price 24c)  
~\$35M Cap Value  
Top 20 own 68%  
CEO and NED own ~20% each  
China Director and Distributor owns ~1.5% each

## Shareholding



UCM is tightly held by experienced investors



# SUMMARY

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**SUMMARY**

- 1. Profitable, cash flow positive, record cash receipts, cash on hand and debt free**
- 2. Continuing strong growth forecasts for Uscom China**
- 3. Europe and US distribution showing sales pipeline growth (COVID-19)**
- 4. COVID-19 recovery monitoring likely to impact device demand in US**
- 5. Sustained organic growth; 6yr - 358% total**
- 6. Incremental growth trend - Two corporate acquisitions**
- 7. Multiple products, Multiple jurisdictions, Multiple currencies**

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# CONCLUSION

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***“Uscom has an established growth history, with rapidly transforming fundamentals and a clear strategy focused on more products and more distribution***

***Uscom is part of the emergency global response to the Coronavirus pandemic, and is now developing strategies to manage COVID-19 recovery patients***

***Uscom has innovative technologies that deliver global health solutions and save lives in an unpredictable world”***

Prof Rob Phillips CEO

***Uscom – The Measure of Life***





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**May 1<sup>ST</sup> 2020**







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Corporate Social Responsibility



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Uscom - improving the quality of life for us all