



Uscom

FY22 AGM Presentation and Update

- World leading biotech
- FY22 Results
- Products, regulatory and IP
- FY22 Achievements
- FY23 Growth strategies

Prof. Rob Phillips

Chairman and CEO, Uscom Limited

ASX: UCM

Nov 10, 2022



Uscom Vision

“A great company, with great vision, technology and culture, and a great global opportunity”



Our Team around the world

Uscom has a mission to demonstrate leadership in science and create non-invasive devices to improve clinical care and patient outcomes.

“Uscom has invested in the future at a time when the future is uncertain. Our confidence in our technologies, strategy and people is reflected in the outcomes of FY22 and the prospects for FY23; Uscom has never been in a better position.”



Prof. Rob Phillips
CEO of Uscom



Rik Denicke
Director of Operations
at Uscom Inc



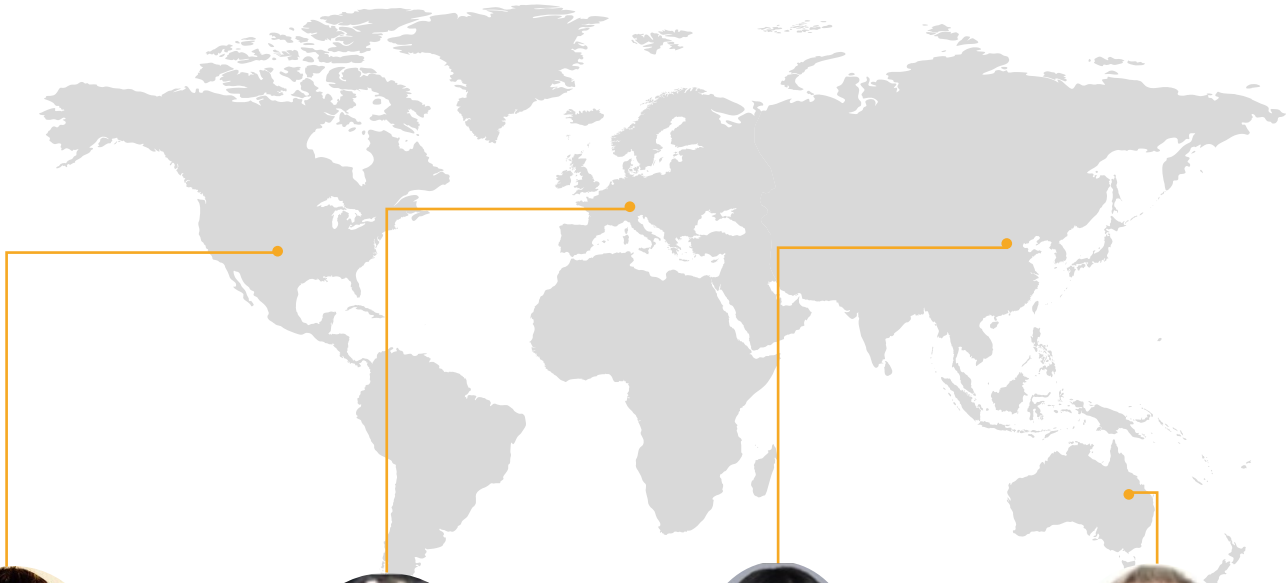
Zsófia Kertész
Finance and marketing
manager at Uscom Kft



Teresa Guo
Director of International
Operations , General
Manager at Uscom China



Nick Schicht
General Manager at
Uscom Ltd



Ideas



People



Capital



Success



Uscom Overview

ASX Listed

Global cardiovascular and pulmonary med tech
Visionary and innovative corporate culture



Global Vision

Singapore HQ, China manufacture, Sydney, Budapest, UK, US.
Hedged for currency and geopolitics
Scale and incremental growth strategies/partnerships



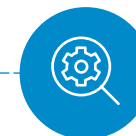
Receipts and Cash

\$3.48m total receipts
\$4.7m cash
Debt free



Apex Tech and IP

World leading digital med tech,
>600 publications, >200 IP submissions, Strong R&D/product pipeline



Growth and Margins

Historical trend growth 24% CAGR.
Huge global addressable markets – 75% of all mortality
Margins 75%+



New Products

New global regulatory and distribution
New products and approvals for 2023
Product pipeline forming
Foxconn partnership






Uscom Snapshot

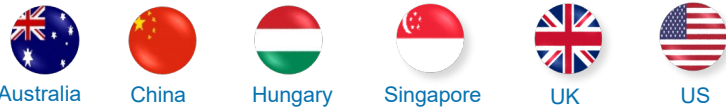
Uscom has an international footprint and is prepared for global growth in synch with global recovery



 **7** Global centres
Expanding distribution hubs

AUD\$3.5m annual receipts (FY22)

3 Manufacturing sites across 7 countries



1,500+ USCOM 1A units installed globally



10+ New products for market FY23



> 20_{ys} Established business since 1999



> 600 International peer reviewed publications



200+ IP submissions protecting Uscom devices and technology



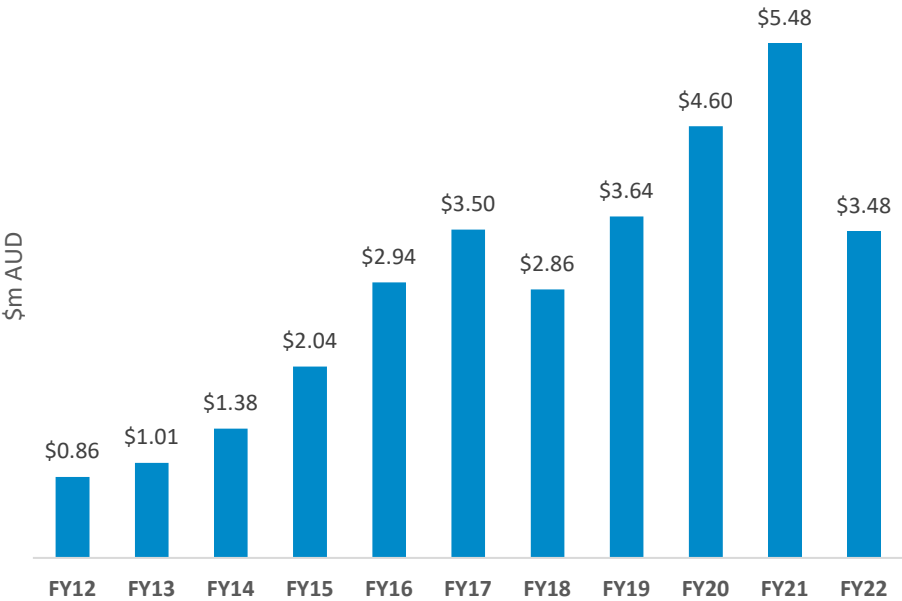
Uscom - The Measure of Life



FY22 Results

Sustained growth strategy with investment in the future

UCM Total Receipts



Total Receipts impaired 35% by pandemic, Russian war, recession fears, local manufacture in China, trade wars and geopolitical tensions – Growth trend remains with expected rebound in FY23



\$4.7 million
Cash on Hand



\$3.26 million
Total Revenue



\$3.48 million
Total annual receipts

Building the future

Results

- Challenging global markets
- Total receipts impaired 35% by drop in China sales
- \$4.7M cash in hand and debt free
- SE Asia, Euro, US sales substantially unchanged
- USCOM 1A - lead product

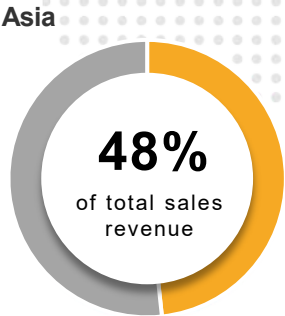
Response

- Foxconn China local manufacture and R&D partnership
- SE Asia boosted – Singapore HQ with BD and Sales appointment
- Expansion of distribution in China, SE Asia, Europe and US
- Specialised distributors for new products and pending BP+ and SpiroSonic approvals



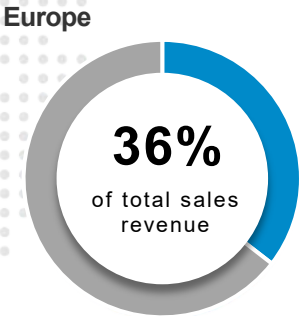
Financial Results by Region

Uscom Total Sales by Region – FY 2022



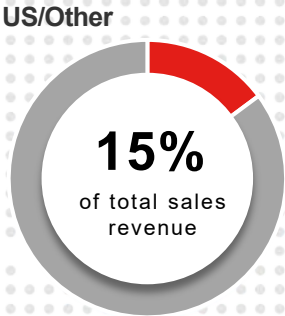
Asia - \$1.18 million

Sales reduced 55% due to COVID Zero and domestic manufacturing regulations, China remains Uscom's largest market and with the Foxconn solution nearly complete and new major distributors being appointed revenue is expected to rebound strongly.



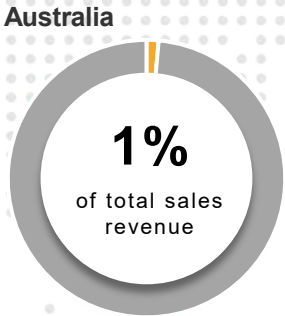
Europe - \$0.87 million

Sales were substantially unchanged despite the Russian war and COVID tail. Expansion of distributors continues and will ensure on going regional growth.



US/Other - \$0.36 million

Sales were significantly increased and are expected to grow further as our expanded distribution model continues to impact the market.



Australia - \$0.03 million

The Australian market is small and sales remain modest.

Global platform for growth
Hedged for currency and shifting geopolitics
Global reporting, tax, transfer pricing and auditing



Products and Markets

High value technologies - large markets - strong predicted growth
3 high value product divisions – cardiac, hypertension/vascular and pulmonary



\$21.6B USD
5yr CAGR 4.8%



USCOM 1A

The Global Cardiac Monitoring & Cardiac Rhythm Management Market is estimated to increase from \$21.6B USD in 2020 to \$27.31B USD by 2025, at a CAGR of 4.8%.

Heart failure, Sepsis, Fluid management, COVID

\$1.4B USD
8yr CAGR 11.2%



BP+

The global BP monitoring devices market is \$1.4B USD and is expected to reach \$5.1B USD by 2030 at a CAGR of 11.2%.

Hypertension, Vascular health

\$1.3B USD
5yr CAGR 8.16%



SpiroSonic AIR

The global spirometer market is expected to grow from \$1.269B USD in 2019 to \$2.198B USD in 2026 at a CAGR of 8.16%.

Asthma, COPD, OLD, COVID

Uscom – Devices the Experts Use

SpiroSonic AIR

Next generation spirometry

“Hospital in Home” – Asthma, COVID, COPD and Occupational Lung disease

Applications - Research/CRO, hospital, clinic, and eHealth home management

The SpiroSonic AIR Cycle – Digital data, information, diagnosis and reports generating a cascade of revenue



eHealth Revenue Cascade

- Device sale
- APP Sale
- Software sale
- Cloud storage - Big data
- AI analysis
- Clinician diagnosis
- Prescription
- Report
- System subscription



Digital Home Care Asthma Solution

Home care solution, digital ultrasonic AIR spirometer, BT4 digital connectivity, AIR App and software, Connected to cloud or SpiroReporter.

Revolutionising management of asthma, COPD and COVID



VENTITEST

The SpiroSonic VentiTest is a patent protected digital multi path ultrasonic ventilator testing and calibration solution which incorporates:



Low resistance

bi-directional digital multi-path **acoustic flow** monitor



High resolution

Pressure module to control piezoresistive monolithic silicon **pressure sensors**



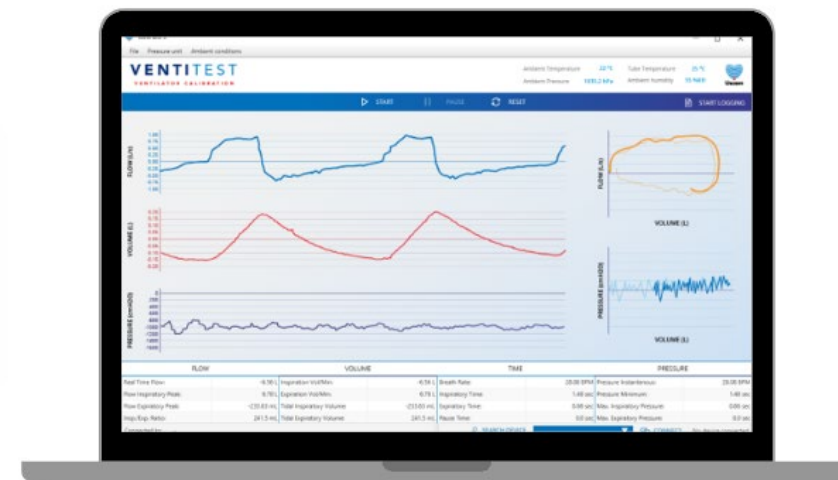
“Weather station”

module for calibration of ambient **temperature, pressure and humidity** changes



Test lung simulator

Provides variable elasticity and compliance and variable leak function to **simulate the patient circulation**



Protecting against Ventilator Induced Lung Injury – “VILI”
Ventilator market \$4.2B USD, with 14.7% pa growth
1 VentiTest per 10 ventilators

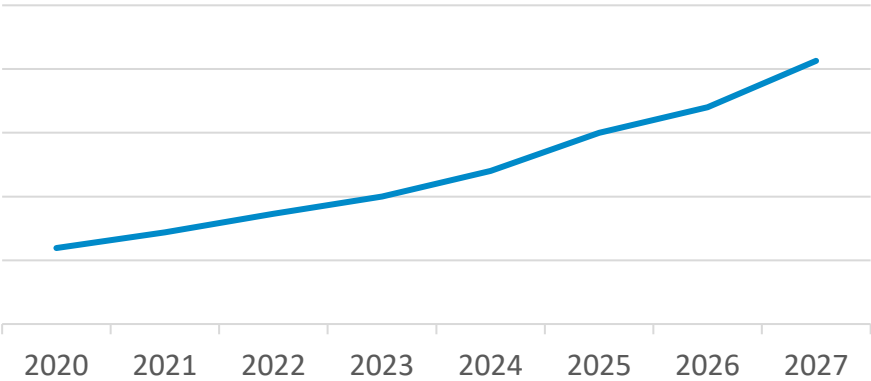


eHealth Growth

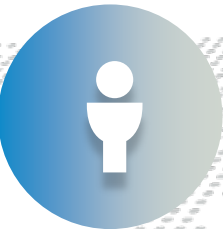


- eHealth is a health delivery revolution
- Uscom is committed to eHealth
- BlueSky eHealth expected to underwrite Uscom growth foreseeably
- First revenue for 1st half FY23

Global Medtech Revenues in 2019 ~\$500B USD
Global Medtech Growth in 2019 5.5%
Global Medtech R&D in 2019 ~\$31B USD
https://www.statista.com/topics/1702/medical-technology-industry/#dossierContents__outerWrapper

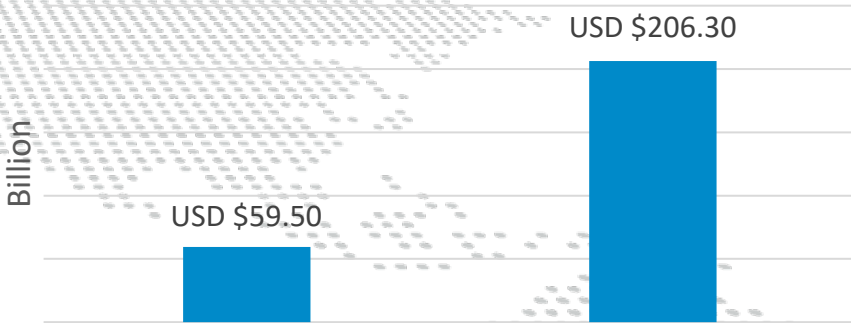


eHealth market expected to grow from USD \$59.60 billion in 2020 to USD \$206.30 billion in 2027.



19.4%

eHealth Market forecast to grow at CAGR of 19.4% for the next 7 years



Note: Researchandmarkets



International Brands

5 great International Brands across 3 product divisions

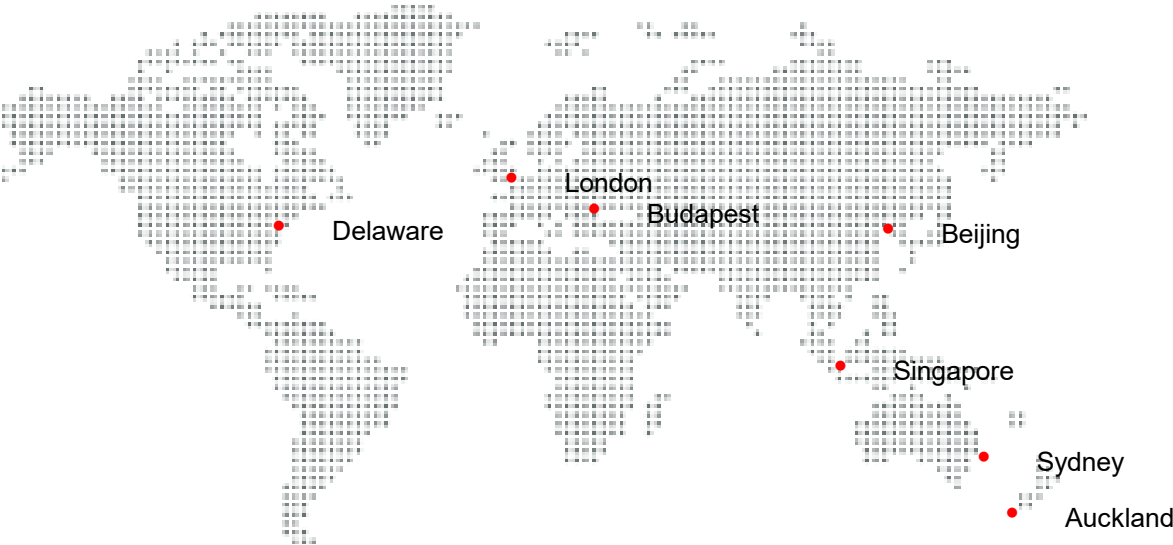


Uscom - The Measure of Life



Global Approvals

New Approvals for FY23



USCOM 1A



Regulatory Approvals

China	SE Asia	Euro	US	Russia	ROW
				New	
New	New				
2023	New		2023		

2022

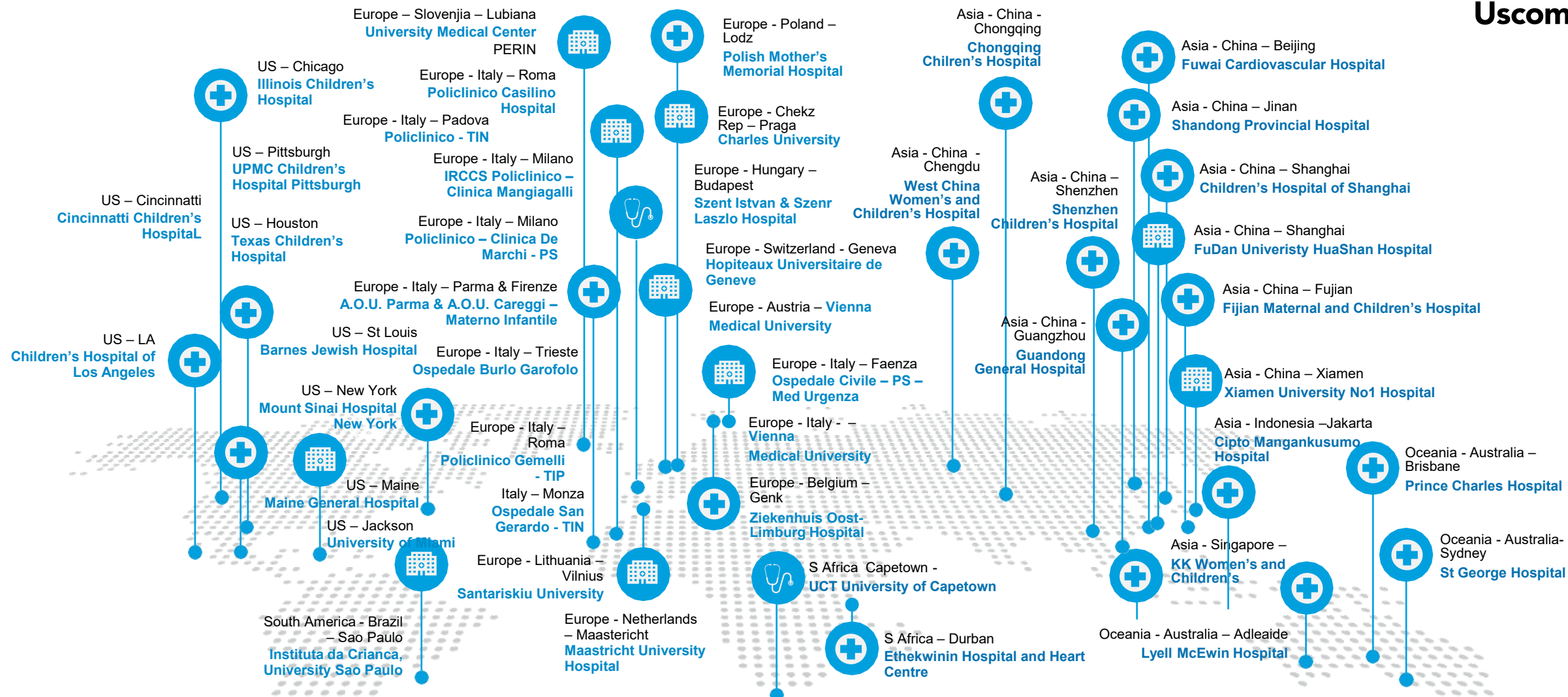
2023+



Regulatory approvals – expensive and unpredictable
Increasingly valuable – key to revenue



Uscom Devices in World's Best Hospitals



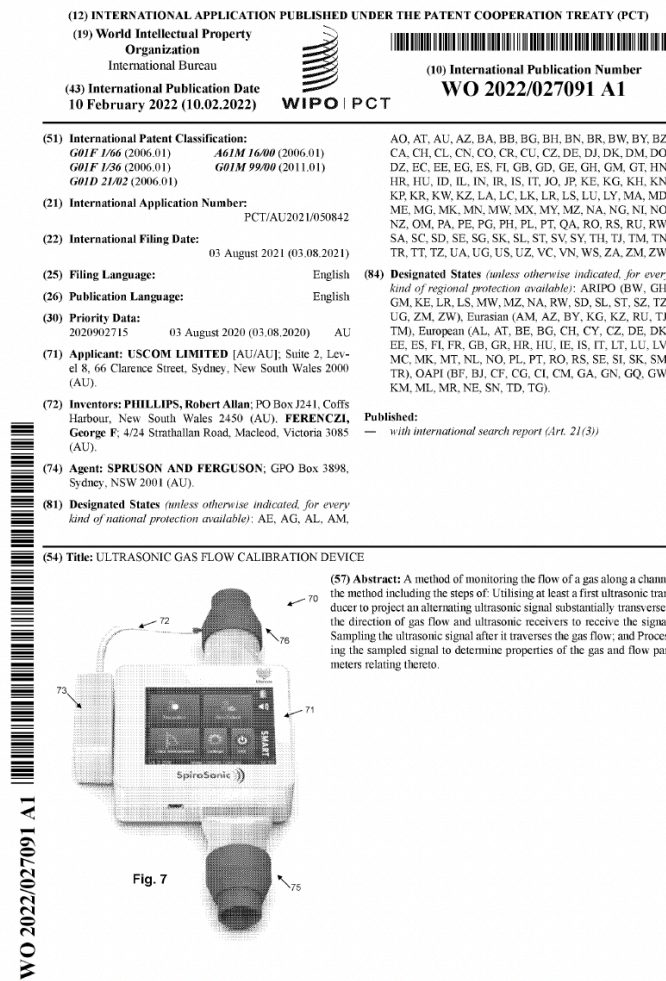
Uscom – Devices the Experts Use

IP Value

Global Assets

Next Generation Products

Registered IP	Uscom Ltd	Uscom China	Uscom Kft	Total
USCOM 1A	133	41	-	184
BP+	23	-	-	23
SpiroSonic	1	-	1	2
VentiTest	-	-	1	1
Total	157	41	2	200



New Ideas – New Products – New value



FY22 Achievements



Australia



China



Hungary



Singapore



UK



US



Singapore



SE Asia Hub

Singapore regional HQ established
Operational bridge between Australia and China
Serving fastest growing economic region in the world
Emerging financial centre of Asia



Australia

Small Parcels Consolidation

Shareholdings of <\$500 AUD value
Total holdings acquired
296,199 shares acquired
129 shareholders exited the register
Remaining ~860 shareholders
Significantly tightening the register

November



New IP and products

3 new global patent applications lodged
Ventitest (comprehensive,) Thermometric BP monitoring,
Spirosonometry
Foundation for new products for development in Beijing
and global marketing



Australia



Capital Raising – In House

\$4.36m raised to support capital growth and operational
expansion
Subscription by Board, management and key shareholders
~5years of cash on hand to fund growth initiatives (Q3 4C)



Australia



FY22 Achievements



US Regulatory



US

FDA Application for SpiroSonic devices
US Food and Drug Administration (FDA).
Multiple devices and Apps including the SpiroSonic AIR
>2,000 pages of product information
Clearance essential for sale into US
Review proceeding



Hungary

European Operations Expanding

New Sales and Marketing appointment
Budapest operations restructured
New French and Spanish distribution



eHealth Products

Multiple products – hedges against competition
Partnership with NY Based Koneksahealth digital
biomarker health monitoring for pharma
Specialised connectivity and software



US



Sovereign Medical

Sovereign's Medical's mission to provide "best in class,
one of a kind technology."
East Coast US NY to Florida
3 year term, 40 devices, 12 sales specialists
critical care, respiratory care, emergency medicine, sleep
medicine, maternal health, and infusion therapy fields, all
aspects of care Uscom devices address
Underwrites profitability of US operations



US



FY22 Achievements



China

FOXCONN

Manufacturing and R&D Partnership

- World's largest precision electronics manufacturer
- Manufacturing, distribution and capital mandate
- Instant scale, reliable supply chain for Uscom
- Regulatory and distribution connections
- Manufacturing and R&D premises in Beijing
- USCOM 1A and 3 other devices for registration and manufacture

June

Singapore Expansion

- Appointment of SE Asian BD and head of sales
- Emerging commercial centre of Asia
- Geopolitical neutrality and investment stability



Singapore

April



Uscom



Foxconn Partnership

Worlds largest precision electronics manufacturer



Uscom's new Beijing manufacturing facility with the first trial devices for assembly

FOXCONN



>40% of all global precision electronics

- World's largest precision electronic manufacturer
- Operations in >20 countries, and 12 manufacturing centres in China
- Largest single employer in China with >1.3m employees worldwide



Manufacturing, distribution and investment mandates

- New focus on sophisticated medical technology
- Uscom has >40 IP cases in China and >200 worldwide
- Cost-effective manufacture and reliable supply chain



Global revenue ~\$300B AUD

- Instant manufacturing scale for Uscom.
- High medical technology partner for Foxconn.
- Uscom manufacturing and R&D centre
- Expansion of Foxconn Technology Industry Zone in Beijing



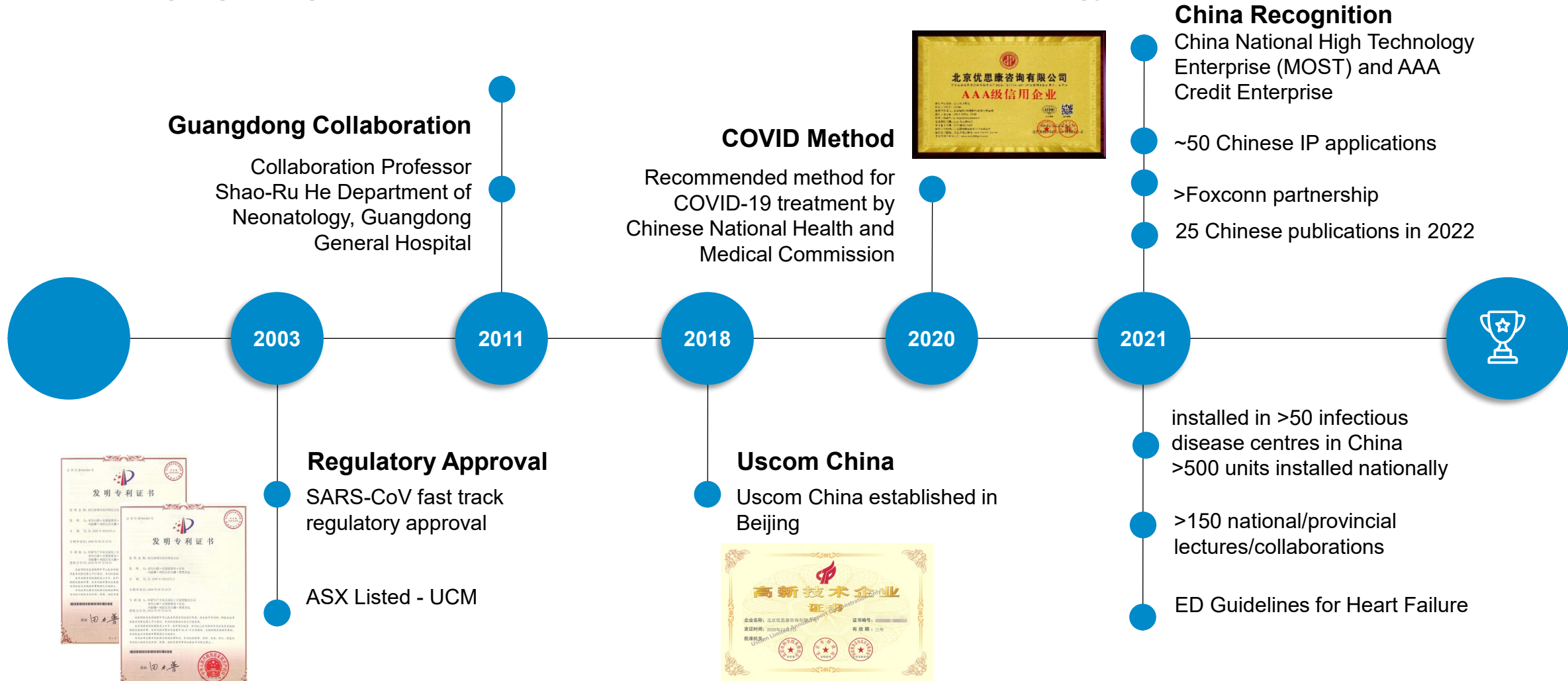
Partners

- Uscom, Apple, Huawei, Xiaomi, Amazon, Sony, Toshiba, Microsoft, Intel, Google, etc.



China Connection

“China is large, growing and with a special focus on advanced medical technology”





Two Step Revenue Strategy



Cardiac

Products: USCOM 1A

New Products:

- USCOM Maternal
- USCOM v1
- USCOM v2
- USCOM v3
- USCOM v4
- ...

Software/Consumables:

- CardioCare
- Consumable 1
- Consumable 2
- Consumable 3
- Consumable 4
- ...

USCOM 1A

BP and Vascular

Products: BP+ & BP+ Reporter

New Products:

- BP+
- BP+ v2
- BP+ v3
- ...

Software/Consumables:

- BP+ Reporter
- Disposable - 10
- BP+ 2
- ...

BP+

Pulmonary

Products: SpiroSonic FLO,
SMART, MOBILE,
SpiroReporter

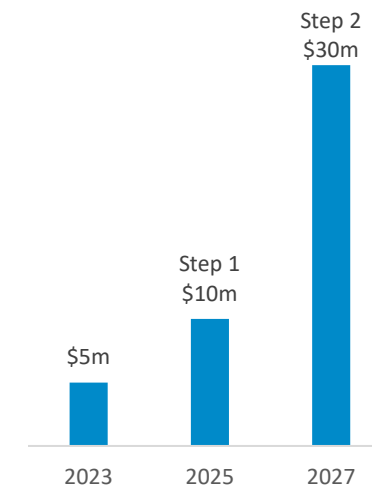
New Products:

- SpiroSonic AIR
- SpiroSonic PRO
- SpiroSonic v2
- ...

Software/Consumables:

- SpiroReporter v2
- SpiroFilter
- Disinfectant
- SpiroSonic APP – SA1 and SA2
- VentiTest - S
- ...

SpiroSonic



Two Steps Strategy

Current revenue * (~\$5M)

USCOM 1A global

SpiroSonic Europe

Step 1 revenue (~\$10M)

USCOM 1A Global

SpiroSonic Global

BP+ Worldwide

Step 2 revenue (\$?30M)

Step 1 + 10 new products,
consumables and global
markets

* Current revenue



FY23 Regional Growth Strategy



Australia



Singapore



China



Hungary



UK



US

Uscom SE Asia

Singapore new operational focus linking SE Asia, China and Australia
Regional HQ for distribution and regulatory for USCOM 1A, SpiroSonic and BP+.
Expand regional distribution and sales

Uscom China

Develop domestic manufacture with Foxconn
Establish operations of scale
Prepare BP+ and SpiroSonic marketing and distribution.
Develop new products for manufacture

Uscom Europe

Increase R&D and manufacturing capacity
Increasing distribution and sales for USCOM 1A, BP+ and SpiroSonic
New operations and partners

Uscom US

Activate new distribution model to meet post pandemic demand
Prepare for SpiroSonic and BP+ FDA
Develop eHealth strategic partnerships

FY23

Uscom – Global Growth

Uscom Value

Advanced Global Medtech Company

Great company, with great vision,
technology, culture and global opportunity
Expanding international sales
Established global operations.



Flagship Technologies

Flagship technologies in
prestige cardiovascular
and pulmonary sector.



10 year CAGR growth trend

Total Receipts \$3.48m AUD))
Debt free with cash on hand \$4.7m AUD
Growth drivers poised.



Impending value drivers

Foxconn partnership, 10 new products, US
distribution, China and US regulatory approvals,
European distribution, SE Asia distribution, China
"MIC 25" compliant.



Acquisition and Integration

Acquisition and integration of two
international med tech companies
Incremental growth.



Deep IP and academic recognition

200+ IP submissions
Multiple Uscom devices and technology,
>600 Peer reviewed papers.



Uscom - The Measure of Life



Summary

“A great company, with great vision, technology and culture, and a great global opportunity”

FY22

Continued growth and investment despite challenging business conditions
More products, more distribution, cash on hand, and debt free, global growth strategy

FY23

New products, advanced regulatory approvals, expanded global operations and distribution, registered new IP, and established a new transformational manufacturing and R&D partnership that will underwrite future growth.
Cash on hand and prepared to leverage off global rebound in FY23,
Prepared for international partnerships of scale and value



Uscom has never been in a better position.....

One of the world's great birds
The Gouldian Finch (*Erythrura Gouldiae*)
Benefiting from AWC care
The wild populations in NW Australia
used to number in the millions
Now only ~2,500 mature individuals in total
AWC are challenging extinction for the
benefit of us all
Uscom supports the AWC
www.australianwildlife.org





Uscom

| Thank You



ASX: UCM

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