



# USCOM

## NWR Investor Conference

3<sup>rd</sup> August 2021

Prof. Rob Phillips

ASX: UCM

Company Update

WELCOME



“Motivated by Vision  
Driven by Fundamentals”





USCOM

## Culture

***“Motivated by Vision, Driven by Fundamentals”***

## Mission

*Innovative medical science as a foundation for world leading cardiovascular and pulmonary technologies to save lives, and grow Uscom into a world leading medical technology company.*

***“Science, growth and profit”***

## Strategy

***“More Products, More Distribution, More Sales, and More Revenue”***



## INFLECTION POINT

*“Motivated by Vision, Driven by Fundamentals”*



### FY2021

- Intermittently Profitable
- Intermittently Cash +ve
- China Profitable
- Europe Profitable
- Cash on Hand
- Global Web of Subsidiaries



### FY2022

- Multiple New Approvals
- New Products and IP
- New distribution
- Expanded regions
- Post-COVID Applications
- Global Recovery



USCOM

## ASX Listed

Global cardiovascular and pulmonary medical technology



## Profit and Cash Flow

Intermittent Profit & Cash Flow +ve,  
Cash in bank and debt free



## High Growth and Margins

9 year: total receipts up 535%  
and 24% CAGR



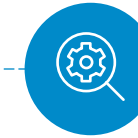
## Global Vision and Ambitions

**Operations:** Sydney, Singapore,  
Beijing, Budapest  
**Offices:** Auckland, London, LA



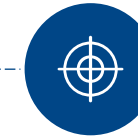
## Patented Apex Technologies

World leading digital medical  
technologies, >200 IP submissions



## New Products

Expanded global operations for 6  
new products in 4 major  
jurisdictions



*"Prepared for the future"*



## Uscom Devices

### USCOM 1A (Heart)

- Advanced haemodynamics
- 2 new models for NMPA – Basic and O2
- Heart failure, Hypertension



### BP+ (Vessels)

- BP+ and BP+ Reporter
- Partner service model – cloud
- Hypertension, Vascular Health



### SpiroSonic (Lungs)

- SpiroSonic AIR and SpiroReporter
- Patented digital ultrasonic spirometry
- Optimal telehealth application
- Asthma, COPD, OLD and COVID



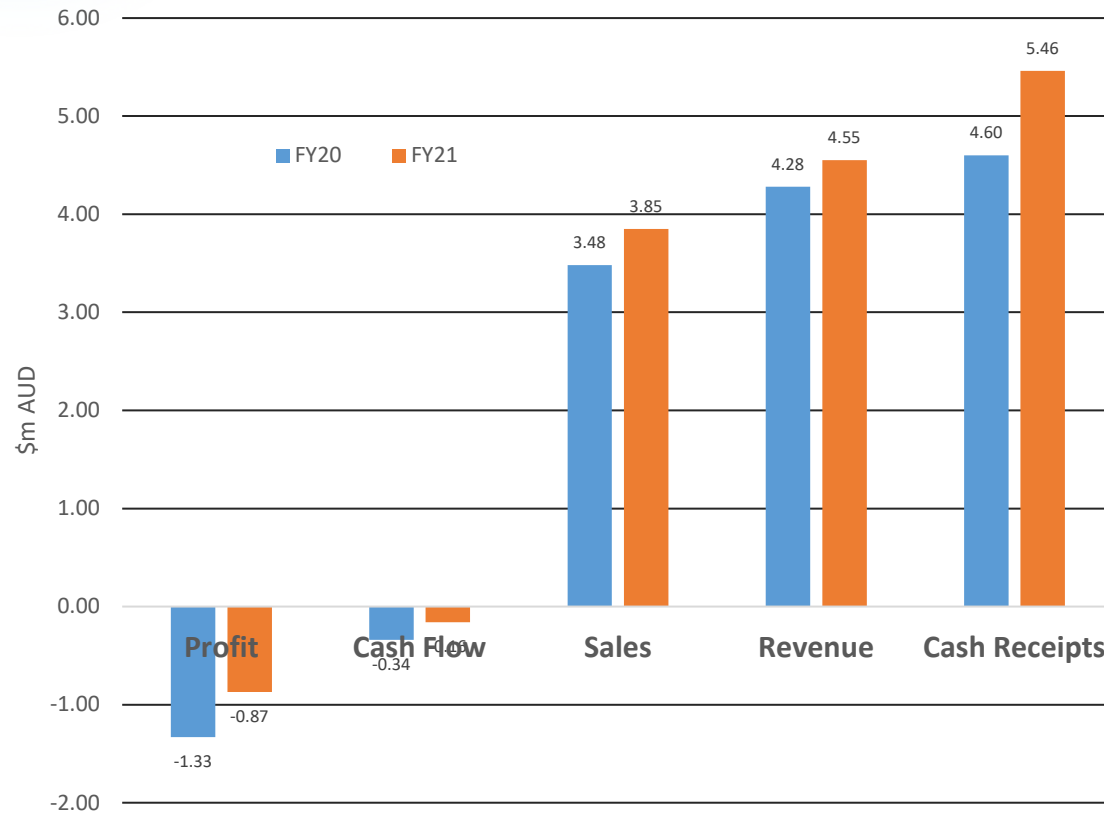
***“Devices addressing diseases responsible for 75% of global mortality”***





## USCOM RESULTS FY21

### UCM Results FY21



- Cash receipt \$5.46m up 19% from \$4.60m
- Revenue \$4.55m up 6% from \$4.28m
- Sales revenue \$3.85m up 11% from \$3.48m
- Total expenses \$4.95m down 4% from \$5.16m
- Loss reduced to \$0.87m, down 54% from \$1.34m
- Net cash flow -\$0.16m improved 43% from -\$0.28m
- Cash on hand \$1.71m down from 1.92m
- Debt free

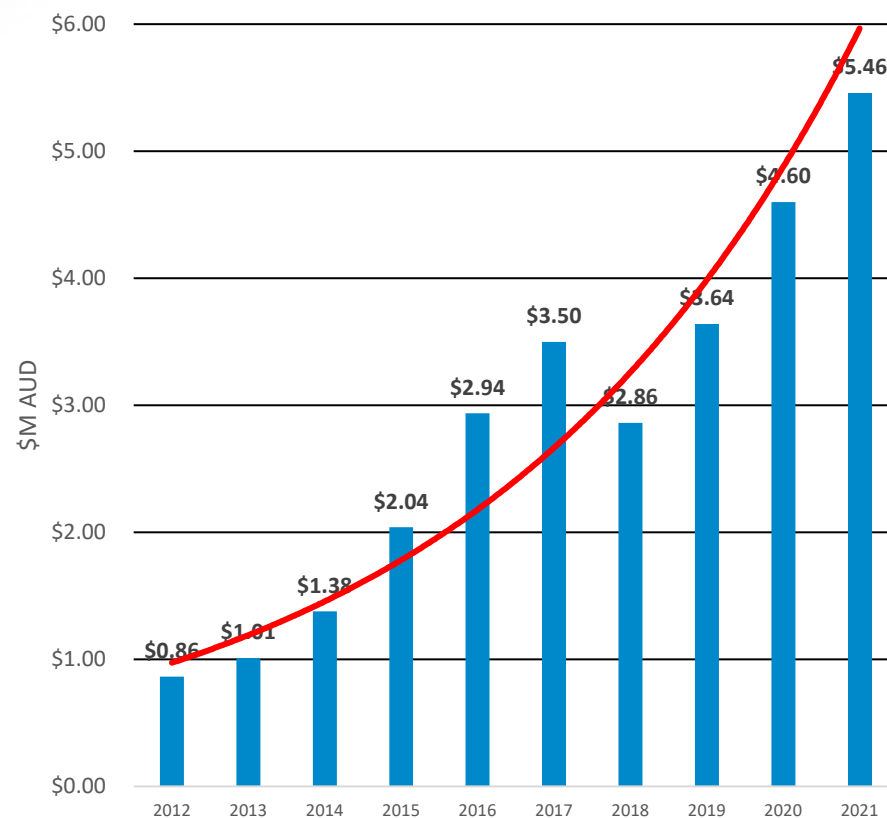
**Continued Growth in a Difficult Year**





## USCOM RESULTS FY21

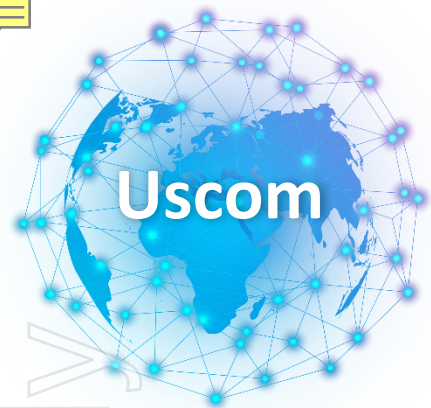
### UCM Total Cash Receipts



- Total cash receipts \$5.46M, up 19% from \$4.60M
- 9 year total cash receipts trend growth
  - 24% pa compound annual growth
  - 535% total increase
- Uscom China profitable
- Uscom Europe profitable

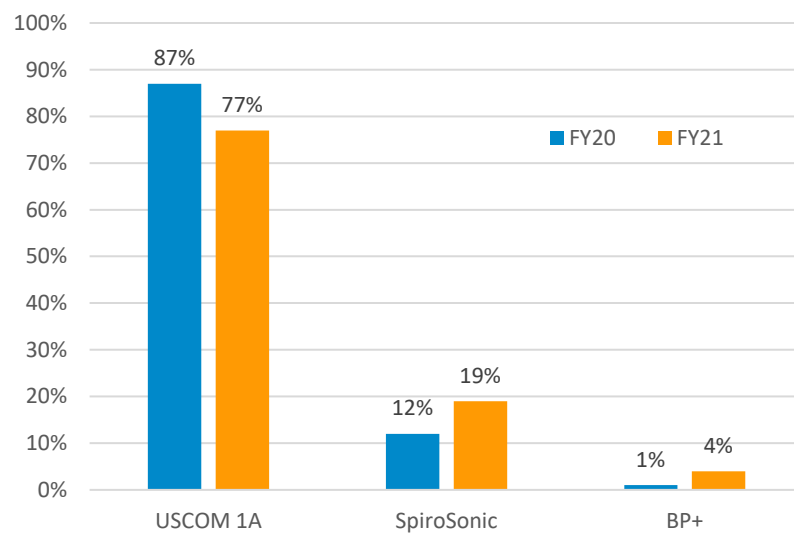
**Sustained Trend Growth**





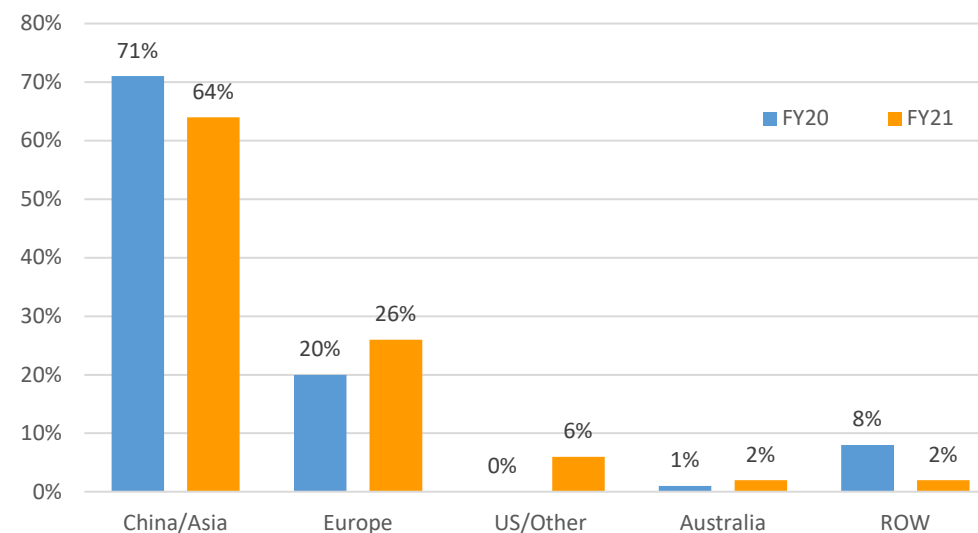
## USCOM RESULTS FY21

### Product Sales



**More SpiroSonic and BP+ sales**

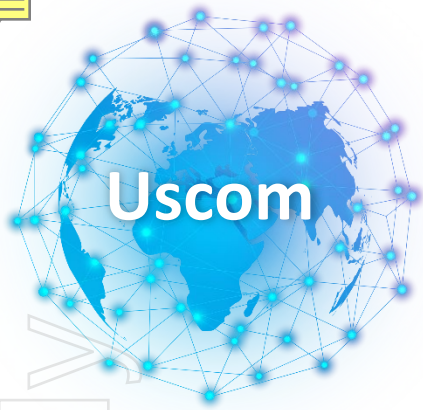
### Regional Sales



**More European and US sales**







USCOM 1A - ★ ★ ★ ★ ★

- 1500th USCOM 1A Manufactured
- >400 peer reviewed papers
- Life saving, standard of care
- COVID, Sepsis, heart failure, fluid, hypertension, preeclampsia
- Neonates, children and adults
- Installed major hospitals worldwide

1,500+

USCOM 1A units  
installed globally



***“Devices which change medicine are rare; USCOM 1A is one of those!”***



# COVID, Post-COVID and Uscom

## COVID – USCOM 1A

- COVID - Lung virus which attacks cardiovascular system
- COVID patients mostly die from cardiovascular failure
- USCOM 1A best device for rapid CV monitoring and choice of therapy
- USCOM 1 - China National Health and Med Commission for severe COVID treatment
- >50 new China infectious disease centres commissioned with USCOM 1A



## Post-COVID Syndrome – SpiroSonic AIR

- ~2B people infected by COVID
- Many develop pulmonary fibrosis during or after COVID
- Need on going home lung monitoring for diagnosis/treatment
- Spirometry market to increase ~160% over 6 years - \$2.6B to \$6.5B.
- SpiroSonic AIR -most advanced digital ultrasonic spirometry



***“Uscom is part of the global COVID recovery story worldwide”***





# SpiroSonic AIR and eHEALTH



**The SpiroSonic AIR Cycle –a wireless connection of data, information, diagnosis and reports.**

New digital eHealth model connecting patients to the AIR to the MyAIR app, to the clinician  
Ideal for home management of asthma, COPD, and COVID and Post-COVID syndrome.







## CHANGING THE COVID SCIENCE

Rob Phillips

PhD, MPhil, FASE, DMU(Cardiol)



Uscom

# POST-COVID SYNDROME: AFTER THE PANDEMIC, THE PULMONARY CONSEQUENCES

<https://www.health.europa.eu/post-covid-syndrome-after-the-pandemic-the-pulmonary-consequences/109373/>





ersonal use only

# VENTITEST

VENTILATOR CALIBRATION

## VENTITEST



## VENTITEST-S Software



For testing, archiving, analysis, display and reporting of ventilator performance





ersonal use only

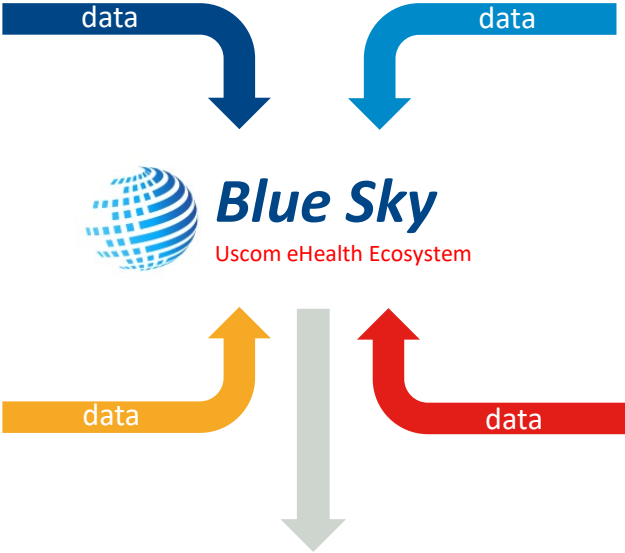
# USCOM PRODUCTS



USCOM 1A software  
Uscom Advanced Haemodynamic APP



BP+ Reporter



AI, Meta Data,  
Licensing, Cloud services, Pay  
per use, Rental, Subscription,  
Partnerships, Data  
licensing/sale/research, Third  
party rentals for access to the  
"Ecosystem"



SpiroReporter  
MyAIR APP



VENTITEST-S







# EXPANDING WEB OF DISTRIBUTION

ers onl



**35 People**

**4 Markets**

China (1.4b)

SE Asia (1b)

Europe (0.75b)

US (0.33b)

**Headquarters**

Australia (0.025b)

**Massive Markets, Massive Opportunity**



## CHINA RECOGNITION



Uscom China Listed as **China National High Technology Enterprise** by PRC Ministry of Science and Technology



Uscom China ranked **AAA Credit Enterprise** by China Credit Enterprise Publicity Network

***“Building a Global Business”***



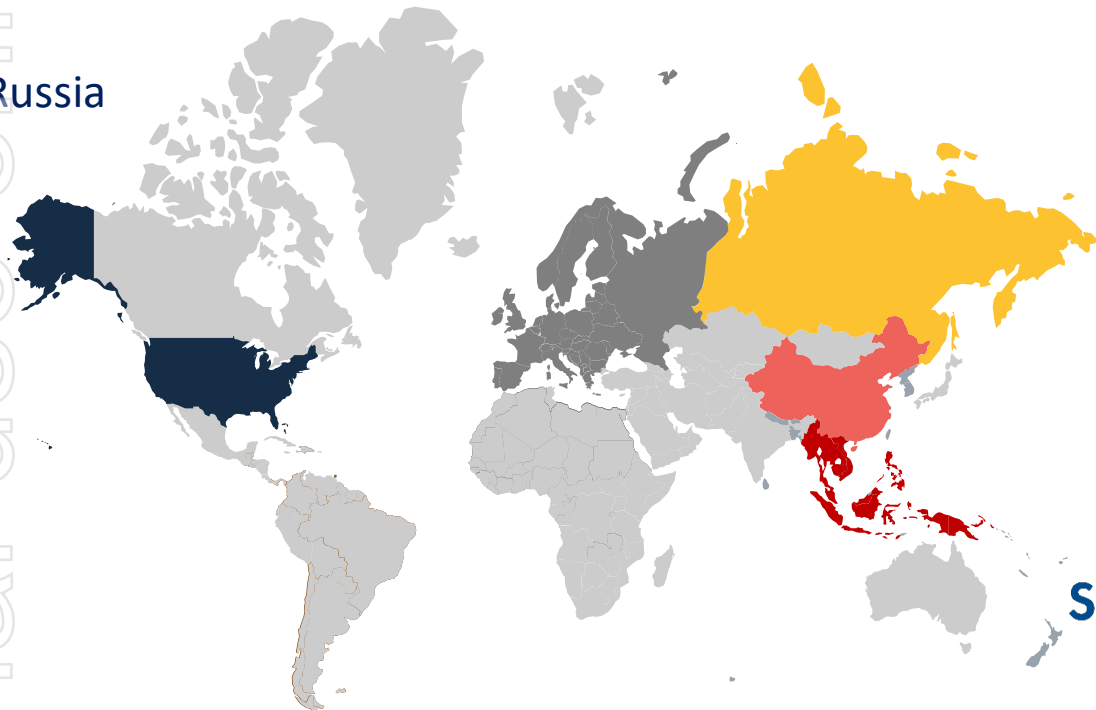
- China
- SE Asia
- Europe
- US
- Russia

# GLOBAL REGULATORY

TICKING THE BOXES

Regions

Approvals



USCOM  
1A



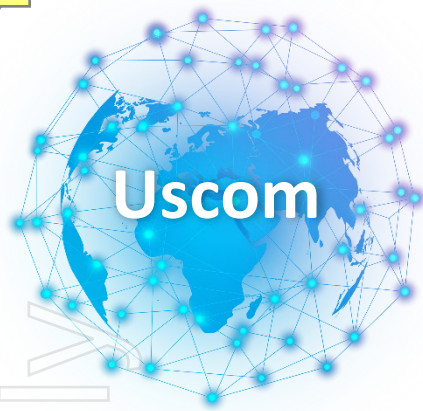
China	SE Asia	Euro	US	Russia	ROW
				✓	
✓	✓	✓			
✓	✓		✓		

- 2021
- 2022
- Pending

✓ New Approvals

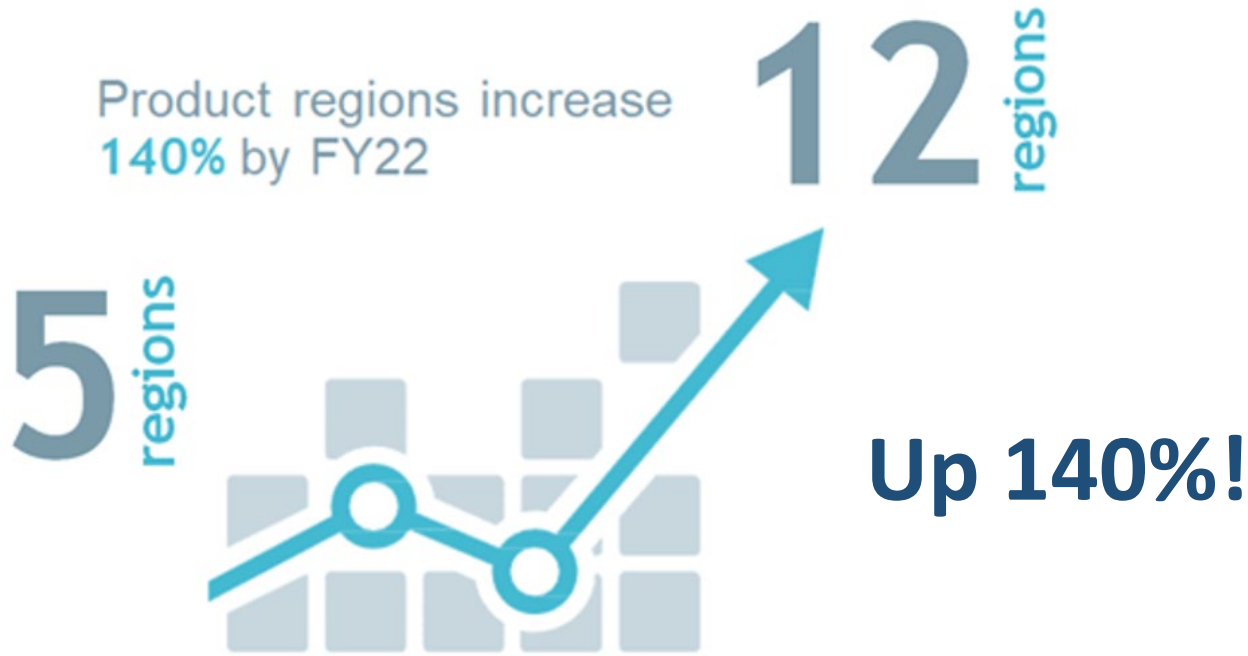
7 New Approvals  
12 Product Regions for sale in FY22, up from 5 (up 140%)





STRATEGY FY22

7 new approvals for USCOM 1A, BP+, SpiroSonic



“more products, more distributors, more sales and more revenue”







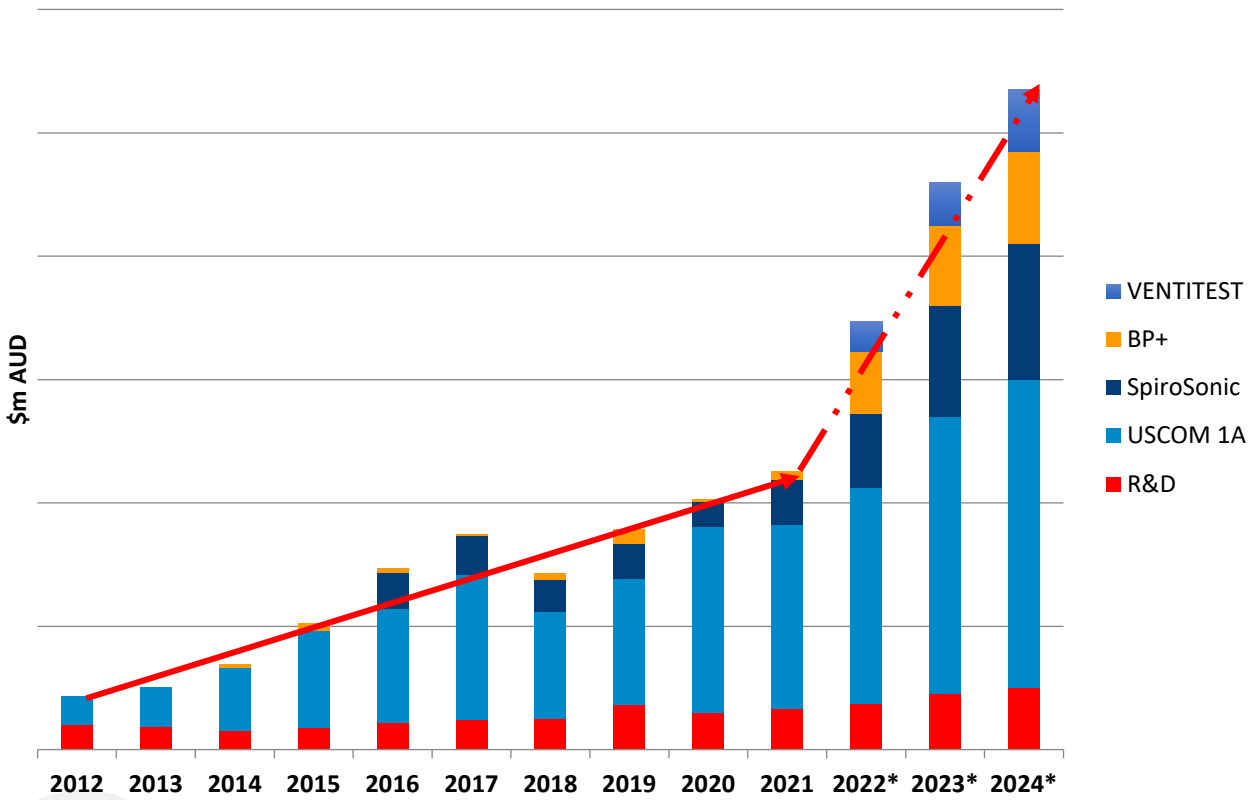
Personal use only

# STRATEGY FY22

## Uscom Revenue Model

### More

- ✓ Markets
- ✓ Products
- ✓ Distributors
- ✓ Sales
- ✓ Revenue
- ✓ Profit



“more products, more distributors, more sales and more revenue”



## REGIONAL STRATEGY FY22



01

### Uscom China

More, bigger and better distribution, prepare BP+ and SpiroSonic distribution, domestic manufacture

02

### Uscom Europe

Growing manufacturing, distribution and sales for USCOM 1A, BP+ and SpiroSonic

03

### Uscom SE Asia

Singapore based regional distribution and regulatory hub for USCOM 1A, SpiroSonic and BP+

04

### Uscom US

Activate new distribution model to meet post pandemic demand and prepare for SpiroSonic and BP+





## INVESTMENT

# ***“Hunt for stock market treasures: Outperforming value plays with growth potential”***

*CNBC Trading Nation - 26<sup>th</sup> December 2020*

*Attractive valuation (low multiple)  
High potential for earnings growth  
Quarterly outperformance  
High value sector*

***“Motivated by Vision, Driven by Fundamentals”***

USCOM



## Culture

***“Motivated by Vision, Driven by Fundamentals”***

## Mission

*Innovative medical science as a foundation for world leading cardiovascular and pulmonary technologies to save lives, and grow Uscom into a world leading medical technology company.*

***“Science, growth and profit”***

## Strategy

***“More Products, More Distribution, More Sales, and More Revenue”***





# USCOM

## NWR Investor Conference

3<sup>rd</sup> August 2021

Prof. Rob Phillips

ASX: UCM

Company Update

WELCOME



“Motivated by Vision  
Driven by Fundamentals”





## Corporate Responsibility



Uscom supports the Australian Wildlife Conservancy.

in the last 15 years Australia's threatened species list has increased by 36%.

87% of our mammal species, 93% of reptiles, 94% of frogs and 45% of our bird species are found only in Australia.

AWC is committed to reversing Australia's record as the world's mammalian extinction capital.