



ersonal use only

PRESENTATION AND UPDATE

# Uscom AGM 21

ASX: UCM

**Prof. Rob Phillips**

Chairman and CEO, Uscom Limited



October 14, 2021





## SUMMARY

### Uscom Vision



*“Building a world leading medical technology enterprise combining lifesaving cardiovascular and pulmonary technologies that establish new standards of medical excellence and global academic recognition, with sustainable profits.”*

Prof. Rob Phillips

# Uscom Overview

## ASX Listed

Global cardiovascular and pulmonary medical technology  
Visionary and innovative corporate culture



## Profit and Cash Flow

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



## High Growth and Margins

9 year: total receipts up 535% and 24% CAGR. Huge global addressable markets – 75% of all mortality



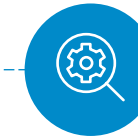
## Global Vision and Ambitions

Sydney, Singapore, Beijing, Budapest, Auckland, London, LA.  
Actively pursuing growth and scale



## Patented Apex Technologies

World leading digital medical technologies, >200 IP submissions  
Strong IP and R&D supported product pipeline



## New Products

New global distribution, products and approvals for FY22 – up 140%



# Uscom Snapshot



Uscom is an established medical technology enterprise preparing for a growth inflection with a global footprint and an expanding international network of operations acting as hubs for new distributors



**7** Global centres  
Expanding distribution hubs

**AUD\$5.6m** annual receipts (FY21)

**2**

Manufacturing sites across 7 countries



Australia



China



Hungary



Singapore



UK



US



**1,500+**

USCOM 1A units installed globally

**24%**

p.a. CAGR over the last 9 years



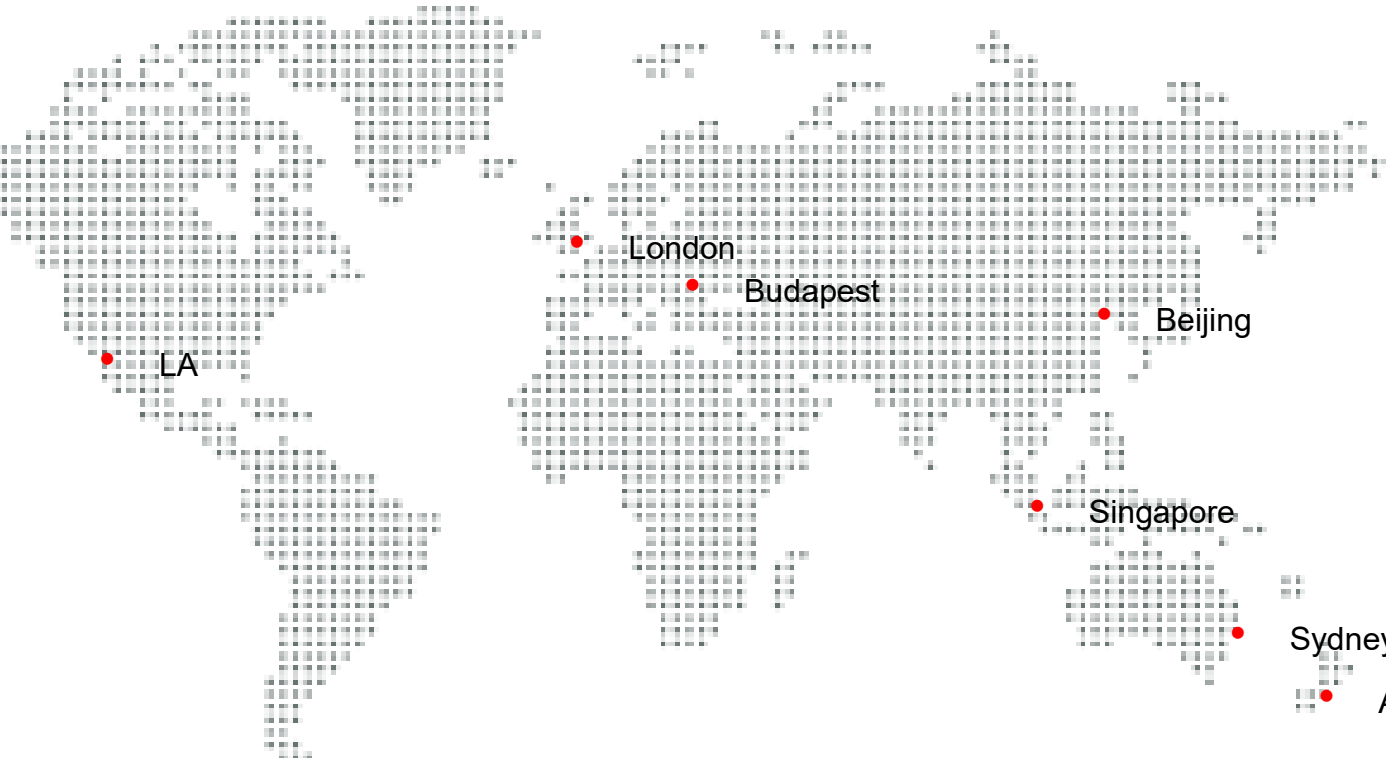
**20+**

Years in business since 1999



**200+**

IP submissions protecting Uscom devices and technology



# Digital Technology

Devices addressing diseases responsible for 75% of global mortality

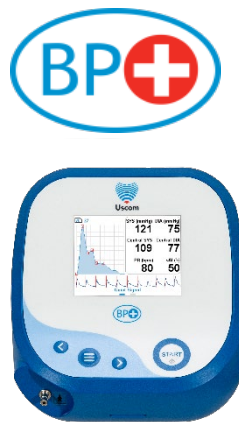


  
**USCOM 1A**

USCOM 1A software  
Uscom Advanced Haemodynamic APP  
Heart failure, hypertension, sepsis, fluid



**BP+ Reporter**  
Hypertension, vascular health

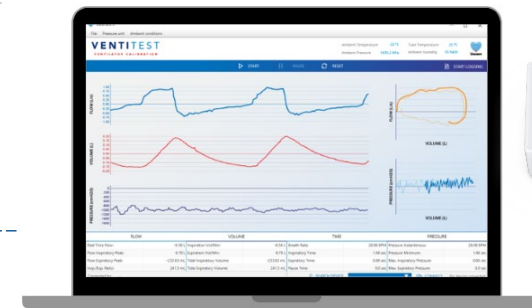


**SpiroSonic**  
Uscom

SpiroReporter  
SpiroAPP  
Asthma, COPD, OLD  
and COVID



**VENTITEST**  
VENTILATOR CALIBRATION



**VENTITEST-S**  
Ventilator testing



 **Blue Sky**  
Uscom eHealth Ecosystem

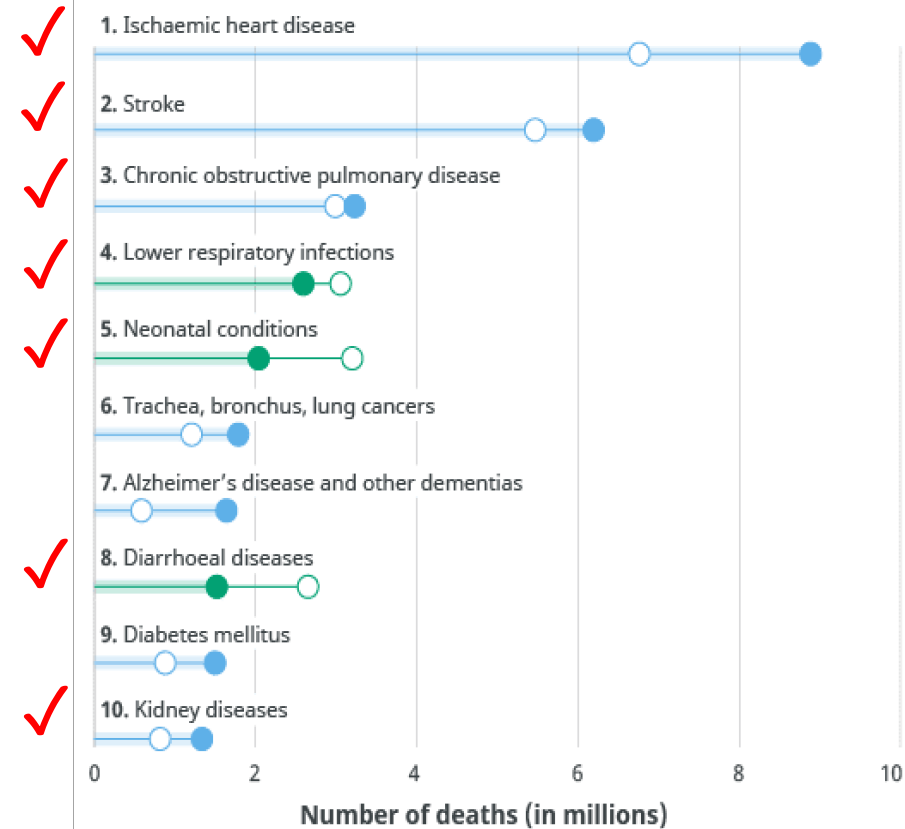


## Uscom - part of the global health solution



### Leading causes of death globally - WHO Top 10

○ 2000 ● 2019



## High value technologies in large markets with strong predicted growth

**\$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**  
**7yr CAGR 11.2%**



### BP+

The global BP monitoring devices market is \$1.4B USD and is expected to reach \$3.24B USD by 2028 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**

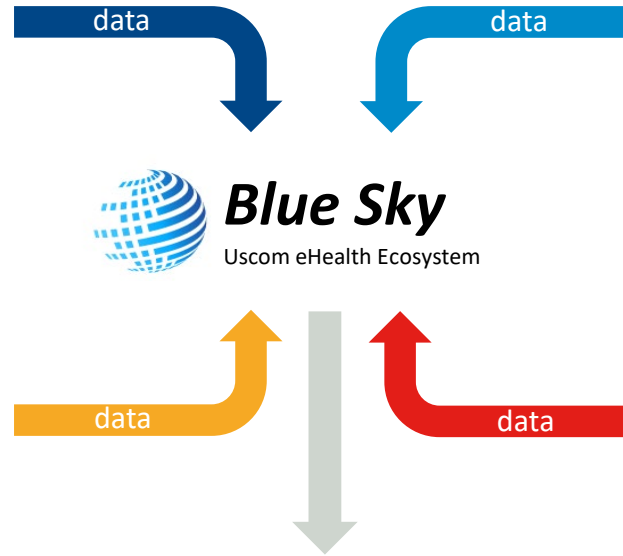
## Frontiers in Digital Health technology



USCOM 1A software  
Uscom Advanced Haemodynamic APP



BP+ Reporter



### Cascade of Revenue

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  
SpiroSonic APP

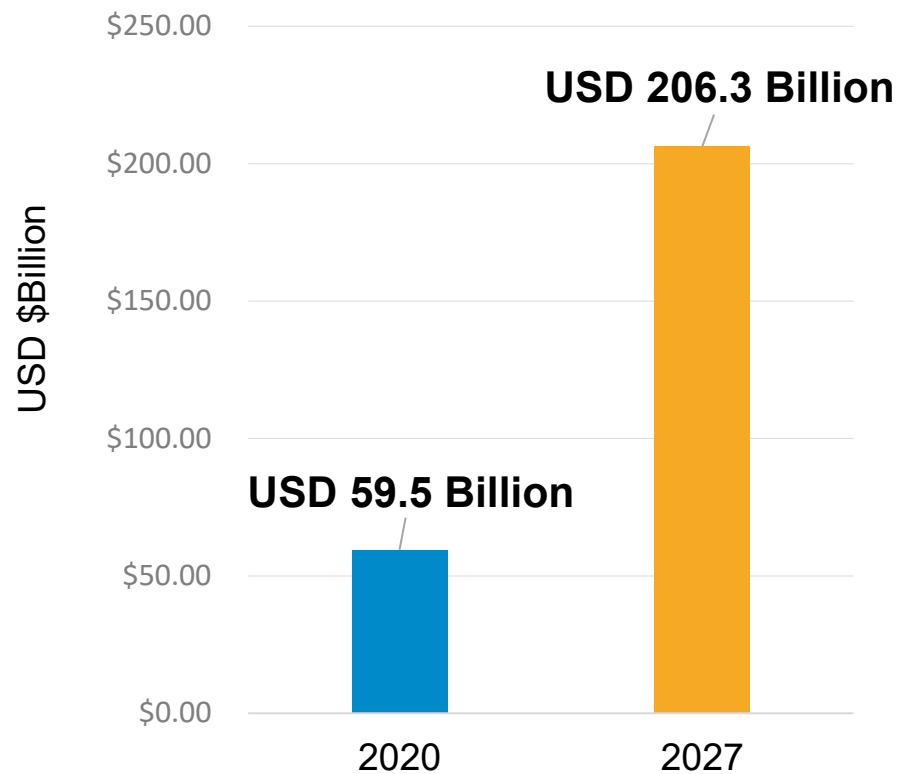


VENTITEST-S



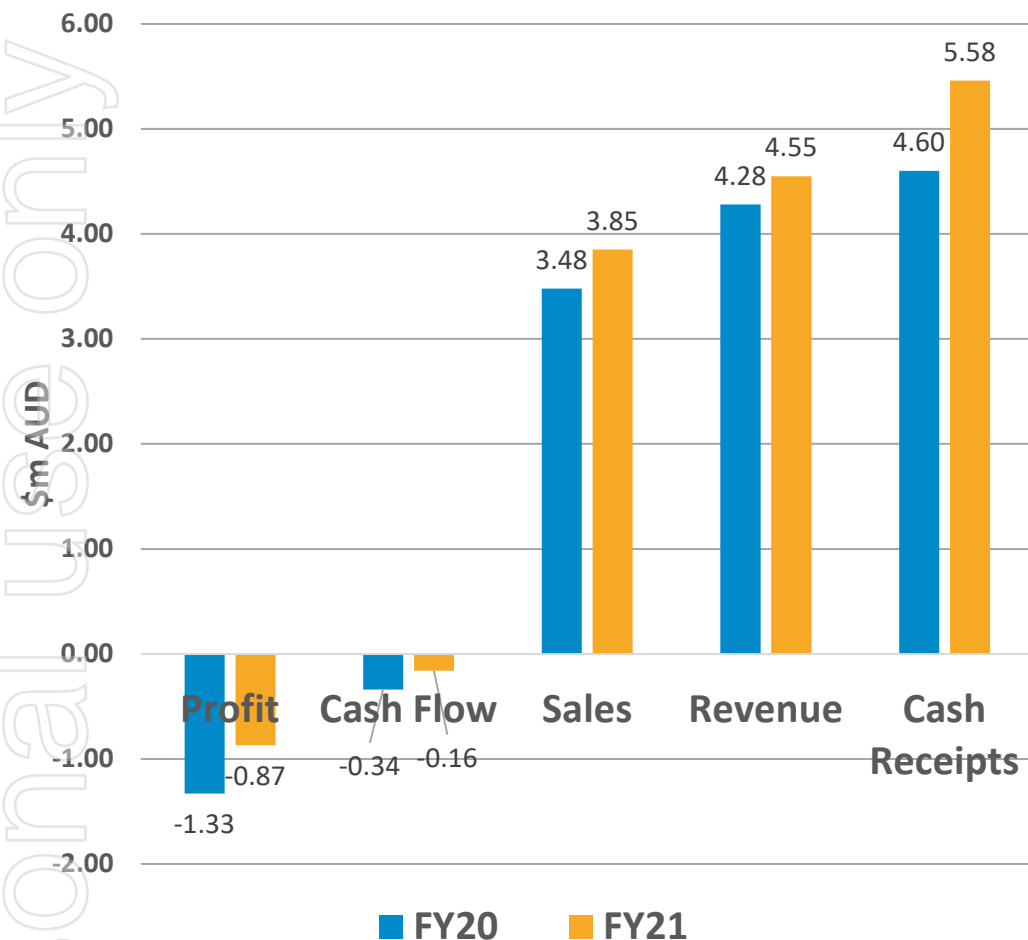
## eHealth

Market forecast to grow at CAGR of 19.4%

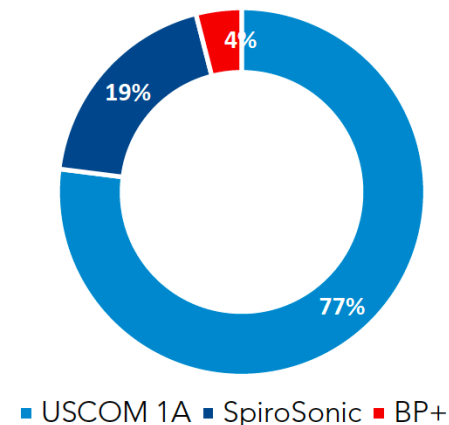


- eHealth is a health delivery revolution
- Uscom is committed to eHealth
- BlueSky eHealth expected to underwrite Uscom growth foreseeably
- First revenue for 2<sup>nd</sup> half FY22

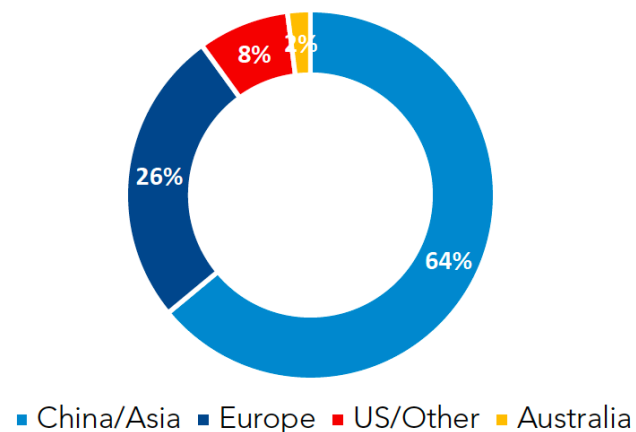
# FY21 Results



Sales by Product  
FY2021



Sales by Region  
FY2021



## Continued Growth

Sales, revenue and cash receipts growth, and first ever positive annual operating cash flow.

First year of cash receipts greater than \$5.5m despite being a difficult trading year beset by intermittent lockdowns and travel restrictions.

China and Europe profitable

## Sales by Product / Region

China - major Uscom market.  
USCOM 1A - lead product  
This will shift as regulatory approvals are received for BP+ and SpiroSonic devices



# Sustained Growth



**\$0.86m**

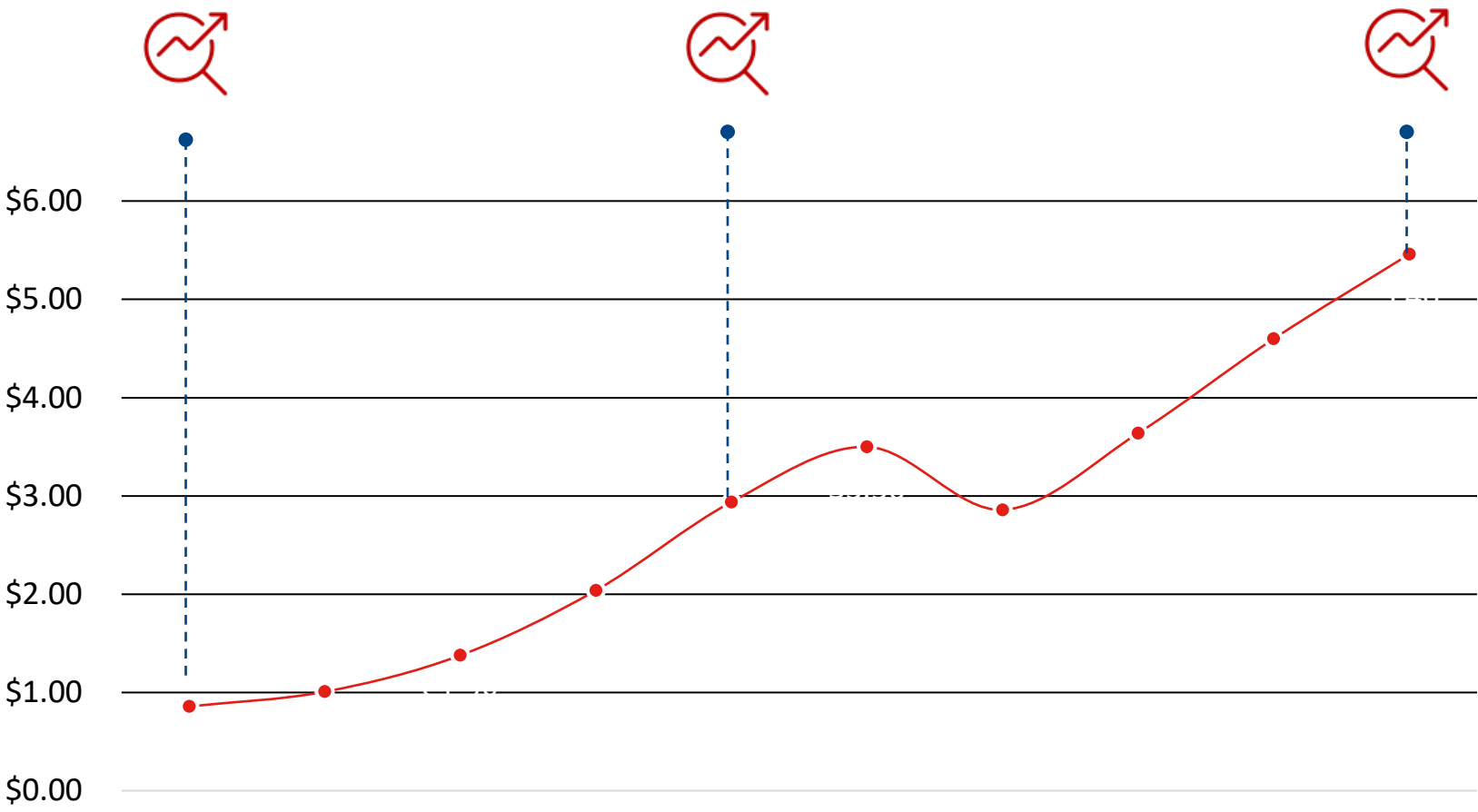
FY2012 UCM  
Total cash receipts

**\$2.94m**

FY2016 UCM  
Total cash receipts

**\$5.58m**

FY2021 UCM  
Total cash receipts



- Total cash receipts \$5.58m, up 21% from \$4.60m
- First ever cash receipts >\$5.5m
- 9 year total cash receipts trend growth
  - 535% total increase
  - 24% pa compound annual growth



**New approvals = new sales = new revenue**  
**All Uscom devices received new approvals in major jurisdictions in FY21**



中华人民共和国医疗器械注册证

注册证编号:	
注册人名称	优思康 Uscom Limited
注册人住所	Level 8, 66 Clarence Street Sydney 2000 AUSTRALIA
生产地址	Level 7, 10 Loftus Street, Sydney, NSW, 2000, Australia
代理人名称	北京正恒兴科技发展有限公司
代理人住所	北京市朝阳区八里庄西里10号楼8层801
产品名称	心输出量测量仪 Cardiac Output Measuring Equipment
型号、规格	USCOM 1A
结构及组成	该产品由主机(带显示器)、电源适配器(CW6515P型, Elpac Power Systems生产)、手写笔和探头(22-126型, Sound Technology生产)组成。
适用范围	该产品可无创地测量心脏血流, 评价心脏每搏的血流动力学参数, 例如: 心率与心输出量。该产品供训练有素的医生在医院和临床环境中使用, 适用于儿科患者和成人患者。
附件	产品技术要求
其他内容	/
备注	原注册证编号: [redacted]

审批部门: 国家药品监督管理局  
 批准日期: 二〇二一年五月二十一日  
 有效期至: 二〇二三年五月二十一日





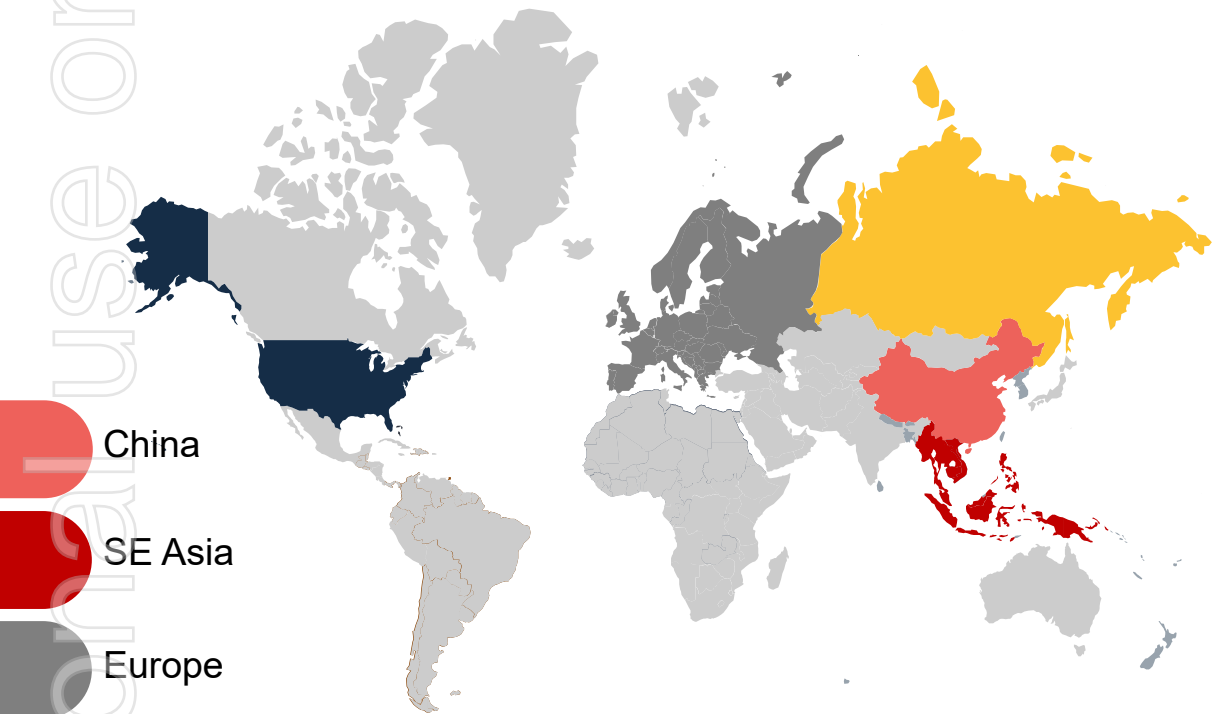
# Global Approvals



7 New Approvals for FY22  
up from 5 (up 140%)

Regions

Internal Use Only



- China
- SE Asia
- Europe
- US
- Russia

USCOM  
1A



Approvals

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

- 2021
- 2022
- Pending

✓ New Approvals

7 new approvals for USCOM 1A, BP+, SpiroSonic for FY22



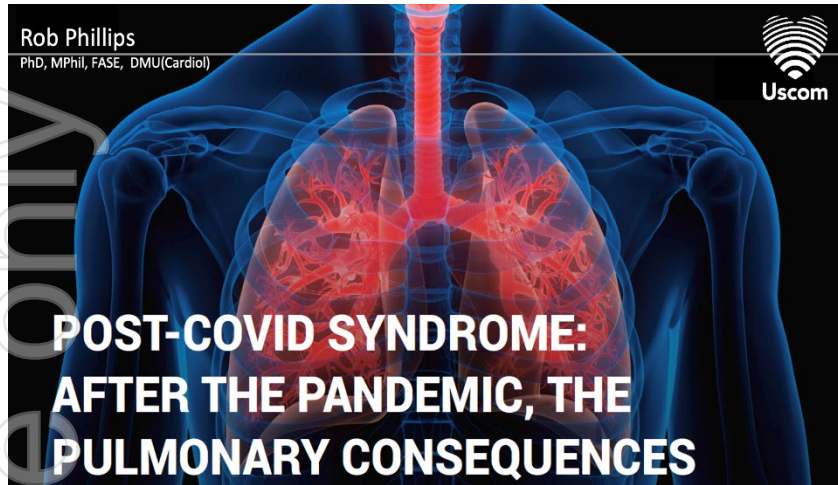




1,500+

USCOM 1A units  
installed globally

- 1500<sup>th</sup> USCOM 1A  
Manufactured
- ~\$30m USD
- >400 peer reviewed papers
- Life saving, standard of care
- COVID, Sepsis, heart failure, fluid, hypertension, preeclampsia
- Neonates, children and adults
- Installed in top hospitals worldwide



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



## COVID – USCOM 1A

- COVID - Lung virus which attacks cardiovascular system
- Patients mostly die from cardiovascular failure
- USCOM 1A best device for rapid CV monitoring and therapy
- USCOM 1 – recommended by China NHMC 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
- Require 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

“Hospital in Home” – Asthma, COVID, COPD and OLD

The SpiroSonic AIR Cycle – a wireless connection of 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





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**



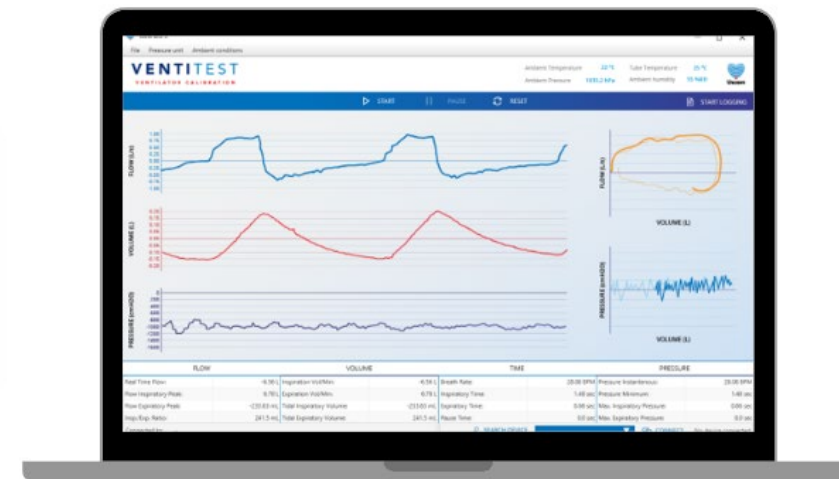
## Test lung simulator

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



## VENTITEST

VENTILATOR CALIBRATION



Protecting against Ventilator Induced Lung Injury – “VILI”

Ventilator market \$4.2B USD, with 14.7% pa growth

1 VentiTest per 10 ventilators

Transitioning to a complex global organisation requires specialised operational divisions within the company to support efficient growth and expansion

## Finance and Management

Each region accounts and reports independently and to HQ



## Marketing, Sales and Distribution

Global coordination of branding, messaging, clinical sales materials, education and training, forecasting and result monitoring

## Manufacturing

Cost effective organisation for global manufacturing of all our products



## R&D

Develop IP and concepts for new products



**World leading science**  
Invasive validation of BP+ waveforms



**BP+ Reporter**  
Hypertension, vascular health



## “Building a Global Business”



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

# Regional Strategy



Australia



China



Hungary



Singapore



UK



US

## Uscom China

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

## Uscom Europe

Growing manufacturing capacity to meet demand and increasing distribution and sales for USCOM 1A, BP+ and SpiroSonic

## Uscom SE Asia

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

## Uscom US

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





# Achievements and Plans

## A transformational year for Uscom Limited

### FY21 – Performance and Investment

#### Results

Operating Cash Positive  
China Profit  
Europe Profit  
Total Receipts \$5.6m  
Cash on hand  
Debt Free

#### Operations

3 new Product Approvals  
2 Approvals Pending  
1500<sup>th</sup> 1A Unit Sale  
Global Distribution Growth  
New Regional HQ  
~200 IP Approvals and  
Submissions

### FY22 –Growth and Profit

#### Operations

Grow Revenue/Profit  
eHealth opportunities  
Expand Distribution  
New Manufacturing  
New R&D Centre  
Rationalisation for Profit

#### Strategy

Address Parlous Investor Value  
Continue Growth  
New products  
New Distribution  
Strategic Partnerships  
Post COVID Applications  
Global Recovery



## The year ahead

### FY22 - Growth & Profit.

We have invested in the future, and our next steps to are to combine our vision, culture, people, organisation, products, sales and global strategy to deliver growth and sustainable profit;





## SUMMARY

### FY21 – Performance and Investment

*“FY21 was a very good year for Uscom, with continued Strong revenue growth, Operating cash flow positivity, China profit, Europe profit and Multiple device approvals.”*



### FY22 – Growth and Profit

*“We plan expansion and growth, with new manufacturing – global efficiency and meet demand, new R&D initiatives, operational restructure – enhanced profit, and a strategic corporate review to identify growth opportunities.”*



Prof. Rob Phillips





ersonal use only

PRESENTATION AND UPDATE

# Thank You

ASX: UCM

**Prof. Rob Phillips**

Chairman and CEO, Uscom Limited



October 14, 2021







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.

AWC - conserving the Northern Quoll at Fish River Station in Queensland