



Uscom

# USCOM

**Strong Growth, Bright Future.**

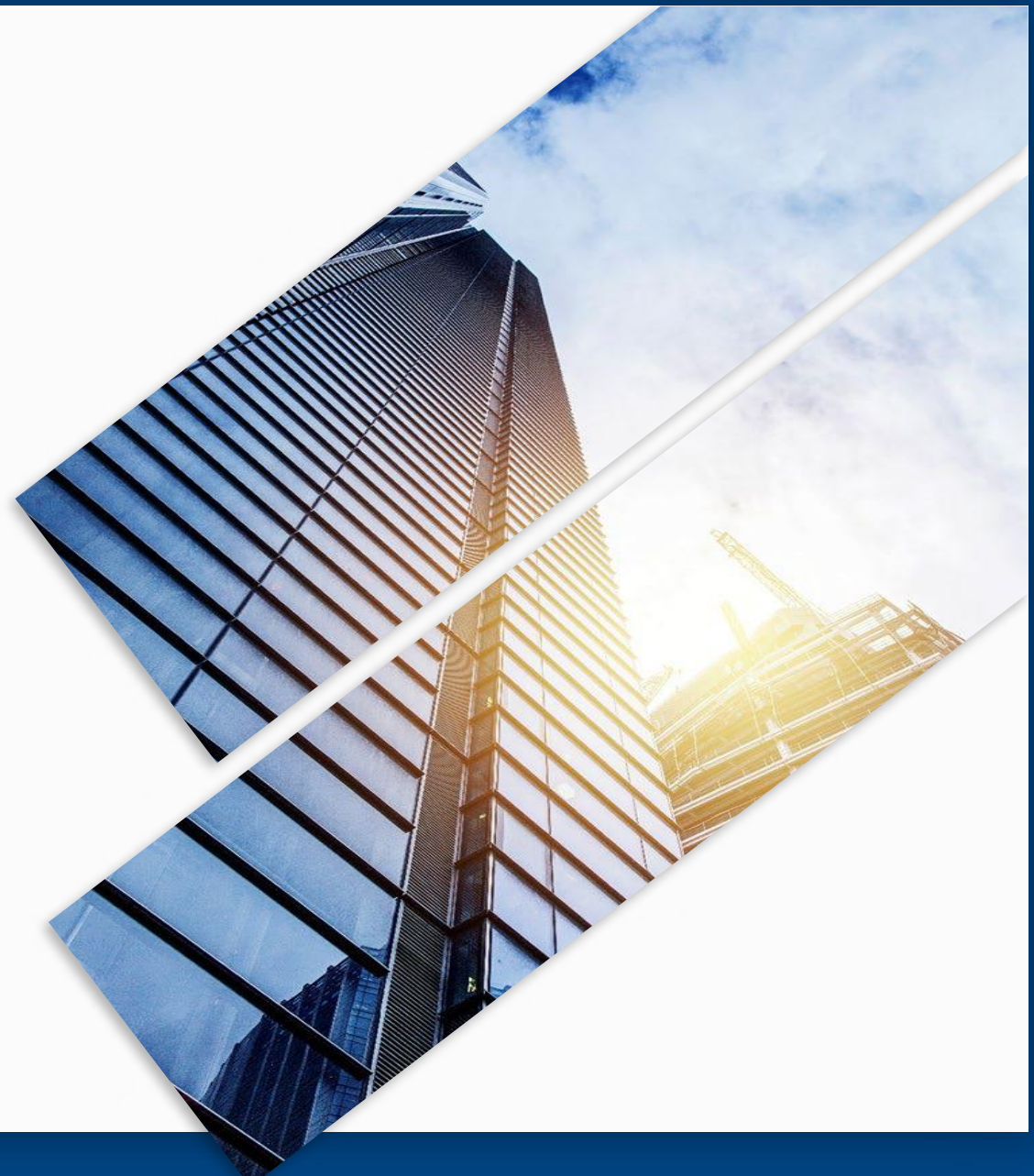
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**H1 FY21 Investor Presentation**

Prof. Rob Phillips

24<sup>th</sup> February 2021

**ASX: UCM**





We are proud of the contributions we have delivered to global health care over the last 20 years, saving lives and improving the understanding of diseases.

“

*Uscom continues its mission to create life saving non-invasive cardiovascular and pulmonary technologies to improve care of diseases which are responsible for more than 75% of all global mortality. Developing world leading devices for global markets to create a strongly innovative and profitable global medical technology leader.*

”

**Prof. Rob Phillips**



***Strong growth, bright future.***



# USCOM

## ASX Listed

Premium global cardiovascular and pulmonary medical technology



## Cash Flow Positive with Profit

Record Operating Cash Inflow  
China and Europe Profit



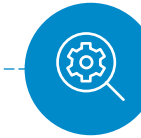
## Patented Apex Technologies

World leading digital technologies in cardiac, vascular and pulmonary medicine



## Global Vision and Ambitions

Operations in Sydney, Singapore, Beijing, Budapest  
Offices in Auckland, London, LA



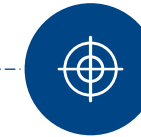
## High Growth and High Margins

Rapid growth of Revenue, Sale and Cash Flow for H1 FY21



## New Products

Expanding global operations  
8 new products in  
4 major markets



*Strong growth, bright future.*



# GLOBAL EXPANSION



### Operations

- Sydney
- Singapore
- Beijing
- Budapest

### Offices

- Auckland
- London
- LA

**China Embedded, Globally Diversified**

Poised for growth, and hedged for politics and currency







Uscom Global

Smart & Capable



Rob Phillips



Nick Schicht



Teresa Guo



Lucy Lu



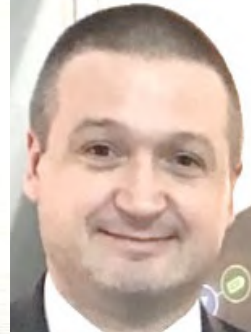
Scott Huang



Denise Pater



Rik Denicke



George Ferenczi



Leo Luo



Scarlett Zhang



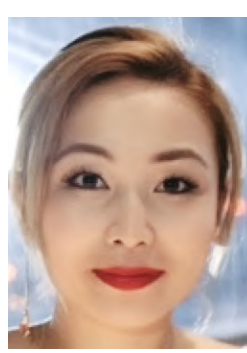
Szabolcs Reichardt



Richard Scott



Zsafia Kertesz



Crystal Lin



Daniel Gizella



Susanna Sun



Curt Grosse



Andrea Marosan



Antonio Ferrario



Uzair Khyshzai



Catherine Gao



Lebron Wei



Georgia Manton-Hall



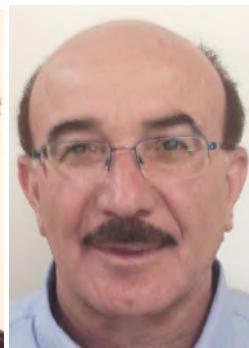
Hagay Gilad



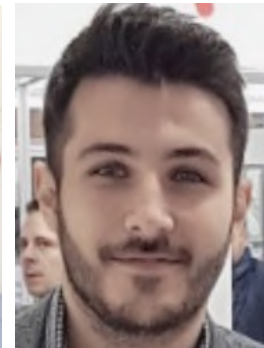
George Tang



Attila Metyko



Kevin Badin

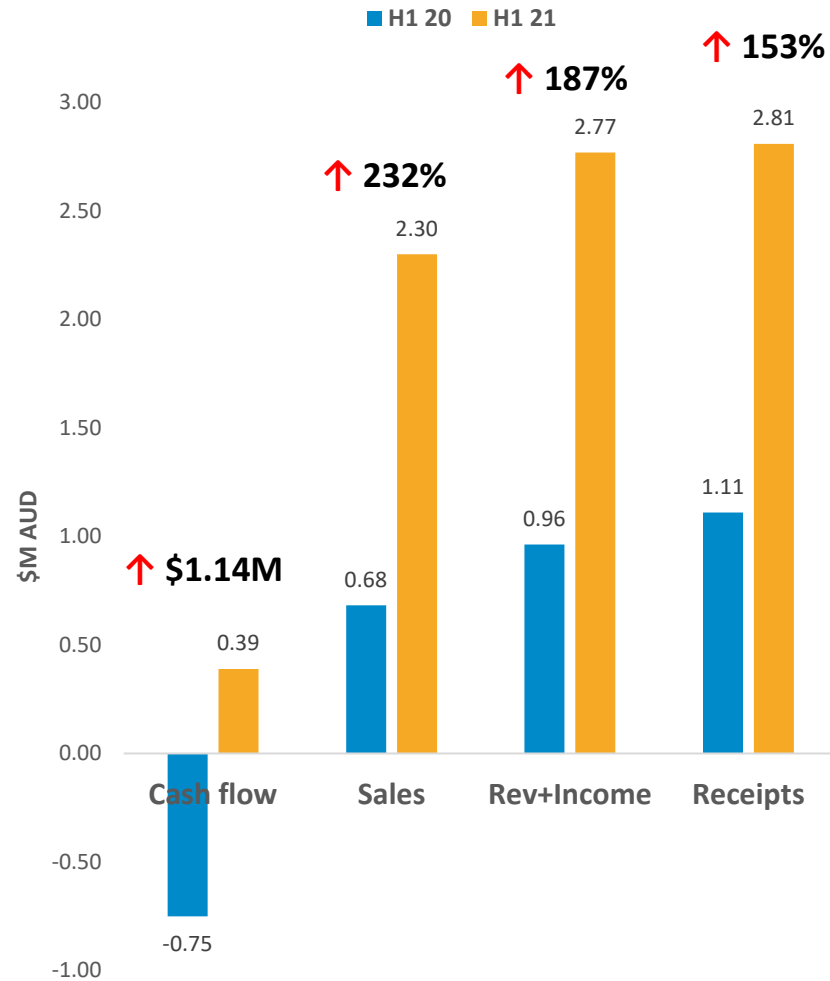


Tamas Vitrai



# 2021: H1 RESULTS

## H1 20 v H1 21



*Strong growth, bright future.*

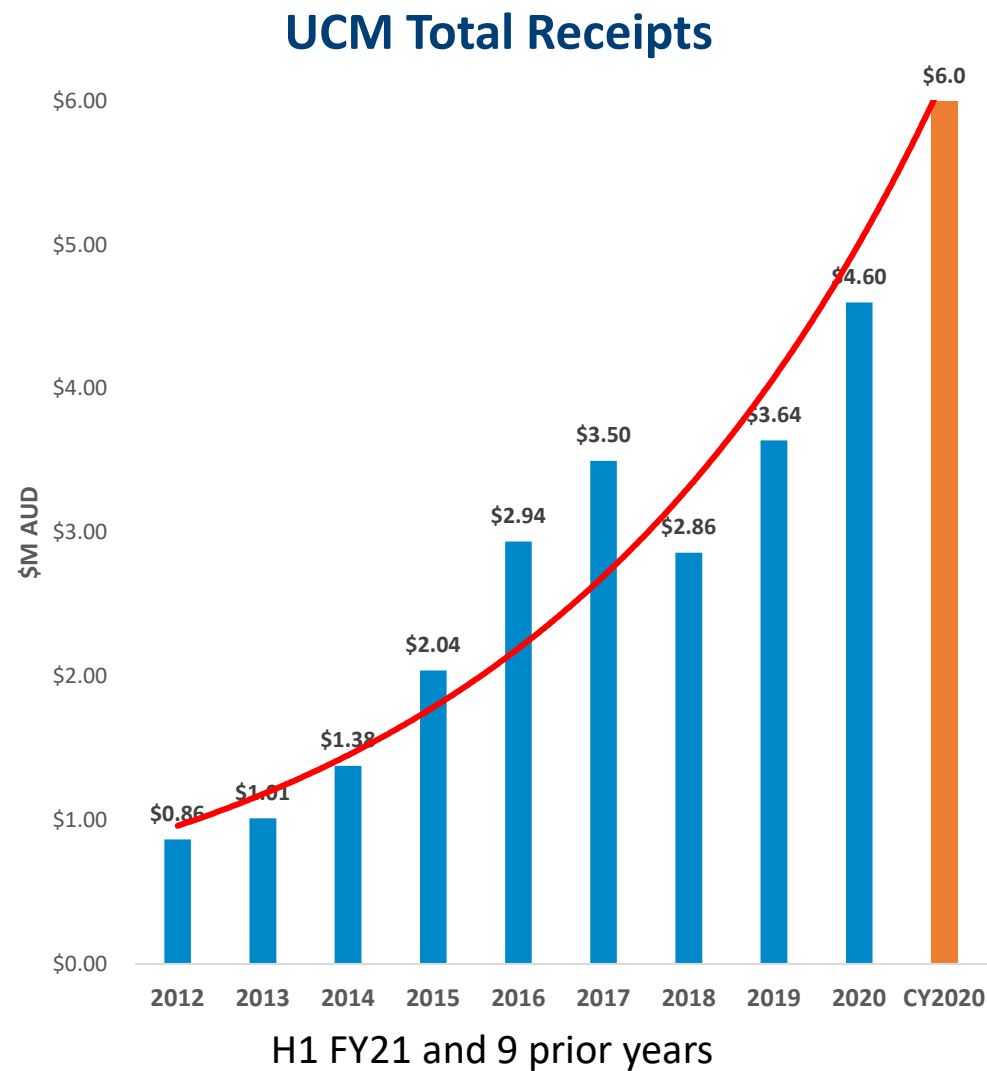


## ASX:UCM

- Sale of Goods \$2.30M up 232%
- Revenue and Income \$2.77M up 187%
- Receipts from Customers \$2.81M up 153%
- Net cash flow up \$1.14M
- CY20 Revenue and Income \$6.09M up 95% from \$3.12M
- CY20 Cash \$2.3M up \$0.8M pa



# 2021: TREND RESULTS



***Strong growth, bright future.***



## ASX:UCM

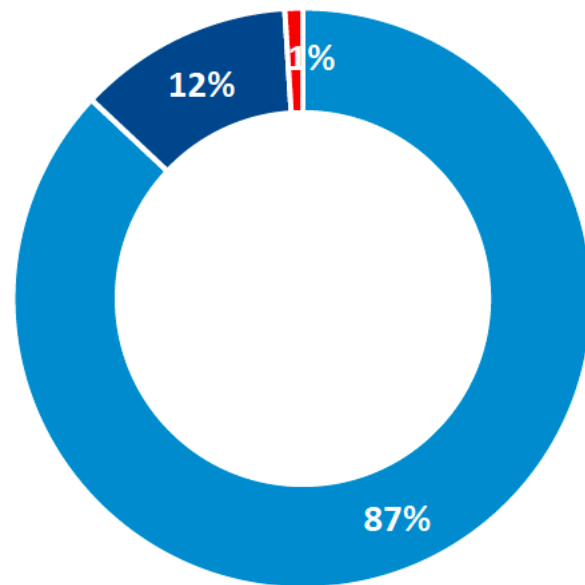
- Growth Trend Continues
- CY20 \$6.09m up 95%
- CY20 cash inflow \$0.8M



## 2020: REGIONAL AND PRODUCT SALES

Sales by Product

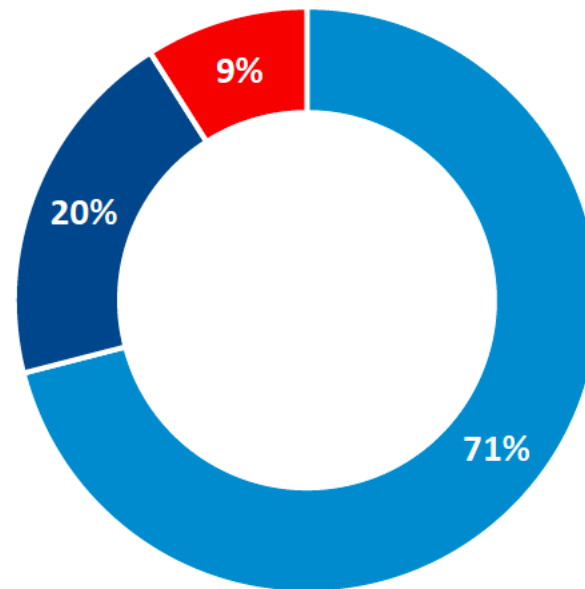
FY2020



■ USCOM 1A ■ SpiroSonic ■ BP+

Sales by Region

FY2020



■ China/Asia ■ Europe ■ US/Other

***Strong growth, bright future.***



### ASX:UCM

- USCOM 1A - lead product
- China - major Uscom market
- BP+ and SpiroSonic sales will increase as regulatory approvals are received in China, Europe, SE Asia and the US.





# USCOM PRODUCTS



**Uscom**  
**USCOM 1A**

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



**BP+ Reporter**  
Hypertension, vascular health



**Blue Sky**  
Uscom eHealth Ecosystem



**SpiroSonic**  
Uscom



SpiroReporter  
MyAIR APP  
Asthma, COPD, OLD  
and COVID

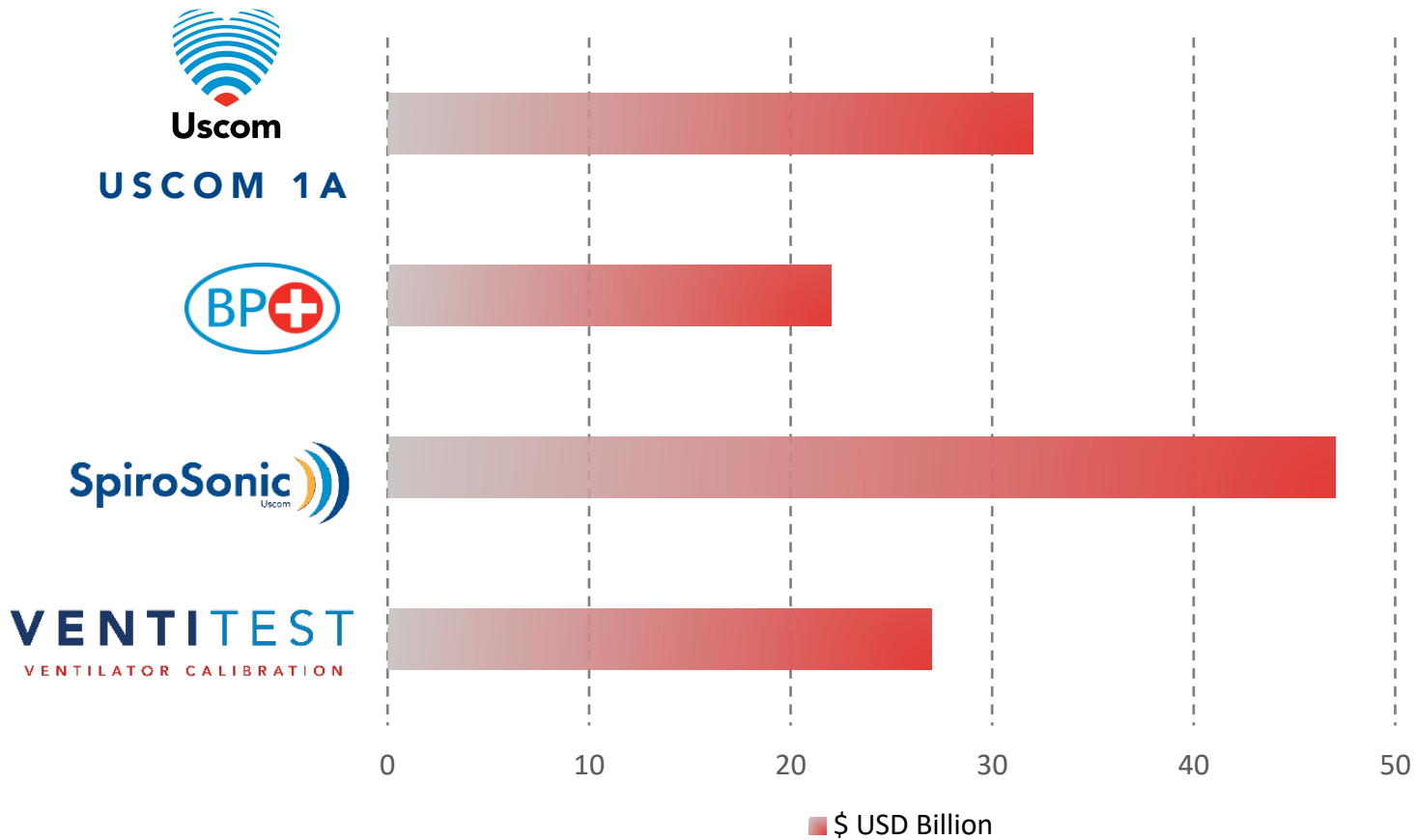
**VENTITEST**  
VENTILATOR CALIBRATION



**VENTITEST-S**  
Ventilator testing



# MASSIVE GLOBAL MARKETS



**USCOM 1A**  
<https://drug-dev.com/heart-failure-market-to-soar-to-11-8-billion-by-2025/#:~:text=The%20heart%20failure%20market%20is,research%20and%20consulting%20firm%20GlobalData>  
<https://www.grandviewresearch.com/industry-analysis/pulmonary-arterial-hypertension-market#:~:text=hypertension%20market%20growth%3F-b,USD%209.39%20billion%20by%202027>  
<https://www.grandviewresearch.com/industry-analysis/sepsis-diagnostics-market>  
<https://www.grandviewresearch.com/industry-analysis/heat-transfer-fluids-market#:~:text=Report%20Overview,4.9%25%20from%202020%20to%202027>  
**BP+**  
<https://www.grandviewresearch.com/industry-analysis/pulmonary-arterial-hypertension-market#:~:text=hypertension%20market%20growth%3F-b,USD%209.39%20billion%20by%202027>  
<https://www.marketsandmarkets.com/Market-Reports/interventional-cardiology-peripheral-vascular-devices-market-790.html>  
**VentiTest**  
<https://www.globenewswire.com/news-release/2020/04/14/2015758/0/en/Ventilator-Market-To-Reach-USD-26-66-Billion-By-2027-Reports-and-Data.html>

**SpiroSonic**  
<https://www.fortunebusinessinsights.com/industry-reports/asthma-treatment-market-101039#:~:text=KEY%20MARKET%20INSIGHTS,4.5%25%20during%20the%20forecast%20period>  
<https://drug-dev.com/copd-market-set-to-hit-14-1-billion-by-2025/#:~:text=The%20chronic%20obstructive%20pulmonary%20disease,according%20to%20research%20and%20consulting>  
<https://www.grandviewresearch.com/press-release/global-respiratory-disease-testing-diagnostics-market>



## Massive Clinical Markets

- USCOM1A: ~USD \$32 billion by 2025
- BP+: ~USD 22 billion by 2025
- SpiroSonic: ~USD 47 billion by 2025
- VentiTest: ~USD 27 billion by 2027
- Total Markets - \$128 billion by 2027



## Premium Medical Markets

- Cardiac
- Vascular
- Pulmonary
- Ventilator Calibration







# 2021 GROWTH DRIVERS



## New Products

- SpiroSonic and BP+ approvals for China SE Asia and US
- VENTITEST and VENTITEST-S sales
- Blue Sky eHealth Ecosystem – recurrent digital cloud based revenues

## More Distributors

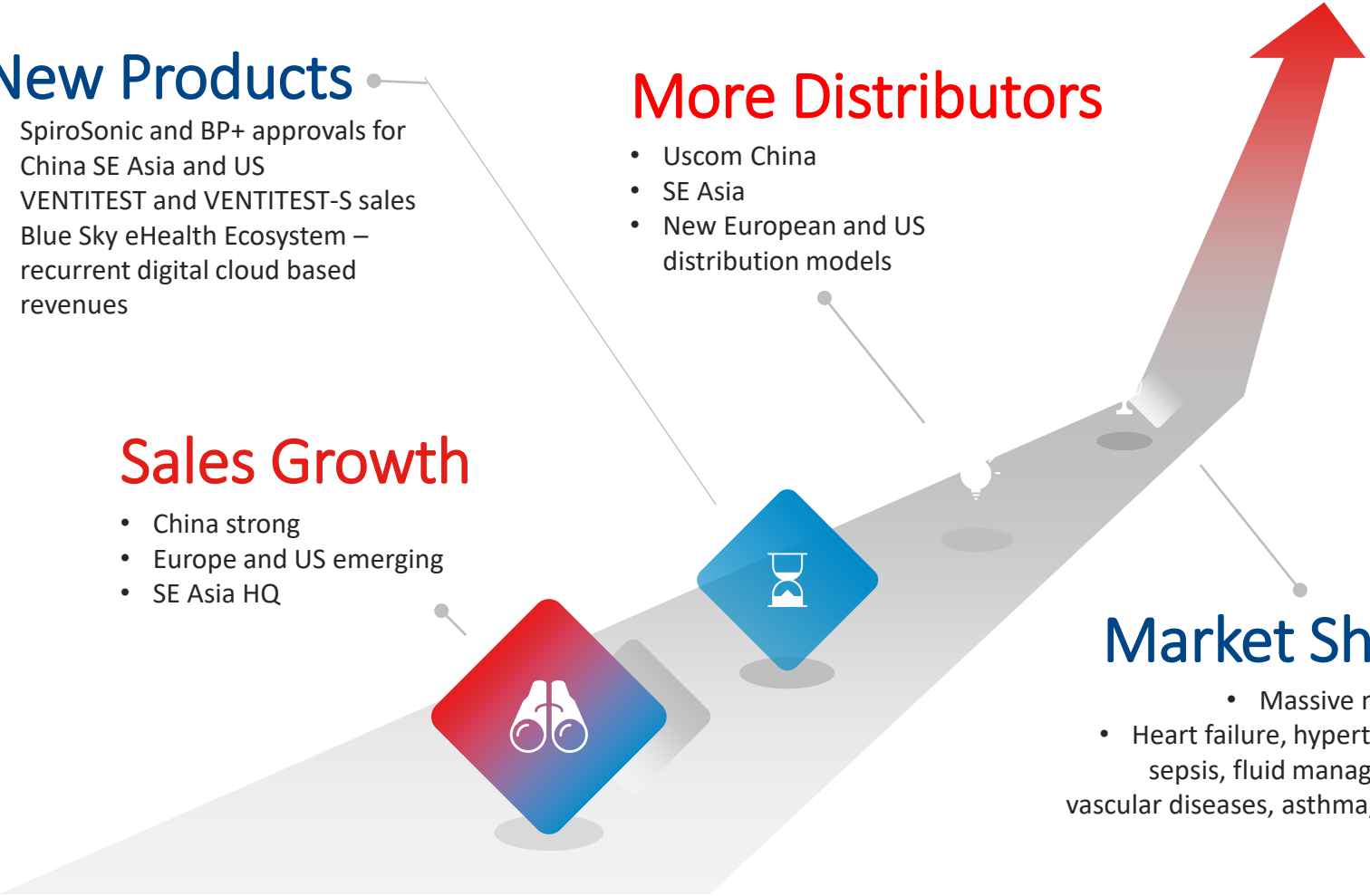
- Uscom China
- SE Asia
- New European and US distribution models

## Sales Growth

- China strong
- Europe and US emerging
- SE Asia HQ

## Market Share

- Massive markets
- Heart failure, hypertension, sepsis, fluid management, vascular diseases, asthma, COPD, COVID.



*Strong growth, bright future.*



## SUMMARY



**High organic  
revenue growth**



**Superior quality  
business model**



**World leading devices  
and quality brands**



**Rapidly growing  
fundamentals**



**Increasing cash reserves**



**Imminent new  
revenues**



**Debt free**



**Rare combination of  
quality, growth and  
value**

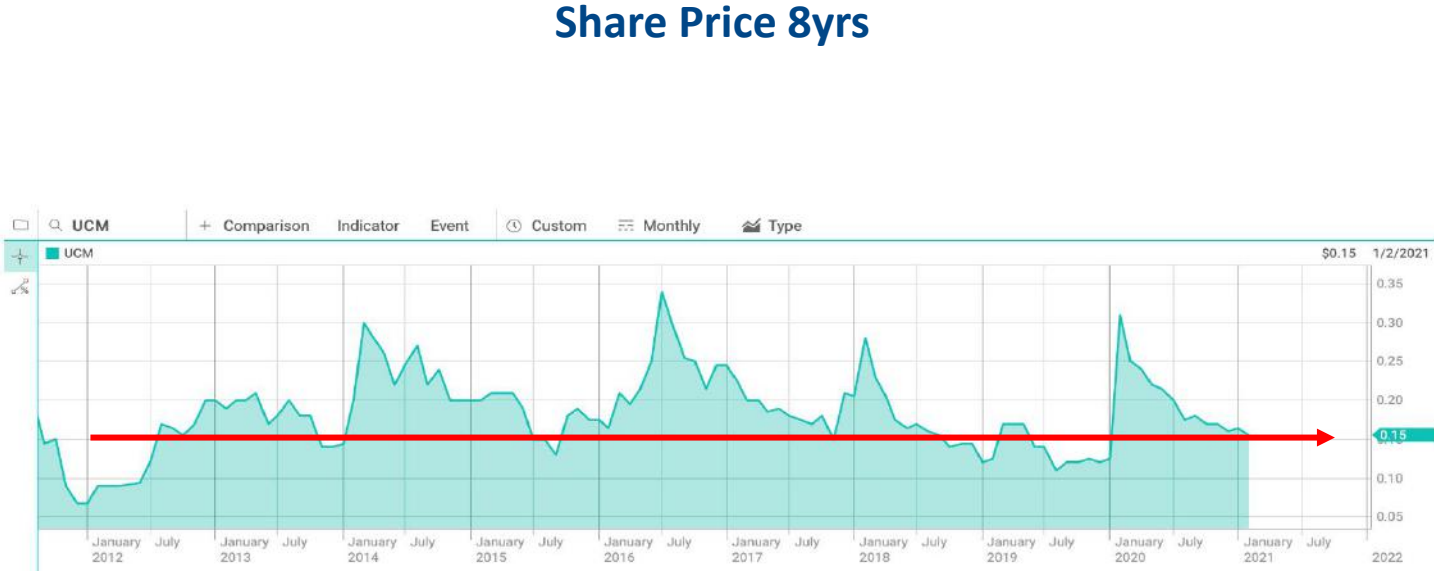
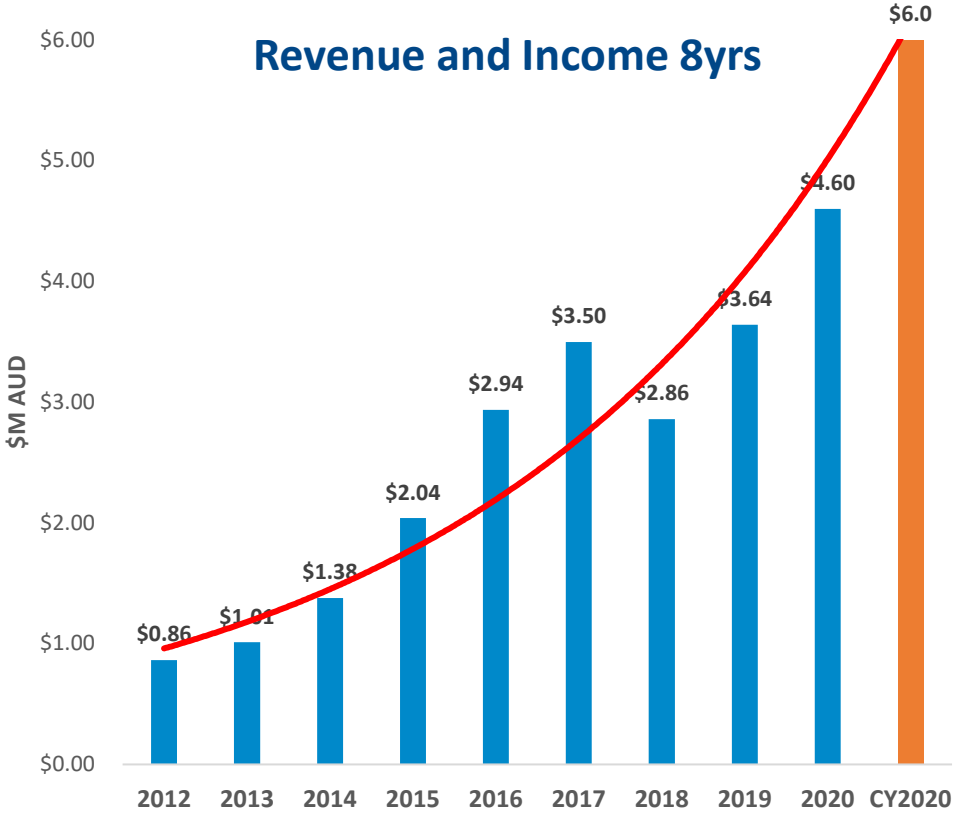
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# VALUE INVESTORS: UCM

“Total receipts up 600% over 8 years, share price unchanged.”



*Strong growth, bright future.*





**CONCLUSION**

*“Growing fundamentals has never been more important to value investors”*

*“We continue driving strong growth fundamentals and accumulating cash, while investing in expanded international operations and new subsidiaries, and finalising multiple international regulatory approvals for new products and new revenue.”*

**Prof. Rob Phillips CEO**

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