



“Never has scale been more important for the success and growth of a global business!”



**WELCOME**  
**Uscom AGM17**

# OUR AGENDA



# OUR GOVERNANCE



**Ms Sheena Jack**

Non-executive  
CEO HCF



**Associate Prof Rob Phillips**

Executive  
CEO Uscom



**Mr Christian Bernecker**

Non-executive  
Independent investor representative



**Mr Brett Crowley**

Company Secretary

**Mr Chao Xian (David) He**

Non-Executive Director  
China Medical Devices

# CHAIRMAN'S REPORT



## THANK YOU

2017 has been a year of results for Uscom as we continue to grow our business based on improving operational fundamentals, while consolidating our acquisitions and preparing 7 new products for market and new revenue streams for FY 2018 and beyond.

The outstanding achievements of 2017 represent the efforts of a small, well focused and committed team, and this year of growth has been driven by the efforts of all our staff, and for that I thank them.

I would also like to thank all Uscom shareholders for their support as we fulfil our objectives to become a leading global medical technology company and drive Uscom to profitability.

# CHAIRMAN'S REPORT



## OUR VISION

Uscom is an innovator in cardiovascular and pulmonary medical devices, developing new non-invasive technologies to address the challenges of global disease and health care.



## OUR DRIVE

Uscom is driven by a commercial ambition to become a leader in the global healthcare business.

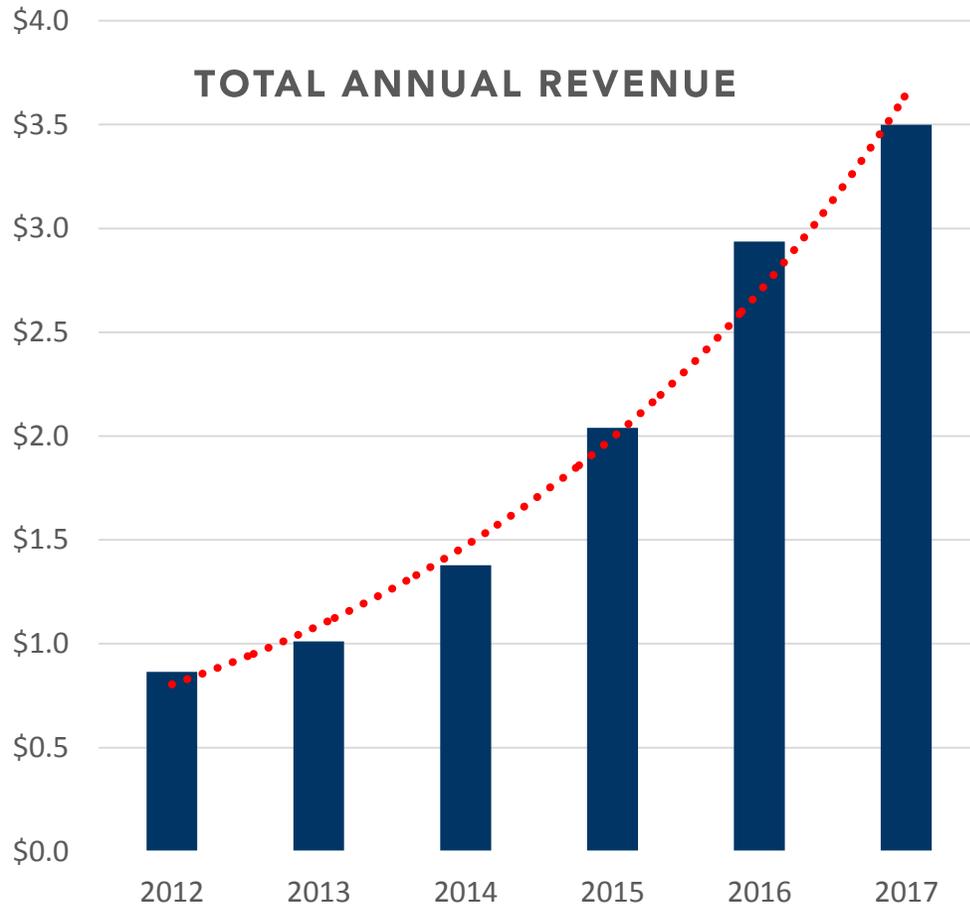


# USCOM TODAY

“Never has scale been more important for the success and growth of a global business! Uscom is focused on building a global medical device business of consequence. Uscom has acquired the assets, built the business and is poised for rapid global growth.”

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# OUR RESULTS



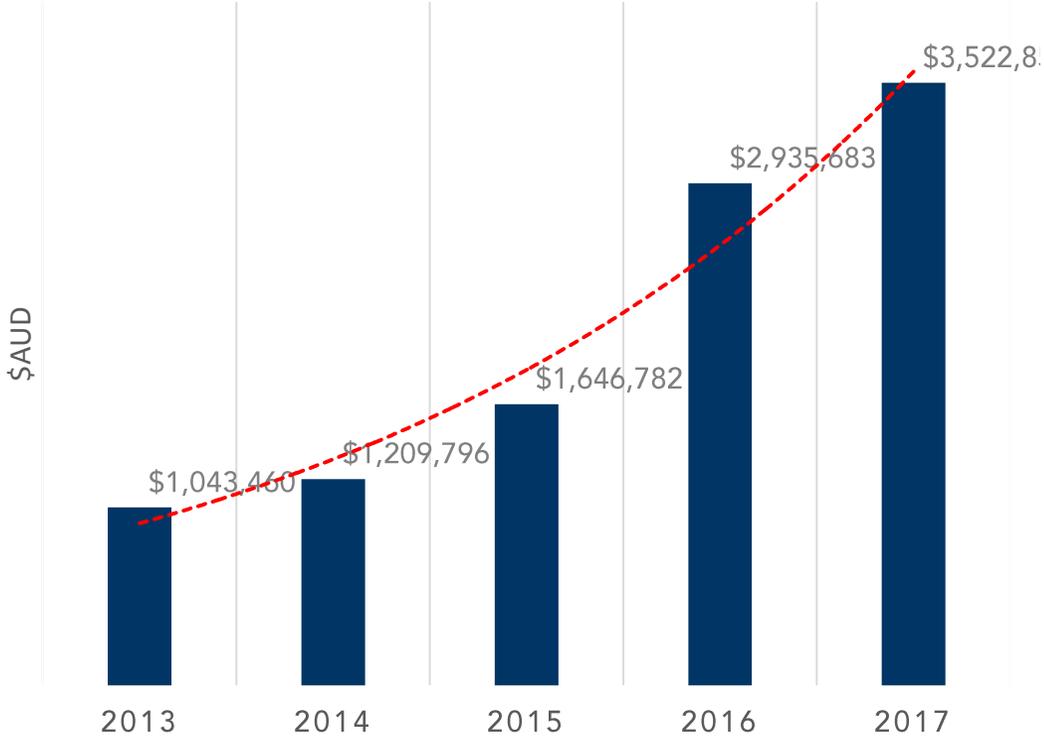
Strong revenue, sales and receipts growth

- 307% growth over the last 5 years
- 72% in the last 2 years
- CAGR of 30-40% PA for the last 5 years
- Intermittent cash flow +ve in 2017

Growth is expected to accelerate with the revenue provided by the new BP+ and SpiroSonic devices as they reach market in 2018.

# OUR RESULTS

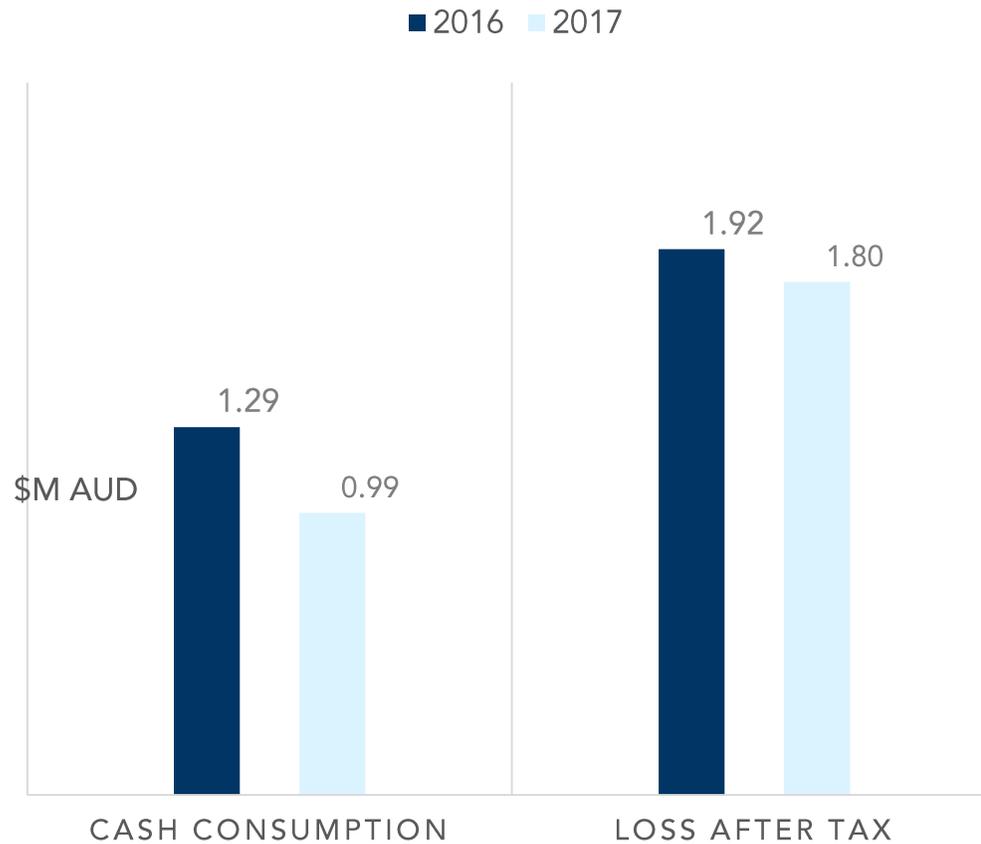
## TOTAL CASH RECEIPTS



2017 cash receipts increased by 20% to \$3.5m, and at a CAGR of 36% over the last 4 years.

# OUR RESULTS

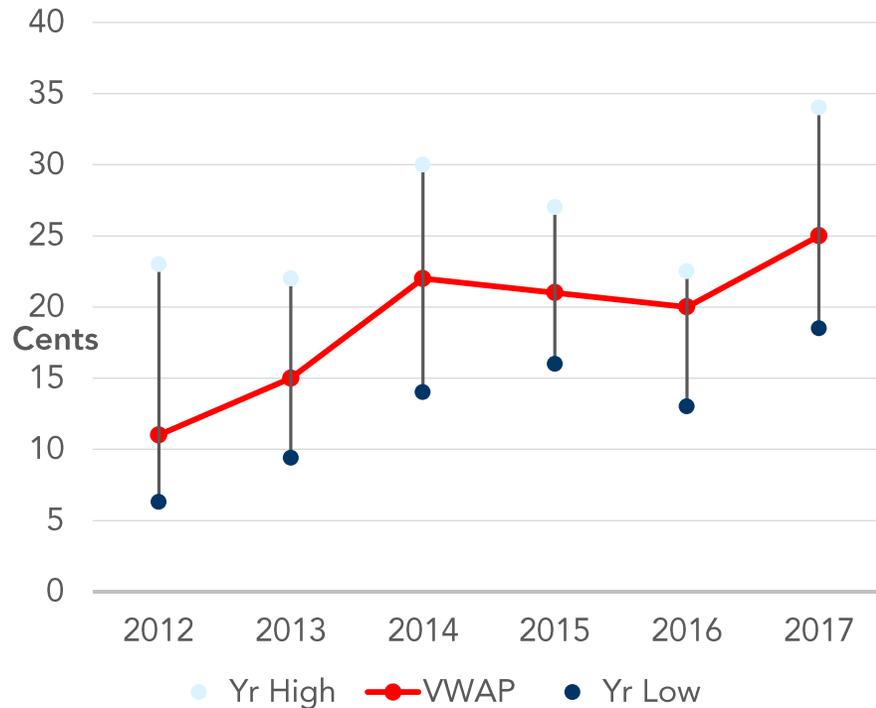
## CASH CONSUMPTION AND AFTER TAX LOSSES



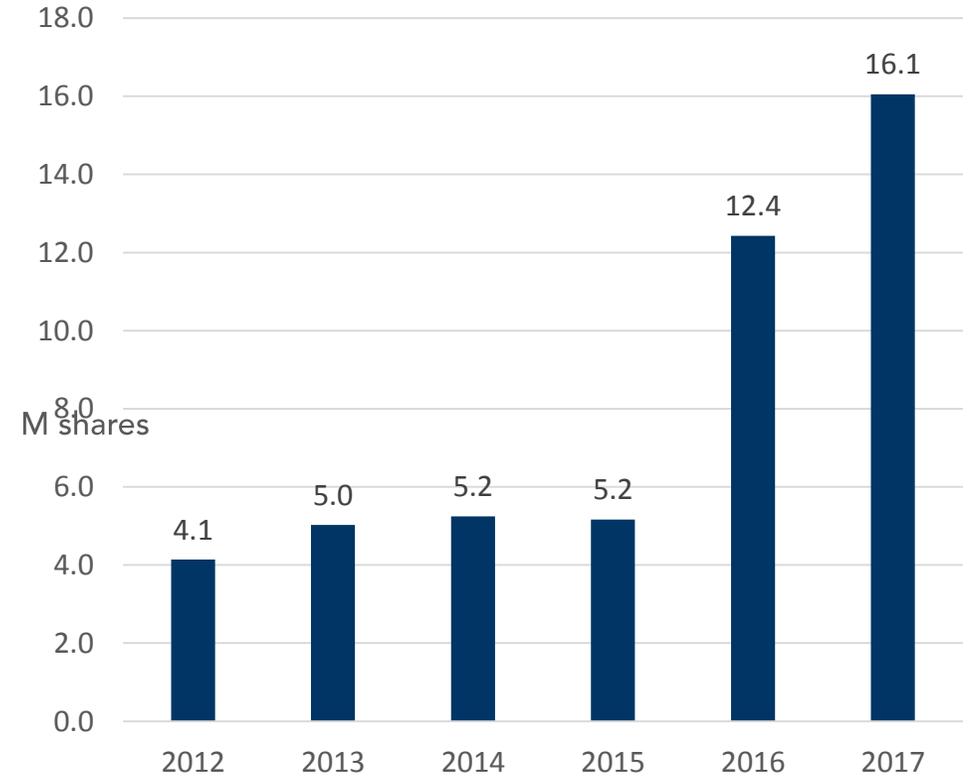
Despite significant spend on product development, finalisation of acquisitions and regulatory payments, cash consumption decreased 30%, while loss after taxes decreased 6% in 2017.

# OUR RESULTS

## SHARE PRICE



## TRADING VOLUME

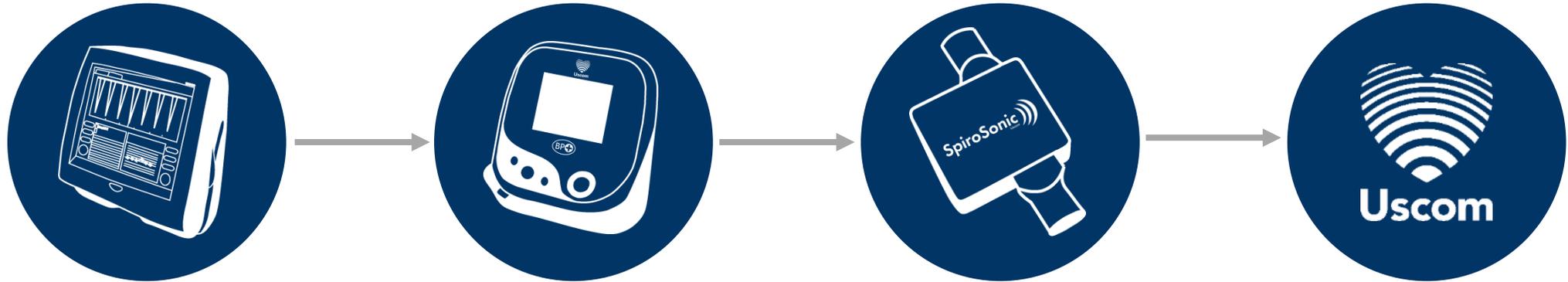


VWAP up 25%, liquidity up 200% over the last 2 years



# OUR ACQUISITIONS

## INVESTED IN TECHNOLOGY



Uscom has invested in technology with two corporate acquisitions

- central blood pressure monitoring
- pulmonary function monitoring

We have

- integrated the companies
- Redesigned, optimised + rebranded the new devices
- prepared the products for market

Launching 7 new products to market and revenue in 2018

# PRODUCT DEVELOPMENT

START





CONCEPT



PATENT



PROTOTYPE



ESTABLISH QC



VALIDATION



TESTING



DESIGN



MANUFACTURE





ISO APPROVAL

REGULATORY

MARKETING

SALE



FINISH

# PRODUCT REVENUE

The process of turning IP into revenue is a long and expensive one, and while Uscom's current accounts reflect revenue predominantly from the USCOM 1A, the BP+ and SpiroSonic devices have been prepared for global sales. This investment represents significant value for Uscom shareholders. Clinically effective technologies that have passed all the development hurdles and generate strong revenue are valuable, and Uscom is releasing 7 new devices into the major global markets.



# OUR RANGE

The **USCOM 1A** is a non-invasive advanced hemodynamic monitor that measures cardiovascular function using Doppler ultrasound to detect abnormalities and guide treatment. The USCOM 1A has major applications in Paediatrics, Emergency, Intensive Care and Anaesthesia.



**SpiroSonic** digital ultrasonic spirometers are high fidelity, digital, pulmonary function testing devices based on multi-path ultrasound technology. SpiroSonic devices can be coupled with mobile applications and proprietary software with wireless interfacing to provide remote tele-monitoring of asthma, COPD and OLD.



The **BP+** measures blood pressure and blood pressure waveforms at the heart, as well as in the arm, information only previously available using invasive cardiac catheterisation. The Uscom BP+ Reporter is a patient archiving, analysis and reporting software for use with the Uscom BP+.



PRODUCT LAUNCH



# MOUNT EVEREST

## IT'S A BIG DEAL

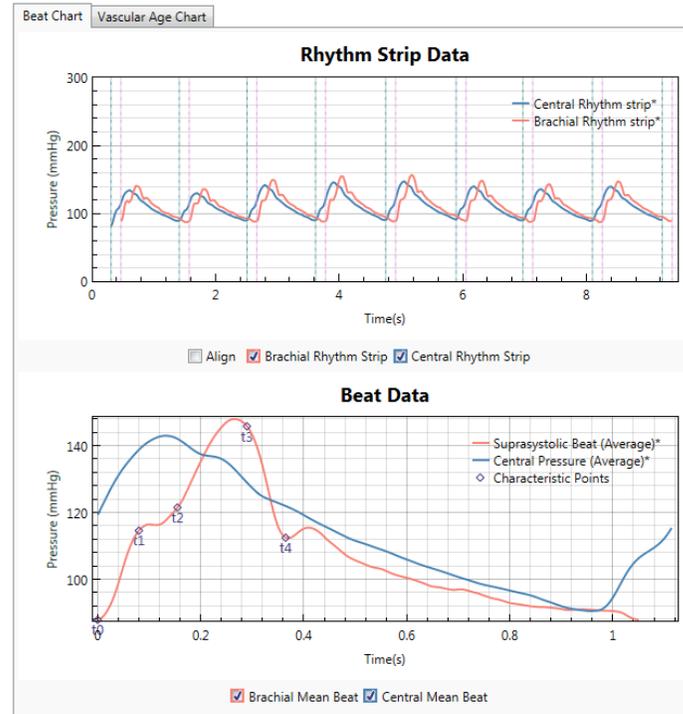
- The BP+ is great science, and is:
- On board the International Space Station
- Used by UK servicemen and women to study hypertension on Mount Everest
- In the Russian Space Programme
- In drug evaluation trials with big pharma
- The emerging BP monitor of choice
- Hypertension occurs in approx 1:3 adults and costs approx \$372B USD globally PA



# CHANGING PRACTICE

Uscom BP+ uses patent protected suprasystolic oscillometry to measure blood pressure at the heart rather than at the arm, as normal sub-systolic blood pressure devices do. BP at the heart is more clinically important than BP in the arm.

**Sub Systolic BP**  
Measured in the arm



**SupraSystolic BP+**  
BP at the heart is more important than BP in the arm

Load File      Connect

Print Report      Start Measurement

Oscillometry			Central Pressure		
Name	Value	Unit	Name	Value	Unit
Sys	148	mmHg	Central Sys	143	mmHg
Dia	88	mmHg	Central Dia	90.6	mmHg
Mean	108	mmHg			
PR	55	bpm			
PP(Artery)	60	mmHg			

Other Information			Pulse Wave Analysis		
Name	Value		Name	Value	Unit
Date	2012-08-24		AI	216	%
Time	12:06:21 p.m.		SNR	19.00	dB
Device ID	01F7577615000000		PR	53.00	bpm
Software Version	SW.R7.VME.035		RMSSD	32.00	ms
Automatic BP	Yes		dP/dt(max)	2.81	mmHg/s
Patient Mode	Adult		dP/dt(Artery)	518.45	mmHg/s
				0.21	





# PRECISION SCIENCE

## Uscom BP+ at MONS University Belgium

Uscom devices are based on precision science, and part of the development of Uscom products is the rigorous testing required to support their release.



LUNG FUNCTION

**FOR  
EVERY  
BREATH  
YOU  
TAKE**

**SpiroSonic**  
Uscom 



# SPIROMETRY PRODUCTS

- Lung disease (asthma and COPD) occurs in approximately 20% of the population and is increasing
- SpiroSonic devices improve the diagnosis and treatment of lung disease
- Device redesign and rebranding complete
- New distribution in the US, China and SE Asia.
- Emerging eHealth applications for personalised home monitoring
- Discussions with leading global distributors
- Preparing for global markets in 2018
- Cost 11.1B GBP, 20B Euro, 50B USD

## DEVICES



## SOFTWARE

## APPLICATION

# OUR SCIENCE



## Research Publications Repository

The feasibility of transcutaneous continuous wave Doppler ultrasound monitoring of cardiac output: Ultrasonic Cardiac Output Monitor (USCOM)



**Australian Government**

**IP Australia**



**Patents and publications prove the value of Uscom technology to investors and the community.**

**30 Patents** - Patents provide the legal protection for the value of our IP, and Uscom has strong property protection of all its product suites. To defend future revenue streams Uscom has more than 30 wide reaching and active patents across major international jurisdictions.

**500 Publications** - Uscom science and technology has also been recognised in more than 500 academic papers and presentations as a practice leader.

# REGULATION

Regulatory approval is required for device sales into China (CFDA), Europe (CE), FDA (USA) and Australia (TGA). Uscom has a number of pending approvals in various jurisdictions over the next 12 mths which will allow sales into new markets

USCOM 1A – CFDA, CE, FDA, TGA

BP+ – CFDA (submission), CE (pending), FDA (submission), TGA

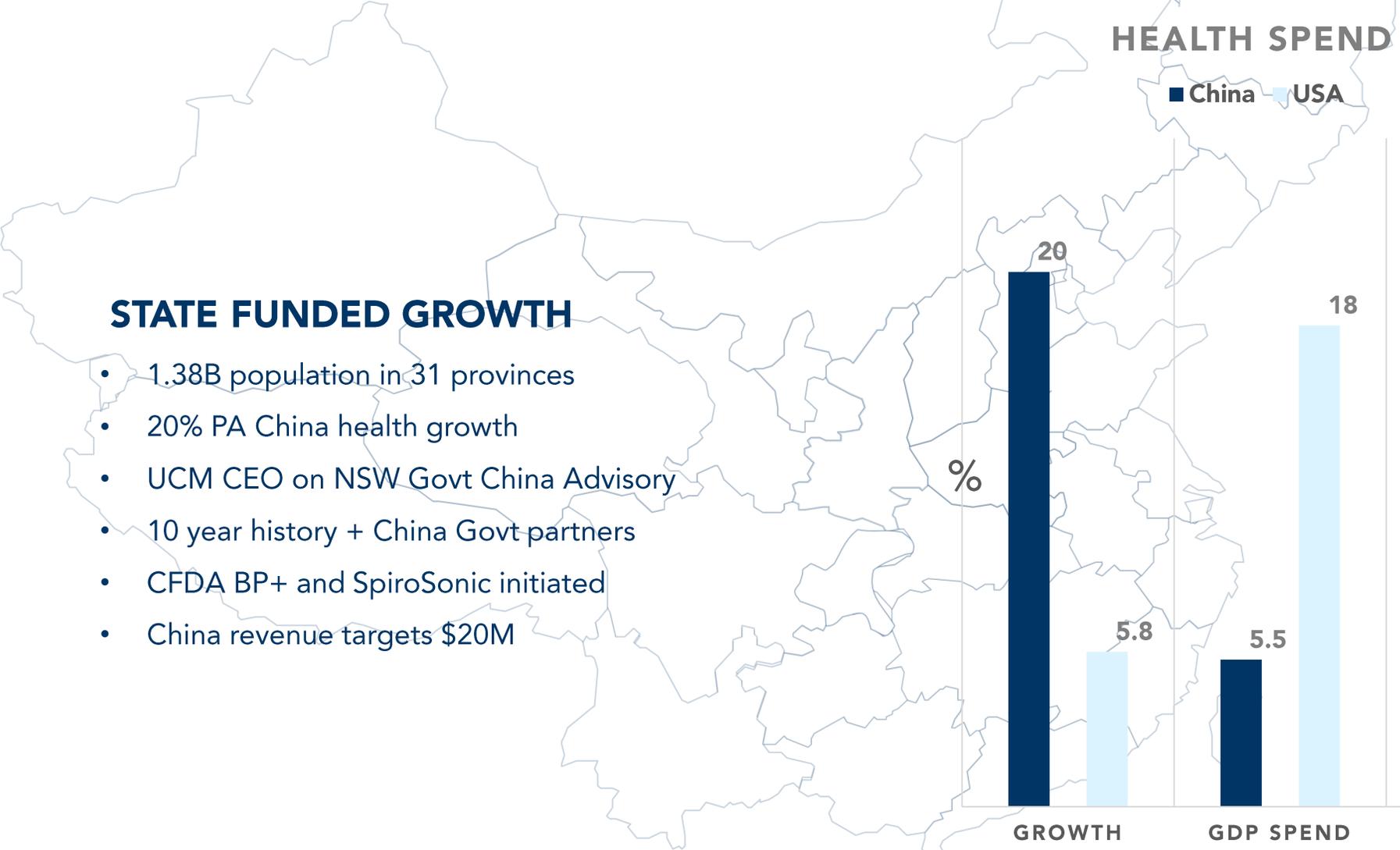
SpiroSonic – CFDA (Submission), CE, FDA (Submission), TGA



# GROWTH STRATEGY



# GROWTH CHINA



## STATE FUNDED GROWTH

- 1.38B population in 31 provinces
- 20% PA China health growth
- UCM CEO on NSW Govt China Advisory
- 10 year history + China Govt partners
- CFDA BP+ and SpiroSonic initiated
- China revenue targets \$20M

# GROWTH SALES



**Damien Linnett**  
Global Sales Manager  
Appointed 2017



**Bea Onal**  
Marketing Coordinator  
Appointed 2017

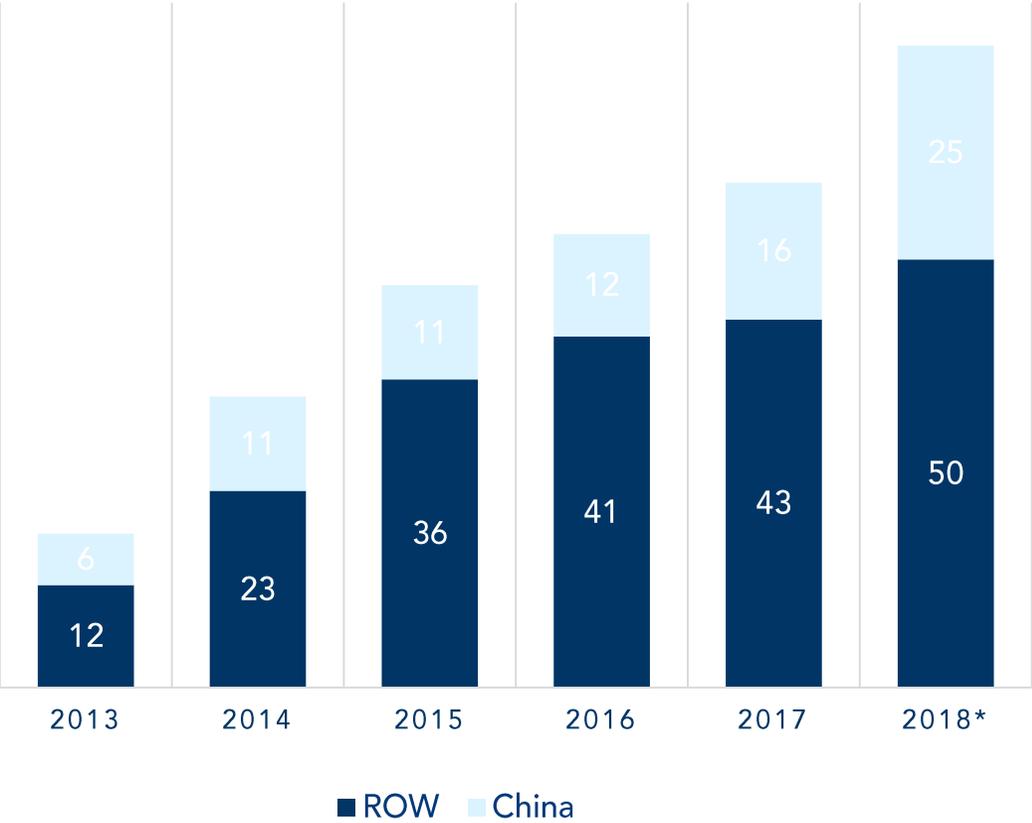


**Denise Pater**  
Global Distribution  
Manager



**Bev Jacobson**  
Clinical Relations  
Manager

## GROWTH IN DISTRIBUTION AGREEMENTS





# WHY NOW

After 5 years of investment Uscom is preparing for growth in 2018 founded on marketing of our 7 new products

- New products – 1 to 8 (+700%)
- New distribution – 53 to 75 (+32%)
- New regulatory approvals (CE, FDA and CFDA)
- More revenue – \$3.5M to \$10M, 20M, 50M
- Incremental growth – strategic partnerships?
- Revaluation of assets (\$20M -\$200M)



"Uscom has acquired global assets to ensure reliable revenue growth over the next decade. Our strategy is to efficiently deliver the devices we have developed into global markets, and grow shareholder value."





**Uscom**

**2017  
Annual  
General  
Meeting**

**Questions**

