



**Uscom**

## ASX MEDIA RELEASE

### Appendix 4C

**Cash receipts up 21% - \$0.86M**

**Sales revenue up 63% - \$0.98M**

**Net operating cash flow - -\$0.52M**

**Cash on hand - \$1.65M**

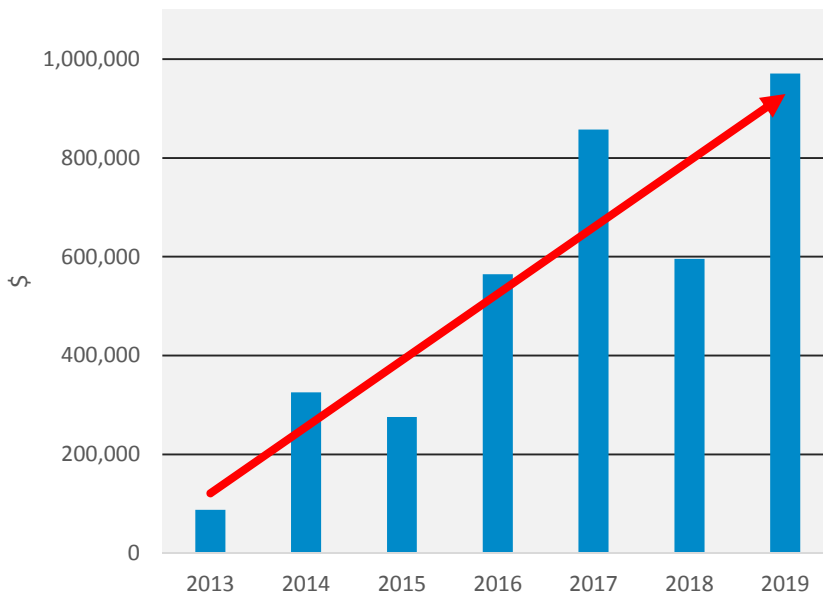
**Continued China expansion**

**SYDNEY, Australia, Tuesday 30<sup>th</sup> April 2019:** Uscom Limited (ASX code: UCM) (the **Company** or **Uscom**) today released its Quarterly cash flow report for the consolidated entity for the period ended 31 March 2019 (the **Quarter**) in the attached Appendix 4C in Australian dollars.

#### Summary

- **Cash receipts from customers \$0.86M up 21%** from \$0.71M in PCP
- **Sales Revenue \$0.98M up 63%** from \$0.60M in PCP
- **Net operating cash outflow \$0.52M** increased from \$0.40M in PCP
- **Cash on hand \$1.65M** decreased 24% from Q2

Q3 Sales Revenue 2013-2019



#### Commentary

The Uscom 4C results for the quarter demonstrate total Cash Receipts from customer of \$0.86M, up 21% from the PCP (\$0.71M), while Sales Revenue for the period was \$0.98M up 63% from the PCP. Net operating cash flow for the period was -\$0.52M, increased from the FY2018 Q3 of -\$0.40M, with cash on hand at the end of the period of \$1.65M. Cash spend for Q4 is predicted to be 1.1M and will be offset by cash receipts for the quarter (Q3 cash receipts were \$0.86M)



**Uscom**

## ASX MEDIA RELEASE

---

Uscom CEO Associate Professor Rob Phillips said, “Cash receipts and sales revenue continue at strong levels for Q3, despite including the Chinese and western New Year holidays. Costs were increased for Q3 as we met one-off costs of approximately \$280K for inventory growth and support of a new USCOM 1A European research project. Further one-off costs include establishment of our new Uscom China and development of a new business unit in China selling consumable medical devices. The revenue from this new unit is expected to impact results over the coming 12 months. We now have an entirely autonomous Uscom China with premises in Beijing which is a registered business in China with certification to sell all type II medical devices, import medical devices directly, employ staff, and transfer funds into and out of China. We now also have an entirely new business unit selling consumables for our devices and that of other manufacturers.

Q3 sales were also impacted by reduced Uscom Kft operations as Budapest manufacturing was relocated to larger premises. This invalidated manufacturing approvals while regulatory records were updated and re-approved, with normal sales expected to resume and growth trends continue during Q4.

Uscom continues to focus on expanding China as receipts and revenues continue to grow, and BP+ and SpiroSonic devices approach NMPA approvals for sale in China. Once NMPA is received we anticipate a upswing in revenue and a reduction in one-off costs. The opportunities remain significant and our growth strategy remains on target.”

Uscom manufactures and markets the USCOM 1A, the Uscom BP+, and the Uscom SpiroSonic digital ultrasonic spirometry technologies. These premium digital devices are changing the way we diagnose and treat cardiovascular and pulmonary diseases, including hypertension, heart failure, asthma, COPD and sleep disorders. The devices and technologies are integral for optimising management of sepsis and guidance of fluid, inotropes and vasoactive therapies in critical care monitoring, and in clinical and home care diagnosis of asthma and COPD, and monitoring the effects of treatment.



**Uscom**

## ASX MEDIA RELEASE

---

### About Uscom

**Uscom Limited (UCM):** An ASX listed innovative medical technology company specializing in development and marketing of premium non-invasive cardiovascular and pulmonary medical devices. Uscom has a mission to demonstrate leadership in science and create noninvasive devices that assist clinicians improve clinical outcomes. Uscom has three practice leading suites of devices in the field of cardiac, vascular and pulmonary monitoring; the USCOM 1A advanced hemodynamic monitor, Uscom BP+ central blood pressure monitor, and the Uscom SpiroSonic digital ultrasonic spirometers. Uscom devices are premium resolution, noninvasive devices which deploy innovative and practice leading technologies approved or submitted for FDA, CE, CFDA and TGA regulatory approval and marketing into global distribution networks.

**The USCOM 1A:** A simple to use, cost-effective and non-invasive advanced hemodynamic monitor that measures cardiovascular function, detects irregularities and is used to guide treatment. The USCOM 1A device has major applications in Pediatrics, Emergency, Intensive Care Medicine and Anesthesia, and is the device of choice for management of adult and pediatric sepsis, hypertension, heart failure and for the guidance of fluid, inotropes and vasoactive cardiovascular therapy.

**The Uscom BP+:** A supra-systolic oscillometric central blood pressure monitor which measures blood pressure and blood pressure waveforms at the heart, as well as in the arm, information only previously available using invasive cardiac catheterization. The Uscom BP+ replaces conventional and more widespread sub-systolic blood pressure monitors, and is the emerging standard of care measurement in hypertension, heart failure and vascular health. The Uscom BP+ provides a highly accurate and repeatable measurement of central and brachial blood pressure and pulse pressure waveforms using a familiar upper arm cuff. The BP+ is simple to use and requires no complex training with applications in hypertension and pre-eclampsia, heart failure, intensive care, general practice and home care. The Uscom BP+ is supported by the proprietary **BP+ Reporter**, an innovative stand-alone software solution that provides a digital platform to archive patient examinations and images, trend measure progress over time, analyze pulse pressure waves and generate a summary report.

**Uscom SpiroSonic digital multi-path ultrasonic spirometers:** High fidelity, digital, pulmonary function testing devices based on multi path ultrasound technology. They are simple and accurate to use and provide research quality pulmonary function testing in small hand held devices that can be used in research, clinical and home care environments. The devices can be coupled with mobile phone applications and proprietary SpiroSonic software platforms with wireless interfacing to provide remote tele-monitoring of pulmonary disease. The devices are specialized for assessment of COPD, sleep disordered breathing, asthma, industrial lung disease and monitoring of pulmonary therapeutic compliance. The SpiroSonic devices are supported by the proprietary **SpiroReporter**, an innovative stand-alone software solution that provides a digital platform to archive patient examinations and images, trend measure progress over time, analyze spirometry outputs and generate a summary report.

For more information, please visit: [www.uscom.com.au](http://www.uscom.com.au)

### Uscom Contacts

Rob Phillips  
Executive Chairman  
[rob@uscom.com.au](mailto:rob@uscom.com.au)

Brett Crowley  
Company Secretary  
[secretary@uscom.com.au](mailto:secretary@uscom.com.au)

## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

**USCOM LIMITED**

**ABN**

**35 091 028 090**

**Quarter ended ("current quarter")**

**31 Mar 2019**

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A</b>	<b>Year to date (9 months) \$A</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	854,864	1,770,782
1.2 Payments for		
(a) research and development	(200,643)	(590,365)
(b) product manufacturing and operating costs	(384,946)	(680,727)
(c) advertising and marketing	(286,020)	(530,406)
(d) leased assets	(41,212)	(126,868)
(e) staff costs	(301,462)	(909,752)
(f) administration and corporate costs	(170,128)	(545,813)
1.3 Dividends received (see note 3)		
1.4 Interest received	5,481	40,384
1.5 Interest and other costs of finance paid		
1.6 Income taxes paid		
1.7 Government grants and tax incentives		790,962
1.8 Other (provide details if material)		46
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(524,066)</b>	<b>(781,757)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(951)	(24,440)
(b) businesses (see item 10)		

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A</b>	<b>Year to date (9 months) \$A</b>
(c) investments		
(d) intellectual property	(30,186)	(67,945)
(e) other non-current assets-term deposit		
2.2 Proceeds from disposal of:		
(a) property, plant and equipment		
(b) businesses (see item 10)		
(c) investments		
(d) intellectual property		
(e) other non-current assets		
2.3 Cash flows from loans to other entities		
2.4 Dividends received (see note 3)		
2.5 Other (provide details if material)	6,756	15,140
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(24,381)</b>	<b>(77,245)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	25,000	25,000
3.2 Proceeds from issue of convertible notes		
3.3 Proceeds from exercise of share options		
3.4 Transaction costs related to issues of shares, convertible notes or options	(1,884)	(3,768)
3.5 Proceeds from borrowings		
3.6 Repayment of borrowings		
3.7 Transaction costs related to loans and borrowings		
3.8 Dividends paid		
3.9 Other (provide details if material)		
<b>3.10 Net cash from / (used in) financing activities</b>	<b>23,116</b>	<b>21,232</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	<b>2,181,136</b>	<b>2,493,575</b>
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(524,066)	(781,757)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(24,381)	(77,245)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	23,116	21,232

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A</b>	<b>Year to date (9 months) \$A</b>
4.5	Effect of movement in exchange rates on cash held	(5,169)	(5,169)
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>1,650,636</b>	<b>1,650,636</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A</b>	<b>Previous quarter \$A</b>
5.1	Bank balances	1,635,636	1,130,006
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details) – Term Deposit	15,000	1,051,130
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,650,636</b>	<b>2,181,136</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

**Current quarter  
\$A**

91,421

**7. Payments to related entities of the entity and their associates**

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

**Current quarter  
\$A**

8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A	Amount drawn at quarter end \$A
8.1 Loan facilities		
8.2 Credit standby arrangements		
8.3 Other (please specify)		
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

--

9. <b>Estimated cash outflows for next quarter</b>	\$A
9.1 Research and development	200,000
9.2 Product manufacturing and operating costs	210,000
9.3 Advertising and marketing	180,000
9.4 Leased assets	43,000
9.5 Staff costs	290,000
9.6 Administration and corporate costs	170,000
9.7 Other (provide details if material)	
<b>9.8 Total estimated cash outflows</b>	<b>1,093,000</b>

Note: Average quarterly receipts for FY2018 is \$678k.

10. <b>Acquisitions and disposals of business entities</b> <b>(items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
10.1		
10.2		
10.3		
10.4		
10.5		

**Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.



Sign here: .....  
(Director)

Date: 30/04/2019

Print name: Rob Phillips

**Notes**

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.