



Uscom

USCOM

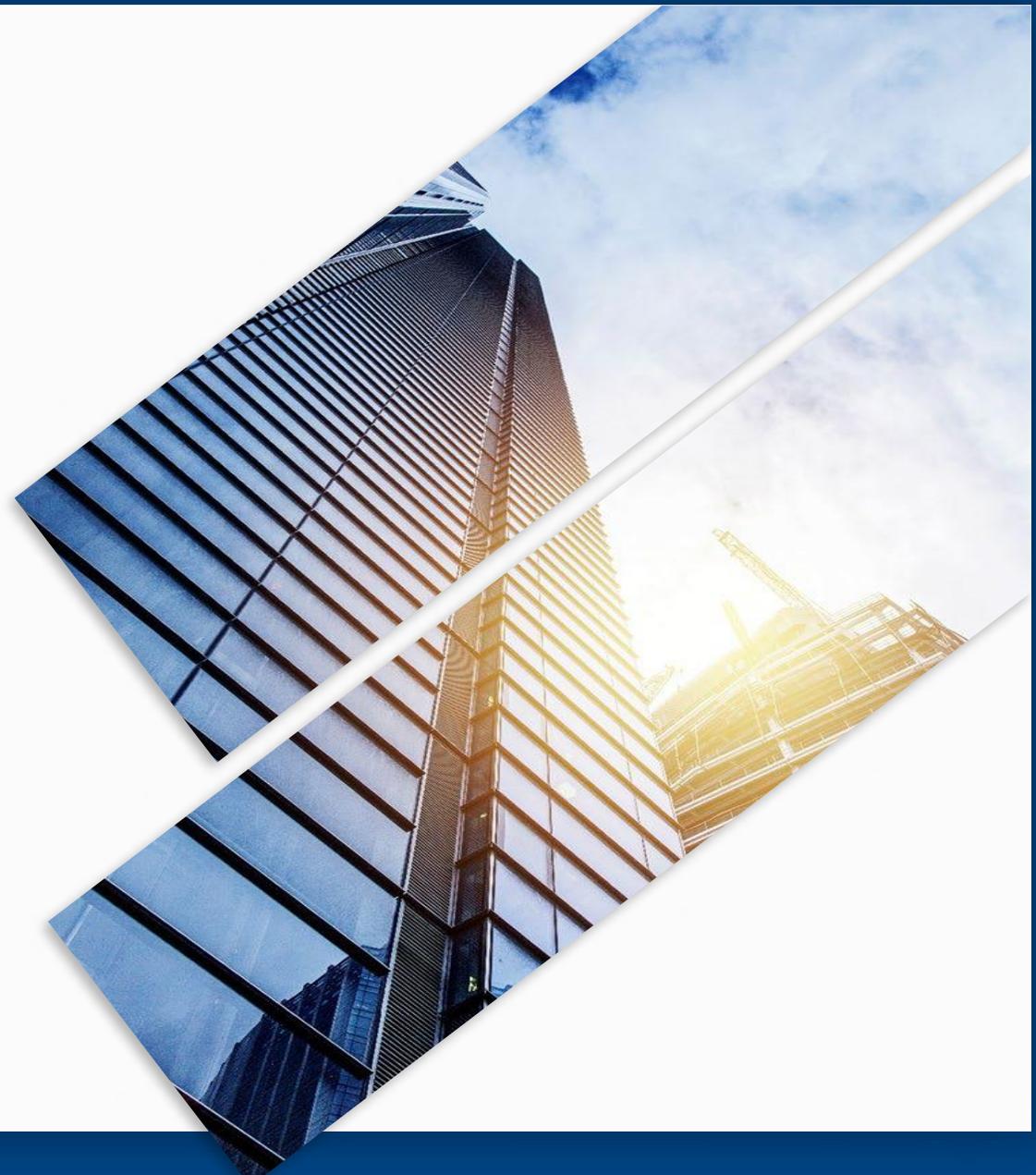
Strong Growth, Bright Future.

H1 FY21 Investor Presentation

Prof. Rob Phillips

24th 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



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



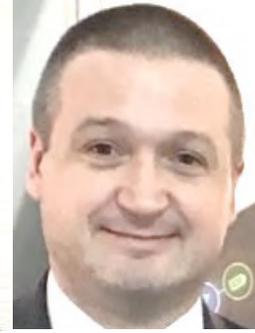
Scott Huang



Denise Pater



Rik Denicke



George Ferenczi



Leo Luo



Scarlett Zhang



Szabolcs Reichardt



Richard Scott



Zsofia 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



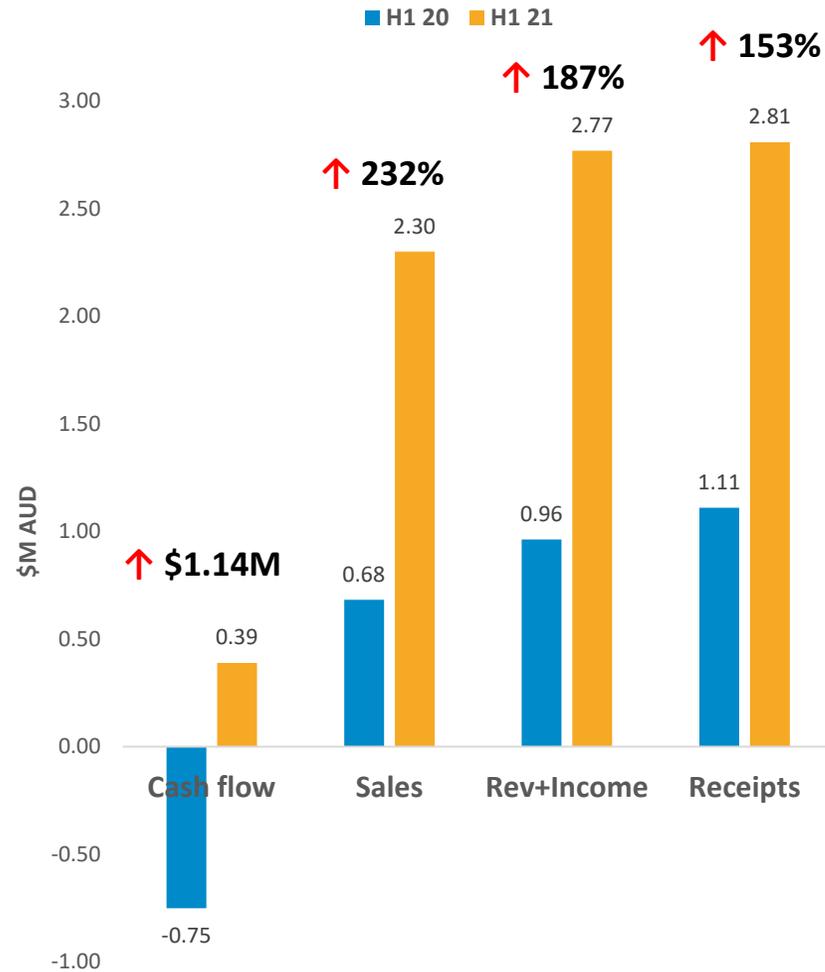
Kevin Badin



Tamas Vitrai

2021: H1 RESULTS

H1 20 v H1 21



Strong growth, bright future.

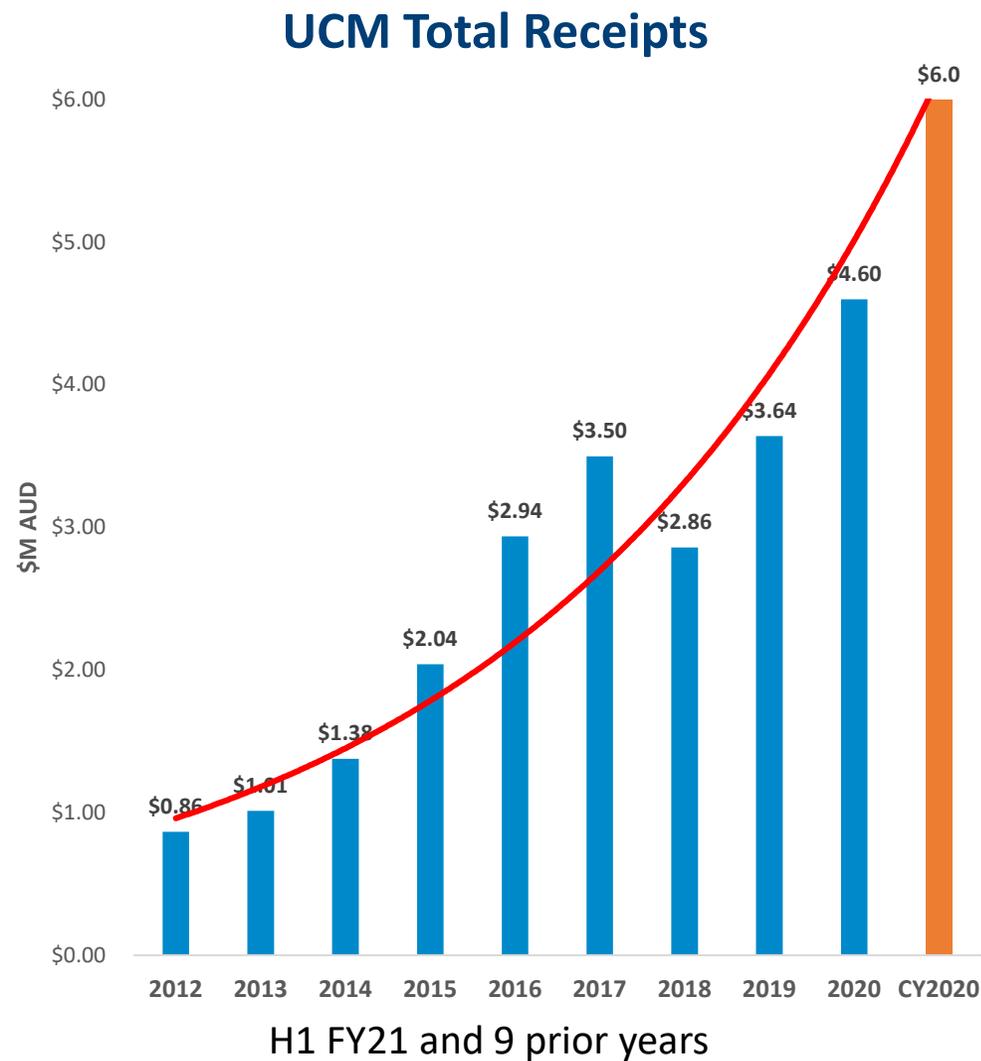


ASX:UCM

- 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

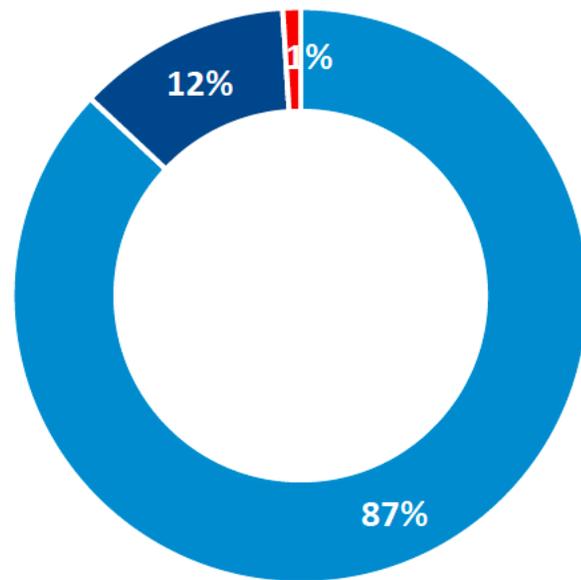
- Growth Trend Continues
- CY20 \$6.09m up 95%
- CY20 cash inflow \$0.8M



2020: REGIONAL AND PRODUCT SALES

Sales by Product

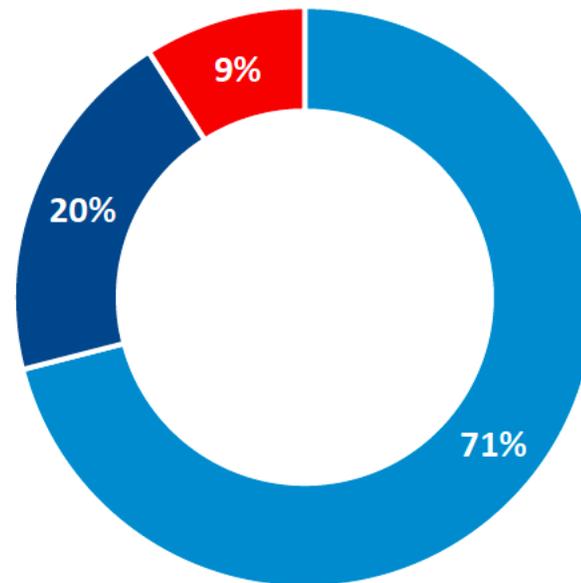
FY2020



■ 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

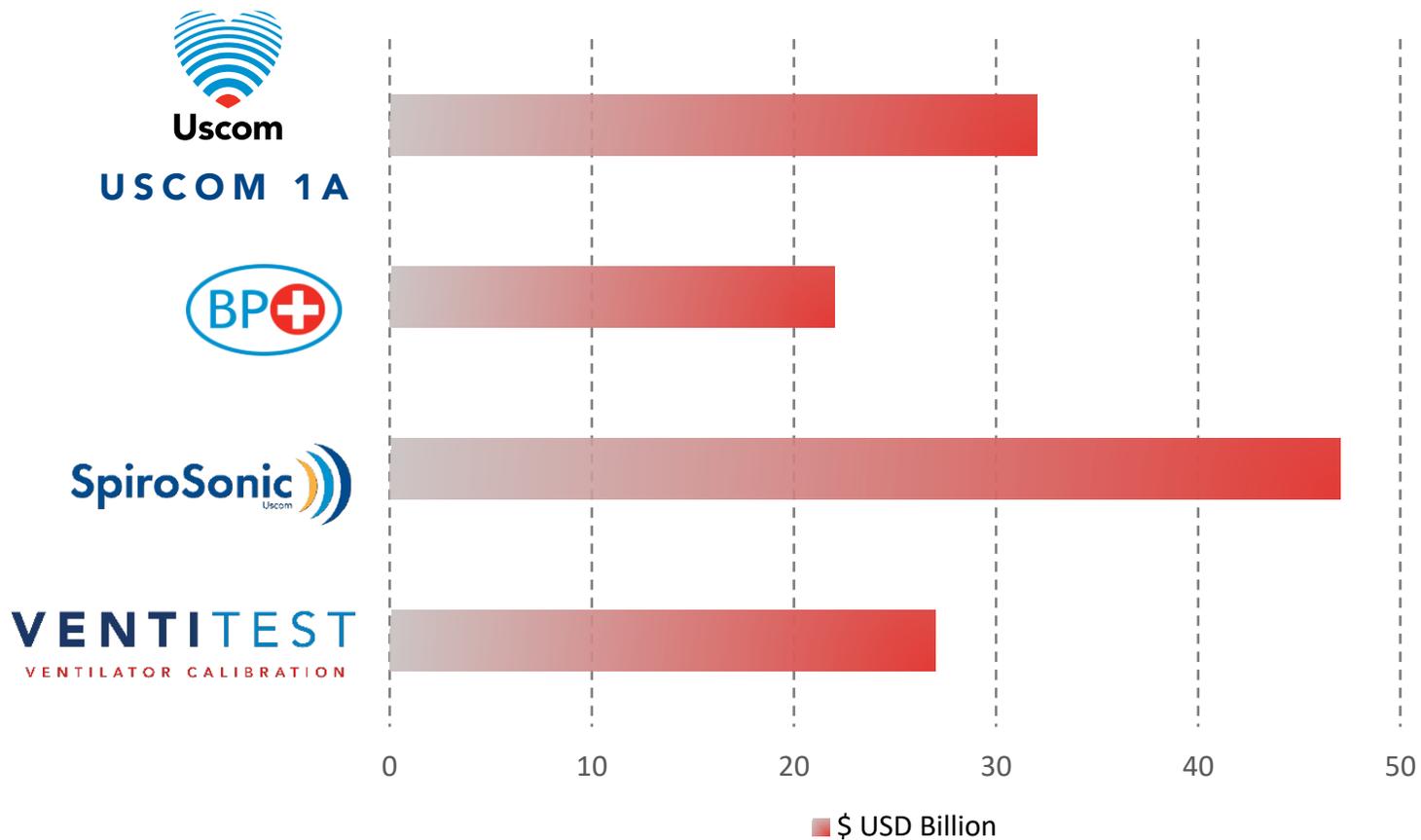
VENTITEST
VENTILATOR CALIBRATION



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



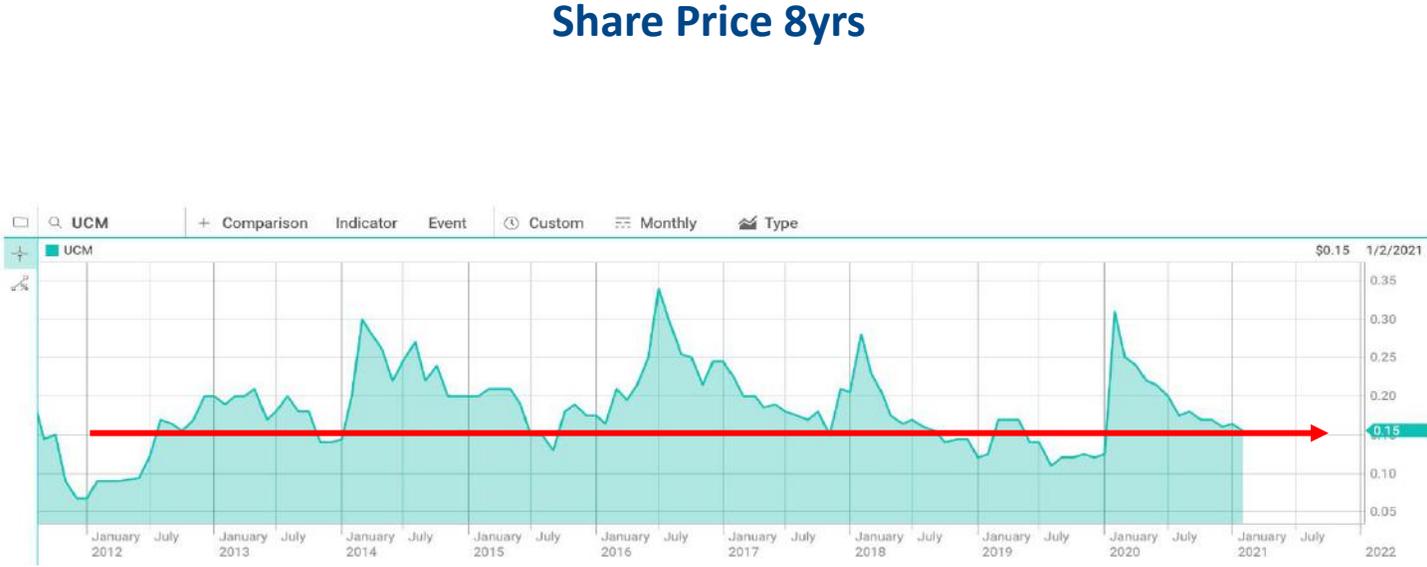
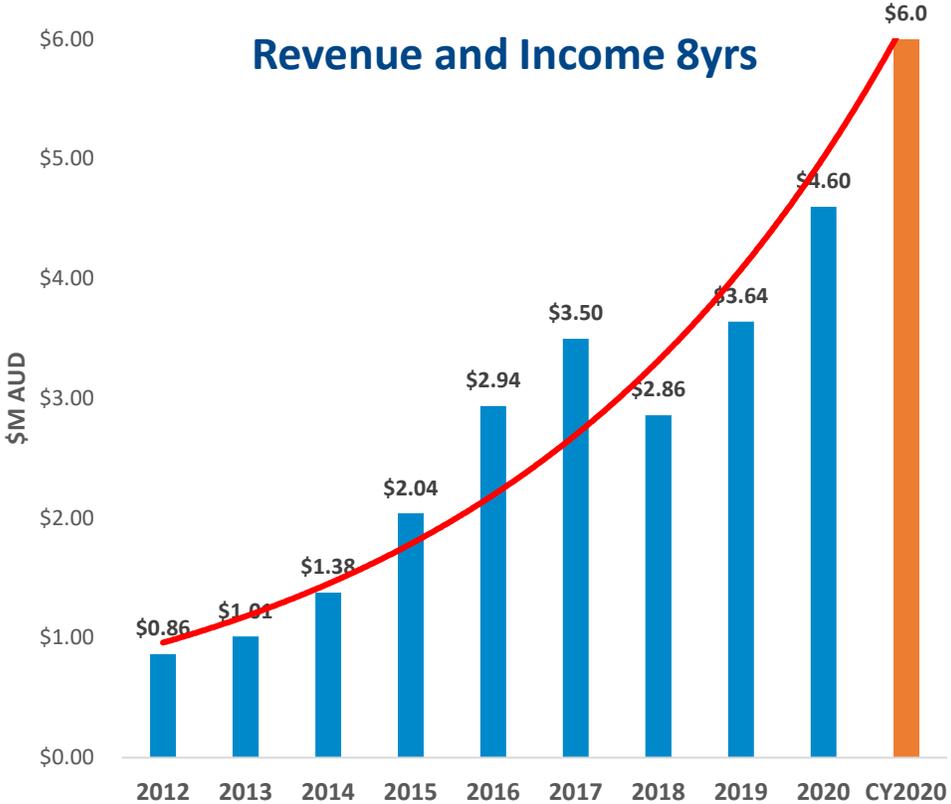
**Rare combination of
quality, growth and
value**

Strong growth, bright future.



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

Strong growth, bright future.





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