



Uscom Limited
ABN 35 091 028 090
Suite 1, Level 7, 10 Loftus Street
Sydney NSW 2000 Australia
T +612 9247 4144 F +612 9247 8157
www.uscom.com.au

MARKET ANNOUNCEMENT

USCOM expands distribution

Monday 19th of March 2012: Uscom (ASX code: UCM).

Uscom Ltd today announced the appointment of 7 new distribution partners in China. This appointment takes to 14 the number of sub-distributors in China. The appointments and management of these distributors is the responsibility of Pacific Medical Systems Limited, the Asia Pacific distributor for the USCOM and OXYCOM products.

This rapid expansion has been driven by the appointment of Mr Herbert Cheng to the staff of Pacific Medical Systems as Head of Business Development in China. Mr Cheng's specific task is to review the current Chinese distribution as well as recruit new distributors. Uscom now has representation in 14 of the 23 provinces of China, up 43% from 8 previously, and in all 4 of the 4 municipalities. A further 6 provinces are currently being evaluated for possible distributor signings.

Pacific Medical Systems were responsible for 50% of all worldwide USCOM user sales in 2011, and the current increase in distribution in China is expected to increase USCOM sales over the next 12 months.

Executive Chairman of Uscom, Rob Phillips said, "This expansion of distribution in China is an important part of our global growth strategy. While the rest of the world remains economically parlous, China continues to grow strongly particularly in the field of health, with a commitment in the most recent 5 year economic plan to increase medical device spending by 20% per annum. I have just returned from 3 weeks with Pacific Medical Systems in China and we are aggressively expanding on this wave of increased spending as the quality of Chinese Health care continues to improve with the adoption of sophisticated practice leading technology such as USCOM."

Mr Jules Flach, Founder and CEO of Pacific Medical Systems said, "We have a close partnership with Uscom Ltd and a strong commitment to the USCOM products. We are working with focus to drive USCOM adoption in the increasingly sophisticated and rapidly growing Chinese medical market."

About Uscom

Uscom Limited is an Australian medical device company which listed on the Australian Stock Exchange in December 2003. Uscom has developed a Non Invasive Cardiac Output Monitor. The USCOM is a simple, cost-effective and non-invasive device that measures haemodynamics, detects irregularities and guides treatment. The USCOM device has major applications in Paediatrics, Emergency and Intensive Care Medicine and Anesthesia, and is a tool of choice for management of adult and paediatric sepsis, and for the guidance of fluid therapy.

USCOM has global regulatory approval and the device is currently marketed in North America, South America, Europe, the Middle East, Australia & New Zealand, China and SE Asia.

Uscom Contacts

Rob Phillips
Executive Chairman
rob@uscom.com.au

Tom Rowe
Company Secretary
tom.rowe@uscom.com.au