

ASX/Media Release  
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## Compumedics Strengthens European Business With \$300K French Government Grant

- Compumedics secures, in association with a key opinion leader in the sleep diagnostic market in France, a \$300K grant to provide a new generation of advanced sleep diagnostics
- Compumedics continues to build its business in European with the appointment of a new sales representative for the Germany neurology devices market

**Compumedics Limited (ASX: CMP)** is pleased to announce it has secured, in association with a key opinion leader in sleep diagnostics in France, a EUR 200K grant to develop features specific to the French sleep diagnostic market. In France, sleep diagnostics is estimated to have annual sales in the order of EUR 30 million and it is a key growth opportunity for Compumedics. For the past three years, the Company has had a permanent sales representative in France. By establishing new business relationships and alliances, as well as receiving government grants, Compumedics is well placed to strengthen its business and reputation in France.

Compumedics is also pleased to announce it has appointed a new sales representative in Germany to focus specifically on the Company's Neuro-diagnostic product offering, including long-term epilepsy monitoring (LTEM). The German market for Neuro-diagnostic products is estimated at EUR 100 million annually and provides another unique opportunity for the Company to grow over the coming year.

**In commenting on these activities in Europe, Dr. David Burton, Chairman and CEO of Compumedics said:**

"After a lengthy period where the Company has been largely focused on securing the funding needed to ship all its orders, now in process, I am pleased to announce these new milestone achievements which will underpin new opportunities for growth.

"The European medical devices markets remain viable opportunities for growth, despite the economic conditions there and particularly with the recent favourable movements in exchange rates. Germany and France are some of the biggest individual markets in Europe, and they continue to offer significant upside for growth for the Company. As such, achieving these milestones are concrete steps forward in delivering on this growth opportunity."

## About Compumedics

Compumedics Limited was founded in **1987** by current Chairman/CEO Dr. David Burton and today is a global leader in the design and manufacture of diagnostic technologies for sleep disorders, neurophysiology and cardiology. In **1987** Compumedics established Asia Pacific's first fully computerized sleep laboratory. Compumedics holds 80% share of the Australian sleep-diagnostic market, and has a major and rapidly growing presence in the US, European and Asian marketplaces for its sleep, neurological, and Doppler blood-flow diagnostic monitoring devices. In **1995** the company was selected to supply equipment to the US Sleep Heart Health Study, the world's largest sleep study of its kind, with over 8,000 participants scheduled by 2008. With headquarters in Melbourne, Australia and offices in the United States and Europe, its products are distributed in over 50 countries. In **1998** Compumedics was awarded the overall Australian Exporter of the Year. In **2000** Compumedics was listed on the Australian Stock Exchange. In **2002**, Compumedics acquired US-based **Neuroscan** - the world's leading supplier of instruments for brain research. In the US - the world's largest medical device market - Neuroscan holds around 90% of the market for brain-research products. In **2003** Compumedics was awarded the Frost & Sullivan Award for Market Expansion Strategy. In **2004**, Compumedics acquired Germany-based **DWL Elektronische GmbH**, enabling Compumedics to expand its global operations into the neurovascular and cardio-vascular diagnostic fields. In **2006**, Compumedics was awarded the Frost and Sullivan Technology Leadership award for its innovative Somte<sup>®</sup> recorder product. In **2007**, Compumedics and its Chairman were inducted into the Victorian Manufacturing Hall of Fame. In **2008** the DWL division received a top 100 German Innovation award. With 20,000 systems installed globally across the finest hospital, universities and clinics Compumedics sales have grown more than 4-fold from \$9 million (1999) to \$39 million (2008). In **2009** Compumedics was awarded a design award for its GRAEL<sup>®</sup> PSG/EEG premium laboratory-based product. In **2010** Compumedics was recognized by the Australian Innovation Government and Industry body as one of Australia's Top 100 Health Innovators through its world leading devices for sleep diagnostics. In **2011** Compumedics was selected as one of the 25 innovative Australian companies by the Australian Governments Department of Innovation, Industry, Science and Research (Industry).

For more information please visit: [www.compumedics.com](http://www.compumedics.com)

### For further information please contact:

**David Burton**, Chairman and CEO  
**Compumedics Limited**

T: (03) 8420 7300

M: 0414 384684

E: [dburton@compumedics.co.au](mailto:dburton@compumedics.co.au)

**Rod North**, Managing Director,  
**Bourse Communications Pty Ltd**

T: (03) 9510 8309,

M: 0408 670 706

E: [rod@boursecommunications.com.au](mailto:rod@boursecommunications.com.au)