

# Compumedics Vista

COMPUMEDICS CLIENT UPDATE, ISSUE 46



## \$1 MILLION SLEEP DIAGNOSTIC SYSTEMS CONTRACT FURTHER ACCELERATES COMPUMEDICS STRENGTH IN CHINA.

SEPTEMBER 21, 2015

- Compumedics signs new AUD 1.0 million (USD 0.7 million) three-year distribution contract for its sleep diagnostic and monitoring systems with existing Shanghai-based distributor
- Contract covers provinces in and around Shanghai and complements Compumedics’ distribution agreement for its sleep and neurological diagnostics systems in other provinces of China
- Locks in at least 10% growth per annum, over the three-year contract period
- New contract re-enforces Compumedics strategy to expand its core business in major global medical device markets
- Compumedics continues to be the Number One premium supplier of sleep diagnostics and neurological research systems in China.

Compumedics Limited is pleased to announce that it has secured a new three-year contract for the distribution of Compumedics’ sleep diagnostic and monitoring systems across provinces in and around Shanghai with one of its long-term distribution partners in China, ZhiNuo.

This contract is complementary to Compumedics’ arrangements for the distribution of its sleep and neurological monitoring range in other provinces in China, which the Company announced on 15 June 2015.

In commenting on Compumedics’ market growth in China, Dr David Burton, Chairman and CEO of Compumedics, said: “Compumedics has spent more than a decade, with our Chinese partners, building a foundation for future growth in one of the worlds most challenging but highest growth markets. Compumedics is now the number one premium supplier of sleep diagnostic and neurological research systems in China.

“As a result, Compumedics is well positioned to capture growth, not only in sleep diagnostics, but also in neurological monitoring, a relatively new and untapped market for the Company in China and other parts of Asia.

“With only approximately 2,000 beds dedicated to sleep diagnosis country-wide, China continues to be a latent and high growth opportunity for sleep diagnostics, and Compumedics will continue to deliver significant growth in this key market over the next three years.”

The Company is pleased this new contract builds strongly on a long and very successful relationship by continuing to deliver significant growth in this key market over the next three years.

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New feature in Profusion Sleep4 - Two Camera Digital Video ③

Compumedics at AES 69th Annual Meeting, USA ④

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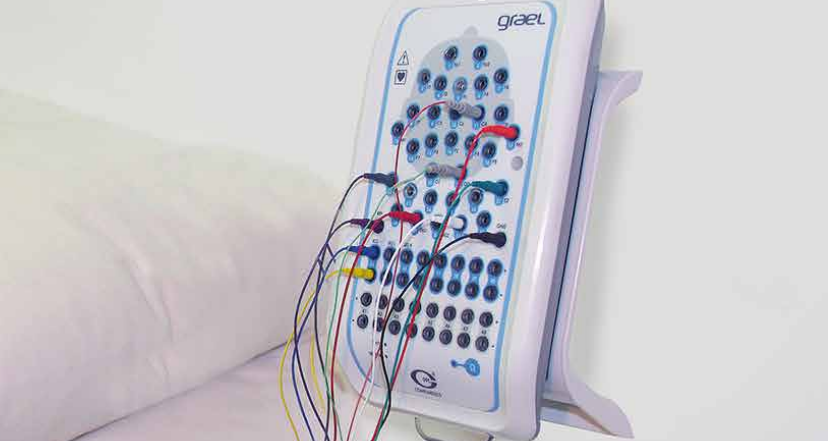
Compumedics at DGSM, Germany ④

Compumedics at SLEEP DOWNUNDER, Australia ⑤

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## \$250K SLEEP DIAGNOSTIC DEAL WITH PRESTIGIOUS US CHILDREN'S HOSPITAL.

DECEMBER 1, 2015

- Compumedics wins USD180K (\$250K) contract to supply one of California's most prominent Children's hospitals with its sleep diagnostic equipment
- Milestone achievement in creating a key reference site in the US State of California where the Company has little penetration to-date
- New contract re-enforces Compumedics strategy to expand its core business in major global medical device markets
- This Children's hospital has a goal of becoming the US's most technologically advanced and chose Compumedics sleep equipment.

Compumedics is pleased to announce that it has secured a contract to supply its sleep diagnostic equipment to one of the US's most prestigious Children's Hospitals, located in the San Francisco area.

The contract win is in line with the Company's stated goal of growing its core businesses, including sleep diagnostics, into world markets, including the US and in particular, California, where the Company has had little market penetration to date.

In commenting on Compumedics' win, Dr David Burton, Chairman and CEO of Compumedics, said:

"Compumedics has spent more than a decade building its US business, during which time the west coast of the US has not been a significant market for the Company. With this win and other Company activity in California the Company is committed to growing its presence in this large US state (some 45m people reside in California).

As a result, Compumedics is well positioned to capture growth, not only in sleep diagnostics, but also in neurological monitoring, in California. The Company is pleased this new contract builds strongly on our growing presence in the US, built from a loyal base of existing customers and staff."

## \$600K NEUROLOGICAL ORDER FOR THE NEW PERTH CHILDREN'S HOSPITAL

SEPTEMBER 8, 2015

- Compumedics receives \$600K order to fit out the neurology department at the new Perth Children's Hospital
- New contract underpins core neurology business in Australia and confirms that Compumedics continues to be the preferred supplier of neurological devices to premier sites
- Re-enforces Compumedics strategy to expand its core business into major global medical device markets
- Compumedics remains the Number One supplier of sleep neurology and neurological research systems in several key markets, including Australia.

Compumedics Limited is pleased to announce that it has secured a \$600,000 order to fit out the neurology department at the new Perth Children's Hospital, which is currently under construction.

The deal continues Compumedics success in winning contracts for premium sites both in Australia and around the world with its innovative technology, and underpins the Company's on-going objective to remain the preferred supplier to premium sleep and neurology facilities globally.

In commenting on Compumedics' success, Dr David Burton, Chairman and CEO of Compumedics, said:

"Compumedics has spent more than a decade building an innovative and comprehensive range of neurological diagnostic and monitoring products to enable the Company to expand into the premier market.

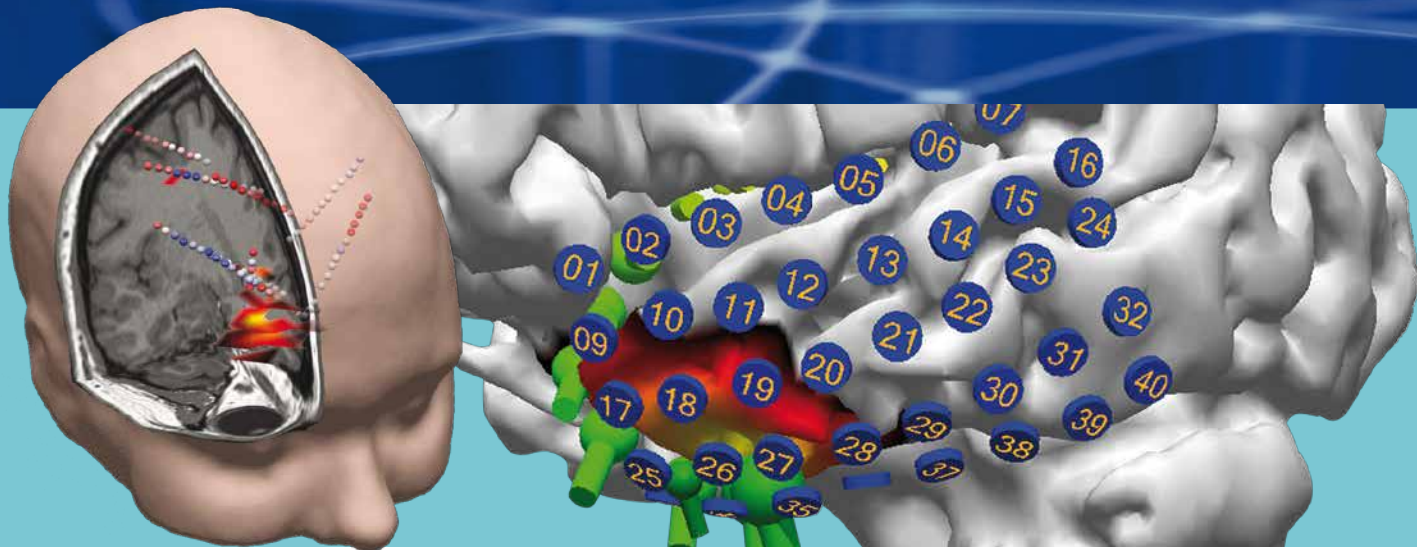
"With this order we continue to build credibility and market acceptance of our product capability, which can be used to push into new geographic markets around the world.

"Compumedics is pleased that this new contract builds strongly on a long and very successful history as market leader in Australia for both neurology and sleep diagnostic and monitoring solutions."

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# \$2 MILLION NEUROSCAN BRAIN RESEARCH & NEUROLOGY DISTRIBUTION AGREEMENT IN KOREA

SEPTEMBER 14, 2015

- Compumedics signs new AUD 2.0 million (USD 1.4 million) South Korean distribution contract for its Neuroscan brain research and neurology monitoring
- 10% growth locked in per annum, over the three-year contract period
- Re-enforces Compumedics strategy to expand its core business in major global medical device markets
- Compumedics Neuroscan brain research business includes the world's leading brain source localisation software – CURRY®

Compumedics is pleased to announce that it has secured a new three-year contract, for the distribution of Compumedics' Neuroscan Brain Research and neurology systems in South Korea with the Company's long-term distribution partner, Kwangwon.

This contract builds Company's already established relationship with Kwangwon in Korea.

The deal also provides scope for the Company to expand and introduce its eHealthMedics professional Cloud-based sleep diagnostic services model into the Korean market.

In commenting on the new agreement, Dr David Burton, Chairman and CEO of Compumedics, said:

"Compumedics has spent more than a decade, with many of our Asian distributors, building a foundation for future growth in one of the world's most challenging but highest growth regions.

"Compumedics is now the number one premium supplier of sleep diagnostic and neurological research systems in China and has been the preeminent supplier of brain research equipment into Korea over the same time period.

"As a result, Compumedics is well positioned to capture growth not only in brain research across Asia, but also in sleep diagnostics and in neurological monitoring, a relatively new and untapped market for the Company in Asia.

"Compumedics has built a very strong installed base for its brain research systems in China with some 650 sites and more to come.

"This renewed contract in Korea will complement our growth in the region as Asia tackles finding new ways to identify and treat neurological disorders with the same intensity as the US and Europe."

## NEW FEATURE IN PROFUSION SLEEP 4 - Two-Camera Digital Video

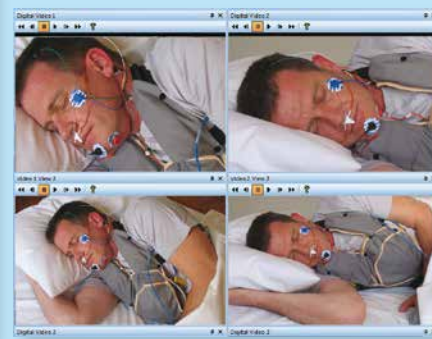
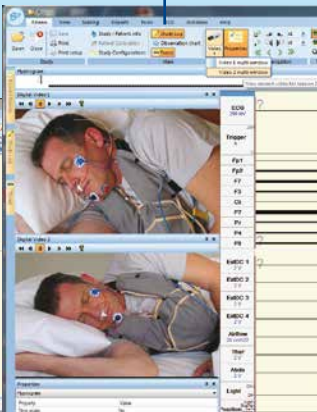
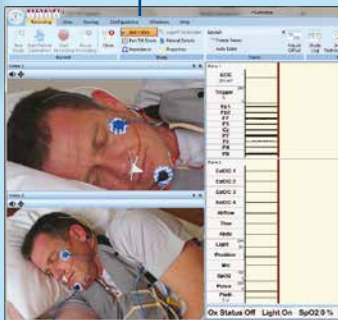
One of the enhancements of Profusion Sleep 4.1 (soon to be released) is the ability to record video from two cameras. There are several reasons why this might be useful, for example the physician may want High Definition footage of the patient's face in addition to low definition footage of the patient's body during the study. Or the clinic may require a low resolution video of the entire room.

To record 2 video streams, simply select **2 video profiles** when creating a new study.

During Recording with PSG Online, click the **video button on the ribbon bar** and the video from both cameras will be displayed live.

During Review both video sessions will be available.

As well as showing both video sessions, **Profusion PSG** also allows two views for each video session. So for a single recording, the technician may utilise an addition view to zoom in on something of particular interest.



## COMPUMEDICS AT AES 69TH ANNUAL MEETING

4 - 8 December 2015  
Pennsylvania, USA

The AES Annual Meeting is like no other, bringing together diverse professionals who are involved in both research and clinical care for patients with epilepsy including neurologists, epileptologists, neurophysiologists, neuroscientists and neurosurgeons. More than 5,000 top epilepsy professionals from more than 60 countries attended.

Our new exhibit for 2015 provided advanced insight into the fully integrated **Profusion 5 EEG** and the 3-D Neuro-Imaging capabilities of **CURRY 7**, highlighting advances in patient diagnostics and management.

Compumedics displayed the very latest innovations in the Neuroscience and Neuroscan range. Delegates were given an insight into the latest developments in the Neuroscan **CURRY Multimodal Neuroimaging software**, with the assistance of Dr. John Ebersole and Dr. Juan Ochoa during focused sessions on CURRY 7, and the soon to be released **CURRY 8**. The didactic sessions were well attended. A large number of leads were collected for both Compumedics Neuroscan Clinical Systems and CURRY sales. We anticipate accelerated growth for both our clinical EEG systems and our CURRY product in the U.S. market.

**AES was once again a great success for Compumedics!**



## COMPUMEDICS AT SFRMS

19 - 21 November 2015  
Nantes, France

Compumedics attracted significant interest from sleep diagnostic facilities from all over France following the win of the 10-bed Pitié Salpêtrière (Paris) sleep tender.

The Compumedics French team (Olivier Eymin, Mickael Guyochet and Fabien Curron) introduced the latest innovations from Compumedics including the new therapy device, the **Somnilink SPAP**, for the first time in France.

The team also demonstrated the latest features from Compumedics' latest Sleep Diagnostic Software suite, **Profusion Sleep 4**.

SFRMS 2016 will take place in Strasbourg, where, Compumedics France SAS in the last year, equipped another 14 bed sleep lab.



## COMPUMEDICS AT DGSM

3 - 5 December 2015  
Mainz, Germany

Compumedics' Frank Duenkel introducing the latest Sleep Diagnostics Software suite, Profusion Sleep 4 to the exhibition participants during the DGSM (German Sleep Society) Meeting in Mainz.



## COMPUMEDICS AT SLEEP DOWNUNDER 2015 22 - 24 October 2015 Melbourne, Australia

The Sleep Downunder Conference this year offered four plenary sessions, fifteen concurrent symposia sessions, concurrent 'Year in Review' sessions and featured invited international guest speakers Prof Walter McNicholas and Dr Kenneth Wright.

Compumedics showcased the very latest innovations in its Sleep range. Delegates were given an insight into the latest developments in the Profusion Sleep 4 software, and Compumedics hardware including the Grael HD, Somte PSG and Somnilink SPAP.

Compumedics hosted the **Sleep Downunder FUN RUN** around 'The Tan', Melbourne's famous running track surrounding the Botanical gardens. All who turned out for the run were rewarded with a Medal for their efforts!

The **Compumedics client event** was also well received. This year it was held at the historical 'Abbotsford Convent', where guests were treated to a night of gourmet food, drinks and live music.

### Photos from the Sleep Downunder Fun Run



### Photos from the Compumedics Client Event

