

Compumedics

vista

A COMPUMEDICS CLIENT UPDATE, ISSUE 21

**Come and see us at Medica 2009:
Hall 9, Booth 42.**

Compumedics' Germany based business wins fourth key sleep-diagnostics devices contract.

Leading medical devices company, Compumedics Limited (ASX: CMP) today announces a further major milestone for its newly established Germany-based sleep-diagnostics capital-equipment business of winning an additional AUD366K (\$230K) sleep-diagnostics devices contract with a another prestigious customer in Berlin.

The ZSL (Zentral Sleep Lab) Service GmbH, based in Berlin, Germany, is a major sleep-diagnostic facility. This sleep lab serves as a major referral centre for the capital city of Germany and its surrounding districts, which combined, comprise a population of well over 3.5 million people. This sale will enable Compumedics to continue to expand its brand through the many sleep-diagnostic facilities in Germany.

In the space of the past six months, Compumedics has won approximately \$1.3 million (\$795K) in German business, attributable to its direct-sell model. Successes to-date, in Gerlingen (AUD400k), Offenburg (AUD300k), Köln (AUD353k), and Berlin (AUD366k) represent major customer facility penetration only. More importantly, the winning of these sales has displaced equipment from a number of incumbent competitors. This achievement not only validates Compumedics' direct-sell model in Germany, but also supports the technical superiority and usability of Compumedics' range of sleep-diagnostic devices.

Mr David Burton, Compumedics Executive Chairman, commenting on this achievement, said, "This additional deal marks another important milestone for the Company and affirms the Company's direct German market presence, along with the vast untapped opportunity for Compumedics' suite of sleep products. The combination of Compumedics' comprehensive portable Somté® PSG AASM devices, coupled with the Company's Nexus clinical enterprise management-system and the new premier sleep-laboratory Grael™ system, appear to be well suited to the knowledgeable and sophisticated German sleep market.

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For queries, please email us at marketing@compumedics.com.au

CELEBRATING
over
20 YEARS
of SLEEP
DIAGNOSTICS
EXCELLENCE
Since 1987

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COMPUMEDICS
'Defining Life's Signals'

www.compumedics.com



Compumedics Unwraps GRAEL at Medica!

Compumedics is very excited to showcase our newest innovation, the Premier GraeL HD-PSG/EEG amplifier to the world in November 2009!

Our most technologically advanced amplifier yet, and the world's first High Definition PSG amplifier, Compumedics GraeL is available in two models: GraeL for dual-platform PSG & EEG or GraeL EEG for dedicated EEG studies.

This premier event is the perfect venue to showcase the latest advancements in Sleep and EEG amplifier technology.

GraeL will be featured prominently at the Compumedics stand – front & centre so our customers and prospects are able to view it from every angle to be able to appreciate the sleek design and outstanding features of this product.

While GraeL will definitely be the star of the show, we will also be showcasing various other Compumedics products: Neuvo LTM EEG, E-series, Somté, Somté PSG and Xegis EMG systems. There continues to be strong emerging interest in home and ambulatory studies and with four custom-configurable products available from Compumedics, we definitely have something for everyone.

With the unwrapping of GraeL for the world to see, Compumedics will again showcase the basic fact that no other company has the commitment to be worldwide leaders in innovation, technology and customer support like we do!



NEW

GraeL PSG/EEG

- World's First True High-Definition PSG/EEG
- One-Box, One-Cable
- Fully Integrated AASM Signal Set

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In particular, Markus Rosenstingl and Frank Dunkel, who jointly lead our German division, have demonstrated the strength of their superb local knowledge and sleep-diagnostics experience. The Berlin sleep centre, similar to those in Stuttgart, Köln and Gerlingen are key centres for clinical and research excellence in the sleep field, from which Compumedics will continue to advance its focus of providing equipment for sleep medicine and services to the German sleep community. Compumedics' strategy is to develop the German market as one of its principal revenue sources, in a similar manner to the development of Compumedics USA, which today represents about 50% of Compumedics revenue."

Germany is the world's third largest medical device market and Europe's largest. As such, Germany is a key driver for Compumedics' future growth in Europe, having over 300 accredited sleep clinics and a market potential of about USD36 million per annum. The winning of these contracts further confirms Compumedics' strategic advancement in developing Europe as a principal market for the Company, and Compumedics' continued focus on key global markets.

According to David Burton, Compumedics' German and US businesses are now making a very significant impact to the sales performance of the company in improving worldwide market conditions. He said, "The establishment of the German business follows the development of the Company's USA direct-sales business, now responsible for approximately 50% of the Company's annual sales of about AUD40 million per annum. Revenues in the USA have grown from about USD1 million in 2000 to USD13 million in 2009, representing year-on-year growth of approximately 40 per cent."



Frank Dunkel
European Clinical
Support Specialist

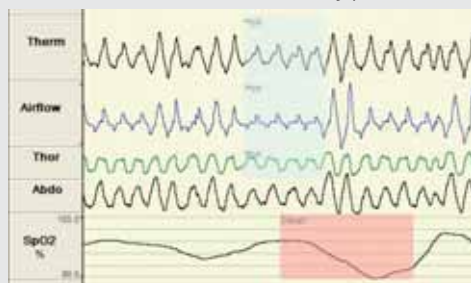
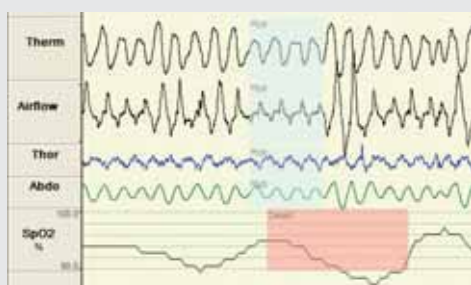
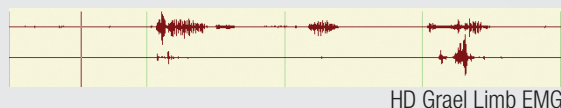
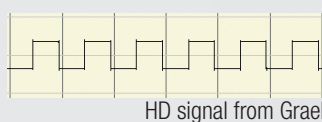
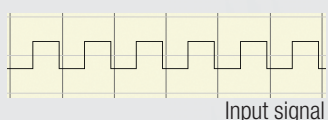


Markus Rosenstingl
Business Manager
Sleep Diagnostics Germany

Visit the Compumedics Website for the full article: www.compumedics.com

NEW Sleep Innovations only from Compumedics.

***grael™**
HD psg/eeg



- > High Definition PSG
- > One-box, One-cable
- > Fully Integrated AASM Signal Set

True High-Definition PSG/EEG Signals

High Definition PSG/EEG

- Full PSG/EEG in High Definition
- 24-bit amplifier - A new standard for PSG
- DC-coupled inputs - See what's really happening
- Differential ECG and EMG provide unparalleled signal quality
- Respiratory impedance plethysmography
- Exceptional noise and artifact rejection
- Exceeds all AASM Digital Specifications**

One-box, One cable amplifier

- All connections are integrated
- A single IP connection to the **Grael** provides both power and data transmission
- Built-in light sensor*
- Sleep-optimised Oximeter
- Integrated RIP technology*
- New high-sensitivity snore microphone*
- Calibration-free position sensor*

Improved Efficiency

- One-touch quick disconnect
- Lanyard for easy carrying when disconnected
- Light-up touch-proof connectors allows convenient bedside impedance checking
- Touch-proof connectors are ideally spaced for easy access
- Labeled to current AASM guidelines**
- **Grael** cradle can be desk, cart or wall mounted to suit any environment

* Not available in Grael EEG model

** Standards as of printing

* This product is not for sale in the USA pending FDA Market Clearance.

Compumedics

the World of Sleep

at your finger tips



Unrivalled Solutions

Recording Devices

- ✓ High Definition PSG
- ✓ AASM Compliance
- ✓ Wireless (industry standard)
- ✓ Intuitive graphical interface on all HST systems
- ✓ Reliability from over 20 years experience in building PSG systems
- ✓ Full disclosure of raw data
- ✓ Integrated signal quality indicators
- ✓ Flexibility in signal options
- ✓ Industry standard sensors
- ✓ Real-time monitoring with digital video
- ✓ Software tailored for HST






Profusion PSG 3

- ✓ AASM compliant
- ✓ Validated automatic analysis of sleep, respiratory and other parameters
- ✓ User friendly interface
- ✓ Customisable reports
- ✓ Dedicated research applications available

Profusion Nexus

- ✓ Clinical enterprise software for streamlined efficiency and productivity
- ✓ Full HIS integration
- ✓ Remote access
- ✓ Patient scheduling

Compumedics provides the only full spectrum of Sleep products, ranging from Home Sleep Testing (HST), to the premier **Grael™** of Sleep monitoring. All seamlessly integrate with the specialist Profusion Suite and Nexus Enterprise Software. **Compumedics - Your complete solution.**

Type IV	Type III	Type I/II	Type I	Premier Type I Clinical & Research NEW!
				
Somnea	Somté	Somté PSG	E-Series	Siesta 802 *Grael - The world's first High Definition PSG
Profusion PSG 3 Software Gold standard Sleep Software Suite with industry proven Automatic Sleep Staging and respiratory events.			Profusion Nexus Enterprise Clinical Enterprise Solutions for enhanced productivity and efficiency.	

*This product is not for sale in the USA pending FDA Clearance to Market. Contact your local Compumedics representative for product availability in your local area.

Compumedics' operations consist of five divisions- each with its own product focus



www.compumedics.com

If you would like to receive the **Compumedics Vista Update via Email**, please send your details and email address to Marketing@compumedics.com.au

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