



ASX / MEDIA RELEASE

Compumedics' Germany-based business wins additional key diagnostics devices contract

Melbourne Australia, Thursday 24 September, 2009

Leading medical devices company, **Compumedics Limited (ASX:CMP)** today announced a further major milestone for its newly established Germany-based sleep business after winning an additional \$325K (€195K) sleep-diagnostics devices contract with a another prestigious German customer, Malteser Hospital St. Hildegardis.

Malteser Hospital is based in Cologne (Köln), Germany and is a major sleep-diagnostic facility. The hospital serves as a major referral centre for Köln and its surrounding districts, which combined, cover a population of some 16 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 six months, Compumedics has won approximately \$1 million (€600K) in German business, attributable to its direct-sell model. To date, this represents major customer facility-penetration only. Importantly, the winning of these sales contracts displaced a number of incumbent competitors. This achievement not only validates the direct-sell model, but also supports the technical superiority and usability of Compumedics' range of sleep-diagnostic devices.

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.

The establishment of the German business follows the development of the Company's USA direct-sales business, now responsible for approximately 40 per cent of the Company's annual sales of about \$40 million per annum. Revenues in the USA have grown from about USD1 million in 2000 to USD13 million in 2008, representing year-on-year growth of approximately 40 per cent.

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About Compumedics

Compumedics Limited, founded in 1987, 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 computerised 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, currently exceeding 14,000 studies with 20,000 patients scheduled by 2008. With headquarters in Melbourne, Australia and offices in the United States, and Europe the 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 German-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 the innovative Somté recorder product. **In 2007**, Compumedics and Chairman were inducted into the Victorian Manufacturing Hall of Fame. **In 2008** the DWL division received the top 100 German Innovation award. With 20,000 systems installed globally across the finest hospital, universities and clinics the 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™ PSG/EEG premium laboratory based product.
www.compumedics.com

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