



Corporate presentation  
June 2016



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Sleep Diagnostics & Treatment - Neuro Diagnostics - Brain Research - Ultrasonic Blood Flow Monitoring

# Who is Compumedics?

## A leading global, innovative developer and manufacturer of medical devices for:

Diagnosing  
sleep disorders

Monitoring neurological  
disorders including  
long-term epilepsy  
monitoring (LTEM)

Highly sophisticated  
brain research

Ultrasonic monitoring  
of blood flow through  
the brain (Transcranial  
Doppler [TCD])

## A technological leader in its chosen markets:

#1 Australian sleep &  
neuro diagnostics  
device supplier

#1 Japan sleep  
diagnostics device  
supplier

#1 China sleep  
diagnostic device  
supplier to premier  
facilities & #1 TCD  
device supplier

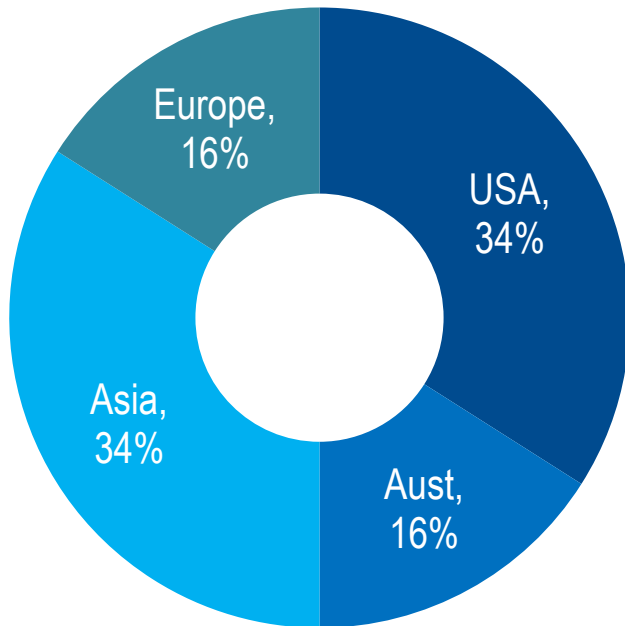
#3 USA sleep  
diagnostic device  
supplier and emerging  
#3 supplier for  
neurological monitoring  
devices

- FY15 revenues \$33.4m, FY15 EBITDA \$4.1m.
- FY16 Guidance revenues \$36m to \$38m, EBITDA \$4.5m to \$5.5m.
- 120 employees across four locations, Melbourne, Australia (Head Office), Charlotte, NC, USA, Hamburg and Singen, Germany.
- Compumedics listed ASX Dec 21, 2000. CMP has market capital of around \$60m.

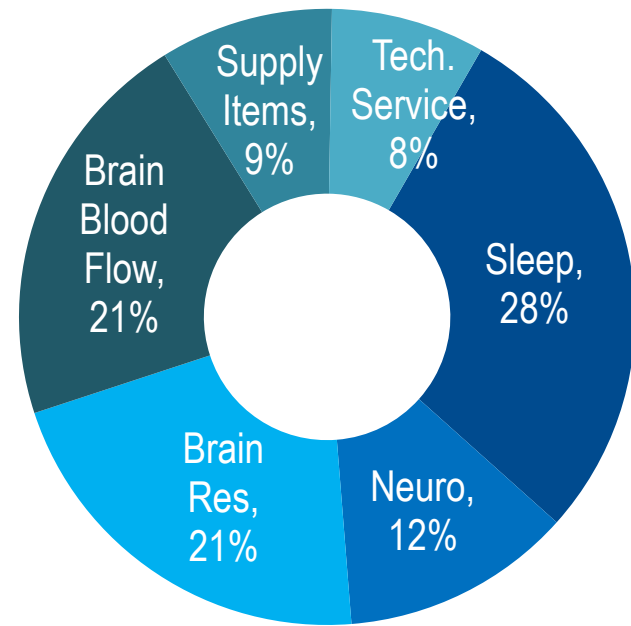
# Revenue Composition at \$33.4m

30 June 2015

By geographic region



By product/market

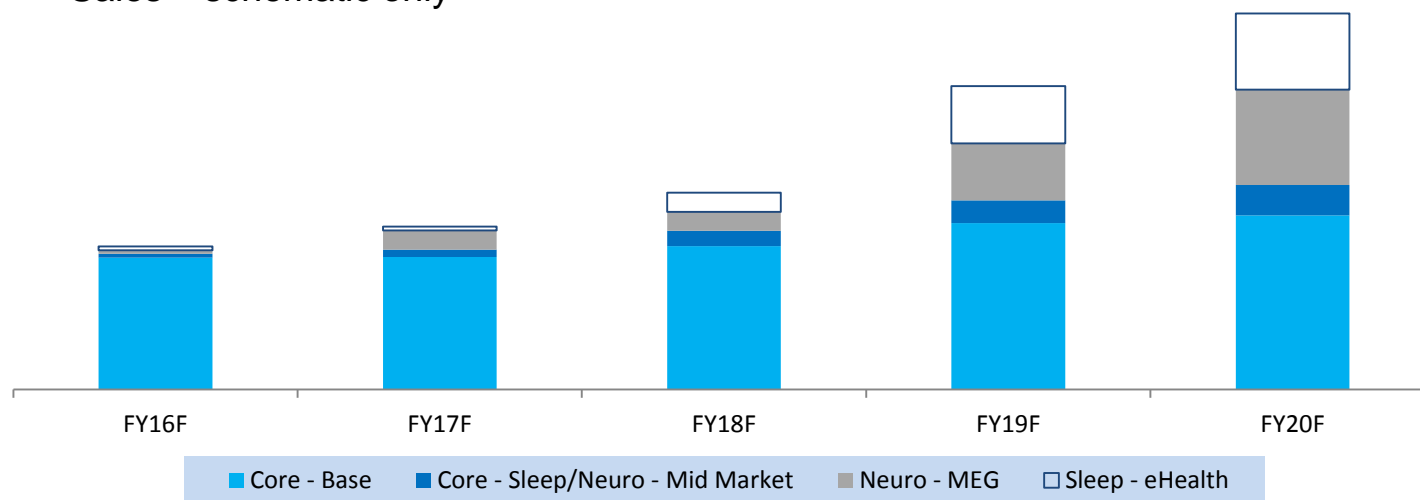


Software upgrades 5 to 10% of system sales

Compumedics sells directly to end-user customers in Australia, USA and Germany and through its network of more than 50 distributors to all other parts of the world

# Growth Platform – Core and Step-Out

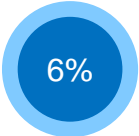
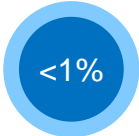

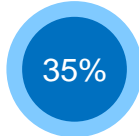
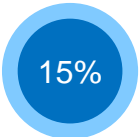


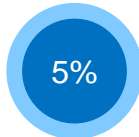
Sales – schematic only



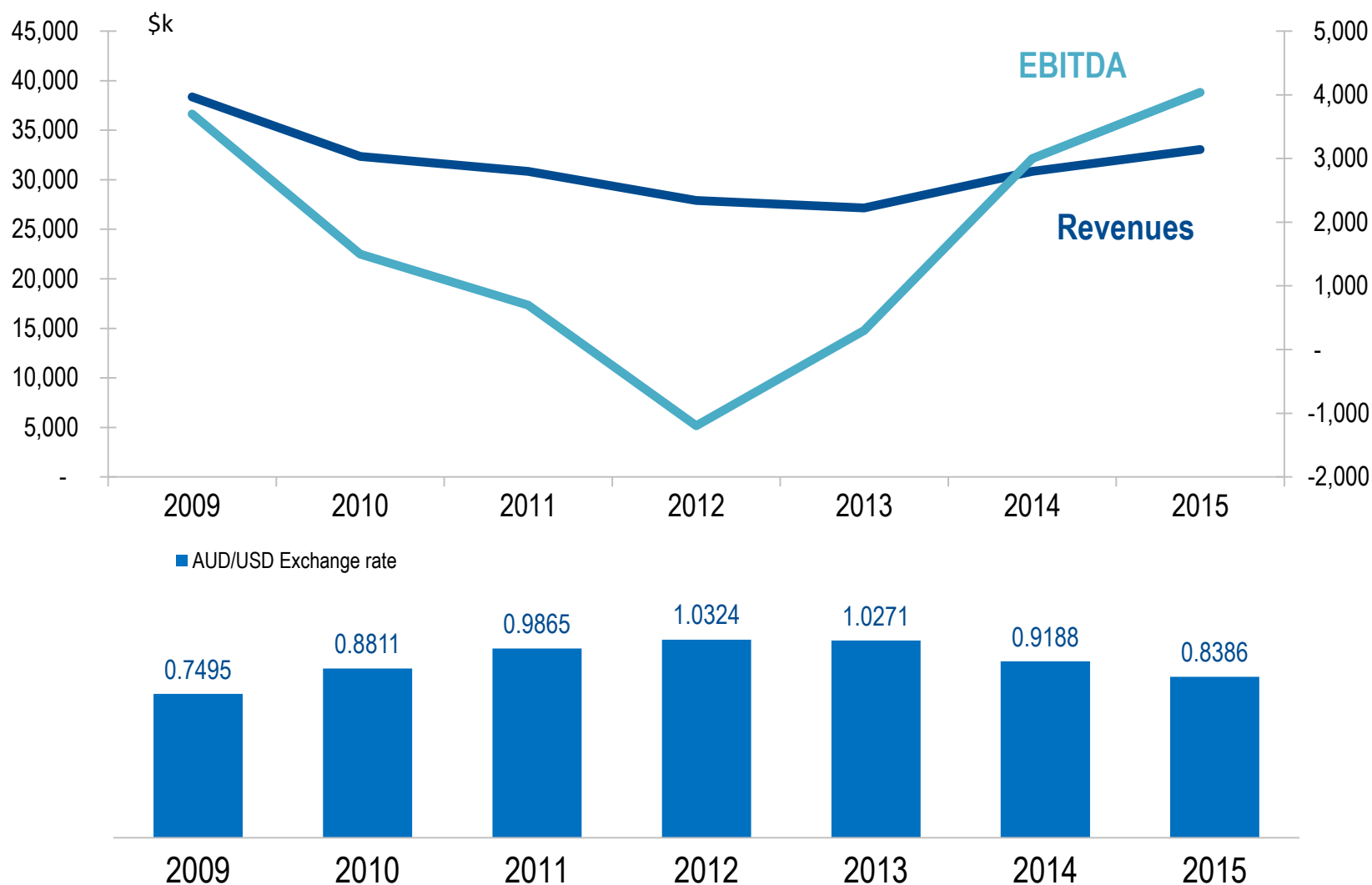
- **Step-out - NEURO – BRAIN IMAGING** – By signing the new MEG\* Agreement with KRISS we can transition from a USD30k software sale to a USD4.0m complete system sale.
- **Step-out - SLEEP - CLOUD GROWTH** – USD10m in professional application contracts into China, Korea and Taiwan. New personal device “Somfit” – partnering novel “in-house” eHealth sleep device for the home. Potential to keep rapid mid-term EBITDA growth
- **Core - SLEEP & NEURO – DIAGNOSTIC GROWTH** – By adding mid-market devices we expand and lower the cost base of our product range, enabling us to lock in our premium market dominance, and boost sales in the US and China initially and then Europe, with Germany as a specific focus

\*MEG = Magnetoencephalography

# Core Business – Premium Focus

	Sleep Diagnostics	Neuro Diagnostics – Clinic	Neuro Diagnostics - Research	Brain Blood Flow Diagnostics
Global market – USD pa	250m	1,300m	20m	15m
Compumedics market share (approximate)				
Compumedics market position	Aust – 1 USA – 3 China - 1	Aust – 1 USA – 3 China - 1	Aust – 1 USA – 1 China – 1	Aust – 1 USA – 2 China – 1 Germany – 1
Business and product type	Capital equip – hardware and software	Capital equip – hardware and software	Capital equip – hardware and software	Capital equip – hardware and software
Annuity revenues – ~ % of total – supplies & support				

# Core Business – Margin Improved





# Core Business – Restored Net Cash Position

\$m	FY09	FY10	FY11	FY12	FY13	FY14	FY15
Cash	2.6	1.8	1.2	1.1	1.3	1.1	2.2
Trade receivables	10.6	9.7	10.2	8.7	8.1	8.6	9.8
Inventories	3.8	5.0	5.7	5.3	5.5	6.1	5.7
Prod. dev't	3.6	4.2	4.2	4.0	3.5	2.9	2.7
Tax asset	0.3	0.2	0.9	0.0	0.0	0.0	0.0
PP&E	0.9	0.9	0.8	0.8	0.7	0.7	0.8
Other	0.1	0.0	0.0	0.0	0.0	0.2	0.5
<b>Assets</b>	<b>21.5</b>	<b>21.8</b>	<b>23.1</b>	<b>19.9</b>	<b>19.1</b>	<b>19.5</b>	<b>21.7</b>
Trade cred.	4.3	4.6	4.7	5.0	4.7	4.7	4.4
Borrowings	2.5	1.9	2.8	2.1	2.3	2.0	2.0
Def. payment	1.0	1.1	0.9	1.4	1.4	1.4	1.6
Other	1.9	1.9	2.0	2.1	2.2	2.3	2.5
<b>Total Liabilities</b>	<b>10.0</b>	<b>9.6</b>	<b>10.3</b>	<b>10.7</b>	<b>10.7</b>	<b>10.4</b>	<b>10.4</b>
<b>Net Assets</b>	<b>11.5</b>	<b>12.2</b>	<b>12.8</b>	<b>9.2</b>	<b>8.4</b>	<b>9.2</b>	<b>11.3</b>
<i>Debt/Equity</i>	<i>-2%</i>	<i>1%</i>	<i>13%</i>	<i>11%</i>	<i>13%</i>	<i>11%</i>	<i>-2%</i>

# Core Business – Adding Mid-Tier Range

Product		Used for	Bought by	Average selling price
Grael		Sleep and neurology	Hospitals, doctors and service providers	USD17,500
Somte PSG		Sleep	Hospitals, doctors and service providers	USD10,000
Siesta		Sleep and neurology	Hospitals, doctors and service providers	USD18,000
Neuvo LTM		Neurology	Hospitals, doctors and service providers	USD35,000
Synamps RT		Brain Research	Universities and teaching hospitals	USD38,000
CURRY		Brain research and neurology	Universities, teaching and regular hospitals	USD20,000



# Next Generation Growth – Core *and Step-out*

	Sleep Diagnostics	Neuro Diagnostics – Clinic	Neuro Diagnostics - Imaging	Brain Blood Flow Diagnostics
<b>Next generation growth platform</b>	Cloud based sleep diagnostic platforms for both professional and consumer applications	Long term epilepsy market penetration into US, Europe and Asia	Leverage CURRY software into full MEG solution with KRISS	Leverage existing TCD technology and patent to Traumatic Brain Injury (TBI) application
<b>Market potential</b>	Professional application > USD3bn pa <i>Consumer application &gt; USD50bn pa</i>	Greater than USD100m pa	Research only USD100m pa <i>Brain Imaging &gt;USD4bn pa</i>	Estimated cost of TBI's in the US alone greater than USD76bn pa
<b>Business type</b>	Services – fee per service	Capital equipment – bigger market	Capital equipment & Partnership – new market	Mixture of equipment and service fees

# Core Business - Growth Drivers



Compumedics/NeuroScan LTEM innovative brain analysis software and high performance amplifiers are unrivalled world class technology



We have >20,000 systems installed worldwide. Strong reputation and brand name. Customers like buying from Compumedics.



Earnings initiatives to flow through in FY16 – FY20. Lower cost base enables addition of mid-tier.



Opportunity to significantly grow the USA business through strengthening of the management team and expansion of the sales force.



Expansion into untapped German market



Push into the Chinese neurology market

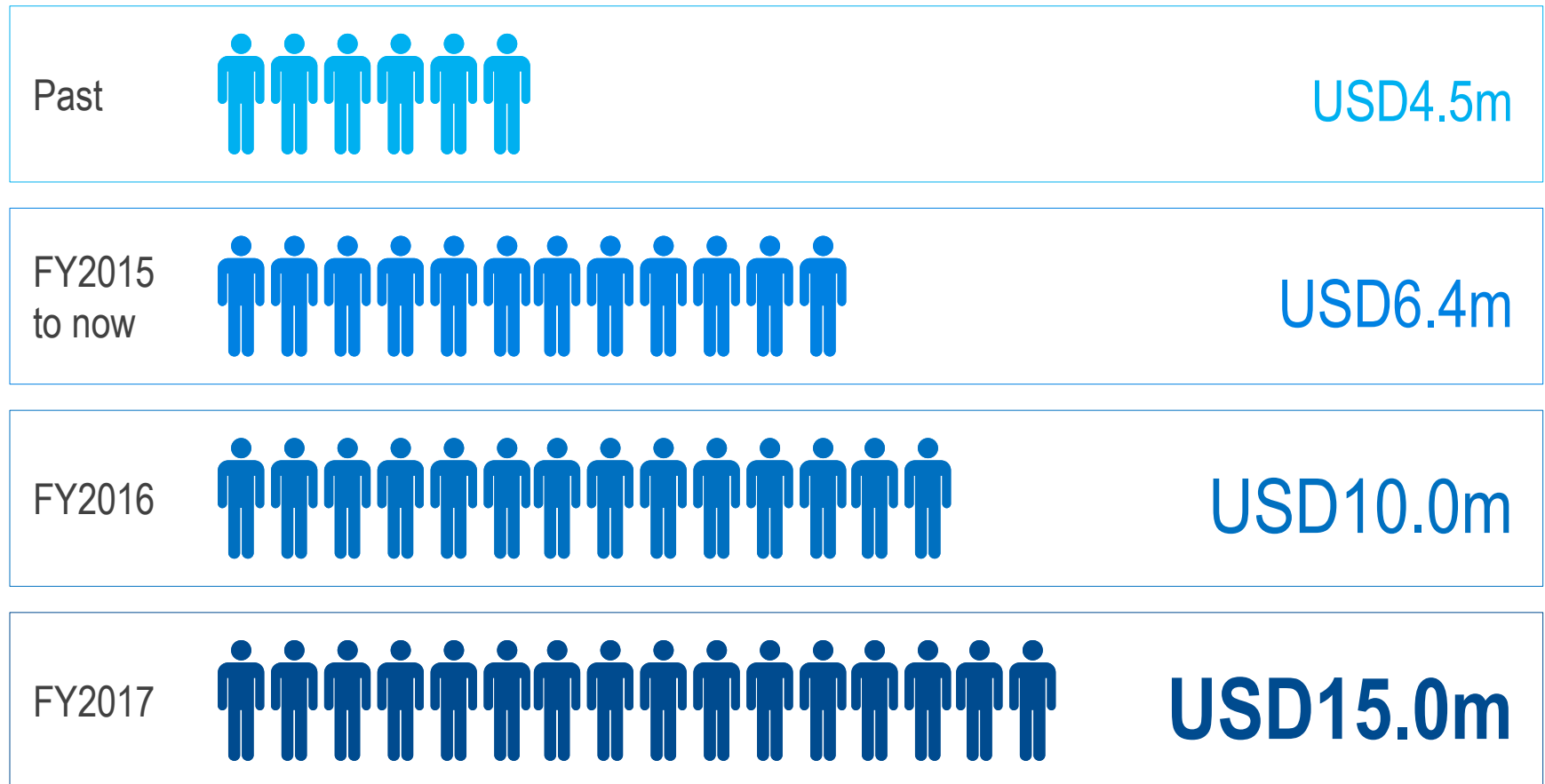


Ideally positioned to accelerate organic growth and value realisation

# USA – CMP is number 3 Supplier

## USA Clinical Sales Force Expansion

More sales representatives = more revenue for both sleep and neurology

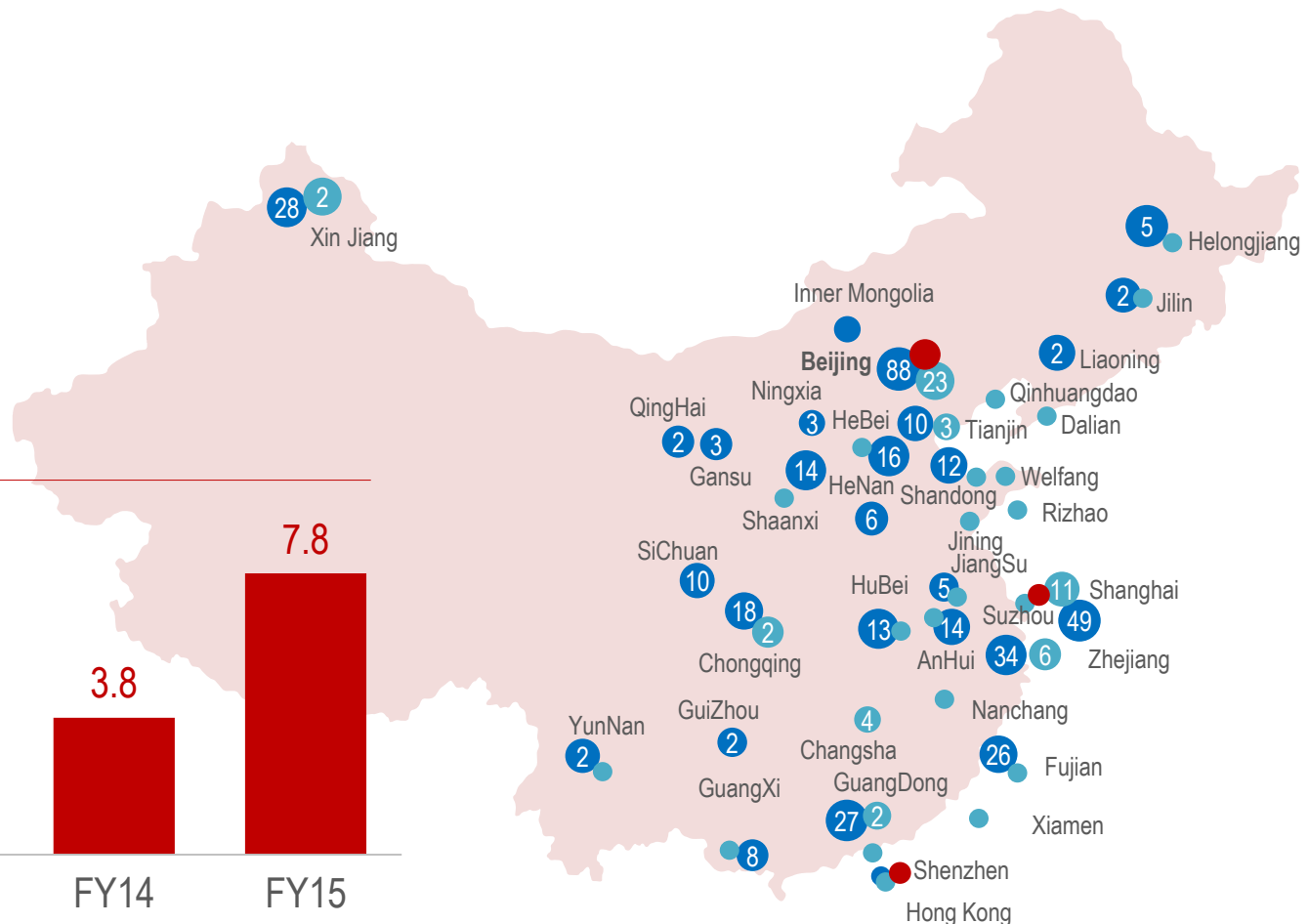
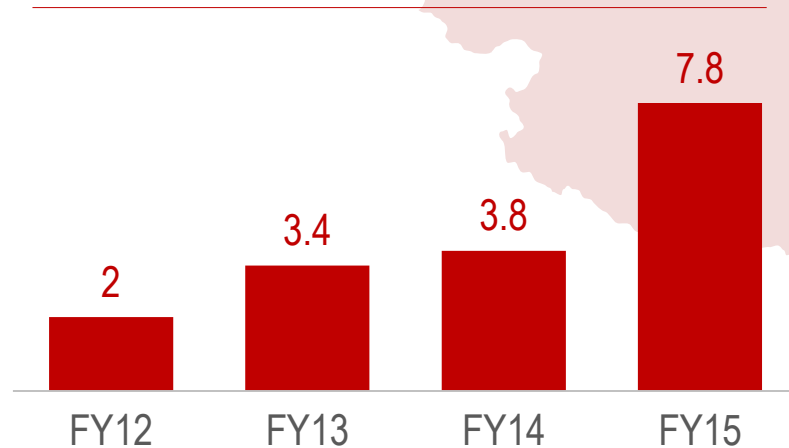


# China - We are the number 1 Premier Supplier

## Compumedics Clients in China

- Sleep
- Neuroscience
- Neuroscan

### China Sales – USD's



# Step out 1 - Brain Imaging: A\$9m sales in FY17

## Opportunity

CMP's CURRY brain analysis software is already the gold standard for the MEG\* market

MRI\*\* is too slow to capture dynamic brain activity needed for alzheimer's et al  
CMP's agreement with KRISS provides access to a new and superior hardware platform

**Compumedics can access a complete MEG sale (circa USD5m each) as opposed to the USD30k software sale**

## Market & Competition

The MEG market is currently estimated at about 35 systems a year at an average selling price of USD5.5m each = US\$200m/annum

This is expected to grow about 10% a year, excluding China

It is estimated that China could double the existing market size to about 70 units a year

The dominant existing player is Elekta, based out of Sweden, followed by Yokogawa (Japanese market) and CTF MEG (a much smaller player)

## Plan

H2 FY16 – sign LOI with KRISS for license access to MEG hardware platform

H1 FY17 – sign LOI with at least first two customers to acquire CMP's MEG device

H1 FY17 – Finalise specifications and manufacture with KRISS

H2 FY17 – install first CMP MEG system

## Outcome

**CMP plans to sell and install 2 MEG systems in FY17 @ USD3.5m ea**

CMP expects to sell at least 5 MEG systems in FY18

CMP expects to double sales in FY19 to 10 MEG systems for about USD40m

\*MEG = Magnetoencephalography

\*\*MRI = Magnetic resonance imaging

# Step out 2 – eHealth/cloud: A\$4m/a sales already

**eHealthMedics** has already **locked in excess of \$10m** of forward orders over the next three years (primarily in China) for its professional services platform. Initial pilot sites commence in May and June this year.

**Operational systems have been developed** for the cloud based capture, transfer and translation of medical grade sleep parameters from any web-enabled device. The system can then store, analyse and interpret that data in a simple and actionable manner, reducing the need for on-site professionals.

**Compumedics are now approaching a select group of strategic partners/investors** to expedite the process and rapidly deploy the platform to market.

**Key partners being pursued** include *web*, *telco*, *eHealth*, *consumer health/* *electronics providers* and *device manufacturers*.



# Directors & Executive Team Key Management



**David Burton, Ph.D.**  
Executive Chairman, CEO  
Founder, Tenure 26yrs



**NED - Mr. Alan Anderson**  
Leading USA Attorney  
CMP Tenure : 11 yrs



**Mr. David Lawson**  
Chief Financial Officer  
& Company Secretary  
CMP Tenure 13 yrs



**Mr. Warwick Freeman**  
Chief Technology Officer  
CMP Tenure 15 yrs



**Kerry Hubick, Ph.D.**  
Trademark, Patent &  
General Legal Attorney  
CMP Tenure 7 yrs



**Mr. Christoph Witte**  
General Managing Director  
Compumedics Germany GmbH  
CMP/DWL - Tenure 24 yrs



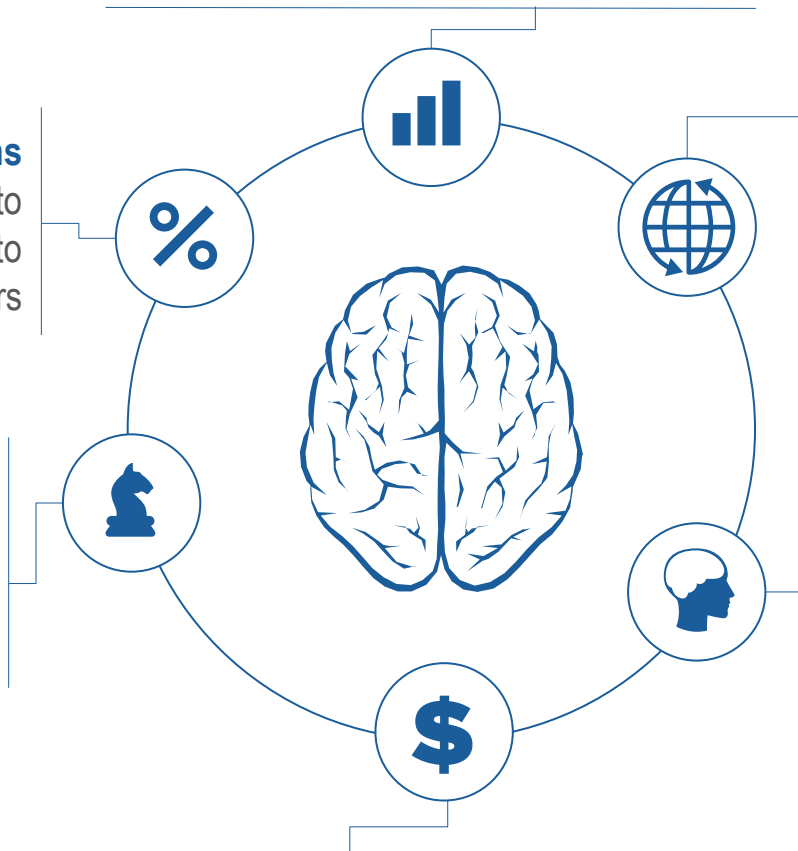


# Investor Summary

**Core business** continues to grow with lower cost base and addition of mid-tier

**Compumedics remains committed** to continuing to deliver superior returns to shareholders

**Spin off/strategic decisions to unlock** significant value, provide funds for growth and potentially capital returns to shareholders



**International sales force expansion**, neurology market opportunity and earnings improvement initiatives to continue to drive growth of core business

**Brain imaging and e-Health are the next steps** Moving 25+ years and \$100m+ in cumulative R&D to a modern platform to solve a massive and growing problems of neuro imaging in clinic and sleep disorders in the home

**FY16 guidance:** Sales \$36m-\$38m, \$4.5m-\$5.5m EBITDA, NPAT \$2.8m-\$3.2m

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