

## Compumedics further strengthens global growth strategy with large neuro-diagnostic order in Qatar

### Highlights

- Compumedics has secured a USD 300K order from Qatar for its recently released Neuvo®, a long-term EEG monitoring (LTEM) system for use with epilepsy and other EEG-measurable indications
- The order confirms the appeal & market-leading edge of Neuvo® technology and further strengthens the Company's global footprint in this key growth market
- Compumedics has now shipped approximately \$27 million of the approximately \$34 million in sales-orders on-hand for the year ended 30 June 2013. The Company will use its recently expanded financing capacity to ship the majority of the remaining \$7 million of sales-orders on-hand through the end of the first quarter of FY2014
- Compumedics expects to return to profitability in the current financial year

Compumedics Limited (ASX: CMP) is pleased to announce that it has secured a USD 300K sales-order to supply its technologically advanced Neuvo® LTEM system in Qatar. The awarding of this latest LTEM deal for the Company is further evidence of the advanced features of the Neuvo® LTEM system compared to their competitors. Through this additional milestone achievement, the Company continues to build its global presence in this key growth market sector. The global neuro-diagnostic market including LTEM is estimated to be about \$500 million per annum. Compumedics' share of this market may be relatively small at this stage but it is evidence of the significant growth potential the Company has to increase its current position.

### New Sales Orders on hand for \$7.0 million

Compumedics can also announce that it has now shipped sales of approximately \$27 million, compared to \$27.9 million for the previous corresponding year, despite the working capital constraints that existed for most of the financial year to 30<sup>th</sup> June 2013. Whilst the Company will report a loss for the FY2013, it is expected that this loss will be significantly less than the previous year. Importantly, the Company expects to return to profitability during the first half of FY2014 as it not only ships the majority of the \$7 million back-log sales orders and new orders received during the first half of FY2014.

In commenting on these significant company developments, Dr. David Burton, Chairman and CEO of Compumedics said:

"It is very pleasing to see the Company continuing to expand its global footprint in the neuro-diagnostic market. This area will continue to be a major growth focus for the Company and validates the Company's ongoing product development activities for this key growth market. The Company has now established initial footholds for these products in the key US and German medical devices markets, as well as in Australia. We will continue to build on this opportunity in Qatar and further tap the many opportunities available in Europe.

The Company is also very pleased to have achieved shipped sales of \$27 million for the year ended 30<sup>th</sup> June 2013 given that for a large part of last financial year the Company was operating in a very restricted working capital environment. With this issue now largely resolved as recently announced to market, the Company can focus on shipping the remaining back-log of orders, restoring profitability and continuing to grow the Company profitably into the future."

### 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)

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