



COMPUMEDICS CLIENT UPDATE, ISSUE 44

Revenues and Profitability Continue their Growth Trajectory

Current Performance Highlights:

- NPAT more than doubled to \$0.9 million and EBITDA up 46% to \$1.9 million for the half-year ending 31 December 2013, compared to \$0.4 million and \$1.3 million in the previous corresponding period (PCP).
- Revenues shipped and invoiced were up 8% to \$15.6 million, compared to \$14.5 million for the PCP. The Company achieved overall sales-order growth of 6% over the PCP. Importantly sales-order growth of 13% was achieved in Asia (including China), 10% in DWL (Compumedics Germany based transcranial Doppler [TCD] business), 6% in the USA and 4% in Australia, Europe was steady with sales orders over the PCP.
- The Company is currently considering several options for realising its eHealth sleep diagnostic platform and its DWL business.

Business Outlook:

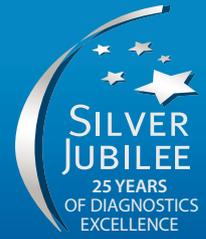
- **Strong growth outlook in neurology and sleep business:**
 - \$34 million sales; Growth >10%; EBITDA \$4–5 million
- **Strong Neurology monitoring growth platform** - small market share in a large market
 - Asian EEG - largest segment of about \$900 million brain monitoring device market
 - Asian EEG - 2013 \$81.8 million PA to \$133.0 million by 2018, CAGR: 10.40%
- **Strong sleep diagnostic growth into home sleep testing** - expanding and larger HST market augmenting traditional PSG (polysomnography) testing
 - Apnoea Diagnostic and Therapeutic Devices market is to grow at a CAGR of 16.4%
 - Sleep Disorder Clinics in the US: Revenues \$7bn; CAGR: 9.8% PA
- **Break-out medical innovation opportunities (i.e. eHealth)**
 - 5-year growth outlook: wearable technology \$50- 70 billion; mHealth \$22 billion; telemedicine \$35 billion
- **Capitalisation review is now underway**

To read the complete release, please visit the Compumedics website - www.compumedics.com



Compumedics World Class Diagnostics Software-enhanced!

See page 2 for details.



Celebrating 25 years of providing leading Sleep and EEG solutions to satisfied clients globally.

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Elevating the standards of a truly world-class Sleep and EEG Diagnostics Software Platform.

Compumedics, a pioneer in digital sleep diagnostics has continually evolved the Diagnostics Software platform, Profusion for over 25 years. The breadth of innovative yet useful features coupled with its intuitive ease of use has established the Profusion software platform as truly World Class.

Compumedics has once again elevated the standards of the world class diagnostics software platform, the Sleep Diagnostics software Platform is in its fourth iteration and the EEG Diagnostics software platform in its fifth. With each iteration of the Profusion software over the years, Compumedics has provided outstanding value and innovation. The latest iterations, Profusion PSG 4 and Profusion EEG 5 build on this proud legacy and we invite you to find out some of the reasons the Profusion Diagnostics Software platform is truly world class.

Top 5 New Features in **profusionSLEEP4**

1. AASM V2 Compliant - Profusion Sleep4 meets the latest AASM Scoring rules.

2. Redesigned User Interface -

Ribbon bar

Totally redesigned interface.

Software has been redesigned to use the popular intuitive ribbon bar menu user interface.

Key benefits:

- Context oriented grouping
- Related functions are now organised in logical groups - making them easier to find
- No more searching through lengthy drop-down menus!

Multi-touch interface

Full control at your fingertips.



3. Enhanced Workspaces -

Key benefit:

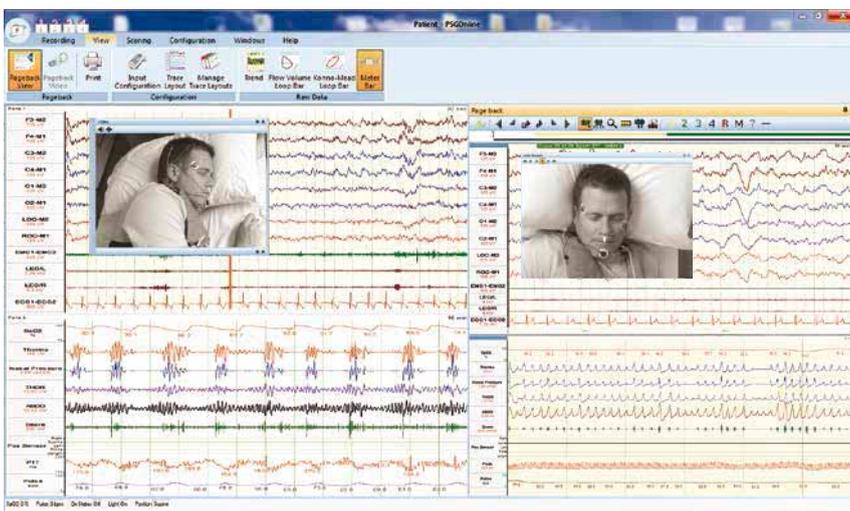
- Allows specific users to customise the program layout to their preference and quickly switch between various saved workspaces.

4. Enhanced productivity with the PSG Online Pageback view feature including Digital Video playback -

So you don't miss another minute of what the patient was doing while you attended to another.

5. Supports High Definition 1080p Digital Video cameras-

To assist when studying patients with REM behaviour and seizure disorders.

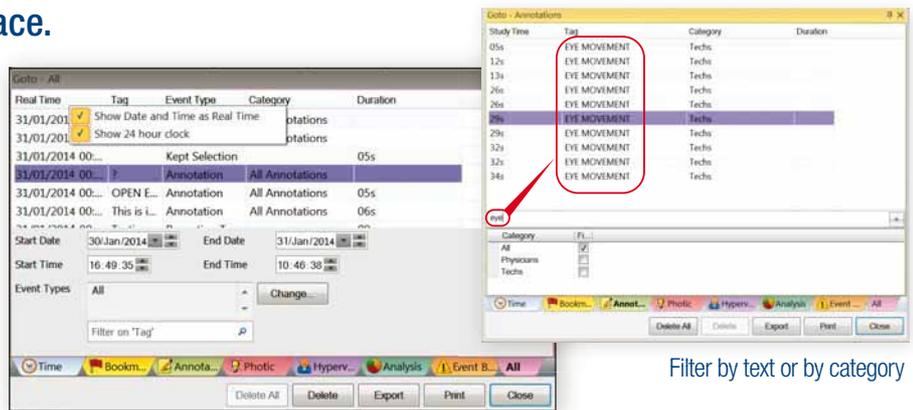


Elevating the standards of a truly world-class Sleep and EEG Diagnostics Software Platform.

Top 5 New Features in **profusion EEG5**

1. Enhancements in the **User Interface**.

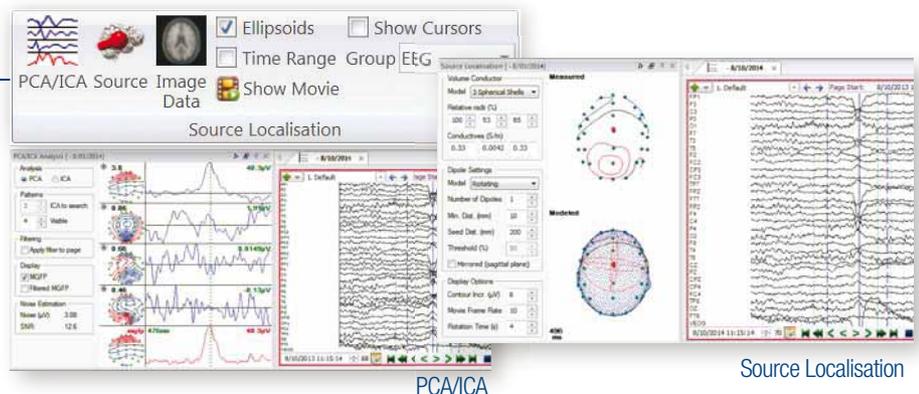
- The **GoTo** window tabs in colour and with icons.
- **NEW!** - Hyperventilation tab added.
- The **GoTo** Window now shows **Study Time** or **Real Time**. User can change by right clicking on the column header.
- **GoTo** list now selects the last viewed annotation in the EEG traces - so that it updates while the user scrolls through EEG data.
- **GoTo** Window only shows events during recording
- Filter by text or by category in the **GoTo** window
- **“Save Data” Event** - When data is marked for deletion (marked with a dark shaded region), the Time tab of the **GoTo** window now shows the sections of data which will remain after deletion.



Filter by text or by category

2. Powerful new feature - **Visualise your EEG with Principal / Independent Component Analysis (PCA/ICA) and Source Localisation.**

Now available as an option in Profusion EEG5.



PCA/ICA

Source Localisation

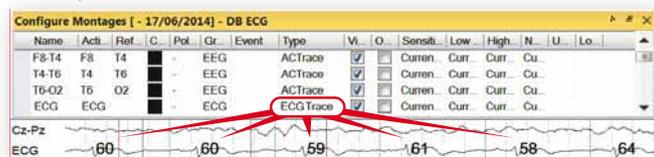
3. Time savings with - **Quick Annotate Window**

A **Quick Annotate** function has been added to show the quick annotations.



4. In demand feature - **ECG Trace and heart rate added**

A special **ECG trace** with heart rate is available.

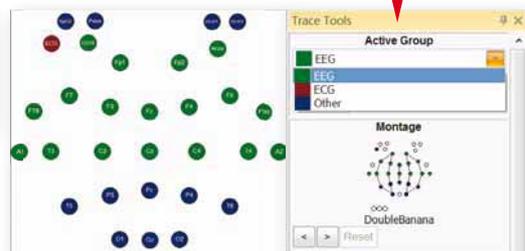


5. Versatile configuration - **Custom Trace Groups**

Add **Custom Trace Groups** when configuring Electrode placements. Groups can be assigned colours, initial sensitivities, filter values and of course electrodes. This is particularly useful when setting up grid patients. When creating a reference montage from an electrode placement, the electrodes will automatically adopt the colours, sensitivity and filter settings of the group they are in.



The trace tools **active group combo window** shows the group colours.



COMPUMEDICS NEUROSCAN EDUCATION

Hamburg Neuroscan school

7-10 October, 2014

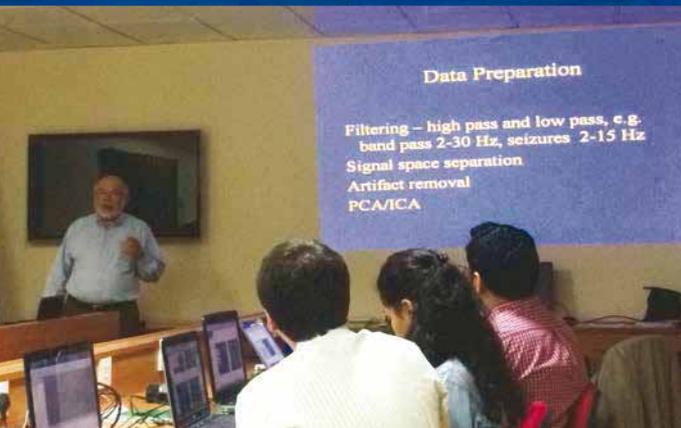
Compumedics Neuroscan held its annual **European Neuroscan School** in Hamburg, Germany last October.

The four day course featured the **CURRY Neuroimaging Suite software** and covered CURRY EEG Acquisition & Signal Processing and CURRY Source Analysis & Multimodal Integration.

Course instructors were **Reyko Tech** and **Manfred Fuchs, PhD**.

The course will be offered again in 2015, October 6 - 9. It caters for people with moderate to advanced levels of expertise with the Neuroscan products, and with a specific interest in EEG acquisition, signal processing, source analysis, and multimodal integration.

For more information on the course please email: ingridmerten@compumedics.com



India CURRY school 2015 - 5-7 March, Bangalore

Compumedics Neuroscan held its first India CURRY school last March.

The Bangalore school, held at the **MAGNETOENCEPHALOGRAPHY (MEG) RESEARCH CENTRE** was the largest clinical training so far, with 20 attendees.

The school was coordinated with - **Dr. Sanjib Sinha** from the **National Institute of Mental Health and Neuroscience, Bangalore**, and **Dr. Manjari Tripathi** from the **National Brain Research Centre, Delhi**. Instruction was specifically focused on the evaluation of epilepsy for EEG and MEG data and co-registering these data with MRI and CT.

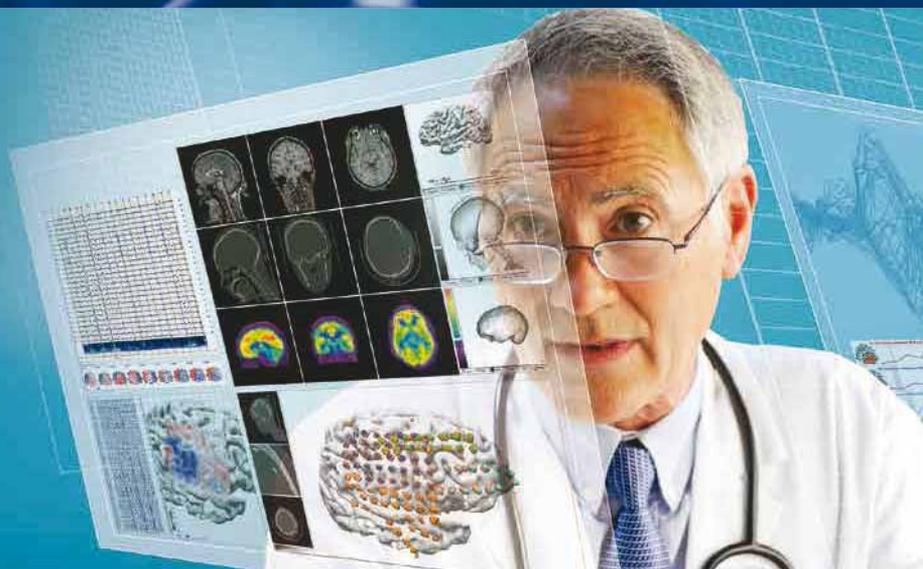
The course was conducted by the internationally recognised authority on epilepsy and EEG, **Dr. John Ebersole, MD** and Compumedics Neuroscan experts **Dr. Michael Wagner, PhD** and **Dr. Curtis Ponton, PhD**.

This year's second Clinical CURRY Workshop is scheduled at the **Overlook Medical Center, Summit, NJ - May 15 to 17, 2015**.

A third Clinical Curry Workshop is scheduled for **Beijing, China** in late August, 2015.

This increased clinical application of Curry reflects a worldwide adoption of Curry Neuroimaging Suite as the Standard of Care for the Evaluation of Epilepsy.

For more information on the forthcoming Summit course please email: CurryClinicalSchool@compumedicsneuroscan.com



CURRY NeuroImaging Suite Selected as Standard Platform for E-PILEPSY Project

*Compumedics achieved a significant milestone with the **E-PILEPSY consortium**, a pan-European project targeting advanced methods in epilepsy diagnosis, selecting CURRY as the standard platform to be used by all participants in the consortium.*

The **E-PILEPSY consortium** is funded by the DG Sanco with the primary aim of improving and harmonising surgical treatment for drug resistant focal epilepsy across Europe. E-PILEPSY has established a consortium of 13 centers as associate partners, with a further 15 collaborating centers to drive this project. The primary outcome of the project is to increase the number and proportion of European children and adults cured of their refractory epilepsy by improving delivery of optimal epilepsy surgery throughout Europe.

Another objective of the project is harmonization of best practices in pre-surgical evaluation of epilepsy patients. Neuroimaging plays an important role in pre-surgical evaluation. As such, the E-PILEPSY project investigates the best methods and software platforms for EEG, ECoG and MEG source localization and associated image co-registration functionality. As part of the project, **CURRY 7** was considered as a key candidate.

After careful evaluation by the consortium, CURRY 7 was chosen as the package for handling all the processing and visualization of the patient data sets.

CURRY NeuroImaging Suite, developed by **Compumedics Neuroscan**, will be implemented at a central facility accessible by all network members throughout Europe. This platform will function both as a tool for expert-assisted source localization for evaluation of individual patients and as well as a learning facility to obtain distributed knowledge and skills for all members of the consortium, based on harmonized methods.

Compumedics Neuroscan is very proud to be able to contribute to the E-PILEPSY project and looks forward to working closely together with all members of the E-PILEPSY consortium. The adoption of CURRY by the E-PILEPSY project reflects the ongoing growth of CURRY as the new Standard of Care for the evaluation of Epilepsy.

Information related to the E-PILEPSY Consortium can be found at <http://www.e-epilepsy.eu>



Compumedics at Arab Health 2015 26 - 29th January 2015 - Dubai International Convention & Exhibition Centre, UAE

Compumedics attended Arab Health in January 2015. Arab Health is the second largest healthcare exhibition and congress in the world and the largest in the Middle East, with over 4,000 exhibitors. This year 90,000 visitors attended. Compumedics presented the latest Sleep and Neurology diagnostic and research solutions. The four day event was a great success.

EVENTS UPDATE

S Sleep, N Neuroscan, D DWL, NS Neuroscience, G General

APRIL 15

| | | | |
|---|-------------|-----|---------------------|
| Sleep and Breathing Conference | April 16-18 | S | Barcelona, Spain |
| Neuronus Conference | April 17-19 | NSN | Krakow, Poland |
| 67th American Academy of Neurology Conference - AAN | April 20-23 | NSN | Washington, DC, USA |
| DACH - Dreiländertagung Dresden 2015 | April 22-25 | NSN | Dresden, Germany |

MAY 15

| | | | |
|--|-----------------|------|-----------------|
| ANZAN ASM - Australian and New Zealand Association of Neurologists | May 12-15 | NSN | Auckland, NZ |
| CMEF - China International Medical Equipment Fair | May 15-18 | SNSN | Shanghai, China |
| ISMRM 23rd Annual Meeting & Exhibition | May 30 - June 5 | NSN | Toronto, Canada |

Information on Compumedics' events is available at:

www.compumedics.com

> Home > News > Upcoming Events

Compumedics host Education Events - both online and face-to-face. Compumedics is committed to educating our customers.

*All information listed here is subject to change at Compumedics discretion without notice.

EDUCATION EVENTS UPDATE

MAY 15

| | | | |
|---|-----------|---|----------|
| EEG Workshop of International Evoked Response Audiometry Study Group (IERASG) | May 10 | N | S. Korea |
| Neuroscan Clinical CURRY Workshop | May 15-17 | N | NJ, USA |

OCT 15

| | | | |
|--------------------------|----------|---|------------------|
| Hamburg Neuroscan School | Oct 6 -9 | N | Hamburg, Germany |
|--------------------------|----------|---|------------------|

ABOUT COMPUMEDICS



Since 1987, Compumedics Limited has emerged as a world leader in the design, manufacture, and sales of diagnostic sleep, neurophysiology, research and transcranial Doppler systems. Compumedics' design expertise in the area of portable recorders and wireless data transmission is just one reason for our continued double digit growth in the USA year after year. Compumedics is improving people's lives through products, exceptional service and a full range of consumables and accessories brought to you by dedicated people who care.

THE COMPUMEDICS DIVISIONS *Defining Life's Signals*



www.compumedics.com



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