



Company Announcement

Wednesday 22 February 2017

Compumedics USA Management Strengthened to Deliver Core Business Growth

- **Mr. Rob Ferguson is appointed General Manager and interim National Sales Manager of Compumedics USA to sharpen and accelerate the growth of Compumedics' core sleep and neurology diagnostic and monitoring business in the key US market.**
- **Compumedics continues to execute its key strategies: to expand its core business, and advance its major MEG and eHealth step-out initiatives.**
- **Company to release Appendix 4D on February 28th.**

Compumedics Limited (ASX: CMP) ("Compumedics") – an international leader in medical devices for sleep, brain and ultrasonic blood-flow monitoring – is pleased to announce the appointment of Mr. Rob Ferguson as General Manager and interim National Sales Manager, Compumedics USA. Mr. Ferguson will be responsible for the delivery of the revenue and profit goals for the Company's USA-based business.

Mr. Ferguson has over 17 years of senior leadership experience in sales and marketing within the healthcare medical device markets, including sleep diagnostics, neurological and vascular software and hardware applications and associated services.

Mr. Ferguson has achieved significant milestones in the implementation of multiple corporate-wide CRM solutions to drive increased sales funnel visibility and, in turn, increase revenues. He has demonstrated results in leading the success and profitable growth of small, medium and large organizations in the US and Canada and is an expert in the adoption and utilization of strategic sales and marketing practices in complex hardware and software deployments.

Dr. David Burton, Executive Chairman of Compumedics, said:

“We are very pleased to have Rob join us in this new and critical role for our US-based business. Rob has a demonstrated track record in senior management, in particular in profitable sales and marketing growth outcomes. We welcome Rob as a valuable resource as the company drives its new lower-cost devices into the US market and looks to expand its core business market share across sleep and neurology diagnostics and monitoring.”

About Compumedics Limited

Compumedics Limited [ASX: CMP] is a medical device company involved in the development, manufacture and commercialisation of diagnostics technology for the sleep, brain and ultrasonic blood-flow monitoring applications. The company owns US based Neuroscan and Germany based DWL Elektronische GmbH. In conjunction with these two subsidiaries, Compumedics has a broad international reach, including the Americas, Australia and Asia Pacific, Europe and the Middle East.

Executive Chairman Dr David Burton founded Compumedics in 1987. In the same year the company successfully designed and installed the first Australian, fully computerised sleep clinic at Epworth Hospital in Melbourne. Following this early success, Compumedics focused on the development of products that sold into the growing international sleep clinic and home monitoring markets.

Compumedics listed on the Australian Securities Exchange in 2000. Over the years, Compumedics has received numerous awards, including Australia’s Exporter of the Year, and has been recognised as a Top 100 Innovator by both German and Australian governments.

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