

COMPUMEDICS CLIENT UPDATE
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 **FUKUDA
DENSIFI**


COMPUMEDICS SIGNS NEW \$3.6 MILLION DISTRIBUTION AGREEMENT IN JAPAN

JUNE 28, 2018

- Fukuda Denshi Co., Ltd becomes Compumedics' new neuro diagnostic and monitoring distributor in Japan
- Minimum commitment under the agreement is for A\$3.6 million (US\$2.7m) over the next three years
- Deal further underpins Compumedics' on-going growth in Asia and opens a new market for Compumedics existing product range – neuro-diagnostic and monitoring products – in Japan

Compumedics Limited is pleased to announce that it has negotiated a new three-year distribution agreement with one of Japan's leading medical device companies, Fukuda Denshi Co., Ltd ("Fukuda").

The minimum commitment under the agreement is approximately A\$3.6 million (US\$2.7m) for Compumedics' complete range of neuro-diagnostic and monitoring systems.

This new relationship with Fukuda is complementary and incremental to Compumedics' current arrangements in Japan. This Japanese distribution deal follows an announcement on 1 May 2018 that Compumedics' Germany-based business DWL, had received a new A\$2.9 million sales commitment, for the next twelve months, from its long-term distributor in China. It also follows an announcement on Friday, 25 May 2018 that Compumedics has renewed distribution arrangements with three key and long-term distributors for its sleep and neuro-diagnostic and monitoring products in China, worth A\$15 million over the next three years in minimum commitments.

All three announcements demonstrate the ongoing importance, strength and growth of the Compumedics business in Asia. The Company's growth has averaged approximately 20% per annum, in China alone, over the last five years. Further, Compumedics has installed in China, over 2,000 systems in more than 600 hospitals in addition to more than 333 universities.

Dr David Burton, Chairman and CEO of Compumedics, said:

"The new relationship with Fukuda for the distribution of Compumedics' range of neuro-diagnostic and monitoring systems in the Japanese market, is an important milestone for Compumedics because it will expand and strengthen our core global business. Japan is one of the world's largest and most challenging medical development export markets, making this agreement of key importance to Compumedics."

"Fukuda is one of Japan's most distinguished medical device organisations with a legacy built on decades of developing and supplying leading medical systems across the world. Mr Takashi Fukuda founded the company over 70 years ago, with a focus on improving patient-centric medical technology to enhance patient care. The company has values that are highly compatible with Compumedics' values."

"We are honoured to have been chosen by Fukuda. We look forward to closely engaging for long-term mutual co-operation, to support Fukuda and Japanese customers with leading technology and quality medical systems, complemented with the highest standards of customer care and support."

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Distributor partner enquiries welcome - please email us at
marketing@compumedics.com.au

www.compumedics.com



PRODUCT UPDATE



Ambulatory EEG Video Solutions in Real Time

Monitor your patient's home ambulatory EEG studies with CONFIDENCE!

- > True web application for remote monitoring
- > Access through any commercial browser
- > View all data on computer or tablet
- > Office, home, or mobile access

By applying the very latest in technological innovations, Compumedics is now able to provide truly informative real-time interaction with ambulatory recordings. OnSight recordings are collected and reviewed using Compumedics Profusion EEG software, the same software used in our sophisticated laboratory systems around the world.

*Contact your local representative for product availability and pricing.



Innovative e-health solutions for Sleep and Neurology Clinics.

Compumedics leverages over 30 years of expertise in clinical sleep and neurology to provide innovative end-to-end lab management solutions with integrated hardware, software and cloud-solutions.

profusion
nexus 360™
Laboratory Management System



SECURE PATIENT DATA AND TRANSACTIONS

through digital encryption and signing technologies



REDUCED INFRASTRUCTURE OUTLAYS

with Compumedics'-managed Cloud Services:

- Servers and storage options located within the USA
- HIPAA compatible and SOC-2 Certified Infrastructure
- Dynamic scalability to suit growing labs



ACCESSIBILITY

review patient data anywhere, anytime and from any web-based device



IMPROVED EFFICIENCY

through improved lab management and automated reporting



SEAMLESS AND 100 PERCENT INTEGRATION

of hardware and software



MULTI-SITE MANAGEMENT

and group-based security permissions



ON-PREMISES HOSTING OPTIONAL

If you'd prefer to host Profusion neXus 360 on your own IT infrastructure, Compumedics will enable the same web-based user experience with the full lab management system and feature-set.

EVENTS UPDATE



COMPUMEDICS AT SLEEP 2018

2 - 6 June 2018, Baltimore, USA

The SLEEP Annual Meeting is like no other, bringing together diverse professionals who are involved in both the clinical and research side of sleep diagnostics.

Compumedics showcased the very latest innovations in the **Grael range of amplifiers** and **Profusion NeXus 360**, the web-based Laboratory Management System. Delegates were given an insight into the latest developments in the **Profusion software range**.

SLEEP USA was once again a great success for Compumedics!



CURRY 8 SCHOOL • HAMBURG • 2018

CLINICAL CURRY 8 SCHOOL

20 - 23 March 2018, Hamburg, Germany

Thanks to the attendees of the March Clinical CURRY School!

Attendees from left to right: Monika Kordus, Otto-von-Guerike University, Magdeburg, Germany; Lars Etholm, SSE University Hospital, Oslo, Norway; Vera Flasbeck, LWL University Hospital, Bochum, Germany; Martin Brüne, LWL University Hospital Bochum, Germany; Paul Bretherton, University of Roehampton, London, UK; Andreas Ebert, LWL University Hospital, Bochum, Germany; Hirsimir Kostov, SSE University Hospital, Oslo, Norway; Konstantin Wiebe, University Hospital, Freiburg, Germany; Birgit Pimpel, UCL GOS Institute of Child Health, London, UK; Marsel Mano, Biotrial, Didenheim, France; Oren Kasosh, Bar-Ilan University, Ramat-Gan, Israel; Mina Kheirkhah, University Hospital, Jena, Germany; Na Jin Seo, University of South Carolina, Charleston, USA; Natasha Orlov, Bar-Ilan University, Ramat-Gan, Israel; Fernando Gasca (instructor), Compumedics Neuroscan, Hamburg, Germany; Reyko Tech (instructor), Compumedics Neuroscan, Hamburg, Germany; Murat Develioglu, Medelek, Istanbul, Turkey; Giorgio Fugetta, University of Roehampton, London, UK; Uri Polat, Bar-Ilan University, Ramat-Gan, Israel; Damien Maurice, Biotrial, Didenheim, France.

The Neuroscan School was held at Compumedics's office in Hamburg, Germany - base of Compumedics's Neuroscan division and well-established training site for research oriented CURRY schools.

With 23 participants from Europe, Israel and the US the Neuroscan School was fully booked thus reflecting the high interest of the CURRY users in getting up-to-date with the latest CURRY software developments. Different levels of expertise blended harmoniously.

The course equally offered an excellent platform for knowledge exchange and networking.

The Neuroscan instructors Manfred Fuchs (head scientist), Reyko Tech and Fernando Gasca (software engineers) as well as the entire Neuroscan team were happy to host the Hamburg CURRY school, March 2018.

EVENTS UPDATE

Information on Compumedics' events is available at:
www.compumedics.com >News > Upcoming Events



Participants of the Compumedics Institute Asia Pacific 2018, Taipei, Taiwan

COMPUMEDICS INSTITUTE ASIA PACIFIC 2018

20 - 23 August 2018, Taipei, Taiwan

Compumedics was pleased to welcome our business partners from all over Asia Pacific to the 'Compumedics Institute Asia Pacific 2018' in Taipei, Taiwan.

At the meeting, Compumedics presented the latest product offerings and updates from across the Sleep, EEG and Neuroscan solutions range.

Participants were involved in a hands-on learning experience with Compumedics new and updated products and software solutions.

Mr. Ben So, North Asia Business Manager and Mr. Andrew Tan, South East Asia Business Manager thanks all participants for making this very successful event!



13th ECE European Congress on Epileptology

26 - 28 August 2018, Vienna, Austria



David Vermeiren, Europe and Latam Business Director with Dr. Moshen from Turkey.



David Vermeiren with Prof. Henry Stokes and president of the Guatemala Epilepsy Association, Prof. Francisco Eduardo Cabrera.



Reyko Tech of Neuroscan Germany with Dr. Moshen.

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