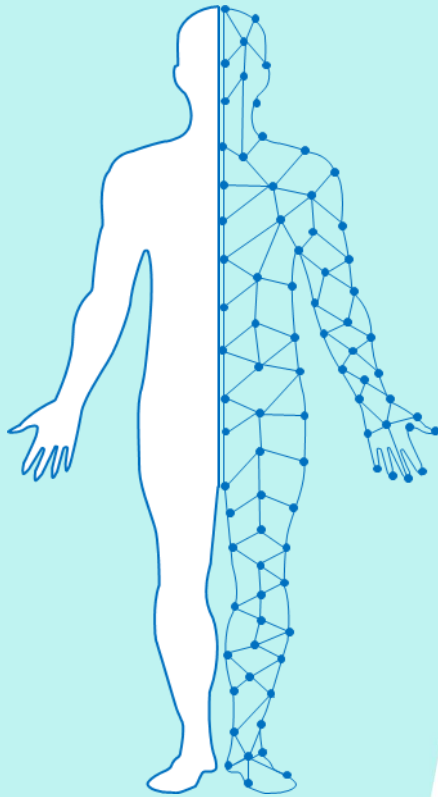




CORPORATE PRESENTATION - JUNE 2024

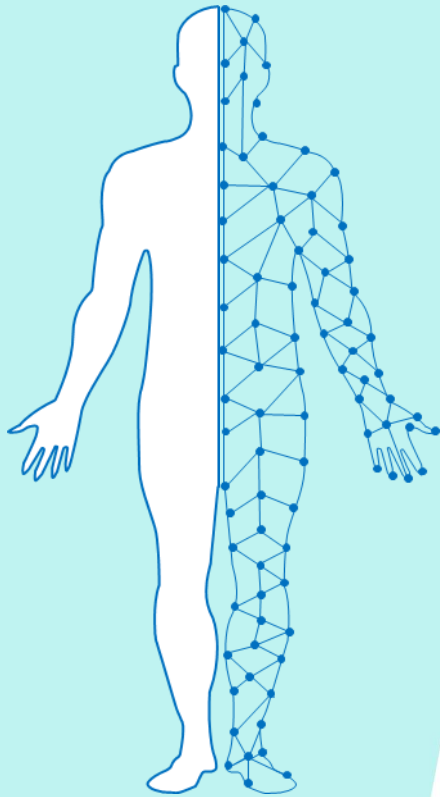


Purpose of the meeting



- Compumedics overview and key growth inflection points
- Current breakout commercial traction and corresponding share value drivers
- Market valuation gap – Compumedics v comparative companies and opportunity to re-rate the business

Corporate Video



Who is Compumedics?

Compumedics is a leading global medical technology company focused on:

- Monitoring and diagnosing sleep disorders
- Monitoring neurological disorders
- Highly sophisticated brain research
- Ultrasonic monitoring of blood flow through the brain

#1

Compumedics is a technology leader in its chosen markets



Compumedics is Australia-based, with wholly owned offices in the USA, Germany, France, Austria and Korea and a global network of more than 100 distributors in its chosen markets

ASX

Compumedics was founded in September 1987 and is listed on the Australian Securities Exchange (ASX) and our ASX code is CMP



Compumedics global team comprises about 145 people

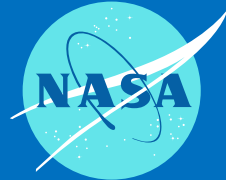
FY24F 46+m

Compumedics generated AUD42m in revenues in FY23 and has a market cap of about \$42m FY24 revenue guidance is \$46+m

What has Compumedics done so far?



We have sold more than 30,000 medical systems around the world since Compumedics was founded in 1987



We sold sleep diagnostic technology to NASA as part of the space shuttle program, and were the vendor of choice for the Sleep Heart Health Study in the USA, one of the first studies assessing sleep disease with cardiac disease



We sell directly through our own businesses in Australia, USA, France, and Germany and through more than 100 distributors throughout the rest of the world



We spend about 12% of revenues a year on research and development to ensure we maintain our leading technological edge in sleep and neurological monitoring and diagnostics

Realisation opportunity – 2024 into 2025

Key growth Inflection points and commercial traction are becoming evident for:

- **Somfit Australia**– initial sales success in Australia with pharmacy-based market share at 75% estimated and initial Somfit/Nexus 360 SaaS revenues at \$4.0m for FY24, with USA to add significantly in FY25
- **Somfit USA** – Somfit FDA achieved in December 2023, initial commercial contracts signed and execution of Global HST SaaS growth strategy with key USA SaaS executive appointed
- **Core business** – USA returns to growth in sleep diagnostics, FY24 H2 V H1 up 60% with more to come
- **MEG** – three sales booked/taken in FY24 totalling about \$14m in incremental revenues. TJNU in China soon to be operational, with two new orders for China scheduled for installation in calendar 2025. More orders expected.
- **DWL business** – upcoming release of its AI robotic TCD system presents an inflection point to investigate strategic partnering opportunities, to accelerate timely commercialisation within the rapidly expanding medical robotics and AI sectors, which is estimated at USD12bn and growing at 21% pa.

Shareholder value-gap inflection points

*	Estimated market – pa	Forecast annual growth - pa	CMP FY25 / FY26 f'cast	Mkt valuation	Unique edge / positioning
* USA – Somfit / HST (SaaS revenues)	USD8.7bn ¹	17.6% ¹	USD5m to USD10m	USD75m to USD150m ²	Proven cloud-based innovative sleep technology capable of true sleep analysis
USA – Sleep diagnostics	USD0.7bn ³	9.2% ³	USD8m to USD12m	USD50m ⁴	With Philips leaving the USA market – 40% of the sleep diagnostic market is now available – Compumedics FY24 H2 V H1 up 60%
MEG	USD0.3bn (USD7.4bn – MRI trajectory)	30.0%	USD5.0m to USD15.0m	USD25m to USD75m	MEG poised to follow same path as MRI's did in the 1980's moving from research to clinical application over the next 5 years

Conclusion:

****Somfit/HST SaaS business traction highlights potential valuation gap and investor opportunity***

Compumedics market valuation gap

Compumedics is trading well below medical device multipliers let alone SaaS multipliers for its emerging SaaS business.

Value Gap			
	Revenues (m)	Market Cap (m)	Market Cap to Revenues
Itamar	51	538	10.5
Seer	11	220	20.0
Brightree	113	800	7.1
Propellar Health	10	225	22.5
Medifox Dan	83	1,000	12.0
Brainsway	30	398	13.3
Peer average	298	3,181	10.7
CMP @ current ASX market cap - AUDm	46	42	0.9
CMP @ medical device multiplier - AUDm *		230	5.0
CMP @ peer average multiplier - AUDm *		491	10.7

* investment opportunity

Compumedics valuation gap scenario

Compumedics SaaS based business driven by Somfit is only emerging and will be accelerated by our new sales leader hire in the key USA market.

Possible scenario outcome					
000	FY23	FY24	FY25	FY26	FY27
Somfit reimbursable HST SaaS scenario revenues					
USA - USDm	-	980	6,300	17,400	26,800
USA - AUDm (FXR 0.70)	-	1,400	9,000	24,857	38,286
Aust - AUDm	493	1,500	1,500	3,500	7,010
Total - AUDm	493	2,900	10,500	28,357	45,296
Possible scenario valutaion at 15 times - AUDm *	7,395	43,500	157,500	425,357	679,436
Possible scenario valuation at 20 times - AUDm *	9,860	58,000	210,000	567,143	905,914

* investment opportunity

FY2024 – Trading update

Core Business Update

- More than \$50m in Sales orders expected for FY24
- Over \$46m in Revenue on target for FY24
- A profit for FY24 is anticipated on the back of strong sales performance

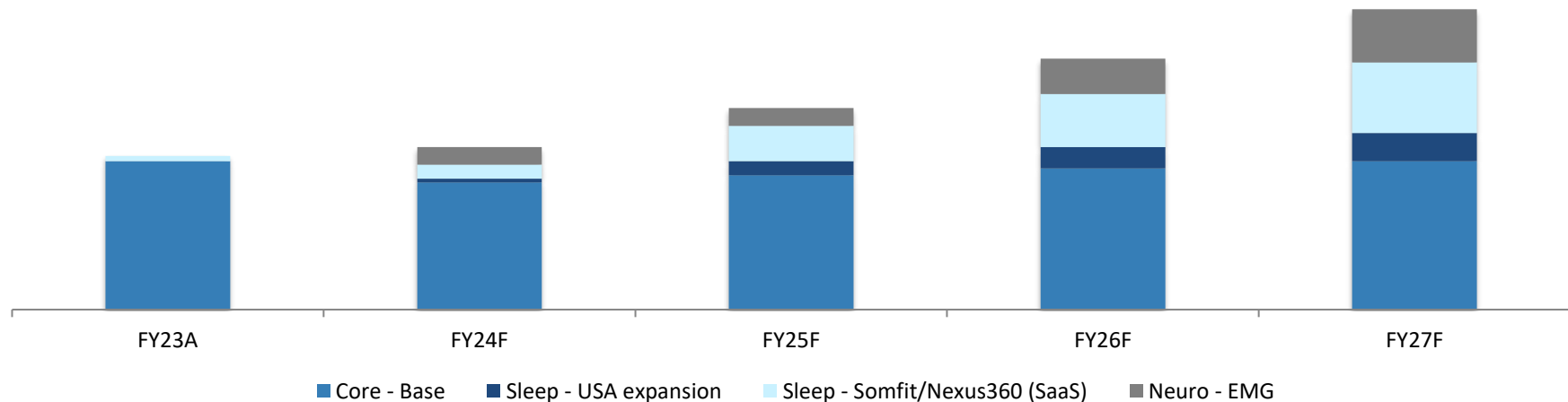
Somfit Commercialisation Update

- Over \$4m in SaaS revenue for FY24 from Somfit and Nexus 360 sales (\$1.7m in FY23)
- Commenced sales in the USA, following FDA approval. First revenues currently invoiced in Q4 FY24
- Indications CMP has secured over 75% of the pharmacy-based Home Sleep Testing (HST) market in Australia and New Zealand

MEG Update

- Installation of its MEG sale to Tianjin Normal University (TJNU), China, expected to be completed within the next month
- Two additional MEG sales in China are in process for delivery in calendar 2025
- This represents about \$14m of new MEG shipments and new MEG orders in a 12-month period

Growth platform – core and inflection points



- **Somfit USA** – Somfit FDA achieved in December 2023, initial commercial contracts signed and execution of Global HST SaaS growth strategy with key USA SaaS executive appointed
- **Core business** – USA returns to growth in sleep diagnostics, FY24 H2 V H1 up 60% with more to come
- **MEG** – three sales booked/taken in FY24 totalling about \$14m in incremental revenues. TJNU in China soon to be operational, with two new orders for China scheduled for installation in calendar 2025. More orders expected.

Somfit™ inflection point



- Somfit™ presents the next generation Home Sleep Test (HST) solution with incorporation of conventional vascular or respiratory-based sleep disordered breathing (SDB) monitoring, in addition to brain-signal-based sleep quality and architecture analysis capabilities (essential for understanding brain restorative or mental health aspects of sleep).

Several factors have now converged to warrant a more expeditious commercialisation and business realisation of Somfit™ business, including:

- ***Execution of global HST SaaS growth strategy with key USA SaaS executive appointment to be announced mid June, which will enable a rapid build up of the HST sales team in the USA to fully exploit the market potential there, before market expansion elsewhere***
- The Somfit™ business has achieved initial traction post Somfit™ FDA (Dec 23), including medium and long-term HST SaaS contracts with, or targeted with, key initial large Independent Diagnostic Testing Facilities (IDTF's).
- The underlying demand for improved diagnosis and management of sleep disorders has never been stronger, due to the large and growing undiagnosed potential patient population. 60m plus Americans have an undiagnosed sleep disorder.
- Compumedics understand the speed to market versus organic product delivery is a major factor in maximizing its return-on-investment Somfit™ . USA traction is now geared towards rapidly exceeding levels of performance to rival its main competitor Itamar (conventional vascular based HST , that recently sold to Zoll for AU\$750m (USD550m)).

-

MEG inflection point

- CMP Orion™ MEG is a global leading technology solution, based on its unique Curry™ brain analytics platform, which has become the preeminent MEG user interface and analytics platform over a period of more than 2 decades.

Several factors have now converged to warrant a more expeditious commercialisation and business realisation of CMP Orion MEG, including:

- *The CMP Orion™ MEG first generation system has recently received 3 orders within a 12-month period (total of AUD14m) and is now entering accelerated commercialisation phases. Hence the immediate consideration of ramping-up CMP Orion™ MEG investment*
- The underlying demand for improved diagnosis and management of neuro-functional disorders such as Alzheimer's, Epilepsy, Parkinson's, traumatic brain injury (TBI) coupled with the commercialisation of Compumedics Orion™ MEG provides an opportunity to compliment today's MRI imaging scanner market (34,000 installations world-wide) with the neuro-functionally superiority of Compumedics Orion™ MEG brain imaging system.
- CMP and Neuroscan have a well established, existent distribution network with over 20,000 systems already installed world-wide. No other global company has a compatible installed base of any where near 20,000 systems, as a foundational new generation MEG launch pad.
- Major medical companies, including most of, if not all the world's largest medical or imaging organisations already have installations incorporating integrated neurological diagnostic or therapeutic solutions interfaced with CMP or Neuroscan technology, thus opening logical pathways for commencement of potential mutual growth business realization.



DWL inflection point



- DWL is a global leader in TCD with over 11,000 installations world-wide, and is now looking to rapidly transition via partnership, or other impactful business realization mechanism, in the rapidly emerging DWL robotics/AI TCD market
- Several factors have now converged to warrant a more accelerated DWL robotics/AI TCD market realization, including:
 - ***The upcoming release of its AI robotic TCD system presents an inflection point to investigate strategic partnering opportunities, to accelerate timely commercialisation within the rapidly expanding medical robotics and AI sectors, which is estimated at USD12bn and growing at 21% pa.***
 - The DWL first-generation robotics/AI TCD is arguably superior to existing competition, and is now entering the commercialisation phase
 - The robotics/AI TCD market has now been demonstrated amongst first mover VC groups with a number of major investment deals evident, but none of these groups have the medical proven TCD legacy or validated medical “DNA” and buyer trust to potentially fast track robotics/AI TCD growth, as does DWL.
 - No other global TCD company has a comparable installed base anywhere near 11,000 systems, as a foundational TCD robotic launch pad
 - Major Medical Companies, including Philips, are already partnering with Compumedics DWL TCD modules or products, thus opening logical pathways for commencement of potential mutual growth business realization.

Somfit – a new SaaS business moving from the sleep clinic eventually to the consumer

Somfit builds on technical and clinical pedigree of Compumedics developed over the past 30+ years



Compumedics products in clinic and home

30+ years clinical experience
25,000+ units installed
30-40% of high-end sleep testing market

Current: Clinical use



Somfit at home, observed by clinician

Consumer-friendly, clinical grade (reimbursable and non-reimbursable)

Targeting ~100,000+ units in 5 years

Low friction to adoption

Near term expansion: Observational use



Somfit Consumer use

Expand platform technology, in a consumer environment providing actionable sleep health information

Address insomnia, diabetes, and other markets

Long term : Consumer use

Somfit - Superior value proposition

Somfit provides a more comfortable, convenient, and cost-effective way to assess and monitor sleep health.

- **Highly scalable:** quality health SaaS business model.
- **Clinical grade at home device:** Light and comfortable for the patient while enabling collection of high-quality signals to provide medical-grade (reimbursable) data.
- **Greater convenience:** At-home monitoring eliminates the need for patients to travel to a hospital or sleep clinic, which can be time-consuming and inconvenient.
- **Reduced cost:** At-home monitoring is less expensive than hospital monitoring, as it eliminates the need for hospital staff and facilities.
- **Greater investor value:** Market cap valuations of up to 20 times annual sales for quality HST SaaS businesses.



Somfit – Addressable market

The addressable market for Somfit in Australia.

- The reimbursable (Medicare Item Number 12250) addressable market in Australia is estimated at \$6m being \$40 studies pa at an average. This market is currently not accessible to Somfit, but Compumedics is working through this process.
- The non-reimbursable addressable market in Australia is currently estimated at 20k HST's pa at a value to Compumedics of \$0.8m pa
- The non-reimbursable addressable market in Australia could be expanded to potential sleep-disordered patients via HST services through Australia's general practitioner market. This is to be trialled in H1 FY25.

The addressable market for Somfit in the USA.

- The reimbursable (Code 95800) addressable market in the USA is estimated at **USD100m**
- Future reimbursable markets in the USA under code 95805 will be available with Somfit Pro later in calendar 2024 or early 2025
- Non-reimbursable markets for Somfit in the USA are pharmacy based HST's and potentially via the primary care physician market

Note: Market cap valuations of up to 20 times annual sales for quality HST SaaS businesses.

MEG – The market

How big is the market?

- There are close to 200 active MEG labs globally. That number is growing every year. About ten new systems are sold each year.

Three investment scenarios

- 1 Ongoing current traction
- 2 Major inflection where MEG scales up for brain function scanning like MRI did for general body and brain imaging
- 3 Hybrid of 1 and 2

Why will it grow exponentially in the next few years?

- Several reasons: Advanced innovations in MEG technology mean that existing sites will upgrade. Operating costs have dropped dramatically. Newly developed pediatric MEG is geared for the age group at which it is optimum to perform the surgery . New clinical indications, including diagnoses of autism, mild traumatic brain injury and dementia are now ready to make the jump to standard of care. The MEG business is set to grow to a multi-billion-dollar market, like that of MRI did when new indications were introduced.

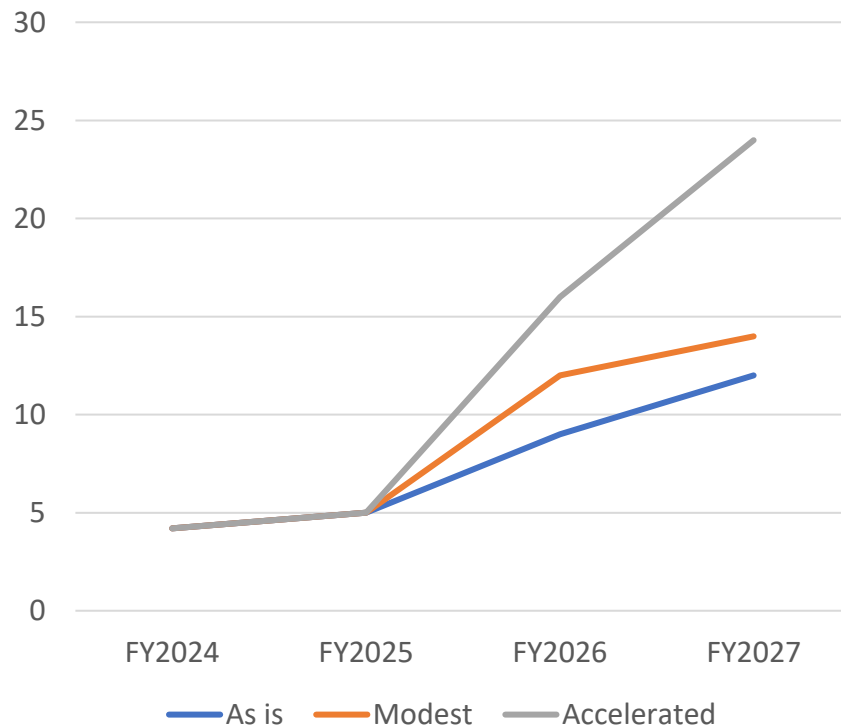


ORION LIFESPAN[™]
MEG



MEG – investment scenarios

Potential revenue scenarios -
USDm



ORION **LIFESPAN™**
MEG



Investment opportunity

Inflection points and commercial traction are becoming evident for:

- **Somfit Australia**– initial sales success in Australia with pharmacy-based market share at 75% estimated and initial Somfit/Nexus 360 SaaS revenues at \$4.0m for FY24, with USA to add significantly in FY25 – ***growing HST SaaS revenues and earnings with scalability upside***
- **Somfit USA** – Somfit FDA achieved in December 2023, initial commercial contracts signed and execution of Global HST SaaS growth strategy with key USA SaaS executive appointed – ***growing HST SaaS revenues and earnings with scalability upside***
- **Core business** – USA returns to growth in sleep diagnostics, FY24 H2 V H1 up 60% with more to come – ***underpins revenue and earnings growth in the core business***
- **MEG** – three sales booked/taken in FY24 totalling about \$14m in incremental revenues. TJNU in China soon to be operational, with two new orders for China scheduled for installation in calendar 2025. More orders expected. ***New and incremental revenue and earnings stream with major scalability***
- **DWL business** – upcoming release of its AI robotic TCD system presents an inflection point to investigate strategic partnering opportunities, to accelerate timely commercialisation within the rapidly expanding medical robotics and AI sectors, which is estimated at USD12bn and growing at 21% pa. ***Opportunity to step into a larger market with the right partner.***

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CORPORATE PRESENTATION- JUNE 2024

THANK YOU



Appendix

Core business – Sleep

Core business – Neuro

Core business – DWL

Revenue composition – FY23

What is MEG?

Core business unit - Sleep

Sleep Diagnostics and Monitoring



- Compumedics was founded as a sleep diagnostic and monitoring company in 1987
- Compumedics generates revenues of about \$18.5m per year in this business, which includes initial SaaS revenues from our Somfit / Nexus 360 enterprise software of about \$4m in FY24
- The current product range has been expanded to include a new suite of home sleep testing devices and technology, this includes Falcon HST, Somfit and Somfit Pro
- Somfit and Somfit Pro (SaaS market cap valuations: 10 to 20 times annual sales) are one of the inflection points, which will be discussed separately

Core business unit - Neuro

Neuro Diagnostics and brain research analytics



Compumedics Grael EEG®
Neuroimaging Suite - 4K HD



Compumedics Okti®
Portable LTM - EEG



Compumedics
Grael LT®- HD EEG



Compumedics CORRIS®
Cortical Stimulator



Compumedics Profusion™
EEG Software



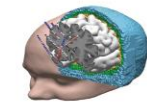
Compumedics Neuvo®
LTM EEG



ONSight™ A.V.S.
Ambulatory EEG Video Solution



Compumedics
Orion LifeSpan™ MEG



Compumedics CURRY®
Neuroimaging Suite

- Compumedics expanded into neuro diagnostics in the early 2000's and with the acquisition of Neuroscan, a leading brain analytics research business, in the USA in 2002
- Compumedics generates revenues of about \$17.0m per year in this business and has booked \$4.7m of MEG revenues in FY24
- The current product range includes the worlds first wireless ambulatory EEG amplifier – Okti – and in 2016 Compumedics licensed MEG hardware from KRISS in Korea
- MEG is one of the inflection points, which will be discussed separately

Core business unit - DWL

Trans Cranial Doppler (TCD)

Doppler-Box™ X1

Outstanding performance.
Flexible use for routine
examinations.



Multi-Dop® T

Dynamic.
Extremely
versatile.



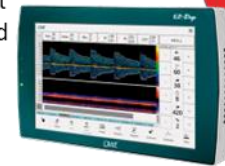
Multi-Dop® X

with Color Doppler
module State-of-the-art
complete system.



EZ-Dop

Point of Care Unit
for easy and rapid
Patient Care.



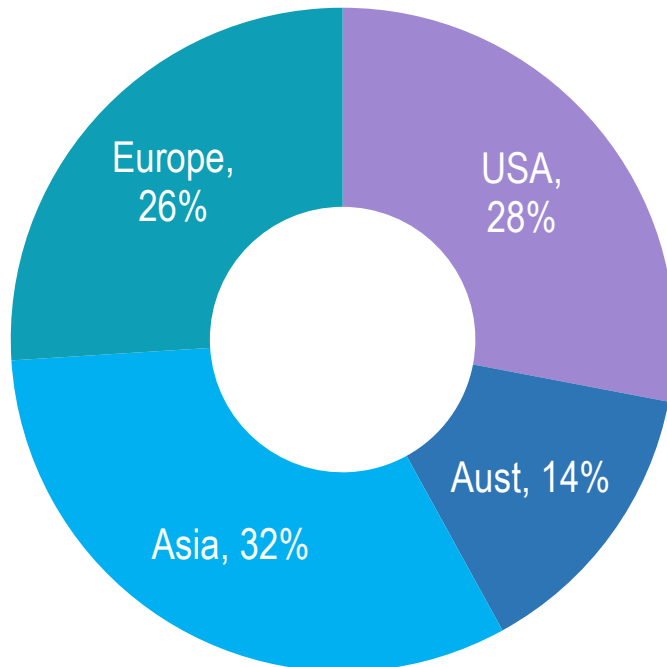
Market Launch
European
Summer
2024

- Compumedics expanded into TCD or ultra sonic monitoring of blood pressure through the brain with the acquisition of DWL in Germany in 2004
- Compumedics generates revenues of about \$6.0m per year in this business
- DWL has developed initial robotic TCD technology which is poised for commercialisation in the coming 12 to 24 months. Medical robotics market is estimated at USD12bn and growing at 21% pa.
- DWL is one of the inflection points, which will be discussed separately

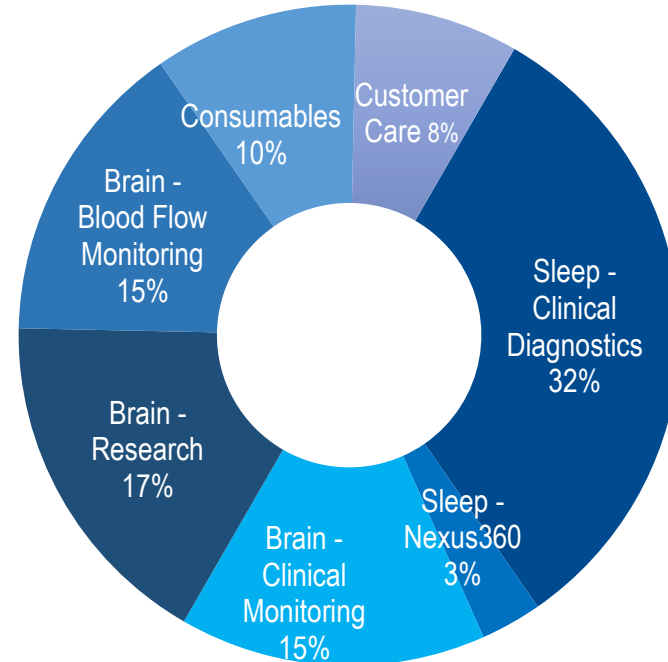
Revenue Composition at \$42.4m

- 30 June 2023 – Geographic and product diversification serves us well

By geographic region



By product/market



Software upgrades 5 to 10% of system revenues.

Compumedics sells directly to end-user customers in Australia, USA, France and Germany and through its network of more than 100 distributors to all other parts of the world

What is MEG ?

