

- Sleep Diagnostics and Treatment
- Neuro Diagnostics
- Brain Research
- Ultrasonic Blood Flow Monitoring
- Medical Innovations



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# Who is Compumedics?

Compumedics is a leading global medical technology company focused on:

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

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

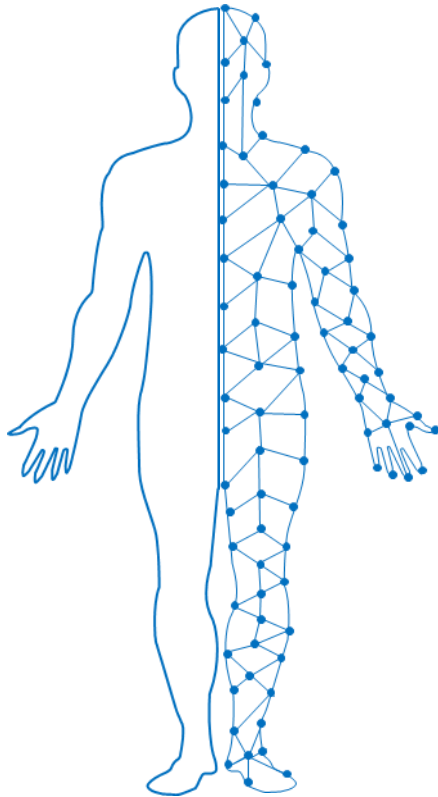
Compumedics was founded in September 1987 and is listed on the Australian Securities Exchange (ASX) and our ASX code is CMP

Compumedics global team comprises about 145 people

Compumedics generated AUD42m in revenues in FY23



## What does Compumedics do?



- We develop and design innovative medical technology, devices, Software as a Service (SaaS) and accessories for:
  - Monitoring sleep and diagnosing sleep disorders
  - Monitoring neurological disorders
  - Highly sophisticated brain research
  - Ultrasonic monitoring of blood flow through the brain
- We develop our innovative medical technology in-house with our own R&D team, and we own all our intellectual property
- We manufacture our medical devices, directly or with third parties, at our facilities in Melbourne (Australia), Singen (Germany), Vienna (Austria) and Daejeon (Korea)
- We sell directly to our customers through our own offices in Australia, the USA, France, Germany and Austria
- We sell in all other parts of the world via our network of over 100 distributors



# What does Compumedics sell?

## Sleep diagnostics and monitoring



Compumedics Graef® -  
4K HD and PSG



Compumedics  
Sista®



Compumedics  
Falcon™ HST



Compumedics  
Somfit®      Compumedics  
Somfit® pro



Compumedics  
Somfit® PSG



Compumedics Profusion™  
Sleep Software



Compumedics Profusion  
ProDigi™ Software



Compumedics Profusion™  
NeXus Software

## Neurology monitoring



Compumedics Graef EEG®  
Neuroimaging Suite - 4K HD



Compumedics Okti®  
Portable LTM - EEG



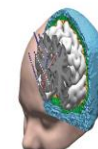
Compumedics  
Graef LT® - HD EEG



Compumedics CORRIS®  
Cortical Stimulator



Compumedics Profusion™  
EEG Software



Compumedics CURRY®  
Neuroimaging Suite



Compumedics Neuro®  
LTM EEG



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



Compumedics  
Orion LifeSpan™ MEG



Quik-Cap® EEG  
Electrode Arrays





## What has Compumedics done so far?



We have sold more than 30,000 medical systems around the world since Compumedics was founded in 1987 and generated about \$800m in revenues in that time, 85% of which is export.



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 and largest studies of its kind assessing sleep disease with cardiac disease



We generate more than \$40m in revenues a year and have generated about \$800m in profitable revenues since listing on the ASX



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



## What has Compumedics done so far?

We set up our direct office in the USA in 2000 and have operated in the USA for more than 20 years currently with a team of about 40

We have traded in Asia for more than 25 years, with long term distributor relationships in China, Japan and other parts of north and south Asia, who are supported by about 10 staff, based in Asia

We have offices and direct staff in Germany and France, with more than 30 staff in Europe. We have a network of 100 distributors for all other parts of the world

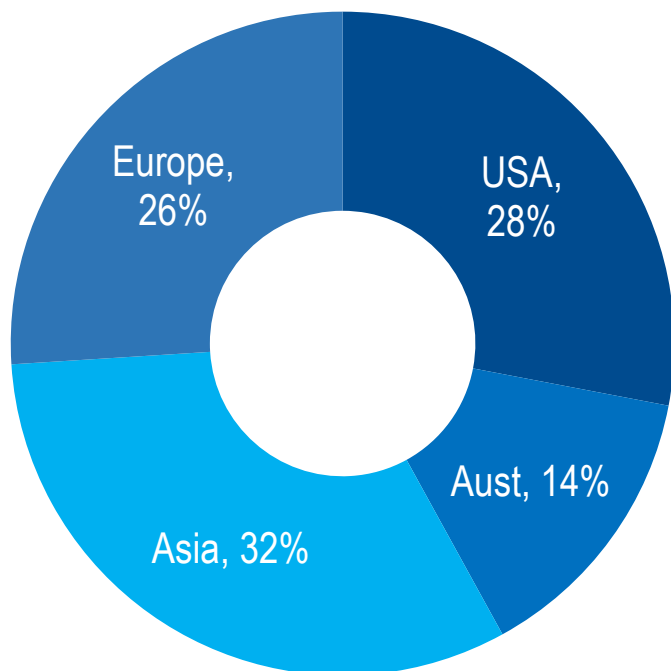
We have been recognised and awarded many times in Australia and internationally for our innovation, manufacturing capability and commercial success



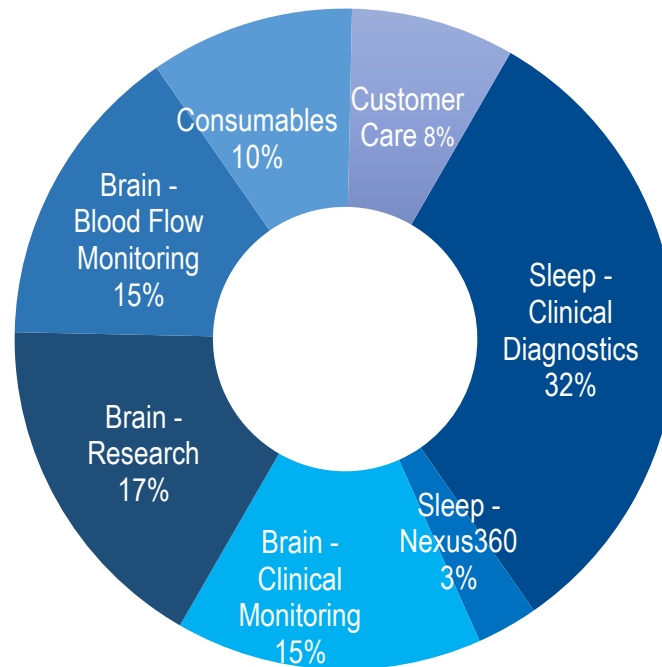
# Revenue Composition at \$42.4m

- 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





## FY2023 – Highlights

- **Core Business** Revenues grew 12% to a record \$42.4m for FY23, compared to \$37.8m in FY22. Despite a full-year FY23 EBITDA loss of (\$2.0), driven by MEG write-offs, EBITDA returned to profit in H2 FY23 at \$2.8m. Substantial investment in commercialisation activities associated with both the Somfit and MEG step-out growth opportunities continued, particularly as the issues around MEG were largely resolved in H2 FY23.
- **Somfit** Compumedics has commenced sales of Somfit in Australia as announced to the ASX on 3rd and 7th of July 2023. Somfit orders taken in FY23 were \$1.2m, including shipped and invoiced Somfit sales of \$0.6m. This was achieved from a NIL base in FY22. The focus for Somfit will be continued market expansion in Australia and New Zealand for H1 FY24. This focus will expand to the EU and then the USA, once USA FDA clearance is received.
- **Nexus 360** SaaS platform generated revenues of A\$1.7m in FY23, up 31% from \$1.3m in FY22. Contracted Nexus 360 services have an annualised revenue run-rate approaching \$3.0m as FY23 closed.
- **MEG** The MEG system for TJNU moves through technical milestones to be ready for shipment and installation during November 2023



## Core Business: early FY24 pointers

- Q1 FY24 sales orders taken are 23% higher than same time last year, driven by strong growth in Australia because of the initial commercialisation of Somfit
- The MEG system is currently being installed at TJNU in China and as a result Q1 FY24 invoiced revenues are 115% higher than same time last year at \$13.5m. Excluding the MEG sale of \$4.7m Q1 FY24 invoiced revenues are 40% higher than same time last year, driven by initial Somfit sales in Australia, and a solid start to FY24 from our Asia-based business
- The US business remains below expectations and several changes have recently been made, including the hiring of a new Vice President of Sales, with significant sleep and neurological diagnostic and monitoring sales and sales management experience.
- The DWL business is currently resolving distribution challenges in China that have slowed sales to China temporarily for the DWL business.



## Core Business: early FY24 highlights

- Australia-based Okti sales expand as key hospitals move to our latest generation neurological monitoring platform
- Okti is a best-in-class ambulatory, home or clinical EEG monitoring device, scalable from 32 channels up to 256 channels for routine EEG monitoring through to long-term epilepsy monitoring, including high density EEG capabilities
- Okti received FDA clearance in February of this year and the USA business is building the pipeline for business, with initial sales occurring in H1 FY24
- Traditional capital equipment EEG market in the US estimated at approximately USD400m pa. Okti provides Compumedics a compelling advantage to convert customers and grow our substantive market share





## Core Business: FY24 drivers

- Compumedics will launch Falcon HST at the Australian Sleep Meeting in Adelaide next month. Falcon is a new generation of home or professional user experience for the home sleep testing (HST) market
- Falcon HST will fully integrate with Compumedics existing Nexus 360 platform, our existing digital health platform for users and professionals alike
- There are up to 54m patients in the USA who suffer from OSA and the process for diagnosis has been lab or sleep centre focused, with significant bottlenecks, compounded by the pandemic. Home sleep testing provides a simpler path to initial screening compared to traditional methods and is reimbursable
- Falcon HST will enable Compumedics for the first time to fully participate in this fast-growing market segment





# The Somfit and Somfit Pro Systems

**Somfit** – 4 components, **Somfit Pro** – 5 components



**A single-use adhesive-gel electrode.**

This is worn on the patient's forehead and collects the physiological data.



**The Somfit® device**, which is pressed onto the electrode. The Somfit houses the sensors and transmits the data to the App via Bluetooth. Somfit can collect up to 12 hours of data.



**The Respift® device**, which is located on the Thoracic belt houses the ECG, Airflow, chest movement and position body sensors and transmits the data to the App via Bluetooth.



**The Somfit® App**  
This is used to control the Somfit and to transmit the study data to be processed.



**The Profusion Nexus360™** cloud-based data management and reporting system.

Consumable revenue

Capital cost or built into SaaS fees

Recurring SaaS fee to access





## Existing Home sleep diagnostic process is cumbersome



From this.....



To this.....







# 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.



## Somfit – FY24 drivers

Several near-term opportunities have been identified for Somfit. There are three key benefits to targeting these shorter-term opportunities:

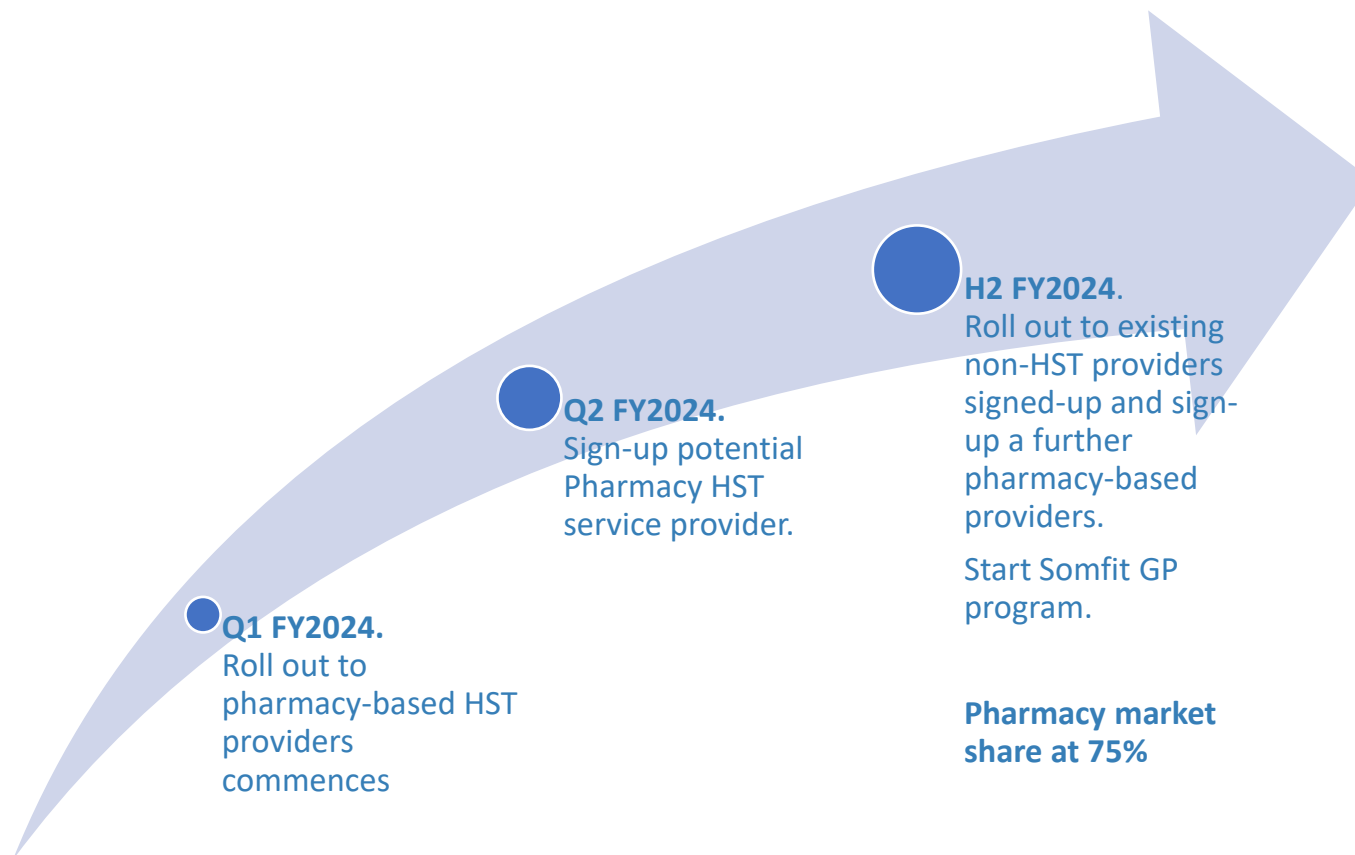
- Profitable short-term revenues are a real-life validation of the system and marketing strategy
- Profitable short-term revenues can fund additional targeted product development
- Profitable short-term revenues can be used to leverage new capital to accelerate the product development and marketing strategies

The key opportunities are as follows:

1. Somfit GP – Somfit 7-day Sleep Health management studies targeted at GP's (Australia) – Non-reimbursable
2. Somfit/Somfit Pro as a clinical trial tool in the development of new pharmaceutical therapies (Global) – Non-reimbursable
3. Somfit as an OSA HST device (USA) – reimbursable and non-reimbursable opportunities
4. Somfit/Somfit App based diagnostic and therapy tool for Insomnia (Australia and US) – reimbursable and non-reimbursable opportunities



## Australian market development – FY24





## USA market development – FY24

In the USA there are about 3,000 sleep centers and 15 major Independent Diagnostic Testing Facilities (IDTF's). These will be our initial target addressable market

### Q3 FY2024.

FDA application approved. Pre-FDA validation activities continue with selected HST service providers.

### Q3 FY2024

Initial contracts negotiated with HST service providers. Further HST service providers identified. Insomnia validation activities continue with initial strategic parties.

**H4 FY2024.** Roll out to initial HST providers whilst further HST service providers are identified and signed up. Insomnia monitoring validated and initial roll out commences. **Traction at <1% reimbursable HST market share at end of FY24 based on pre-FDA pilots**



## MEG – FY24 drivers

- The MEG system for TJNU in China has moved through major technical milestones and shipped to TJNU during Q1 FY24
- The TJNU system is currently being installed on site and is expected to be completed late November, early December 2024
- The Company will book \$4.7m for the TJNU sale as revenue for H1 FY24
- The Company will pursue other MEG opportunities as TJNU is installed. These presently include additional opportunities in Asia and the Middle East



# Directors & Executive Team Key Management



**Rod North**  
Non-Executive Director  
CMP Tenure 1 year



**David Burton, Ph.D.**  
Executive Chairman, CEO  
Founder, Tenure 36 yrs



**Mr. David Lawson**  
Chief Financial Officer  
& Company Secretary  
CMP Tenure 24 yrs



**Mr. Warwick Freeman**  
Chief Technology Officer  
CMP Tenure 30 yrs



**Kerry Hubick, Ph.D.**  
Trademark, Patent &  
General Legal Attorney  
CMP Tenure 16 yrs



**Mr. Christoph Witte**  
General Managing Director  
Compumedics Germany GmbH  
CMP/DWL - Tenure 30 yrs





# Investor Summary

**Core business** profitable with on-going growth opportunities in key global markets

**Compumedics remains committed** to continuing to deliver superior returns to shareholders

**Spin off/strategic decisions to unlock** significant value, provide funds for growth and potentially capital returns to shareholders

**International sales force expansion**, neurology and sleep market opportunity and earnings improvement initiatives to continue to drive growth of core business

**Brain imaging and e-Health are the next steps** Moving 25+ years and \$100m+ in cumulative R&D to a modern platform to solve massive and growing problems of neuro imaging in clinic and sleep disorders in the home

**FY24 guidance:** FY24 revenues forecast to be greater than \$44m and EBITDA to be greater than \$5m.

THANK YOU

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