



ASX / MEDIA RELEASE

Compumedics Joins Germany's High-Tech Élite

Melbourne Australia, Monday, 14 July, 2008

Leading Australia-based medical devices company, Compumedics Limited (ASX: CMP), today announced that its wholly owned Germany subsidiary, Compumedics Germany GmbH, has joined Germany's high-technology elite with the award of membership of Germany's top 100 innovative companies. The award was presented by Prof. Lothar Spaeth, the former Prime Minister of Baden-Wuerttemberg. The attached document summarises the achievements of Compumedics Germany, which was acquired by Compumedics Limited in 2004.

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About Compumedics

Compumedics Limited, founded in 1987, is a global leader in the design and manufacture of diagnostic technologies for sleep disorders, neurophysiology and cardiology. In 1987 Compumedics established Asia Pacific's first fully computerised sleep laboratory. Compumedics holds 80% share of the Australian sleep-diagnostic market, and has a major and rapidly growing presence in the US, European and Asian marketplaces for its sleep, neurological, and Doppler blood-flow diagnostic monitoring devices.

In 1995 the company was selected to supply equipment to the US Sleep Heart Health Study, the world's largest sleep study of its kind, currently exceeding 14,000 studies with 20,000 patients scheduled by 2008. The company has corporate headquarters in Melbourne, Australia and offices in the United States, Asia and Europe.

In 1998 Compumedics was awarded the overall Australian Exporter of the Year.

In 2000 Compumedics was listed on the Australian Stock Exchange.

In 2002, Compumedics acquired US-based Neuroscan - the world's leading supplier of instruments for brain-research. In the US - the world's largest medical device market - Neuroscan hold around 90% of the market for brain-research products. This acquisition has enabled Compumedics to take advantage of the synergies between research and clinical-based Neuro Diagnostic technologies, re-affirming our commitment as a world-class developer of both sleep and neuro-diagnostic systems.

In 2003 Compumedics was awarded the Frost & Sullivan Award for Market Expansion Strategy.

In 2004, Compumedics acquired German-based DWL Elektronische GmbH, enabling Compumedics to expand its global operations into the neurovascular and cardio-vascular diagnostic fields.

In 2006, Compumedics was awarded the Frost and Sullivan Technology Leadership award for the innovative Somté recorder product.

In 2007, Compumedics and its Chairman were inducted into the Victorian Manufacturing Hall of Fame for their pursuit of excellence in manufacturing.

Compumedics has grown to become a global diagnostic medical device company with world leadership in three of the most exciting high-growth sectors and some 12,000 systems installed. Compumedics businesses now include their core and pioneering sleep-diagnostics (Sleep Division), Neuro-diagnostics (Neuroscan and Neuroscience Divisions), and non-invasive blood-flow diagnostics (DWL Division). All of these fields were pioneered or discovered in the 1980s, validated in the 1990s and are only now undergoing rapid commercialisation into the rapidly expanding \$1 billion plus global market.

The company has increased its sales more than 4 fold from \$9 million (1999) to \$38 million (2006), reflecting its continued commitment to an effective sales and R&D organisation.

www.compumedics.com

Number One even in space

From the town of Singen in Baden (south-west Germany) originate products that can save lives: The company Compumedics Germany GmbH develops highly sophisticated ultrasound Doppler systems which offer new ways to the human brain. Using the modern medical devices of the DWL brand diseases of the blood vessels can be diagnosed and treated reliably with precision and efficiency. More than 7000 devices have already been installed - in more than 120 countries, from Australia to Zimbabwe.

When adding the professional years of only the 5 members of the department Research and Development one gets the extraordinary sum of 63 years of experience. No wonder that Compumedics Germany is number one of the world in their line of business. "We work in a very small niche market", says General Manager Christoph Witte. "In the field of stroke diagnosis there are only a few leading authorities in the world." The Compumedics staff from Germany certainly belongs to them. They are the only ones who developed and patented a device for detecting solid and gaseous emboli - that is depositions in the blood - and classify them as either solid or gaseous. By this strokes e.g. during heart surgery can be successfully avoided.

Such innovations and a lot of other ones are usually created by working closely together with professors of neurology. "I stay in close contact with numerous scientific opinion leaders all over the world.", says Christoph Witte. "Thus we know at any time the wishes of our customers."

Among the customers are for example physicians in neurology, neuro-surgery, cardio- and vessel surgery, anesthesia, intensive care and internal medicine. They use the devices for measuring the blood flow characteristics in the vessels or for evaluation of hemodynamics.

Which new ideas are in fact realized is decided by the top management of Compumedics Germany. General Manager Christoph Witte and Technical Manager Jürgen Zolondz are always tightly involved in the innovation procedure. "In a company of our size it goes without saying that all departments including the management sit around a table and work together", says Witte.

The result: excellent quality, innovative products and a good reputation in the medical technology branch. Their products are even used under water, in the Andes, in the Himalaya and in space. This way the devices are further developed in research projects throughout the world.



Management leaders C. Witte and J. Zolondz:

**"Innovation means to us
to react quickly and efficiently
to the needs and wishes of the market."**