

ASX/Media Release
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Compumedics wins key \$0.7m (EUR0.5m) deal in Europe

Highlights: Key French Opinion Leader site to purchase Sleep Ambulatory Devices

- **Compumedics wins major \$0.7m deal with University Hospital Strasbourg, France for the supply of sleep diagnostic equipment**
- **Compumedics will continue to selectively target growth opportunities in Europe as it continues to expand its footprint in this important market.**

Compumedics Limited (ASX: CMP) is pleased to announce that it has won a major new contract to supply a key reference site in Strasbourg France, University Hospital, with its ambulatory sleep diagnostic equipment. The deal is for EUR0.5m (AUD0.7m) of equipment. In addition Compumedics will participate in a EUR0.2m grant from the regional government in France to fund specific modifications and improvements to the installation.

The winning of this deal will further strengthen Compumedics brand and presence in France and underpin future business in the region. Compumedics has employed a direct sales representative in France for several years and this deal will build further on the work and business already won in the country.

Compumedics remains highly focused on growing the Group through:

- Expansion of the Companies existing products to all key global markets
- Expansion of sales of the Company's existing products into emerging markets particularly China; and
- Continuing the initial penetration of the neuro-diagnostic market, particularly the US, with Compumedics range of neuro-diagnostic products, including the Neuvo® LTEM (long-term EEG-monitoring) system.

In commenting on this new deal for the Company, Executive Chairman & CEO, Dr David Burton said:

"We are delighted that Compumedics has commenced 2014 with some big contract wins for the company including this \$0.7m deal in France. We have always recognised the importance of having key sales representatives based in Europe and the emerging markets to capitalise on business opportunities as the world continues to re emerge positively from the GFC."



ABOUT COMPUMEDICS

Compumedics Limited was founded in **1987** by current Chairman/CEO Dr. David Burton and today 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 computerized 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, with over 8,000 participants scheduled by 2008. With headquarters in Melbourne, Australia and offices in the United States and Europe, its products are distributed in over 50 countries. 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 holds around 90% of the market for brain-research products. In **2003** Compumedics was awarded the Frost & Sullivan Award for Market Expansion Strategy. In **2004**, Compumedics acquired Germany-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 its innovative Somte® recorder product. In **2007**, Compumedics and its Chairman were inducted into the Victorian Manufacturing Hall of Fame. In **2008** the DWL division received a top 100 German Innovation award. With 20,000 systems installed globally across the finest hospital, universities and clinics Compumedics sales have grown more than 4-fold from \$9 million (1999) to \$39 million (2008). In **2009** Compumedics was awarded a design award for its GRAEL® PSG/EEG premium laboratory-based product. In **2010** Compumedics was recognized by the Australian Innovation Government and Industry body as one of Australia's Top 100 Health Innovators through its world leading devices for sleep diagnostics. In **2011**, Compumedics was chosen, as one of only 25, innovative Australian companies by the Australian Governments Department of Innovation, Industry, Science and Research (Industry). In **2012** Compumedics won several key-opinion-leader sites for the installation of its newly released long-term EEG monitoring (LTEM) equipment. In **2013** the Company refinanced the Group to better facilitate its on-going business operations. This included an equity issue to Beijing Bestmed, its long-term partner in China.

For further background please visit: www.compumedics.com

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