

ASX Release  
23<sup>rd</sup> December 2024

## **ABOVE GUIDANCE SALES – Record H1 FY25 sales orders driven by USA growth**

*Home Sleep and hospital sales growth across USA*

### **BUSINESS Update**

- **Compumedics will book record sales orders taken of more than \$31m for H1 FY25, final number to be confirmed early January**
- **USA sales orders taken continue to grow, up more than 200% on the same time last year driven primarily by sleep, Somfit home sleep testing and brain research business, with growing sales pipelines and quoted business across the USA business**
- **Somfit quoted business in the USA at \$6.3m (USD4.2m) with a recent initial sale to a large global CPAP player and Somfit success and new trials at large Independent Diagnostic Testing Facilities (IDTF's) in the USA**
- **Company FY25 guidance – sales more than \$55m (excluding MEG) and EBITDA above \$5m. EBITDA will be weighted to the second half due to marketing and development costs being expensed in first half, and sales benefits coming in the second half. FY25 guidance to be reviewed post H1 FY25 results finalisation**

**Compumedics Limited (ASX: CMP)** a global medical device Company that develops, manufactures and commercialises diagnostic technology for sleep, brain, and ultrasonic blood flow monitoring is pleased to advise that the Company's sales orders taken for H1 FY25 will be more than \$31m, with the USA continuing to provide evidence of accelerating sales growth, where sales orders taken for H1 FY25 will be more than 200% higher than the same time last year.

In the USA-based business, sales orders for H1 FY25 will be 200% higher than the same time last year, with the sleep business leading the growth and with Somfit sales now building towards \$1.0m (USD0.7m) in this key market. Sales momentum is continuing to build and with new sales resources coming on board, in line with our stated USA strategy, we are well placed to accelerate that growth over the remainder of

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FY25. The USA business is already in, or progressing trials and demonstrations with 3 large IDTF's, with one IDTF using the Somfit device for part of their HST business. The addressable home sleep apnea test (HST) market in the USA is between 3m and 4m HST's a year, representing a market opportunity between \$150m(USD100m) and \$300m(USD200m) for Compumedics.

Further, the Company has taken an initial Somfit order from a global CPAP player and continues to work with other leading sleep service providers in Australia and other key markets around the world. This includes an initial \$200k (EUR120k) Somfit sale in Europe, representing the initial market activity in the next large market opportunity for Somfit.

This Somfit sale into the European market helps underpin the growth in this market driven by sales into the traditional sleep diagnostic market and the neurological monitoring market.

#### **About Compumedics Limited**

Compumedics Limited [ASX: CMP] is a medical device company that develops, manufactures, and commercialises diagnostic technology for sleep, brain, and ultrasonic blood flow monitoring applications. The Company owns Neuroscan, based in the US, and DWL Elektronische GmbH, based in Germany. In conjunction with these two subsidiaries, Compumedics has a broad international reach, including the Americas, Australia and Asia Pacific, Europe, and the Middle East.

Executive Chairman Dr. David Burton founded Compumedics in 1987. The same year, the Company successfully designed and installed the first fully computerised Australian sleep clinic at Epworth Hospital in Melbourne. Following this early success, Compumedics focused on developing products for the growing international sleep clinic and home monitoring markets.

Compumedics listed on the Australian Securities Exchange in 2000. Over the years, Compumedics has received numerous awards, including Australia's Exporter of the Year, and has been recognised as a Top 100 Innovator by both German and Australian Governments.

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**Authorised for lodgement by Compumedics Limited's Board of Directors**

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