



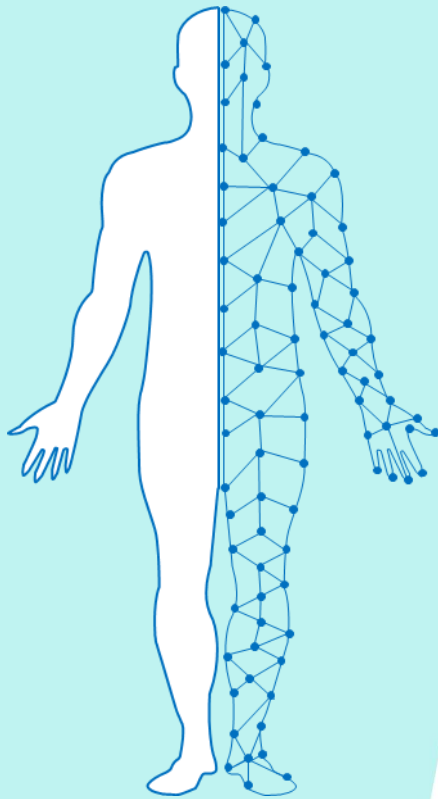
CORPORATE PRESENTATION

MARCH 2025

- > SLEEP DIAGNOSTICS & TREATMENT
- > NEURO DIAGNOSTICS
- > BRAIN RESEARCH
- > ULTRASONIC BLOOD FLOW MONITORING
- > MEDICAL INNOVATIONS



Purpose of the meeting



- Compumedics overview and key growth inflection points
- Current breakout commercial traction and corresponding share value drivers
- Identify and execute strategies that will realise shareholder value and liquidity across our three core businesses.

Who is Compumedics?

Compumedics is a leading global medical technology company focused on:

- Monitoring and diagnosing sleep disorders, including our new Somfit SaaS technology platform
- Monitoring neurological disorders and highly sophisticated brain analysis, including our new MEG technology
- 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, with 30,000 systems installed world-wide

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 160 people

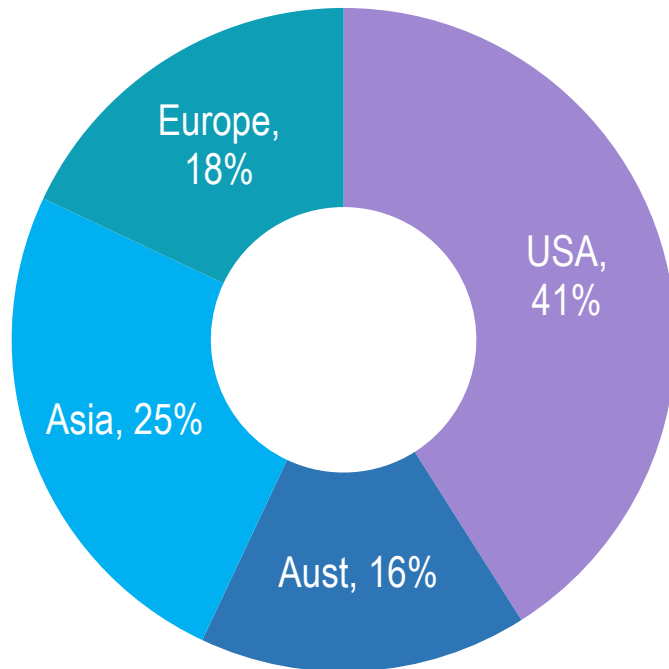
FY24 \$50m

Compumedics generated AUD50m in revenues in FY24 and has a market cap of about \$50m > FY25 revenue guidance more than \$55m and EBITDA of about \$5m

Revenue Composition – H1 FY25 - \$23.5m

SaaS/Annuity revenues grow from 23% of H1 FY23 revenues to 29% of H1 FY25 revenues

By geographic region



By business / product group - global

	H1 FY25			
AUD	H1 FY23	H1 FY24	H1 FY25	v FY24
Sleep - capital	5.0	6.1	8.7	44%
Sleep - SaaS	0.8	2.0	2.9	49%
Neurology - capital	5.9	7.1	6.2	-14%
Service and Supplies - Annuity	3.4	4.2	3.8	-9%
Sleep and Neurology business	15.1	19.4	21.7	
Sales Growth	4%	28%	12%	
DWL - Capital	2.9	2.4	1.9	-22%
MEG - Capital	-	4.7	-	-100%
Total Business	18.0	26.4	23.5	
Sales Growth	5%	47%	-11%	

H1 FY25 – key achievements

- Significant growth returns to the key USA market, with sales order growth of 208% H1 FY25 compared to H1 FY24 for the total USA business. The growth was primarily driven by the sleep business
- First revenues for Somfit in the USA HST market - \$1m in new and incremental SaaS revenues achieved so far in FY25
- 5-year contract (\$3m) signed with Philips to supply Somfit to their pharmacy based HST business in Australia – the dominant market share
- Neuro diagnostic business in Europe wins business from Natus/Micromed as our new Okti neuro diagnostic platform gains traction
- TJNU MEG system is signed off and accepted, validating our first operating MEG system
- Somfit D (disposable Somfit) progresses towards pre-production

H2 FY25 – key milestones to watch for

FY25 Guidance – revenues of more than \$55m and EBITDA about \$5m

- Continued strong growth from our USA business across all products
- Continued Somfit SaaS revenue growth in the USA in the fast-growing HST market segment
- Somfit expansion into European market and into adjacent high value CRO pharma markets, cardiology and diabetes
- Manufacture and delivery of the two existing MEG orders for delivery late calendar 2025 and early calendar 2026 (\$9.2m revenue to be booked on delivery)
- New MEG order/s during 2025
- Somfit D (disposable version) released to USA market mid calendar 2025

FY25 – from H1 FY25 to FY25 – sales orders taken

Strong H1 sales orders taken to underpin H2 revenues, with further growth in key global markets including a further uplift in Sleep Somfit SaaS

				H1 FY25 v FY24
AUD	H1 FY23	H1 FY24	H1 FY25	
Sleep - capital	3.5	4.8	16.6	248%
Sleep - SaaS	1.0	2.0	2.8	40%
Neurology - capital	6.5	6.6	7.6	15%
Service and Supplies - Annuity	3.7	4.5	3.9	-14%
Sleep and Neurology business	14.7	17.8	30.8	
Sales Growth	-6%	21%	73%	
DWL - Capital	3.1	2.3	2.0	-13%
MEG - Capital	-	9.1	-	-100%
Total Business	17.8	29.2	32.8	
Sales Growth	-4%	65%	12%	

FY25 – from H1 FY25 to FY25

AUDm	H1 FY25	FY 25	H2 FY25	H2 FY24	H2 FY25 v H2 FY24
Revenues	23.5	55.4	31.9	23.3	8.6
Gross Margin	12.8	31.0	18.2	11.6	6.6
Gross Margin %	54.5%	56.0%	57.1%	49.8%	7.3%
Other income	0.3	0.5	0.2	0.5	- 0.3
Expenses	- 13.3	- 28.3	- 15.0	- 12.2	- 2.8
Interest	- 0.6	- 1.2	- 0.6	- 0.3	- 0.3
FX	- 0.1	- 0.1	-	0.1	- 0.1
Rev IP impair	-	-	-	-	-
PBT	- 0.9	1.9	2.8	- 0.4	3.2
Tax	- 0.2	- 0.5	- 0.3	- 0.1	- 0.2
PAT	- 1.1	1.4	2.5	- 0.4	2.9
EBIT	- 0.3	3.1	3.4	- 0.1	3.5
EBITDA	0.7	5.1	4.4	0.7	3.8

- Revenues to drive H2 FY25 earnings turnaround – H1 FY25 sales orders taken **75%** higher than H1 FY24
- **\$26m of sales orders on hand on 31 Dec 24, \$3m more sales orders on hand at end of H1 FY25 compared to H1 FY24**
- **Increasing margins** in H2 FY25 as product mix favours higher margin products and SaaS revenues
- Increased **costs for sales and marketing** factored in H2 FY25

Business unit - Sleep

Sleep Diagnostics and Monitoring



Compumedics GraeL® -
4K HD and PSG



Compumedics
Siesta®



Compumedics
Falcon™ HST



Compumedics
Somfit®



Compumedics
Somfit® pro



Compumedics
Somté® PSG



Compumedics Profusion™
Sleep Software



Compumedics Profusion
ProDigi™ Software



Compumedics Profusion™
NeXus Software

- Regarded as a world leader in sleep technology
- Based on 35+ years of research and product development in sleep diagnostics/monitoring
- \$23.5m of revenues in FY24, including \$4.2m of SaaS revenues with release of Somfit product
- Extensive product range targeting hospitals, labs and home sleep testing

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.



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Business unit - Sleep

Sleep Diagnostics and Monitoring – Total and Compumedics (CMP) direct addressable market
In the USA about 80% of people with a sleep disorder go undiagnosed – 60m people

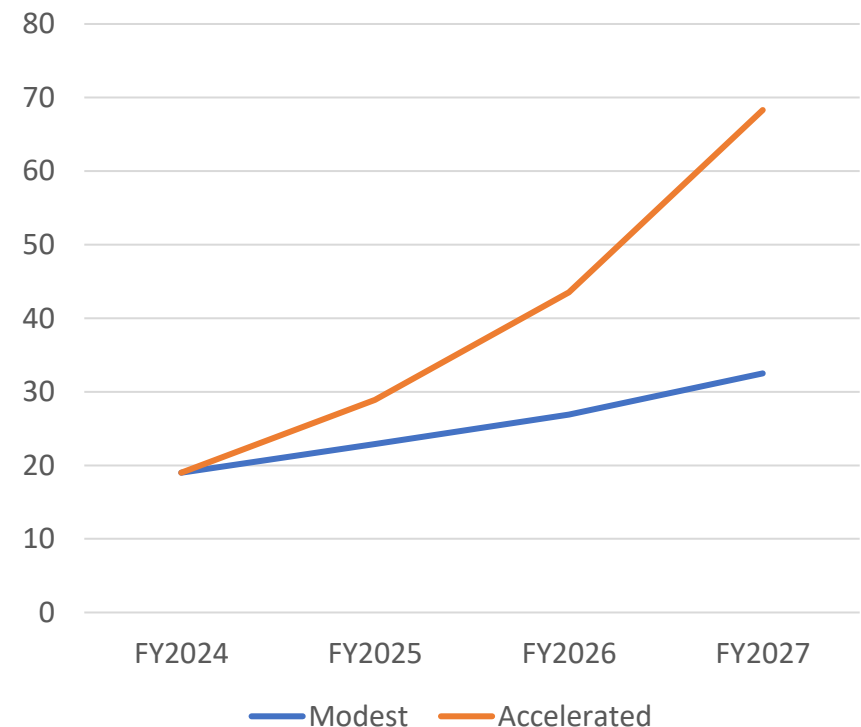
- ***Existing sleep lab-based business (capital equipment)*** – market size in the USA is about USD65m pa in system sales (organic growth of about 8% pa plus replacement market). Compumedics has about 5% market share looking to grow to at least 20% market share, with Phillips having existed the market. Phillips had about 40% market share so about USD26m pa now available to Compumedics and other market participants.
- ***Home sleep apnea test market (HST) (SaaS business)*** – about 4.0m HST's done annually in the USA and growing at 25% pa. Addressable market to Compumedics is between USD100m and USD200m pa. Compumedics is targeting an initial 20% market share on successful execution of Somfit strategy.
- ***Other HST markets to follow*** – Europe, Asia and the Middle East
- ***Adjacent Somfit markets to be developed*** - insomnia testing, diabetes, dental, cardiac

Business unit - Sleep

Sleep Diagnostics and Monitoring – revenue scenarios

- Products used by sleep professionals & service providers to identify people with sleep disorders
- Simpler screening products, like Somfit, address global bottleneck with large undiagnosed population of people suffering a sleep disorder
- FY24 clinical revenues at 11% of estimated global revenues > FY25 to FY27 projection:
 - “modest” 5% pa growth,
 - “accelerated” 30% pa growth, driven by taking Philips business in USA
- FY24 Somfit SaaS revenues at 1% of estimated global revenues > FY25 to FY27 projection:
 - “modest” > 50% pa growth,
 - “accelerated” 100% pa growth, driven by successful execution of the Somfit SaaS strategy in USA
- SaaS revenues are approaching 50% of total sleep business unit revenues by FY27, compared to 22% in FY24

Potential revenue scenarios - USDm



Business unit - Neuro

Neuro Diagnostics and brain research analytics



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



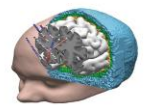
Compumedics Neuvo®
LTM EEG



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



Compumedics
Orion LifeSpan™ MEG



Compumedics CURRY®
Neuroimaging Suite

- Expanded into neuro diagnostics in early 2000's with the acquisition of USA-based Neuroscan, a leading brain analytics business
- Regarded as an innovative technology provider to neurologists globally
- \$21.3m of revenues in FY24, which includes \$4.7m of MEG revenues based on this new and novel brain analysis technology
- Extensive product range, including world-first wireless ambulatory EEG amplifier, Okti, catering to routine neurology through to continuous epilepsy monitoring and MEG

Business unit - Neuro

Neuro Diagnostics and Monitoring – Direct and existing addressable market

AUDm	Clinical and neuro research annual revenues – (capital in nature) – growing at up to 7% pa				MEG annual revenues (capital in nature) – currently around 5 to 10 systems pa but potential to double/triple with clinical adoption			
	Aust	USA	ROW	Total	Aust	USA	ROW	Total
Clinical research	4	640	600	1,244	-	-	-	-
Total clinical revenues	4	640	600	1,244	-	-	-	-
Neuro research	1	30	30	61	-	-	-	-
Total research revenues	1	30	30	61	-	-	-	-
MEG – existing applications	-	-	-	-	5	20	20	45
Total MEG revenues	-	-	-	-	5	20	20	45

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.



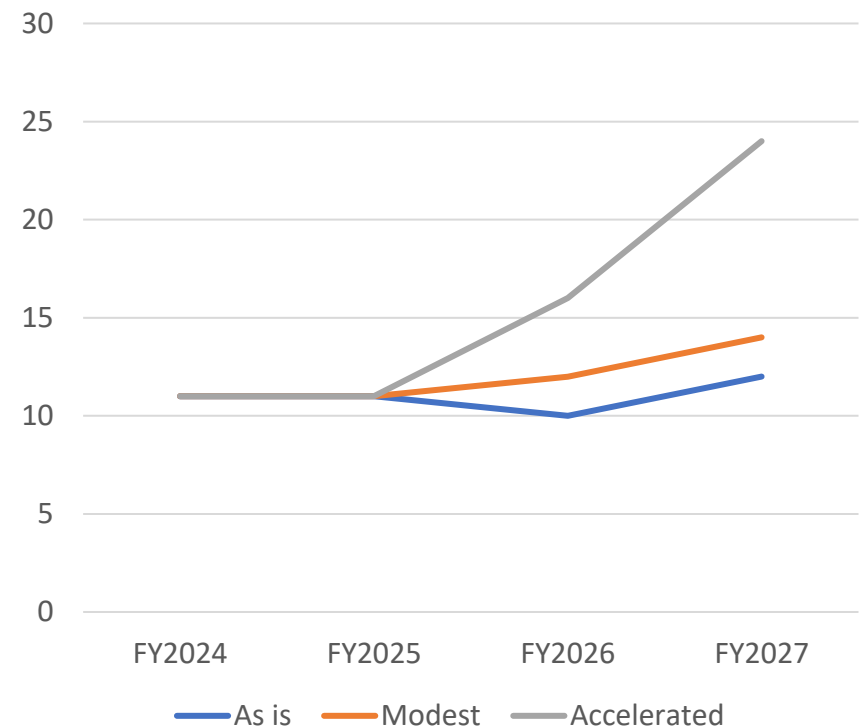

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Business unit – Neuro

Neuro Diagnostics – revenue scenarios

- Products used by neurologists to diagnose and monitor people with a range of neurological disorders, including epilepsy
- Innovative neurological products, like Okti, lead to better diagnostic and treatment outcomes and more efficient (time and money) neuro departments
- FY24 clinical and research revenues at 1.5% of estimated global revenues > FY25 to FY27 projection:
 - “modest” 3% pa growth,
 - “accelerated” 5% pa growth, driven by expanded market focus in USA and Europe
- FY24 MEG revenues at about 10% of estimated global revenues > FY25 to FY27 projection:
 - “modest” > 30% pa growth,
 - “accelerated” 200% pa growth, driven by acceptance of TJNU, with additional capital for further growth in China and re-entry into USA

Potential sales orders taken scenarios MEG - USDm



Business unit - DWL

Ultrasonic blood flow monitoring [Trans Cranial Doppler (TCD)]

Doppler-BoxTM X1

Outstanding performance.
Flexible use for routine
examinations.



Multi-Dop® T

Dynamic.
Extremely
versatile.



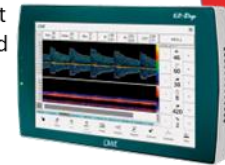
Multi-Dop® X

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

- Expanded into TCD (ultra sonic monitoring of blood pressure through the brain) with the acquisition of Germany-based DWL in 2004
- \$4.3m of revenues in FY24, usually about \$6.0m pa, impacted by China regulatory matters, in resolution, new Ez-Dop to sell from November 2024
- Initial robotic TCD technology developed and poised for commercialisation in the coming 12/24 months. Medical robotics market is estimated at USD12bn and growing at 21% pa.

Business unit – DWL step-out growth option

- **DWL's® new AI Robotic TCD development**, opens the pathway to investigate strategic collaboration or other major deal opportunities, to assist accelerated commercialisation of this new technology.
- **The Robotics and AI health markets** are demonstrating annual growth rates of 30% and above, and consequently demand a more aggressive DWL AI Robotic TCD commercialisation approach than DWL's customary organic growth markets (i.e. conventional TCD growth at 7.5% pa).
- **Traditional manually controlled TCD probe-positioning systems** typically rely upon highly skilled, trained and experienced health experts (monographers) and hence the deployment of such brain measurement approaches can be limited.
- **The goal of the DWL® AI Robotic TCD and unique selling proposition** is to combine the latest DWL® robotics and artificial intelligence (AI) analytics with DWL's® long-time proven best of world-class precision TCD technology, as a means of enabling trusted and widespread deployment of this potentially life-saving technology, opening mainstream TCD markets such as stroke and traumatic brain injury.
- **One DWL AI Robotic TCD hypothesis** is that leading ultrasound companies may benefit from DWL's AI Robotic and expediate their position to capture and potentially dominate this high-growth emergent sector.

H2 FY25 – key milestones to watch for

FY25 Guidance – revenues of more than \$55m and EBITDA about \$5m

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- New MEG order/s during 2025
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Value opportunity – FY2025

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

- **Somfit** – new 5 year pharmacy based supply agreement with Philips in Australia (\$3m) underpins growth in Somfit/Nexus 360 SaaS revenues which were \$4.2m for FY24, and \$2.9m for H1 FY25, with USA gaining initial sales traction in H1 FY25, following the investment in sales and sales leadership there.
- **Somfit SaaS and Nexus 360** – presents premium shareholder realisation value, in one of the leading reimbursement and consumer sectors, being home sleep testing, with adjacent markets in CRO pharma, cardiology and diabetes.
- **Core business** – USA performs very strongly with sales orders taken for H1 FY25 208% higher than H1 FY24, with the sleep business the primary driver of this growth.
- **MEG** – TJNU in China approved as our first operational MEG system, with two new orders for China scheduled for delivery in late calendar 2025 and early calendar 2026. More MEG orders expected.
- **DWL business** – upcoming commercialisation 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.



THANK YOU

- SLEEP DIAGNOSTICS & TREATMENT
- NEURO DIAGNOSTICS
- BRAIN RESEARCH
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