

ASX Release  
14<sup>th</sup> July 2025

## Record sales and profitable growth mark strategic inflection point for Compumedics

*FY25 performance delivers strong momentum into FY26F, US traction and SaaS scale drive growth*

Compumedics Limited (ASX:CMP) is pleased to provide the following business update, highlighting a breakout FY25 that marks a strategic turning point for the Company. Record sales orders, a return to profitability, and growing traction in the US and SaaS segments have set a strong foundation for FY26F. With momentum building, Compumedics is positioned to scale into a more focused, higher-margin business model underpinned by recurring revenues, new product launches, and MEG system deliveries.

### 1. Sales Orders Taken

- Record sales orders of \$63.4 million, up +22% on FY24
- Sleep & Neurology segment orders rose +39% to \$53.0 million, led by US Sleep Diagnostics growth (+102% to \$23.5 million)
- Somfit + Nexus 360 SaaS orders increased to \$6.7 million, up +49%, with US Somfit sales orders rising +675% from \$0.4 million to \$3.1 million
- MEG orders totalled \$5.9 million, with three systems in progress for reported revenue in FY26 (valued at approximately \$15 million)
- Geographically, the US continued to lead growth, with FY25 sales orders up +115% on FY24. Asia increased +71%, and Europe was up +12% compared to the prior year

### 2. Revenue Reported (Unaudited)

- Record reported revenue of \$51.0 million, up +4% on FY24
- Sleep & Neurology segment revenue grew to \$46.3 million, up +16% on FY24,
- Somfit + Nexus 360 (SaaS) segment revenue contributed \$6.0 million, up +41% on FY24
- No MEG revenue in FY25, compared to one system delivered in FY24

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### 3. Profitability and Cost Base

- EBITDA increased to approximately \$3 million, returning to profitability and reflecting operating discipline, while supporting top line growth (subject to final audit)
- Margin uplift driven by product mix optimisation, scaling SaaS, and stable overheads
- Modest \$4.1m capital raise covered expanded working capital (for the gap between sales and revenue)

### 4. Outlook

- FY26F guidance reaffirmed:
  - Revenue: at least \$70 million
  - EBITDA: approximately \$9 million
- SaaS and connected platforms (Somfit + Nexus 360 segment) are expected to contribute >20% of group revenue, delivering high margins and scalability
- The disposable Somfit (Somfit D) launch in the US is expected to increase penetration of the 3-4 million unit per annum Home Sleep Test market, representing a \$150 million to \$300 million opportunity
- Three MEG systems on track for FY26 revenue, with paediatric market expansion increasing MEG opportunity to ~\$120 million
- Ongoing focus on commercial execution, margin optimisation, and capital efficiency

#### Executive Chairman Dr. David Burton commented:

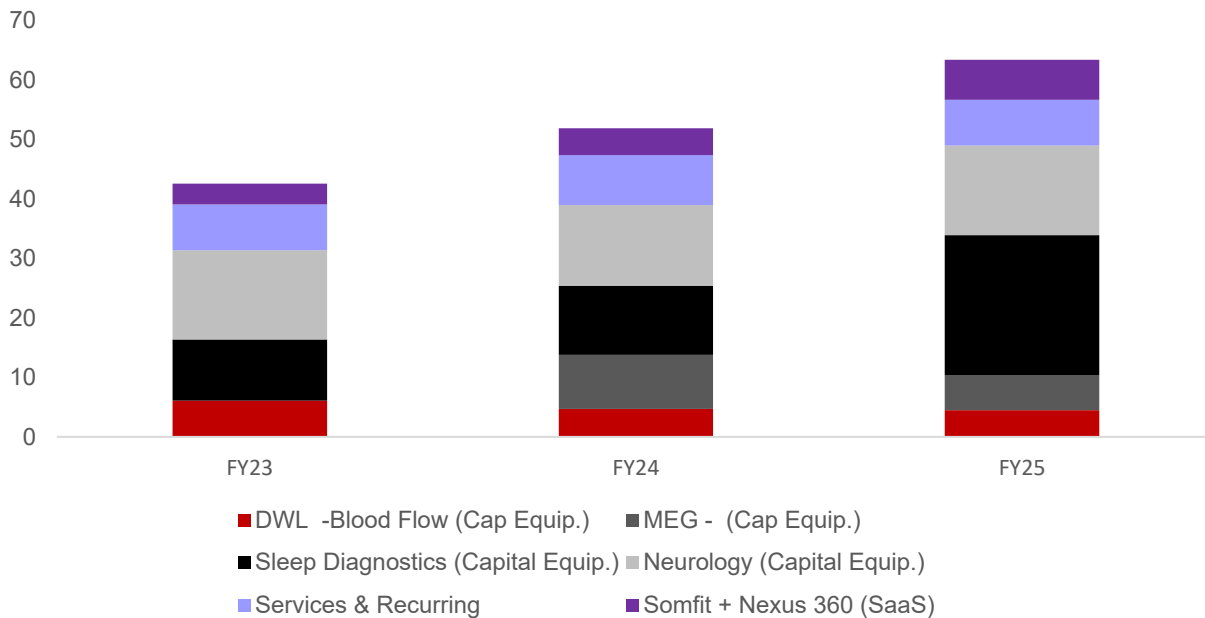
*“This result reflects the step-change underway at Compumedics. We are building a more predictable, higher-margin business model and seeing consistent revenue growth, expanding margins, and meaningful traction in the US and across our connected platforms. FY26 will see us scale into a more focused, cash-generative global business underpinned by recurring revenues from Somfit and clinical innovation, with MEG deliveries and growing demand in China providing further upside.”*

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Segment (Sales Orders Taken AU\$M)	FY23	FY24	FY25	FY24 YoY	FY25 YoY
Sleep Diagnostics (Capital Equip.)	10.3	11.6	23.5	13%	103%
Somfit + Nexus 360 (SaaS)	3.5	4.5	6.7	29%	49%
Neurology (Capital Equipment)	15.0	13.6	15.1	-9%	11%
Services & Recurring	7.7	8.4	7.7	9%	-8%
<b>Sleep &amp; Neurology Business</b>	<b>36.5</b>	<b>38.1</b>	<b>53.0</b>	<b>4%</b>	<b>39%</b>
DWL – Blood Flow Diagnostics Capital Equipment	6.1	4.7	4.5	-23%	-4%
MEG – Capital Equipment	0.0	9.1	5.9	N/A	-35%
<b>Total Business</b>	<b>42.5</b>	<b>51.9</b>	<b>63.4</b>	<b>22%</b>	<b>22%</b>

Segment (Revenue Reported Unaudited AU\$M)	FY23	FY24	FY25	FY24 YoY	FY25 YoY
Sleep Diagnostics – Capital Equipment	10.7	13.1	18.2	22%	39%
Sleep – SaaS (Somfit + Nexus 360)	2.5	4.3	6.0	72%	40%
Neurology – Capital Equipment	14.3	14.3	14.3	0%	0%
Service & Supplies – Recurring	7.1	8.3	7.8	17%	-6%
<b>Sleep &amp; Neurology Business</b>	<b>34.6</b>	<b>40.0</b>	<b>46.3</b>	<b>16%</b>	<b>16%</b>
DWL – Blood Flow Diagnostics Capital Equipment	5.9	4.4	4.7	-25%	7%
MEG – Capital Equipment	0.0	4.7	0.0	N/A	-100%
<b>Total Business</b>	<b>40.4</b>	<b>49.1</b>	<b>51.0</b>	<b>22%</b>	<b>4%</b>

**CMP - Sales orders by product (\$m)**



The appendix 4D is expected to be released around 26th August 2025.

## **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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