



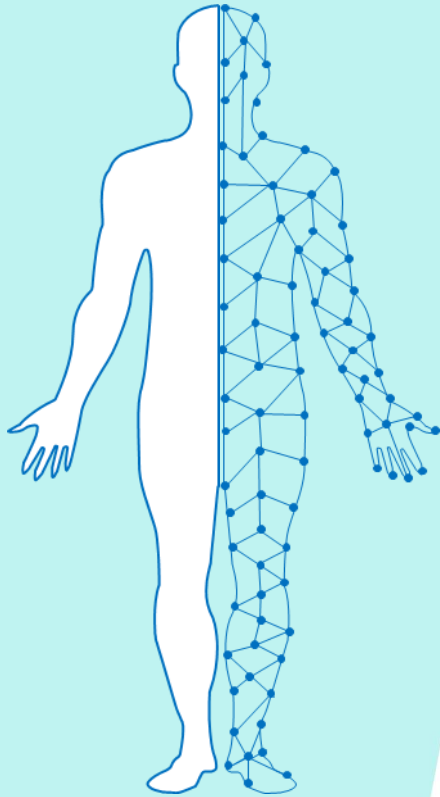
CORPORATE PRESENTATION

NOVEMBER 2024

- > 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
- Monitoring neurological disorders
- Highly sophisticated brain research
- 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

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

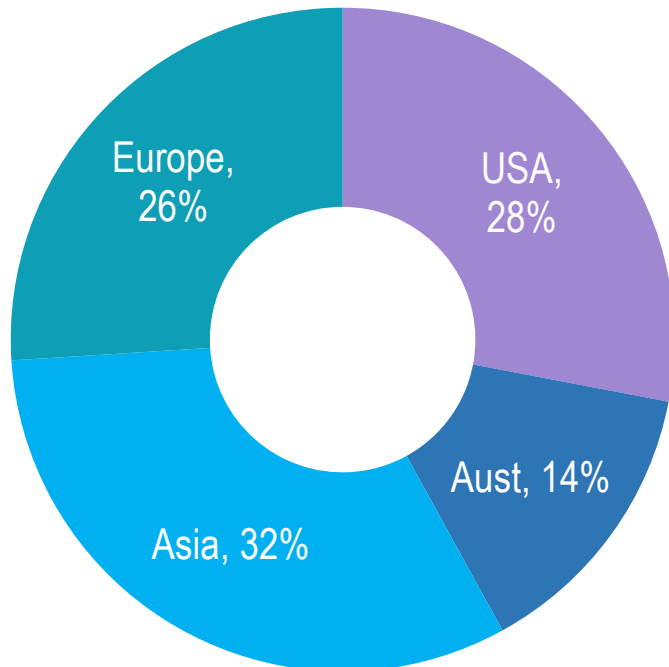
FY24 \$50m

Compumedics generated AUD50m in revenues in FY24 and has a market cap of about \$60m FY25 revenue guidance more than \$55m

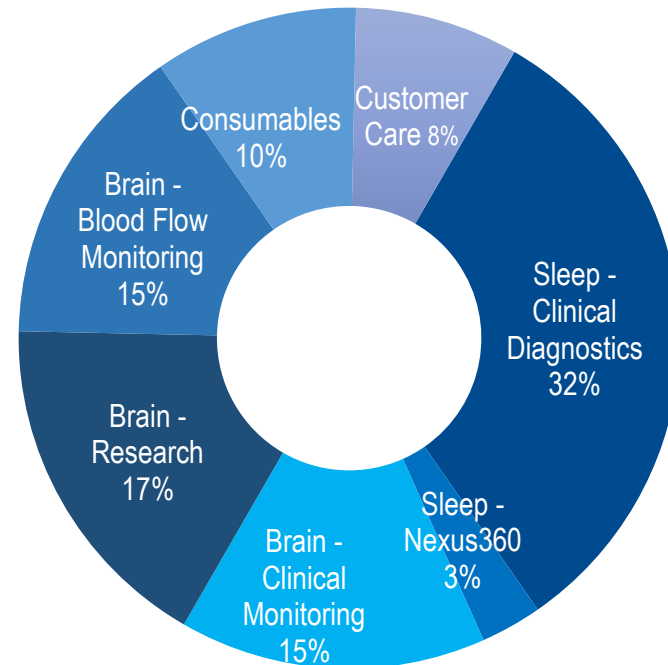
Revenue Composition at \$49.7m

- 30 June 2024 – Geographic and product diversification serves us well

By geographic region



By product/market



Software upgrades 5 to 10% of system revenues.

Compumedics sells directly to end-user customers in Australia, USA, France and Germany and through its network of more than 100 distributors to all other parts of the world

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
ProDigit™ 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.



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

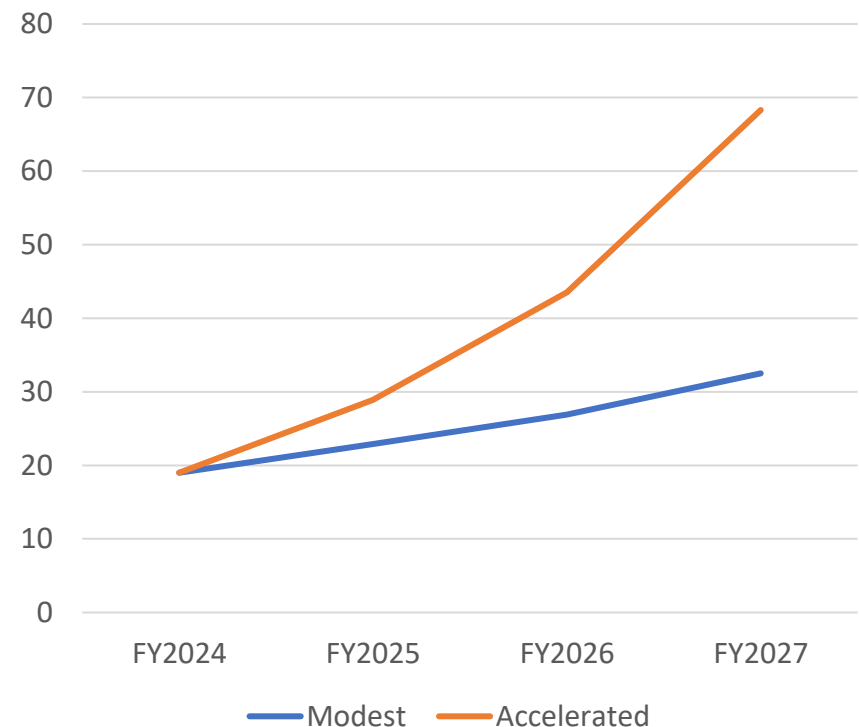
- ***Existing sleep lab-based business (capital equipment)*** – market size in the USA is about USD65m pa in system sales (organic growth of about 8% pa plus replacement market). Compumedics has about 5% market share looking to grow to at least 20% market share, with Phillips having existed the market. 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 3.5m HST 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 Grael EEG®
Neuroimaging Suite - 4K HD



Compumedics Okti®
Portable LTM - EEG



Compumedics
Grael LT®- HD EEG



Compumedics CORRIS®
Cortical Stimulator



Compumedics Profusion™
EEG Software



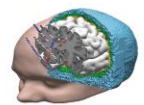
Compumedics Neuvo®
LTM EEG



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.



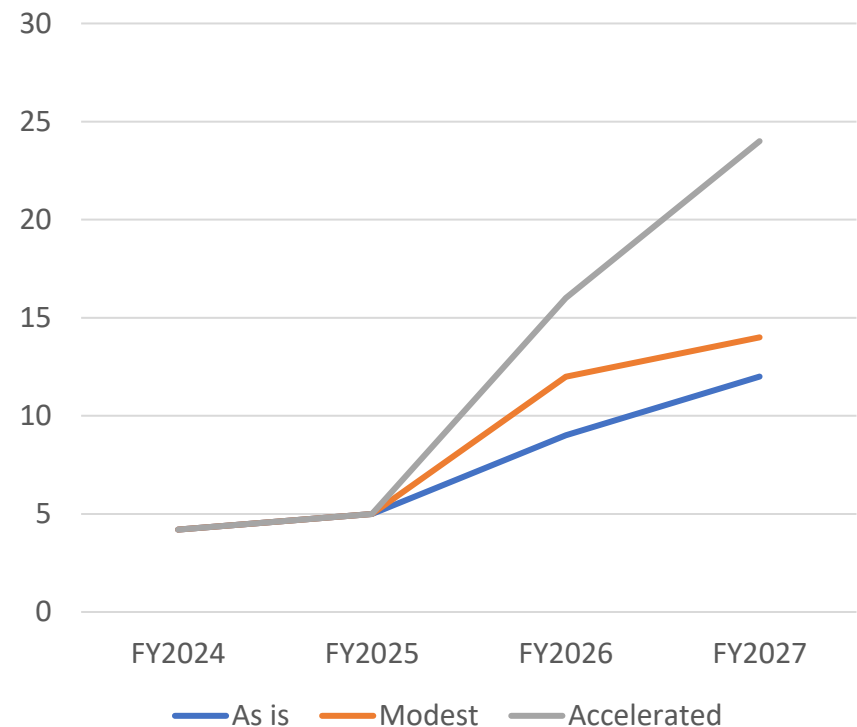
ORIONLIFESPAN™
MEG

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 revenue scenarios MEG
- USDm



Business unit - DWL

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

Doppler-Box™ X1

Outstanding performance.
Flexible use for routine
examinations.



Multi-Dop® T

Dynamic.
Extremely
versatile.



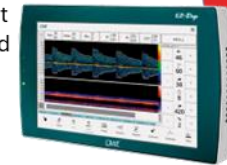
Multi-Dop® X

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.

FY2025 – Trading update

Core Business Update

- Sales orders taken of \$20m for FY25 through to early November, up 50% on prior year
- EBITDA profit for FY25 expected to be above \$5m, H1 FY25 will be impacted by US sales investment, now bearing fruit, with sales orders taken and revenues booked in the USA to early November up more than 150% respectively on the same time last year.

Somfit Commercialisation Update

- Over \$1.6m in SaaS revenue for FY25 through to early November from Somfit and Nexus 360 sales (\$4.2m in FY24)
- Sales in the USA, as HST team there is built out with revenues currently invoiced in FY25 through to early November of USD0.4m and a pipeline of over USD4.0m and growing

MEG Update

- Installation of its MEG sale to Tianjin Normal University (TJNU), China, largely completed with sign-off expected to be by end of November.
- Two additional MEG sales in China are in process for delivery in calendar 2025. This represents about \$14m of new MEG shipments and new MEG orders in a 12-month period

Growing revenues – growing SaaS revenues

AUD'000	FY2022A	FY2023A	FY2024A	FY2025F
Sleep	13,830	12,735	12,688	15,450
Sleep - Somfit (SaaS revenues)	-	-	2,113	6,450
Nexus 360 (SaaS revenues)	900	1,225	2,127	3,800
Neurology (clinical EEG and epilepsy monitoring)	4,552	5,800	7,128	8,450
Brain Research	5,387	6,664	7,072	8,450
Supplies (recurring revenues)	3,270	3,904	5,301	5,450
Service (recurring revenues)	3,098	3,132	3,701	4,000
Total - Sleep and neurology revenues	31,037	33,460	40,130	52,050
Annual change in revenues - %	10%	8%	20%	30%
DWL	6,149	5,904	4,382	4,400
MEG	-	-	4,688	-
Total - Group Revenues	37,186	39,364	49,200	56,450
SaaS revenues as a percentage of total sleep and neurology revenues	3%	4%	11%	20%
Recurring revenues as a percentage of total sleep and neurology revenues	21%	21%	22%	18%
Total SaaS and recurring revenues as a percentage of total sleep and neurology revenues	23%	25%	33%	38%

Value opportunity – FY2025

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

- **Somfit** – initial sales success in Australia with pharmacy-based market share at 75% estimated and initial Somfit/Nexus 360 SaaS revenues at \$4.2m for FY24, with USA to add significantly in 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.
- **Core business** – USA returns to growth in FY25 performance through to 25/10/24 up 156% on same time last year.
- **MEG** – three sales booked/taken in FY24 totalling about \$14m in incremental revenues. TJNU in China soon to be operational, with two new orders for China scheduled for installation in calendar 2025. More 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

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- > NEURO DIAGNOSTICS
- > BRAIN RESEARCH
- > ULTRASONIC BLOOD FLOW MONITORING
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