



ASX Release
27th August 2025

FY25 FULL YEAR TRADING UPDATE

Compumedics delivers record orders of \$63.4M, revenues of \$51.0M and EBITDA of \$2.9M, with SaaS and US momentum accelerating

Exceptional sales growth outlook, underpinned by Somfit and MEG opportunities

- Strong sales momentum was delivered, with sales orders increasing +22% to a record \$63.4M, highlighting the strength of Compumedics' underlying business
- Significant investment in the Somfit U.S. business to accelerate sales growth and advance the FY26 launch of Somfit-D, the new disposable HST device, positioning Compumedics to capture a substantial share of this high-value market.
- The MEG business has secured \$20M in initial China launch orders, establishing a strong reference base and paving the way for expansion into the large U.S. market, with a structured FY26 launch program already in motion

Core Business Update

- Record sales orders of \$63.4M, up +22% on FY24 (\$52.0M)
- Record revenues of \$51.0M, up +3% on FY24 (\$49.7M), or up +15% YoY excluding MEG
- EBITDA of \$2.9M, up +9% on FY24 (\$2.7M)
- Gross margin expanded to 61% (FY24: 52%)
- Second-half momentum in the U.S. and Asia provides a strong baseline for FY26

Somfit Commercialisation Update

- Somfit and SaaS revenues reached \$6.7M in FY25, now 11% of total revenue (FY24: 9%), with a \$10M+ pipeline established following U.S. launch and FDA approval
- Key multi-year agreements underpin growth:
 - Philips (Australia): \$3M p.a. five-year pharmacy-based HST program
- Somfit entered the pharmaceutical clinical trial market, expanding into adjacent high-value verticals
- Somfit and Nexus 360 SaaS expected to account for ~50% of Sleep segment revenue by FY27

MEG Update

- No MEG revenue recognised in FY25 (FY24: \$4.7M)
- Installation at Tianjin Normal University (TJNU), China successfully operating
- Three new MEG orders secured (~\$15M), scheduled for delivery in FY26
- MEG market opportunity expanding with broader clinical and research adoption, including new applications in the paediatric market, which significantly increases the global addressable opportunity

Compumedics Limited (ASX: CMP) a leading 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 has achieved record sales orders of \$63 million and has shipped record revenues of \$51 million for FY25.

The Company's Market Strategy

Compumedics' market strategy is centred on scaling recurring revenues, strengthening global reach, and advancing differentiated technologies across sleep, neuro, and brain research. The strategy has four key pillars:

- **Scale SaaS and recurring revenue:**
 - Accelerate adoption of Somfit and Nexus 360 as cloud-based, enterprise-grade platforms.
 - Integrate high-margin consumables and customer care into the SaaS model to increase customer lifetime value and retention.
- **Expand U.S. presence:**
 - U.S. identified as the most significant near-term growth opportunity, with sales orders up +118% in FY25.
 - Dedicated U.S. sales team in place across sleep, neurology, and research markets.
- **Deliver next-generation innovation:**
 - Commercialise Somfit D (disposable HST device) in FY26 to capture pharmacy, clinical, and home testing markets.
 - Expand MEG adoption globally, supported by strong pipeline demand in China and new research markets.
 - Advance AI-enabled robotic TCD, unlocking opportunities in stroke, neuro ICU, and traumatic brain injury monitoring.
- **Geographic diversification & partnerships:**
 - Secure long-term distribution contracts in China and Asia with annual growth commitments.
 - Deepen European market traction with Somfit and Okti wireless EEG adoption.
 - Leverage current partnerships in Australia to increase market leadership in pharmacy-based HST.

This strategy is designed to drive sustainable growth by expanding high-margin recurring revenue streams, leveraging innovation, and capturing market share in the largest global health markets.

Geographical Performance

- **United States:** Sales orders increased +118% YoY to \$20.9 million, reflecting strong Somfit uptake and the build-out of the U.S. sales team. The U.S. has now become a core growth engine across sleep, neurology, and research.
- **Asia Pacific:** Two four-year distribution agreements in China were signed, totalling \$24.4 million with minimum +10% annual growth commitments. All three MEG orders scheduled for FY26 originated from this region. In Australia, Compumedics maintained its leadership in pharmacy-based HST through the Philips partnership, supported by ongoing Somfit demand.
- **Europe & Middle East:** Delivered steady performance, with DWL contributing stable revenues and early adoption of Somfit and Okti EEG laying the foundation for future SaaS expansion.

Segment Performance

- **Revenue mix shifting** to higher-margin recurring streams: SaaS and consumables contributed 26% of total revenue in FY25
- **Sleep & SaaS:** Revenue grew +88% to \$30.2 million, underpinned by strong demand for Somfit and Nexus 360. Somfit and SaaS revenues reached \$6.7 million (11% of total revenue, up from 9% in FY24), with key multi-year contracts secured in Australia and the U.S.
- **Neuro Monitoring & Research:** Strong uptake of Okti wireless EEG and Neuroscan in neurology and research settings globally
- **Blood Flow & TCD (DWL):** Revenue recovered to \$4.7 million with China stabilisation; Ez-Dop relaunch and robotic TCD platform progressing toward commercialisation
- **Consumables & Customer Care revenue:** \$7.8 million, supporting SaaS platform adoption with annuity-style cash flows

EBITDA & Profitability

- EBITDA of \$2.9 million (6% EBITDA Margin) vs \$2.7 million in FY24 (5% EBITDA Margin)
- Drivers included:
 - Gross margin expansion from 52% to 61% driven by product mix
 - Scale benefits in SaaS and consumables
 - Leverage from U.S. commercial investment
 - Disciplined cost control supporting targeted investment

Outlook & Growth Pathway

Compumedics is positioned for accelerated growth in FY26, with strong order momentum and expanding recurring revenue base.

- FY26 guidance:
 - Sales Orders >\$75 million
 - Revenue > \$70 million (+37% YoY)
 - EBITDA \$9 million (13% margin)
- Growth drivers:
 - Global expansion of Somfit & Nexus 360 SaaS
 - Execution of MEG backlog and delivery of secured China systems
 - Relaunch of Ez-Dop and advancement of robotic TCD platform
 - Continued U.S. market penetration across sleep and neuro diagnostics

The Company remains committed to building a scalable global platform in sleep, neuro, and brain health diagnostics, anchored by SaaS and high-margin recurring revenues.

About Compumedics Limited

Compumedics Limited [ASX: CMP] is a leading 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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