



Company Announcement

Tuesday 1 May 2018

\$2.9 Million Deal for Compumedics' DWL Business in China

- **DWL, Compumedics' Germany based business, receives AUD 2.9 million sales order from its long-term distributor in China**
- **Sales commitment represents a 15% increase in sales over the prior year confirming on-going growth for DWL's ultrasound business in China.**
- **Sales commitment to be delivered over the next twelve months**
- **New contract re-enforces Compumedics' strategy to expand its core business in major global medical device markets**
- **Compumedics continues to be the number one premium supplier of sleep diagnostics and neurological research systems, and Trans-cranial Doppler (TCD) systems in China**

Compumedics Limited (ASX: CMP) ("Compumedics" or "Company") is pleased to announce that its Germany based business, **DWL**, has received a new \$2.9 million sales commitment, for the coming twelve months, from its long-term distributor in China.

This sales commitment confirms the on-going importance of the Chinese market to DWL and the Compumedics Group with DWL continuing to grow its business in China by a further 15% over the prior year.

In commenting on Compumedics' market growth in China, Dr David Burton, Chairman and CEO of Compumedics, said:

"The Company is pleased this new sales commitment continues to build on a long and very successful relationship by continuing to deliver significant growth in this key market for the DWL business.



"Compumedics has a significant presence in China and has spent almost two decades with our Chinese partners, building a foundation for future growth in one of the world's most challenging but highest growth markets.

"Compumedics continues to be the number one premium supplier of sleep diagnostic and neurological research systems in China and is carving out a similar position in Transcranial Doppler Sonography (TCD) systems.

"As a result, Compumedics is well positioned to capture growth with all the medical products it sells into the China market."

About Compumedics DWL

DWL Elektronische GmbH was founded in 1992 and acquired by Compumedics in 2004. Today it is led by Mr. Christoph Witte, Executive Director and Chief Executive Officer, a member of founding employees and the original design engineer team.

Compumedics Germany GmbH (DWL Division of Compumedics Limited) develops highly sophisticated ultrasound Doppler systems which offer new ways to investigate the human brain. The deployment of advanced DWL monitoring devices enables blood vessels to be diagnosed and treated reliably with precision and efficiency.

Currently, 8,000 DWL® systems installed in more than 120 countries reliably undertaking crucial measures every single day of the week – evidence of the trust that experts in many different specialist fields place in DWL® Doppler systems.

DLW is a Transcranial Doppler sonography (TCD) market leader with 35% market share of this highly specialised medical technology sector. DWL joined Germany's high-technology elite with the prestigious award by the German Government of membership in 2008 of Germany's top 100 innovative companies. DWL systems have been deployed in a number of the most demanding ultrasonic blood flow projects including distinguished research projects under water, in the Andes, in the Himalayas and also the selection for the Russian Mir Space Station project.

About Compumedics Limited

Compumedics Limited [ASX: CMP] is a medical device company involved in the development, manufacture and commercialisation of diagnostics technology for the sleep, brain and ultrasonic blood-flow monitoring applications. The company owns US based Neuroscan and Germany based DWL Elektronische GmbH. 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. In the same year the company successfully designed and installed the first Australian, fully computerised sleep clinic at Epworth Hospital in Melbourne. Following this early success, Compumedics focused on the development of products that sold into 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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