



ASX Release

Tuesday 6 August 2024

## EUROPE TRADING UPDATE

*Compumedics secures another significant sale in Germany - \$1m*

### EUROPE BUSINESS Update

- Sale won with CMP Okti platform – New world-leading neurological wireless amplifier
- The order is for \$1m (EUR0.6m)
- Sale made to two Key Opinion Leading epilepsy hospitals in Berlin
- The order builds on a very strong FY24 performance by our European business – orders taken were 63% higher in FY24 at \$7.6m over FY23 at \$4.6m
- FY24 performance was largely driven by the new Okti® neurological amplifier
- European market for Compumedics estimated at up to EUR300m PA with 10% Growth

**Compumedics Limited (ASX: CMP)** a 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 taken another significant order for its world leading Okti neurological amplifier. The sale is to two significant epilepsy hospitals in Berlin.

The ongoing strong sales performance is being underpinned by new **Compumedics Okti®** neurological wireless amplifier. FY24 sales orders taken in Europe were 63% higher and resulted from key sales in France to CHU Angers and CHU Amiens Picardie. These sales will enable Compumedics France to become one of the most important vendors in the field of Paediatric Neurology in France. As such it forms a key reference base to build our neurology business in France.

France is the largest market, second to Germany for neurological diagnostic and monitoring devices, with the European market for Compumedics estimated to be as up to EUR300m PA with 10% growth.

In Germany sales to the Department of Neurology and Berlin Institute of Health, Charité–Universitätsmedizin Berlin, were completed in FY24. Charite has been awarded the contract as part of a long, thorough, 2-year selection process, involving a consortium incorporating 5 of the largest epilepsy centres in East Germany (Greifswald, Charité (paediatrics and adults), Dresden, and Kleinwachau) together with health insurance companies: TK, Barmer, and DAK. The Innovation Fund, established with

this consortium is working to validate new diagnosis into neurological care and reimbursement for Ambulatory Long-Term Video EEG using Compumedics Okti solution.

Compumedics Okti® is the first high-definition portable EEG amplifier with interchangeable modules that allow you to record standard clinical montage and high-density EEG – up to 128 channels with one device. Okti's premium signal quality provides clinicians the confidence they need to ensure precision signal data acquisition, with accuracy underscoring clinical insights necessary to deliver the best possible healthcare outcomes.

**Compumedics Okti® fully integrated** with Compumedics Nexus 360 (SaaS) cloud-based solution is being selected by these major sites in Europe because it recognised for providing the most comprehensive and innovative premium, quality solution for ambulatory Long Term Video EEG.

Neurology is one of Compumedics core business areas, along with sleep and Compumedics DWL ultrasonic blood flow monitoring.

### **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.

### **More About Okti®**

Okti® is the culmination of decades of experience in EEG monitoring and a deep understanding of patient care. Okti® is the world's first high-density ambulatory EEG amplifier that can also be used for Routine & Long-Term EEG. By combining several different channel interfaces into a compact hand-held format, Okti® enables patients to undergo high resolution studies while being mobile within the Hospital or Clinic.

The Okti® is a next generation of wireless products, developed to provide greater flexibility to the physicians and comfort for the patients. This wireless capability gives physicians the option of monitoring a patient's physiological data while the patients are out of bed, helping to ensure they capture critical clinical events on the recording.

Okti. Everything you want. Simple. Portable. Wireless, Premium Quality and High Definition, scalable from 32 to 256 channels, suitable for researcher, clinician, portable or remote usage, alike.

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**Authorised for lodgement by Compumedics Limited's Board of Directors**