

Natus is a provider of healthcare products used for the screening, detection, treatment, monitoring and tracking of common medical ailments such as hearing impairment, neurological dysfunction, epilepsy, sleep disorders, and newborn care. We develop, manufacture, and market advanced neurodiagnostic and newborn care products to healthcare professionals in over 100 countries. Our product offerings include computerized neurodiagnostic systems for audiology, neurology, polysomnography, and neonatology, as well as newborn care products such as hearing screening systems, phototherapy devices for the treatment of newborn jaundice, head-cooling products for the treatment of brain injury in newborns, and software systems for managing and tracking disorders & diseases for public health laboratories. Additional information about Natus Medical can be found at www.natus.com.

Stock Symbol

BABY (NASDAQ)

Initial Public Offering

July 20, 2001, at a per share price of \$11.00

Corporate Headquarters

San Carlos, California, USA

Corporate Officers

James B. Hawkins, President & CEO
 Steven J. Murphy, VP Finance & CFO
 William L. Mince, VP
 North American Operations
 Kenneth M. Traverso, VP
 Marketing & Sales
 D. Christopher Chung, M.D., VP
 Medical Affairs and R&D

Acquisitions

Schwarzer Neurology, July 2008
 Sonamed Corporation, May 2008
 Excel-Tech Ltd, December 2007
 Olympic Medical Corp, October 2006
 Deltamed SA, September 2006
 Bio-logic Systems Corp, January 2006
 Fischer-Zoth Diagnosesysteme GmbH, September 2004
 Neometrics, Inc., July 2003

Key Partnerships

Welch Allyn Inc., March 2006
 Fisher & Paykel Healthcare, March 2005
 Northwestern University Auditory Neuroscience Laboratory, February 2005
 Special Olympics Healthy Hearing Program, October 2000
 House Ear Institute, 1999
 GN Otometrics, 1999
 Boys Town National Research Hospital, May 1994

Market Summary

Natus products are sold worldwide through a direct sales force & distribution partners in the US and over 100 other countries. Product areas include:

Hearing Screening – ALGO[®], Echo-Screen[®], Sonamed Clarity[®], ABAer[®] & AuDX[®] Pro hearing systems

Hearing Diagnostics – AuDX[®] Pro, HINT Pro & Scout[®] Sport hardware platforms, Cochlea-Scan[®] system and Navigator[®] Pro AEP system (including CHAMP[®], BioMARK[™], MASTER[®] software modules)

Jaundice Management – neoBLUE[®], Bili-Lite[™] & Bili-Bassinets[™] phototherapy devices, Biliband[®] & Bili-Mask[™] eye protectors, neoBLUE[®] & Bili-Meter[™] radiometers

Pediatric & Newborn Care - MiniMuffs[®] neonatal noise attenuators, Save the Gonads[™] X-ray shields, Warmettes[™] blanket warmers, Warm-Lamps, Smart-Scales[™], Papoose Boards, Circumstraint[™] patient immobilizers & Neonatal oxygen hoods

Newborn Brain Injury – Olympic Cool-Cap[®] System & CFM 6000 infant brain monitor, Tecotherm TS 200 system

Neurology Diagnostics – Bio-logic Ceegraph[®] EEG systems, Netlink amplifiers, Coherence systems, NeuroMax[™] & Xcalibur[™] EMG systems, Protektor[™] IOM systems, Brain Monitor[™] ICU & EEG systems, Trex Ambulatory EEG systems, EEG32[™], EMU40[™] & EMU128[™] amplifiers, Schwarzer Neurology Topas EMG system, & Schwarzer Neurology EEG & LTM systems

Sleep Diagnostics – Bio-logic Sleepscan[®] PSG systems, Connex[™] PSG & Trex[™] Ambulatory PSG systems, Netlink amplifiers, Coherence systems & Schwarzer Neurology PSG systems

Data Management – Neometrics[™] case management & reporting tools

Pasteurizers & Sterile Driers - Pasteumatic[™] systems & Sterile-Driers[™]

Other Medical & Surgical Devices – Vac-Pac[®] surgical positioners, Suture Ring, Trans-Lite[™] transilluminator, Endo-Lok[™] tube holders & Trach-Button[™] tracheotomy devices

Core customers include hospitals, clinics, laboratories, physicians, nurses, audiologists & government agencies.

Revenue

Fiscal 2007 Revenue: US\$118 million

Employees

490 (as of August 2008)

Industry Recognition

Fortune Small Business 100

Fastest Growing Small Public Companies - #26 – Fortune Small Business Magazine, June 2008

Silicon Valley Technology Fast 50

Scientific/medical equipment & biotechnology
 Deloitte LLP, September 2007

Medical Design Excellence Award 2007

Olympic Cool-Cap[®] System – Canon Communications LLC, April 2007

Project of the Year 2005

iNSIST[™] (Internet Newborn Screening Information System Transfer) – Project Management Institute, May 2006

Industrial Design Excellence Award

ALGO[®] 3i Newborn Hearing Screener – BusinessWeek & Industrial Designers Society of America, June 2004

Medical Design Excellence Award 2004

ALGO[®] 3i Newborn Hearing Screener – Canon Communications LLC, April 2004

Innovative Technical Awareness Award

Greater Los Angeles Council on Deafness, February 2000

Contact Information

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