

Natus Medical Incorporated is a leading provider of healthcare products used for the screening, detection, treatment, monitoring and tracking of common medical ailments in newborn care, hearing impairment, neurological dysfunction, epilepsy, sleep disorders, and balance and mobility disorders. 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 and diseases for public health laboratories.

Founded

1989

Stock Symbol

BABY (NASDAQ)

Initial Public Offering

July 20, 2001

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

Alpine Biomed Holdings Corp,
September 2009

Hawaii Medical LLC, July 2009

BrainZ neonatal products, Nov. 2008

NeuroCom International, Inc.,
October 2008

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

Revenue

Fiscal 2009 Revenue: US\$ 166.5 million

Employees

640 (as of February 2010)

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 (partial list):

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

Hearing Diagnostics– Bio-logic Scout & Navigator[®] Pro AEP systems (including CHAMP[®], BioMARK[™], MASTER[®] software modules)

Jaundice Management– neoBLUE[®] & Olympic phototherapy systems; Biliband[®] eye protectors

Pediatric & Newborn Care– MiniMuffs[®]; Hawaii Medical NeatNick[™], TootSweet[™] & GumDrop[™]; Olympic Warmettes[™], Smart-Scales[™], Papoose Boards & Circumstraint[™] patient immobilizers

Newborn Brain Injury– Olympic Cool-Cap[®] System; Olympic CFM[™] 6000 & Brainz BRM3 neonatal brain monitors

Neurology Diagnostics– Bio-logic Ceegraph[®], Deltamed/ Schwarzer Coherence, XLTEK NeuroWorks & Stellate Harmonie EEG Systems; XLTEK NeuroMax[™] & XCalibur[™], Dantec[™] Keypoint[®] & Clavis[™] & Schwarzer topas EMG systems, XLTEK Protektor[™] IOM systems

Sleep Diagnostics– Bio-logic Sleepscan[®], XLTEK SleepWorks, Stellate Harmonie & Deltamed/Schwarzer Coherence PSG systems

Balance & Mobility– NeuroCom Equitest[®] systems, Balance Master[®] systems, Clinical Research System[™] (CRS) & inVision[™] systems

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

Other Medical & Surgical Devices – Olympic Pasteumatic[™] systems & Sterile-Driers[™]; Olympic Vac-Pac[®] surgical positioners

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

Industry Recognition

Fortune Small Business 100

Fastest Growing Small Public Companies– Fortune Small Business Magazine, Ranked #26 in 2008, #23 in 2009

Deloitte's Technology Fast 500

Fastest Growing Tech Companies in North America, Deloitte LLP, Ranked #357 in 2009

Silicon Valley Technology Fast 50

Scientific/medical equipment & biotechnology Deloitte LLP, Listed 2007 & 2008

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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