

Natus Medical Incorporated is a leading provider of medical devices, software and services for the Newborn Care, Neurology, Sleep, Hearing and Balance markets. Natus products are used in hospitals, clinics and laboratories world-wide. For more information about Natus, please visit www.natus.com

Founded

1989

Stock Symbol

BABY (NASDAQ)

Initial Public Offering

July 20, 2001

Corporate Headquarters

San Carlos, California, USA

Corporate Officers

James B. Hawkins
President & Chief Executive Officer
Jonathan Kennedy
Senior VP & Chief Financial Officer
Austin F. Noll, III
VP & GM, Neurology
Kenneth M. Traverso
VP & GM, Newborn Care
D. Christopher Chung, M.D.
VP Medical Affairs, Quality & Regulatory

Natus Brands

Alpine/Dantec
Bio-logic
BrainZ
Deltamed
Embla
Fischer-Zoth
Grass
Hawaii Medical
Medix
Neometrics
NeuroCom
NICVIEW
Nicolet
Olympic Medical
Schwarzer Neurology
Xitek

Revenue

Fiscal 2014 \$355.8 million

Market Summary

Natus products are sold worldwide through a direct sales force & distribution partners in the US and over 140 other countries. Product areas include (partial list):

Hearing Screening: ALGO, Echo-Screen, Bio-logic ABAer & AuDX hearing systems

Hearing Diagnostics: Bio-logic Scout & Navigator Pro AEP systems, MASTER II software, AuDX Pro

Jaundice Management: neoBLUE & MediLED phototherapy systems; Biliband eye protectors; BiliCare bilirubin meter

Pediatric & Newborn Care: NICVIEW, MiniMuffs, NeatNick, TootSweet & GumDrop; Olympic Warmettes, Smart-Scales, Papoose Boards & Circumstraint patient immobilizers

Thermoregulation: Medix intensive care & transport incubators, Natus NatalCare incubators

Newborn Brain Injury: CFM Olympic Brainz Monitor System

Neurology Diagnostics:

EEG: Deltamed/Schwarzer, Grass, Nicolet, NeuroWorks and Xitek Systems
EMG: Dantec Keypoint, Nicolet EDX, UltraPro S100 and Vista Ultrasound Systems
IOM: XLTEK Protektor, Nicolet Endeavor CR systems
Neurodiagnostic supplies for EEG, EMG & PSG: Dantec, Embla, Grass, Nicolet, TECA & Xitek
TCD: Nicolet SONARA & Sonara/tek

Sleep Diagnostics: Embla Embletta, Sandman, RemLogic & REMbrandt Systems, Deltamed/Schwarzer, Grass, Nicolet, SleepWorks and Xitek PSG Systems

Balance & Mobility: NeuroCom EquiTest systems, Balance Master systems, Clinical Research System (CRS) & *in*Vision systems

Data Management: Neometrics case management & reporting tools

Other Medical & Surgical Devices: Olympic Pasteumatic systems & Sterile-Driers; Olympic Vac-Pac surgical positioners

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

Employees

1188 (as of May 2015)

Contact Information

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