# Investor Presentation Q1 AND Q2 2011



This presentation contains forward-looking statements that involve risks and uncertainties. These forward-looking statements are not guarantees of SomnoMed's future performance and involve a number of risks and uncertainties that may cause actual results to differ materially from the results discussed in these statements. Factors that might cause the Company's results to differ materially from those expressed or implied by such forward-looking statements include but are not limited to, development and commercialisation of the Company's product portfolio; development or acquisition of additional products; and other risks and uncertainties. SomnoMed undertakes no duty to update any of these forward-looking statements to confirm them to actual.



## **Key topics**

1

Financial
Highlights
2nd Half FY 2011
vs. FY 2010

2

**Overview** by Region

3

**US Medicare**DME MAC's
ruling

4

Product Development

# Financial Highlights 1<sup>st</sup> Half FY 2011 vs. 1<sup>st</sup> Half FY 2010



Sales revenue

+ 20% to A\$ 6.0m

SomnoDent Apnea unit sales

+ 25% to 11,450 devices Successful soft launch and feedback of Bruxism products in Australia, USA, Europe

Gross
Margin
improved to
64%
compared to
57% in
2010

Group operating profit before Corporate/ R&D

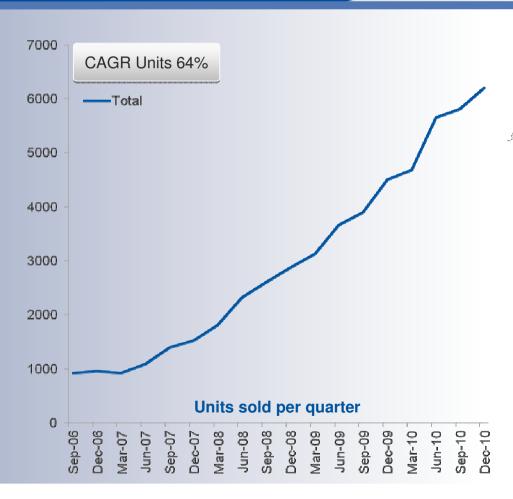
+ 36% to A\$ 1.5 m

**EBITDA** 

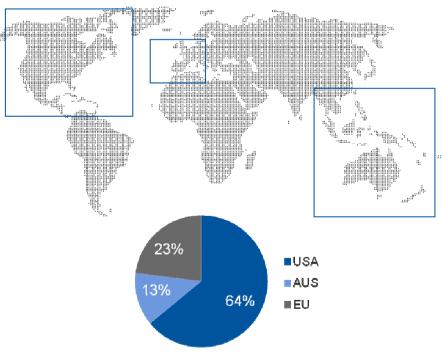
+ 48% to 0.39m

### **Volume Growth**



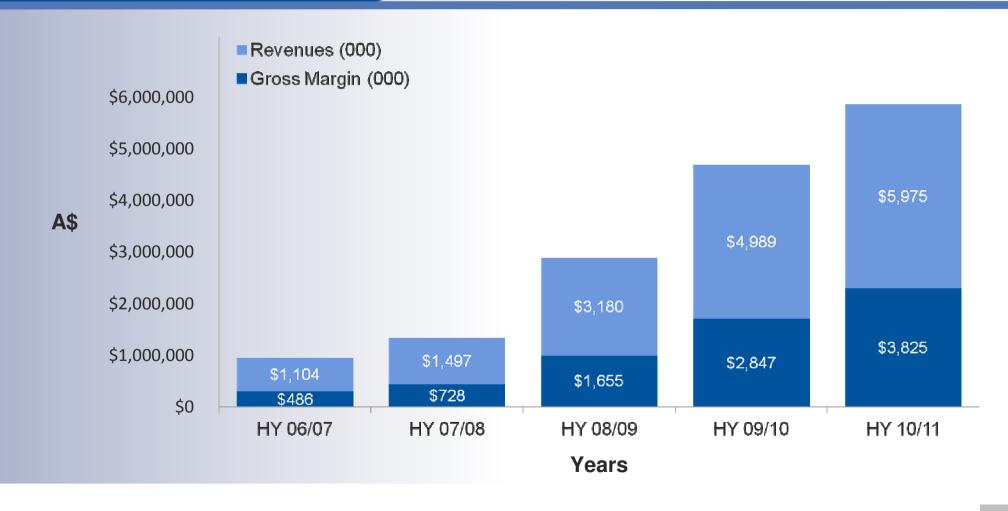


## Unit contribution per Region 1st Half 10/11



## SomnoMed Progress Half Year to December





## **Half Year**



Financial Summary ( \$000's )	10/11 1 <sup>st</sup> H	09/10 1 <sup>st</sup> H	08/09 1 <sup>st</sup> H	07/08 1 <sup>st</sup> H	06/07 1 <sup>st</sup> H
Units	11,450	9,140	5,475	2,916	1,870
Revenue	5,975	4,989	3,180	1,497	1,104
Gross Margin  Gross Margin%	3,825 <i>64.0%</i>	2,847 <i>57.1%</i>	1,655 <i>52.0%</i>	728 48.6%	486 44.0%
Operating profit / (loss) before corporate, business development and non cash items	1,495	1,098	(140)	(490)	(991)
Corporate expenses	(1,101)	(832)	(931)	(788)	(540)
Depreciation amortization non cash item	(133)	(126)	(311)	(308)	(227)
Interest received and other cash items	50	46	155	88	33
Net profit / (loss) before tax	311	186	(1,227)	(1,498)	(1,725)







## Highlights by Region





#### **Japan**

Growing number of educated and qualified SomnoMed dentists
Moderate growth volume due to low-GHI reimbursement

Modest growth due to non-reimbursement of OSA treatment

Positive response to the market launch of SomnoBrux

## Highlights by Region





## US Medicare DME Policy



Custom fabricated oral appliance (E0486) used to treat Obstructive Sleep Apnea (OSA) is covered if certain criteria are met:

#### Key details:

Treatment of OSA up to an AHI/RDI of 30 events/hour (mild to moderate) are covered, without the precondition that the Patient is deemed unsuitable for CPAP treatment

Only custom fabricated oral appliances, like the SomnoDent, are covered. Non custom "over-the-counter" boil and bite appliances and Tongue Retaining Devices (TRD) are not covered and deemed unnecessary.

### **Product development**



- Market launch in Q4 of the next generation of the world's # 1 oral sleep apnea appliance. The SomnoDent G2 will again raise the standard in comfort, compliance and treatment for the patient and the doctor.
- Final clinical trial for FDA for market launch in Q4 of SomnoMed MATRIx (formerly RCMP) a revolutionary breakthrough in the prediction of efficacy of an oral appliance in a full sleep study setting (PSG).



## SomnoMed®...

The future is now...

Thank-you

## Contacts:

**Chairman**Dr Peter Neustadt

Chief Executive Officer
Mr Ralf Barschow

Address
Level 3,
20 Clarke Street
Crows Nest NSW 2065
Australia

**Telephone** +61 (0)2 9467 0400

Website www.somnomed.com.au