

INVESTOR PRESENTATION Half year to 31 December 2012

FY 2012 - 2013

Dr Peter Neustadt (Executive Chairman) Dr Kien Nguyen (President SomnoMed Inc.) Mr Neil Verdal-Austin (CFO)

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Financial Highlights and Achievements: First Half FY2012/13

Revenues = \$9.026 million (+32% Yr on Yr)

Driven by:

- Good growth SomnoDent® sales
- Integration of Dutch acquisition

SomnoDent® Units sold = 17182 units (+19% Yr on Yr)

Driven by:

- Strong growth in European sales
- Impact of the US restructuring
- Record US licensee sales

EBITDA = \$723k (+194% Yr on Yr)

- Indication of earnings strength at 8.2% revenues
- Before US
 restructuring and
 acquisition related
 costs, EBITDA >\$1m
 or >11% revenues

Main Achievements First Half

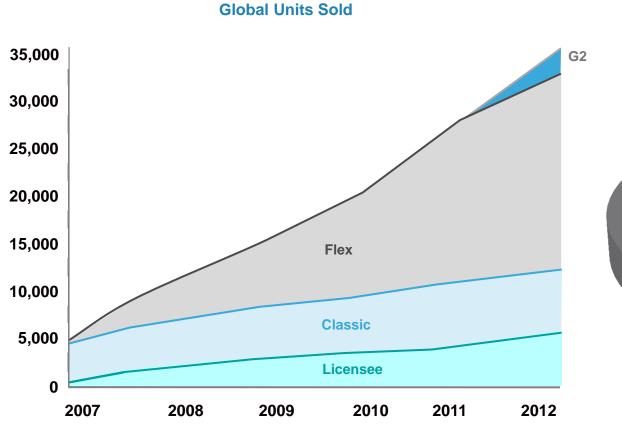
- G2 launch globally
- Restructuring, upgrading and expansion of US management team
- Acquisition of Orthosom (France) and MAS Nordic (Sweden)
- Braebon contract (compliance measurement)
- Worldwide dental network of 4,300 at 31 December 2012

Continued strong underlying business and disciplined financial management

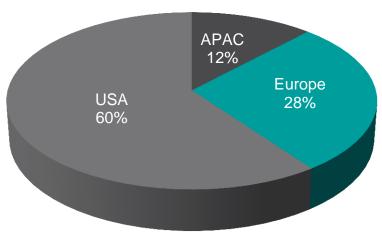
- SomnoDent® margin around 70%
- Self funding for 5 years despite revenues growth X9
- Work force now >160 people worldwide



Continuing strong quarterly growth

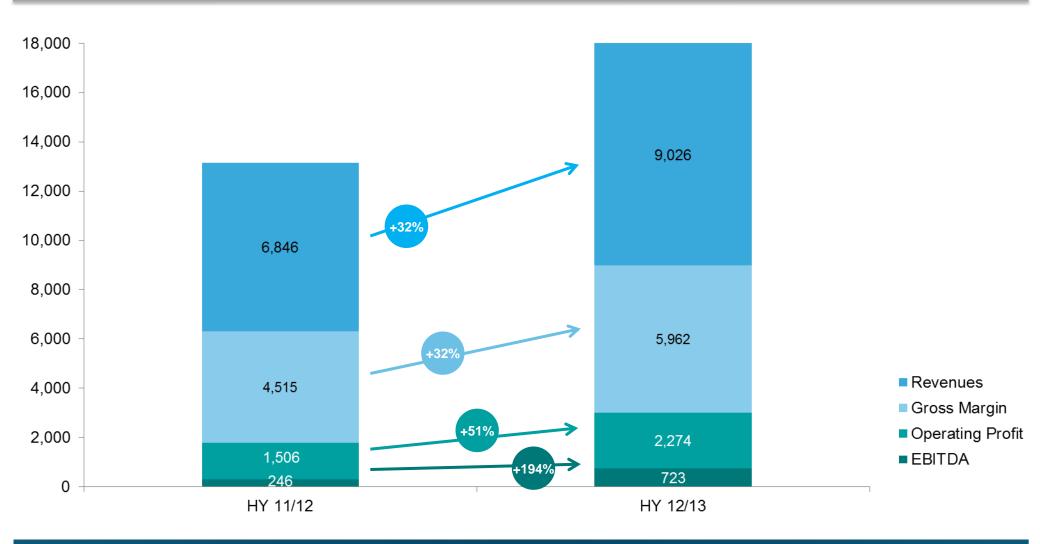


Steady Regional Distribution





Half Year Comparison at December 2012 vs 2011



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Summary Financial Results

Financial Summary (\$000's)	12/13	11/12	10/11	09/10	08/09	07/08	06/07
	1st H	1st H	1st H	1st H	1st H	1st H	1st H
Units	17,182	14,443	11,450	9,140	5,475	2,916	1,870
Revenue	9,026	6,846	5,975	4,989	3,180	1,497	1,104
Gross Margin	5,962	4,515	3,825	2,847	1,655	728	486
Gross Margin %	66.1%	66.0%	64.0%	57.1%	52.0%	48.6%	44.0%
Operating profit/(loss) before corporate, research, business development and non cash items	2,274	1,506	1,495	1,098	-140	-490	-991
Corporate, research and business development expenses	-1,551	-1,260	-1,101	-832	-931	-788	-540
EBITDA	723	246	394	266	-1,071	-1,278	-1,531
Depreciation amortization non cash item	-386	-258	-133	-126	-311	-308	-227
Interest received and other cash items	59	71	50	46	155	88	33
Net profit/(loss) before tax	408	59	311	186	-1,227	-1,498	-1,725

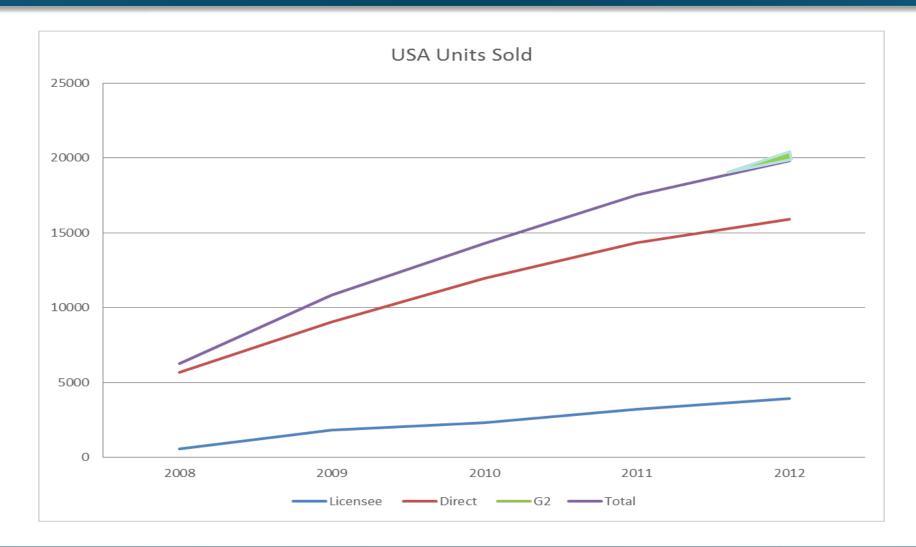


Cash Flow

- Closely managed and tightly controlled
- Half year closed at the same cash held at 30 June 2012 (\$3.535 million) despite growth and additional costs of +\$400k:
 - Growth in underlying business
 - Acquisition of Orthosom and related costs in France & pre-acquisition costs of MAS Nordic in Sweden
 - Ongoing regulatory costs and product development
 - Recruitment costs and management changes (US)
 - G2 launch

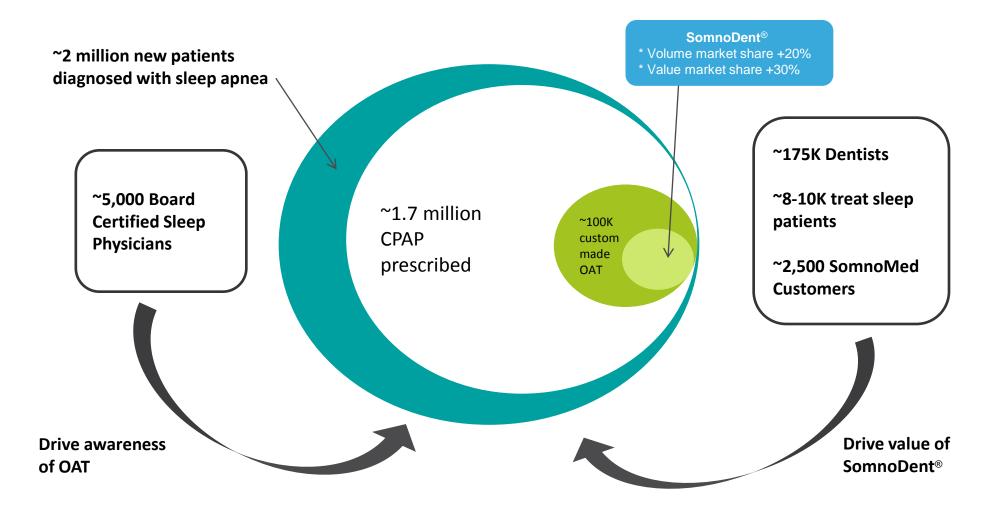


North America – 5 Year Unit Sales Growth





US Market Opportunity





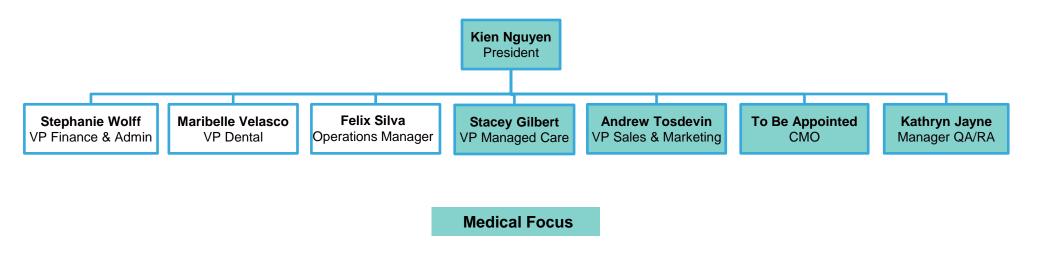
North America – Building Key Components of SomnoMed Medical Initiative to dominate US activities over next 3 years

- Building broader medical acceptance
 - Clinical data

 - **MATRX**
 - Compliance measurement
 - Medical education program
- Increasing referrals of patients for SomnoDent® treatment
 - Positioning the SomnoDent®
 - Develop the US organization
 - Establish billing competencies
 - Expand SomnoMed Preferred Dental Network



North American Management Team





The Second Half Outlook

- SomnoDent® G2 roll out to gain momentum
- Continued strong growth in Europe and steady growth in APAC
- US direct sales swinging back to expected levels
- Start of medical initiatives and expansion of MATRx fitted labs
- Revenues likely to reach \$20m for the year (subject to exchange rate movements)
- Second half sales 19,000 20,000 SomnoDent®
- Earnings in second half negligible after investment in US medical expansion and absorbing integration and launch costs in France
- Continuing product improvements, broadening of product line and preparations for launch of DentiTrac compliance measurement in 2013/14





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