



SomnoMed posts strong cash position

19 July 2013, Sydney: SomnoMed Limited (ASX: SOM) has posted a much improved cash position for the fourth quarter to June 2013 showing a positive \$1.53m movement from Q3. Cash held at the end of June 2013 stood at \$4.2m and up \$684,000 on the close of June 2012 last year. This improvement was as a result of increased sales revenues and better working capital management, where attention was focused on the accounts receivable position in all regions, while closely managing other asset and liability accounts. The recent depreciation of the AUD also contributed to the increased cash on hand as at 30 June 2013.

SomnoMed's Executive Chairman Dr Peter Neustadt commented, "The cash results achieved in this quarter have been outstanding considering the investments made during that time, as well as the growth achieved in our global sales this quarter. As previously reported, our sales performance in Q4 produced record unit sales in all regions, with total units surpassing 10,000 for a quarter for the first time. This growth only adds to the working capital requirements for the business and as such, we are very pleased about the cash position delivered at 30 June 2013. This result is also despite the re-organization in the US, as well as our investment in their medical initiative platform, on which the next level of growth will now be built," said Dr. Neustadt.

The revenues for Q4 were \$5.5m (unaudited), up 24% on the same period of the prior year and up 31% on Q3 of 2013.

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About SomnoMed

SomnoMed is a public company providing diagnostic and treatment solutions for Sleep-related Breathing Disorders including obstructive sleep apnea, snoring and bruxism. SomnoMed was commercialized on the basis of extensive clinical research. Supporting independent clinical research, continuous innovation and instituting medical manufacturing standards has resulted in SomnoDent® becoming the state-of-the-art and clinically proven medical oral appliance therapy for obstructive sleep apnea. SomnoDent® is the most comfortable and effective design and treatment solution for over 130,000 patients in 22 countries.

For additional information, visit SomnoMed at <http://www.somnomed.com.au>