



## **SomnoMed accelerates growth in Q2**

**16th January 2014**, SomnoMed Limited (ASX:SOM) announced today record sales of 4,134 units in the month of December, 38.2% more than in the same month in 2012. All regions performed well during the month; compared to the previous year unit sales in the APAC region were up by 25%, North America grew by 31% and Europe by 55%.

New records were also set for the second quarter across all regions allowing SomnoMed to show accelerated growth during the second three months period of the financial year 2013/14. For the first time over 11,000 MAS units were sold (11,146) in a quarter, 23.6% more than in the same quarter in the previous year.

During the quarter APAC unit sales grew by 13% and Europe by an impressive 52% compared to the same quarter in the previous year. After a slow start to the quarter, US sales picked up well in the months of November (+23%) and December (+31%), allowing it to book a quarterly increase in sales of 10%.

SomnoMed generated revenues of \$6.89 million during Q2, 41.4% more than in the same quarter in the previous year. Revenues for the six months period were \$12.55 million, up by 39.1%.

“We are very pleased with the results achieved in Q2. Europe’s performance continues to be outstanding but we also see good acceleration in the APAC region. We are particularly pleased to see our North American sales growing strongly, especially in November and December of last year. This was primarily driven by our direct sales (SomnoMed customers v licensees), which grew by 43% in November and by 37% in December,” said Dr. Peter Neustadt, Executive Chairman of SomnoMed.

“Given the sales of 11,146 units generated in the second quarter of the financial year 13/14, our guidance of 43,000 units for 13/14, announced at the beginning of the financial year, can be reconfirmed. The revenue guidance of \$23 million for the year 2013/14 is now most likely to be exceeded,” said Dr. Neustadt.

Cash at the end of December was \$3.96 million and increase of 20% from the cash position at the end of Q1.

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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 150,000 patients in 22 countries.

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