

ASX Investor Presentation

Sydney, Australia

Dr Peter Neustadt
Executive Chairman and CEO

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Who we are

SomnoMed Limited is the global leader in COAT™ – Continuous Open Airway Therapy; we are a globally-focused, high-growth, developer, manufacturer and marketer of oral appliances treating sleep-disordered breathing – a clinically proven, more patient friendly and cost effective treatment option compared to dominant CPAP

- Key market focus of our medical devices is the treatment of Obstructive Sleep Apnea (OSA)
- We operate in 26 countries in APAC, EUROPE and NORTH AMERICA directly with 270 employees
- Our products now treat over 200,000 patients worldwide with impeccable medical history
- We have built a global infrastructure of manufacturing, marketing, sales, education and logistics
- FY2014 revenue was \$26 million (+40% year on year); over 90% of revenues generated outside Australia; all manufacturing overseas; \$10 million cash; no debt; growing profitability
- Listed on the Australian Securities Exchange (ASX: SOM).



Selected financial snapshot – ASX SOM

Market cap \$124 million

52 week high / low \$2.73 / \$1.08

Shares on issue 50.5 million

Cash balance \$10 million

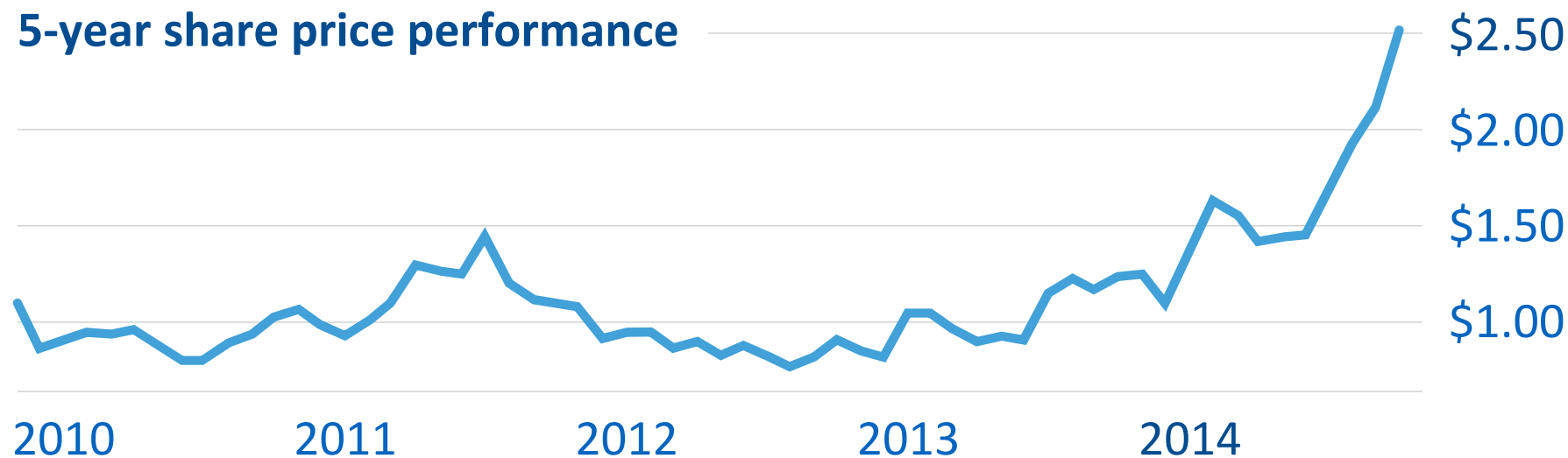
Sector Healthcare

Listing date August 2004

FY14 revenue \$26 million

Top-20 holders 68.4 %

5-year share price performance



Obstructive Sleep Apnea

- The most common of several sleep disordered breathing conditions
- Obstructive Sleep Apnea is a collapse of the upper airway which leads to a blockage of the airways and interrupts breathing
- 26 per cent of adults aged 30 – 70 have some type of sleep apnea, 16% have mild sleep apnea and 10% have severe sleep apnea*
- Clear link to Heart Failure, Drug Resistant Hypertension, Coronary Artery Disease, Obesity, Type 2 Diabetes, Depression, Stroke and Atrial Fibrillation.

Current treatments:

1. Surgery

Difficult and painful

2. Continuous Positive Airways Pressure (CPAP)

Poor compliance, invasive

3. Continuous Open Airway Therapy (COAT)

Non-invasive, up to 80% medically successful with remainder achieving partial success

* American Journal of Epidemiology 2013



Foundations for success

SomnoDent devices are oral sleep apnea appliances available in multiple variations, which are customised to fit; worn at night to bring and hold lower jaw forward and keep the airways open all night.

Key product differentiation

- Design, proprietary materials and precision workmanship

Success driven by:

- High patient comfort = high compliance
- Cost efficiency = durability of product (5 years)
- Precise fit = short chair time for script filling dentist

Together with the global medical community we are:

- Improving the lives of potentially millions of people
- Offering a comfortable, less invasive, cost-effective, successful treatment alternative to CPAP and surgery
- Improving treatment outcomes and quality of life through high compliance
- Reducing healthcare costs compared to CPAP over five years.



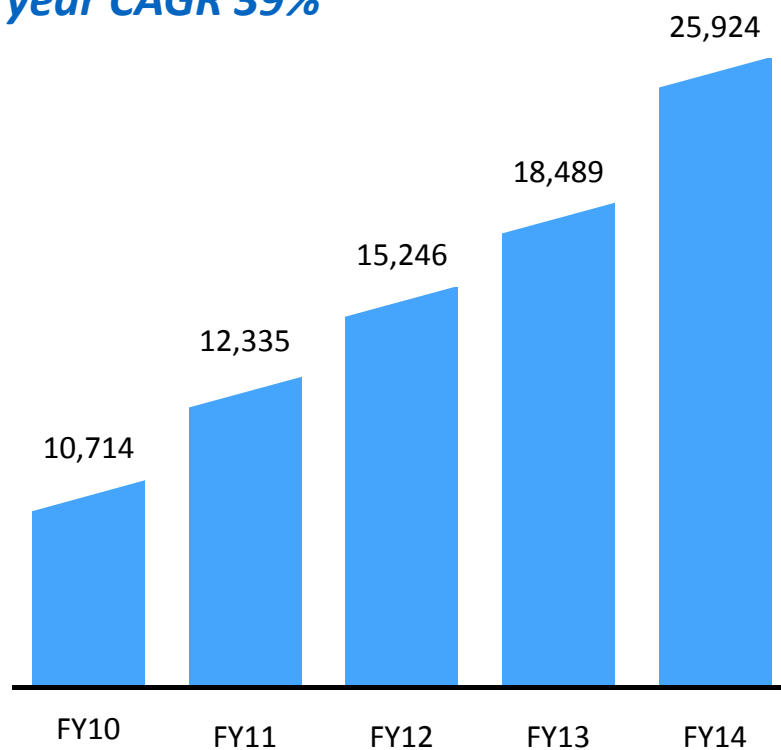
Positioned for long-term growth

- ① Demand growing globally
- ② Broadening our product line
- ③ Entry into new markets

Sales revenue

\$ millions

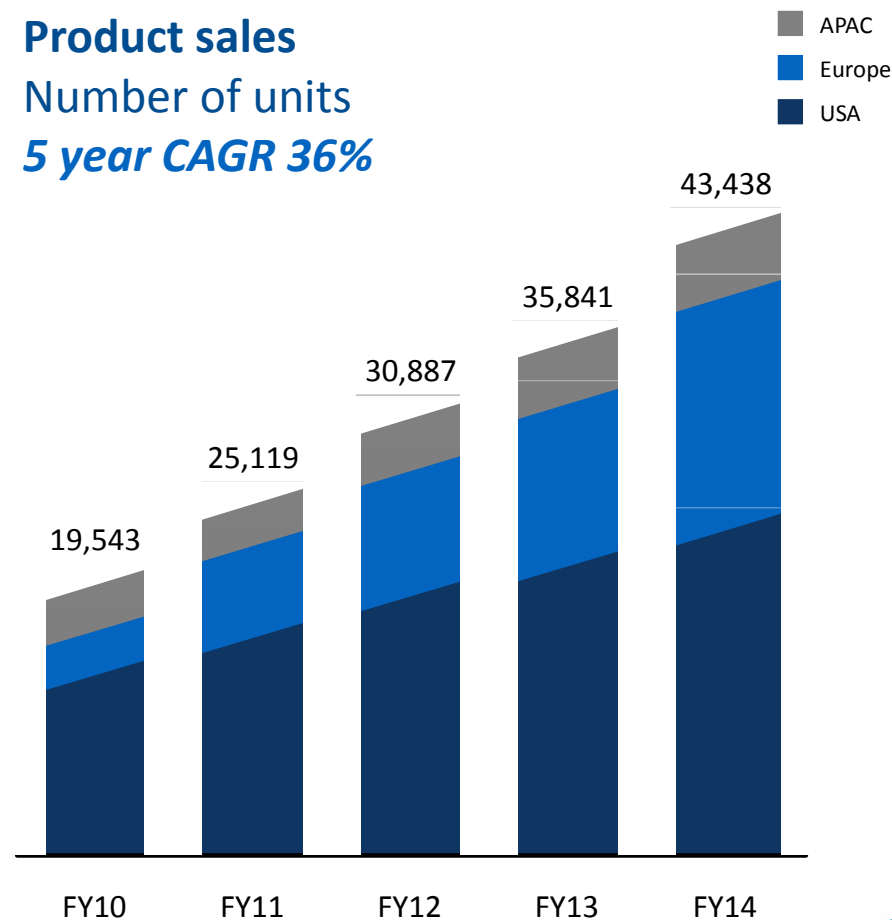
5 year CAGR 39%



Product sales

Number of units

5 year CAGR 36%



Positive outlook

- Commercially focused, high-growth, global medical device business based in Australia
- Annual growth rates of 20% to 30% will continue with evidence of acceleration
- Reimbursement and insurance support are growing globally
- High Gross Margin, financially strong and profitable
- Foundations for sustainable long-term growth and value creation are in place
- Potential to create another world-class Australian medical device business.

