



AGM Presentation

24 November 2023

**Treatment focused.
Technology driven.**



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SomnoMed's vision and mission

Our vision is to lead in the treatment of patients suffering from obstructive sleep apnea and relevant adjacent conditions

Our mission is to advance the adoption, acceptance and treatment of oral sleep apnea therapies by medical specialists, dentists, patients and insurers



Agenda

- 1. Chair's Address**
- 2. CEO's Address**
- 3. Formal Business of Meeting**
- 4. Closure of Meeting**



Highly qualified and supportive board of directors



Guy Russo
Chairman

Highly accomplished business leader with strong commercial & customer oriented background



Amrita Blickstead
Non-Executive

Former COO & CMO for eBay Australia
Trained biomedical engineer



Michael Gordon
Non-Executive

Director of K Sleep Holdings ("Koala") a direct to consumer household goods retailer. Former CFO of Different Technologies, a property technology company



Karen Borg
Non-Executive

Former CEO of Catholic Healthcare
Former CEO of Healthdirect and President APAC, ResMed



Hamish Corlett
Non-Executive

Founder and director of TDM Growth Partners
TDM made its first investment in SomnoMed in 2010 and has been a substantial shareholder since 2012



Neil Verdall-Austin
Managing Director

25+ years experience with various medical distribution and manufacturing companies
CEO since 2018; previously CFO for 10 years

Experienced management team



Neil Verdal-Austin
CEO

25+ years experience with various medical distribution and manufacturing companies
CEO since 2018; previously CFO for 10 years



Darren Collins
CFO

Joined SomnoMed in August 2023
Extensive global financial experience, extensive record of driving transformational change and strategic growth



Mark Harding
VP, Global Marketing

Joined SomnoMed in July 2019
Strong track record of executing sales & marketing strategies in APAC, Europe and Australia



Marco van Kleef
VP, Sales & Marketing Europe

Joined SomnoMed in November 2021
Vast medical device and sleep experience of 22+ years in the European region



Domanique Roach
Director, ANZ + SEA

Joined SomnoMed in December 2020
Extensive medical device experience with a proven history of strategic leadership in surgical prosthesis and consumable business across multiple specialties.



Matthew Conlon
EVP, Sales & Marketing North America

Joined SomnoMed in October 2019
Extensive experience in the medical devices industry and technologies sector, and possesses broad expertise in scaling organisations, working through involved and complex strategy, and navigating change



Christopher Bedford
VP, Research & Development

17+ years at SomnoMed
Appointed VP of R&D in August 2017

Recent Highlights



Delivered revenue growth of 15% (\$83.6m) and EBITDA¹ of A\$2.1 million



Developed all necessary software and informatics systems, manufacturing quality processes and global marketing materials for Rest Assure[®] commercial rollout once approvals received



Initiated cost management program to deliver better and stronger margins



Implemented sales training, improved sales CRM systems, BI tools and enhanced customer ordering platforms



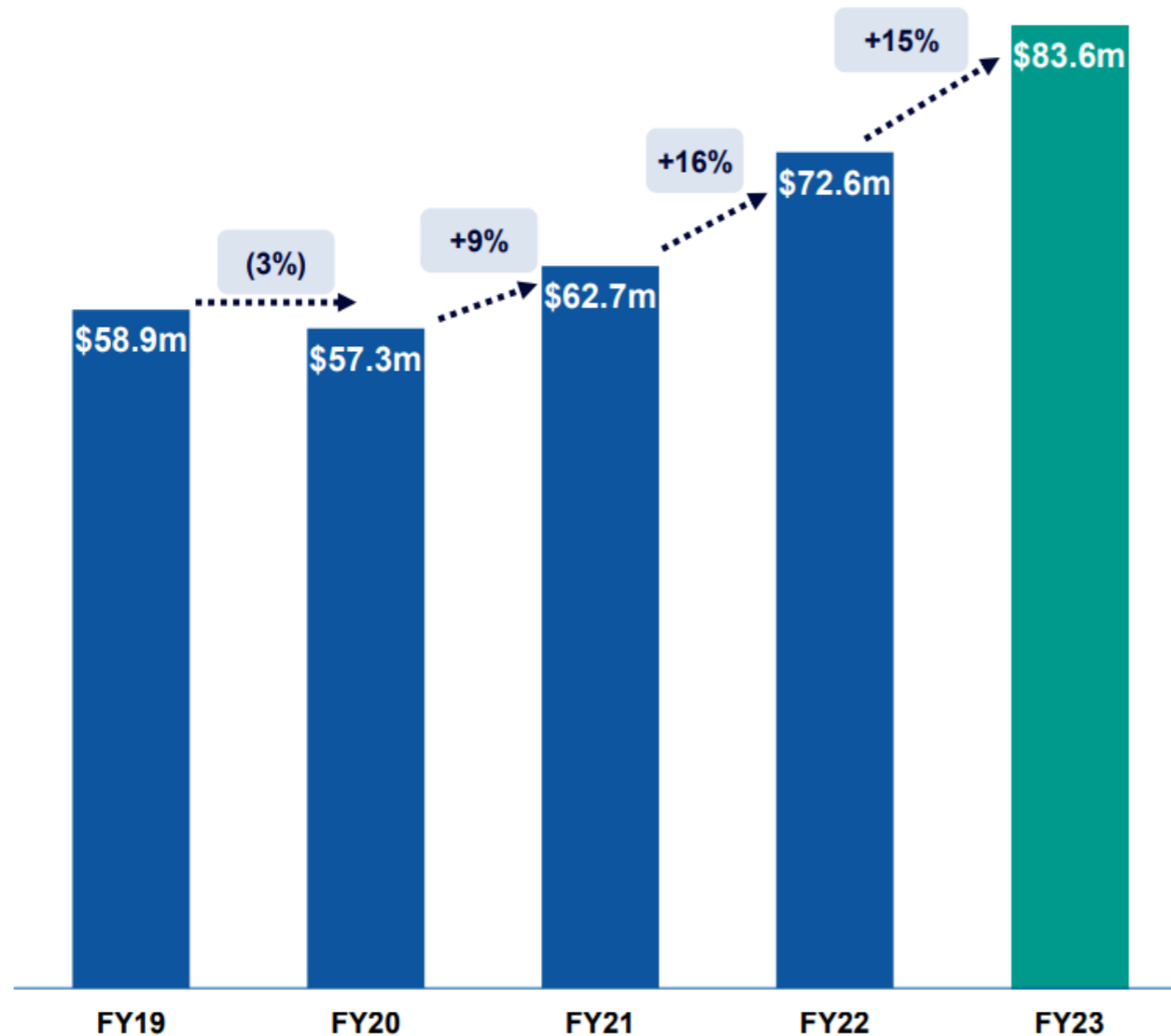
Created SOMAcademy as a unique and differentiated education & learning opportunity for dental and medical communities



Total patients treated now exceeds 830,000 (Q1 FY24), up > 40% from 565,000 in 2020

¹ EBITDA does not include AASB16 lease payments, share/option expenses, unrealised forex gain/(loss) and discontinued operations

Solid growth profile despite tough trading conditions



- Solid revenue recovery out of COVID-19 pandemic with 13% CAGR since FY20
- Revenue and patient growth reflective of the increasing acceptance of OAT and leading brand presence of SomnoMed amongst sleep physicians and dental clinicians
- Expanded sales and marketing footprint in all regions
- SOMAcademy impact in on-boarding new, educated and trained dental partners in sleep medicine
- Managed care revenue growth of +14% over FY22 (+11% constant currency)
- Guiding to at least +12% revenue growth in FY24

Challenges Impacting Current Performance

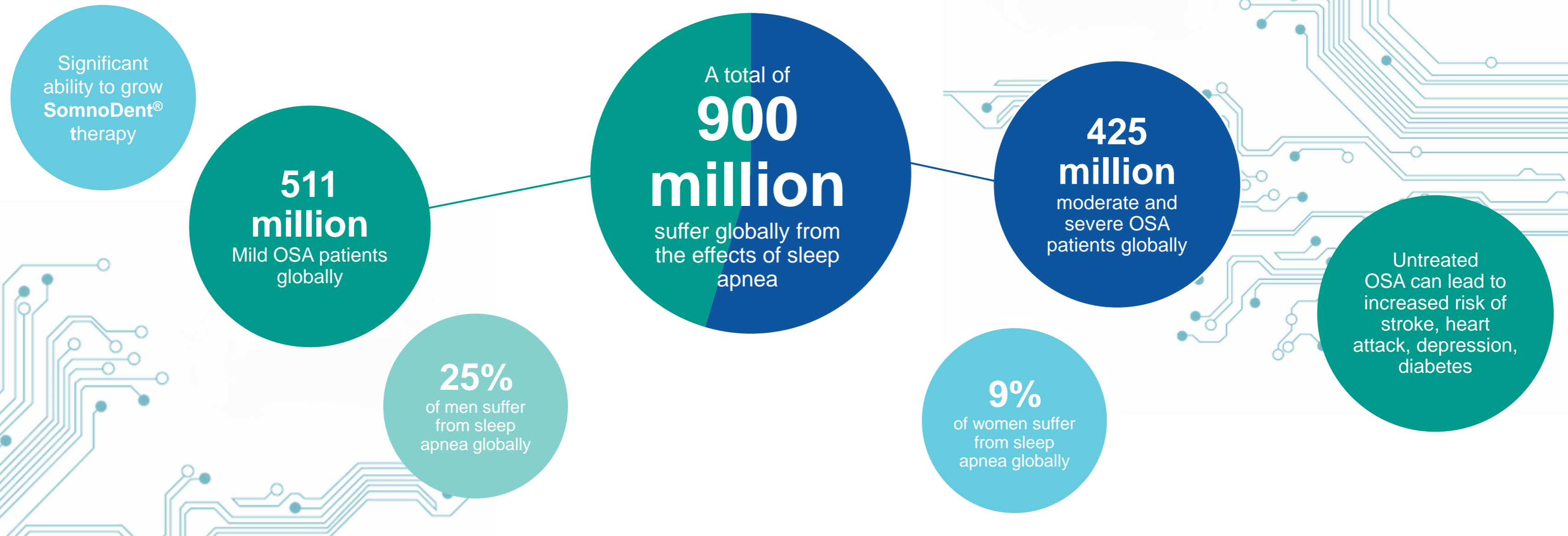
Focus	Challenge	Action
Logistics	Constrained partner delivery times from manufacturing to distribution hubs	Close management of partnerships with more consistent expectations of delivery times
Supply Chain	Inadequate oversight across all variable inputs	Dedicated and focused supply chain management now in place
Recruitment	Ongoing difficulties in sourcing skilled and appropriate employees to fulfil key positions post COVID	Appointment of 4 internal recruitment specialists dedicated to sourcing and onboarding necessary resource
Machinery Up Time	Up to one-third of available manufacturing milling machines were down for a period delaying consistent delivery of finished product to customers globally	Resolution and correction found for 80%, with revised maintenance and vendor support now in place
USA Medicare Reimbursement	Pricing Data Analysis & Coding (“PDAC”) approval for reimbursement of SomnoDent AVANT [®] was declined	Reimbursement application was resubmitted in September, with regulatory and legal team ready to mobilise if PDAC decision remains unfavourable

Specific targeted resolutions, including extensive cost reduction program, to mitigate impact of above challenges

Significant addressable markets globally

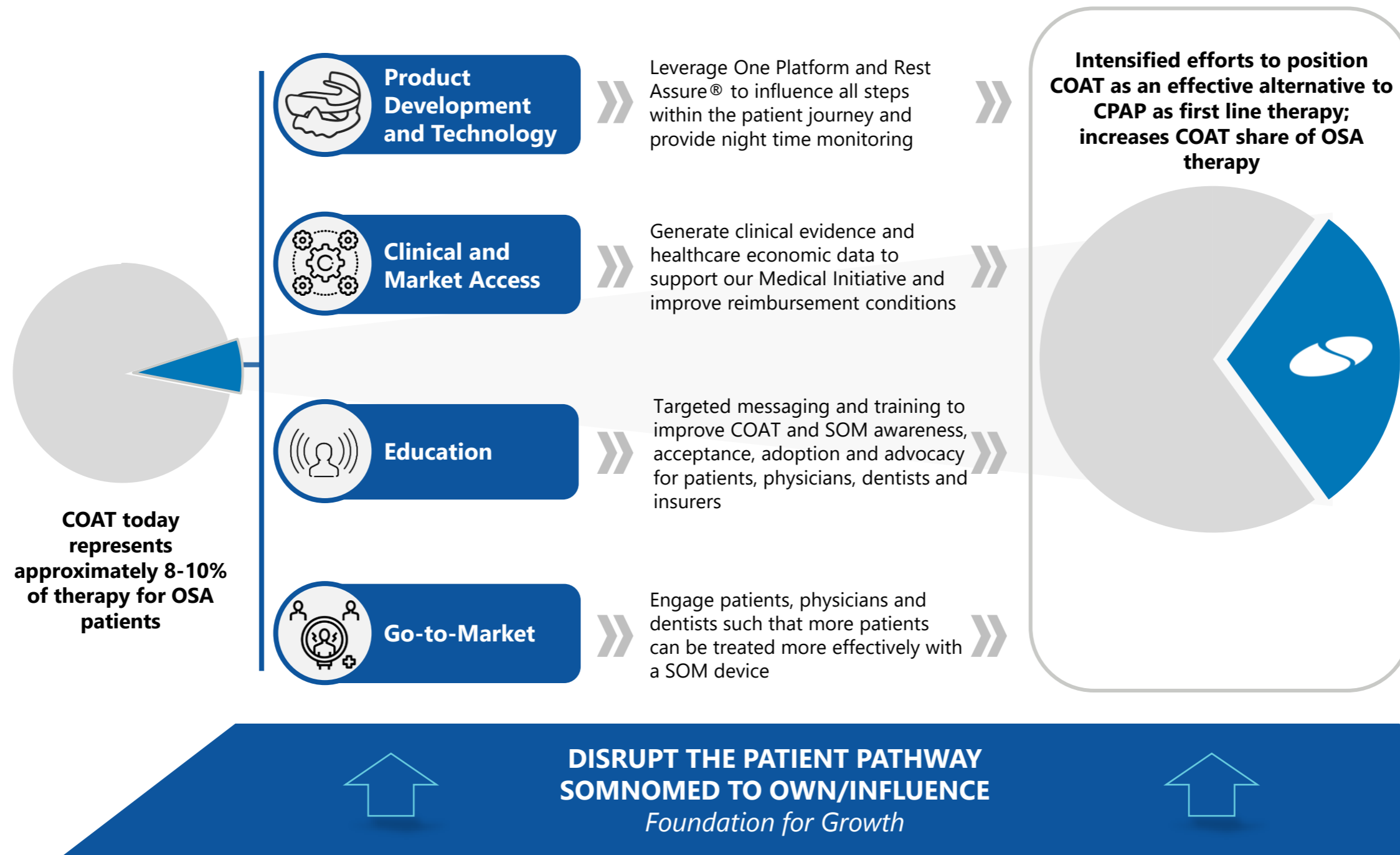
Obstructive sleep apnea, a growing burden on the medical system affecting a significant portion of the population

Obstructive sleep apnea (OSA) is a disorder that occurs when a person's breathing is interrupted during sleep because the airway becomes blocked



1. Benjafiel et.al : Estimation of the global prevalence and burden of obstructive sleep apnoea: a literature-based analysis, *Lancet Respir Med* 2019

Growing the sector through positioning the patient's alternative



Rest Assure® - all night, every night data for OAT

Rest Assure®

SomnoMed's technology enabled oral appliance:

- Enables patients, physicians and sleep dentists to better understand and monitor the efficacy and compliance of their treatment with OAT.
- Allows physicians and sleep dentists to collaborate to improve patient care using Rest Assure® data.

Addressing a key difference to CPAP

Oral appliances have lacked overnight monitoring, unlike CPAP, leading to:

- Lower acceptance and adoption of OAT
- Lower reimbursement for OAT over a 5-year period
- Lower utilisation of OAT in patient groups where monitoring is required

Utilising industry first technology

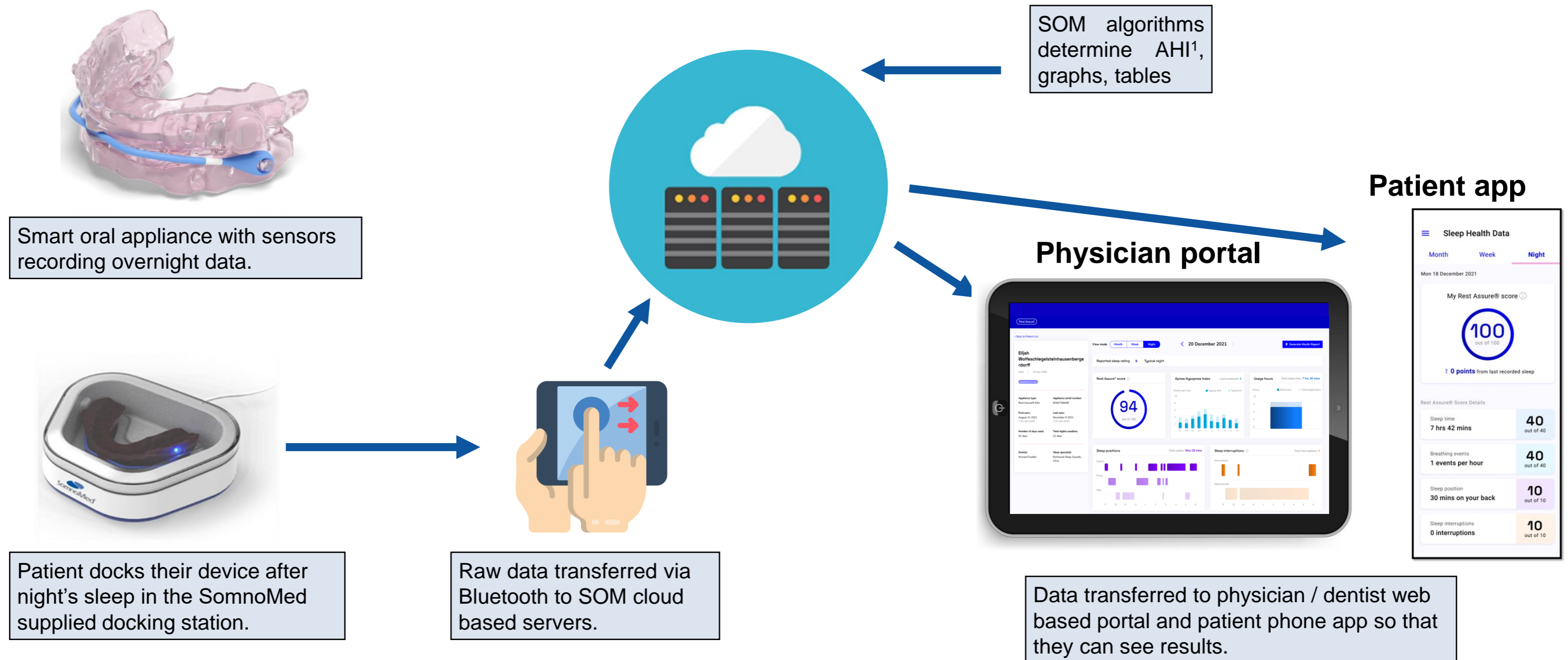
- Sensors determine in-mouth efficacy and compliance for SomnoMed's milled oral appliances
- The Rest Assure® patient mobile app that enables patients to monitor and engage with their own therapy
- The Rest Assure® web-based portal for physicians and dentists to review treatment enables a multi-disciplinary team approach to patient care.

Delivering data and commercial benefits

- Assurance for patients that their treatment is working
- Validation that Rest Assure® can provide therapy for mild and moderate OSA that is equivalent to CPAP
- Increased confidence for physicians to prescribe Rest Assure®, leading to greater adoption of OAT
- Opportunity to apply for higher reimbursement for Rest Assure® based on data of actual users.

Rest Assure[®] technology – how does it work?

Smart oral appliance and cloud-based infrastructure



¹ Apnea Hypopnea Index (AHI), an Index used to indicate the severity of sleep apnea represented by the number of apnea events per hour of sleep

Rest Assure[®] commercial readiness

SomnoMed's extensive testing and operational readiness activities are de-risking the commercial rollout of Rest Assure[®]

Delivered in FY22:

- ✓ Patent strategy was finalised
- ✓ Completion of second patient validation study
- ✓ Finalised design of docking station and sensor package
- ✓ FDA pre-submission completed
- ✓ Created brand name "Rest Assure"[®]

Delivered in FY23:

- ✓ First production run of 400+ devices for testing
- ✓ Completion of Rest Assure[®] patient app and HCP portal
- ✓ Completed usability testing with patients
- ✓ Completed 300 internal tests to determine safety, functionality and durability
- ✓ Key components secured for commercial production
- ✓ Launch plans and initial marketing materials developed

FY24 focus:

- US 510K regulatory filing submitted for FDA approval
- Commercialisation of Rest Assure[®] in USA
- Finalising manufacturing processes and training of production teams
- Validate manufacturing processes as required by ISO13485
- First sales expected in Q3 FY24 in Europe
- Sales expected in US post FDA approval

Strategic growth outlook

Advance the acceptance and adoption of technology enabled OAT solution for OSA patients

FY24 Guidance	Operational Initiatives	Strategic Objectives	FY2027 aspiration ²
<ul style="list-style-type: none">• Revenue growth of at least 12%• EBITDA¹ of at least \$3m• CAPEX investment of \$5m, of which technology innovation spend expected to be c.\$3m	<ul style="list-style-type: none">• Drive medical initiative referral program• Execute on planned sales and marketing programs globally• Launch Rest Assure[®] into approved markets• Secure supply chain and mitigate negative impact of inflation and cost pressures	<ul style="list-style-type: none">• Remain patient centric and multidisciplinary in approach• Execute on “treatment focused / technology driven”• Build a long-term sustainable medical device company	<ul style="list-style-type: none">• Over 1.5 million patients treated• >20% CAGR revenue• Stable product gross margin• Target EBITDA¹ margin ~10% of total revenue• Robust and capital efficient balance sheet

September 2023 funding coupled with cost out initiatives to drive efficient growth and achieve medium-term strategic aspirations

¹ EBITDA does not include AASB16 lease payments, share/option expenses, unrealised forex gain/(loss) and discontinued operations

² All statements in relation to future revenue, margins, EBITDA¹ aspirations are based on management estimates and reflect management’s internal goals and should not be taken as forecasts or guidance in any way. There is no representation being made that these aspirations will be realised. Stated aspirations are indicative and based on a range of assumptions that are subject to numerous risks and uncertainties



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