

Investor Presentation

Annual General Meeting 27th November 2024

Treatment focused. Technology driven.

Disclaimer



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Trading and Company Update

Building the foundations for profitable growth

FY25

Jan 2024 – Jun 2024

Reset

- New Co-CEOs
- \$22.6m capital raise
- \$15m debt repaid in full
- \$5m+ cost out initiative complete
- Investment in manufacturing capacity

Execution and delivery

- People and culture: build a high performing team and culture of efficiency and improvement
- Financial: generate earnings growth and positive operating cashflow
- Operational: manufacturing capacity growth
- Customer: improved turnaround times

Sustainable growth and innovation

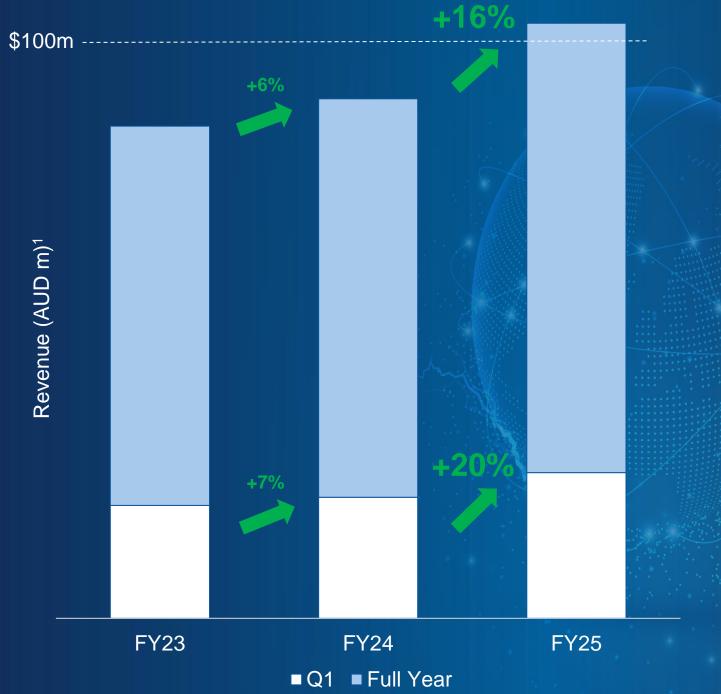
3-year priorities

- Return to double digit revenue growth
- 10%+ EBITDA¹ margins
- Rest Assure[®] launch

¹ EBITDA excludes AASB16 leases, share/option expenses, unrealised foreign exchange gain/loss, one off restructuring costs and discontinued operations and consistent with aspirations stated in Investor Presentation 9/4/24



Core Business strengthens in Q1 FY25



Revenue growth of +18.2% YoY (+20.3% CC)

Earnings growth

Additional revenue and disciplined cost management generating Q1 FY25 EBITDA² > FY23 and FY24 respective EBITDA²

Capacity uplift

>30% increase in manufacturing capacity

Positive operating cashflow

Improved operating cash position compared to FY23 and FY24; Q1 FCF positive



Growth rates based to FY23 constant currency to nearest whole number
EBITDA excludes AASB16 leases, share/option expenses, unrealised foreign exchange gain/loss, one off restructuring costs and discontinued operations

New top tier leadership team



Jonathan Vowels: VP Manufacturing and Operations

- Former Operations Director SEA British American Tobacco
- Over 25 years manufacturing and supply chain experience



Ye-Fei Guo: Chief Financial Officer

- Former VP Finance at Brookfield, trained at PwC
- CA, over 20 years in finance, over 10 years at Brookfield, ASX and company secretarial experience



Janice Hiskett-Jones: Chief People Officer

- Former Interim CPO at SunRice
- Over 25 years HR experience specialising in incentives



Keshan Gunasinghe: Chief Product Officer

- Former VP R&D Kenvue and J&J Consumer Health Asia
- Over 20 years R&D experience J&J Asia



Mary Kennell: Global Director, Quality Assurance and Regulatory Affairs

- Former Head of Regulatory Affairs and Quality at Alcon
- Over 18 years regulatory and quality experience at medical device and pharma companies



Brookfield



Johnson Johnson





FY25 Revised Guidance

FY25 original guidance



FY25 guidance upgrade



SomnoMed[®]

Rest Assure[®]

Rest Assure[®] status Oct-24:

- FDA cleared Rest Assure[®] as the <u>first</u> oral device with built-in compliance monitoring
- Clearance includes the oral device and software platform incl. patient app, physician platform, docking station and cloud systems

Rest Assure[®] next steps:

- New FDA 510k submission underway for efficacy monitoring, centred on a US clinical trial
- Costs for trial included in budget





For further information please contact:

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