28 August 2025

SomnoMed FY25 Full Year Results

SomnoMed Limited (ASX "SOM" or the Company), the leading company in the provision of oral appliance treatment solutions for sleep-related breathing disorders and obstructive sleep apnea (OSA), is pleased to provide its FY25 full year results for the period ended 30 June 2025 (FY25).

FY25 Highlights

- FY25 revenue of $111.5m, up 21.6% (+19.5% in constant currency) versus pcp and exceeds the market guidance of greater than $105m.
- EBITDA[1] of $9.2m versus a pcp of $0.6m and exceeds the market guidance range of $7-9m.
- Gross margin[2] remains consistent at 60% period on period.
- Capex spend of $4.0m versus $5.3m pcp and market guidance range of $3-4m.
- Positive FY25 net cash inflow from operating activities of $4.8m[3], positive free cash flow of $0.8m and positive net cash flow of $0.4m before exchange rate adjustments.
- Cash balance of $17.3m at 30 June 2025 and net cash of $16.5m, versus a $16.2m cash balance and $15.2m net cash at 30 June 2024.
- Commenced works to expand the footprint of our facility to deliver additional capacity. Capacity of at least 25% is expected to come online in FY26.
- During FY25 H2, the Company achieved the milestone of treating 1 million patients.

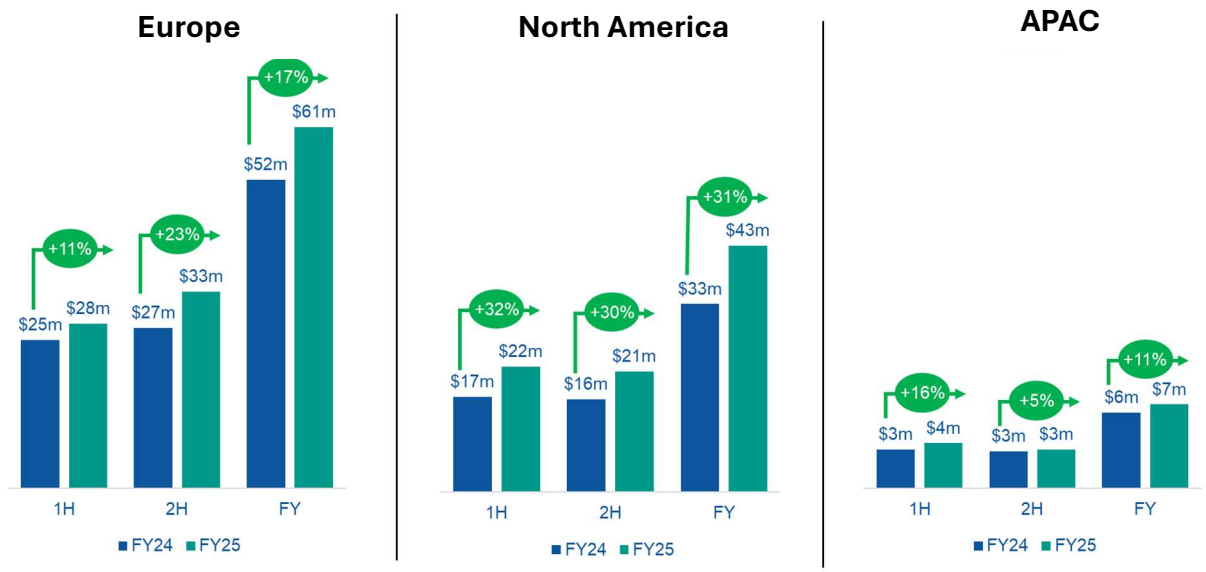
Karen Borg and Amrita Blickstead, SomnoMed's Co-CEOs, said *"FY25 has been an exceptional year during which we exceeded guidance with strong double-digit revenue growth, saw a significant increase in EBITDA[1], returned to positive free cash flow, and surpassed treating one million patients. The Company has been focused on increasing capacity to meet demand, and we have reduced backlog to negligible levels. We have also commenced work to further expand capacity to support future growth, leaving us well positioned to deliver sustained value in the years ahead."*

FY25 Financial Review

The Company experienced double digit growth across all regions during FY25. North America delivered a stellar performance with nearly 40% of the Company's revenue coming from that

[1] EBITDA excludes lease payments ($3.0m), share/option expenses, unrealised foreign exchange gain/(loss), one off costs and discontinued operations. FY25 one off costs includes one off conservative provision for resolution of legacy tax matters. outstanding and tranche 2 restructure costs.
[2] See the FY25 Investor presentation for a breakdown of gross margin between devices and managed care.
[3] Operating cash flow of $4.8m includes $3.0m of lease costs.

region during FY25. Europe remains the largest region, with 55% of our revenue coming from that region, facilitated by reimbursement in most Western European jurisdictions.



Revenue (A$000's)	FY25 (A$000's)	FY24 (A$000's)	% Change Actual	% Change Constant Currency
Europe	61,431	52,455	17%	15%
North America	43,048	32,864	31%	29%
APAC	7,014	6,333	11%	11%
Total Group revenue	**111,493**	**91,651**	**22%**	**20%**

Europe

Growth in Europe was driven by strong performances in France, Germany, and Sweden, supported by backlog tailwinds that sustained momentum through H1. National tender wins in the Nordics and UK further complemented the strong performances in each of the European jurisdictions.

North America

The USA and Canada experienced an exceptional year, driven by improved turnaround times, focused cost management and successful commercial engagement with existing and new customers. GLP-1 usage and greater category awareness due to active promotions from new market entrants created positive sectorial tailwinds. Revenue seasonality, associated with the annual uplift of patients seeking to claim within year-end insurance windows, contributed to milestone performance outcomes in Q2, particularly in December.

Asia Pacific

Australia remains the main market in Asia Pacific, delivering over 80% of the commercial performance. The region experienced double digit growth with demand moderating in Q4, as a result of Australia slowing following a price increase. However, brand loyalty and medical referrals remain strong.

FY25 Operational highlights

At the outset of FY25, SomnoMed was continuing the operational improvement program initiated in FY24 aimed at reducing elevated turnaround times and addressing the order backlog. During the year, the Company executed on uplifting capacity, delivered further cost efficiencies, and implemented a price adjustment.

As a result, the Company is now in a much better position. Order backlog has been reduced to negligible levels, capacity has been increased to meet ongoing demand, and work is underway to further expand capacity in support of future growth with additional capacity of at least 25% expected to come online in FY26.

The Company was pleased to announce two other significant achievements during FY25. The first was the FDA clearance, received in October 2024, for compliance tracking and the supporting system for Rest Assure®, the first oral device with inbuilt compliance monitoring. The second was the milestone reached in FY25 H2 of treating 1 million patients. SomnoMed is the only oral appliance company to have achieved this, reaffirming its position as a global market leader.

Rest Assure®

The Company continues its preparation for the US based clinical trial, which underpins the Company's planned FDA 510K submission for efficacy monitoring, with work progressing toward finalising trial site selection. We plan to commence and complete the clinical trial in FY26.

Outlook

Looking ahead, the Company will remain focussed on sustainable revenue and margin growth, expanding manufacturing capacity to support growing demand, and continue the development of Rest Assure.

SomnoMed provides FY26 guidance as follows:

- Revenue of between $119m and $126m
- EBITDA[1] of between $10m and $12m
- Capex of between $6m and $8m

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This release has been approved by the Board of SomnoMed Limited.

For further information please contact

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About SomnoMed SomnoMed is a public company providing treatment solutions for sleep-related breathing disorders including obstructive sleep apnea, snoring and bruxism. SomnoMed was commercialised 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 more than 1 million patients in over 20 countries. For additional information, visit SomnoMed at http://www.somnomed.com.au