



**SOMNOMED LIMITED**  
**ABN 35 003 255 221**  
**ASX Preliminary final report – 30 June 2022**

**Lodged with the ASX under Listing Rule 4.3A**

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**SomnoMed Limited**  
**Year ended 30 June 2022**  
**Results for Announcement to the Market**

				<b>2022</b>	<b>2021</b>
<b>Revenue</b> from ordinary activities	Increased by \$9,874,051	Increased by 15.7%	to	\$72,580,403	\$62,706,352
<b>Revenue</b> from ordinary activities, interest revenue and other income	Increased by \$9,495,899	Increased by 15.0%	to	\$72,866,866	\$63,370,967
<b>Loss</b> from ordinary activities after tax attributable to members	Increased by \$3,243,959	Increased by 271.9%	to	(\$4,436,967)	(\$1,193,008)
<b>Loss</b> from ordinary activities before tax attributable to members	Increased by \$2,665,866	Increased by 317.2%	to	(\$3,506,360)	(\$840,494)

**Additional dividend/distribution information**

Details of dividends/distributions declared or paid during or subsequent to the year ended 30 June 2022 are as follows:

<b>Dividends/distributions</b>	Amount per security	Franked amount per security
Final dividend	Nil	Nil
Interim dividend	Nil	Nil

The Board has resolved that no dividend will be paid for the year ended 30 June 2022.

**Record date** for determining entitlements to the dividend

N/A
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## Review of the financial year 2022

SomnoMed, a leading company in the provision of oral appliance treatment solutions for sleep-related breathing disorders and obstructive sleep apnea ('OSA'), delivered strong operational and financial performance in FY22 as business conditions continued to improve across the key regions of North America, Europe and Asia Pacific with the waning impacts of COVID-19 on the medical sector and broader dental community.

### Financial Review

- FY22 revenue of \$72.6 million, up +16% on FY21 (+17% in constant currency) and above guidance of +15% growth for FY22
- Stable product gross margin of 70%
- EBITDA<sup>1</sup> of \$1.3 million, above guidance
- Net cash outflow for the period of \$4.5 million (FY21: outflow of \$8.5 million) as the Company purposefully invested in Rest Assure<sup>®</sup> and other growth initiatives
- SomnoMed had available cash of \$15.6 million as at 30 June 2022
- Subsequent to 30 June 2022, SomnoMed secured new debt funding of \$16 million (net \$11 million), which along with cash at bank delivers sufficient capital to support the ongoing growth within the core business and to complete the development of the Rest Assure<sup>®</sup> technology

FY22 Revenue Growth vs FY21	Q1	Q2	1H	Q3	Q4	2H	FY
North America	13%	36%	25%	42%	42%	42%	33%
Europe <sup>2</sup>	17%	-5%	5%	13%	37%	25%	15%
APAC	-8%	-3%	-5%	8%	8%	8%	1%
<b>SomnoMed Group</b>	<b>14%</b>	<b>7%</b>	<b>10%</b>	<b>10%</b>	<b>32%</b>	<b>21%</b>	<b>16%</b>

Revenue FY22 \$k AUD	Q1	Q2	1H	Q3	Q4	2H	FY
North America	5,105	6,762	11,867	5,764	7,057	12,821	24,688
Europe	9,308	10,156	19,464	10,192	12,558	22,750	42,214
APAC	1,167	1,436	2,603	1,388	1,436	2,824	5,427
HIC					251	251	251
<b>SomnoMed Group</b>	<b>15,580</b>	<b>18,354</b>	<b>33,934</b>	<b>17,344</b>	<b>21,302</b>	<b>38,646</b>	<b>72,580</b>

### Operational Review

SomnoMed continued to experience positive engagement within the medical sector, driving further acceptance of continuous open airway therapy ("COAT™"). Our position within the OSA market remains strong, with the potential to further increase the addressable market by providing an alternative to the traditional default CPAP recommendations by most sleep physicians.

We remain focused on addressing the key challenges of awareness, acceptance and adoption through education, advocacy and a focus on improving reimbursement structures in the medium to long term.

The sales and marketing efforts have had a notable impact on driving demand for the product range, especially the Avant™ and Herbst Advance Elite™. The demand for these products is largely driven by their recognised advantages over other offerings in quality, comfort, retention and durability, providing patients with superior treatment. Marketing campaigns educating on our proprietary B-Flex comfort liner, which is pivotal to providing these advantages and a "first time fit" result, continue to be a success.

## North America

The North America market experienced a strong rebound during FY22 with revenue of \$24.7 million, up +33% (+30% in constant currency terms) versus FY21. The improved trading performance was driven by increased investment in sales and marketing efforts in the region driving greater demand for the product range, especially for the Avant™ and Herbst Advance Elite™. Direct and targeted marketing campaigns highlighting the “first time fit” superiority of the product range, sales teams focused on the medical initiative and new business development programs have all contributed to this success.

## Europe

Revenue excluding HIC2 for FY22 was \$42.2 million, up +15% versus FY21 (+18% in constant currency terms). Patient demand for the Company’s COAT™ technology remains strong across core countries within Europe driven by strong positive reimbursement trends and a growing acceptance of the benefits of COAT™ technology for mild and moderate OSA patients.

Sales volume growth in excess of 20% over prior year was recognized in 7 of the main European countries in which SomnoMed trades, reflecting deeper penetration into both core and new markets.

## Asia Pacific

Asia Pacific FY22 revenues of \$5.4 million were up +1% versus FY21 (+2% in constant currency terms). After the extended impact of COVID-19 on revenues in the first half, recovery in the second half was strong. SomnoMed continued with its clinical education program and the investment in new sales and marketing resources to advance the adoption of oral appliances within the medical sector.

## Rest Assure®

SomnoMed introduced Rest Assure®, its first ever inbuilt technology-enabled oral appliance, in February 2022 with the aim of addressing the lack of overnight monitoring and objective data in COAT™, which has been a major barrier to prescription and reimbursement rates to date.

Although the Rest Assure® hardware and software is in prototype stage, the design is now complete, and manufacture of the docking station and sensor components is underway. The second patient validation study has also been completed. These study results are currently being analysed and will be submitted for publication in a scientific sleep journal later this calendar year to confirm the algorithms needed to objectively measure efficacy and compliance to ensure long term therapy effectiveness.

The Rest Assure® project remains on schedule, with SomnoMed’s focus now on the preparation of documentation required for regulatory submissions to the FDA (USA), TGA (Australia) and for CE marking (Europe). Rest Assure® will be commercialised once these approvals are received.

## **Outlook**

The sales momentum achieved over recent quarters continues to demonstrate the sound fundamentals of the core business and the large growth opportunity for oral appliance solutions in the treatment of obstructive sleep apnea globally. The FY22 results validate our strategy and confirm, once again, that the exceptional product quality and durability remains superior within the marketplace and preferred by clinicians and patients world-wide.

The strong underlying business conditions, coupled with the momentum in the business over recent quarters has provided the confidence for the Board to provide the following guidance for FY23:

- Revenue growth of at least 20%
- EBITDA<sup>1</sup> of at least \$2 million
- CAPEX investment c.\$7 million of which technology innovation spend expected to be c.\$3 million

**SomnoMed Limited**  
**Preliminary Consolidated Statement of Profit or Loss**  
**and Other Comprehensive Income**  
**for the year ended 30 June 2022**

	Note	2022 \$	2021 \$
<b>Continuing operations</b>			
Revenue from sale of goods and services, net of discounts	9	72,580,403	62,706,352
Cost of sales		(28,301,655)	(24,962,495)
Gross margin		44,278,748	37,743,857
Sales and marketing expenses		(19,740,159)	(15,584,393)
Administrative expenses		(12,622,481)	(11,177,685)
Operating profit before corporate, research and business development expenses, other items of income and expenses and income tax		11,916,108	10,981,779
Corporate, research and business development expenses		(10,921,023)	(7,760,340)
Interest income	9	430	3,954
Share based payments		(1,190,352)	(33,335)
Depreciation and amortisation		(3,936,190)	(3,839,484)
Government grants and other income	9	286,033	660,661
Other expense		-	(203,557)
Interest expense	21	(380,327)	(469,185)
Unrealised foreign exchange loss		729,625	(74,392)
<b>Loss before income tax</b>		<b>(3,495,696)</b>	<b>(733,899)</b>
Income tax expense attributable to operating loss	19	(930,607)	(349,162)
<b>Loss after income tax from continuing operations</b>		<b>(4,426,303)</b>	<b>(1,083,061)</b>
<b>Discontinued operation</b>			
Loss from discontinued operation		(10,664)	(109,947)
<b>Net loss for the Group</b>		<b>(4,436,967)</b>	<b>(1,193,008)</b>
<b>Other comprehensive loss</b>			
<i>Items that may be reclassified subsequently to profit or loss</i>			
Foreign exchange translation difference for foreign operations		(1,138,064)	(830,618)
Other comprehensive loss for the year, net of tax		(1,138,064)	(830,618)
<b>Total comprehensive loss for the year attributable to the owners of SomnoMed Limited</b>		<b>(5,575,031)</b>	<b>(2,023,626)</b>

**SomnoMed Limited**  
**Preliminary Consolidated Statement of Profit or Loss**  
**and Other Comprehensive Income**  
**for the year ended 30 June 2022 (continued)**

	Note	2022 \$	2021 \$
<b>Earnings per share</b>			
Basic earnings per share (cents)	10	(5.65)	(1.52)
Diluted earnings per share (cents)	10	(5.65)	(1.52)
<b>Earnings per share – continuing operations</b>			
Basic earnings per share (cents)	10	(5.63)	(1.38)
Diluted earnings per share (cents)	10	(5.63)	(1.38)
<b>Earnings per share – discontinued operation</b>			
Basic earnings per share (cents)	10	(0.01)	(0.14)
Diluted earnings per share (cents)	10	(0.01)	(0.14)

The above statement should be read in conjunction with the consolidated notes.

**SomnoMed Limited**  
**Preliminary Consolidated Statement of Financial Position**  
**as at 30 June 2022**

<b>ASSETS</b>	<b>Note</b>	<b>2022</b>	<b>2021</b>
		<b>\$</b>	<b>\$</b>
<b>Current Assets</b>			
Cash and cash equivalents		15,644,331	21,109,841
Trade and other receivables	18	11,313,650	10,552,851
Inventory		3,089,324	2,329,882
Lease receivables		267,953	133,977
<b>Total Current Assets</b>		<b>30,315,258</b>	<b>34,126,551</b>
<b>Non-Current Assets</b>			
Trade and other receivables		264,004	78,536
Property, plant and equipment	13	4,440,101	4,726,686
Intangible assets	14	15,447,516	8,580,618
Deferred tax assets	19	2,950,977	3,038,225
Right-of-use assets	20	4,675,691	5,615,740
<b>Total Non-Current Assets</b>		<b>27,778,289</b>	<b>22,039,805</b>
<b>Total Assets</b>		<b>58,093,547</b>	<b>56,166,356</b>
<b>LIABILITIES</b>			
<b>Current Liabilities</b>			
Trade and other payables	25	12,854,260	10,594,343
Borrowings	15	4,877,475	-
Lease liabilities	16	1,779,819	1,956,015
Provisions		3,152,980	2,640,779
Current tax liabilities		1,110,374	1,005,955
<b>Total Current Liabilities</b>		<b>23,774,908</b>	<b>16,197,092</b>
<b>Non-Current Liabilities</b>			
Trade and other payables		-	11,078
Borrowings	15	2,013,461	2,348,226
Lease liabilities	16	3,339,572	4,603,371
Provisions		1,177,371	848,288
<b>Total Non-Current Liabilities</b>		<b>6,530,404</b>	<b>7,810,963</b>
<b>Total Liabilities</b>		<b>30,305,312</b>	<b>24,008,055</b>
<b>Net Assets</b>		<b>27,788,235</b>	<b>32,158,301</b>
<b>EQUITY</b>			
Issued capital	17	74,271,419	74,256,794
Reserves		7,812,707	7,760,420
Accumulated losses		(54,295,891)	(49,858,913)
<b>Total Equity</b>		<b>27,788,235</b>	<b>32,158,301</b>

The above statement should be read in conjunction with the consolidated notes.

**SomnoMed Limited**  
**Preliminary Consolidated Statement of Changes in Equity**  
**for the year ended 30 June 2022**

	Issued Capital	Reserves	Accumulated Losses	Owners of parent	Total
	\$	\$	\$	\$	\$
Balance at 1 July 2021	74,256,794	7,760,420	(49,858,913)	32,158,301	32,158,301
Loss after income tax expense for the year	-	-	(4,436,967)	(4,436,967)	(4,436,967)
Other comprehensive loss for the year, net of tax	-	(1,138,064)	-	(1,138,064)	(1,138,064)
Total comprehensive loss for the year	-	(1,138,064)	(4,436,967)	(5,575,031)	(5,575,031)
<i>Transactions with owners in their capacity as owners:</i>					
Shares issued during the period*	14,625	-	-	14,625	14,625
Share option reserve on recognition of remuneration options	-	1,190,352	-	1,190,352	1,190,352
Capital reserve adjustment	-	(1)	(11)	(12)	(12)
Balance at 30 June 2022	74,271,419	7,812,707	(54,295,891)	27,788,235	27,788,235
	Issued Capital	Reserves	Accumulated Losses	Owners of parent	Total
	\$	\$	\$	\$	\$
Balance at 1 July 2020	73,943,294	8,557,703	(48,665,912)	33,835,085	33,835,085
Loss after income tax expense for the year	-	-	(1,193,008)	(1,193,008)	(1,193,008)
Other comprehensive loss for the year, net of tax	-	(830,618)	-	(830,618)	(830,618)
Total comprehensive income/(loss) for the year	-	(830,618)	(1,193,008)	(2,023,626)	(2,023,626)
<i>Transactions with owners in their capacity as owners:</i>					
Shares issued during the period*	313,500	-	-	313,500	313,500
Share issuance costs	-	-	-	-	-
Share option reserve on recognition of remuneration options	-	33,335	-	33,335	33,335
Capital reserve adjustment	-	-	7	7	7
Balance at 30 June 2021	74,256,794	7,760,420	(49,858,913)	32,158,301	32,158,301

The above statement should be read in conjunction with the consolidated notes.

\* 'Shares issued during the period' amount of \$14,625 corresponds to receipts of monies from the Employee Share Trust for previously issued shares.



**SomnoMed Limited**  
**Preliminary Consolidated Statement of Cash Flows**  
**for the year ended 30 June 2022**

	Note	2022 \$	2021 \$
<b>Cash flows from operating activities</b>			
Receipts from customers (inclusive of GST)		71,469,620	59,702,508
Payments to suppliers and employees (inclusive of GST)		(68,503,593)	(55,899,145)
Interest received		10,930	15,893
Interest paid	22	(380,327)	(494,293)
Income tax paid		(738,940)	(619,189)
Net cash inflow from operating activities	11	<u>1,857,690</u>	<u>2,705,774</u>
<b>Cash flows from investing activities</b>			
Proceeds from disposal of assets		-	35,002
Proceeds from/(payments for) from term deposits		316,565	(271,468)
Payments for intangible assets		(7,780,073)	(1,978,117)
Payments for property, plant and equipment		(1,008,260)	(2,153,982)
Net cash outflow from investing activities		<u>(8,471,768)</u>	<u>(4,368,565)</u>
<b>Cash flows from financing activities</b>			
Proceeds from/(repayments of) borrowings		4,542,710	(4,780,153)
Proceeds from issue of shares		-	398,977
Payment of finance lease	22	(2,450,533)	(2,423,171)
Net cash inflow/(outflow) from financing activities		<u>2,092,177</u>	<u>(6,804,347)</u>
<b>Net (decrease)/increase in cash and cash equivalents</b>		<b>(4,521,901)</b>	<b>(8,467,138)</b>
Cash at beginning of the financial year		21,109,841	30,174,240
Exchange rate adjustment		(943,609)	(597,261)
<b>Cash at the end of the financial year</b>		<u><b>15,644,331</b></u>	<u><b>21,109,841</b></u>

Cash and cash equivalents comprise cash balances and call deposits with an original maturity of three months or less.

The above statement should be read in conjunction with the consolidated notes.

# SomnoMed Limited

## Notes to the preliminary consolidated financial statements for the year ended 30 June 2022

### 1. REPORTING ENTITY

SomnoMed Limited is a company domiciled in Australia. The consolidated financial statements of the Company as at and for the year ended 30 June 2022 comprise the Company and its controlled entities (together referred to as the Consolidated Entity). The Consolidated Entity produces and sells devices for the oral treatment of sleep related disorders.

### 2. BASIS OF PREPARATION

#### a. Statement of compliance

The preliminary financial report has been prepared in accordance with Australian Accounting Standards and Interpretations as issued by the Australian Standards Board and the Corporations Act 2001 as appropriate for-profit oriented entities. The preliminary financial report does not include all the notes of the type normally included in an annual financial report. Accordingly, this report is to be read in conjunction with the annual report for the year ended 30 June 2021 and any public pronouncements made by the Consolidated Entity during the year in accordance with the continuous disclosure requirements of the Corporations Act 2001. Unless otherwise detailed in this note, accounting policies have been consistency applied by the entities in the group and are consistent with those applied in the 30 June 2021 annual report.

#### b. Basis of measurement

The consolidated financial statements have been prepared on the historical cost basis, except for derivative financial instruments, which are measured at fair value.

#### c. Functional and presentation currency

These consolidated financial statements are presented in Australian dollars, which is the Company's functional currency.

#### d. Use of judgements and estimates

The preparation of financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

### 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements, unless otherwise stated, and have been applied consistently by all entities in the Consolidated Entity.

#### a. Basis of Consolidation

##### *Controlled entities*

Controlled entities are entities controlled by the Company. Control exists when the Company has power, directly or indirectly, to govern the financial and operating policies of an entity so as to obtain benefits from its activities. In assessing control, potential voting rights that presently are exercisable or convertible are taken into account. The financial statements of controlled entities are included in the consolidated financial statements from the date that control commences until the date that control ceases. Investments in controlled entities are carried at their cost of acquisition less any impairment in the Company's financial statements.

##### *Transactions eliminated on consolidation*

Intra-group balances and any unrealised gains and losses or income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements.

##### *Business combinations*

Business combinations occur where an acquirer obtains control over one or more businesses.

A business combination is accounted for by applying the acquisition method, unless it is a combination involving entities or businesses under common control. The business combination will be accounted for from the date that control is attained, whereby the fair value of the identifiable assets acquired and liabilities (including contingent liabilities) assumed is recognised (subject to certain limited exemptions).

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**3. SIGNIFICANT ACCOUNTING POLICIES (continued)**

**a. Basis of Consolidation (continued)**

*Business combinations (continued)*

When measuring the consideration transferred in the business combination, any asset or liability resulting from a contingent consideration arrangement is also included. Subsequent to initial recognition, contingent consideration classified as equity is not re-measured and its subsequent settlement is accounted for within equity. Contingent consideration classified as an asset or liability is re-measured in each reporting period to fair value, recognising any change to fair value in profit or loss, unless the change in value can be identified as existing at acquisition date.

All transaction costs incurred in relation to business combinations are recognised as expenses in profit or loss when incurred.

The acquisition of a business may result in the recognition of goodwill or a gain from a bargain purchase.

**b. Income Recognition**

Revenues are recognised at fair value of the consideration received net of the amount of goods and services tax (GST).

*Sales revenue*

Revenue derived from the sale of devices for the treatment of sleep related disorders and related products is recognised at the point in time when the performance obligations are satisfied, which usually occurs after final quality control is passed and goods are ready for pick up by customers. Warranties are not considered as separate performance obligations.

*Government Grants*

Government Grants are recognised on the consolidated statement of profit or loss when there is reasonable assurance that the entity will comply with the conditions attaching to them, and the grant will be received. Such grants are presented on a gross basis under Government Grants on the consolidated statement of profit or loss.

*Other income*

Other income is recognised on a systematic basis over the periods necessary to match it with the related costs for which it is intended to compensate or, if the costs have already been incurred, in the period in which it becomes receivable. The income is deemed to be receivable when the entitlement is confirmed.

**c. Goods and Services Tax**

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the taxation authority. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of the expense. Receivables and payables are stated with the amount of GST included. The net amount of GST recoverable from, or payable to, the relevant taxation authority is included as a current asset or liability in the consolidated statement of financial position. Cash flows are included in the consolidated statement of cash flows on a gross basis. The GST components of cash flows arising from investing and financing activities, which are recoverable from, or payable to, the relevant taxation authority are classified as operating cash flows.

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**3. SIGNIFICANT ACCOUNTING POLICIES (continued)**

**d. Foreign Currency**

*Foreign currency transactions*

Transactions in foreign currencies are translated to the respective functional currencies of controlled entities at the foreign exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated to the functional currency at the foreign exchange rate ruling at that date. Non-monetary transactions denominated in foreign currencies that are stated at historical cost are translated using the exchange rate at the date of the transaction. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated to the functional currency at the foreign exchange rates ruling at the date the fair value was determined. Foreign exchange differences arising on translation are recognised in the consolidated statement of profit or loss and other comprehensive income.

*Financial statements of foreign operations*

The assets and liabilities of foreign operations, including goodwill and fair value adjustments arising on acquisition, generally are translated to the functional currency at foreign exchange rates ruling at the reporting date. The revenues and expenses of foreign operations are translated to the functional currency at rates approximating the foreign exchange rates ruling at the dates of transactions. Foreign currency differences arising from translation of controlled entities with a different functional currency to that of the Consolidated Entity are recognised in the foreign currency translation reserve (FCTR). When a foreign operation is disposed of, in part or in full, the relevant amount of its FCTR is transferred to profit or loss.

Foreign exchange gains and losses arising from a monetary item receivable from or payable to a foreign operation, the settlement of which is neither planned nor likely in the foreseeable future, are considered to form part of a net investment in a foreign operation and are recognised directly in equity in the FCTR.

**e. Financial Instruments**

*Derivative financial instruments*

The Consolidated Entity does not currently hold derivative financial instruments to hedge its exposure to foreign exchange risk arising from operating, investing and financing activities. In accordance with its treasury policy, the Consolidated Entity does not hold or issue derivative financial instruments for trading purposes. However, derivatives are not hedge accounted and are accounted for as trading instruments.

Derivative financial instruments are recognised initially at fair value. Attributable transaction costs are recognised in the consolidated statement of profit or loss when incurred. Subsequent to initial recognition, derivative financial instruments are measured at fair value with changes in fair value accounted for in the consolidated statement of profit or loss.

*Non-derivative financial assets and liabilities*

Non-derivative financial instruments comprise investments in equity, trade and other receivables, cash and cash equivalents, borrowings, lease liabilities and trade and other payables.

Non-derivative financial instruments are recognised initially at fair value plus, for instruments not at fair value through the consolidated statement of profit or loss, any attributable transaction costs. Subsequent to initial recognition, non-derivative financial instruments are measured as described below.

Accounting for finance income is discussed in accounting policy (m).

*Cash and cash equivalents*

Cash and cash equivalents comprise cash balances and call deposits with an original maturity of three months or less.

*Trade and other receivables*

Trade receivables are recognised when the control of ownership of the underlying sales transactions have passed to the customer in the ordinary course of business. Trade receivables are recognised initially at the amount of consideration that is unconditional unless they contain significant financing components when they are recognised at fair value. The Consolidated Entity holds the trade receivables with the objective to collect the contractual cash flows and therefore measures them subsequently at amortised cost using the effective interest method.

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**3. SIGNIFICANT ACCOUNTING POLICIES (continued)**

**e. Financial Instruments (continued)**

*Trade and other receivables (continued)*

Other receivables arise principally from financial assets where the objective is to hold these assets in order to collect contractual cash flows and the contractual cash flows are solely payments of principal and interest. They are initially recognised at fair value plus transaction costs that are directly attributable to their acquisition on issue and are subsequently recognised at amortised cost using the effective interest rate method, less allowance for expected credit losses (see accounting policy (g)).

*Trade and other payables*

Trade and other payables are stated at amortised cost.

Trade and other payables represent liabilities for goods and services provided to the Consolidated Entity prior to the end of the financial period that are unpaid when the Consolidated Entity becomes obliged to make future payments in respect of the purchase of those goods and services. The amounts are unsecured and are usually paid within 30 to 60 days of purchase. They are recognised initially at the fair value and subsequently measured at amortised cost using the effective interest method.

*Determination of fair values*

The fair value of forward exchange contracts is based upon the listed market price, if available. If a listed market price is not available, the fair value is estimated by discounting the difference between the contractual forward price and the current forward price for the residual maturity of the contract using a risk-free interest rate based upon government bonds.

*Other*

Other non-derivative financial instruments are measured at amortised cost using the effective interest rate method, less any allowance for expected credit losses.

**f. Provisions**

A provision is recognised in the consolidated statement of financial position when the Consolidated Entity has a present legal or constructive obligation as a result of a past event that can be measured reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation.

*Warranties*

Provisions for warranty claims are made for claims in relation to sales made prior to the reporting date, based on historical claim rate, respective product populations and average costs of returns and repairs. Warranty periods on MAS devices are dependent on individual market and regulatory conditions in different countries.

*Make good lease costs*

The Consolidated Entity has leases on its premises that require the premises to be returned to the lessor in its original condition. The operating lease payments do not include an element for the repairs/overhauls. A provision for make good lease costs is recognised at the time it is determined that it is probable that such costs will be incurred in a future period, measured at the expected cost of returning the asset to the lessor in its original condition. An offsetting asset of the same value is also recognised and is classified in property, plant and equipment. This asset is depreciated to the consolidated statement of profit or loss over the life of the lease.

*Onerous contracts*

An onerous contract is a contract in which the unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it. The unavoidable costs under a contract reflect the least net cost of exiting from the contract, which is the lower of the cost of fulfilling it and any compensation or penalties arising from failure to fulfil it.

**g. Impairment**

The carrying amounts of the Consolidated Entity's assets, other than inventories (see accounting policy (i)) are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated (see below).

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**3. SIGNIFICANT ACCOUNTING POLICIES (continued)**

**g. Impairment (continued)**

An impairment loss is recognised whenever the carrying amount of an asset or its cash generating unit exceeds its recoverable amount. Impairment losses are recognised in the consolidated statement of profit or loss unless the asset has previously been revalued, in which case the impairment loss is recognised as a reversal to the extent of that previous revaluation with any excess recognised through the consolidated statement of profit or loss. Impairment losses recognised in respect of cash generating units are allocated first to reduce the carrying amount of any goodwill allocated to the cash generating unit or a group of units and then, to reduce the carrying amount of the other assets in the unit or a group of units on a pro-rata basis.

The Consolidated Entity's trade and other receivables at year end are assessed under the impairment requirements which use an expected credit loss (ECL) model to recognise an allowance. Impairment is measured using a 12-month ECL model unless the credit risk on a financial asset has increased significantly since initial recognition in which case the lifetime ECL method is adopted.

*Other assets*

The recoverable amount of other assets is the greater of their fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For the purpose of impairment testing, assets are grouped together into the smallest group of assets that generate cash flows from continuing use that are largely independent of the cash flows of other assets or groups of assets (cash generating units). The goodwill acquired in a business combination, for the purpose of impairment testing is allocated to the cash generating units that are expected to benefit from the synergies of the combination. For an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash generating unit to which the asset belongs.

**h. Property, Plant and Equipment**

Items of property, plant and equipment are stated at cost less accumulated depreciation (see below) and impairment losses (see accounting policy (g)). An asset's cost is determined as the consideration provided plus incidental costs directly attributable to the acquisition. Subsequent costs in relation to replacing a part of property, plant and equipment are recognised in the carrying amount of the item if it is probable that future economic benefits embodied within the part will flow to the Consolidated Entity and its cost can be measured reliably. All other costs are recognised in the consolidated statement of profit or loss as incurred.

*Depreciation*

Depreciation is recognised in the consolidated statement of profit or loss on a straight-line basis. Items of property, plant and equipment, including leasehold assets, are depreciated using the straight-line method over their estimated useful lives, taking into account estimated residual values. Assets are depreciated from the date of acquisition or, in respect of internally constructed assets, from the time an asset is completed and held ready for use. Depreciation rates and methods, useful lives and residual values are reviewed at each reporting date. When changes are made, adjustments are reflected prospectively in current and future financial periods only. The estimated useful lives in the current and comparative periods are as follows:

Leasehold improvements	1 – 3 years
Plant & equipment	3 – 20 years

**i. Inventories**

Inventories are measured at the lower of cost and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business less estimated costs of completion and selling, marketing and distribution expenses. Cost is based on the first-in-first-out principle and includes expenditure incurred in acquiring the inventories and bringing them to their existing condition and location.

**j. Intangibles**

*Goodwill*

All business combinations are accounted for by applying the acquisition method. Goodwill represents the difference between the cost of the acquisition and the fair value of the net identifiable assets acquired. Goodwill is stated at cost less any accumulated impairment losses. Goodwill is allocated to cash generating units and is tested annually for impairment. Negative goodwill arising on an acquisition is recognised directly in the consolidated statement of profit or loss.

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**3. SIGNIFICANT ACCOUNTING POLICIES (continued)**

**j. Intangibles (continued)**

*Other intangible assets*

Intellectual property acquired is stated at cost less accumulated amortisation (see below) and impairment losses (see accounting policy (g)).

*Subsequent expenditure*

Subsequent expenditure on capitalised intangible assets is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is expensed as incurred.

*Amortisation*

Amortisation is recognised in the consolidated statement of profit or loss on a straight-line basis over the estimated useful lives of the intangible assets from the date they are available for use unless such lives are indefinite. Intangible assets with an indefinite useful life are systematically tested for impairment annually. The estimated useful lives for the current and comparative periods are as follows:

Patents and trademarks	10 years
Product development expenditure capitalised	5 years

*Research and development expenditure*

Research and development expenditure during the research phase of a project is recognised as an expense when incurred. Development costs are capitalised only when technical feasibility studies identify that the project is expected to deliver future economic benefits and these benefits can be measured reliably. Development costs have a finite life and are amortised on a systematic basis based on the future economic benefits over the useful life of the project.

*Software*

Significant costs associated with software are deferred and amortised on a straight-line basis over the period of their expected benefit, being their finite life of 2-5 years.

**k. Employee benefits**

*Wages, salaries and annual leave*

Liabilities for employee benefits for wages, salaries and annual leave expected to settle within 12 months of the year end represent present obligations resulting from employees' services provided up to reporting date, calculated at undiscounted amounts based on remuneration wage and salary rates that the Consolidated Entity expects to pay as at reporting date including related on-costs, such as workers' compensation insurance and payroll tax.

*Other long-term employee benefits*

The liability for annual leave and long service leave not expected to be settled within 12 months of the reporting date are recognised in non-current liabilities, provided there is an unconditional right to defer settlement of the liability. The liability is measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

*Share based payments*

The Company has granted options to certain directors and employees. The fair value of options and shares granted is recognised as share based payments expense with a corresponding increase in equity. The fair value is measured at the date the options or shares are granted taking into account market-based criteria and expensed over the vesting period after which the employees become unconditionally entitled to the options and shares. The fair value of the options granted is measured using the Black-Scholes method, taking into account the terms and conditions attached to the options. The fair value of the performance shares granted is measured using the weighted average share price of ordinary shares in the Company, taking into account the terms and conditions attached to the shares. The amount recognised as an expense is adjusted to reflect the actual number of options and shares that vest except where forfeiture is due to market related conditions.

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**3. SIGNIFICANT ACCOUNTING POLICIES (continued)**

**i. Taxation**

Income tax expense in the consolidated statement of profit or loss for the periods presented comprises current and deferred tax. Income tax is recognised in the consolidated statement of profit or loss except to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity. Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantially enacted at reporting date, and any adjustment to tax payable in respect of previous years. Deferred tax is calculated using the balance sheet method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Temporary differences are not provided for the initial recognition of goodwill and other assets or liabilities in a transaction that affects neither accounting nor taxable profit nor differences relating to investments in subsidiaries to the extent that it is probable that they will not reverse in the foreseeable future.

Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based upon the laws that have been enacted at reporting date. A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised. Deferred tax assets are reviewed at each reporting date and reduced to the extent that it is no longer probable that the related tax benefit will be realised. Additional income taxes that arise from the distribution of dividends are recognised at the same time as the liability to pay the related dividend is recognised.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to income taxes levied by the same tax authority on the same taxable entity or on a different tax entity but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realised simultaneously.

**m. Finance income and expense**

Interest income is recognised as it accrues in the consolidated statement of profit or loss using the effective interest method.

**n. Earnings per share**

The Consolidated Entity presents basic and diluted earnings per share (EPS) for its ordinary shares. Basic EPS is calculated by dividing the net profit or loss attributable to equity holders of the parent for the financial period, after excluding any costs of servicing equity (other than ordinary shares) by the weighted average number of ordinary shares of the Company, adjusted for any bonus issue.

Diluted EPS is calculated using the basic EPS earnings as the numerator. The weighted average number of shares used as the denominator is adjusted by the after-tax effect of financing costs associated with the dilutive potential ordinary shares and the effect on revenues and expenses of conversion to ordinary shares associated with dilutive potential ordinary shares adjusted for any bonus issue.

**o. Segment Reporting - Determination and presentation of operating segments**

An operating segment is a component of the Consolidated Entity that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Consolidated Entity's other components if separately reported and monitored. An operating segment's operating results are reviewed regularly by the Board of Directors to make decisions about resources to be allocated to the segment and assess its performance, and for which discrete financial information is available.

Segment results that are reported to the Board of Directors include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Unallocated items comprise mainly corporate head office results.

**p. Accounting judgement and estimates**

Management discussed with the Audit Committee the development, selection and disclosure of the Consolidated Entity's critical accounting policies and estimates and the application of these policies and estimates.



**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**3. SIGNIFICANT ACCOUNTING POLICIES (continued)**

**p. Accounting judgement and estimates (continued)**

*Key sources of estimation uncertainty*

In particular, information about significant areas of estimation, uncertainty and critical judgements in applying accounting policies that have the most significant effect on the amounts recognised in the consolidated financial statements is described in the following areas:

*Lease term*

The lease term is a significant component in the measurement of both the right-of-use asset and lease liability. Judgement is exercised in determining whether there is reasonable certainty that an option to extend the lease or purchase the underlying asset will be exercised, or an option to terminate the lease will not be exercised, when ascertaining the periods to be included in the lease term. In determining the lease term, all facts and circumstances that create an economical incentive to exercise an extension option, or not to exercise a termination option, are considered at the lease commencement date. Factors considered may include the importance of the asset to the Consolidated Entity's operations; comparison of terms and conditions to prevailing market rates; incurrence of significant penalties; existence of significant leasehold improvements; and the costs and disruption to replace the asset. The Consolidated Entity reassesses whether it is reasonably certain to exercise an extension option, or not exercise a termination option, if there is a significant event or significant change in circumstances.

*Incremental borrowing rate*

Where the interest rate implicit in a lease cannot be readily determined, an incremental borrowing rate is estimated to discount future lease payments to measure the present value of the lease liability at the lease commencement date. Such a rate is based on what the Consolidated Entity estimates it would have to pay a third party to borrow the funds necessary to obtain an asset of a similar value to the right-of-use asset, with similar terms, security and economic environment.

*Share based payment transactions*

The Consolidated Entity measures the cost of equity-settled transactions with employees by reference to the fair value of the equity instruments at the date at which they are granted. The fair value is determined by using the Black-Scholes model taking into account the terms and conditions upon which the instruments were granted. The accounting estimates and assumptions relating to equity-settled share-based payments would have no impact on the carrying amounts of assets and liabilities within the next annual reporting period but may impact profit or loss and equity.

*Goodwill and other indefinite life intangible assets*

The Consolidated Entity tests annually, or more frequently if events or changes in circumstances indicate impairment, whether goodwill and other indefinite life intangible assets have suffered any impairment, in accordance with the accounting policy stated in note 3 (g). The recoverable amounts of cash generating units have been determined based on value-in-use calculations. These calculations require the use of assumptions, including estimated discount rates based on the current cost of capital and growth rates of the estimated future cash flows.

*Income tax*

The Consolidated Entity is subject to income taxes in the jurisdictions in which it operates. Significant judgement is required in determining the provision for income tax. There are many transactions and calculations undertaken during the ordinary course of business for which the ultimate tax determination is uncertain. The Consolidated Entity recognises liabilities for anticipated tax audit issues based on the Consolidated Entity's current understanding of the tax law. Where the final tax outcome of these matters is different from the carrying amounts, such differences will impact the current and deferred tax provisions in the period in which such determination is made.

*Impairment of non-financial assets other than goodwill and other indefinite life intangible assets*

The Consolidated Entity assesses impairment of non-financial assets other than goodwill and other indefinite life intangible assets at each reporting date by evaluating conditions specific to the Consolidated Entity and to the particular asset that may lead to impairment. If an impairment trigger exists, the recoverable amount of the asset is determined. This involves fair value less costs of disposal or value-in-use calculations, which incorporate a number of key estimates and assumptions.

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**3. SIGNIFICANT ACCOUNTING POLICIES (continued)**

**p. Accounting judgement and estimates (continued)**

*Recovery of deferred tax assets*

Deferred tax assets are recognised for deductible temporary differences only if the Consolidated Entity considers it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

*Employee benefits provision*

As discussed, the liability for employee benefits expected to be settled more than 12 months from the reporting date are recognised and measured at the present value of the estimated future cash flows to be made in respect of all employees at the reporting date. In determining the present value of the liability, estimates of attrition rates and pay increases through promotion and inflation have been taken into account.

*Lease make good provision*

A provision has been made for the present value of anticipated costs for future restoration of leased premises. The provision includes future cost estimates associated with closure of the premises. The calculation of this provision requires assumptions such as application of closure dates and cost estimates. The provision recognised for each site is periodically reviewed and updated based on the facts and circumstances available at the time. Changes to the estimated future costs for sites are recognised in the consolidated statement of financial position by adjusting the asset and the provision. Reductions in the provision that exceed the carrying amount of the asset will be recognised in the consolidated statement of profit or loss.

*Warranty provision*

In determining the level of provision required for warranties the Consolidated Entity has made judgements in respect of the expected performance of the products, the number of customers who will actually claim under the warranty and how often, and the costs of fulfilling the conditions of the warranty. The provision is based on estimates made from historical warranty data associated with similar products and services.

*Recoverability of receivables*

The Consolidated Entity assesses at the end of each reporting period whether there is objective evidence that the receivables are impaired. The recoverable amount of the receivables is calculated as the present value of estimated future cash flows, discounted at the original effective interest rate (that is, the effective interest rate computed at initial recognition of these financial assets). Receivables with a short duration are not discounted. An allowance for expected credit losses of receivables is based on the historical default rates over the expected life of the trade receivables and is adjusted for forward-looking estimates.

*Development costs*

An intangible asset arising from development expenditure is recognised only when the Consolidated Entity can demonstrate the technical feasibility of completing the intangible asset so that it will be available for use or sale, its intention to complete and its ability to use or sell the asset, how the asset will generate future economic benefits, the availability of resources to complete the development and the ability to measure reliably the expenditure attributable to the intangible asset during its development. Following the initial recognition of the development expenditure, the cost model is applied requiring the asset to be carried at cost less any accumulated amortisation and accumulated impairment losses. Any expenditure capitalised is amortised over the period of expected benefits from the related project commencing from the commercial release of the project. The carrying value of an intangible asset arising from development expenditure is tested for impairment annually when the asset is not yet available for use or more frequently when an indication of impairment arises during the reporting period.

**q. Share capital**

*Ordinary shares*

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares and share options are recognised as a deduction from equity, net of any income tax benefit.

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**3. SIGNIFICANT ACCOUNTING POLICIES (continued)**

**r. New, revised or amending Accounting Standards and Interpretations adopted**

The consolidated entity has adopted all of the new, revised or amending Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period.

Any new, revised or amending Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

The following Accounting Standards and Interpretations are most relevant to the Consolidated Entity:

*Conceptual Framework for Financial Reporting (Conceptual Framework)*

The consolidated entity has adopted the revised Conceptual Framework from 1 July 2020. The Conceptual Framework contains new definition and recognition criteria as well as new guidance on measurement that affects several Accounting Standards, but it has not had a material impact on the consolidated entity's financial statements.

**s. Current and non-current classification**

Assets and liabilities are presented in the consolidated statement of financial position based on current and non-current classification.

An asset is current when: it is expected to be realised or intended to be sold or consumed in normal operating cycle; it is held primarily for the purpose of trading; it is expected to be realised within twelve months after the reporting period; or the asset is cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period. All other assets are classified as non-current.

A liability is current when: it is expected to be settled in normal operating cycle; it is held primarily for the purpose of trading; it is due to be settled within twelve months after the reporting period; or there is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period. All other liabilities are classified as non-current.

Deferred tax assets and liabilities are always classified as non-current.

**t. Fair value measurement**

When an asset or liability, financial or non-financial, is measured at fair value for recognition or disclosure purposes, the fair value is based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date; and assumes that the transaction will take place either: in the principle market; or in the absence of a principal market, in the most advantageous market.

Fair value is measured using the assumptions that market participants would use when pricing the asset or liability, assuming they act in their economic best interest. For non-financial assets, the fair value measurement is based on its highest and best use. Valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, are used, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

Assets and liabilities measured at fair value are classified, into three levels, using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. Classifications are reviewed each reporting date and transfers between levels are determined based on a reassessment of the lowest level input that is significant to the fair value measurement.

For recurring and non-recurring fair value measurements, external valuers may be used when internal expertise is either not available or when the valuation is deemed to be significant. External valuers are selected based on market knowledge and reputation. Where there is a significant change in fair value of an asset or liability from one period to another, an analysis is undertaken, which includes a verification of the major inputs applied in the latest valuation and a comparison, where applicable, with external sources of data.

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**3. SIGNIFICANT ACCOUNTING POLICIES (continued)**

**t. Fair value measurement**

*Fair value measurement hierarchy*

The Consolidated Entity is required to classify all assets and liabilities, measured at fair value, using a three level hierarchy, based on the lowest level of input that is significant to the entire fair value measurement, being: Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date; Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly; and Level 3: Unobservable inputs for the asset or liability. Considerable judgement is required to determine what is significant to fair value and therefore which category the asset or liability is placed in can be subjective.

The fair value of assets and liabilities classified as level 3 is determined by the use of valuation models. These include discounted cash flow analysis or the use of observable inputs that require significant adjustments based on unobservable inputs.

*Borrowings*

Borrowings are initially recognised at the fair value of the consideration received, net of transaction costs. They are subsequently measured at amortised cost using the effective interest method.

**u. Right-of-use assets**

A right-of-use asset is recognised at the commencement date of a lease. The right-of-use asset is measured at cost, which comprises the initial amount of the lease liability, adjusted for, as applicable, any lease payments made at or before the commencement date net of any lease incentives received, any initial direct costs incurred, and, except where included in the cost of inventories, an estimate of costs expected to be incurred for dismantling and removing the underlying asset, and restoring the site or asset.

Right-of-use assets are depreciated on a straight-line basis over the unexpired period of the lease or the estimated useful life of the asset, whichever is the shorter. Where the consolidated entity expects to obtain ownership of the leased asset at the end of the lease term, the depreciation is over its estimated useful life. Right-of use assets are subject to impairment or adjusted for any remeasurement of lease liabilities.

The Consolidated Entity has elected not to recognise a right-of-use asset and corresponding lease liability for short-term leases with terms of 12 months or less and leases of low-value assets. Lease payments on these assets are expensed to profit or loss as incurred.

**v. Lease liabilities**

A lease liability is recognised at the commencement date of a lease. The lease liability is initially recognised at the present value of the lease payments to be made over the term of the lease, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the consolidated entity's incremental borrowing rate. Lease payments comprise fixed payments less any lease incentives receivable, variable lease payments that depend on an index or a rate, amounts expected to be paid under residual value guarantees, exercise price of a purchase option when the exercise of the option is reasonably certain to occur, and any anticipated termination penalties. The variable lease payments that do not depend on an index or a rate are expensed in the period in which they are incurred.

Lease liabilities are measured at amortised cost using the effective interest method. The carrying amounts are remeasured if there is a change in the following: future lease payments arising from a change in an index or a rate used; residual guarantee; lease term; certainty of a purchase option and termination penalties. When a lease liability is remeasured, an adjustment is made to the corresponding right-of use asset, or to profit or loss if the carrying amount of the right-of-use asset is fully written down.

**w. Discontinued operations**

A discontinued operation is a component of the Consolidated Entity that has been disposed of or is classified as held for sale and that represents a separate major line of business or geographical area of operations, is part of a single coordinated plan to dispose of such a line of business or area of operations, or is a subsidiary acquired exclusively with a view to resale. The results of discontinued operations are presented separately on the face of the consolidated statement of profit or loss.

# SomnoMed Limited

## Notes to the preliminary consolidated financial statements for the year ended 30 June 2022

### 4. FINANCIAL RISK MANAGEMENT

#### Overview

The Company and Consolidated Entity have exposure to the following risks from the use of financial instruments:

- Credit risk
- Liquidity risk
- Market risk
- Currency risk
- Interest rate risk

This note presents information about the Company's and the Consolidated Entity's exposure to each of the above risks, their objectives, policies and processes for measuring and managing risk, and the management of capital. Further quantitative disclosures will be included in the consolidated financial statements. The Board of Directors has overall responsibility for the establishment and oversight of the risk management and monitors operational and financial risk management throughout the Consolidated Entity. Monitoring risk management includes ensuring appropriate policies and procedures are published and adhered to. The Management reports to the Audit Committee.

The Board aims to manage the impact of short-term fluctuations on the Company's and the Consolidated Entity's earnings. Over the longer term, permanent changes in market rates will have an impact on earnings.

The Company and the Consolidated Entity are exposed to risks from movements in exchange rates and interest rates that affect revenues, expenses, assets, liabilities and forecast transactions. Financial risk management aims to limit these market risks through ongoing operational and finance activities.

Exposure to credit, foreign exchange and interest rate risks arises in the normal course of the Company's and the Consolidated Entity's business. Derivative financial instruments are used to hedge exposure to fluctuations in foreign exchange rates. The Audit Committee oversees adequacy of the Company's risk management framework in relation to the risks faced by the Company and the Consolidated Entity.

#### *Credit Risk*

Credit risk is the risk of financial loss to the Company or the Consolidated Entity if a customer, controlled entity or counterparty to a financial instrument fails to meet its contractual obligations and arises principally from the Company's and the Consolidated Entity's receivables from customers.

#### *Trade and other receivables*

The Company's and Consolidated Entity's exposure to credit risk is influenced mainly by the geographical location and characteristics of individual customers. The Consolidated Entity does not have a significant concentration of credit risk with a single customer.

Policies and procedures of credit management and administration of receivables are established and executed at a regional level. Individual regions deliver reports to management and the Board on debtor ageing and collection activities on a monthly basis.

In monitoring customer credit risk, the ageing profile of total receivables balances is reviewed by management by geographic region on a monthly basis. Regional management are responsible for identifying high risk customers and placing restrictions on future trading, including suspending future shipments and administering dispatches on a prepayment basis.

The Company and the Consolidated Entity have established an allowance for impairment that represents their estimate of expected losses in respect of trade and other receivables based on the ECL model.

#### *Liquidity Risk*

Liquidity risk is the risk that the Consolidated Entity will not be able to meet its financial obligations as they fall due. The Consolidated Entity's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Consolidated Entity's reputation.

The Consolidated Entity monitors cash flow requirements and produces cash flow projections for the short and long term with a view to optimising return on investments. Typically, the Consolidated Entity ensures that it has sufficient cash on demand to meet expected operational net cash flows for a period of at least 30 days, including the servicing of financial obligations. This excludes the potential impact of extreme circumstances that cannot reasonably be predicted, such as natural disasters.

# SomnoMed Limited

## Notes to the preliminary consolidated financial statements for the year ended 30 June 2022

### 4. FINANCIAL RISK MANAGEMENT (continued)

#### Overview (continued)

##### *Market Risk*

Market risk is the risk that changes in market prices such as foreign exchange rates, interest rates and equity prices will affect the Company's and the Consolidated Entity's net profit or loss or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

##### *Currency Risk*

The Consolidated Entity is exposed to currency risk on sales and purchases that are denominated in a currency other than the respective functional currencies of the controlled entities, primarily Australian dollars (AUD), but also United States dollars (USD), Euros (EUR), Swiss francs (CHF), Canadian dollars (CAD), Singapore dollars (SGD) and Japanese Yen (JPY). The currencies in which these transactions primarily are denominated are AUD, USD, CAD, EUR, CHF, SGD, JPY and Philippine Peso (PHP) and South Korean Won (KRW).

Over 93% (2021-92%) of the Consolidated Entity's revenues and over 92% (2021-88%) of costs are denominated in currencies other than AUD. Risk resulting from the translation of assets and liabilities of foreign operations into the Consolidated Entity's reporting currency is not hedged.

##### *Interest Rate Risk*

The Consolidated Entity is exposed to interest rate risks in Australia.

##### *Capital Management*

The Consolidated Entity's objectives when managing capital are to safeguard its ability to continue as a going concern, to provide returns to shareholders, to provide benefits to other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

The Board aims to maintain and develop a capital base appropriate to the Consolidated Entity. In order to maintain or adjust the capital structure, the Consolidated Entity can issue new shares. The Board of Directors undertakes periodic reviews of the Consolidated Entity's capital management position to assess whether the capital management structure is appropriate to meet the Consolidated Entity's medium and long-term strategic requirements. Neither the Company nor any of its subsidiaries is subject to externally imposed capital requirements. There were no significant changes in the Consolidated Entity's approach to capital management during the year.

### 5. Events occurring after reporting date

On 25th July 2022, SomnoMed Limited entered into a A\$16 million debt facility with Epsilon Direct Lending. The facility, which is supported by a first ranking general security interest, is for a term of 3 years, with no amortisation payments. SomnoMed has currently drawn A\$10 million under the facility. Interest payable is calculated quarterly at BBSW, plus a 9% margin.

SomnoMed was assisted in the establishment of debt facility by Ernst & Young.

In June 2019, SomnoMed Limited secured a EUR 3 million (A\$4.8 million) credit facility, in the form of an overdraft facility, with HSBC France, Amsterdam Branch. The overdraft facility comprises an interest calculated at the Main Refinancing Operations rate published by the European Central Bank (provided that, if such interest rate is less than zero, it shall be deemed to be zero), increased with the applicable margin of 2.75%. The Main Refinancing Operations Rate is currently at 0%. The facility was fully repaid by SomnoMed on 21st July 2022.

In March 2020, SomnoMed AG (Switzerland) secured a CHF 0.5 million (A\$0.756 million) Government-backed unsecured loan facility with Credit Suisse (maturity of 5 years). The interest payable is currently at 0.50% per annum. This loan expires on 26 February 2025. This loan was repaid on 15th August-22.

The directors are not aware of any matter or circumstance other than mentioned above that has arisen since the end of the half year to the date of this report that has significantly affected or may affect,

- (i) The operations of the company and the entities that it controls,
- (ii) The results of those operations,
- (iii) The state of affairs of the Consolidated Entity in subsequent years.

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**6. Other significant information**

N/A.

**7. Foreign Accounting standards**

N/A.

**8. NTA Backing**

	<b>2022</b>	<b>2021</b>
Net tangible asset backing per ordinary share	5.7 cents	18.03 cents

**9. Revenue and other income**

	<b>2022</b>	<b>2021</b>
	<b>\$</b>	<b>\$</b>
Operating activities		
Revenue from sale of goods and services, net of discounts	72,580,403	62,706,352
Interest income	430	3,954
Government Grants	285,382	660,661
Other income	651	-
<b>Total revenue and other income</b>	<u>72,866,866</u>	<u>63,370,967</u>
Government Grants – North America	-	146,115
Government Grants – Europe	2,790	283,546
Government Grants – Asia Pacific	282,592	231,000
Subtotal Government Grants	<u>285,382</u>	<u>660,661</u>
Other income	651	-
<b>Grand total Government Grants and Other Income</b>	<u>286,033</u>	<u>660,661</u>

SomnoMed has been granted diverse government grants which were awarded as government incentives due to COVID-19. In Europe, SomnoMed was granted \$2,790 in Spain. In the Asia Pacific region, we have recognised a total of \$282,592 in Australia (JobSaver program).

There are no unfulfilled conditions or other contingencies attached to the above-mentioned government grants.

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**10. Earnings per share**

	<b>2022</b>	<b>2021</b>
<b>Earnings per share</b>		
Net loss used in calculating basic and diluted earnings per share	(\$4,436,967)	(\$1,193,008)
Basic earnings per share (cents)	(5.65)	(1.52)
Diluted earnings per share (cents)	(5.65)	(1.52)
<b>Earnings per share – continuing operations</b>		
Net loss used in calculating basic and diluted earnings per share	(\$4,426,303)	(\$1,083,061)
Basic earnings per share (cents)	(5.63)	(1.38)
Diluted earnings per share (cents)	(5.63)	(1.38)
<b>Earnings per share – discontinued operation</b>		
Net loss used in calculating basic and diluted earnings per share	(\$10,664)	(\$109,947)
Basic earnings per share (cents)	(0.01)	(0.14)
Diluted earnings per share (cents)	(0.01)	(0.14)
Weighted average number of shares used in the calculation of basic earnings per share	78,555,610	78,427,082
Weighted average number of shares used in the calculation of diluted earnings per share	82,863,685	83,015,047
Shares on issue at year end per accounts	78,560,815	78,548,315
Number of options on issue at year end – each option is exercisable at between \$2.00 and \$2.33 per share and converts to one ordinary share	4,597,000	4,089,000
Adjustment has been made to the weighted average number of shares used in calculating diluted earnings per share for the options on issue that have an exercise price below the average market price for the year.		
Shares on issue at end of year	82,759,315	82,759,315
Less: Share issued but not recorded in accounts (being units in the Employee Share Trust for executives to acquire shares in the Company by utilising funds advanced by the Company)	(4,198,500)	(4,211,000)
Number of shares recorded as issued capital in Company's accounts	78,560,815	78,548,315



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**11. Cash flow reconciliation**

	<b>2022</b>	<b>2021</b>
	<b>\$</b>	<b>\$</b>
Reconciliation of operating loss after income tax to net cash outflow from operating activities		
Operating loss after income tax	(4,436,967)	(1,193,008)
Share based payments	1,190,352	33,335
Loan forgiveness (PPP Loan FY20)	-	(146,115)
Depreciation and amortisation	1,977,833	2,037,369
Depreciation and amortisation (AASB 16)	1,950,587	1,803,680
Net exchange differences	(729,625)	74,392
<b>Change in operating assets and liabilities</b>		
Increase in inventories	(759,442)	(87,700)
Increase in trade and other receivables	(373,418)	(2,860,740)
Increase in trade and other payables	2,248,841	1,939,332
Increase in provisions*	702,280	1,057,222
Decrease in deferred tax assets	87,248	48,007
Net cash inflow from operating activities	<u>1,857,690</u>	<u>2,705,774</u>

\* As part of the implementation of AASB16 for RSS as a discontinued business (practical expedient AASB 16.C10(b)), a total of A\$115,628 (FY21: A\$268,085) in provisions were offset against the closing balance of right-of-use assets for RSS.

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**12. Segment operations**

The Consolidated Entity produces and sells devices for the oral treatment of sleep related disorders primarily in the Asia Pacific region, the United States and Europe.

The Consolidated Entity has identified its operating segments based on the internal reports that are reviewed and used by the Board of Directors (chief operating decision makers) in assessing performance and determining the allocation of resources.

The Consolidated Entity is managed primarily on the basis of geographical segments and the operating segments are therefore determined on the same basis.

SomnoMed's operations during the period related to the production and sale of products treating sleep disordered breathing, which is the only business segment.

**Basis of accounting for purposes of reporting by operating segments**

*Accounting policies adopted*

Unless stated otherwise, all amounts reported to the Board of Directors as the chief decision maker with respect to operating segments are determined in accordance with accounting policies that are consistent to those adopted in the annual financial statements of the Consolidated Entity.

*Unallocated items*

The following items of revenue and expenses are not allocated to operating segments as they are not considered part of the core operations of any segment:

- derivatives and foreign exchange gains and losses; and
- corporate, research and development expenses.

**Information about reportable segments**

<b>Geographical location:</b>	<b>North America</b>	<b>Europe</b>	<b>Asia Pacific</b>	<b>CORE</b>	<b>RSS</b>	<b>GROUP</b>
<b>2022</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Total sales/billing revenue	24,829,706	43,517,382	15,450,931	83,798,019	-	83,798,019
Intersegment eliminations	(141,546)	(1,052,082)	(10,023,988)	(11,217,616)	-	(11,217,616)
<b>External sales revenue</b>	<b>24,688,160</b>	<b>42,465,300</b>	<b>5,426,943</b>	<b>72,580,403</b>	-	<b>72,580,403</b>
<b>Segment net profit before tax</b>	<b>3,330,018</b>	<b>8,153,390</b>	<b>1,162,325</b>	<b>12,645,733</b>	-	<b>12,645,733</b>
Unallocated expense items	-	-	(12,111,375)	(12,111,375)	(5,515)	(12,116,890)
Depreciation and amortisation	(635,809)	(1,334,312)	(1,966,069)	(3,936,190)	-	(3,936,190)
Government grant and other income	651	2,790	282,592	286,033	-	286,033
Interest income	-	231	199	430	13,049	13,479
Interest expense	(106,350)	(157,409)	(116,568)	(380,327)	(18,198)	(398,525)
<b>(Loss)/profit before tax</b>	<b>2,588,510</b>	<b>6,664,690</b>	<b>(12,748,896)</b>	<b>(3,495,696)</b>	<b>(10,664)</b>	<b>(3,506,360)</b>
Income tax expense	(91,614)	(644,468)	(194,525)	(930,607)	-	(930,607)
<b>(Loss)/profit after tax</b>	<b>2,496,896</b>	<b>6,020,222</b>	<b>(12,943,421)</b>	<b>(4,426,303)</b>	<b>(10,664)</b>	<b>(4,436,967)</b>
<b>Total Assets</b>	<b>10,498,119</b>	<b>26,499,949</b>	<b>20,729,389</b>	<b>57,727,457</b>	<b>366,090</b>	<b>58,093,547</b>
<b>Total Liabilities</b>	<b>4,802,697</b>	<b>17,255,465</b>	<b>7,704,564</b>	<b>29,762,726</b>	<b>542,586</b>	<b>30,305,312</b>

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**12. Segment operations (continued)**

<b>Geographical location:</b>	<b>North America</b>	<b>Europe</b>	<b>Asia Pacific</b>	<b>CORE</b>	<b>RSS</b>	<b>GROUP</b>
<b>2021</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Total sales/billing revenue	18,564,975	40,089,262	13,333,533	71,987,770	-	71,987,770
Intersegment eliminations	(58,893)	(1,258,160)	(7,964,365)	(9,281,418)	-	(9,281,418)
<b>External sales revenue</b>	<b>18,506,082</b>	<b>38,831,102</b>	<b>5,369,168</b>	<b>62,706,352</b>	<b>-</b>	<b>62,706,352</b>
<b>Segment net profit before tax</b>	<b>2,114,025</b>	<b>8,462,024</b>	<b>331,338</b>	<b>10,907,387</b>	<b>-</b>	<b>10,907,387</b>
Unallocated expense items	-	-	(7,793,675)	(7,793,675)	(70,541)	(7,864,216)
Depreciation and amortisation	(553,639)	(1,314,314)	(1,971,531)	(3,839,484)	-	(3,839,484)
Government grant, other income and other expense	146,115	290,442	20,547	457,104	-	457,104
Interest income	12	1,427	2,515	3,954	15,137	19,091
Interest expense	(143,755)	(185,553)	(139,877)	(469,185)	(51,191)	(520,376)
<b>(Loss)/profit before tax</b>	<b>1,562,758</b>	<b>7,254,026</b>	<b>(9,550,683)</b>	<b>(733,899)</b>	<b>(106,595)</b>	<b>(840,494)</b>
Income tax expense	475,893	(761,421)	(63,634)	(349,162)	(3,352)	(352,514)
<b>(Loss)/profit after tax</b>	<b>2,038,651</b>	<b>6,492,605</b>	<b>(9,614,317)</b>	<b>(1,083,061)</b>	<b>(109,947)</b>	<b>(1,193,008)</b>
<b>Total Assets</b>	<b>9,754,616</b>	<b>27,841,276</b>	<b>18,308,632</b>	<b>55,904,524</b>	<b>261,832</b>	<b>56,166,356</b>
<b>Total Liabilities</b>	<b>4,872,768</b>	<b>12,272,474</b>	<b>6,162,069</b>	<b>23,307,311</b>	<b>700,744</b>	<b>24,008,055</b>

**13. Property, plant and equipment**

	<b>2022</b>	<b>2021</b>
	<b>\$</b>	<b>\$</b>
<b>Plant and equipment</b>		
Plant and equipment - at cost	12,414,666	12,353,919
Accumulated depreciation	(8,154,676)	(7,857,197)
	<u>4,259,990</u>	<u>4,496,722</u>
<b>Leasehold improvements</b>		
Leasehold improvement - at cost	723,464	706,029
Accumulated depreciation	(543,353)	(476,065)
	<u>180,111</u>	<u>229,964</u>
Total property, plant and equipment	<u>4,440,101</u>	<u>4,726,686</u>

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**13. Property, plant and equipment (continued)**

Movements in the carrying amounts of property, plant and equipment during the current financial year:

	Plant and equipment	Leasehold improvements	Total
	\$	\$	\$
<b>Balance at 30 June 2020</b>	<b>3,706,792</b>	<b>214,896</b>	<b>3,921,688</b>
Additions	2,161,037	98,158	2,259,195
Depreciation expense	(1,228,812)	(67,733)	(1,296,545)
FX impact	(142,295)	(15,357)	(157,652)
<b>Balance at 30 June 2021</b>	<b>4,496,722</b>	<b>229,964</b>	<b>4,726,686</b>
Additions	1,131,650	32,018	1,163,668
Depreciation expense	(1,206,522)	(79,456)	(1,285,978)
FX impact	(161,860)	(2,415)	(164,275)
<b>Balance at 30 June 2022</b>	<b>4,259,990</b>	<b>180,111</b>	<b>4,440,101</b>

**14. Intangibles**

	2022	2021
	\$	\$
Patents and trademarks – at cost	1,820,152	1,854,581
Accumulated amortisation	(1,359,328)	(1,239,956)
	<u>460,824</u>	<u>614,625</u>
Product development expenditure capitalised	7,317,062	1,841,911
Accumulated amortisation	(697,109)	(588,202)
	<u>6,619,953</u>	<u>1,253,709</u>
Software	4,043,521	1,717,773
Accumulated amortisation	(1,714,756)	(1,265,457)
	<u>2,328,765</u>	<u>452,316</u>
Goodwill	6,037,974	6,259,968
	<u><b>15,447,516</b></u>	<u><b>8,580,618</b></u>

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14. Intangibles (continued)	2022	2021
	\$	\$
<b>Movements in patents and trademarks</b>		
Balance at beginning of year	614,625	653,849
Additions	-	153,688
Amortisation expense	(142,928)	(186,568)
FX impact	(10,873)	(6,344)
Balance at end of year	<u>460,824</u>	<u>614,625</u>
<b>Movements in product development expenditure capitalised</b>		
Balance at beginning of year	1,253,709	299,191
Additions	5,475,151	1,050,508
Amortisation expense	(108,907)	(95,990)
Balance at end of year	<u>6,619,953</u>	<u>1,253,709</u>
<b>Movements in software</b>		
Balance at beginning of year	452,316	506,483
Additions	2,304,922	409,833
Amortisation expense	(440,020)	(458,265)
FX impact	11,547	(5,735)
Balance at end of year	<u>2,328,765</u>	<u>452,316</u>
<b>Movements in goodwill</b>		
Balance at beginning of year	6,259,968	6,469,053
FX impact	(221,994)	(209,085)
Balance at end of year	<u>6,037,974</u>	<u>6,259,968</u>

Intangible assets, other than goodwill, have finite useful lives. The current amortisation charges for intangible assets are included under depreciation and amortisation expenses per the consolidated statement of profit or loss and other comprehensive income. Goodwill has an indefinite useful life.

Goodwill is allocated to cash generating units, which are based on the Group's geographic reporting segments.

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**15. Borrowings**

	<b>2022</b>	<b>2021</b>
	<b>\$</b>	<b>\$</b>
Current borrowings	4,877,475	-
Non-current borrowings	2,013,461	2,348,226
	<u>6,890,936</u>	<u>2,348,226</u>

*HSBC credit facility (Commercial Borrowing)*

- In June 2019, SomnoMed Limited secured a EUR 3 million (A\$4.8 million) credit facility, in the form of an overdraft facility, with HSBC France, Amsterdam Branch. The overdraft facility comprises an interest calculated at the Main Refinancing Operations rate published by the European Central Bank (provided that, if such interest rate is less than zero, it shall be deemed to be zero), increased with the applicable margin of 2.75%. The Main Refinancing Operations Rate is currently at 0%. The facility was fully repaid by SomnoMed on 21st July 2022.

*Unsecured loan facilities (Government Borrowings)*

- In March 2020, SomnoMed AG (Switzerland) secured a CHF 0.5 million (A\$0.756 million) Government-backed unsecured loan facility with Credit Suisse (maturity of 5 years). The interest payable is currently at 0.50% per annum. This loan expires on 26 February 2025. This loan is expected to be repaid in August-22.
- In May 2020, SomnoMed France SAS (France) secured a EUR 0.515 million (A\$0.832 million) Government-backed unsecured loan facility with Société Générale. The interest payable is at 0.5% per annum in the first year (after a grace period of 12 months. Maturity of 5 years). This loan expires on 20 May 2026.
- In June 2020, SomnoMed Germany GmbH (Germany) secured a EUR 0.5 million (A\$0.807 million) Government-backed unsecured loan facility with Commerzbank (maturity of up to 6 years). The interest payable is 3% per annum. This loan expires on 30 June 2030.

**16. Lease Liabilities**

	Future minimum lease payments		Interest		Present value of minimum lease payments	
	30 June 2022	30 June 2021	30 June 2022	30 June 2021	30 June 2022	30 June 2021
	\$	\$	\$	\$	\$	\$
Less than one year	2,006,166	2,261,182	226,347	305,167	1,779,819	1,956,015
Between one year and five years	3,522,573	4,883,453	289,689	477,996	3,232,884	4,405,457
More than five years	108,095	204,405	1,407	6,491	106,688	197,914
	<u>5,636,834</u>	<u>7,349,040</u>	<u>517,443</u>	<u>789,654</u>	<u>5,119,391</u>	<u>6,559,386</u>

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**17. Issued Capital**

	<b>2022</b>	<b>2021</b>
	<b>\$</b>	<b>\$</b>
Issued and fully paid ordinary shares		
82,759,315 (2021: 82,759,315) ordinary shares		
Balance of issued capital at the beginning of year	84,002,809	84,002,809
Shares issued during period:	-	-
Less issue costs	-	-
Balance of issued capital at end of year	<u>84,002,809</u>	<u>84,002,809</u>
Less shares issued but not recorded in accounts		
- 1,830,000 shares (2021: 1,842,500) issued at \$1.17	(2,141,100)	(2,155,725)
- 150,000 shares (2021: 150,000) issued at \$1.18	(177,000)	(177,000)
- 20,000 shares (2021: 20,000) re-issued at \$1.64	(32,800)	(32,800)
- 200,000 shares (2021: 200,000) issued at \$1.67	(334,000)	(334,000)
- 20,000 shares (2021: 20,000) re-issued at \$1.79	(35,800)	(35,800)
- 456,000 shares (2021: 456,000) re-issued at \$1.87	(852,720)	(852,720)
- 350,000 shares (2021: 350,000) issued at \$2.09	(731,500)	(731,500)
- 664,000 shares (2021: 664,000) re-issued at \$2.184	(1,450,176)	(1,450,176)
- 493,000 shares (2021: 493,000) issued at \$2.40	(1,183,200)	(1,183,200)
- 12,500 shares (2021: 12,500) issued at \$3.44	(43,000)	(43,000)
- 3,000 shares (2021: 3,000) issued at \$3.61	(10,830)	(10,830)
Total advances to executives to acquire shares in the Company	<u>(6,992,126)</u>	<u>(7,006,751)</u>
Cancellation and re-issue of units within Employee Share Trust*	<u>(2,739,264)</u>	<u>(2,739,264)</u>
Issued share capital recorded in the Company accounts	<u>74,271,419</u>	<u>74,256,794</u>

Ordinary shares participate in dividends and the proceeds on winding up of the Company in proportion to the number of shares held. At shareholders' meetings each ordinary share is entitled to one vote when a poll is called, otherwise each shareholder has one vote on a show of hands.

At 30 June 2022 there were 8,795,500 (2021: 8,300,000) unissued ordinary shares for which options were outstanding (including 4,198,500 (2021: 4,211,000) issued ordinary shares which are treated as options in these accounts).

\*In prior years ordinary shares were issued to the Company's Employee Share Trust on behalf of management of the Company at issue prices up to \$3.61 per share. These shares were financed by non-recourse loans and have been treated as options in the Company's accounts. In June 2020 share units issued by the EST in 2016 at \$3.44 and in 2017 at \$3.61 to existing employees were cancelled and an identical number of units were reissued at \$1.17 to those employees with extended vesting conditions. The amount payable by the EST to the Company as non-recourse loans relating to those prior issues at \$3.44 and \$3.61 per share was recorded as being non recoverable and a new loan at the lesser amount of \$1.17 per share is reflected in these accounts. The additional share option expense incurred in relation to the issue of units at \$1.17 will be brought to account over the revised vesting periods and no further share option expense will be brought to account for the issues at \$3.44 and \$3.61 per share.

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**18. Trade and other receivables**

	<b>2022</b>	<b>2021</b>
<b>Current</b>	<b>\$</b>	<b>\$</b>
Trade receivables	7,571,797	6,860,257
Less allowance for expected credit losses	(194,719)	(204,010)
	<u>7,377,078</u>	<u>6,656,247</u>
Other receivables	1,556,812	1,434,576
Prepayments	2,379,760	2,462,028
	<u>11,313,650</u>	<u>10,552,851</u>

**19. Income tax expense**

a. The components of tax expense\* comprise:

Current tax	857,111	298,618
Deferred tax	73,496	50,544
	<u>930,607</u>	<u>349,162</u>

\* Excludes RSS

b. The prima facie tax on loss before income tax is reconciled to the income tax expense as follows:

Prima facie income tax expense calculated using the Australian tax rate of 30% (2021: 30%)	(1,048,709)	(220,170)
Decrease in income tax expense due to non-(deductible)/assessable and other items	1,979,316	569,332
Income tax expense*	<u>930,607</u>	<u>349,162</u>

\* Excludes RSS

c. Deferred tax assets

Recognised deferred tax assets		
Plant and equipment	(62,417)	(59,348)
Accruals	683,569	576,757
Provisions	547,492	432,743
Deferred revenue	54,530	53,820
Future royalty deduction	1,045,721	840,791
PPP Cares Act	-	-
Tax losses carried forward	682,082	1,193,462
Deferred tax assets	<u>2,950,977</u>	<u>3,038,225</u>

d. Movement in temporary differences and tax losses during the year

Carrying amount at beginning of financial year	3,038,225	3,086,232
Recognised in the consolidated statement of profit or loss and other comprehensive income	(73,496)	(50,544)
FX impact	(13,752)	2,537
Carrying amount at end of financial year	<u>2,950,977</u>	<u>3,038,225</u>



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**19. Income tax expense (continued)**

	<b>2022</b>	<b>2021</b>
	\$	\$
e. Deferred tax assets not brought to account		
Deferred tax assets not brought to account, the benefits of which will only be realised if the conditions for deductibility set out in Note 3(l) occur		
Tax losses	4,835,217	2,799,059
Temporary differences	2,950,100	3,116,030
	<u>4,835,217</u>	<u>3,116,030</u>

**20. Right-of-use assets**

Right-of-use assets - non-current	4,675,691	5,615,740
	<u>4,675,691</u>	<u>5,615,740</u>
Land and buildings - right-of-use	7,773,518	7,423,016
Lease modifications*	129,128	60,620
Less: accumulated depreciation	(4,044,483)	(2,562,075)
	<u>3,858,163</u>	<u>4,921,561</u>
Plant and equipment - right-of-use	168,332	135,528
Lease modifications*	-	1,228
Less: accumulated depreciation	(110,162)	(82,091)
	<u>58,170</u>	<u>54,665</u>
Vehicles - right-of-use	1,717,060	1,218,147
Lease modifications*	-	13,980
Less: accumulated depreciation	(957,702)	(592,613)
	<u>759,358</u>	<u>639,514</u>

'Land and buildings' include offices utilised as administration offices, laboratories and also the lease for the global manufacturing site. 'Plant and equipment' are comprised mostly of leased printers and, to a smaller extent, intra-oral scanners. 'Vehicles' relate to leased cars to sales and administration staff.

\*Lease modifications for surrender of leases, early terminations and changes to lease terms.

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**20. Right-of-use assets (continued)**

	<b>2022</b>	<b>2021</b>
	\$	\$
Balance at the beginning of the year	5,615,740	6,317,333
Additions	881,410	1,026,259
Lease modifications*	129,128	75,828
Depreciation expense (AASB 16)	(1,950,587)	(1,803,680)
Balance at end of the year	<u>4,675,691</u>	<u>5,615,740</u>
Depreciation expense - land and buildings	(1,542,220)	(1,440,382)
Depreciation expense - plant and equipment	(29,299)	(37,371)
Depreciation expense - vehicles	(379,068)	(325,927)
Total depreciation expense (AASB 16)	<u>(1,950,587)</u>	<u>(1,803,680)</u>

\*Lease modifications for surrender of leases, early terminations and changes to lease terms.

**21. Interest expense - leases**

Interest expense due to Borrowings and Capital Leases	(84,033)	(129,750)
Interest expense due to AASB 16	(296,294)	(339,435)
	<u>(380,327)</u>	<u>(469,185)</u>

**22. Cash outflows - leases**

Total Cash outflows - leases	(2,830,860)	(2,917,464)
	<u>(2,830,860)</u>	<u>(2,917,464)</u>
Interest payment due to Borrowings and Capital Leases	(84,033)	(103,667)
Interest payment due to AASB 16	(296,294)	(390,626)
Total interest paid - leases (cash outflow from operating activities)	<u>(380,327)</u>	<u>(494,293)</u>
Principal payment of Capital Leases	(172,308)	(182,567)
Principal payment due to AASB 16	(2,412,202)	(2,479,342)
Proceeds from leases as lessor (RSS)	133,977	238,738
Total principal payment - leases (cash outflow from financing activities)	<u>(2,450,533)</u>	<u>(2,423,171)</u>

**SomnoMed Limited**  
**Notes to the preliminary consolidated financial statements**  
**for the year ended 30 June 2022**

**23. Committed and not yet commenced leases**

There were no leases committed at the end of June 2022 which had not initiated before 30 June 2022 and which are not represented on the consolidated statement of financial position.

**24. Short-term and low value leases**

The table below outlines leases which were elected not to apply AASB 16 paragraphs 22 to 49 and, as such, are recognised directly as an expense on the consolidated statement of profit or loss.

	<b>2022</b>	<b>2021</b>
	<b>\$</b>	<b>\$</b>
Expenses with short-term leases (2022: 3 agreements; 2021: 8 agreements)	(18,409)	(35,114)
Expenses with low-value assets (2022: 7 agreements; 2021: 2 agreements)	(7,659)	(2,366)
	<u>(26,068)</u>	<u>(37,480)</u>

**25. Trade and other payables**

	<b>2022</b>	<b>2021</b>
	<b>\$</b>	<b>\$</b>
<b>CURRENT</b>		
Trade payables, other payables and accruals	12,593,253	10,333,612
Deferred revenue	1,339	4,446
Deferred rent	259,668	256,285
	<u>12,854,260</u>	<u>10,594,343</u>

## Audit

This report is based on accounts which are in the process of being audited.

Description of likely dispute or qualification if the accounts have not yet been audited or subject to review or are in the process of being audited or subjected to review – Nil.

Description of dispute or qualification if the accounts have been audited or subjected to review – Nil.



Sign here:

(Director)

Date: 23<sup>rd</sup> August 2022

Print name: G Russo