



Sleep Medicine – Is the revolution real?

**Canaccord Drug & Devices
Conference in Noosa**

October 2025



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SomnoMed is the global leader in Oral Appliance Therapy (OAT)

Overview

FY25 highlights

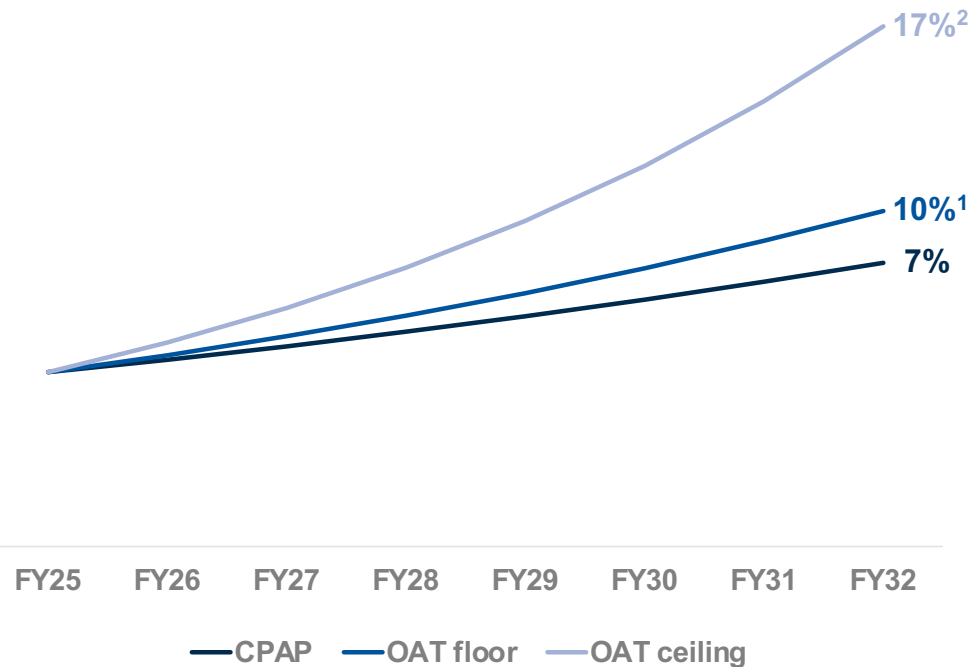
Technological Competitive Advantage	20+	Countries with operational presence	+22%	Revenue growth in FY25 to \$111.5m
	20+	Years of product development	\$9.2m	EBITDA ¹ vs \$0.6m in FY24
	7,000+	Dental sleep relationships globally	Positive	Operating and free cash flow
	1M+	Patients treated worldwide	\$183M	Market cap as at 7 October 2025 (vs \$55M as at 30 Jun 2024)
		Proprietary Bflex liner improves comfort and product function		

1. EBITDA excludes leases payments of \$3.0m (FY24: \$2.8m), share/options expenses, unrealised foreign exchange gain/(loss), one-off costs and discontinued operations. FY25 one-off costs includes one off conservative provision for resolution of legacy tax matters outstanding and tranche 2 restructure costs. FY24 includes tranche 1 restructure costs

Structural tailwinds are driving growth in OSA treatment

Growth Forecast

Estimated Global OSA Treatment Market
CAGR (%)



Structural Growth Drivers

Increased awareness

Data and health economics

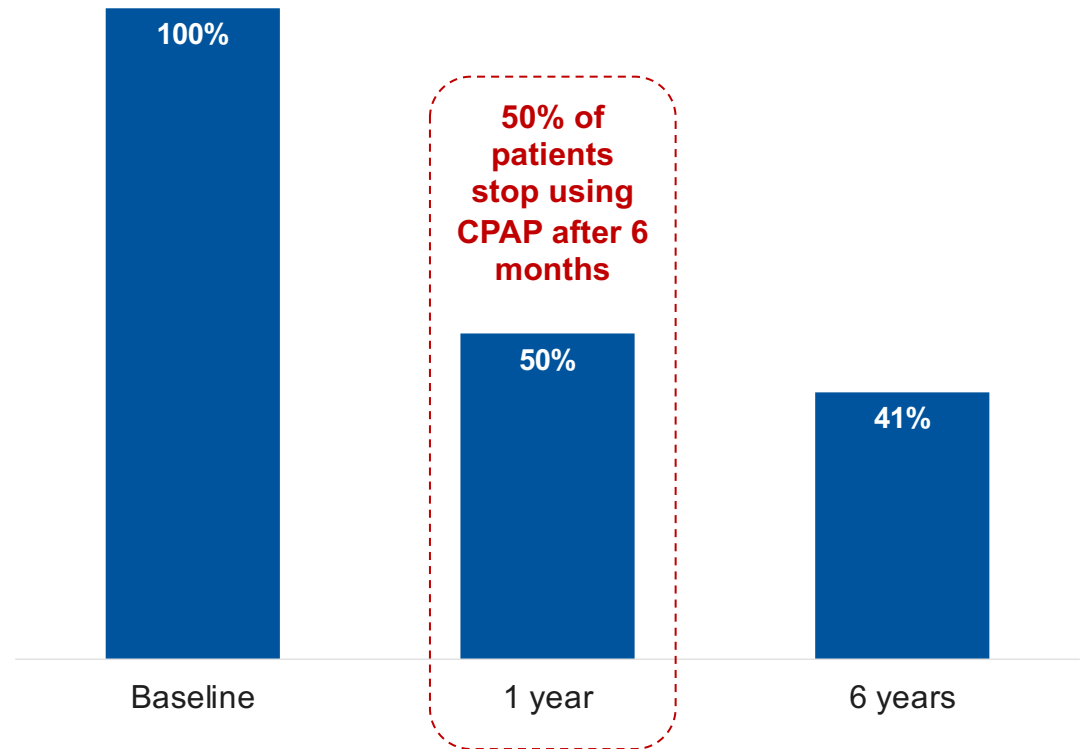
Medical guidelines and
reimbursement

GLP-1s

OAT is an effective solution to treat OSA


Poor CPAP compliance is widely regarded as a limiting factor in treating OSA^{1,2,3,4,5}

OAT is an effective and reimbursed alternative to CPAP⁶



1. Rotenberg, B. W., et. al. (2016). *J. Otolaryngol. Head Neck Surg.* 45, 1–9.
2. Borker, P. V., et. al. (2021). *Am. J. Respir. Crit. Care Med.* 204(3): 339-346.
3. Contal, O., et al. (2021). *Front. Med.* 8:626361
4. Watson W., et. al. (2025). "Prevalence and unmet need of Obstructive Sleep Apnea in the United States". *Sleep*, Vol. 48, Page A278
5. Benjafield, A.V. et. al. (2019). "Estimation of the global prevalence and burden of OSA: a literature-based analysis". *Lancet Respiratory Medicine*. 7(8): 687-698
6. Source: SomnoMed Effectiveness Equation Simulator utilising 2013 Phillips data set (n=108)

The health economics of OAT will support the disruption of the OSA treatment market

	<div>OAT </div>	CPAP	Hypoglossal Nerve Stimulation and other Surgical Procedures
5yr Cost	Low – Med	Med – High	Very High
Invasiveness	Low	Moderate	High
Compliance	High	Low - Moderate	High

Rest Assure® sets a new standard with continuous monitoring in OAT

- ✓ Rest Assure® is a SomnoDent Avant® with embedded sensors enabling nighttime monitoring
- ✓ Provides CPAP equivalent data for compliance and efficacy of OAT
- ✓ Data to support modifying medical guidelines and reimbursement evaluations
- ✓ Potential for new reimbursement models with on-going revenue from data
- ✓ FDA clearance granted for compliance; submission for efficacy underway



SomnoMed is well positioned for growth in the expanding OSA market.



Significant total addressable market with 900+ million individuals suffering from OSA globally.



Increasing consumer awareness, growth in GLP-1 drugs, and demand for CPAP alternatives is growing the OAT market.



SomnoMed is the market leader in oral appliances for the treatment of OSA.



Advancing the development of Rest Assure, the first technology-enabled oral device.

Thank you

