



30 April 2025

FY25 Q3 Quarterly Report

SomnoMed Limited (ASX “SOM” or the Company), the leading provider of oral appliance treatment solutions for sleep-related breathing disorders and obstructive sleep apnea (OSA), is pleased to provide its quarterly activities report for the period ended 31 March 2025 (Q3 FY25).

Financial Summary

- Q3 FY25 revenue of \$27.7 million, +23.2% (+20.2% in constant currency) versus the previous corresponding period (pcp).
- Cash balance increased to \$18.7 million as at 31 March 2025.
- The Company reconfirms its FY25 guidance as follows:
 - Revenue of approximately \$105 million
 - EBITDA¹ of between \$7 million to \$9 million
 - Capex of between \$3 million to \$4 million

Operational Comments for the Quarter

Q3 FY25 revenue in all geographies achieved double digit growth compared to the pcp.

Financial Review

Q3 FY25 revenue of \$27.7 million, +23.2% (+20.2% in constant currency) versus the pcp.

Revenue (A\$000's)	Q3 FY25	Q3 FY24	% Change	% Change
	(A\$000's)	(A\$000's)	Actual	Constant Currency
Europe	16,342	13,684	19.4%	17.7%
North America	9,704	7,380	31.5%	25.8%
APAC	1,636	1,413	15.7%	15.5%
Total Group Revenue	27,682	22,477	23.2%	20.2%

Net cash inflow from operating activities in Q3 FY25 was positive at \$0.8 million.

At 31 March 2025, the Company had a cash balance of \$18.7 million and low interest government-backed COVID-19 related unsecured loan facilities in Europe fully drawn at \$1.0 million in total. The net cash is therefore \$17.7 million.

¹ EBITDA does not include AASB 16 lease payments, share/option expenses, unrealised forex gain/(loss), one off restructuring costs and discontinued operations.

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USA Tariffs

On 7 April 2025, the Company provided an update in response to the reciprocal tariffs announced by the United States of America (USA) on 2 April 2025 US time.

Effective 10 April 2025, the USA then implemented a 90 day pause on the majority of the reciprocal tariffs.

The Company has since received formal advice on an opportunity to leverage duty-free treatments for medical devices imported into the USA under the Nairobi Protocol, incorporated under the Harmonised Tariff Schedule of the United States. The Company is currently in the process of scoping the exemption through a self-assessment mechanism and will continue to work with our advisors to seek formal ruling with the US Customs and Border Protection. SomnoMed's products are used to treat patients with chronic respiratory conditions and our devices are cleared for patient use by the US Food and Drug Administration (FDA).

We remain committed to ensuring patients have uninterrupted access to care.

Quarterly payments to related parties and their entities

Cash outgoing for the quarter included payments of \$0.3 million in relation to co-CEO's pursuant to their employment contracts and the payment of non-executive directors' fees.

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

For further information please contact

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About SomnoMed SomnoMed is a public company providing treatment solutions for sleep-related breathing disorders including obstructive sleep apnea, snoring and bruxism. SomnoMed was commercialised on the basis of extensive clinical research. Supporting independent clinical research, continuous innovation and instituting medical manufacturing standards has resulted in SomnoDent® becoming the state-of-the-art and clinically proven medical oral appliance therapy for more than 1 million patients in over 20 countries. For additional information, visit SomnoMed at <http://www.somnomed.com.au>

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