

## SomnoMed 1H FY26 Half Year Results

**SomnoMed Limited (ASX “SOM” or the Company)**, the leading company in the provision of oral appliance treatment solutions for sleep-related breathing disorders and obstructive sleep apnea (OSA), is pleased to provide its 1H FY26 half year results for the period ended 31 December 2025 (1H FY26).

### 1H FY26 Highlights

- Record revenue of \$60.7m, up 13% (+8% in constant currency) on 1H FY25.
- EBITDA<sup>1</sup> of \$7.8m, up 35% from \$5.8 million in 1H FY25 supported by continued drive for operating leverage, with budgeted investments weighted more to 2H FY26.
- Gross margin remains broadly consistent at 61.3% versus 61.6% in 1H FY25.
- Capex spend of \$3.4m versus \$1.4m in 1H FY25, reflecting planned manufacturing investment to support growth and meet year-end peak demand.
- Operating cash inflow of \$2.5m<sup>2</sup>, free cash outflow of \$0.9m<sup>3</sup> and positive net cash flow of \$1.0m<sup>4</sup> before exchange rate adjustments.
- Net cash balance of \$17.3m at 31 December 2025, versus a \$16.5m net cash at 30 June 2025.
- The expanded manufacturing capacity by over 20% ahead of year-end peak demand, reducing our reliance on both staff and facility overtime.
- Strengthened leadership team through the appointment of a Chief Marketing Officer and newly created role of Chief Transformation Officer.
- The Company reaffirms its FY26 guidance of:
  - Revenue of between \$119m and \$126m
  - EBITDA<sup>5</sup> of between \$10m and \$12m
  - Capex spend of between \$6m and \$8m

Karen Borg and Amrita Blickstead, SomnoMed’s Co-CEOs, said “*SomnoMed delivered a solid first-half result, supported by continued momentum across core markets and targeted investment in manufacturing capacity to support operational efficiency. With a large global population affected by obstructive sleep apnea and SomnoMed’s established leadership in oral appliance therapy, the Company remains focused on disciplined execution and positioning the business for sustainable growth.*”

<sup>1</sup> EBITDA excludes leases payments (\$1.6m), share/option expenses (\$1.5m), unrealised foreign exchange gain/(loss) (\$0.5m), one-off costs (\$0.6m - tranche 3 restructure) and discontinued operations (nil).

<sup>2</sup> Statutory operating cash flow of \$4.1m less \$1.6m of lease costs.

<sup>3</sup> Free cash flow of -\$0.9m represents operating cash flow of \$2.5m less investing cash flow of \$3.4m.

<sup>4</sup> Net cash flow before exchange rate adjustments of \$1.0m represents free cash flow of -\$0.9m plus financing cash flow of \$1.9m.

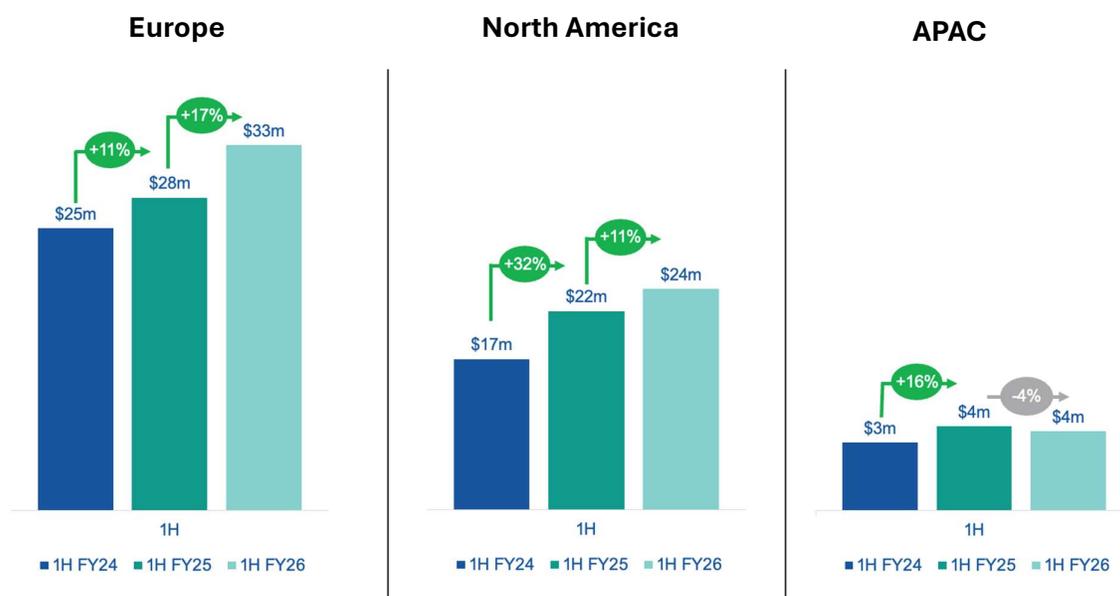
<sup>5</sup> EBITDA excludes leases payments of between \$3m-\$3.5m for full FY26, share/option expenses, unrealised foreign exchange gain/(loss), one-off costs and discontinued operations.

## 1H FY26 Financial Review

SomnoMed is pleased to report record 1H FY26 revenue of \$60.7m (1H FY25: \$53.7m). The Company continued to experience double digit growth across Europe and North America. Europe remains the Company's largest region at 54% of 1H FY26 revenue, facilitated by reimbursement in most Western European jurisdictions. North America accounted for 40% of 1H FY26 revenue, an increase in contribution relative to prior years. APAC contribution represented 6% of 1H FY26 revenue. 1H FY26 unit sales demonstrated sustained growth, exceeding those of 1H FY25, which had benefitted from the clearing of FY24 backlog.

The Company generated EBITDA<sup>1</sup> of \$7.8m in 1H FY26 (1H FY25 \$5.8m), supported by the continued drive for operating leverage. With certain budgeted operational and personnel investments weighted more towards the second half of FY26, the Company currently expects full year EBITDA<sup>5</sup> guidance to remain at \$10-12m.

Capex spend of \$3.4m (1H FY25: \$1.4m) reflected the acquisition of milling machines and other manufacturing equipment to support capacity expansion and product development spends.



Revenue (A\$000's)	1H FY26	1H FY25	% Change	% Change
	(A\$000's)	(A\$000's)	Actual	Constant Currency
Europe	32,727	28,007	17%	8%
North America	24,375	21,931	11%	10%
APAC	3,615	3,771	-4%	-4%
<b>Total Group revenue</b>	<b>60,717</b>	<b>53,709</b>	<b>13%</b>	<b>8%</b>

## Europe

Growth in Europe was driven by continued strong performance in France and Germany, enabled by strong demand coupled with favourable reimbursement. The UK benefited from growth of adoption in key clinical sites initiated by the NHS tender appointment in 2025.

## North America

Revenue seasonality remains a key driver for the US market during the first half, as customer and patient demand peaked, driven by year-end insurance claim windows. Prior year price modifications contributed to US revenue growth.

## Asia Pacific

Regional demand in Asia Pacific has moderated amid increased competition and broader economic headwinds, with Australia remaining the primary market. While Asia Pacific represents approximately 6% of Group revenue, the Company remains committed to serving the region.

## **1H FY26 Operational highlights**

### Manufacturing update

During the half, SomnoMed increased manufacturing capacity by more than 20%, through the installation of additional milling machines and broader facility upgrades. This reduced reliance on both staff and facility overtime during the elevated demand in December without impacting turnaround times, while creating additional capacity headroom ahead of demand.

SomnoMed's manufacturing production turnaround time (TAT) also improved significantly over the period, with December 2025 levels reduced by over 50% compared to June 2025, reflecting the Company's continued focus on operational efficiency and facility optimisation.

The expansion program continues into 2H FY26, providing further capacity headroom to support demand growth and operational flexibility.

### Senior leadership appointments

In February, the Company strengthened its leadership team with the appointment of two new senior executives.

Nathan Minnich was appointed as Chief Marketing Officer, bringing extensive global commercial and marketing leadership across the dental, sleep and medical technology sectors, including senior roles at Treace Medical Concepts, Align Technology and LivaNova.

Greg Knight was appointed as Chief Transformation Officer, a newly created role to support the Company's next phase of growth. He brings over 20 years of global medical device product, manufacturing and operations experience, including senior leadership roles at ResMed.

## **Rest Assure®**

The Company continues to review FDA feedback in relation to the proposed US-based clinical study to support a potential FDA 510K submission for efficacy monitoring. In parallel, the Company has recently commenced an assessment of potential pathways to accelerate commercialisation of Rest Assure® under its existing FDA clearance for built-in compliance monitoring. The Company will provide further updates on both initiatives as appropriate.

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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>