



27th November 2024

FY25 Guidance Upgrade and Appointment of CFO

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 an FY25 guidance upgrade and the appointment of a Chief Financial Officer (CFO).

Trading year to date has been healthy, with Q1 FY25 having closed on total revenue of \$25.3 million, +18.2% (+20.3% in constant currency) versus the previous corresponding period, and Q2 has started out strongly. Revenue in all key geographies grew strongly as production turnaround times continued to improve and demand remains robust.

While this positive trend is expected to continue, there is an expectation that growth will slow in the remaining quarters as order backlog is cleared. The Company also intends to make key budgeted operational and personnel investments.

We have factored these dynamics into the revised FY25 guidance below.

Revising FY25 Guidance

Given the strong start to trading, the Company is upgrading guidance to the following for FY25

- Revenue of **approximately \$105 million** (5% increase compared to previous guidance of approximately \$100 million)
- EBITDA¹ of **more than \$7 million** (40% increase compared to previous guidance of more than \$5 million)

CFO Appointment

SomnoMed welcomes the appointment of Ye-Fei Guo as CFO, effective from 27 November 2024. Ms Guo commenced her career as a Chartered Accountant at PwC, before expanding her career across a wide breadth of areas including ASX listed, private equity, healthcare operations, start-up and company secretarial. Ms Guo has over 20 years of finance experience and was the former VP of Finance at Brookfield where she spent over 10 years. Ms Guo joined the Company in August as SomnoMed’s Finance Director and has already proven to be a valuable asset to the team.

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

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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 940,000 patients in over 20 countries. For additional information, visit SomnoMed at <http://www.somnomed.com.au>

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