

## FY25 Q4 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 30 June 2025 (Q4 FY25).

### Q4 FY25 Highlights

- Q4 FY25 revenue of \$30.1m, up 25.1% (17.9% in constant currency) versus previous corresponding period (pcp).
- Commenced works to expand the footprint of our facility to deliver additional capacity. Capacity of at least 25% is expected to come online in FY26.
- FY25 full year EBITDA<sup>1</sup> expected to be towards the top end of the \$7m to \$9m guidance range.
- FY25 full year positive free cash flow of \$0.8m.
- During FY25 H2, the Company surpassed treating 1 million patients.

Karen Borg and Amrita Blickstead, Co-CEO’s, commented, “We are delighted to be the only oral appliance company to have achieved the milestone of treating 1 million patients. This confirms our global market leadership and was made possible by the confidence of our patients and customers in our products and services.”

### Q4 FY25 Financial Review

Q4 FY25 revenue of \$30.1m, up 25.1% (+17.9% in constant currency) versus pcp, split regionally as follows:

| Revenue (A\$000's)         | Q4 FY25       | Q4 FY24       | % Change     | % Change          |
|----------------------------|---------------|---------------|--------------|-------------------|
|                            | (A\$000's)    | (A\$000's)    | Actual       | Constant Currency |
| Europe                     | 17,083        | 13,532        | +26.2%       | +16.1%            |
| North America              | 11,413        | 8,848         | +29.0%       | +25.0%            |
| APAC                       | 1,607         | 1,680         | -4.4%        | -5.3%             |
| <b>Total Group Revenue</b> | <b>30,103</b> | <b>24,060</b> | <b>25.1%</b> | <b>17.9%</b>      |

Europe and North America continued to grow strongly over the quarter, driven by a combination of price increase and new and returning customers. APAC demand moderated in Q4 after strong growth throughout the year, with Australia slowing post a price increase, however brand loyalty and medical referrals remain strong.

Continued focus on streamlining production has reduced the backlog at 30 June 2025 to a negligible level.

<sup>1</sup> EBITDA excludes lease payments of \$3.0m, share/option expenses, unrealised forex gain/(loss), one off restructuring costs and discontinued operations.

## Q4 FY25 Operational Update

The Company has uplifted capacity to meet ongoing demand, and backlog has been reduced to negligible levels. The Company has also commenced works to further expand the footprint of our facility to deliver additional capacity. Capacity of at least 25% is expected to come online in FY26.

The Company commenced a second round of cost optimisation, expected to be completed during FY26. One-off restructuring costs associated with these changes are expected to total \$1.0m and will enable further optimisation of resources and capability across the business. Resulting ongoing savings are expected to be redeployed across other areas of the business.

## Rest Assure®

During Q4 FY25, Professor Peter Cistulli, an Australian key opinion leader and the ResMed Chair in Sleep Medicine at the University of Sydney, was the senior author of a research paper in the Journal of Clinical Sleep Medicine entitled “Evaluation of a novel smart mandibular advancement device for nightly monitoring of treatment”. The data from Rest Assure® was compared with the data from polysomnography (the gold standard in diagnosing OSA). This paper confirms Rest Assure’s® ability to monitor clinically relevant data including AHI, compliance and sleep position. The authors note that “this device could enhance clinical care by allowing monitoring of treatment and compliance data in a manner similar to that already available for CPAP” and “the ability to provide clinicians with relevant sleep metric on a nightly basis has the potential to enhance clinical update of [oral appliance] therapy.”

Karen Borg and Amrita Blickstead, Co-CEO’s, commented, “We are delighted that this data confirms the potential of Rest Assure® to disrupt the current treatment pathways for OSA and will provide objective confirmation to both physicians and patients that oral device therapy is an effective first line treatment.”

The Company continues its preparation for the US based clinical trial, which underpins the Company’s planned FDA 510k submission for efficacy monitoring.

## FY25 Update

The Company provides the following update on FY25 full year unaudited financials:

- FY25 revenue of \$111.5m, up 21.6% (+19.5% in constant currency) versus pcp and exceeds the market guidance of greater than \$105m.
- FY25 EBITDA<sup>2</sup> expected towards the top of the \$7m to \$9m guidance range.
- Positive FY25 net cash inflow from operating activities of \$4.9m<sup>3</sup>, positive free cash flow of \$0.8m and positive net cash flow of \$0.4m.
- Cash balance of \$17.3m as at 30 June 2025, and a net cash balance of \$16.5m.
- Capex spend of \$4.1m.

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<sup>2</sup> EBITDA excludes lease payments of \$3.0m, share/option expenses, unrealised forex gain/(loss), one off restructuring costs and discontinued operations.

<sup>3</sup> ASX Appendix 4C cash flow report discloses \$4.9m of FY25 cash flows from operating activities which includes \$3.0m of payment for leased asset costs.

### **Quarterly payments to related parties and their entities**

Cash outgoings 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>