



SomnoMed appoints new Executive Vice-President Sales and Marketing, North America

17th September 2019, SomnoMed Limited (ASX:SOM) announced today the appointment of Mr Matthew Conlon as Executive Vice-President Sales and Marketing for the North American region. Mr Conlon will commence his role on 1st October 2019 at the US head office in Plano, Texas.

Mr Conlon brings an innovative global commercialization mindset to SomnoMed. He has extensive experience in the medical devices industry and medical technologies sector and possesses broad expertise in scaling organizations, working through involved and complex strategy and navigating change. Matthew comes to SomnoMed from AM Surgical, Inc. and prior to that worked at Cantel Medical and Respironics before Phillips acquired that company in 2007.

“We are very pleased to have made this appointment, which will strengthen and focus the sales and marketing efforts in North America and bring this function directly under my control,” commented global CEO, Mr Neil Verdal-Austin. “We have made some significant and necessary changes to restructure the US team over the past few months and are delighted to have Matthew join our company in the US,” added Mr Verdal-Austin.

The Company’s investor presentation released in August 2019 showed much improved results for the fourth quarter in the North American region and indicated a positive turn around in the quarter. The North American revenue growth for that quarter was 22% (in US\$) and augurs well for the future of that region. This appointment will allow the company to capitalize on that growth and ensure that SomnoMed and its range of SomnoDent® products reach more and more patients requiring an effective and comfortable solution for the treatment of Obstructive Sleep Apnea.

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About SomnoMed

SomnoMed is a public company providing diagnostic and treatment solutions for Sleep-related Breathing Disorders including obstructive sleep apnea, snoring and bruxism. SomnoMed was commercialized 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 500,000 patients in 28 countries. For additional information, visit SomnoMed at <http://www.somnomed.com.au>