



## **Strong finish to the financial year for SomnoMed**

**15<sup>th</sup> July 2015**, SomnoMed Limited (ASX:SOM) announced today that in Q4 of the financial year 2014/15 it had broken sales records in all three geographic regions – North America, Europe and APAC/Japan, recording a year on year growth for the quarter of 21.2%. During the three months period sales reached 14,517 units, the highest quarterly unit sales in the history of SomnoMed. Quarterly sales in North America exceeded of 8,000 units; Europe sold over 5,000 units and the combined APAC/Japan region sold over 1,400 units.

“The growth in Q4 was led by the North American region recording a year on year unit sales growth of 26.4%. After the severe weather affected sales in Q3, especially to our licensees, Q4 showed a rebound with sales to our licensees growing by over 50%. At the same time the US direct unit sales grew by 18.7% in Q4, recording excellent growth of 23.7% for the financial year 2014/15,” said SomnoMed Executive Chairman Dr. Peter Neustadt.

Revenues for the year are in the process of being audited and it is expected the guidance of \$32.5 million will be exceeded.

“Total unit sales for 2014/15 were 51,355 reflecting a growth of 18.2% for the year. We are very happy with the results achieved in Q4 and the new records set in all regions. The weather in January and February caused an unusually low result in Q3, which cost the company sales of around 2,000 to 3,000 units or 5-7% growth in 2014/15. The good results achieved in the financial year came as a result of the success of new products introduced in the US market during the year and the geographic expansion in Europe. Excellent growth was also recorded in Japan and in South Korea,” commented Dr. Neustadt.

“Throughout the year and consistent with our strategy, our marketing and sales forces continued to expand and we continued our strong focus on activities in the medical referral channel. Heading into the new financial year the trends are good in all regions. We are confident that the recent FDA approval of the SomnoDent® devices fitted with DentiTrac® Micro-Recorders, which enables advanced compliance recording, should allow us to further strengthen COAT™ prescribing behaviour of the Sleep Physicians in North America, Europe and the APAC region. Offering COAT™ as a more comfortable and effective alternative treatment to CPAP, together with compliance control, should allow us to continue with our history of strong growth in the 2015/16 financial year and beyond,” said Dr. Neustadt.

SomnoMed had a cash position of \$8.3 million at the end of June 2015, after expenditure during the quarter of approximately \$300,000 on digitalization equipment.

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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 obstructive sleep apnea. SomnoDent® is the most comfortable and effective design and treatment solution for over 230,000 patients in 26 countries.

For additional information, visit SomnoMed at <http://www.somnomed.com.au>

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