



SOMNOMED APPOINTS NEW HEAD FOR NORTH AMERICAN REGION

27th September 2012: SomnoMed announced today the appointment of Kien T. Nguyen as President for SomnoMed Inc., the US subsidiary of SomnoMed Limited.

Kien has a lifelong career in the healthcare industry, working for leading companies such as Stryker Corporation, Kinetic Concepts, Inc. (KCI) and various medical device divisions of Johnson & Johnson. Most recently, he was Vice President and General Manager of OtisMed, a business unit of Stryker Orthopaedics, a division of the \$8 billion Stryker Corporation. At KCI, he fulfilled various functional Vice President positions, including Global Portfolio Management, Global Research & Ideation, and Global Marketing of the Active Healing Solutions division, with revenues responsibilities of \$1.4 billion. Most of his earlier career was spent with Ethicon, Inc., a Johnson & Johnson company, where he held roles in product development, product marketing, clinical sales and finally as Worldwide Marketing Director for the biosurgical business unit within Johnson & Johnson Wound Management.

“We are very pleased to have been able to gain Kien Nguyen as our new head of our North American business. Kien is an outstanding individual with an impeccable career, focused on strategy development and marketing & sales in medical devices and biological products. His academic background is exemplary with an MBA from Columbia Business School, a doctorate (Neuroscience) from University of Colorado and a Master of Science (Microbiology) from Minnesota State University. His past business successes were based on solid knowledge of the key factors influencing medical specialists and decision makers and his great personality allowing him to attract talent around him and lead a team to success,” said Dr. Peter Neustadt, Executive Chairman of SomnoMed Limited.

“This appointment is significant for SomnoMed’s business in the US and Canada, being our most important markets. Kien will work closely with me and report to SomnoMed’s board on a monthly basis. Over the last three months all directors were directly involved in the recruitment of the President for SomnoMed Inc. and the quality of executives interviewed was outstanding. After an extensive search process all directors were of the opinion that Kien was the candidate of choice and the executive most likely to succeed in building a significant business for our company in North America in the future,” said Dr. Neustadt.

Kien was born in Vietnam and came to the US as a young child. As a refugee of the war, he had to take early responsibility for his education, putting himself through college working as a surgical technician at the Mayo Clinic, and earning a Bachelor of Science degree in Genetics and Cell Biology from the University of Minnesota. Post baccalaureate, he joined Lark Sequencing Technologies, Inc., as a molecular biologist. He is married and has two sons.

Kien Nguyen will be based at the North American head office in Frisco, TX. His appointment will take effect on 5 November 2012.

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 100,000 patients in 22 countries. For additional information, visit SomnoMed at <http://www.somnomed.com>.