

## **SomnoMed welcomes ResMed's entry into the oral appliance market**

**6th October 2009, Sydney:** SomnoMed Limited (ASX: SOM).

ResMed Inc. SVP Michael Farrell, global head of ResMed's Sleep Business Unit, announced on 1 October 2009, jointly with ResMed's European head office, that it had acquired the French dental company Laboratoires Narval ("Narval") in Lyon. Narval is the maker of oral appliances for the treatment of sleep disordered breathing and sells its products principally in France.

ResMed stated in its announcement that it would offer the Narval MAS (mandibular advancement splint) as an alternative treatment to patients who are rejecting the use of CPAP (Continuous Positive Airway Pressure) or are non compliant in the regular nightly use of CPAP machines. ResMed advised that it would initially concentrate on marketing the Narval device in its core market, France and in the medium term expand into other European markets.

SomnoMed Limited Chairman Dr. Peter Neustadt commented on the acquisition, "We welcome ResMed, the second largest maker of CPAP machines in the world, into the dental sleep medicine market. For the last five years SomnoMed has diligently built a position as the global leader in dental sleep medicine, often encountering skepticism and confronting arguments against the use of oral appliances to treat sleep disordered breathing. We see ResMed's acquisition of Laboratoires Narval as a very important, further confirmation that oral appliance treatment has been fully recognised, is here to stay and is bound to occupy an important position in the treatment of SDB patients, in particular for the many patients who cannot or will not use CPAP machines."

Ralf Barschow, CEO of SomnoMed said, "The acquisition of Laboratoires Narval by ResMed is very positive news for SomnoMed. We are expecting that ResMed's endorsement of oral appliance therapy will accelerate the growth in dental sleep medicine worldwide. It will, without doubt, raise the awareness that oral appliances are an excellent alternative therapy for sleep disordered breathing, in fact that for many patients it should be the first line treatment. We are hoping that ResMed will join SomnoMed's global efforts in education and research, especially through our recently founded SomnoMed Academy."

The Somnodent® MAS device is the most researched, clinically proven and patented dental device to treat sleep disordered breathing, in particular obstructive sleep apnea, in the world. Over the last few years the company has built production capabilities in 12 laboratories around the world and is successfully marketing the device in over twenty countries.

"The success we have achieved treating over 30,000 patients around the world and the growth we have recorded in the past is significant but we see this only as the beginning. Significant future global growth will be driven by the tremendous increase in diagnosed cases of sleep disordered breathing. SomnoMed has built the foundation to build on its leadership for many years to come," said Mr Barschow.

"We see the acquisition of Laboratoires Narval as a sensible strategic move by ResMed to be able to offer an alternative treatment to CPAP machines. Laboratoires Narval launched their product in France only a few years ago but was able to get their product recently included on the French medical reimbursement list. We are looking forward working with ResMed and its new business entity Laboratoires Narval to develop the global demand for oral appliance treatment rapidly over the next years," said Mr. Barschow.

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### **How the SomnoDent® MAS works**

The medical term for your lower jaw is 'mandible' and an oral appliance worn over the teeth is a 'splint', hence the name SomnoDent® Mandibular Advancement Splint, or SomnoDent®MAS.

The SomnoDent®MAS consists of two acrylic plates fitted over the upper and lower teeth. A patented fin coupling mechanism on the lower arch accurately positions the lower jaw (mandible) a little forward of its natural position.



This positioning tightens the soft tissue at the back of the throat to stop it from collapsing – the cause of snoring (partial collapse) and sleep apnoea (full collapse). SomnoDent® MAS allows the normal opening and closing of the mouth, allowing the user to yawn, speak and drink. The device will last 5 years and comes with a warranty.

The SomnoDent® MAS is provided to patients through an integrated clinical protocol, involving dentists, primary care practitioners and sleep physicians. This pathway ensures that all patients are appropriately diagnosed and that only suitable patients are fitted with the device.