



Oventus: Innovators in Sleep Apnoea Treatment

AGM Presentation
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Oventus – highlights

1. **Oventus is driving the most significant change the sleep apnoea market has seen for years**
2. **Two key product ranges, both of which are set to disrupt a large and growing market:**
 - **O₂Vent Airway Technology oral appliance – currently generating revenue**
 - **CPAP machine* connector to O₂Vent– in late stage development (replaces face mask)**
3. **Clinical evidence validating the benefit of our proprietary airway is building**
4. **Agreement executed in June 2017 with world's largest dental prosthetics supplier, Modern Dental Group. Oventus and Modern now preparing for Modern to distribute Oventus' range globally through their established channels**
 - **Initial marketing preparations and training has been completed with the launch through Modern Dental scheduled for 1st of December 2017**
 - **Sales anticipated through Modern Dental from Q1 calendar 2018 and expected to accelerate in 2H calendar 2018**
5. **Obstructive Sleep Apnoea (OSA) is a massive market. US\$3.8** globally, growing at a CAGR of 15-20% with only 20% of OSA sufferers in care**

* CPAP machine: continuous positive airway pressure machine. Examples include by ResMed, Fisher & Paykel, and Phillips Respironics

** In 2015: Sleep Apnea Diagnostic & Therapeutic Devices Market, Markets and Markets, Table 98



About Obstructive Sleep Apnoea

What is obstructive sleep apnoea (OSA)?

OSA is a massive and growing market – it affects around 34% of men and 17% of women*

- Obstructive sleep apnoea (OSA) is the most common type of 'sleep apnoea'
- It affects the way people breathe when they are sleeping, where breathing is briefly interrupted or becomes very shallow during sleep
- Occurs when the soft tissue in the back of the throat relaxes during sleep and blocks the airway, often causing snoring
- Commonly measured by the apnoea-hypopnoea index (AHI), which measures the number of obstructive and central apnoea or hypopnoea episodes per hour of sleep



**Sleep
apnoea**



**Key indicator:
snoring**



**Result:
lack of quality sleep**



OSA is a global health and economic issue with 80% of sufferers out of care

A serious disorder which can lead to much greater health implications

Immediate effects include:

- Fatigue
- Stroke
- Daytime sleepiness

Recognised longer term issues include:

- Diabetes
- Stroke
- Heart disease
- High blood pressure
- Heart failure
- Depression
- Increased incidence of accidents and workplace injuries

*Economic cost**

“In Australia in 2016-17, inadequate sleep imposed financial losses of \$26.2 billion, and loss of wellbeing valued to be \$40.1 billion.”

Patient landscape

Treatment options and success rates for 20% of patients in care



Oral devices
55%¹



Surgery**
UPPP – 33%² / RFA – 34%²
Maxillo-Mandibular Advancement – 87%²
Multilevel surgery – 56%²



CPAP devices
83%¹

Why are 80%* of patients out of care?



Poor acceptance of current treatment options (high non-compliance and non-adherence) e.g. CPAP with facial mask – high pressure is hard to tolerate



Risk of failure



Lack of awareness



Time & cost restrictions

* Sleep Apnoea Diagnostic & Therapeutic Devices Market – Market Overview & Market By Products: Global Forecast up till 2017 – Markets and Markets 2014.

** Surgical treatments:

UPPP: uvulopalatopharyngoplasty, is a surgical procedure to remove tissue in the throat to make the airway wider.

RFA: radiofrequency ablation, is a technique which changes the shape of tissue using radio waves to heat tissue.

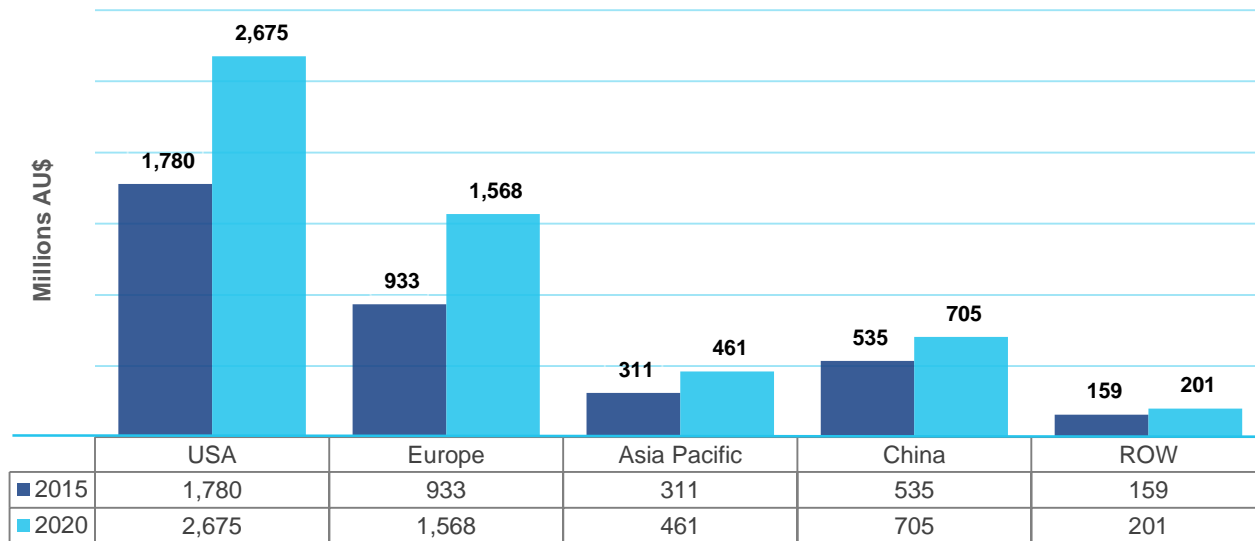
Maxillo-Mandibular Advancement involves a surgery moving the upper (maxilla) or lower (mandible) jaw.

¹ Marklund ERJ 2012, ² Caples Sleep 2010

Market Outlook

Current sleep treatment market has been growing at 15-20% CAGR Historically

Market size: oral appliance and CPAP interface*/**



Large untapped market
- 80% of sleep apnoea
sufferers are out of care

Huge social cost

Sleep dentistry is a
lucrative developing
market

Sleep device technology
evolving

Oventus O₂Vent and
CPAP connector are a
superior offering backed
by clinical studies

* Sleep Apnoea Diagnostic & Therapeutic Devices Market, Markets and Markets, Table 98. China data – Anti-snoring Devices and Snoring Surgery Market: 2016-2024 p101

** Excludes cost of CPAP machine



**Oventus appliance
'airway' technology and
benefits**

Oventus oral appliances – how it works

The O₂Vent technology is the first major innovation in the treatment of sleep apnoea for years

1. Air goes in through the airway on inhalation and out through the airway on exhalation

Acts like a “second nose” when patient’s mouth is closed. An open mouth is undesirable when sleeping as it can cause breathing obstruction in the throat



2. Air in on inhalation delivered to throat, air out on exhalation

3. The device brings the lower jaw forward, making more room in the throat area for air to go into the patient’s lungs

Market needs – where Oventus fits in

Oral jaw advancement

Device bringing lower jaw forward for mild to moderate sleep apnoea

E.g. Somnomed



Oventus treatment platform

O₂Vent

Standalone oral appliance with 'airway' for mild to moderate/severe sleep apnoea

INCREASED COMFORT and REDUCED APNOEAS



CPAP connection

Connects O₂Vent to CPAP machine for severe to very severe sleep apnoea

NO MASK REQUIRED and LOWER CPAP PRESSURES



CPAP machine + mask

Pressurising breathing airway with mask for moderate to severe sleep apnoea

E.g. Resmed



Mild

Degree of obstructive sleep apnoea (OSA)

Severe

Oventus appliances sit between the current 'oral jaw advancement' and 'CPAP' standards of care, providing a new treatment platform for patients depending on their sleep apnoea severity

Current product range – designed to suit patient preferences



O2Vent Mono

Original device

Delivers clinically superior OSA outcomes to competing oral devices



O2Vent Titratable

Works in the same manner as Mono, but jaw position can be adjusted by patient at the front of the appliance



O2Vent Wings

Works in the same manner as Mono, but jaw position can be adjusted by the patient – one each side of the appliance



O2Vent trial device

A polymer low cost entry device

For release in CY2018



Combibite

Used by dentists to take an impression and bite record of a patient's mouth so a personalised device can be created

For release in in CY17

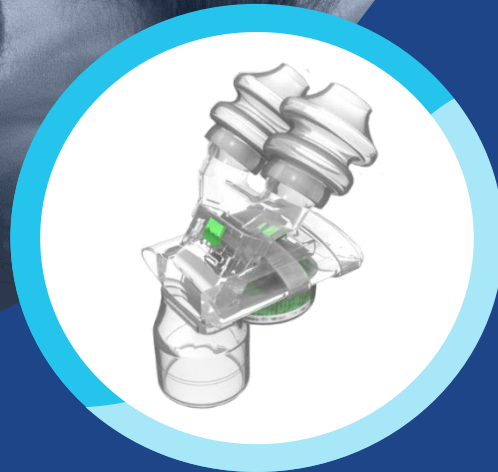


HME

Sponge for use inside appliance

Duckbill to control dry mouth

For release in in CY17



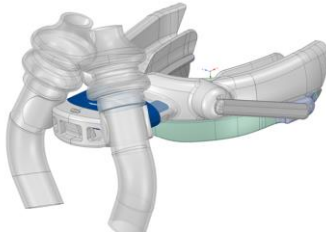
Product innovation

Coming product range – trial oral device and CPAP connector set to disrupt the market



Trial device

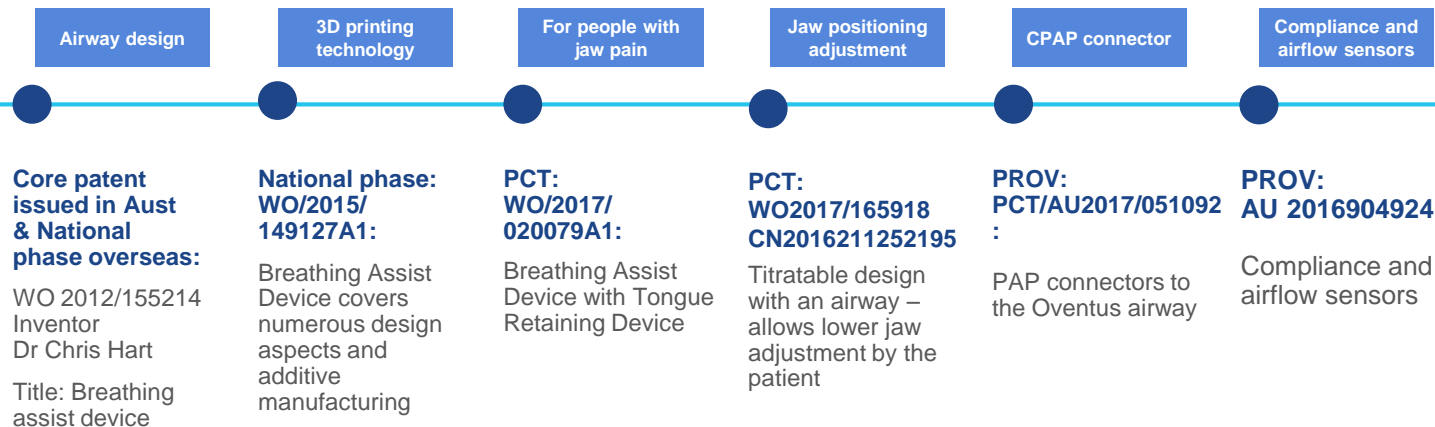
- O₂Vent with 'airway technology' low cost 'boil & bite' device - try before you buy
- Patient can receive immediate benefits
- Available over the counter



CPAP connection

- Connects Oventus' O₂Vent with 'airway technology' to existing CPAP device (e.g. ResMed)
- Replaces facial mask
- Provides traditional CPAP users with a major improvement in comfort and potential to operate CPAP device at significantly lower pressure thereby providing a more tolerable experience
- Enable the use of smaller, lower pressure CPAP machines
- Available through a sleep clinician

Strong IP position



Multiple domain names registered



Trademarks advancing according to Madrid protocol



**Driving our oral
appliances into the
dental market**

Distribution channels – two pathways

Modern Dental Group
(leading global dental
prosthetics group)
will undertake
marketing and sales
leveraging their large
network (agreement
signed June 2017)

Dentist
Channel



Sleep
clinician
Channel



Oventus will
undertake
marketing and
sales with sleep
clinicians, though
channel
partnerships are
being investigated

Go to market strategy for 'dentist channel' – Modern Dental agreement

The Modern Dental agreement announced in June 2017 sets Oventus up to fast-track global expansion

- World-wide distribution and co-manufacturing agreement signed with Modern Dental Group in June 2017
- World's largest dental prosthetic device provider
 - Europe: top 3 market share in all major countries
 - US: cover ¼ of all dentists (approx. 34,000 dental offices)
 - Australia: largest dental laboratory network
- Listed on Hong Kong Stock Exchange (HKG:3600)
- 70+ sales and customer service centres overseas
- Focused on making custom-made prostheses
- Global portfolio of brands
- Strong manufacturing capability





How the Modern Dental agreement works

Agreement provides Oventus access to the worlds largest dental distribution channel

- Modern Dental are in the top three by sales volumes in every major world market
- Sales and customer support teams on the ground with sophisticated marketing systems
- Well developed educational capability (currently delivering Invisalign training)
- Scalable onboarding of “new” providers enabling Oventus to rapidly expand the oral appliance market

Oventus O₂Vent range is the only premium oral appliance range that will be sold by Modern Dental globally



Rolling out the Modern Dental agreement

Work has commenced to prepare the Modern Dental team for a soft launch in this quarter

- Training of sales and customer support teams launched in Australia and North America
- Development of “Modernised” marketing communications materials nearing completion
- Online training platform developed for Oventus Specific training
- Partnership with Tufts University Boston for dental sleep educational content and “independent” training
- Manufacturing and logistics partnership with Modern completed testing and ready for roll out from October

Oventus expects to see revenues from the Modern agreement begin to make an impact in 1st quarter calendar 2018



**Our push into the sleep
clinician channel**

Distribution channels – two pathways

Modern Dental Group
(leading global dental
prosthetics group) will
undertake marketing
and sales leveraging
their large network

Dentist
Channel



Sleep
clinician
Channel



Oventus will
undertake
marketing and
sales with sleep
clinicians,
though channel
partnerships are
being investigated



Rolling out to the ‘sleep clinician’ channel

Oventus will directly engage with sleep clinicians

- Using existing links of dentist customers with sleep clinicians
- Engage with health insurers and Durable Medical Equipment (DME) suppliers
- Engage with distributors e.g. existing CPAP suppliers, sleep test providers and home care providers
- Build out marketing materials and validation through clinical evidence (clinical trials ongoing)



Appliance validation



Oventus oral appliances - benefits

O₂Vent oral appliances enable patients to breathe better at night, reducing 'sleep events'

- Unique in-appliance 'airway technology' channel
- Better regulates breathing pressure between nose and mouth
- Superior to existing oral appliance offerings
- Clinical results consistently demonstrate the O₂Vent ability to:
 - Reduce snoring and
 - Decrease their Apnoea-Hypopnoea Index (AHI - the main OSA measurement score) by more than 50%
- Better patient compliance and comfort



Of patients experienced significant improvement in snoring using O₂Vent



Of patients experienced complete elimination of snoring using O₂Vent



Of patients decreased their Apnoea-Hypopnoea Index (AHI) by more than 50%



Clinical trial program

Objective is to provide data to drive clinical adoption of Oventus Airway Technology

Oral appliance (O₂Vent) – for patients with **mild to severe sleep apnoea**

- 50 patients across four separate clinical trials showing consistent positive results
- Outcomes improve an additional 30-50% when using O₂Vent with Oventus Airway Technology with mandibular advancement compared to mandibular advancement alone
- Clinical trial outcomes are consistent in patients with single and multiple levels of breathing obstruction (tongue, nose, soft palate)
 - Multiple levels of breathing obstruction could normally be a reason for non-response or non-adherence to treatment to existing treatments

O₂Vent in combination with mask-less CPAP interface – for patients with **very severe sleep apnoea**

- Clinical trials show positive results in patients with severe sleep apnoea
- CPAP pressures are dramatically reduced when using O₂Vent in combination with mask-less CPAP interface
- Mask-less design and lower operating pressures overcome main discomfort reasons that patients are currently falling out of care when using existing CPAP with a face mask

Appliance validation - O₂Vent (Oventus Airway Technology)

Clinical trials to validate Oventus 'airway technology' and assist marketing*

| Name | Trial patient size | Patients completed trial (per Oct 2017) | Results - reduction in AHI (sleep events per hour)** | Description | Events |
|---|---|---|--|---|--|
| Sydney study (NeuRa) OVEN-005 CRC-P funded (\$2.95m) 3 stages over 3 years | Expanded trial 40 year 1 40 year 2 100 year 3 Total 180 | 7 | 34.4 reduced to 7.0 = 80% reduction | First patient recruited, announced 1 May 2017 | Interim results: Prague, World Sleep Congress (abstract) 9-12 October 2017 Presented by Ass. Professor Danny Eckert (NeuRa) Final results to be released in 1H CY2018 |
| | Pilot study 4 | 4 | 37 reduced to 8 = 78% reduction | Study completed (announced 24 Jan 2017) In addition to AHI reduction, 66% reduction in CPAP pressure required when using Oventus CPAP connector | Sleep 2017 in Boston, June (abstract) AADSM 2016 (abstract) Presented by Benjamin Tong |
| Perth study OVEN-004 | 30 | 10 | 69.6 reduced to 19.4 = 72% reduction | First patient recruited, January 2017 | Interim results: Auckland Sleep DownUnder, ASA Conference (abstract) 25 October 2017 Presented by Dr Jennifer Walsh, Uni of Western Aust. Final results to be released in Q1H CY2018 (data collection complete by Dec 2017) |
| Brisbane study OVEN-003 | 37 | In progress | Yet to be announced | First patient recruited, 26 July 2016 | Final results to be released Q1 CY2018 |
| Brisbane study OVEN-001 | 29 | 29 | 41.8 reduced to 16.2 = 62.5% reduction | First patient recruited, Nov 2014 | Journal of Dental Sleep Medicine, Vol 4, No. 3 |
| Total patients | 280 | 50 | | | |

* Clinical trials are not a requirement for appliance sales

** Apnoea-Hypopnoea Index (AHI), known as 'sleep events' per hour occurring when the breathing airway collapses temporarily, leading to disruptions in breathing and sleep, in patients with Obstructive Sleep Apnoea (OSA)



Achievements, Board and corporate



Progress over the past year has been strong

- ✓ Agreement with Modern Dental Group for global distribution into dental channel and co-manufacturing (July 2017)
- ✓ Product development
 - CPAP connection and O₂Vent trial appliance (sleep clinician channel)
- ✓ Manufacturing setup with certification
- ✓ Additional clinical evidence
- ✓ Regulatory clearance for O₂Vent T and O₂Vent W followed by launch in Australia and more recently in US
- ✓ Progress made for China market
 - significant opportunity
- ✓ Australian Government grant 02/2017
- ✓ Listing on ASX in July 2016

Our aim: to be cash positive by 2019

Key Success Measures

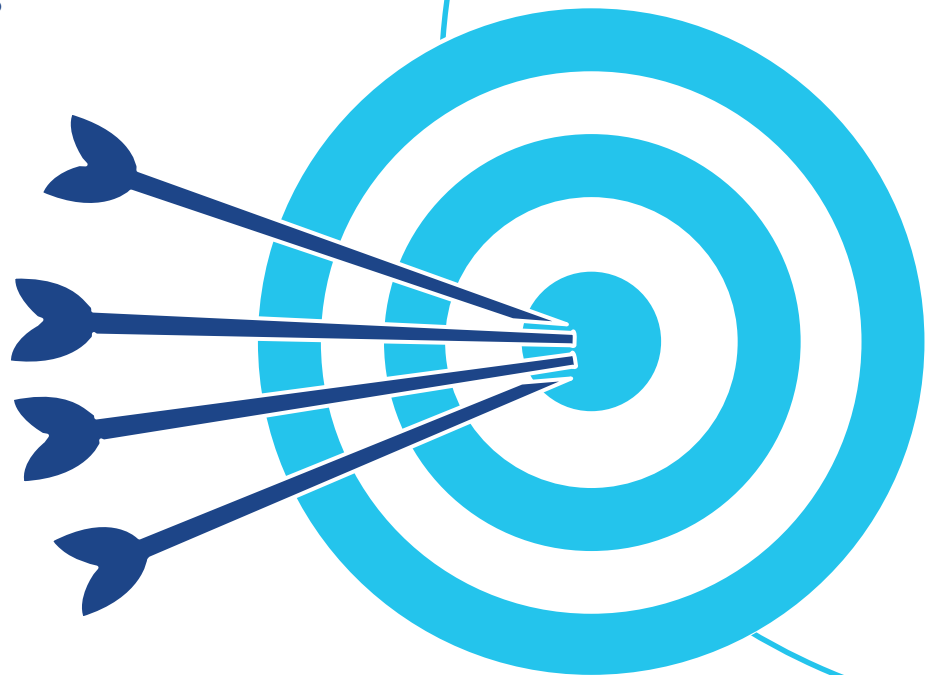
Generate sales in 'dental channel'

global roll out – agreement signed with Modern Dental Group for distribution and manufacturing (announced June 2017)

Generate sales in 'sleep clinician channel' 2H calendar 2018

Appliance validation
complete ongoing clinical studies and engage with KOLs

Complete O₂Vent product range
CPAP connector and trial devices



Board and Management



Dr Mel Bridges
Non-executive Chairman

Extensive experience as an Executive and Company Director in healthcare, agricultural technology, drug development, pathology, diagnostics and medical devices.

Has successfully raised in excess of \$300M investment capital in the healthcare/biotech sector and been directly involved in over \$1B in merger and acquisition and related transactions.



Ms Sue MacLeman
Non-executive Director

Very broad commercial experience in multiple companies – currently CEO of the Medical Technology and Pharmaceutical Industry Innovation Growth Centre.

Underpinned by graduate qualifications in pharmacy and post graduate qualifications in corporate governance, commercial law, business administration and marketing.



Mr Steve Denaro
Company Secretary

Experienced Company Secretary and Chief Financial Officer of various public companies and with major chartered accountancy firms in Australia and the UK.

Bachelor of Business in Accountancy, Graduate Diploma in Applied Corporate Governance and is a member of the Institute of Chartered Accountants in Australia & New Zealand.



Dr Chris Hart
**Clinical Director &
Executive Director**

Experienced dentist with extensive business experience.

Heads up clinician engagement for the delivery of the Oventus appliances.

Inventor of the core design.



Mr Neil Anderson
**Managing Director &
Chief Executive Officer**

Experienced CEO, project manager, materials scientist and entrepreneur.

In-depth skills and knowledge of medical device commercialisation – in the field for over 30 years.

Has managed the R&D, manufacturing process and regulatory.



Be a part of this revolution in sleep apnoea treatment



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