



Oventus: Innovators in Sleep Apnoea Treatment

Investor Presentation

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Twitter: @OventusLtd



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The big business of sleep

Obstructive Sleep Apnoea (OSA) is a **massive market**

It is worth US\$3.8* globally, growing at a CAGR of 15-20%

Oventus is commercializing its
'Airway Technology' to treat
Obstructive Sleep Apnoea

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

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**

Poor sleep has major impacts on health economics



Number of sleep apnoea sufferers understood to be out of care right now

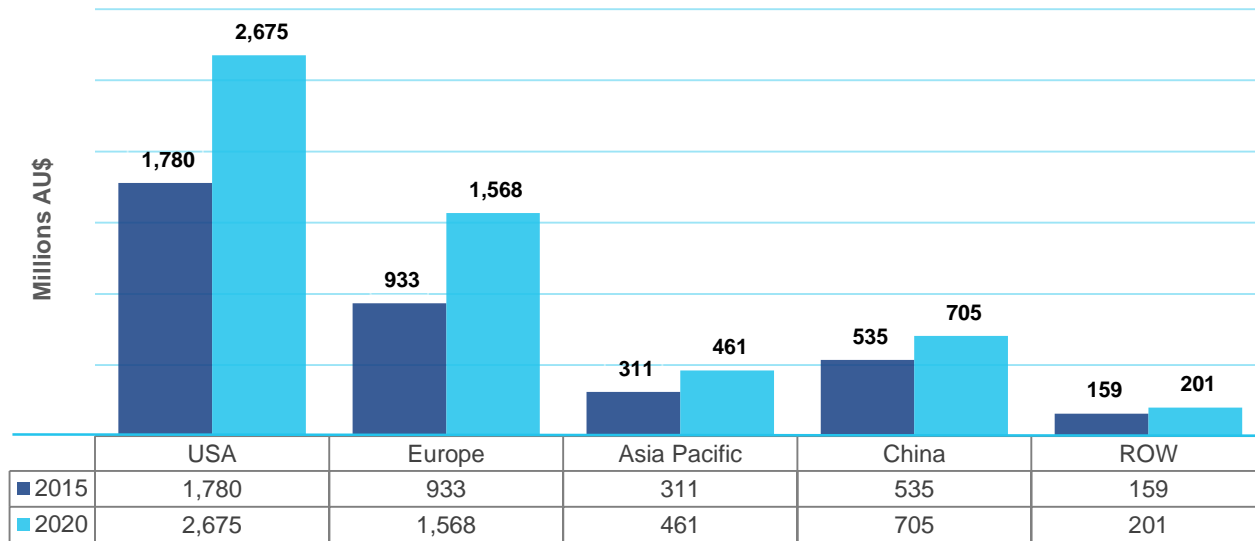
Financial losses in Australia between 2016-2017 from inadequate sleep

Australia attributed \$40.1 billion to loss of well-being in 2016-2017

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

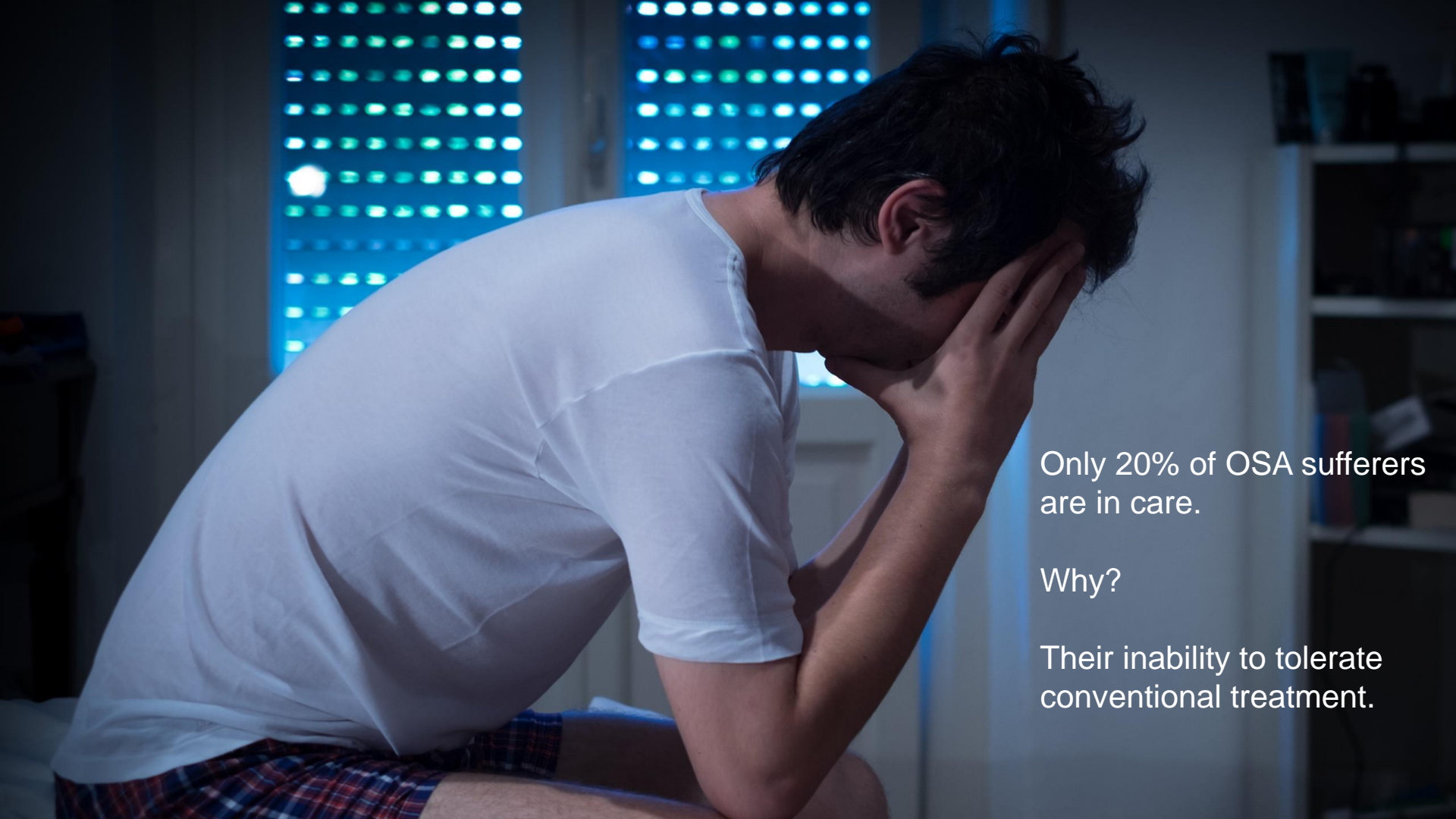
Sleep dentistry is a lucrative
developing market

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



Only 20% of OSA sufferers
are in care.

Why?

Their inability to tolerate
conventional treatment.

Oventus' sleep treatment platform is able to capture the existing market and is able to bring patients who are currently out of care, back into care



Patient therapy landscape

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



Oral appliances

55%^{***}



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

*** Marklund ERJ 2012, ² Caples Sleep 2010

A close-up photograph of a man sleeping in bed. He is wearing a white CPAP mask over his nose and mouth, which is connected to a tube. He is wearing a blue long-sleeved shirt. The background is a plain, light-colored wall.

Obstructive sleep apnoea (OSA)*... more than just a poor night's sleep

With the Oventus'
O₂Vent™ sleep
treatment platform...

...you won't need
one of these

Oventus' O₂Vent™ oral appliance

Breakthrough 'Airway Technology' with oral breathing airway

Physical properties

- Airway through the mouth to back of the throat while mouth is closed with a stable jaw position
- Addressing multiple levels of obstruction - where other devices can not*



Outcomes

- Allows breathing through both device and nose simultaneously
- 50% of patients using either MAD** or CPAP have improved treatment outcomes of 30-50%***

* Airway Technology bypasses nose and soft palette, stabilises the tongue base, reduces overall collapsibility of the throat

** MAD - mandibular advancement or bringing forward of the jaw

*** Reduction in AHI index

Airway Technology in O₂Vent™ is showing compelling clinical data

50 patients in trials showed significant improvement

Further data to be released across additional 79 patients in calendar Q2/Q3 2018

100%

Significant
reduction in
snoring using
O₂Vent™

82%

Complete
elimination of
snoring using
O₂Vent™

76%

Decrease in
Apnoea-
Hypopnea
Index (AHI)
using O₂Vent™

30-50%

O₂Vent™ more
efficacious
than existing
mouth guard
oral appliances

Appliance validation - O₂Vent™ (Oventus' 'Airway Technology')

Clinical trials to validate Oventus 'Airway Technology' and assist marketing*

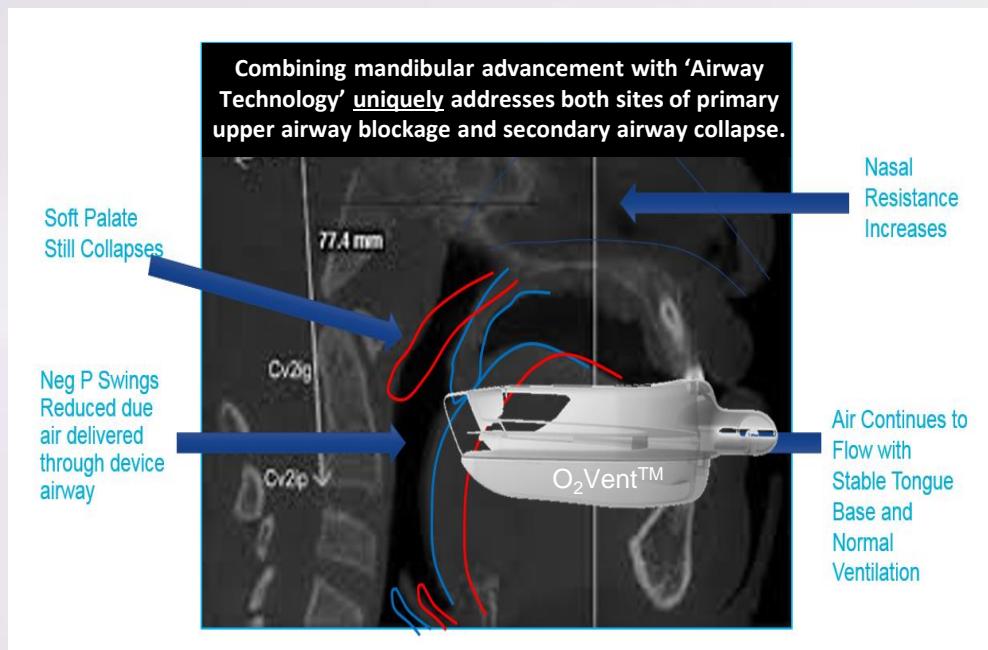
Name	Trial patient size	Patient results reported	Results - reduction in AHI (sleep events per hour)**	Description	Events
Sydney study (NeuRa) OVEN-005 CRC-P funded (\$2.95m) 3 stages over 3 years	Expanded trial 40 year 1 40 year 2 100 year 3 Total 180	7	34.4 reduced to 7.0 = 80% reduction	First patient 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 Q2 CY2018
	Pilot study	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 Q3 CY2018
Brisbane study OVEN-003	37	In progress	Yet to be announced	First patient recruited, 26 July 2016	Final results to be released Q2 CY2018
Brisbane study OVEN-001	29	29	42 reduced to 16 = 62.5% reduction	First patient recruited, Nov 2014	Journal of Dental Sleep Medicine, Vol 4, No. 3
Total patients	280	50 (data collected and under analysis from a further 79 patients to be released in calendar Q2 / Q3 2018)			

* 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)

O₂Vent™ oral appliance – how its different to MAD¹ appliances

‘Airway Technology’ addresses all levels of obstruction improving oral appliance efficacy by 30-50%^{2,3} whereas MAD alone only addresses tongue based obstructions (20% of primary obstructions⁴)



Level of Obstruction or Resistance	Incidence of primary collapse (%)	Mandibular Advancement Device (MAD)	Mandibular Positioning Airway Therapy (MPAT)
<i>Level of Obstruction or Resistance</i>	<i>Incidence of primary collapse %</i>	<i>Mandibular Advancement Device (MAD)</i>	<i>Oventus Airway Therapy (OAT)</i>
<i>Nose</i>	0	⊘	✓
<i>Soft Palate</i>	26	✓	✓
<i>Lateral wall</i>	26	⊘	✓
<i>Tongue Base</i>	19	✓	✓
<i>Epiglottis</i>	29	✓	✓

1. MAD – mandibular advancement or brining forward of the jaw
2. Amatoury J, et al. Abstract Supplement ADSM Boston 2017
3. Walsh J, et al. Abstract Sleep Downunder Auckland 2017
4. Genta PR, et al. CHEST DOI: 10.1016/j.chest.2017.06.017

'Airway Technology' – can be incorporated into existing MAD designs*

Existing on market styles

Dorsal style



TAP style



New styles

Narval style



EMA style



Late stage R&D



Oventus O₂Vent™ titanium designs with 'Airway Technology'



Oventus O₂Vent™ nylon designs in 'trial/temporary' and 'bespoke' formats with 'Airway Technology'



* MAD – mandibular advancement or bringing forward of the jaw

Oventus sleep treatment platform

Ongoing clinical trials to lead R&D commercialisation prioritisation

O₂Vent™ appliance design variations with 'Airway Technology'

In market

O₂Vent™ Titanium
Bespoke appliance



Variations: M, T, W

O₂Vent™ Optima (nylon)
Bespoke appliance

Late stage
R&D



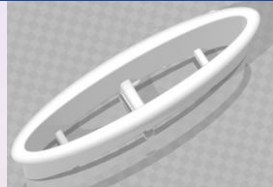
O₂Vent™ Lite (nylon)
Temporary/trial appliance

Late stage
R&D



Oventus ExVent
PEEP valve*

Late stage
R&D



O₂Vent™ Connect
- CPAP interface

Late stage
R&D



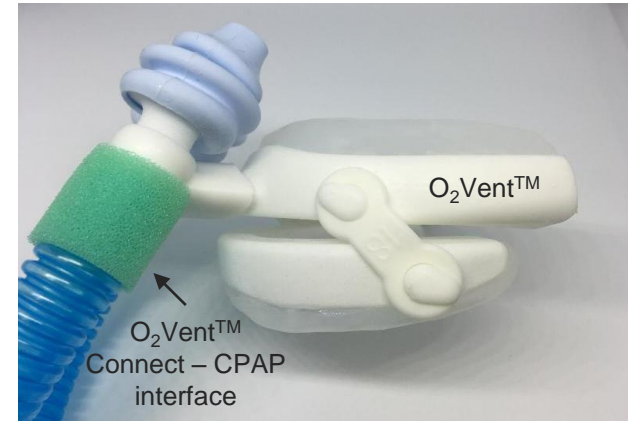
Appliance innovations further increasing efficacy of O₂Vent™ (ideal for severe OSA sufferers)

* PEEP valve: peak and expiratory pressure valve – fitted within the O₂Vent™ 'duck bill' maintaining pressure on exhalation

Coming soon...O₂Vent™ Connect – CPAP interface

Oventus' 'Airway Technology' can also play a key role in CPAP delivery

- Mask and mask-less (strap free) ultra low pressure PAP delivery
- Reduced PAP pressure requirements by 66%*, making it more tolerable
- Simultaneous CPAP delivery and physiologic mouth breathing
- Exploring licensing and partnering opportunities



*Amatoury J, Tong B, Nguyen C, Szollosi I, Eckert DJ THE ROLE OF A NOVEL ORAL APPLIANCE THERAPY DEVICE ON PHARYNGEAL PRESSURE SWINGS AND CPAP REQUIREMENTS DURING SLEEP IN OBSTRUCTIVE SLEEP APNEA: A PILOT STUDY. Abstract Supplement ADSM Boston 2017

Traction in the market

- Oventus is unique because of its 'Airway Technology' which delivers significant benefits to patients
- The clinical evidence supports its use in at least 50% of patients
- Unlike existing technologies such as MAD* and CPAP**, Oventus 'Airway Technology' is a new treatment modality
- A prescription for MAD or CPAP can apply to any product at the clinicians discretion including our Airway Technology' incorporated into Oventus' O₂Vent™ appliance range
- Only Oventus can bring it's unique patented 'Airway Technology' to be incorporated into existing MAD or CPAP therapies
- The adoption of Oventus' 'Airway Technology' in 2018 will be driven by prescriptions being written by sleep physicians and via dentists on the back of clinical evidence

* MAD: mandibular advancement

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

Go to market strategy: distribution channels – two pathways



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

Dental Channel



Sleep Clinician Channel

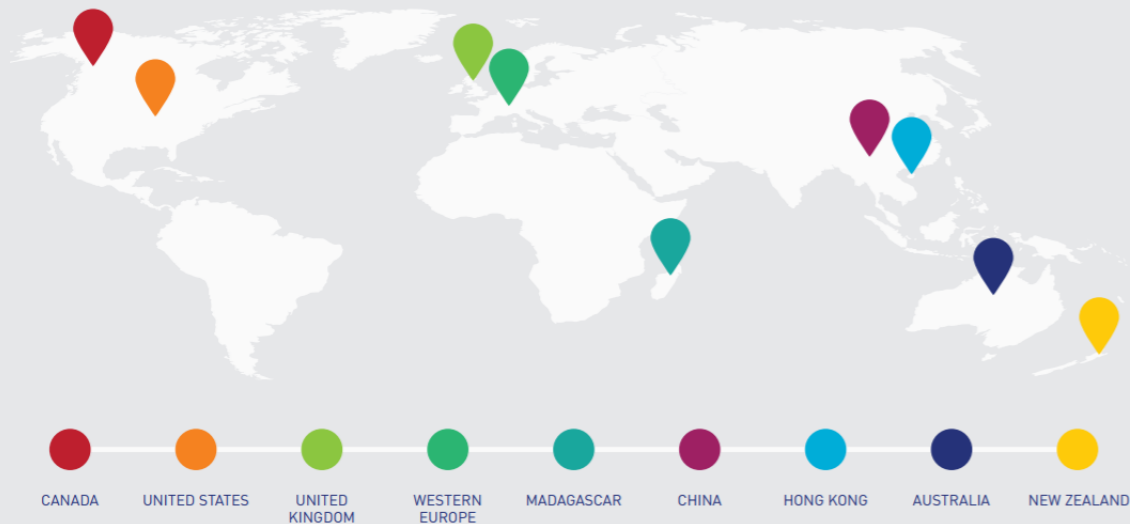


Oventus will undertake marketing and sales with sleep clinicians, though channel partnerships are being investigated



Dental Channel: Distribution agreement with Modern Dental Group – world's largest distributor of dental prosthetics

MODERN DENTAL GROUP LOCATIONS



Modern Dental is listed on HKSE

Ticker: 3600 | Market cap: \$2.21 bn

- Has 25% coverage of all dentists in USA (34,000 dental offices through subsidiary, Microdental)
- Top 3 market share in all major European countries
- Australia's largest dental laboratory network
- 70+ sales and customer service centres overseas
- Focus on custom-made prostheses

Oventus' range is **the only premium device range** that Modern will sell

Oventus – Board of Directors 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.

Owned a multi-site national dental practice, training institute and management consultancy which he sold to private equity investors.



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.



Dan Parry
Chief Financial & Operating Officer

Experience CFO and Company Secretary in life science, technology and medical service industries.

Chartered accountant (CPA, CA) with international experience across US, UK and Australia ranging from venture-backed start-ups to NASDAQ listed companies.

Corporate snapshot

Oventus Medical Limited: ASX: OVN

Capital structure

Shares on issue	105.94m
Options	3.56m
Price (20/4/2018)	\$0.40
Market Cap (20/4/2018)	\$42.38
Cash on hand (31/03/2018)	\$11.89m

Investment summary

1. Oventus (ASX: OVN) 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™ Titanium oral appliance with 'Airway Technology' – currently generating revenue (nylon versions in late stage R&D)
 - O₂Vent™ Connect – CPAP* interface, in late stage development (replaces face mask)
3. Clinical evidence building – validating the benefit of our proprietary 'Airway Technology'
4. Product roll-out in Dentist Channel through Modern Dental Group (signed in mid 2017)
5. Sleep Clinician Channel under development – including licensing and partnering opportunities which are underway
6. 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.



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