

ASX Release

Oventus Investor Newsletter

Brisbane, Australia 20 June 2018: Oventus Medical Ltd (ASX: OVN) is pleased to provide a copy of its latest newsletter for investors.

Key highlights from the newsletter include:

- An overview of the initiatives underway to roll Oventus' technology out into the dental and sleep channels in Australia and the USA
- An introduction to new Oventus USA team members, including an interview with Robin Randolph, Vice President of Marketing and Operations for Oventus in North America
- A product, research and development (R&D) and clinical trials update; and
- A summary of Oventus' recent and forthcoming events

To view a copy of the newsletter, investors can visit the Investor News section on the Oventus website or copy and paste the following link into their web browser: <https://oventus.com.au/investors/news/>.

About the Oventus O₂Vent airway technology

The Oventus O₂Vent is an oral appliance device which brings the lower jaw forward (a process commonly referred to as mandibular advancement) and incorporates an opening to the oral cavity to allow breathing through the device airway, bypassing obstructions of the nose and soft palate, stabilising the tongue base and reducing airway collapsibility during sleep.

Further information can be found on our website: <http://oventus.com.au/how-it-works/>.

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About Oventus

Oventus is a Brisbane based medical device company that is commercialising a unique treatment platform for the treatment of sleep apnoea and snoring. Unlike other oral appliances or CPAP interfaces, the Oventus devices have a unique and patented airway within the treatment platform

that allows air to flow to the back of the mouth unobstructed while maintaining an oral seal and stable jaw position, bypassing multiple obstructions from the nose, soft palate and tongue, reducing airway collapsibility and managing mouth breathing while maintaining a stable airway. They are particularly designed for the many people that have nasal obstructions and consequently tend to mainly breathe through their mouth. While it may seem counterintuitive, this technology actually manages mouth breathing by converting it to device breathing and normalising ventilation. The O₂Vent is designed to allow nasal breathing when the nose is unobstructed, but when obstruction is present, breathing is supplemented via the airways in the appliance.

According to a report published by the Sleep Health Foundation Australia, an estimated 1.5 million Australians suffer with sleep disorders and more than half of these suffer with obstructive sleep apnoea.¹

Continuous positive airway pressure (CPAP) is the most definitive medical therapy for obstructive sleep apnoea, however many patients have difficulty tolerating CPAP². Oral appliances have emerged as an alternative to CPAP for obstructive sleep apnoea treatment.³

¹ Deloitte Access Economics. *Reawakening Australia: the economic cost of sleep disorders in Australia, 2010*. Canberra, Australia.

² Beecroft, et al. Oral continuous positive airway pressure for sleep apnea; effectiveness, patient preference, and adherence. *Chest* 124:2200–2208, 2003

³ Sutherland et al. Oral appliance treatment for obstructive sleep apnea: An updated Journal of Clinical Sleep Medicine. February 2014.

INVESTOR UPDATE

ISSUE 05

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OVENTUS™

HIGHLIGHTS

Joint message from the CEO
and Clinical Director

Dental and Sleep Channel
Updates – Australia and USA

Spotlight on Robin Randolph

Product and R&D Update

Clinical Trials Update

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Past and Upcoming dates

Send investor queries to:
investors@oventus.com.au

1. Joint message from the CEO and Clinical Director

Dear Investor, it is a pleasure to open our investor newsletter with positive news, following what has been a time of significant progress for Oventus.

In the quarter ending 31 March, initial sales were received under our agreement with Modern Dental (Modern). We are pleased to say sales and marketing activities in the US are building. This follows the appointment in recent months of staff with deep sleep industry experience, Robin Randolph, Greg Eaton and Peggy Powers.

Robin joins Oventus as Vice President, Marketing and Operations, North America and brings over 30 years' experience and a substantial network of industry contacts. Her efforts in the short time she has been with us have already been impactful and we look forward to her continued contribution in working to support Modern Dental as they roll out our devices into the dental channel and to build strategy around sales into the sleep clinician channel.

Our sales efforts are further supported by Greg Eaton, Vice President Sales, North America and Peggy Powers, Clinical Educator, North America. Greg and Peggy also bring longstanding relationships through prior roles in the industry. Greg will focus on connecting clinical providers with dentists and creating referral networks to achieve sales strategies, while Peggy will support expansion, running comprehensive training programs. Clinical trial validation continues to build around 'Oventus

Airway Technology' with the release of further data from the Brisbane OVEN-003 study of 32 patients. Results show that patients suffering from obstructive sleep apnoea (OSA) receive substantial benefit from wearing our O₂Vent™ oral device, particularly those who are not responders to jaw (mandibular) advancement treatment. Further results are expected from Perth OVEN-004 studies over coming months.

Further results were also released from the Sydney OVEN-005 study. Oventus' newly developed "ExVent™" positive end-expiratory pressure (PEEP) valve technology was trialled in conjunction with Oventus' O₂Vent™ oral appliance. The ExVent™ valve moderates breathing exhalation and was shown to further reduce sleep events in failed CPAP users and difficult to treat obstructive sleep apnoea patients. The ExVent™ is due to come to market as an add-on accessory in 4Q CY2018.

We are excited by recent product developments which strengthen our ability to provide patients across the OSA spectrum with personalised care through our **Sleep Treatment Platform**. We explore these innovations in the *Product and R&D update* section of this newsletter on page 3.

In December 2017 we raised additional funds to strengthen our position for rolling out sales. Our balance sheet is solid, with \$11.9m cash reported at the end of March 2018.

We hope you enjoy reading this edition of our newsletter and look forward to keeping you apprised of developments.

Yours sincerely,

Mr Neil Anderson
Chief Executive Officer

Dr Chris Hart
Clinical Director



2. Dental and Sleep Channel Update – Australia and USA

AUSTRALIA – DENTAL CHANNEL

Following the launch by Southern Cross Dental in late 2017, there has been an increased focus on training dentists. This includes two target groups:

1. Dentists that don't currently incorporate Dental Sleep Medicine into their practice - raising awareness on how screening for sleep disorders can expand their practice offering and profitability.
2. Dentists already delivering mandibular advancement devices (MADs) – explaining how 'Oventus Airway Technology' can be tailored to patients to improve treatment outcomes.

This training includes online modules, webinars, evening sessions and two-day training intensives. With five training events booked across May and June, our training program is looking strong.

Oventus is also bringing Dr Leopoldo Correa to Australia to provide training on Dental Sleep Medicine and OSA. Dr Correa is an Associate Professor and Director of the Dental Sleep Medicine Fellowship Program at Tufts University School of Dental Sleep Medicine, Boston.

AUSTRALIA – SLEEP CHANNEL

The release of clinical evidence to the sleep community is meeting positive signs of acceptance and a willingness to adopt 'Oventus Airway Technology' for the oral treatment of obstructive sleep apnoea (OSA) as an alternative solution when continuous positive airway pressure (CPAP) treatment fails.

Oventus has recently developed and is launching a **Sleep Program** in partnership with Australian Medical Home Sleep Testing (AMHST). This program will assist dentists with the screening, diagnosis and treatment of patients suffering OSA, including screening for increased nasal resistance, a key clinical indication for prescribing 'Oventus Airway Technology' as part of a patient's oral appliance therapy. The program can be conducted via an 'in-clinic' process, meaning dentists can keep patients in-care to improve health outcomes.

USA – DENTAL CHANNEL

In the USA Oventus is on track with implementing its distributor strategy, with our dental channel training program being rolled out by Modern Dental in conjunction with Oventus. Dental training is being driven by the following team members who have recently joined us and form a core part of the Oventus USA team:

Robin Randolph, Vice President, Marketing and Operations, North America. Robin joins us as an experienced sales, marketing and clinical education leader with in-depth medical device industry expertise focused on sleep disorders. Robin's experience includes nearly twelve years with ResMed where she was Director of Sleep Initiatives and over nine years as Marketing Manager at Fisher and Paykel. Robin's focus will be developing and implementing sales strategies with a strong focus on education.

Greg Eaton, Vice President Sales, North America. Greg's sales background includes driving sleep product adoption as the Vice President of Sales - Sleep Division, Human Design Medical, LLC/ Breas Medical and Regional Vice President of Respirator Sales at Drive Medical. Greg will focus on connecting clinical providers with dentists and creating referral networks.

Peggy Powers, Clinical Educator, North America. Peggy has worked as a Registered Respiratory Therapist for over 20 years. Her experience in the sleep and respiratory industry means Peggy is highly skilled in the design and delivery of comprehensive training programs for healthcare providers.

A training program for Modern Dental sales representatives is being rolled out to assist messaging and drive adoption by dentists. The Oventus USA team is also implementing

Dine and Learn educational forums. In addition, Dr Chris Hart has been working with Modern Dental's training partner AEGIS to film a webinar and provide material for online training modules. Over 350 US dentists have begun their education on 'Oventus Airway Technology' in the last six weeks alone through these training initiatives. The recruitment of Peggy Powers will aid expansion and training.

To further assist dentists, we have recently secured prominent dental-sleep educational course relationships with National Sleep Alliance and DreamSleep, both of which will offer comprehensive training and incentives to Modern dentists.

Dr Chris Hart presented (by invitation) at a Smile Source Exchange conference in Anaheim, California on 3rd May. Smile Source supports a network of 500 dental clinics across the US and offers a range of member based training initiatives.

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USA – SLEEP CHANNEL

In the USA we are pleased to report great progress since our last newsletter where we were developing sales initiatives in the sleep channel.

In the last 30 days, Robin Randolph and Greg Eaton have met with and are developing relationships with a range of prominent US Sleep networks who own sleep labs, have developed specialized sleep medicine programs and have access to large membership-based groups of sleep physicians.

As part of the sleep channel strategy, Oventus has booked in 6 regional *Dine and Learn* events to connect dentists to sleep physicians. Further meetings will be scheduled over the coming months. The recent American Academy of Dental Sleep Medicine (AADSM) and SLEEP 2018 exhibitions in Baltimore (1-6 June) also provided excellent opportunities to network with key executives whilst raising awareness with the wider dental and sleep community.

3. Spotlight on... Robin Randolph

An interview with Robin Randolph, Vice President, Marketing and Operations, North America.

1. What's your professional background and how are you looking to apply that to Oventus?

My earliest career choice was as a nurse, followed by working as a technologist in a Sleep Center, then I moved to clinical research and on to sleep centre ownership. This progressed to working with medical devices and for the past 21 years I have worked in the US in senior management roles in sales, marketing and clinical education for ResMed and Fisher & Paykel Healthcare. I am excited to transfer my knowledge into the development of successful business, sales and educational strategies to promote the advantages Oventus Airway Management Technology has over current mandibular advancement devices.

2. What's your strategy for the US market?

Our strategy is based on how to deliver better patient outcomes by bringing sleep physicians and dental providers together. We have found that the best way to achieve this is through education and provision of clinical data. Education for our key stakeholders is critical to our success.

To address this, we have recently secured prominent dental-sleep educational course relationships with both National Sleep Alliance and DreamSleep, both of whom will offer comprehensive training and incentives to Modern dentists. This will also address physicians' and dentists' concerns with both CPAP non-adherence and oral appliance non-response in their patients.



Given our existing relationships with the Modern Dental Group, Sleep Physicians, National Sleep Networks and Sleep Hybrids, we are in an excellent position to better utilise and develop new partnerships. As part of our sales strategy we have devised a sales training program for the Modern Dental sales reps to drive dental adoption of the product. We will also be providing *Dine and Learn* educational forums for Modern dentists.

3. Following on from this, what are you excited about?

I'm excited by the robust evidence available for leveraging future sleep and dental relationships, which will in turn drive sales. I'm also excited to be involved with this latest innovation in the Sleep-Disordered Breathing industry that is having a positive impact on the lives of so many patients, with the potential to impact many more.

[Click here](#) to read more on our website.

4. Product and R&D Update

Following recent clinical trial results and market feedback, we have further developed our core 'Oventus Airway Technology' into a **Sleep Treatment Platform** that can be personalised to appeal to a broader number of patients with varying degrees of obstructive sleep apnoea (OSA) severity, based on a patient's type of obstruction (nose and various levels in the throat).

The uniqueness of 'Oventus Airway Technology' built into all O₂Vent™ devices is its ability to achieve reduced sleep events compared to other oral appliances on the market, while ensuring high adherence rates and improved patient comfort.

Our current O₂Vent™ device range (O₂Vent™ Mono, T and W devices) will expand to incorporate additional technology, addressing current unmet clinical needs, including:

- **The Oventus ExVent™** – a positive end-expiratory pressure (PEEP) valve which pairs with the O₂Vent™ devices to help patients maintain positive pressure on oral exhalation, further stabilising the upper airway. It will be incorporated into both the titanium and nylon bespoke 3-D printed O₂Vent™ devices. Following the results of clinical studies, it is anticipated that the ExVent™ will launch in 4Q CY 2018.
- **The O₂Vent™ ONEPAP device** also uses PEEP valve technology, except it provides higher pressure on both oral and nasal exhalation. The O₂Vent™ ONEPAP is in late stage development.
- **The O₂Vent™ Connect** – a CPAP connection device designed to be worn with O₂Vent™ devices, which will reduce the pressure requirements of CPAP and eliminate the need for full face masks and straps.
- Other developments include the **O₂Vent™ Optima** – a nylon bespoke 3D printed oral appliance incorporating 'Oventus Airway Technology' and mandibular or jaw advancement. This product will be delivered by dentists, is more slim-line and lighter in weight than the titanium devices and benefits from a simplified logistics process and lower manufacturing costs. Expected to be available for sale Q4 CY2018.
- A second nylon oral appliance, the **O₂Vent™ Lite** is a nylon trial oral appliance, which incorporates 'Oventus Airway Technology' and mandibular or jaw advancement. Similar to the O₂Vent™ Optima design, this temporary device will be sold in standard sizes (arch forms), initially through dentists and sleep clinics. This product is scheduled for a 2019 launch.

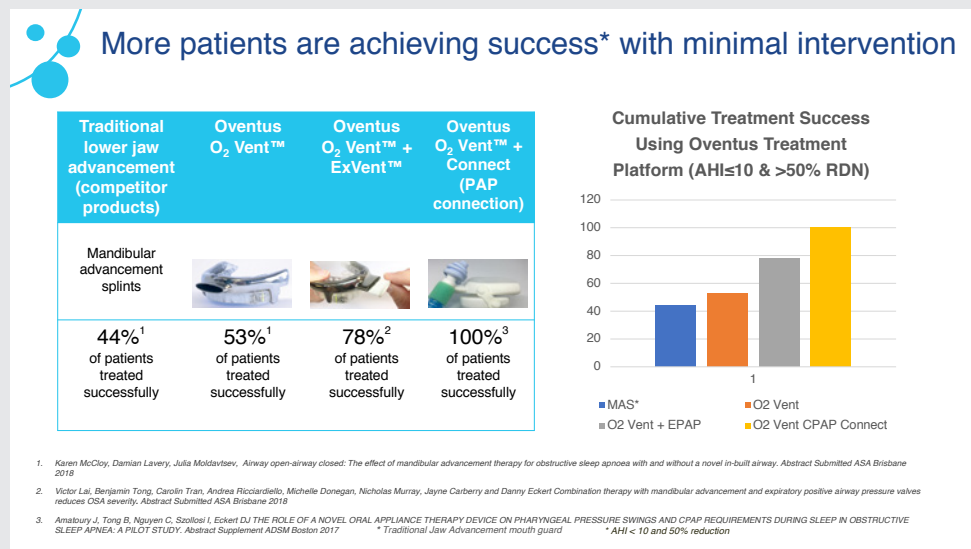


5. Clinical Trials Update

We continue to make headway with clinical validation to demonstrate that our proprietary 'Oventus Airway Technology' is able to improve clinical outcomes for patients that have previously failed to respond to traditional oral appliance therapy, as well as those patients suffering from nasal congestion.

The slides at right summarise the cumulative treatment success the clinical trials have achieved using the developing Oventus **Sleep Treatment Platform**.

In recent presentations of 'Oventus Airway Technology' to stakeholders in the all-important US market, the feedback on 'Oventus Airway Technology' was overwhelmingly positive. Sleep physicians understand the technology and the benefits it can deliver for many of their patients. These discussions, the clinical evidence and Oventus **Sleep Treatment Platform** technology formed a key part of the strategy to launch 'Oventus Airway Technology' as a new treatment modality within the sleep channel at the recent Dental Sleep and Sleep conferences in Baltimore, June 1-6, 2018.



6. Conferences



27th AADSM Annual Meeting 2018

Hilton Hotel, Baltimore 1-3 June 2018. Oventus was a Gold Sponsor of the event and an exhibitor.



32nd Annual Meeting of the Associated Professional Sleep Societies, LLC (SLEEP 2018)

Hilton Hotel, Baltimore 2-6 June 2018. These two Baltimore events are the premier world forum to present and discuss the latest developments in dental and clinical sleep medicine. Oventus hosted a VIP suite for private presentations, and hosted a dinner with key dental sleep and sleep medicine contacts.

Dr Chris Hart explaining Oventus Technology at the AADSM booth



Dr Chris Hart presenting in the VIP suite during AADSM and SLEEP 2018



7. Oventus in Recent News

DATE	PUBLICATION	HEADLINE	JOURNALIST
15/3/2018	Stockhead	Why investors should pay attention to biotechs focused on China	Melissa Yeo
16/3/2018	Health Professional Radio	O₂Vent™: Sleep Well & Breathe Easily [transcript][audio]	Tabetha Moreto
28/3/2018	Stockhead	Outlook is bright for Aussie 3D printing stocks – if they can win patents	Sharon Smith
22/5/2018	Stockhead	Oventus's latest trial results have snorers sleeping like babies	Rachel Williamson
24/5/2018	Crossroads Today	\$482.5 Billion Sleep Apnea Oral Appliances Market – Global Forecasts to 2023 – ResearchAndMarkets.com	Staff Writer
29/5/2018	Small Caps	Oventus Medical ExVent device gives PEEP at future for obstructive sleep apnoea patients	Amanda Ellis
29/5/2018	ABN Newswire	Oventus Medical Ltd (ASX:OVN) data Shows O₂Vent with New Valve Treats 75% of Patients	Staff Writer
31/5/2018	Pharmacy Choice	Oventus Medical Ltd (ASX:OVN) Innovators in Sleep Apnoea Treatment Presentation for Thorney Investment Forum	Staff Writer
07/6/2018	Nine Finance	Oventus receives US patent	Staff Writer

8. Past and Upcoming Dates

DATE	EVENT	DESCRIPTION
3-5 May 2018	Smile Source Exchange	Smile Source is a network of 500 dental clinics across the US. Dr Chris Hart was invited to present at this Exchange event that offers members continuing education and networking opportunities.
31 May 2018	Thorney Investment Forum	Dr Chris Hart presented (on invitation) via a live link to the Thorney Investor Forum held at the ASX Centre in Sydney.
1-3 June 2018	27th AADSM Annual Meeting 2018. Hilton Hotel, Baltimore	Oventus was a Gold Sponsor of the event and an exhibitor. The meeting welcomed over 1,100 dental sleep medicine professionals to the city for the premier dental sleep medicine conference of the year.
2-6 June 2018	2nd Annual Meeting of the Associated Professional Sleep Societies, LLC. SLEEP 2018. Hilton Hotel, Baltimore	Oventus exhibited at SLEEP 2018, the premier world forum for presenting and discussing the latest developments in clinical sleep medicine and sleep and circadian science.
17-20 October 2018	Sleep DownUnder 2018	Expert sleep clinicians and scientists from Australia and New Zealand will be joined by international speakers to share the latest advancements and innovations in the world of sleep research and clinical practice.

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