

**ASX Release**

**Oventus presentation for the Thorney Sydney Investment Forum**

Brisbane, Australia 31<sup>st</sup> May 2018: Oventus Medical Ltd (ASX: OVN) is pleased to attach a copy of the presentation that Founder and Clinical Director, Dr Chris Hart will deliver to investors this morning at the Thorney Sydney Investment Forum.

In the attached presentation, slide 22 has been updated to correct the half year FY2018 revenue number of \$135.74m which should accurately read \$135.74k.

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

—ENDS—

For more information, please contact:

Mr Neil Anderson, Managing Director and CEO: M: 0403 003 475

Jane Lowe, IR Department: M: 0411 117 774 or [jane.lowe@irdepartment.com.au](mailto:jane.lowe@irdepartment.com.au)

**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 maintain a stable airway with or without nCPAP. 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 O<sub>2</sub>Vent 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.<sup>1</sup>

Continuous positive airway pressure (CPAP) is the most definitive medical therapy for obstructive sleep apnoea, however many patients have difficulty tolerating CPAP<sup>2</sup>. Oral appliances have emerged as an alternative to CPAP for obstructive sleep apnoea treatment.<sup>3</sup>

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

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

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



# Oventus: Innovators in Sleep Apnoea Treatment

Presentation for Thorney  
Investment Forum

May 31<sup>st</sup> 2018



## About Oventus (ASX: OVN)

Oventus is commercialising its O<sub>2</sub>Vent™ and associated technologies to treat Obstructive Sleep Apnoea (OSA)

Our titanium, 3D printed airway technology “O<sub>2</sub>Vent™” enhances treatment outcomes **for more than 50%** of OSA patients



O<sub>2</sub>Vent™ device:  
in market

\* Refer to OVEN-003 Brisbane clinical trial results, announced 22<sup>nd</sup> May 2018: <http://oventus.com.au/investors/asx-announcements/>





Our valve technology used in conjunction with the “O<sub>2</sub>Vent™” enhances treatment outcomes **for more than 75%\*** of OSA patients

Oventus ExVent™ oral  
PEEP valve: expected  
in market, Q4CY2018

\* Refer to NeuRA Sydney interim trial results, announced 29<sup>th</sup> May 2018: <http://oventus.com.au/investors/asx-announcements/>

Our valves combined with Oventus Airway Technology - truly bridging the gap between oral appliances and CPAP



O2Vent™ ONEPAP (oro-nasal ePAP) valve: in late stage development

A close-up photograph of a man with dark hair and a beard sleeping on his side. He is wearing a white chin strap device that holds his mouth open. The device has a strap across the forehead and another around the chin. He is wearing a blue long-sleeved shirt. The background shows a white pillow and a light-colored wall.

Without the need  
for a CPAP mask

# How Oventus Airway technology works

The O<sub>2</sub>Vent™ 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 an open jaw 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 for air to go into the patient’s lungs



# How Oventus Airway technology works

The O<sub>2</sub>Vent™ technology is the first major innovation in the treatment of sleep apnoea for years

4.

The valve that sits here still allows low resistance when breathing in but when breathing out it builds up back pressure which acts like a mini CPAP within the device airway.



5.

Pressure builds up here to stabilise the airway

A photograph of a bed with a light-colored wooden headboard. Three white pillows are arranged on the bed. The top two pillows are behind a third pillow in the foreground. The text is overlaid on the image: a title at the top and two descriptive sentences on the foreground pillow.

# Obstructive sleep apnoea... more than just a poor night's sleep

**OSA impacts the way  
people breathe when they  
are sleeping.**

**Breathing is briefly  
interrupted or becomes very  
shallow during sleep.**

A light gray world map serves as a background. Five location pins are placed on the map: three in blue (North America, Europe, and East Asia) and two in orange (Australia and New Zealand).

## Poor sleep has major impacts on health economics

80%

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

\$26.2  
BILLION

Financial losses in Australia between 2016-2017 from inadequate sleep

\$40.1  
BILLION

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



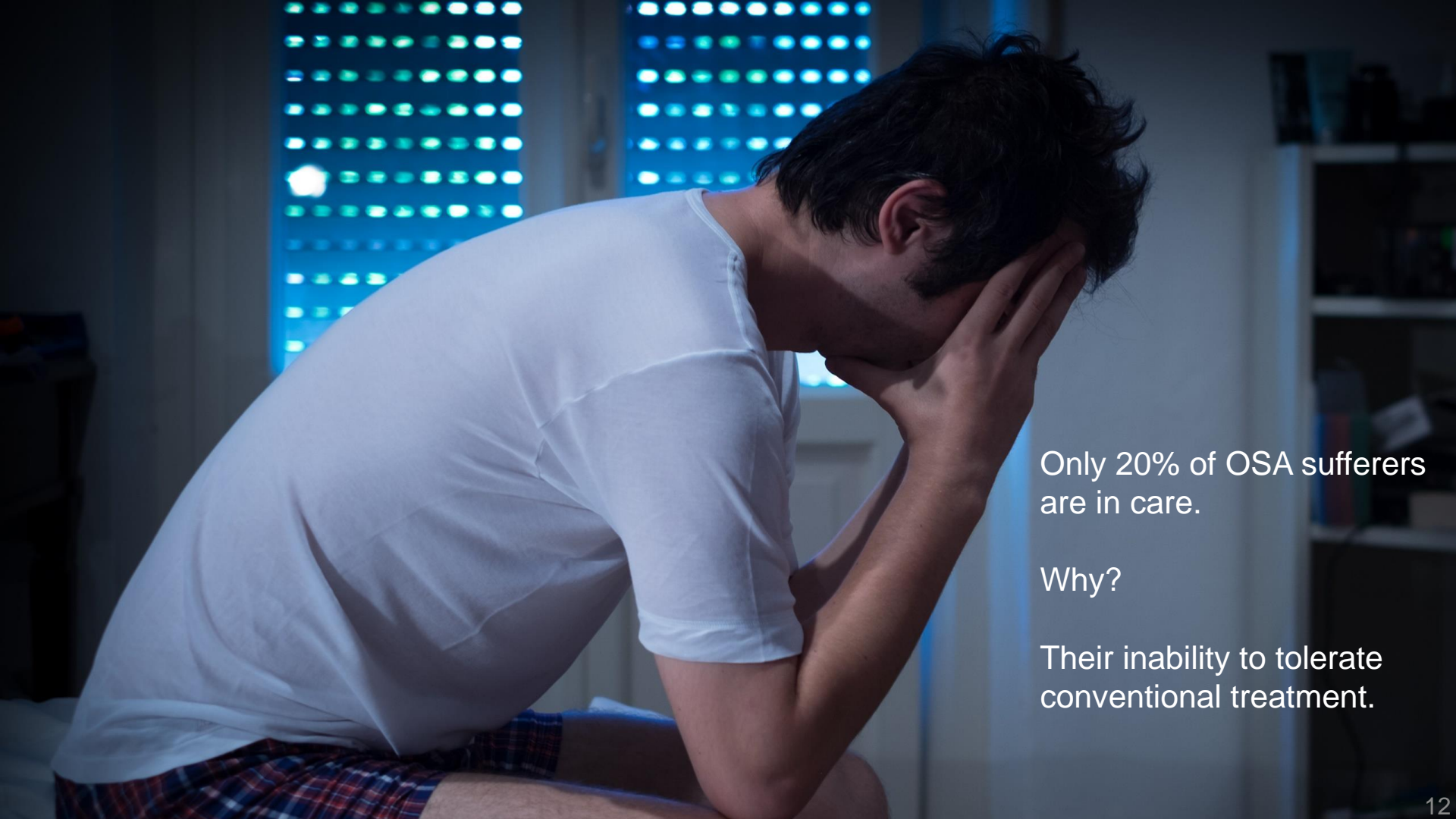
# The big business of sleep

A photograph of a man and a woman lying in bed. The woman, on the left, is sleeping with her mouth wide open, illustrating obstructive sleep apnea. The man, on the right, is looking upwards with a concerned expression. They are both under a blue and white striped blanket.

Obstructive Sleep Apnoea (OSA) is a massive market.  
It is worth US\$3.8\*\* globally, growing at a CAGR of 15-20%.

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





Only 20% of OSA sufferers  
are in care.

Why?

Their inability to tolerate  
conventional treatment.



Does this look  
comfortable to you?



## Video: how do sleep physicians feel?



*Leading sleep physicians, Lee A. Surkin (left) and David E. McCarty (below, left) discuss how improved oral appliance therapy could be game changing for sleep apnoea patients*



A recorded copy of this presentation will be available in the coming days at: [www.oventus.com.au/investors](http://www.oventus.com.au/investors)

# Compelling clinical data

In clinical trials (and in real life) our devices succeeded where others could not.

## **Oventus Airway Technology:**

- Makes mouth guards 30-50% more efficacious,
- Treats over 75% of patients without the need for CPAP, and
- Dramatically reduces CPAP pressures and eliminates the need for masks for the small percentage of patients that need it, which
- Delivers significant competitive advantages for half of the current mouth guard and mask market of \$3.8billion/year, and

**The ability to bring more patients into care may well dramatically increase this addressable market**



>75%

**Patients successfully treated their sleep apnoea without using CPAP**



100%

**Patients Treated without using a full face mask**






100%

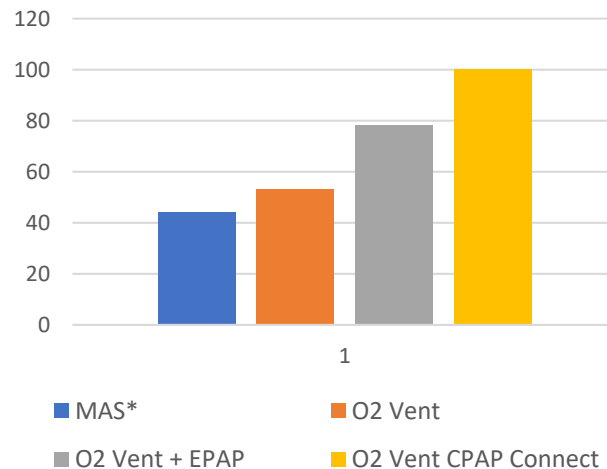
**Patients experienced significant improvement in snoring using O<sub>2</sub>Vent**



# More patients are achieving success\* with minimal intervention

Traditional lower jaw advancement (competitor products)	Oventus O <sub>2</sub> Vent™	Oventus O <sub>2</sub> Vent™ + EPAP	Oventus O <sub>2</sub> Vent™ + Connect
Mandibular advancement splints			
44% <sup>1</sup> of patients treated successfully	53% <sup>1</sup> of patients treated successfully	78% <sup>2</sup> of patients treated successfully	100% <sup>3</sup> of patients treated successfully

## Cumulative Treatment Success Using Oventus treatment Platform (AHI ≤ 10 & > 50% RDN)



1. Karen McCloy, Damian Lavery, Julia Moldavtsev, Airway open-airway closed: The effect of mandibular advancement therapy for obstructive sleep apnoea with and without a novel in-built airway. Abstract Submitted ASA Brisbane 2018

2. Victor Lai, Benjamin Tong, Carolin Tran, Andrea Ricciardiello, Michelle Donegan, Nicholas Murray, Jayne Carberry and Danny Eckert Combination therapy with mandibular advancement and expiratory positive airway pressure valves reduces OSA severity. Abstract Submitted ASA Brisbane 2018

3. 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

\* Traditional Jaw Advancement mouth guard

\* AHI < 10 and 50% reduction

# Oventus personalised Sleep Treatment Platform

..set to deliver treatment to **all types** of OSA patients,  
**significantly reducing the need for CPAP**

Oventus  
O<sub>2</sub>Vent™



In market

Oventus  
O<sub>2</sub>Vent™ + ExVent™  
oral EPAP



Expected to be released in  
Q4CY2018

Oventus  
O<sub>2</sub>Vent™ + ONEPAP™  
oral/nasal EPAP



In late stage development

Oventus  
O<sub>2</sub>Vent™ Connect  
CPAP connection



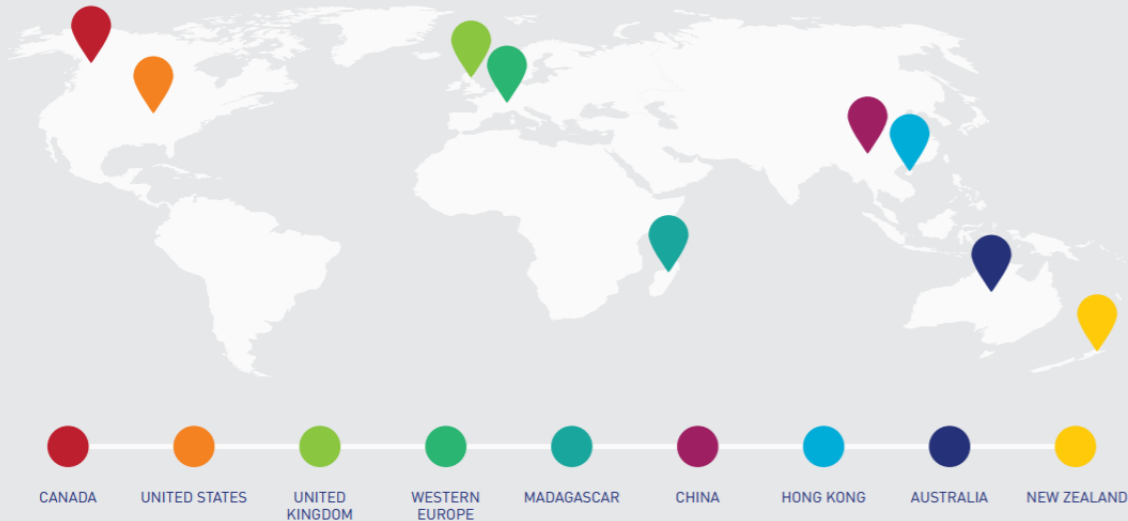
In late stage development

With Oventus' Sleep Treatment Platform, many patients reported a good night's sleep... *for the first time in **decades.***



# Distribution agreement with Modern Dental Group... the world's largest distributor of dental prosthetics

MODERN DENTAL GROUP LOCATIONS



## Modern Dental is listed on HKSE

Ticker: 3600 | Market cap: \$2.21 b

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





## Innovative clinical solutions, a great team and exceptional clinical data combine to drive adoption in the **sleep channel**

- Four major Sleep Physician networks and training organisations are working with Team Oventus USA as early adopters of the technology
- Training and education is key to having the sleep channel recognise Oventus Airway Technology as a unique and innovative treatment modality to help physicians help their patients
- These early adopters view Oventus Airway Technology as a bridge between Oral Appliance Therapy and CPAP therapy with the ability to bring more patients into care



## Team Oventus USA



### **Robin Randolph**

Accomplished Marketing & Sales executive 30+ years in the Sleep Industry. In—depth North America medical device commercialization experience; product management, clinical education, reimbursement, & sales. Sleep Center operations management experience.



### **Greg Eaton**

Experienced medical device sales executive with 20+ years working within Sleep & Respiratory medical device markets. Possess keen innovative insights in the area of executing sales tactics, sales team development & forecasting. Multi-time recognized Presidents Club Achievement awardee for outstanding sales performance.



### **Peggy Powers**

Experienced clinical educator and authority in the sleep & respiratory industry. Registered Respiratory Therapist 20+ years. Highly skilled in the design and delivery of comprehensive training programs for health care providers. Frequent presenter/educator.



### **Brian Ueda**

Skillful marketing manager with an innate ability to take complex technical ideas and distill them into user-friendly visuals to drive marketing campaigns. Experienced in traditional advertising, marketing, graphic design & film.

# Corporate snapshot

## Oventus Medical Limited: ASX:OVN

### Capital structure

Shares on issue	105.94m
Options	3.56m
Price (31/5/2018)	\$0.36
Market Cap (31/5/2018)	\$38.14m
Cash on hand (31/03/2018)	\$11.89m
Revenue 1H FY2018	\$135.74k



## Investment summary

Oventus is driving the most significant change the sleep apnoea market has seen for years

- Oventus Airway Technology and valve accessories set to disrupt a large and growing market
- Recent data shows that over 75% of patients can be treated without the need for CPAP\*
- Clinical evidence is further building, supported by ongoing clinical trials
- Ramping up dental channel sales, underpinned by Modern Dental distribution agreement
- Building interest in much larger sleep channel, with early adopters driving for change
- OSA market is massive: \$US 3.8 globally, growing at 15-20% CAGR\*\*, with only 20% of OSA sufferers in care
- Strong institutional investor support and balance sheet

\* Refer to NeuRA Sydney interim trial results, announced 29th May 2018: <http://oventus.com.au/investors/asx-announcements>; 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





**"I HAVE USED THE OVENTUS DEVICE FOR 3 YEARS AND IT IS AMAZING.**

No snoring and so easy to carry around. Used it right through Europe and did not have to worry about electricity or extra bags. Used a CPAP for 20 years. Now I am so free from all that. I love it!"

**Jeanne Marshall**

See more at [www.oventus.com.au](http://www.oventus.com.au)