



## **Oventus: Innovators in Sleep Apnoea Treatment**

**Investor lunch  
presentation  
Tattersall's Club, Brisbane**

February 2018  
Twitter: @OventusLtd



## About Oventus (ASX: OVN)

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

## O<sub>2</sub>Vent is a new breakthrough 'Airway Technology' introducing an 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%\*\*\*




## O<sub>2</sub>Vent animation

*Oventus O<sub>2</sub>Vent™*

There are several sites of airway obstruction which can lead to Obstructive Sleep Apnoea (OSA), they can occur individually or in combination. The following animation depicts some of these.




\*Refer to [www.ventusmedicalinvestors.com](http://www.ventusmedicalinvestors.com) to view "How the Oventus O<sub>2</sub>Vent works" video

A close-up photograph of a man with dark hair and a beard, sleeping in a hospital bed. He is wearing a white CPAP mask over his nose and mouth, secured by a white plastic frame and straps. His eyes are closed, and he appears to be resting comfortably. The bed has white pillows and a blue blanket. The background is a plain, light-colored wall.

Without the need  
for one of these

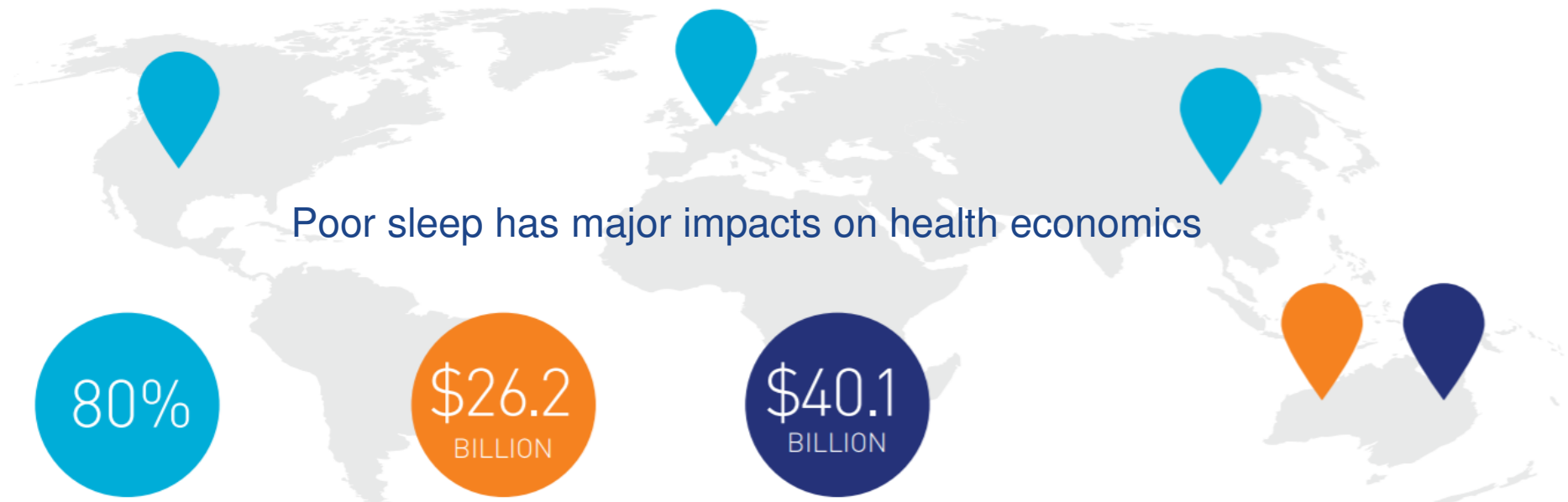


A photograph of a bed with a light-colored wooden headboard. Three white pillows are arranged against the headboard. The top pillow is slightly behind the other two. The middle and front pillows are in the foreground. The front pillow has two lines of black text on it. The background is a plain, light-colored wall.

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.**



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

Financial losses in Australia between 2016-2017 from inadequate sleep

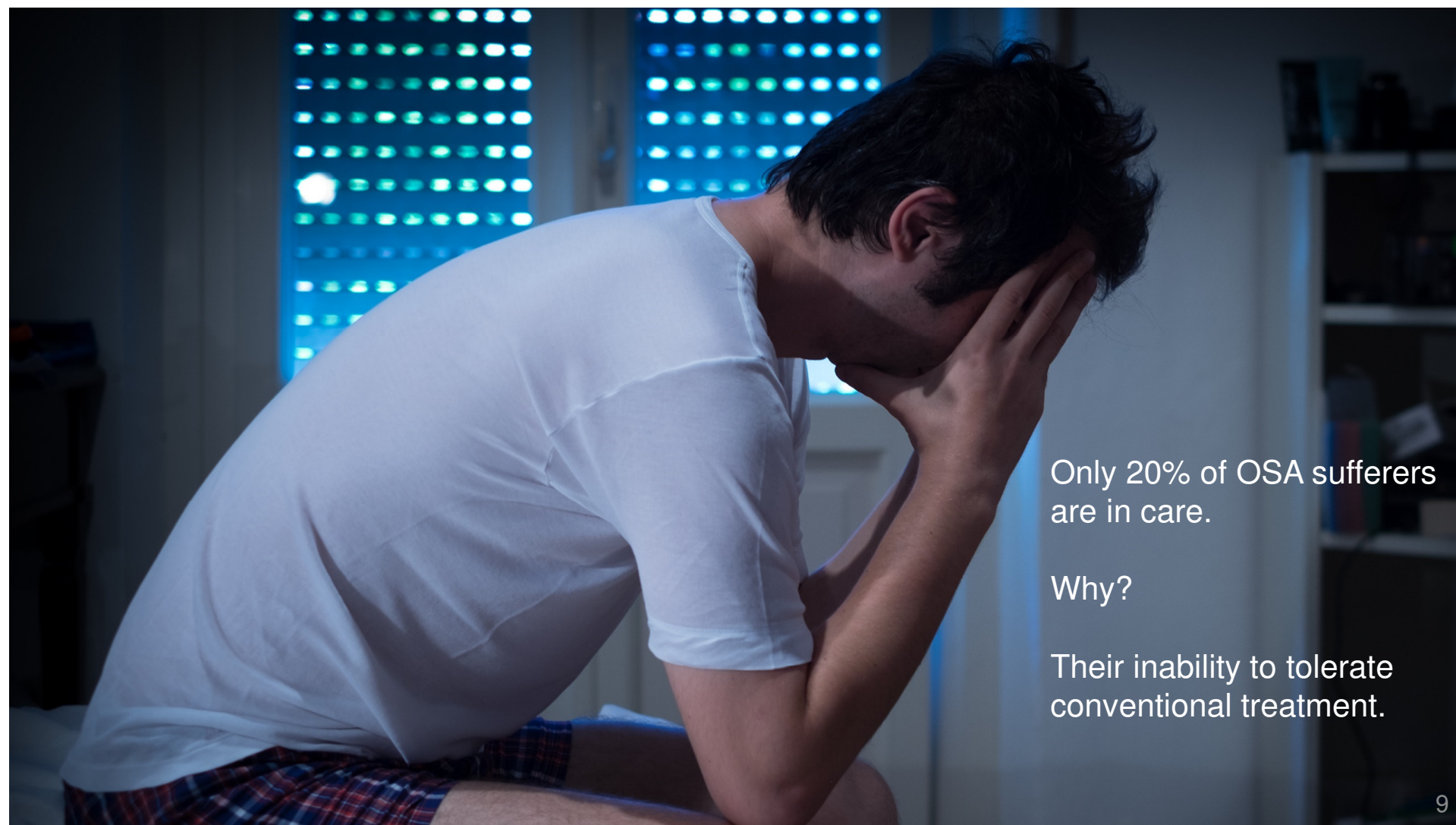
Australia attributed \$40.1 billion to loss of well-being in 2016-2017

## 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%.

\* 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?



## Compelling clinical data

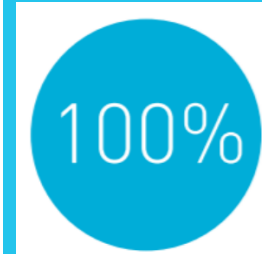
In clinical trials (and in real life) our devices succeeded where others could not.

### Oventus 'Airway Technology' in our 'O<sub>2</sub>Vent':

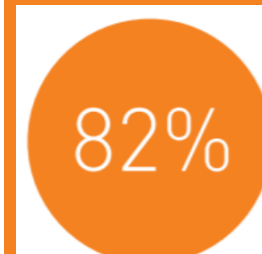
- 30-50% more efficacious than existing mouth guard oral appliances, and
- Dramatically reduces CPAP\* machine pressures when worn in combination with our O<sub>2</sub>Vent + CPAP Connect, eliminating the need for masks, which
- Delivers significant competitive advantages for half of the current mouth guard and mask market of \$3.8billion/year, and

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

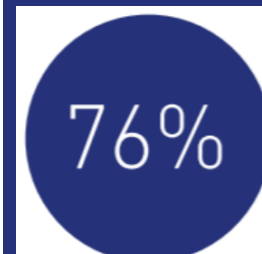
\* CPAP – Continuous Positive Airway Pressure



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



Patients experienced complete elimination of snoring using O<sub>2</sub>Vent



Patients decreased their Apnoea-Hypopnea Index (AHI) using O<sub>2</sub>Vent

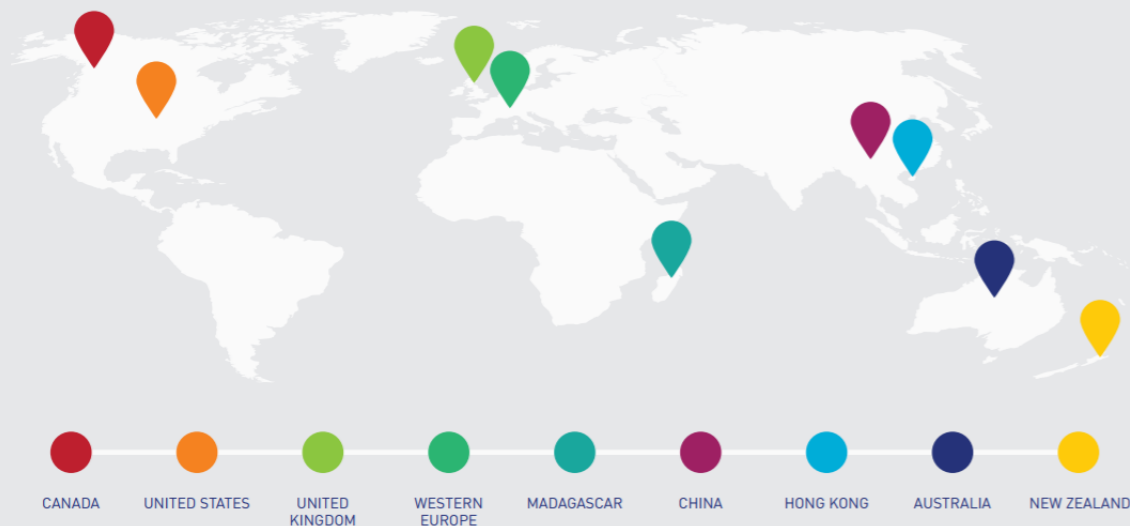


With Oventus' O<sub>2</sub>Vent oral device, many patients reported a good night's sleep.  
*for the first time in **decades**.*



## 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



## Exploring licensing and partnering opportunities for the 'O<sub>2</sub>Vent Connect' CPAP interface applications

Oventus 'O<sub>2</sub>Vent Connect' Airway Technology planned for launch into the US market in 2H CY18

- Enables ultra low pressure CPAP delivery
- Without the need for a mask
- Making CPAP more tolerable
- With access to existing reimbursement codes
- This is a significant competitive advantage in a \$3.5 billion dollar a year market<sup>\*/\*\*</sup>

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

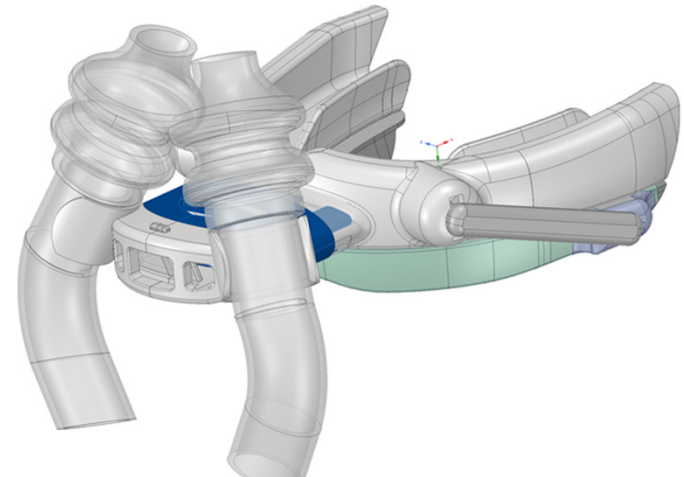
\*\* Excludes cost of CPAP machine



## Oventus Airway Technology – Product Pipeline....

### ‘O<sub>2</sub> Vent Connect’ PAP interface

- Reduced PAP pressure requirements by 66%\*
- Simultaneous CPAP delivery and physiologic mouth breathing
- Mask and mask-less (strap free) ultra low pressure PAP delivery



\*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
- Current clinical evidence indicates that 'Oventus Airway Technology' delivers a marked improvement in clinical outcome compared to existing MAD\* and CPAP\*\* therapy for 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
- A prescription for Oventus 'Airway Technology' to be incorporated into MAD or CPAP can only be fulfilled by Oventus
- The adoption of Oventus 'Airway Technology' in 2018 will be driven by prescriptions being written by sleep physicians 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.

## Corporate snapshot Oventus Medical Limited: ASX:OVN

### Capital structure

Shares on issue	105.94m
Options	3.56m
Price (6/2/18)	\$0.49
Market Cap (6/2/18)	\$51.89
Cash on hand (31/12/2017)	\$12.87m







## Investment summary (1/2)

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:
  - O<sub>2</sub>Vent 'Airway Technology' oral appliance – currently generating revenue
  - 'O<sub>2</sub>Vent Connect' to CPAP machine\* combined with O<sub>2</sub>Vent– in late stage development (replaces face mask)
3. Clinical evidence validating the benefit of our proprietary airway is building

\* CPAP machine: Continuous Positive Airway Pressure machine. Examples include by ResMed, Fisher & Paykel, and Phillips Respironics.



## Investment summary (2/2)

4. Agreement executed in June 2017 with world's largest dental prosthetics supplier, Modern Dental Group to ramp up sales in the Dental Sales Channel.  
Modern is now marketing Oventus' range in the US and Australia and will extend this to Europe in February through their established channels  
Impactful 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
6. Strong institutional investor support and solid balance sheet

\* 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)