



Oventus: Innovators in Sleep Apnoea Treatment

Investor Presentation

July 31st 2018 - Brisbane
August 2nd 2018 - Melbourne
August 3rd 2018 - Sydney





About Oventus (ASX: OVN)

Oventus is commercialising its O₂Vent™ and associated technologies to treat Obstructive Sleep Apnoea (OSA)

A photograph of a bed with a wooden headboard and several white pillows. The text is overlaid on the image. The main title is at the top, and a detailed description of OSA is on a pillow in the foreground.

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.**



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 woman and a man in bed. The woman is on the left, snoring with her mouth open. The man is on the right, looking awake and slightly annoyed. They are lying on a bed with blue and white striped pillows.

Obstructive Sleep Apnoea (OSA) is an extensive 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.

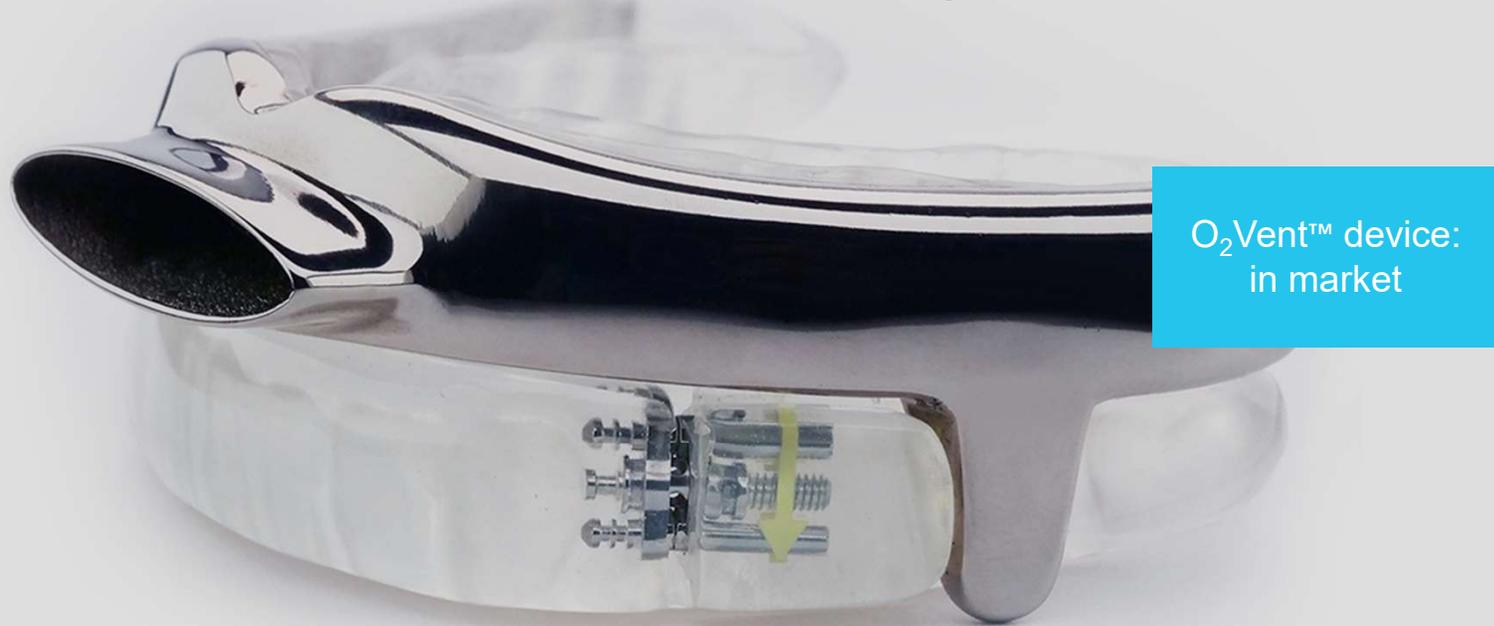
Why?

Their inability to tolerate
conventional treatment.



Does this look comfortable to you?

Our titanium, 3D printed airway technology “O₂Vent™” enhances treatment outcomes **for more than 50%** of OSA patients



O₂Vent™ device:
in market

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



When added to our “O₂Vent™”, our valve technology enhances treatment outcomes, meaning we can now treat **more than 75%*** of OSA patients

Oventus ExVent™ oral PEEP valve: expected in market, Q4 CY2018

* Refer to NeuRA Sydney interim trial results, announced 29th 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

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



Without the need
for a CPAP mask



How Oventus Airway technology works

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

1.

Air goes in through the duckbill on inhalation and out on exhalation.



2.

Air travels through the channel and delivered to the back of the throat.

3.

Simultaneously, the device is adjustable, bringing the lower jaw forward and stabilising the airway

The duckbill acts as a “second nose”. Especially beneficial for patients with nasal blockage that forces them to mouth breathe. An open mouth is undesirable when sleeping, as an open jaw can cause breathing obstruction in the throat.



How the Oventus Airway with added PEEP valve technology works

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

4.

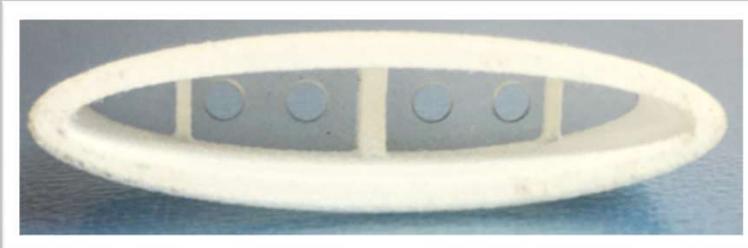
The placement of the valve in the duckbill promotes positive end-expiratory pressure (PEEP).



5.

Pressure builds up here to further stabilise the airway

Optima™ – the lighter brighter alternative



O₂Vent™ Optima device with ExVent™ and ONEPAP™: Optima in market Q1CY19, bringing faster turnaround times and reduced cost of goods

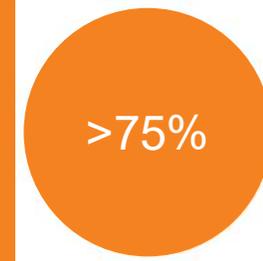


Compelling clinical data

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

Oventus Airway Technology:

- Increases oral appliance efficacy by 30-50%
- Treats over 75% of patients without the need for CPAP
- Reduces CPAP pressures and eliminates the need for masks
- Delivers competitive advantages for half of the current oral appliance and mask market [\$3.8 bn per year].



Patients successfully treated their sleep apnoea without using CPAP



Patients Treated without using a full face mask



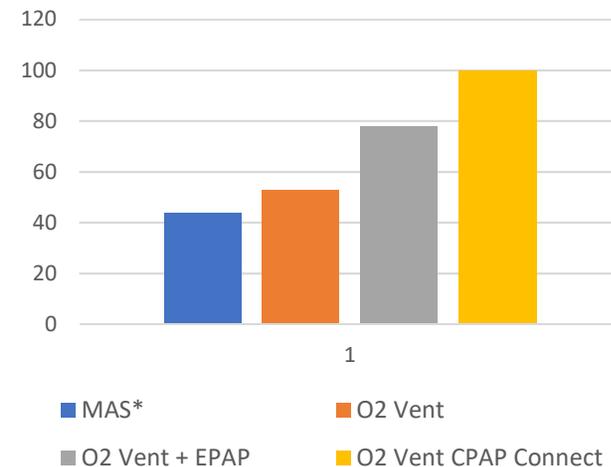
Patients experienced significant improvement in snoring using O₂Vent



More patients are achieving success* with minimal intervention

Traditional lower jaw advancement (competitor products)	Oventus O ₂ Vent™	Oventus O ₂ Vent™ + EPAP	Oventus O ₂ Vent™ + Connect
Mandibular advancement splints			
41% ¹ of patients treated successfully	54% ¹ of patients treated successfully	78% ² of patients treated successfully	100% ³ of patients treated successfully

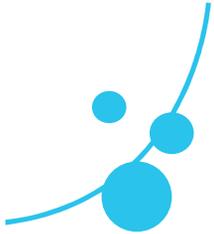
Cumulative Treatment Success Using Oventus treatment Platform (AHI ≤ 10 & >50% RDN)



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. Amatory 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,
potentially displacing the need for CPAP

Oventus O ₂ Vent™	Oventus O ₂ Vent™ + ExVent™ oral EPAP	Oventus O ₂ Vent™ + ONEPAP™ oral/nasal EPAP	Oventus O ₂ Vent™ Connect CPAP connection
			
In market	Expected to be released in Q4 CY2018	In late stage development	In late stage development



U.S. Sales and Marketing Strategies





Team Oventus USA



Robin Randolph

Accomplished Marketing & Sales executive 30+ years in the Sleep Industry. In-depth North America medical device commercialisation 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 recognised 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.

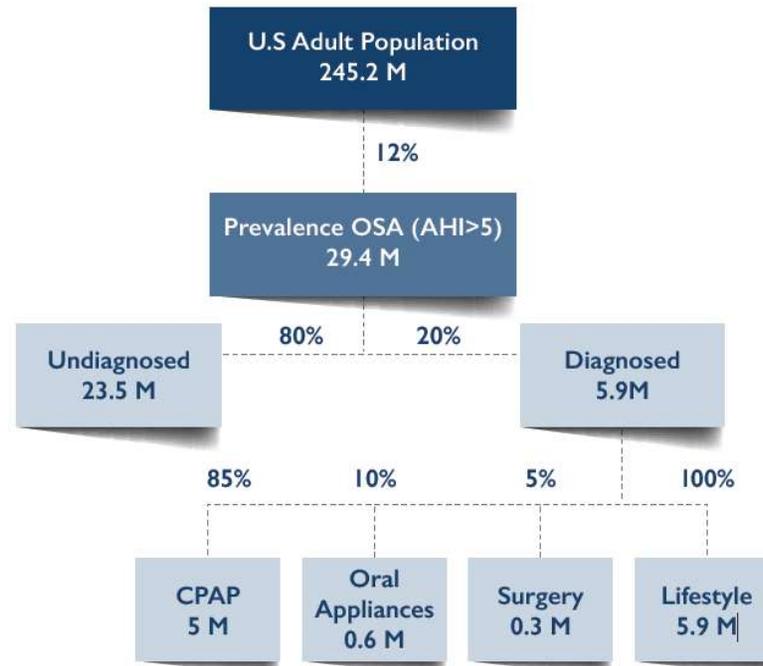


Brian Ueda

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.



Prevalence and epidemiology of OSA in the U.S.



Source: Primary research with experts, U.S. Census (2014), Peppard "Increased Prevalence of Sleep-disordered Breathing in Adults." American Journal of Epidemiology (2013)

© American Academy of Sleep Medicine 2016

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)

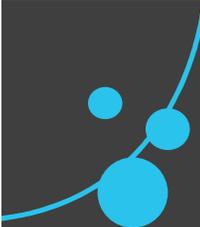
Top 3 market share in all major European
countries

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





Video: What does Oventus mean to sleep physicians?



Leading sleep physicians, Lee A. Surkin & David E. McCarty discuss how improved oral appliance therapy could be game changing for sleep apnea patients.



Myth or fact?

In the US you must have device coding (PDAC) for Oral Appliances in order to be a successful product category...

MYTH

FACT OR **MYTH?**



Myth or fact?

CPAP non-adherence is dismal @ >50%...





Myth or Fact?

Sleep Labs due to individual state and practice restrictions cannot dispense mandibular advancement devices...

MYTH





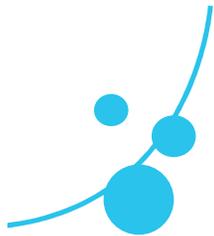
Business Models

Corporate Hybrid

Hospital Owned

Physician Owned

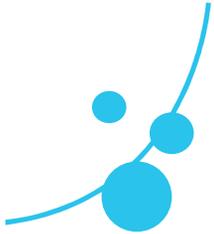
Managed Service
Organization



Core stakeholder groups in sleep channel

1. Sleep Physicians, Sleep Labs & Networks	2. Direct to Consumer	3. Sleep/Dental Alliances & Dental Service Orgs	4. U.S. Department of Veterans Affairs
			
<ul style="list-style-type: none"> • 7,000 board certified sleep physicians • ~3,000 accredited sleep Labs • Biggest capture pool • Focus on patient outcomes • Patient satisfaction 	<ul style="list-style-type: none"> • Promote patient engagement • Almost exclusively cash sales • Patient convenience & satisfaction 	<ul style="list-style-type: none"> • Top Sleep/Dental Alliance Groups • Seeking market differentiation • Cost effective alternatives • CPAP compliance concerns 	<ul style="list-style-type: none"> • >\$180M spend on CPAP in 2016 • 15% growth rate YOY • Non-traditional Purchaser • Transitioning to non CPAP Tx • Burdensome bureaucracy • Less price sensitivity
<p>Value Proposition</p> <ul style="list-style-type: none"> • Improved health outcomes • Provide potential new revenue path • Enhanced patient satisfaction • Market differential 	<p>Value Proposition</p> <ul style="list-style-type: none"> • Expanded product offering • Higher margins • Increased consumer engagement 	<p>Value Proposition</p> <ul style="list-style-type: none"> • Increased Compliance • Improved patient outcomes • Cost effective • Enhanced patient satisfaction 	<p>Value Proposition</p> <ul style="list-style-type: none"> • Reduced clinic wait time • Improved patient throughput • Improved health outcomes • More effective premium product • FFM alternative

Oventus is working with stakeholders in each of these channels to drive adoption of the sleep treatment platform



Sales Channels

Sleep Hybrids & Labs

Discussions with Largest Performing >500,000 sleep studies per year

01



02



Direct To Consumer

CPAP Rescue
Call to action voucher for 3D scan

Dental Service Organizations

Targeting 4 that manage >30,000 Practices combined & located in 33 states

03



04



Veterans Administration

Identify distributor with Federal Supply Schedule



Corporate snapshot Oventus Medical Limited: ASX:OVN

Capital Structure

Shares on Issue	105.94m
Options	3.56m
Price (30/07/18)	\$0.29
Market Cap	\$30.72m

Cash on hand (30/6/18)	\$9.90m
Revenue 1HFY18	\$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
- Driving 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 extensive: \$US 3.8 bn per year, 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