

ASX Release

Oventus Medical 2018 Annual General Meeting Chairman's Address

Brisbane, Australia 16th November 2018: Oventus Medical Ltd (ASX: OVN) is pleased to announce the following Chairman's Address being presented at today's Annual General Meeting.

Chairman's address:

I will now present the Chairman's address.

I will focus my address to shareholders on our 'Go Forward Business Strategy' and the work we have undertaken to bring our suite of medical devices to market, for those suffering from sleep apnoea and snoring – importantly offering a new treatment regime that is clinically proven.

This year has seen the Oventus team work diligently to build the sales channels to bring our devices to patients. Critically – we now have the right medical devices, backed by the right team, and a large and exponentially growing global market to build a substantial and profitable company. 2019 promises to be an exciting year for Oventus.

We now have an extremely strong and expanded 'Sleep Treatment Platform', which is supported by proven clinical data. We know our 'Airway' technology is efficacious and very much patient focussed. Importantly 80% of patients are out of care and many sufferers currently in care will fall out of care using existing technologies.

An important lesson for us from FY18 has been the realisation that the sleep channel, which is made up of sleep clinicians and physicians, is the most effective pathway through which to bring our devices to market, and thereby establish a robust sales pipeline. To that end, our efforts have been strongly focused on building relationships with practitioners in the sleep channel, particularly in the US, where there are a number of large sleep centres which we are now targeting.

Our focus on the dental channel with our existing partner, Modern Dental, remains an important element of our strategy. The current market entry strategy, which is focussed on the sleep channel puts us in a very strong position to move forward entering into 2019.

In targeting the sleep channel, we have built relationships and educational programs around our devices focussed largely on practitioners in this space. Our efforts however have not only been outward looking. We have purposefully built a highly credentialed US sales and marketing team which we started to assemble earlier this year, led by industry veteran Robin Randolph, who is here today.

Secondly, we have continued to expand on our wealth of clinical data. 170 patients have now been studied through a number of clinical trials proving the strong efficacy of our medical devices. This data is an important element in demonstrating the efficacy and clinical effectiveness of our devices. Leading sleep clinicians and key opinion leaders agree that Oventus has the opportunity to be a "game changer" in the sleep disorder market.

Further supporting our northern hemisphere marketing strategy was the recent appointment of our US-focused Medical Technology Advisory Board (MTAB) of sleep experts, which was set-up to give us strong inroads into the sleep industry. The MTAB is helping us drive forward the clear potential of our 'Sleep Treatment Platform'.

The dental channel, supported by our agreement with Modern Dental, will continue to play an important role in the patient journey, through the provisioning of referrals to sleep centres, and in the fitting of oral devices.

With a focus on delivering cutting edge medical devices, we have, through our R&D program developed the new nylon O₂Vent™, also known as the 'Optima', which will sit alongside the current titanium device. The Optima is currently being targeted for launch, and has already received Australian TGA registration.

Our operating costs have also been reduced through the rationalisation of our offices in Australia. Our forward focus over the next 12 months will be on expanding our presence in the US market.

Shareholders should be reassured that we have made very good progress in FY2018, across a number of key business areas. We entered FY2018 with one core product on the market, our titanium O₂Vent™, which incorporated 'Oventus Airway Technology' backed by clinical trial data from two of our clinical studies: the 'Brisbane' study and 'NeuRA' pilot study, across 34 patients. A year on, we have significantly further validated our technology - we now have published data on over 170 patients across four clinical studies. We've built a 'Sleep Treatment Platform' that offers a personalised care approach to prescribing our devices, and provides real solutions to patients seeking alternatives or adjuncts to existing treatment options, such as mouth guard devices and CPAP appliances.

Clinical evidence across this expanding group of patients shows that our O₂Vent™ devices can treat 78% of patients without the need for CPAP. Further, 100% of patients were able to successfully be treated using the O₂Vent Connect™ device.

Spearheaded by a strong and seasoned Board and management team, and a US-focused Medical Technology Advisory Board, we are committed to bringing to market our 'Sleep Treatment Platform'.

I sincerely thank the whole Oventus team for their contribution over the last year, and look forward to sharing our success in 2019. Finally, I'd like to thank our shareholders for their ongoing support. We look forward to updating you in the year ahead while we continue along our path to changing the way sleep disorders are treated, and importantly changing the quality of life for the patients we serve.

I will now hand over to Dr Chris Hart and Robin Randolph, who will provide a summary of the year's achievements and our key priorities for 2019.

--ENDS--

For further information, please visit our website at www.oventus.com.au or contact the individuals outlined below.

Dr Chris Hart, Managing Director and CEO: M: +61 409 647 496

Jane Lowe, IR Department: M: +61411 117 774 or 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 nasal CPAP. 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.