



Oventus: Innovators in Sleep Apnoea Treatment

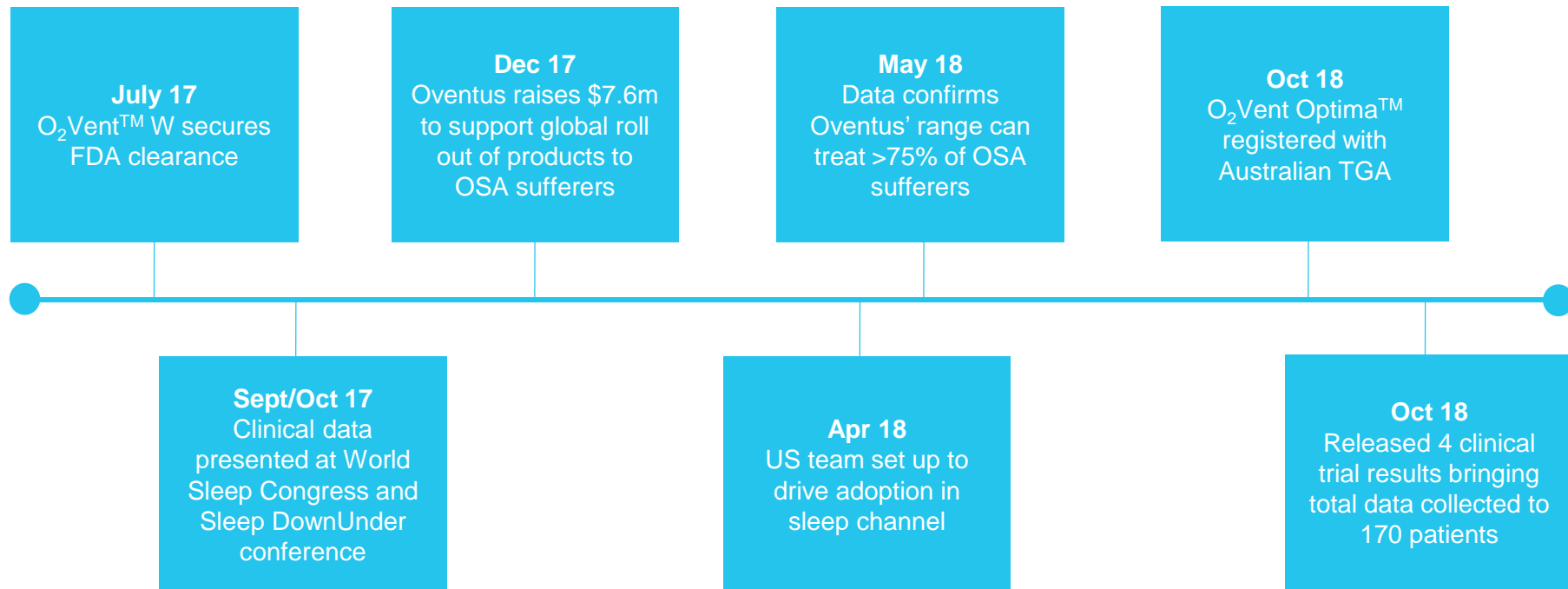
2018 AGM Presentation

November 16, 2018 – Brisbane





Summary of key milestones - FY2018



* OSA - Obstructive Sleep Apnoea



Key strategic initiatives of FY2019

- ✓ As product development and clinical trials are finalised, Oventus is transitioning from an R&D focused company to a “go to market” / sales oriented company – with a restructured team
- ✓ Key parts of manufacturing process being outsourced to enable Oventus to be a “virtual company”, while retaining management of data and software design (core to value proposition)
- ✓ Sales / marketing of ‘Sleep Treatment Platform’ shifted to focus on sleep channel
- ✓ Building out US team and rolling out US go to market strategy
- ✓ Further communicate outstanding clinical evidence which clearly differentiates Oventus as a new treatment modality
- ✓ Commercialising and launching products in late stage development, extending the reach of the Oventus treatment platform and reducing COGS
- ✓ Reducing fixed costs in business by 15-20% moving forward – significant steps already undertaken in FY2018



Setting up for a pivotal year – FY2019

Team restructured to reflect change from R&D focus to sales focus:



Chris Hart appointed CEO



Neil Anderson moved to CTO



Dan Parry appointed CFO



Robin Randolph appointed
VP, Marketing and
Operations, North America

Appliance validation - O₂Vent (Oventus Airway Technology)

Clinical trials to validate Oventus 'airway technology' and assist marketing

Name	Study/ Investigation	Patients completed (per Nov 2018)	Results - reduction in AHI (sleep events per hour)*	Commentary	Events
Sydney study (NeuRa) OVEN-005 CRC-P funded (\$2.95m) 3 stages over 3 years 180 Patients in Total	Pilot study	4	37 reduced to 8 = 78% reduction Airway Technology increased efficacy by 50% cf Traditional oral appliance	In addition to AHI reduction, 66% reduction in CPAP pressure required when using Oventus CPAP connector	Presented at AADSM/AASM Sleep 2017 in Boston
	Nasal Resistance Study	7	34.4 reduced to 7.0 = 80% reduction	Increased nasal resistance did not impact treatment outcomes	Interim results presented at Prague, World Sleep Congress (abstract) 9-12 October 2017
		39	29 reduced down to 14.5 = 50% reduction		Expanded results presented at European Respiratory Society in Paris September 2018
	PEEP Valve Study	22	21.6 reduced to 7.267% reduction In previous treatment failures	Success rates increased by 59% enabling over 75% of patients to be treated successfully without CPAP	Final results being presented at the ASA Sleep DownUnder Oct 2018
	MAS Combo Study	16	CPAP Pressure requirements reduced by 35-40%	Patients able to breathe through the device while using nCPAP eliminating the need for full face masks	Interim results presented at European Respiratory Society in Paris September 2018 Expanded results

* Apnoea-Hypopnoea Index (AHI), known as 'sleep events' per hour occurring when the breathing airway collapses temporarily, leading to disruptions in breathing and sleep, in patients with Obstructive Sleep Apnoea (OSA)

Appliance validation - O₂Vent (Oventus Airway Technology)

Clinical trials to validate Oventus 'airway technology' and assist marketing*

Name	Study/ Investigation	Patients completed (per Nov 2018)	Results - reduction in AHI (sleep events per hour)*	Commentary	Peer Review
Perth study OVEN-004		10	69.6 reduced to 19.4 = 72% reduction	Airway Technology increased Efficacy by 30 %	Interim results: Auckland Sleep DownUnder, ASA Conference (abstract) 25 October 2017
Effect of Oventus Airway on Upper airway Physiology		22**	53.6 reduced to 29.4 = 45% reduction	Physiologic Study showing females exhibited greater response to Oventus Airway Technology	Final results presented at the ASA Sleep DownUnder Oct 2018
Brisbane study OVEN-003	Effect of Oventus Airway on Efficacy and Compliance	32	24 reduced to 10 = 58% reduction	Airway Technology increased response rate by 40% and success rate by 20% Increased efficacy in nasal obstructers and previous treatment failures	Final results presented at the ASA Sleep DownUnder Oct 2018
Brisbane study OVEN-001	Efficacy of Oventus O ₂ Vent	29	42 reduced to 16 = 62.5% reduction	Same response rate and efficacy with and without self reported nasal congestion	Journal of Dental Sleep Medicine, Vol 4, No. 3
Total patients		171			

* Apnoea-Hypopnoea Index (AHI), known as 'sleep events' per hour occurring when the breathing airway collapses temporarily, leading to disruptions in breathing and sleep, in patients with Obstructive Sleep Apnoea (OSA)

** 10 patients data on this study were presented previously in Auckland Sleep DownUnder ASA Conference



Clinical results lead to value-driving product innovation

During the year, clinical work undertaken through the Federal Government-funded CRC-P, 'NeuRA trial' led to three significant discoveries in the area of sleep medicine:

1. The ExVent™ valve – inserting this valve into the 'duck bill' of Oventus' O₂Vent™ device improves efficacy for those patients who need more intervention
2. The O₂Vent ONEPAP™ valve – clips into the 'duck bill' of Oventus' O₂Vent™ device and acts as a mini CPAP valve without the need for cords or power
3. The O₂Vent Connect™ CPAP connection will connect the Oventus O₂Vent™ device to CPAP, enabling CPAP to be delivered at lower pressures, without the need for a full face mask

These unexpected product discoveries represent the biggest improvements in sleep medicine **in decades**

Oventus personalised Sleep Treatment Platform

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

O₂Vent™



O₂Vent™
In Market

O₂Vent
Optima™



O₂Vent Optima™
Launch Q1CY19

O₂Vent™
+ ExVent™
Oral EPAP



ExVent™ valve
Expected to be released
Q4CY18

O₂Vent™
+ ONEPAP™
Oral/nasal
EPAP



O₂Vent
ONEPAP™
In development

O₂Vent
Connect™
CPAP
connection



O₂Vent
Connect™
In development

Outstanding clinical success reported in a variety of forums

CUMULATIVE SUCCESS RATES WITH OVENTUS AIRWAY TECHNOLOGY*

41%¹

of patients treated
successfully

Mandibular
advancement
devices

**Traditional
lower jaw
advancement**

54%¹

of patients treated
successfully



**O₂Vent™
/ Optima**

78%²

of patients treated
successfully



**O₂Vent™
+ ExVent™
(PEEP valve
technology)**

100%³

of patients treated
successfully

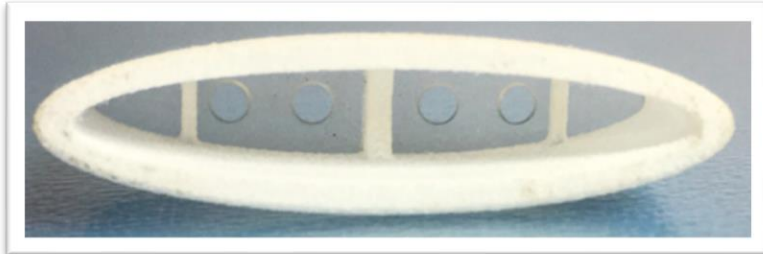


**O₂Vent™ +
Connect™
(PAP
interface)**

*AHI<10 & >50% Reduction

¹ McCloy K, Lavery D, Moldavtsev J, 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 Lai V, Tong B, Tran C, Ricciardiello A, Donegan M, Murray N, Carberry J and Eckert D, Combination therapy with mandibular advancement and expiratory positive airway pressure valves reduces OSA severity. Abstract Submitted ASA Brisbane 2018. ³ Tong B, Tran C, Ricciardiello A, Donegan M, Murray N, Chiang A, Szollosi I, Amatoury A and Eckert D. Combination therapy with CPAP plus MAS reduces CPAP therapeutic requirements in incomplete MAS responders. Abstract submitted ASA Brisbane 2018.

O₂Vent Optima™ – new white, nylon based O₂Vent™ – lighter and reduced COGS



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



Finances

Details

Cash on hand 30 September 2018	\$8,333,000
Revenue FY2018 (year ending 30 June 2018)	\$271,000

Capital Structure

Details

Shares on Issue	105.9 m
Options	4.45 m
Price (15 November 2018)	\$0.28
Market Cap (15 November 2018)	\$29.7 m

Shareholders

Dr Chris Hart	25%
Other founders	11%
Other top 20 shareholders	30%
Remaining 985 shareholders	34%



U.S. Sales and Marketing





US marketing / sales office established

- San Diego office established
- Infrastructure set up to own our customers experience
- Online ordering
- Reduced delivery times

Team Oventus USA



Robin Randolph

VP Marketing and Operations, North America

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.



Peggy Powers

Clinical Educator

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.



Greg Eaton

VP Sales, North America

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.



Brian Ueda

Marketing Operations Manager

Skillful marketing manager with an innate ability to take complex technical ideas and distill them into compelling visuals to drive marketing campaigns. Digital, SEO, and SEM



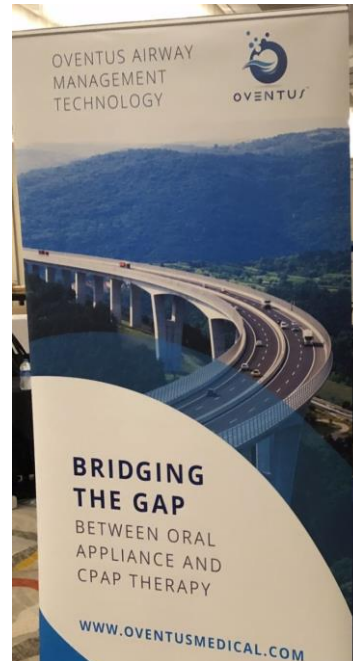
Robyn Woidtke

Snr Manager, Dental-Sleep Initiatives

Credentialed in Clinical Sleep Health with a sleep medicine career spanning 30+ years and experience in the medical device industry spanning 20+ years. Patient focused in approach. Roles combining research, education and regulation.



US sales and marketing supported by a robust clinician education campaign



- 7 prominent industry conferences
- 13 x Discovery, Dine & Learns
 - 23 *new* dentists engaged. Now trained and ordering

Medical Technology Advisory Board



Dr. Lee A. Surkin, MD, FAASM
Chief Medical Officer of N3Sleep



Dr. Mark A. Rasmus, MD, FAASM
Medical Director, Idaho Sleep Health



Dr. Richard K. Bogan, MD, FCCP, FAASM
Associate Clinical Professor at the University of South Carolina School of Medicine in Columbia, SC and Medical University of SC in Charleston, SC



Daniel B. Brown, Esq.
Partner, Healthcare and Corporate Practice Groups, Taylor English Duma LLP Atlanta, Georgia



Jerrold A. Kram, MD, FCCP, FAASM
Medical Director of the California Centre for Sleep Disorders



Myra G. Brown
President, MbrownGroup LLC



Dr. Mark Hickey, MD, FAASM
Founder, Colorado Sleep Institute

Sales Channels

Sleep Hybrids & Labs

Continue to partner with largest sleep providers in the US. Implementing collaborative Lab in Lab models & product distribution

01



02



Direct To Consumer

App in development to funnel failed and struggling CPAP patients to sleep and dental partners. ETA Q1 CY2019

Veterans Administration

Identified major distributor with Federal Supply Schedule

04



03



Dental Service Organizations

In discussions with a major dental/medical distributor who are aligned with a number of Dental Service Organisations, comprised of >30K dental practices



Partnered with US National Sleep Management

120+

Locations in
Sleep Facilities
Network

240k

In-lab and home
studies per year

22k

Physicians &
Dentists using
services

100+

Hospitals &
Health System
Partners

600+

Employees

19

Sales Reps
Focused on
Dental-Sleep

Canada Controlled Market Release – Q1CY19

- Population 38M
- ~10M have Sleep Apnoea



BEYOND PRODUCT
DESIGN, THE
FUTURE IS THE
PRODUCT
EXPERIENCE



Focus for remainder of FY2019

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 clinical 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
- Continue building interest in much larger sleep channel, with early adopters driving for change
- OSA market is extensive: AU\$ 3.8bn per year, growing at 15-20% CAGR**, with only 20% of OSA sufferers in care

* 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



TESTIMONIAL

**“I’d forgotten what it feels like to be normal.
I’ve tried the others and this is the best.**

Less teeth movement, keeps my mouth closed and jaw from dropping.

A little drooling.

I used the device for the first time on 22 May 2018 and WOW! I wasn’t sure if it was just a placebo effect or the device.

However, I continue to have no headaches, no or limited awakenings and do not feel tired and the sensation of waking up like I had been hit by a truck.

There was no guarantee it would be efficacious. I bought the mouth guard instead of a larger screened television!

Well WOW again. I took to the mouth guard like a duck to water with the second nose.”

Barry Williams

See more at www.oventus.com.au