



OVENTUS: UNMASKING THE OSA MARKET OPPORTUNITY

FEBRUARY 2019



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About Oventus

Oventus is an Australian medical device company with a proprietary technology for the treatment of *obstructive sleep apnea (OSA)*. Our focus is on treating those patients that are not being, or cannot be treated effectively with existing treatment modalities.

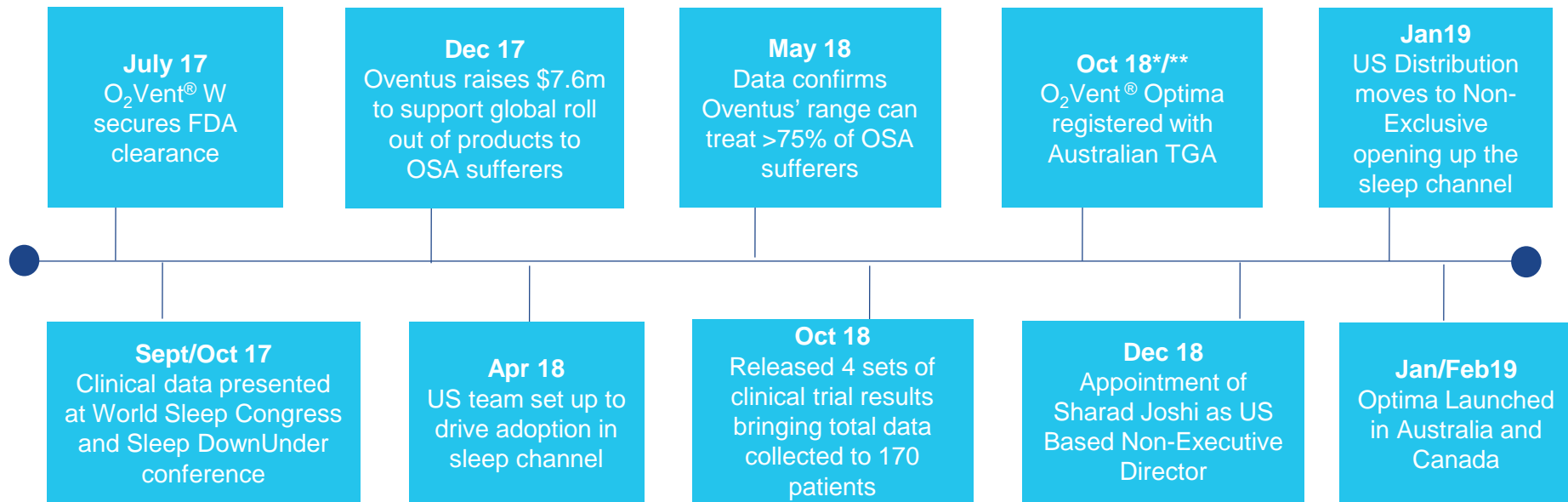
OSA is a massive, multibillion dollar and fast growing market

There is a huge unmet need many times the size of the existing market due to the abandonment of existing treatments by the majority of patients

Oventus has a clinically proven ability to deliver superior outcomes for more than 75% of these patients with the first products in its treatment platform currently launching in the US with FDA clearance and existing reimbursement codes

Founded in 2013 by CEO, Dr Chris Hart B.Sc. B.D.Sc (Hons) M.Phil (Cantab), Oventus is listed on the Australian Securities Exchange (ASX:OVN)

Oventus Highlights 2017-18



*Awaiting clearance from US FDA. US roll out to begin as soon as clearance has been received.

** Flagship device and is the result of significant additional product refinement (based on patient feedback, clinical testing, materials design and cost of goods sold optimisation including 3D printing) following the initial launch of the O2Vent W in 2017.

Key strategic initiatives of FY2019

- ✓ As product development and clinical trials are finalised, Oventus is transitioning from an R&D focused company to a “got 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 leveraging patient feedback and case studies as they build for additional social proof
- ✓ Launching and commercialising products in late stage development, at reduced COGS*
- ✓ O2Vent Optima device launched in Australia and Canada and will be fully brought to market in the US (subject to FDA clearance)
- ✓ Reducing fixed costs in business by 15-20% moving forward – significant steps already undertaken in FY2018





OSA TREATMENT

What is OSA?

OSA is a massive & growing market – it affects around 34% of men and 17% of women*

- Obstructive sleep apnea (OSA) is the most common type of 'sleep apnea'
- OSA is the absence of breathing that occurs during sleep that results in disruptive sleep that compromises daytime functions leading to excessive sleepiness, memory impairment, depression and a host of co-morbidities, ie. Hypertension, heart disease, stroke and diabetes etc.
- Occurs when there is obstruction or collapse of the nose, soft palate and lateral walls of the airway.



**Sleep
Apnea**



**Key indicator:
snoring**



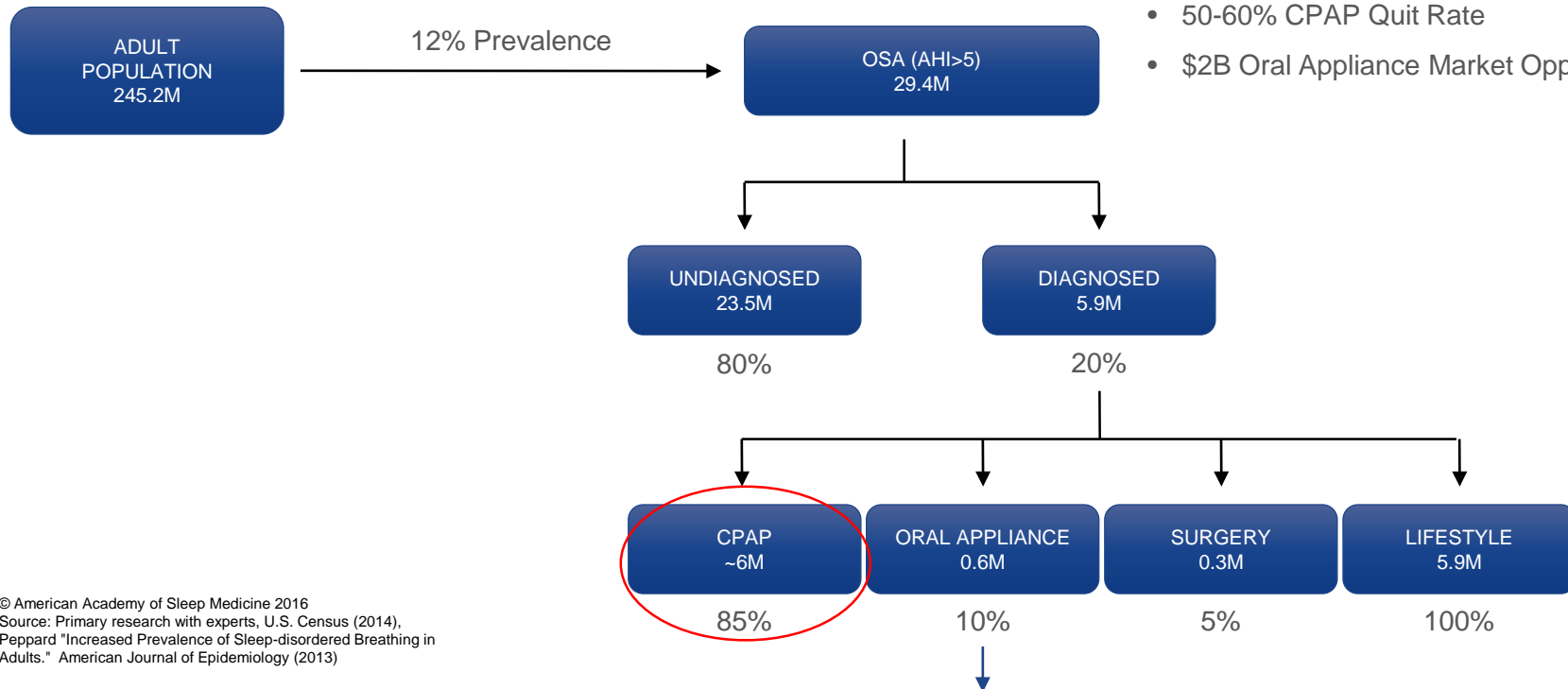
**Result:
lack of quality sleep**

* Peppard PE, Young T, Barnet JH, Palta M, Hagen EW, Hla KM. Increased prevalence of sleep-disordered breathing in adults. American Journal of Epidemiology 2013; 177:1006-14

US Epidemiology/Prevalence

KEY POINTS

- ~6M CPAP Prescribed
- 50-60% CPAP Quit Rate
- \$2B Oral Appliance Market Opportunity



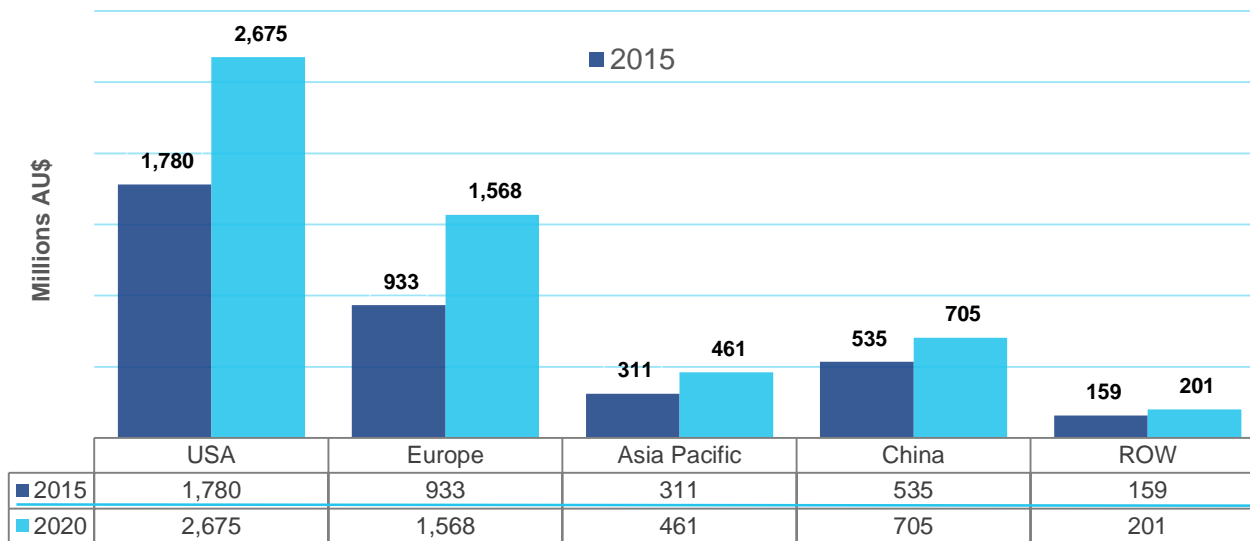
© American Academy of Sleep Medicine 2016
Source: Primary research with experts, U.S. Census (2014),
Peppard "Increased Prevalence of Sleep-disordered Breathing in
Adults." American Journal of Epidemiology (2013)

Predicted market growth 16% by 2025

Market Outlook

Current sleep treatment market has been growing at 15-20% CAGR Historically

Market size: oral appliance and CPAP interface*/**



Large untapped market
- 80% of sleep Apnea sufferers are out of care

Sleep channel stakeholders now recognizing Oventus Airway technology as a new and disruptive treatment modality with the potential to help millions of patients

Sleep dentistry is a lucrative developing market

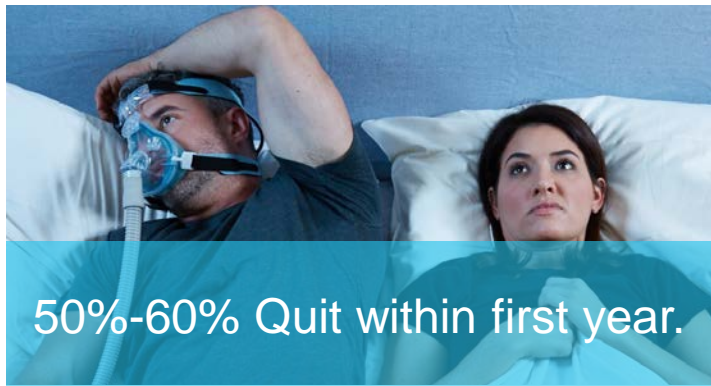
Sleep device technology evolving

Oventus O₂Vent and CPAP connector are a superior offering backed by clinical studies

* Sleep Apnea 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

Commonly Reported Limitations of CPAP



50%-60% Quit within first year.



Discomfort due to mask & straps: facial abrasion, strap marks, claustrophobia and general discomfort



Pressure intolerance and device noise.



Limits to freedom of movement with the power cords and mask hose.

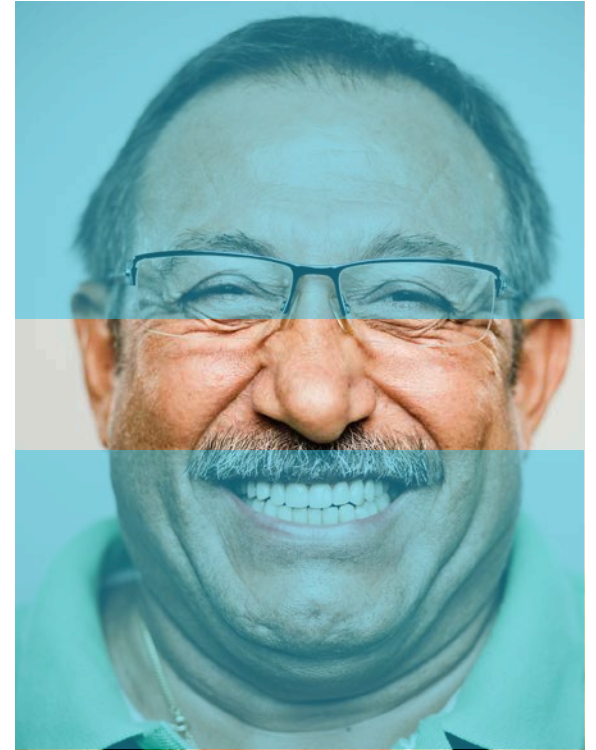


Cleaning, maintenance and resupply.

Under-reported: Role of the Nose in CPAP Intolerance

“The importance of the nose to successful use of CPAP cannot be overstated.” – Dr. Jerrold A. Kram, MD, FCCP, FAASM

- The increase in nasal airway resistance can lead to mouth breathing.¹ Mouth breathing leads to CPAP intolerance.
- Examples of Nasal Obstruction (79% self-reported):
 - Allergies
 - Congestion
 - Deviated septum
 - Anatomical features



¹ McNicholas WT. The nose and OSA: variable nasal obstruction may be more important in pathophysiology than fixed obstruction. *Eur Respir J.* 2008 Jul;32(1):3-8.

O₂Vent Airway Technology

A new modality bridging the gap between CPAP & standard oral appliance therapy

1. Air goes in through the airway on inhalation & out through the airway on exhalation.
Acts like a “second nose”



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

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 7.2 67% 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 presented at ASA Sleep DownUnder Oct 2018

* 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	Airway Open/Airway Closed	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	Predictors of response to Oventus Airway	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 & 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



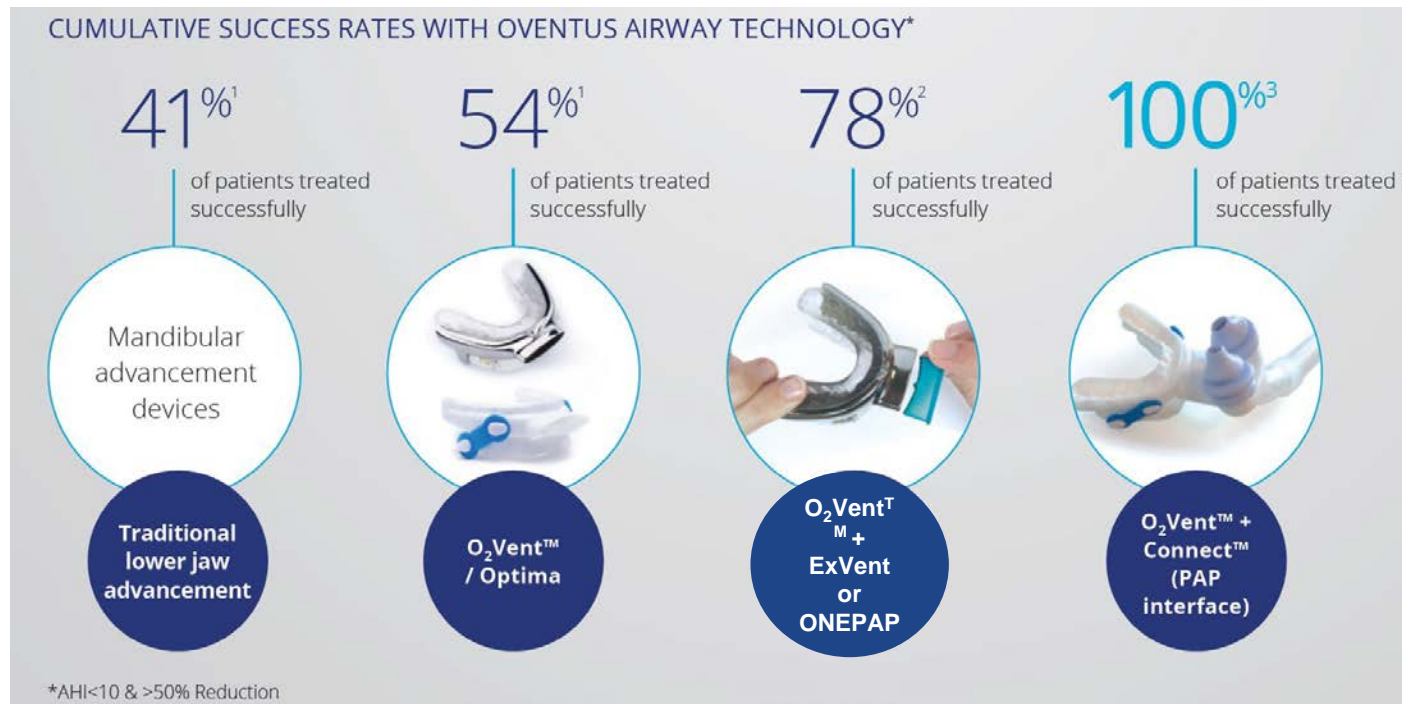
Clinical results lead to value-driving product innovation

During 2018, 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, Oventus' ExVent valve, OnePAP and O2Vent Connect, represent the biggest improvements in sleep medicine **in decades**

Outstanding clinical success reported in a variety of forums



¹¹. 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,

2. 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.

Oventus 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™



In Market Australia
& Canada. Pending
FDA for US launch
2019

O₂Vent™
+ ExVent™
Oral EPAP



In Market Australia & Canada
Expected in US CY19 (Subject
to FDA Clearance)

O₂Vent™
+ ONEPAP™
Oral/nasal
EPAP



O₂Vent ONEPAP™
In development

O₂Vent
Connect™
CPAP
connection



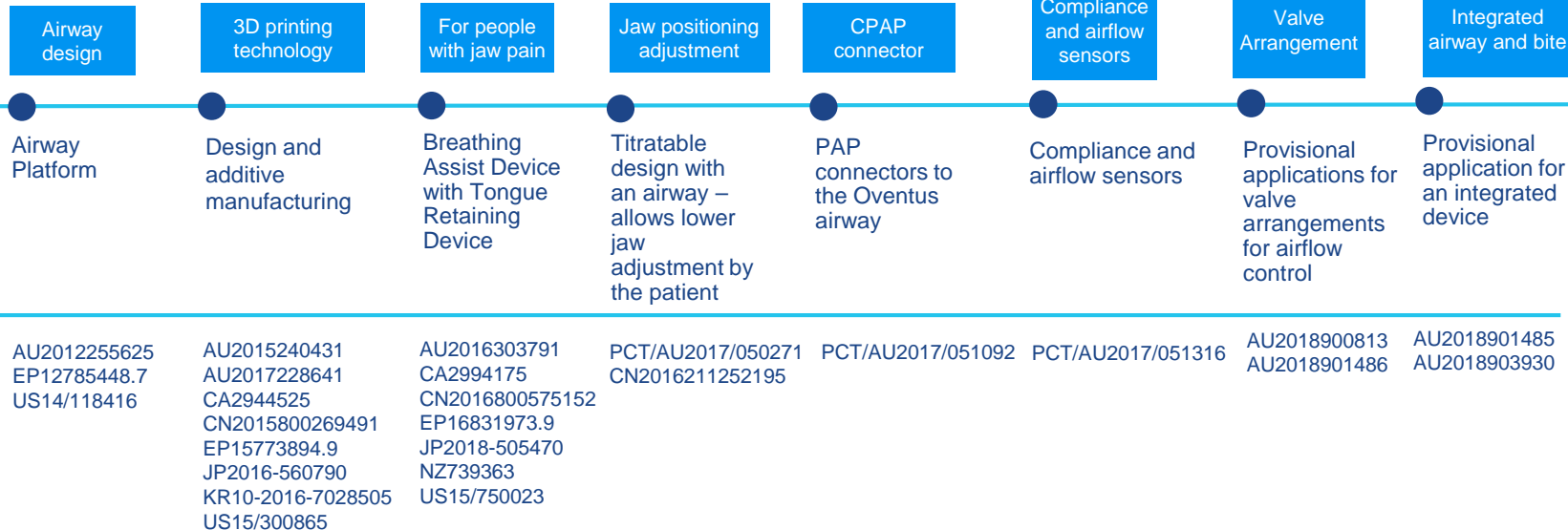
O₂Vent Connect™
In development
(Licensing)

O₂ Vent Optima Launch

- Successful controlled market release occurred in Australia during December 2018
- Customer and patient feedback enabled improvements to be made to the product and the workflows
- Hard launch occurred on 8 Jan 2019 in conjunction with a [national media campaign](#)
- Launched in Canada 4 February 2019
- Early feedback has been exceptional
- US launch mid year 2019 (subject to FDA Clearance)



Intellectual Property



Multiple domain names registered



Trademarks advancing according to Madrid protocol

US Medical Technology Advisory Board



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



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



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



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



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



Myra G. Brown
President, MbrownGroup LLC



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

US Oventus Team



Robin Randolph

VP Marketing and Operations, North America

Marketing & Sales executive 30+ years Sleep Industry. In-depth North America medical device commercialization experience. Former Dir. Sleep Initiatives and National Accounts- ResMed, Manager- Fisher & Paykel Healthcare NA Marketing



Greg Eaton

VP Sales, North America

20+ years medical device sales executive experience. Possess keen innovative insights in the area of sales strategy and execution. Former Regional Dir. Sales – ResMed, VP Sales – Drive/Devilbiss



Phillip Miller

VP Information Technology

Proven leadership 20+ years information technology systems and services across a range of industries and markets. Former VP Data & Communications - ResMed



Robyn Woidtke, MSN-Ed, RN, BSHS, R.PSGT

Director of Regulatory and Clinical Affairs With a sleep medicine career spanning 30 years and extensive experience in the medical device industry. Former Director of Clinical Affairs - ResMed



Peggy Powers

Manager Clinical Education

20+ years clinical educator and authority in the sleep & respiratory industry. Registered Respiratory Therapist. Former Manager Clinical Education – ResMed, former Clinical Educator – Fisher & Paykel Healthcare



Brian Ueda

Marketing Operations Manager

10+ years marketing career with extensive marketing operations and digital marketing experience in the medical device industry. Former Digital Marketing Manager – Fisher & Paykel Healthcare



Linda Appiah-Dimanche

Customer Care Coordinator

10+ years growing and implementing customer service teams while providing outstanding customer experience.

Sales channels in the US open up as distribution in the US moves to non-exclusive

Sleep Hybrids & Labs

Partnering with largest sleep providers in the US. Implementing collaborative Lab in Lab models & product distribution

Dental Service Organizations

Partnering with major dental/medical distributors who are aligned with a number of Dental Service Organisations

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





Partnering 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+

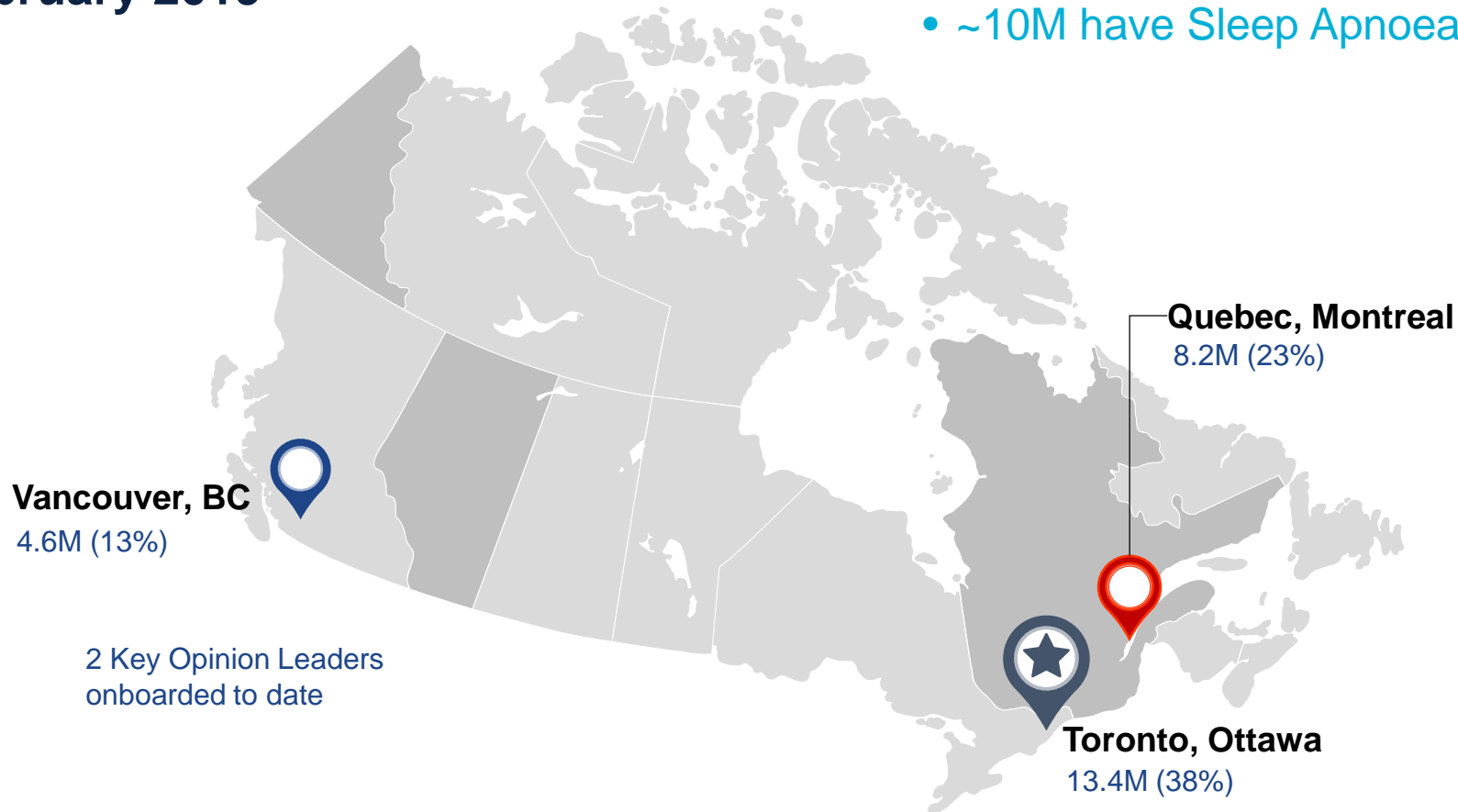
Employees

19

Sales Reps
Focused on
Dental-Sleep

Canadian Market Launch February 2019

- Population 38M
- ~10M have Sleep Apnoea

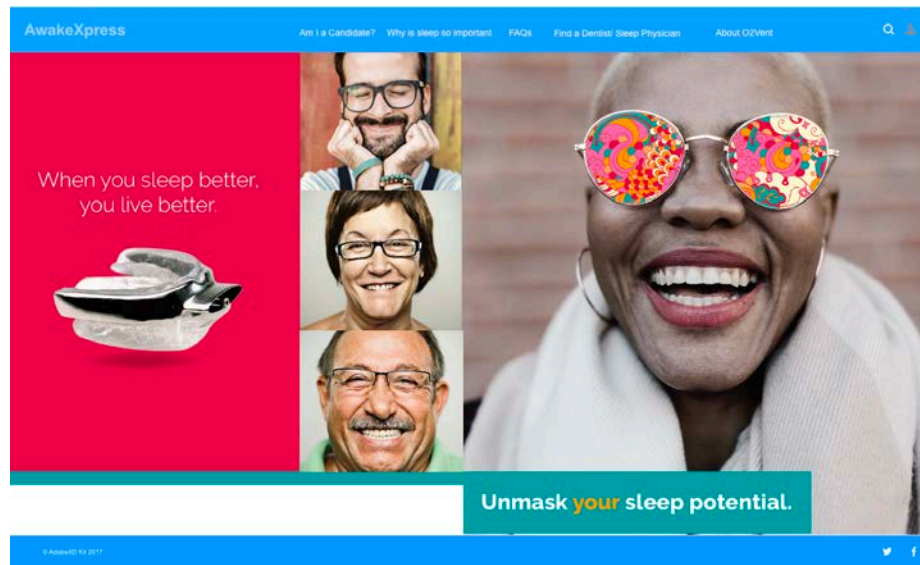


AwakeXpress.com - Launching March 2019

Through AwakeXpress, we're reaching out directly to failed and struggling CPAP users to educate them on a new alternative to treatment. The intolerance to CPAP is not their fault and may be related to several common factors unscored by under-reported nasal conditions.

Site features:

- Provider locator map in all markets where O₂ Vent is available (Australia and North America)
- Appointment scheduling
- Vouchers and promotions



Focus for 2019 through to June 30

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
- Onboarding of Major Sleep Hybrids in the US for sales and distribution
- Launch of ground breaking O₂ Vent Optima and ExVent in Australia, Canada and USA
- 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

Board of Directors and Management



Dr Mel Bridges
Non-executive Chairman

Extensive experience as an Executive and Company Director in healthcare, agricultural technology, drug development, pathology, diagnostics and medical devices.

Has successfully raised in excess of \$300M investment capital in the healthcare/biotech sector and been directly involved in over \$1B in merger and acquisition and related transactions.



Ms Sue MacLeman
Non-executive Director

Very broad commercial experience in multiple companies – currently Chairman of the Medical Technology and Pharmaceutical Industry Innovation Growth Centre.

Underpinned by graduate qualifications in pharmacy and post graduate qualifications in corporate governance, commercial law, business administration and marketing.



Sharad Joshi
Non-Executive Director

Boston based. Active in the medical technology industry for over 30 years, held senior positions for the past 10 years including global entrepreneurial medical devices CEO with experience in launching medical devices.

Holds qualifications in mechanical engineering in the biomedical space and also holds an MBA



Dr Chris Hart
**Managing Director &
Chief Executive Officer**

Experienced dentist with extensive business experience.

Heads up clinician engagement for the delivery of the Oventus appliances. Inventor of the core design.



Mr Neil Anderson
Chief Technology Officer

Experienced CEO, project manager, materials scientist and entrepreneur. In-depth skills and knowledge of medical device commercialisation – in the field for over 30 years.

Has managed the R&D, manufacturing process and regulatory.



Mr Steve Denaro
Company Secretary

Experienced Company Secretary and Chief Financial Officer of various public companies and with major chartered accountancy firms in Australia and the UK.

Bachelor of Business in Accountancy, Graduate Diploma in Applied Corporate Governance and is a member of the Institute of Chartered Accountants Australia & New Zealand.



Finances

Details

Cash on hand 31 December 2018	\$7,000,000
Revenue FY2018 (year ending 30 June 2018)	\$271,000

Capital Structure

Details

Shares on Issue	105.9 m
Options	4.45 m
Price (1 February 2019)	\$0.30
Market Cap (1 February 2019)	\$31.8 m

Shareholders

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



Oventus Airway Technology

This is what our patients say about comfort when compared to a normal dorsal device

“I’ve been enjoying the benefits of my Oventus device for a few years now. It gave me instant relief from the energy sapping impacts of snoring and mild sleep apnoea. I’ve tried a number of different interventions over the years and I have to say my Oventus device has been by far the best. It’s comfortable and unobtrusive. It has been a great investment in my general health and well-being.” Tony Evans

“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

“They are brilliant! Was able to ditch the rotten CPAP Machine...yay! I love the portability and there’s no noise like there is with the CPAP to wake your partner.” Janis Miles



Be a part of unmasking the sleep industry potential!



Dr Chris Hart

Founder & CEO

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+61 409 647 496



SLEEP BETTER.

LIVE BETTER.