



INVESTOR UPDATE



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A COMPELLING, SIGNIFICANTLY DE-RISKED INVESTMENT

Unique and disruptive

Disrupting the obstructive sleep apnoea (OSA) treatment landscape
O₂Vent[®] is the only FDA-cleared oral appliance for OSA

Commercially attractive

Ramping-up US commercial operations post Sept 2019 FDA approval of O₂Vent[®] Optima
'Lab in lab' business model resonating with clinicians and patients
US Medicare reimbursement framework in place

Scaling up

43 sites contracted; 14 sites launched; 10 sites in implementation phase
Launched sites capable of generating over \$3m annualized revenue at minimum quotas
Annualized revenue doubled since launch of Optima and Lab in Lab program (90 days of sales)

SUMMARY OF RECENT ANNOUNCEMENTS

16 December 2019

US Medtech expert, Paul Molloy appointed Non-Executive Director.
Co-founder/CTO, Neil Anderson steps off Board.

14 January 2020

Three further site agreements announced, taking total sites to 36.
4C confirms first lab in lab revenues had been booked in Q2 FY20.

13 February 2020

Three further sites launched, taking total launched sites to 14. Cash burn forecast reduced for Q3 FY20.

14 February 2020

U.S. Medicare reimbursement approval granted for O₂Vent Optima. 64 million beneficiaries currently enrolled in US Medicare program

24 January 2020

Contracted with U.S. DME provider, AeroFlow, adding 7 new sites (43 total), plus e-commerce sales and sub-contracts with regional sleep groups across U.S.

25 February 2020

Former partner of New Enterprise Associates / U.S. specialist healthcare investor, Jake Nunn joins Oventus Board.

OBSTRUCTIVE SLEEP APNOEA OVERVIEW



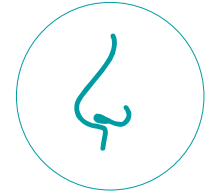
Obstructive sleep apnoea (OSA) is the most common type of 'sleep apnoea'



Compromises daytime functions leading to excessive sleepiness, memory impairment and depression



Co-morbidities include hypertension, heart disease, stroke and diabetes



Occurs when there is obstruction or collapse of the nose, soft palate and lateral walls of the airway

Risk factor for chronic disease

Cost burden \$149.6B, \$6,033 per person per year undiagnosed

HOW HAS OSA HISTORICALLY BEEN TREATED?

Efficacy	Treatment type	How it works	Comment
100% ¹	Standard of care is Continuous Positive Airway Pressure (CPAP)	Patient wears mask and is hooked up to machine. Blows air into throat, forcing airways to open	Works well sometimes, but poorly tolerated by majority of patients
56% ¹	Mandibular Advancement Devices	Like a mouthguard. Brings the mandible forward, altering jaw and tongue position	Works for some patients, but ~50% require more treatment
Mixed results	Surgery	Intended to remove obstruction in patients' upper respiratory tracts	Complex and prone to failure. Failure leads to worse problems
Mixed results	Weight loss	Losing weight can help with reducing apnoea in some cases	Not always readily achievable
Mixed results	Other/Behavioural modification	Sleep position, reduced alcohol consumption, medication	Requires patient motivation and compliance



THE TROUBLE WITH CPAP

CPAP, the 'standard of care' works, but for many:

Masks and straps are uncomfortable, leading to facial abrasion, strap marks and claustrophobia

Air pressures are hard to tolerate and CPAP can be noisy

Limited ability to move in bed

Technology has an image problem

Cleaning and maintenance required, masks and hoses must be regularly resupplied

50%-60% of patients quit CPAP within first year.

THE CRITICAL ROLE OF THE NOSE IN CPAP INTOLERANCE

The increase in nasal airway resistance can lead to mouth breathing.¹ Mouth breathing leads to CPAP intolerance.



What drives nasal congestion?
Allergies
Congestion
Deviated septum
Anatomical features
Other issues

“The importance of the nose to successful use of CPAP cannot be overstated.”

Dr. Jerrold A. Kram, MD, FCCP, FAASM

THE ALTERNATIVE TO CPAP

if you can't use your nose, get yourself a second one and breathe again using the O₂Vent® Optima

Oventus O₂Vent technology helps customers sleep at night.

It is comfortable and efficacious.

It's the biggest innovation in sleep apnoea treatment for decades.

O₂Vent is life changing.



O₂VENT OPTIMA: HOW IT WORKS

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

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

The device is adjustable, bringing the lower jaw forward and stabilizing the airway.

The duckbill acts as a “second nose”. An open mouth is undesirable when sleeping, as an open jaw can cause breathing obstruction in the throat.



OUTSTANDING CLINICAL SUCCESS REPORTED ACROSS RANGE

Traditional lower jaw
advancement

41%¹ of patients
treated
successfully



Mandibular Advancement Devices

O2Vent /
O2Vent Optima

54%¹ of patients
treated
successfully¹



Previous Generation O2Vent®

O2Vent + ExVent PEEP valve
technology

78%² of patients
treated
successfully



CUMULATIVE SUCCESS RATES WITH OVENTUS AIRWAY TECHNOLOGY*

*AHI Reduction to less than 10 events per hour

OVENTUS O₂VENT ADDRESSES >80% OF ALL OSA PATIENTS

\$2B

Market Opportunity in the US

OSA Patients in Need of Alternative

6m US adult patients prescribed CPAP
50% - 60% of CPAP patients quit within one year

12%

3M

US Adults Suffer from OSA

US represents 55% of the total global market

OVENTUS DRIVES DISRUPTION IN THE SLEEP INDUSTRY

Why do oral appliances only represent 10% of the therapeutic market?

- Variable efficacy of oral appliances
- Complex patient journey
- Competing economic imperatives between the sleep and dental channels

Oventus is addressing these issues with new technology and a novel approach to care

- Clinically validated to be the most effective oral appliance with success rates comparable to CPAP
- Digital workflow and virtual patient journey mean that Oventus' unique treatment modality can be delivered in both the sleep and dental channel
- Lab-in-lab program increases revenue and profit for both the sleep and dental channel

'LAB IN LAB' MODEL (SLEEP CHANNEL)

By enabling dentists to take oral scans of patients mouths within the sleep facility (under a low capex model), the patient is able to complete their whole care cycle at the one location.



Sleep doc consults/ diagnoses/
prescribes



Dentist within sleep centre* scans
patient for O2Vent®, delivers
device, handles reimbursement



Patient returns to sleep doc for
follow up consultations

WHAT IS DRIVING ADOPTION OF 'LAB IN LAB' MODEL?

The 'lab-in-lab' model increases revenue and profit for both the dentist and sleep groups while improving clinical outcomes for patients

Model adoption driven by acceptance of O₂Vent Optima as a true CPAP alternative by sleep community and simple delivery approach

It is a collaborative framework in which all stakeholders benefit



OVENTUS AIRWAY TECHNOLOGY

“What’s exciting about the O2Vent Optima is that, for the first time, we can offer patients with OSA an alternative to CPAP that treats symptoms just as well but is far more comfortable to use and is precisely fitted from the start,” says Dr. Sat Sharma, Medical Director, Centres of Sleep in Ontario.

“Long-term compliance wearing CPAP machines is a major challenge in OSA treatment, and many patients discontinue treatment because of mask discomfort, claustrophobia and intolerance. O2Vent Optima is a game-changer for millions of Canadians who live with OSA, even those who struggle with nasal obstruction and mouth breathing.”



OVENTUS AGREEMENT WITH FAST GROWING SLEEP GROUP, AEROFLOW



Aeroflow has identified seven of its own sites, after which they intend to launch across the US nationally, as it execute upon an aggressive growth plan



In addition, Aeroflow has signed a master agreement with Oventus which will see it offer Oventus technology under subcontracts with regional sleep groups nationwide



Aeroflow has a large existing patient population across the US with sophisticated marketing systems for promotion of Oventus' technology



In line with other agreements there are minimum quotas of 20 patients to be treated with Oventus' O2Vent Optima per site, per month once fully operational.

CURRENT LAB IN LAB “DEAL FUNNEL” WORTH >\$40M ANNUALIZED* AND GROWING RAPIDLY

July 2019

19 groups in discussions

5 Groups Under NDA

3 groups contracts issued

2 groups contracts signed

Deal flow
accelerating
since July

February 2020

59 groups in discussions

12 groups under NDA

8 groups contracts issued

11 groups contracts
signed

ANNUALIZED REVENUE HAS DOUBLED SINCE LAUNCH OF OPTIMA AND LAB IN LAB PROGRAM

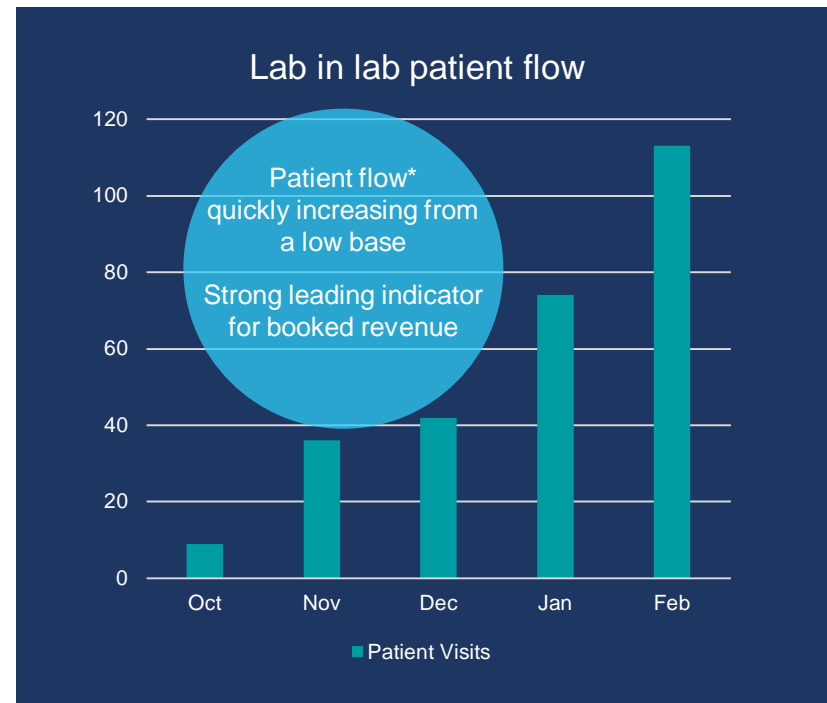
Patient flow and revenue building across these sites with more recent sites generating revenue with reduced lead times

Launched sites capable of generating over \$3m annualized revenue at minimum quotas

Contracted sites capable of generating over \$10m annualized revenue at minimum quotas

Annualized revenue has doubled since launch of Optima and Lab in Lab program (90 days of sales)

Roughly 50% of new patient visits convert into O₂Vent Optima sales within 90 days



RAPID BUILD ON SITES CONTRACTED, LAUNCHED AND IN IMPLEMENTATION PHASE



43 contracted sites in the US with mandated minimum orders of 20 devices per month per site

Significant “funnel” of sleep facilities in negotiation across North America for lab in lab with 14 sites launched, a further 10 sites in the implementation phase and a robust pipeline of launches scheduled for calendar 2020 month

7 contracted sites in Canada with mandated minimum orders of 20 devices per month per site

U.S. MEDICARE REIMBURSEMENT | APPROVAL GRANTED: O₂VENT OPTIMA



Notification was received on February 14 that O₂Vent Optima is reimbursable for those patients covered by United States Centres for Medicare & Medicaid (CMS, funded by the US federal government)



15% of the US population, or 64 million¹ beneficiaries are currently enrolled in the US Medicare program



Dentists can now bill and be reimbursed not only by Medicare, but other commercial payers that follow CMS policy

THIS SIGNIFICANT MILESTONE OPENS UP A WHOLE MARKET THAT MAY NOT HAVE PREVIOUSLY BEEN ABLE TO AFFORD OVENTUS TREATMENT

O₂VENT'S PRODUCT EVOLUTION PLAN:

Eliminates the need of a full-face mask for CPAP

Mild OSA

Severe OSA

O₂Vent[®]

O₂Vent[®]
Optima

O₂Vent[®] Optima + ExVent[™]
Oral EPAP

O₂Vent[®] + ONEPAP[™]
oral/nasal EPAP

O₂Vent[®] + Connect[™]
CPAP connection



**Previous
Generation**
O₂Vent[®]



O₂Vent[®] Optima
US launch
Started Sept 2019



ExVent[™] valve
FDA clearance expected 2020



O₂Vent[®] ONEPAP
In development



O₂Vent[®] Connect
In development

Potential Licensing Opportunity

TIMELINE OF SIGNIFICANT EVENTS

Major contracts

1H CY2019

4 sleep/dental sites in **North Carolina** sign on to sell O₂Vent® W/T models (22 May) ☒

First sleep groups signed in **Canada** across 7 sites (20 June) for O₂Vent® Optima & ExVent™ ☒

2H CY2019

Strong pipeline of negotiations with **Canadian, US and Australian groups**

First sleep group signed in **US** (15 July). Subsequent agreements signed, now 29 sites contracted in US/Canada. ☒

Material contracts signed (16 July) to enable 'lab in lab' across both sleep and dental in **US** ☒

CY2020

New agreements signed ☒

Regional agreement signed with Aeroflow (24 February 2020) ☒

Revenue to build, qoq

National agreements signed

Product launches

Australia

O₂Vent® Optima (nylon)
Launched Jan 2019
(TGA registered) ☒

Canada

O₂Vent® Optima (nylon)
Launched Feb 2019* ☒

US

O₂Vent® Optima (nylon), launch in September 2019, post receipt of FDA clearance ☒

Australia

ExVent™ valve launched June 2019
(TGA registered) ☒

Canada

ExVent™ valve launched July 2019* ☒

US

ExVent™ valve
Launch expected in CY2020

OVENTUS MEDICAL BOARD OF DIRECTORS

Experience in the health & medical industries and early stage companies



DR MEL BRIDGES
Chairman and
Non-Executive Director

Over 35 years' experience founding and building international life science, diagnostic and medical device companies and commercialising a wide range of Australian technology.



SUE MACLEMAN
Non-Executive Director

Sue has more than 30 years' experience as a pharmaceutical, biotechnology and medical technology executive having held senior roles in corporate, medical, commercial and business development.



PAUL MOLLOY
Non-Executive Director

Based in Southern California, Paul has considerable global and US medical device industry expertise, with twenty-five years' experience leading a range of public, private and venture capital funded healthcare companies. He is currently President and CEO of ClearFlow Inc., a US-based medical device company.



DR CHRIS HART
Founder and CEO

As the inventor of the O2Vent technology, Chris is overseeing the launch of the O2Vent to patients and through clinicians via dentists and the 'lab in lab' model. Chris has relocated to the US to assist with roll-out of the Oventus Sleep Treatment Platform.



SHARAD JOSHI
Non-Executive Director

Based in Boston, Sharad has worked in the medical technology industry for over 30 years. He has held senior positions including as a global entrepreneurial medical devices CEO, with experience in launching medical devices and a strong track record of driving rapid global growth.



JAKE NUNN
Non-Executive Director

California based, Jake has more than 25 years' experience in the life science industry as an investor, independent director, research analyst and investment banker. Jake is currently a venture advisor at New Enterprise Associates (NEA).

US OVENTUS TEAM



ROBIN RANDOLPH

Sr VP Sales, Marketing & Operations

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.



PHILLIP MILLER

Leader Information Technology

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



PEGGY POWERS

Sr. 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



DAVID BONENKO

VP Sales

Several decades of sales leadership and 10+ years' experience in the sleep medicine industry. Previously was VP Sales for SleepMed.



MASOUD VAHIDI

VP Operations, North America

15+ years leadership experience in upstream and downstream marketing of medical devices in sleep apnoea, COPD, and dental Restoratives products. Former Sr. Marketing Manager – KaVo Kerr



ROBYN WOIDTKE, MSN-ED, RN, BSHS, RPSGT

VP Regulatory, Clinical & Quality

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



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

US MEDICAL TECHNOLOGY ADVISORY BOARD

Key opinion leaders, clinicians and corporate experts in sleep medicine



**DR. LEE A. SURKIN,
MD, FAASM**

Chief Medical Officer of N3Sleep



**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
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Associate Clinical Professor at the
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Medical University of SC in
Charleston, SC



**JERROLD A. KRAM, MD,
FCCP, FAASM**

Medical Director of the
California Center for
Sleep Disorders



MYRA G. BROWN

President,
MbrownGroup LLC



PEDRO J. CUARTAS, DDS

Clinical Director of South LA
Dental Sleep Medicine
Owner-- Dental Sleep
Services, LLC



**DR. MARK HICKEY, MD,
FAASM**

Founder, Colorado
Sleep Institute

FINANCES: CORPORATE OVERVIEW, ASX: OVN

Overview

Cash on hand 31 Dec 2019	\$6,173,000
Revenue H1FY2020 (ending 31 Dec 2019)	\$188,000
Receipts from customers (Qtr end 31 Dec 2019)	\$112,000

Capital structure

Shares on issue	130.53m
Options	6.00m
Share price (3 March 2020)	\$0.54
Market Cap (3 March 2020)	\$70.49

Shareholders

Dr Chris Hart	20%
Other founders	7.4%
Other top 20 shareholders	30.8%
Remaining shareholders	41.8%

ASX: OVN | share price history



WHY INVEST IN OVENTUS NOW?



Technology is clinically validated as the most effective oral appliance for sleep apnoea with treatment outcomes comparable to CPAP



Huge unmet medical need with sleep apnoea treatment market worth >\$US3 billion¹ and forecast to grow substantially



Annualized revenue has doubled since launch of Optima and Lab in Lab program (90 days of sales) and continuous growth expected



Commercial stage company, with limited clinical and regulatory risk. Company is at a key critical commercialisation point in core markets of the US, Canada and Australia



Demonstrating interest: lab in lab contracts with minimum quotas signed / announced from June 2019 onward, now 43 sites engaged with 14 deployed and 10 in implementation phase

Positioned for step-change revenue growth in CY2020 with robust pipeline of additional agreements

OVENTUS AIRWAY TECHNOLOGY



"I wanted a treatment approach conducive to my lifestyle, as I travel frequently. CPAP and other oral appliances seemed too cumbersome to me.

The O₂Vent Optima is comfortable and easy to use, which makes it easy to stick with it as a treatment. After only a few weeks of use, I've noticed my daytime alertness and energy have increased and my snoring, much to the relief of my wife, has decreased."

Ervin Magic



OVENTUS™

Dr Chris Hart

Founder & CEO
chris@oventus.com.au

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Addendum

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As at 2 March, 2020

APPLIANCE VALIDATION - O₂VENT®

(OVENTUS AIRWAY TECHNOLOGY)

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 39	34.4 reduced to 7.0 = 80% reduction 29 reduced down to 14.5 = 50% reduction	Increased nasal resistance did not impact treatment outcomes	Interim results presented at Prague, World Sleep Congress (abstract) 9-12 October 2017. 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. Published in <i>SLEEP</i> June 2019
	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

APPLIANCE VALIDATION

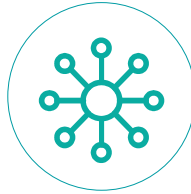
O₂Vent® (Oventus Airway Technology)

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 O2Vent®	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

ABOUT OVENTUS



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



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 80% of these patients with the first products in its treatment platform currently launching in the US with FDA clearance and existing reimbursement codes



Platform technology developed and company 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)

OSA IS A MASSIVE, MULTIBILLION DOLLAR AND FAST-GROWING MARKET