O2Vent®



ASX Release

Oventus launches new Lab in Lab sites; patient bookings continue through COVID-19

Key highlights:

- Interest in Oventus oral devices is being driven by concern regarding CPAP's potential role in spreading COVID-19 virus through aerosol droplets
- Four contracted sites now scheduled to launch remotely during April, taking total number of sites launched to 18
- Contracts signed in Canada for two new clinical sites, taking total contracted sites under Oventus' Lab in Lab model to 45
- Telehealth extension to Lab in Lab business model operating efficiently; building pipeline of patient bookings
- Patient bookings since mid-March, when the gravity of the COVID-19 pandemic started to crystallise for the US and Canada, have now exceeded total February patient bookings

Brisbane, Australia 27 April 2020: Obstructive Sleep Apnoea (OSA) treatment innovator, Oventus Medical Ltd (ASX: OVN) announces new contracts and site launches for its Lab in Lab business model and provides commentary on how interest in Oventus' oral devices is being driven by concern regarding CPAP's potential role in spreading the COVID-19 virus.

Oventus CEO, Dr Chris Hart commented, "As literature continues to highlight that CPAP may contribute to COVID-19 spread, effective alternative OSA treatments are being sought. Oventus technology is increasingly in the spotlight, and this is driving further demand for our Lab in Lab model from sleep groups, dentists and first responders."

Risk that CPAP may spread COVID-19 leads to increased interest in oral devices

The American Academy of Sleep Medicine^{1,2} has communicated the risk that CPAP may contribute to the spread of the COVID-19 virus. The issue is that the CPAP machines may aerosolize the virus when the patient exhales. Anyone who is in the room with the person using the device could be at increased risk of contracting COVID-19.

¹ <u>https://aasm.org/coronavirus-covid-19-faqs-cpap-sleep-apnea-patients/</u>

² <u>http://sleepeducation.org/news/2020/04/03/sleep-doctor-answers-questions-about-covid-19-and-sleep</u>





In Ontario, Canada, concern is so significant that Toronto Fire Services' Chief Medical Officer has issued a directive that fire fighters who suffer from sleep apnoea are not to use their CPAP machines for fear they may contribute to the spread of COVID-19.

Oventus senior management, working with healthcare providers and the Fire Fighters Union in Toronto are supporting the provision of the O2Vent Optima to fire fighters and Emergency Response Teams.

Strong progress with telehealth model

The Oventus team is experienced in virtual patient management and remote practice management and has swiftly put in place key initiatives to enable existing Lab in Lab sites to continue to identify OSA patients for treatment. The Company has moved to provide online or phone consultations (telehealth) to complete verification as required to have a payer (or insurer) cover device costs and to schedule appointments for patients to be scanned for Oventus oral devices.

As announced on 6 March, the Oventus Lab in Lab model had been implemented across 14 sites prior to the outbreak of COVID-19. Oventus is now working with customers across those sites using its telehealth model to screen and book patients in to receive treatment as soon as the relevant sites are able to safely deliver treatment. While patient bookings for scans slowed through March and early April, the conversion rate in terms of the number of bookings for new devices has increased, supported by the implementation of telehealth.

Telehealth consultations are driving a growing pipeline of scan appointments with booking times being adjusted regionally to correspond with the reopening of businesses across North America.

In the event that patients cannot attend clinics in any particular region for an extended period, a homecare service has also been launched. Under the homecare service, a clinician will visit the patient's home to obtain the records required for an Oventus O2Vent device which can be produced and delivered directly to the patient.

Patient bookings since the pandemic took effect in mid March have now exceeded the last full month of normal operations in February. Patient flow is expected to increase further as regions lift the sheltering orders currently in place.

New Lab in Lab customer contracts signed, taking total sites contracted to 45

A contract expansion has been put in place with existing customer, The Center for Sleep and Chronobiology. Under this agreement, The Centre for Sleep and Chronobiology extends the number of sites contracted under the Lab in Lab model with Oventus from 7 to 8, on the same terms as the original agreement with a minimum of 20 device orders per month once fully





operational on the same three year term. Additionally, a new agreement awarding Oventus with a Primary Vendor Status has been signed with Strong Denture and Snoring Clinics for both supply of O2Vent Optima and clinical support services. Oventus expects the new sites to contribute to revenues from May onwards.

These new agreements take the total number of clinical delivery sites contracted to provide O2Vent Optima devices to patients across the U.S. and Canada to 45 locations.

Four additional sites launching in April

The Oventus team has been training customers remotely to enable the full launch of four additional Lab in Lab sites, with two locations in Tennessee and two locations in South Carolina.

-ENDS-

For further information, please visit our website at <u>www.o2vent.com</u> or contact the individuals outlined below.

Dr Chris Hart, Managing Director and CEO: M: +61 409 647 496 or investors@oventus.com.au

Jane Lowe, IR Department: M: +61 411 117 774 or jane.lowe@irdepartment.com.au

About Oventus – see more at <u>www.o2vent.com</u>

Oventus is a Brisbane-based medical device company that is commercialising a unique treatment platform for sleep apnoea and snoring. The Company has a collaborative Sleep Physician/ Dental strategy that streamlines patients' access to treatment. The Oventus lab model incorporates digital technology via intra oral scanning to achieve operational efficiencies, accuracy and ultimately patient outcomes.

Unlike other oral appliances, Oventus O2Vent devices manage the entire upper airway via a unique and patented built-in airway. O2Vent devices allow for airflow to the back of the mouth while maintaining an oral seal and stable jaw position, bypassing multiple obstructions from the nose, soft palate and tongue. The devices reduce airway collapsibility and manage mouth breathing while keeping the airway stable.

O2Vent devices are designed for any patient that is deemed appropriate for oral appliance therapy, but especially beneficial for the many people that suffer with nasal congestion, obstruction and mouth breathing. The O2Vent allows nasal breathing when the nose is unobstructed, but when obstruction is present, breathing is supplemented via the airway integrated in the appliance.

The ExVent[™] is a valve accessory that fits into the open airway of the O2Vent Optima device, to augment traditional oral appliance therapy by stabilizing the airway. The ExVent valve contains air vents that open fully on inhalation for unobstructed airflow. The valve closes on exhalation, directing the air through the vents,





creating the mild resistance or airway support required to keep the airway stable (known as PEEP, positive end expiratory pressure)

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 apnoea³.

Continuous positive airway pressure (CPAP) is the most definitive medical therapy for obstructive sleep apnoea, however many patients have difficulty tolerating CPAP⁴. Oral appliances have emerged as an alternative to CPAP for obstructive sleep apnoea treatment⁵. The O2Vent Optima and ExVent provide a discreet and comfortable alternative to CPAP for the treatment of OSA.

³ Deloitte Access Economics. Reawakening Australia: the economic cost of sleep disorders in Australia, 2010. Canberra, Australia. ⁴ Beecroft, et al. Oral continuous positive airway pressure for sleep apnea; effectiveness, patient preference, and adherence. Chest 124:2200–2208, 2003

⁵ Sutherland et al. Oral appliance treatment for obstructive sleep apnea: An updated Journal of Clinical Sleep Medicine. February 2014.