

**ASX Release****Agreement secured with VGM & Associates, the largest sleep and respiratory support organisation in the United States****Key highlights:**

- **VGM & Associates (VGM) is the largest Member Service Organisation (MSO) providing post-acute healthcare, including durable medical equipment (DME), home medical equipment (HME), sleep and respiratory equipment in the United States**
- **VGM will promote Oventus' Lab in Lab program to 2,500+ members as a preferred supplier of oral appliance therapy**
- **These members are durable medical equipment distributors that either specialise in providing respiratory-related equipment and services to patients or would like to add a new service to their business**
- **Expands Oventus distribution capability substantially and provides US patients with easier access to an effective CPAP alternative**

Brisbane, Australia 23 November 2020: Obstructive Sleep Apnea (**OSA**) treatment innovator, Oventus Medical Ltd (ASX: OVN) is pleased to announce that it has signed a marketing agreement with VGM & Associates (VGM). VGM is the largest Member Service Organisation (MSO) for durable medical equipment providers, including those that provide sleep and respiratory services for their patients.

Under the agreement, Oventus Medical will provide its Lab in Lab (LIL) program and technology as a preferred supplier to VGM's members. With VGM's significant member base exceeding 7,000 locations, the agreement sees Oventus well positioned to significantly expand its distribution and footprint within the US.

Senior Vice President of Contracting at VGM, Scott Owen commented, "We are pleased to enter this agreement with Oventus Medical which encompasses our core values of providing solutions, opportunities and a competitive advantage to our members in the area of oral appliance therapy options. The difficulties associated with CPAP therapy and optimum patient care are well understood. By working with Oventus, the introduction of a program that offers oral appliance therapy as an alternative to CPAP, in the event of patient intolerance to PAP therapy enables our members to better support both their patients and referral sources, while strengthening their revenue base."

Dr Chris Hart, founder and CEO of Oventus commented, "This is an incredibly exciting milestone and one that moves us closer to the point-of-care where CPAP therapy is dispensed. It is a critical point in the patient's treatment journey when they may find themselves intolerant to CPAP and open to trying treatment alternatives such as the O2Vent Optima®.

This partnership creates the opportunity to offer millions of patients an alternative, effective treatment for obstructive sleep apnea. We have demonstrated on a smaller scale that Oventus' technology and clinical business model can adapt and evolve even in the midst of a global pandemic and continue to grow. The opportunity to scale up this clinical business model with a national sleep and respiratory organisation can't be understated."

The agreement is initially for a one-year term, with an automatic annual renewal, unless a party elects not to renew, 90 days prior to the end of that term.

Oventus expects to commence the process of launching its 'LIL' program and the marketing agency agreement to VGM's member base in January 2021. As has been the case with the implementation of previous agreements, there is a lead time to revenue of several months. However, the number of sites and patients involved is very significant and is expected to make a large contribution to growth in calendar 2021.

—ENDS—

Authorised by: Dr Chris Hart (Managing Director and CEO)  
(By the Board of Directors)

For further information, please visit our website at [www.o2Vent.com](http://www.o2Vent.com) or contact the individuals outlined below.

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**About Oventus – see more at [www.o2vent.com](http://www.o2vent.com)**

Oventus is a Brisbane-based medical device company that is commercialising a unique treatment platform for sleep apnea 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 stabilising 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 apnea<sup>[1]</sup>.

Continuous positive airway pressure (CPAP) is the most definitive medical therapy for obstructive sleep apnea, however many patients have difficulty tolerating CPAP<sup>[2]</sup>. Oral appliances have emerged as an alternative to CPAP for obstructive sleep apnea treatment<sup>[3]</sup>. The O2Vent Optima and ExVent provide a discreet and comfortable alternative to CPAP for the treatment of OSA.

### About VGM & Associates

VGM & Associates is the nation's largest and most comprehensive member service organization (MSO) for post-acute healthcare including DME/HME, respiratory, sleep, wound care, complex rehab, women's health, home modifications, and orthotics and prosthetics providers. Over 2,500 providers with nearly 7,000 locations rely on VGM to connect them to valuable resources every single day. For more information, visit [www.vgm.com](http://www.vgm.com).

### About VGM Group, Inc.

Headquartered in Waterloo, Iowa, [VGM Group](http://www.vgmgroup.com) is a 100% employee-owned company providing business and professional services to thousands of business customers across North America. Services include group purchasing, commercial insurance, management of healthcare services and networks in post-acute cases, healthcare distribution direct to patient homes, specialty consulting, online education, digital, print and traditional marketing and more. VGM employs more than 1000 people across 30 states and Canada. Approximately 875 people work in the Waterloo offices and the remainder work in one of VGM's nine offices outside of Waterloo or work from home. VGM has been named the Top Workplace in Iowa on multiple occasions and is proud of its role in the communities in which it serves. For more information visit [www.vgmgroup.com](http://www.vgmgroup.com).

# O2Vent®



- <sup>[1]</sup> Deloitte Access Economics. Reawakening Australia: the economic cost of sleep disorders in Australia, 2010. Canberra, Australia.
- <sup>[2]</sup> Beecroft, et al. Oral continuous positive airway pressure for sleep apnea; effectiveness, patient preference, and adherence. Chest 124:2200–2208, 2003
- <sup>[3]</sup> Sutherland, Kate, et al. "Oral appliance treatment for obstructive sleep apnea: an update." Journal of Clinical Sleep Medicine 10.2 (2014): 215-227.