

## ASX Release

### **Oventus-Aeroflow agreement to drive further uptake of O<sub>2</sub>Vent technology**

#### Key highlights:

- **Oventus' Sleep Treatment Platform to be included in a range of Obstructive Sleep Apnoea treatment solutions sold by US Durable Medical Equipment (DME) supply business, Aeroflow Healthcare Inc.**
- **Aeroflow is a premier provider of DME and associated services in the US**
- **The Sleep Treatment Platform will initially be introduced across the Southeastern US states and then rolled out nationally across the US**
- **Aeroflow is on an aggressive growth path and has identified OSA therapeutics as a key growth driver for its business.**

Brisbane, Australia 24 February 2020: Obstructive Sleep Apnoea (OSA) treatment innovator, Oventus Medical Ltd (ASX: OVN) is pleased to announce that its Sleep Treatment Platform will be included in a range of OSA treatment solutions being sold by US Durable Medical Equipment (DME) supply business, Aeroflow Healthcare Inc.

Aeroflow Healthcare Inc. is a premier provider of DME and associated services in the US. The Company is on an aggressive growth path, targeting nationwide expansion and has identified OSA therapeutics as a key growth driver for its business.

Under the agreement, Oventus' Sleep Treatment Platform, which includes the O<sub>2</sub>Vent Optima and consumables will be introduced by Aeroflow throughout its locations, direct-to-consumer e-commerce platform and via agreements with referring sleep clinics across the Southeastern US states.

In addition, Aeroflow has signed a master agreement with Oventus which will see it offer Oventus products under subcontracts with regional sleep groups nationwide across the US.

Oventus CEO, Dr Chris Hart commented, "Oventus and Aeroflow are aligned through our ambitious growth targets and shared interest in providing the best available care to patients. This agreement will see Oventus products rolled out initially across the southeast and then nationally as part of Aeroflow's US expansion plans. Our common targets and values make us great growth partners."

Casey Hite, CEO of Aeroflow added, "We are pleased to partner with Oventus as we feel the O<sub>2</sub>Vent Airway Technology will offer something unique that our patient and clinician

community has been unable to access before now. It is a compelling solution for patients that cannot tolerate CPAP or don't desire it as a treatment option."

Eric Mongeau, National Sales Director of Aeroflow commented, "We have been very selective about our growth strategies. Sleep Medicine is a core growth area for Aeroflow. We are building a care continuum that will ensure long-term patient adherence regardless of modality. We believe that Oventus brings a market differential to the treatment of OSA. Our companies are well aligned and share a common mission of improving patient outcomes. Multiple locations have been identified with the first group planned to launch in the Mid-South region on 1 April 2020."

—ENDS—

For further information, please visit our website at [www.o2vent.com](http://www.o2vent.com) or contact the individuals outlined below.

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

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

**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 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 O<sub>2</sub>Vent devices manage the entire upper airway via a unique and patented built-in airway. O<sub>2</sub>Vent 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 O<sub>2</sub>Vent 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 apnoea<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 Aeroflow Healthcare**

Aeroflow Healthcare was founded in Asheville, North Carolina in 2001 as a home oxygen provider, and has since grown to become one of the leading DME providers nationwide. For three consecutive years, Aeroflow has been ranked on Inc. Magazine's List of 5000 Fastest Growing Companies. In 2017, Aeroflow was also awarded the HME Excellence Award for Best Home Medical Equipment Provider and has been recognised as a business offering top-notch benefits to employees with the Great Place to Work Award. Aeroflow is an accredited Medicare and Medicaid provider and accepts most commercial insurance. To learn more about Aeroflow Healthcare and getting medical equipment through insurance, visit: [aeroflowinc.com](http://aeroflowinc.com).

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