

ASX Release**Oventus signs agreements with Connect DME and Circadian Australia****Key highlights:**

- **Virtual Lab in Lab agreement signed with Connect DME, a US-based national Durable Medical Equipment supplier which provides equipment directly to self-insured companies**
- **New distribution agreement signed with leading fatigue risk management group, Circadian Australia to offer Oventus devices to customers under the virtual Lab in Lab model**

Brisbane, Australia 18 March 2021: Obstructive Sleep Apnea (OSA) treatment innovator, Oventus Medical Ltd or the Company (ASX: OVN) is pleased to announce new contracts with US durable medical equipment supplier, Connect DME and Australian fatigue risk management group, Circadian Australia.

Virtual Lab in Lab agreement signed with Connect DME

Oventus has secured a new Virtual Lab in Lab agreement with US-based national Durable Medical Equipment supplier, Connect DME.

In the United States, durable medical equipment (DME) providers sell or lease medical equipment - such as CPAP machines, mobility equipment and a range of other products - to people for use at home. Connect DME is a durable medical equipment contractor to provide medical equipment to Third Party Administrators. A Third-Party Administrator (TPA) is a company that provides employee benefits management and operational services such as claims processing under contract. Many serve mid-sized or large companies that have opted to self-insure a portion of their liability, or workers compensation risks. They may also administer claims on behalf of businesses that have self-funded their health, dental or other benefit plans. The benefit to the company and Oventus is the reduced cost and burden of engaging with insurers as it is a cash pay model.

The agreement between Oventus and Connect DME will see Oventus technology made available to members of health plans offered by Connect DME's customers. The agreement positions Oventus to significantly expand its distribution and footprint nationally.

Under the agreement Connect DME will offer Oventus' homecare oral appliance therapy option to the TPA beneficiaries directly. It is a virtual lab in lab contract across Connect DME's national footprint of customers utilising virtual consultations with physicians and dentists to

facilitate professionally supervised delivery of Oventus' O2Vent Optima in the home. The initial contract is for a period of three years and automatically extends for a further three years unless either party terminates. The agreement is a simple fee for service arrangement per patient treated.

Distribution agreement signed with Circadian Australia

Oventus has also signed a distribution agreement with Circadian Australia - a leader in fatigue-risk management and optimising safety and human performance.

Recognising the issue that poor sleep and fatigue can play in the performance of workers in high-risk situations, Circadian will make Oventus' sleep treatment platform available to its clients across many 24/7 industry sectors including mining, aviation, transport, oil and gas, control room operations, and health and professional services.

The agreement, which will see Oventus technology delivered under the virtual Lab in Lab model, has an initial 12-month term with an automatic renewal for successive 12-month periods, unless a party gives notice to the other party of its intention not to renew at least three (3) months prior to expiry of the then-current term.

Circadian Australia Director Mark Holmes commented: "The Oventus telehealth model is a game changer: the O2Vent telehealth technology is going to revolutionise the opportunity for remote workers and FIFO employees to achieve a cost-effective diagnosis, sleep consultation and treatment for sleep apnea."

These two additional agreements demonstrate the flexibility and scalability of the virtual lab in lab model and why Oventus believes that this model will be a significant driver of growth over the coming quarters.

The strong adoption of telehealth is supported by recent McKinsey research which shows that 46% of US consumers are now using telehealth to replace cancelled healthcare visits due to the onset of COVID-19, up from 11 percent using telehealth in 2019. The research also says "pre-COVID-19, the total annual revenues of US telehealth players were an estimated US\$3 billion, with the largest vendors focused in the "virtual urgent care" segment: helping consumers get on-demand instant telehealth visits with physicians (most likely, with a physician they have no relationship with). With the acceleration of consumer and provider adoption of telehealth and extension of telehealth beyond virtual urgent care, up to US\$250 billion of current US healthcare spend could potentially be virtualised"¹.

¹ <https://www.mckinsey.com/industries/healthcare-systems-and-services/our-insights/telehealth-a-quarter-trillion-dollar-post-covid-19-reality>

Oventus looks forward to keeping the market updated with further material progress.

—ENDS—

Authorised for release by the Oventus Medical Ltd Board of Directors

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About Oventus – see more at www.o2vent.com

Oventus is a Brisbane-based medical device company that is commercialising a unique treatment platform for obstructive sleep apnea (OSA) 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, O2Vent Optima devices manage the entire upper airway via a unique and patented built-in airway. O2Vent Optima devices allow for airflow to the back of the mouth while maintaining an oral seal and stable jaw position, avoiding multiple obstructions from the nose, soft palate and tongue. The devices reduce airway collapsibility and manage mouth breathing while keeping the airway stable.

O2Vent Optima 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 Optima 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 apnea^[1].

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

^[1] Deloitte Access Economics. Reawakening Australia: the economic cost of sleep disorders in Australia, 2010. Canberra, Australia.

^[2] Beecroft, et al. Oral continuous positive airway pressure for sleep apnea; effectiveness, patient preference, and adherence. *Chest* 124:2200–2208, 2003

^[3] Sutherland, Kate, et al. "Oral appliance treatment for obstructive sleep apnea: an update." *Journal of Clinical Sleep Medicine* 10.2 (2014): 215-227.