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OVENTUS INVESTOR PRESENTATION

Quarterly Activity and Financials Update

FY22 Q2 (Oct-Dec 2021)

January 31, 2022

O2Vent[®]

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Oventus and O2Vent: A Unique Company with a Disruptive Market Model

O2Vent®

What is Oventus?

A dental services organization and a medical technology company

What is our “unfair” advantage?

We can “own” and manage a clinician-driven patient journey

How will we disrupt the Sleep Apnea treatment market?

By bringing together a technology and go-to-market model so effective that it can unseat CPAP as first-line therapy

How will we create shareholder value?

By demonstrating how this combination leads to market capture and how it can unlock the value of Oventus

OUR VISION

To be the **first choice globally** for the management of sleep-disordered breathing, improving our patients' quality of life through **a better night's sleep, each and every night.**

Executive transition*

- Planned Executive Management transition as part of strategic review, designed to support the rapid growth of the Oventus business
- John Cox to become Oventus' CEO, with full accountability for the performance and growth of the business
- Dr Chris Hart to focus on ensuring a smooth transition and lead Oventus' scientific "first line therapy" initiative, designed to position the O2Vent Optima technology as the first choice
- From 1 June, 2022 onwards, Dr Hart will remain on the Oventus board as Non-Executive Director and will lead the Scientific Advisory Board
- Transition follows completion of important foundational work and strong sales funnel build



JOHN COX
President and COO – incoming CEO



DR CHRIS HART
Founder, Executive Director -
incoming CSO

Career summary – John Cox



Mr John Cox was originally appointed in June 2021 as Oventus' President and Chief Operating Officer.

Mr Cox has over 30 years of experience in the MedTech sector, including directly relevant experience in Sleep Apnea and therapeutic technology marketing and operations. Prior to joining Oventus, John was President and CEO of Somnera, Inc, where he developed a cloud-connected alternative to CPAP and built out direct to consumer, customer engagement and channel partner programs.

In his earlier roles, John served in executive positions at market-leading companies in medical technology and therapeutics, including USGI Medical, B.Braun Aesculap, Applied Medical and Covidien/US Surgical.

John holds a BA and MBA with Honors from the University of Virginia and is the named inventor or co-inventor on over 30 U.S. patents.

SLEEP APNEA THERAPY: A Market Ready for Oventus

O2Vent®



OBSTRUCTIVE SLEEP APNEA (OSA) AFFECTS

12% of adults^{*,1}



TOTAL ADDRESSABLE MARKET

\$31.2B²



Non-CPAP ANNUAL GROWTH RATE (CAGR)

16%¹

Current Options Fail

CPAP: POOR
COMPLIANCE

50-60%

quit 1st Year³

PATIENTS
DESPERATE FOR CARE:

>75%

untreated or refusing
current options¹

ORAL APPLIANCES:
INCONSISTENT &
INEFFECTIVE

56%

success rate⁴

Vision 2025

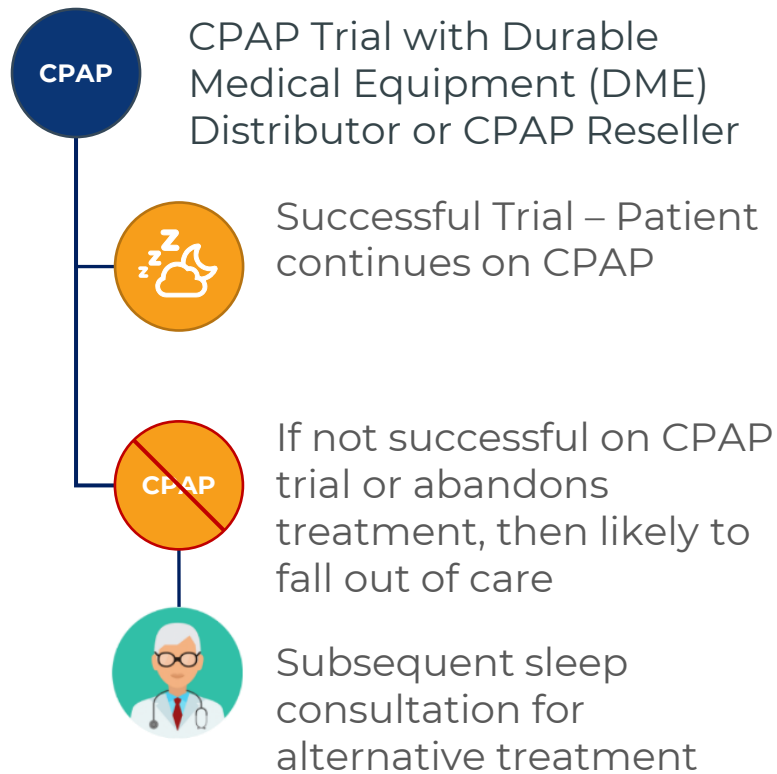
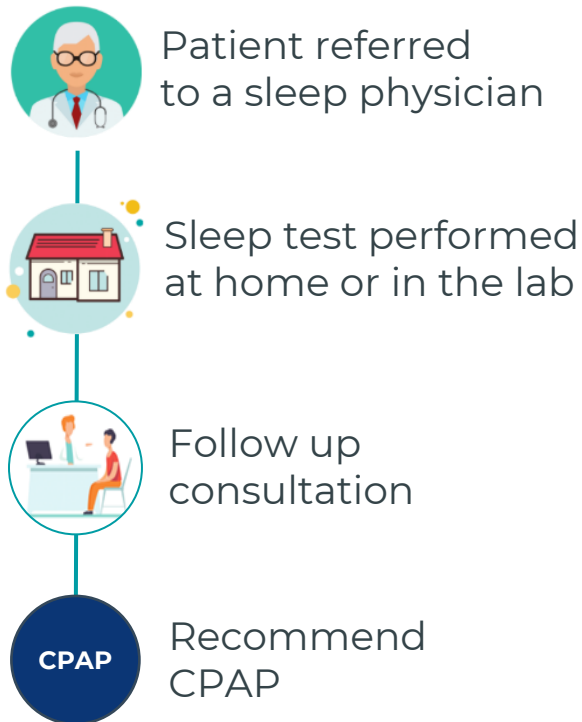
O2Vent

*A First-Line Therapy
for Sleep Apnea*

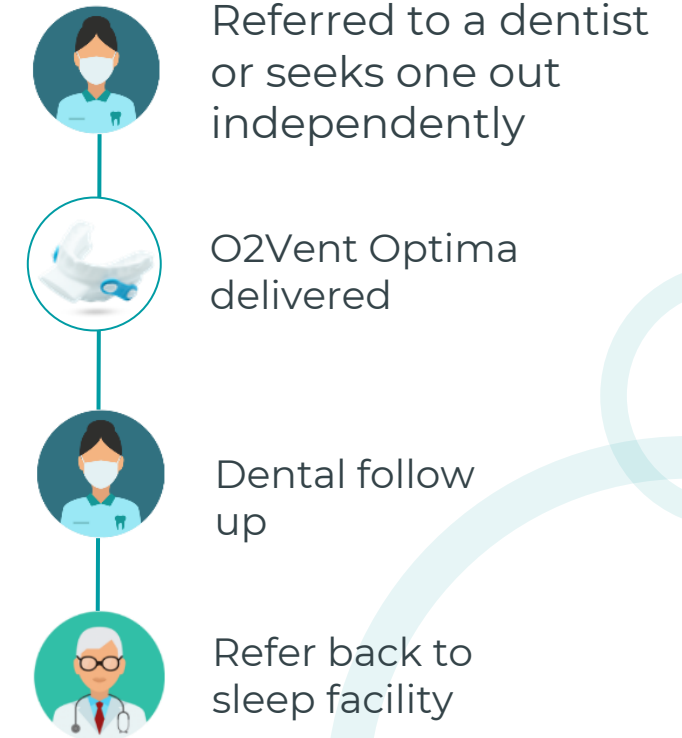
* Refer Appendix for references

Problem: Stigmatizing, Complicated Treatment Journey

Sleep Facility



Dental Clinic



Step-by-Step O2Vent as First-Line Therapy

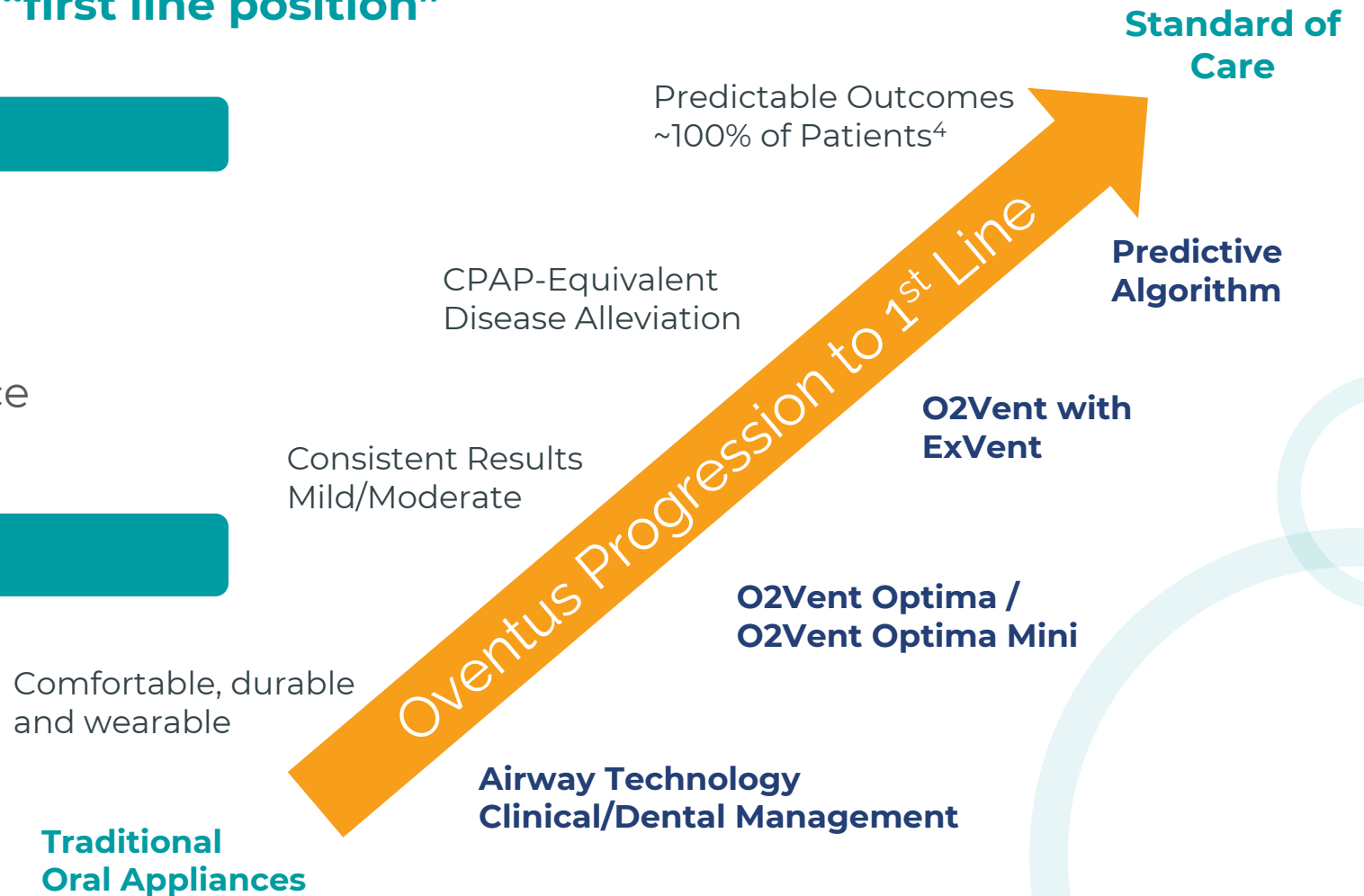
Market requirements to assume “first line position”

Physician Requirements

- Predictable outcomes
- Long-term efficacy
- Few/manageable side-effects
- Patient satisfaction and compliance
- Referrals

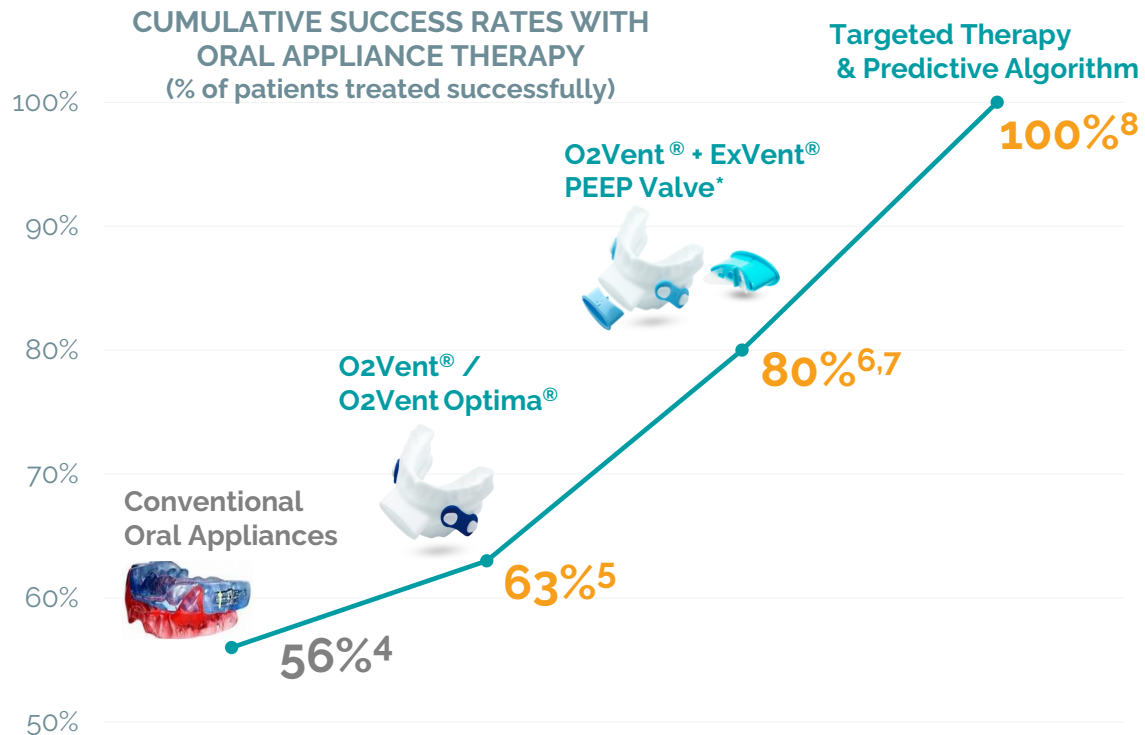
Patient Requirements

- Comfort, wearability
- Symptom alleviation
- No stigma
- Empathetic, expert clinicians
- Value for time/money invested



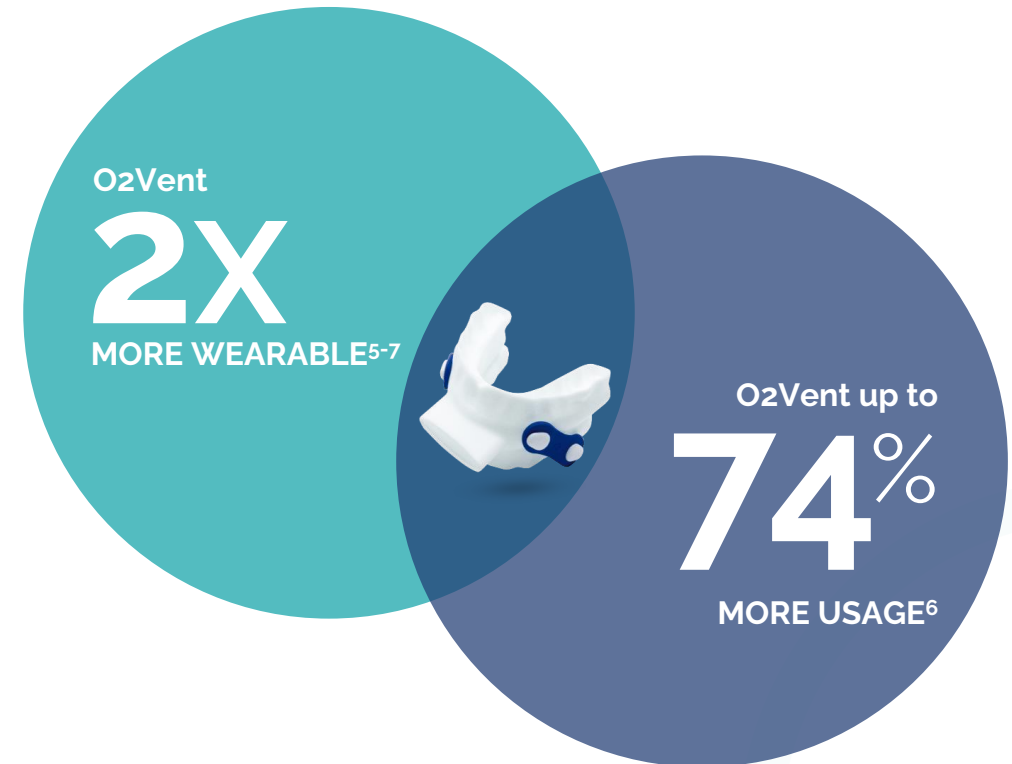
A BETTER SOLUTION FOR OSA: A Clear Trajectory to First-Line Therapy

Proven results across 11 studies & 254 patients



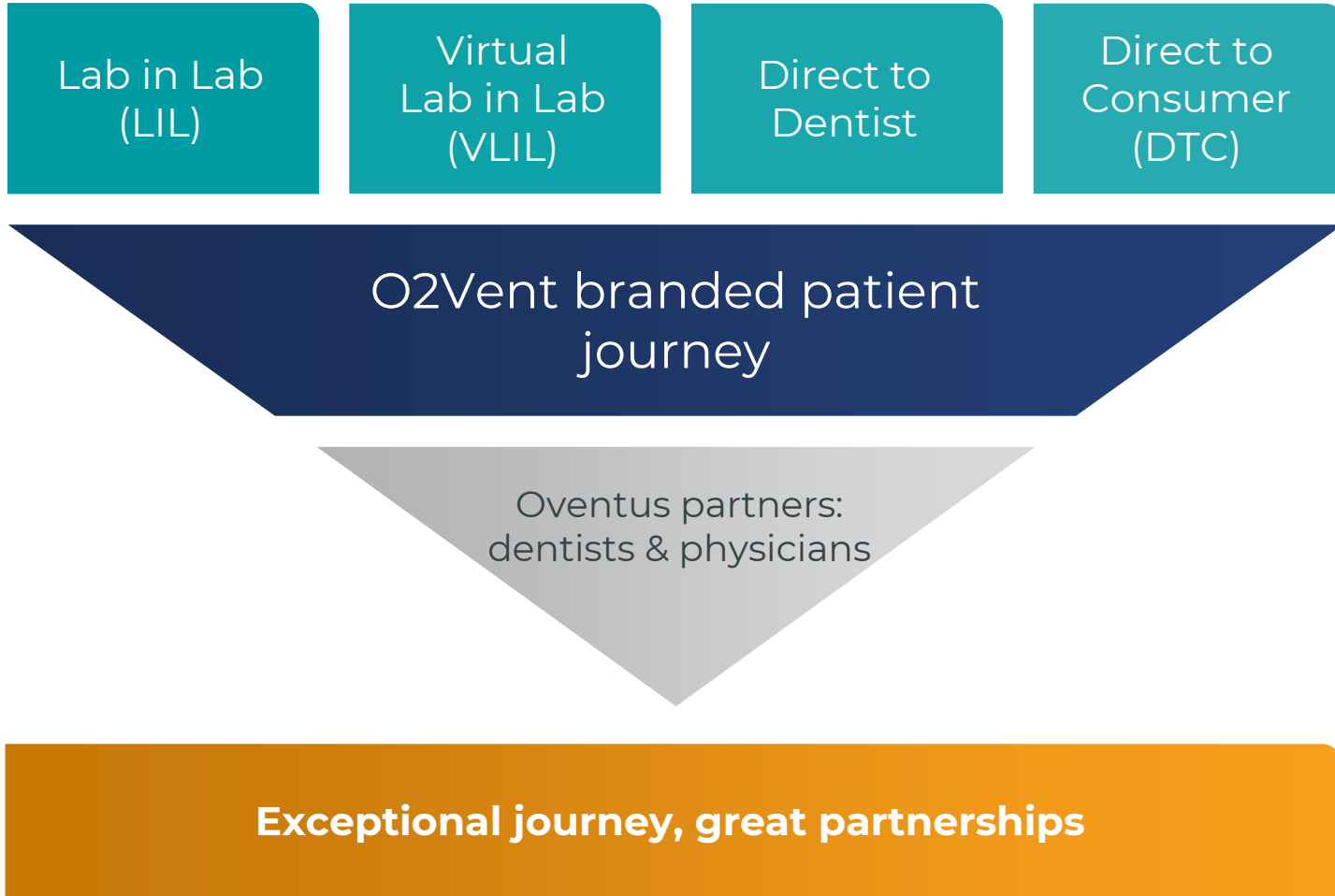
Proven Results

Compared to CPAP



More Patient Use

One Efficient, Scalable Patient Journey Across All Referral Sources



Channel Focus is DTC

DTC marketing accounted for 77% of all patients in December Quarter, >95% of all leads

Demand Generation

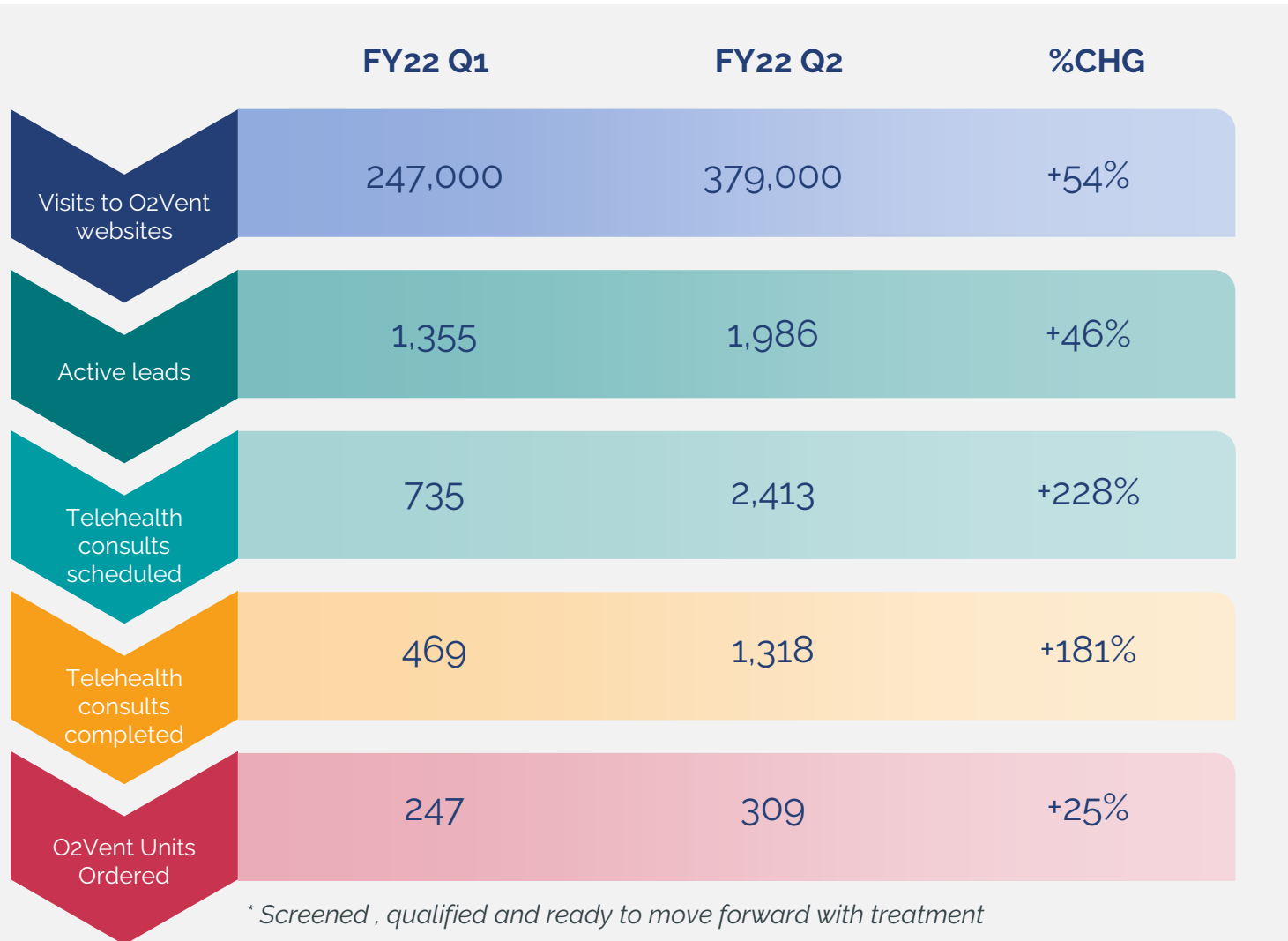
One digital CRM, one branded journey



Digital Campaign Workflow

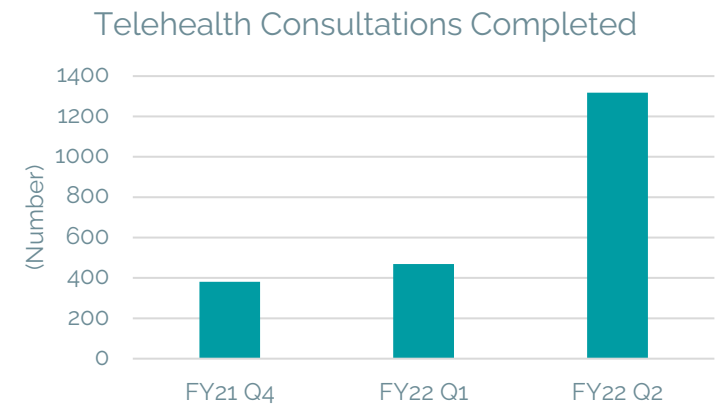
- Concept, setup and test
- Measure click through rate
- “Follow” and re-display if lead abandons funnel
- Re-engage and re-target once lead is captured

Targeted Online Marketing Boosting Sales Funnel O2Vent®



Optimization increases efficiency

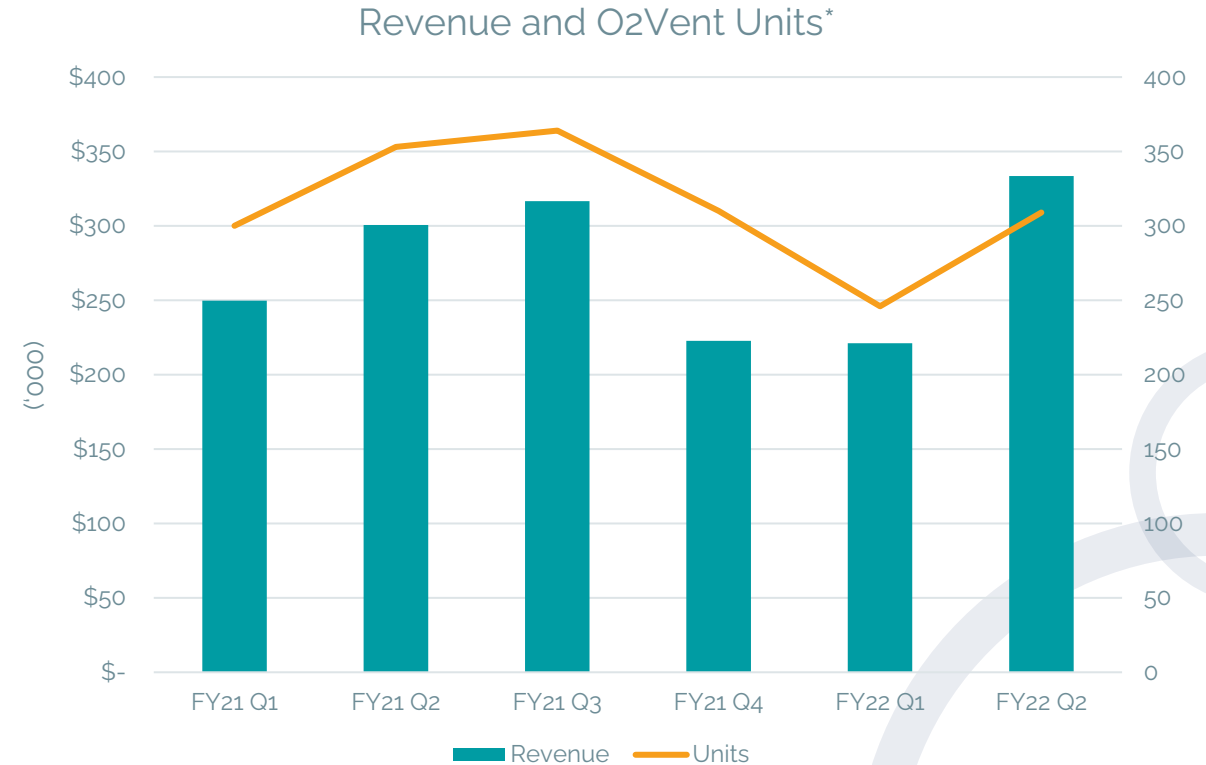
- Iterated campaigns to increase click-through-rates (<1% to ~1.4%)
- Reduced cost per completed telehealth consultation by 39%
- Increased # patients moving forward into care by 61% (from 243 to 391)



Financial Highlights

Revenue, Units

- DTC model starting to gain traction, post COVID-19 driven pivot
- The December quarter represented a revenue record for Oventus
- Revenue per unit up 39% compared to previous corresponding period
- Improved revenue per unit shows benefits of transition to DTC marketing and more control over patient journey



* FY22 Q1 and FY22 Q2 based on management accounts

Outlook

Short-term

Further development and commercial testing of Predictive Algorithm with CRC-P partners and Flinders University to continue

US patient health insurance benefits “reset” deductibles as of January 1st - may dampen active consults and completed sales in March quarter

COVID-19 continues to inhibit Lab-in-Lab activity and non-DTC patient referrals, particularly in Canada

US FDA ExVent Study will provide supporting data for the platform's differentiating patient outcomes

Long-term

DTC model generating increased customer support and providing greater control over customer journey

Building and growing a highly qualified database and pipeline of potential customers

Model optimisation will over time lead to:

- Higher lead generation
- Higher conversion rates
- Lower customer acquisition costs
- Lower unit costs
- Ultimately – greater shareholder value creation

Vision 2025: O2Vent Accepted as First-Line Therapy by Clinicians and Patients Alike

Our Focus: Our Patient

O2Vent®



“The O2Vent Optima has made such a difference to my **quality of sleep**, and I no longer wake in the night with that *drowning* feeling.

It channels air to the back of my throat allowing me to breathe easily and sleep through the night.

I now wake more **refreshed and can concentrate better during the day without feeling drowsy.**”

Sarah Atkins

“There was a dramatic change in my quality of sleep...my **daytime energy and sharpness improved.**

I almost forgot it was in my mouth. It fit comfortably.

My apnea index went from 84/hr. to fewer than 10/hr.—an impressive result.”

Vincent Shaller, M.D.



MANAGEMENT & ADVISORS: Experienced Leaders with a History of Success*



DR CHRIS HART

Founder, Executive Director - incoming CSO

- Inventor of the O2Vent technology,
- Over 20 years in dentistry
- Overseeing the launch of the 'Lab in Lab' model



JOHN COX

President and COO – incoming CEO

- 30 years experience in the MedTech sector
- direct experience in sleep and related technology marketing & operations
- Lead the virtual & direct-to-consumer models



JAKE NUNN

Non-Executive Director

- +25 years' experience in the life science industry as an investor, independent director, research analyst and investment banker
- Currently a venture advisor at New Enterprise Associates (NEA)



PAUL MOLLOY

Non-Executive Director

- 25 years' experience leading a range of public, private and venture capital funded healthcare companies
- Currently President and CEO of ClearFlow Inc., a US-based medical device company.



SUE MACLEMAN

Chair and Non-Executive Director

- +30 years' experience as a pharmaceutical, biotechnology and medical technology executive



STEVE DENARO

Company Secretary

- Experienced Company Secretary and Chief Financial Officer
- Associated with major chartered accountancy firms in Australia and the UK

Appendix: References

1. Sullivan, F. (2016). Hidden health crisis costing America billions: Underdiagnosing and undertreating obstructive sleep apnea draining healthcare system. American Academy of Sleep Medicine
2. Benjafield, A. et al Estimation of the global prevalence and burden of obstructive sleep apnea: a literature-based analysis. Lancet Respir Med., 2019 August; 7(8):687-698. Oventus TAM calculated by multiplying prevalence in US, Canada and Australia of Mild OSA by O2Vent Selling Price.
3. Ballard RD, Gay PC, Strollo PJ. Interventions to improve compliance in sleep apnoea patients previously non-compliant with continuous positive airway pressure (CPAP), JCSM 2007, Vol 3, No7, 706-12
4. Lavery D, Szollosi I, Moldavtsev J, McCloy K, Hart C. Airway open-airway closed: The effect of mandibular advancement therapy for obstructive sleep apnoea with and without a novel in-built airway. Poster session presented at: Australasian Sleep Society Sleep DownUnder, 2018, October 17-20; Brisbane, Australia
5. Based on success rates of O2Vent + ExVent. Refer clinical resources on O2Vent.com.
6. Lai, V, Tong, B, Tran, C, Ricciardiello, A, Donegan, M, Murray, N, Carberry, J, Eckert, D. 'Combination therapy with mandibular advancement and expiratory positive airway pressure valves reduces obstructive sleep apnea severity', Sleep, vol 42, no. 8, August 2019, zsz 119.
7. Tong B, Tran C, Ricciardiello A, Donegan, Murray N, Chiang A, Szollosi I, Amatoury J, Eckert D. Combination therapy with CPAP plus MAS reduces CPAP therapeutic requirements in incomplete MAS responders. Poster session presented at: Australasian Sleep Society Sleep DownUnder, 2018, October 17-20; Brisbane Australia. ExVent available in Oventus' key markets of Australia and Canada, not yet approved in the US.
8. Targeted non-CPAP combination therapy resolves obstructive sleep apnoea. Atqiya Aishah, BSc (Hons)^{1,2,3}, Benjamin K.Y. Tong, PhD^{1,2}, Amal M. Osman, PhD³, Michelle Donegan¹, Geoff Pitcher³, Benjamin Kwan¹, Liz Brown¹, Robert Adams³, Sutapa Mukherjee³ and Danny J. Eckert, PhD^{1,2,3,1*} Neuroscience Research Australia (NeuRA), Sydney, NSW, Australia, ²School of Medical Sciences, University of New South Wales, Sydney, NSW, Australia, ^{3*} Adelaide Institute for Sleep Health and Flinders Health and Medical Research Institute, Flinders University, Bedford Park, SA, Australia, *SLEEP 2021*



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Thank you

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