



Better Sleep, Better Health and a Better Life



OVENTUS™

Investor Update – December 2016

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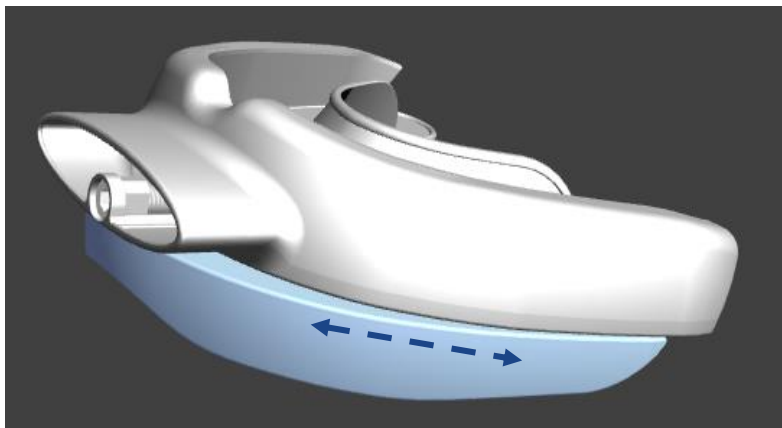
About Oventus

Oventus is an Australian medical device company with a proprietary oral appliance for the treatment of *obstructive sleep apnoea** (OSA).

Our mission is to be a global leader in the treatment of OSA with an initial focus on those that cannot, or are not, treated effectively with existing treatments

Oral appliances with a revolutionary **airway** that addresses limitations with existing obstructive sleep apnoea* (OSA) treatments including:

- Nose related issues such as irritation, congestion and obstruction
- High pressures from CPAP** which can cause discomfort and dry mouth for patients
- Claustrophobia and leakage from CPAP masks leading to high non-compliance by patients.



* Obstructive Sleep Apnoea (OSA) – repeated episodes of airway obstruction during sleep – is commonly associated with snoring but also has a direct link to more serious health issues

** CPAP= Continuous Positive Airway Pressure

***Titratable – the lower part of the appliance can be adjusted by the patient to optimise lower jaw position

Our competitive edge

Oventus O₂Vent™



Product Positioning

There is a growing need for an alternative to CPAP

Current oral appliances gaining acceptance but not suitable for severe sleep apnoea OR nasal obstructors

O₂vent device can bridge this gap

Standalone oral appliance for mild to moderate / **severe CPAP Intolerant** sleep apnoea –
Better comfort, reduced apnoeas

CPAP connection instead of a mask for severe to very severe sleep apnoea – (in development)
No mask, lower pressures

Oral appliances:

Mandibular advancement devices for mild to moderate sleep apnoea



Unmet customer needs –
nasal obstructors and non
compliant CPAP users

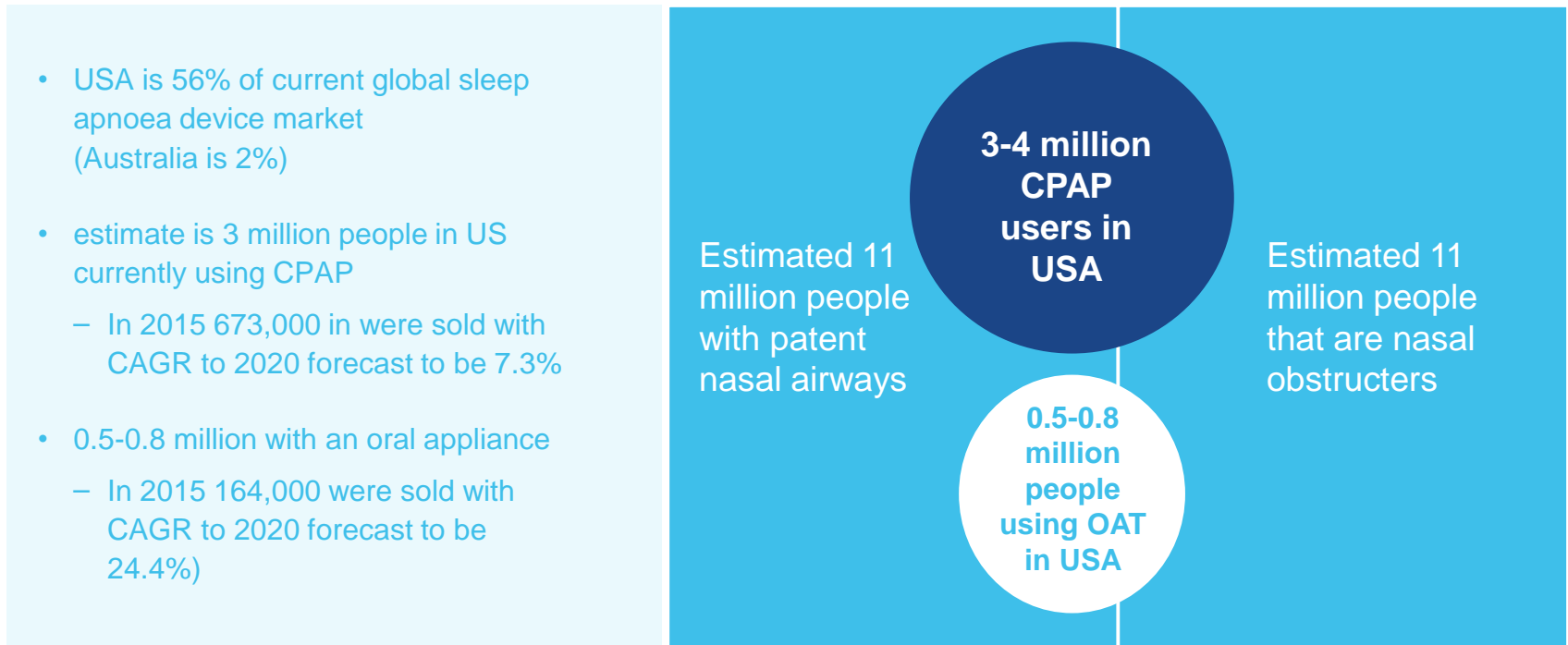
CPAP:

CPAP equipment including masks for moderate to severe sleep apnoea



The total addressable market in US

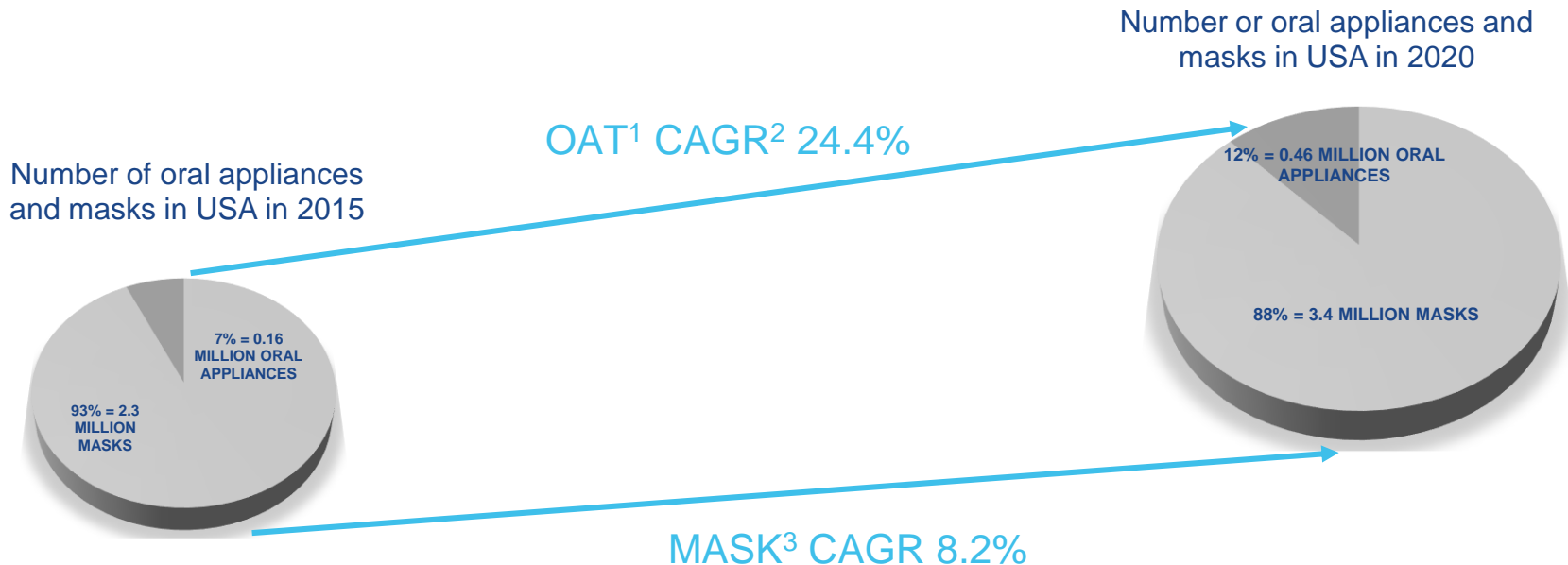
- 22 million people with sleep apnoea in USA compared to 800,000 in Australia
- 80% of these not treated
- nasal obstructers are a large unmet need



*From Sleep Apnea Diagnostic & Therapeutic Devices Market – Global End-user Analysis, Competitive Landscape & Forecast to 2020 MarketsandMarkets 2015

Market Dynamics

Oral appliances forecast to have a CAGR 3X that of masks (over next 5 years)*

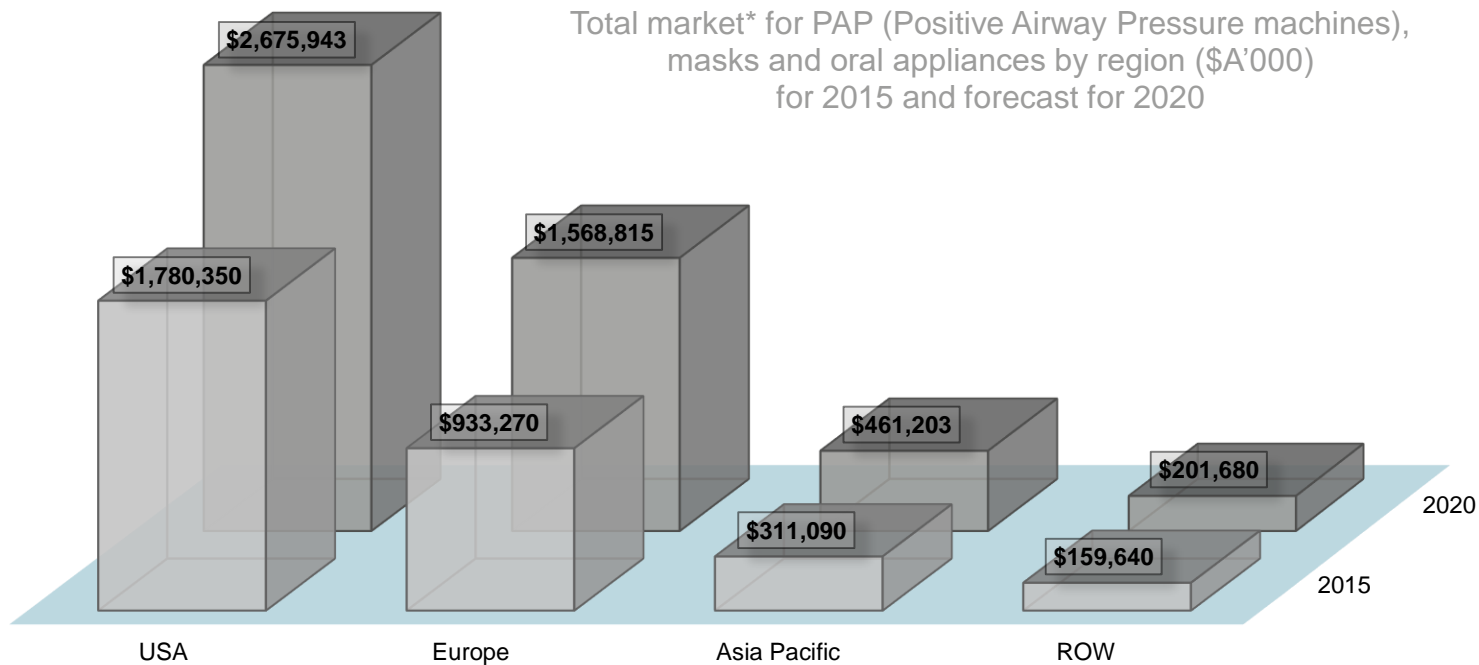


1. OAT – Oral Appliance Therapy
2. CAGR – Compound Annual Growth Rate
3. MASK – masks for CPAP machines

* From Sleep Apnea Diagnostic & Therapeutic Devices Market – Global End-user Analysis, Competitive Landscape & Forecast to 2020 MarketsandMarkets 2015

Market Dynamics

Current sleep treatment market has been growing at 15-20% CAGR Historically



* From Sleep Apnea Diagnostic & Therapeutic Devices Market – Global End-user Analysis, Competitive Landscape & Forecast to 2020 MarketsandMarkets 2015
Calculated using a conversion of \$US1=\$Aust1.30

Highlights since our listing in July, 2016

- Sales and Marketing
 - O₂Vent™ T launched in Australia
 - 40 more dentists trained
 - 5 Beta sites set up ready for first US sales in December/January
 - Collaboration with dental corporate group in Australia
- Clinical
 - Scientific Advisory Board formed
 - 4 more clinical trials initiated focussing on validation of the airway
 - Initial results look very promising. First trial due for release in first quarter 2017CY

Highlights since our listing in July, 2016

- Manufacturing
 - Medical Device Single Audit Program (MDSAP) audit undertaken – for Australia, Europe, USA, Japan, Canada and Brazil
 - 3D printing of inserts progresses through proof of concept
 - New polishing machine being commissioned
- New products, IP and regulatory
 - 2 more provisional patents lodged strengthening our IP portfolio
 - O₂Vent™ T titratable received FDA clearance
 - Advanced the development of new products including:
 - Titration tray for more accurate dental records
 - PAP connection entering pilot clinical trials
 - Compliance chip enters design and development phase
 - On board level III sleep test enters design and development phase

In summary

“We have been setting up our quality and regulatory systems, manufacturing capability, distribution and marketing channels and generating further clinical data to enable sales. This has required a significant upfront investment. We expect this business development expenditure to taper until the end of FY17 while we simultaneously build sales with a significant reduction in investment in 1HFY18 on the back of further clinical data, maturation of sales and distribution arrangements, reducing R & D spend and accelerating sales growth”



Operations



Progress in the past year

Regulatory for O₂Vent™ T

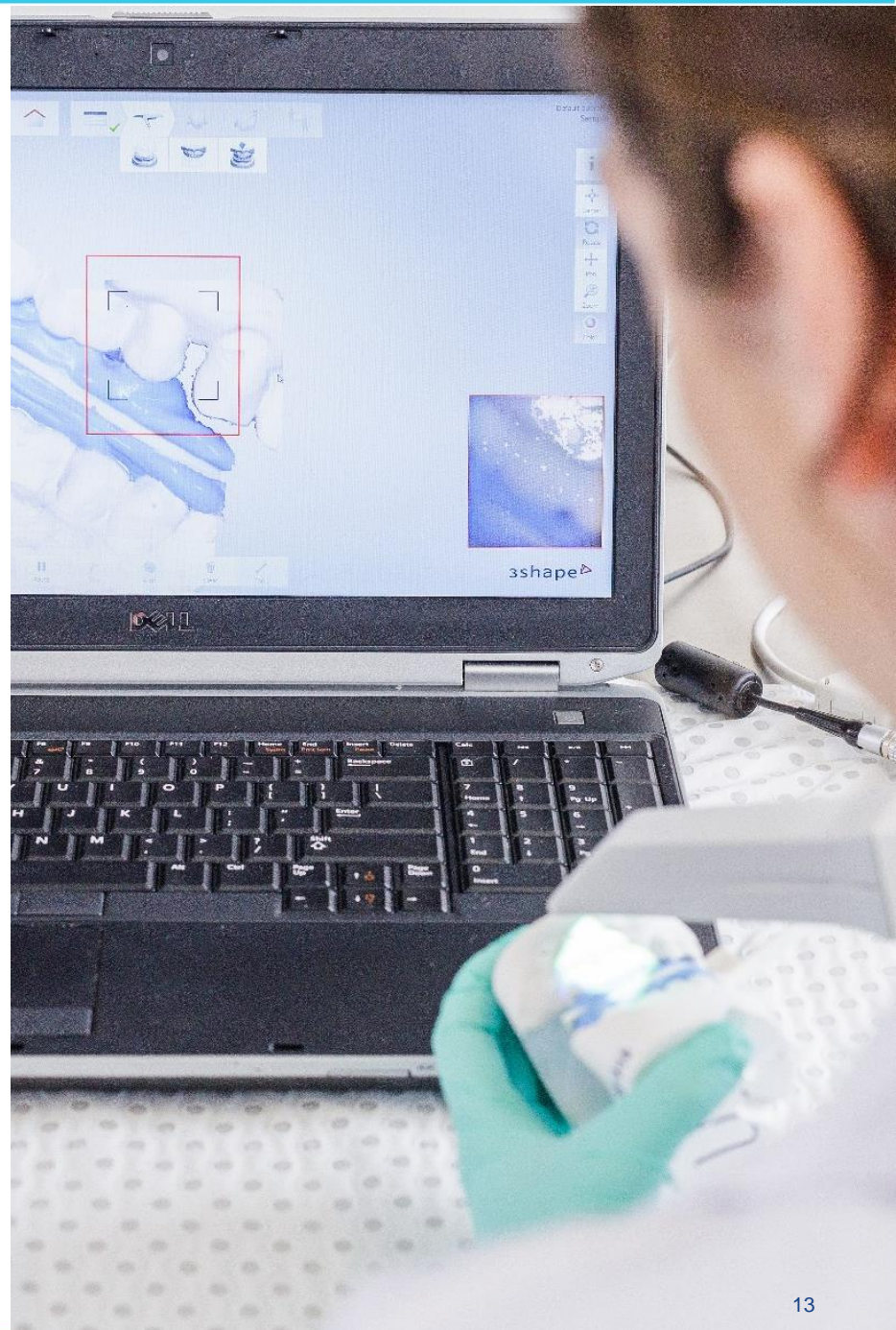
- US FDA 510k clearance secured September 2016
- Australian TGA registration in June 2016 - allows access to European and some Asian markets

Quality Management

- Audit recently completed by TUV SUD for MDSAP (Medical Device Single Audit Program) – Australia, USA, Europe, Canada, Japan and Brazil

Reimbursement

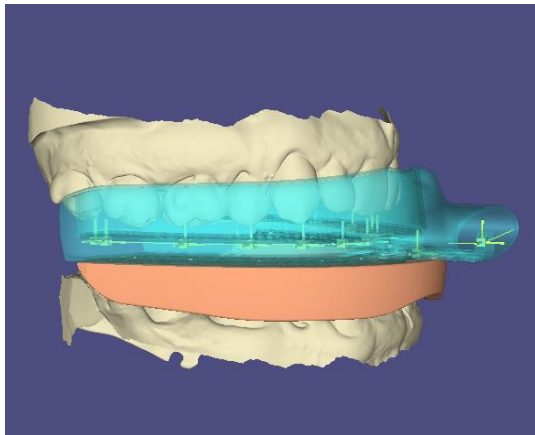
- Partially covered by private insurance in Australia (dental) – rebate of 30-50%
- Separate code for USA reimbursement
- Opportunity to apply for dedicated code in USA
- Favourable reimbursement in specific European countries



Progress in the last year

Scalable Manufacturing

- Use of digital records
- Proprietary appliance design software
- 3D printing of appliances
 - Current titanium printer now in-house in rented space at CSIRO Clayton
- Insert manufacture in Brisbane facility
 - Contract manufacturing discussions underway to enhance scalability
 - Developing 3D printing of inserts for future end to end “smart manufacturing”



Proprietary Design Software



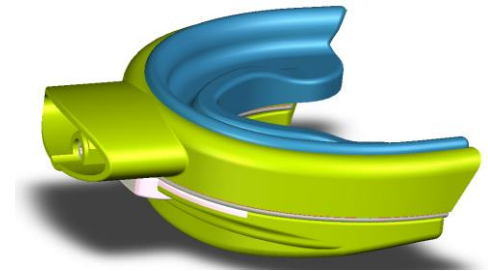
Titanium 3D printer



Insert Manufacture

Latest O₂Vent Developments – Enabling more effective treatment, a more efficient patient journey and clinician workflow

- **Digital work flow + Online Portal**
 - = Remote Case Management
- **“Titration Tray” for records**
 - Digitisation of records
- **3D printed inserts**
 - That can be periodically replaced
- **Temporary device**
 - With PAP Connection = Alternative PAP interface
- **PAP Connection-**
 - For CPAP Intolerant patients that do not respond to MAD
- **Compliance measurement**
 - To determine how often the device is used – app based
- **Level III sleep monitoring**
 - For periodic sleep testing at low cost – data sent to clinical portal via app



Intellectual Property – Strong IP position

Core patent
issued in Aust &
National phase
overseas:

WO 2012/155214

Inventor
Dr Chris Hart

Title: Breathing
assist device

PCT / AU2015
/050144:

Breathing Assist
Device covers
numerous
design aspects
and additive
manufacturing

Provisional
July 2015:

Breathing Assist
Device with
Tongue Retaining
Device

Provisional
March 2016:


Titratable design
with an airway–
allows lower jaw
adjustment by
the patient

Provisional
October 2016:

Combination
device with both
PAP connection
and airway/
mandibular
advancement

Provisional
November 2016:

Sensor system for
compliance and
Level III sleep
testing

- 
- Proprietary design software
 - Online portal for patient management
 - Patient data/registry
 - Trade Mark lodged: Logo and O₂Vent™

Deployment of technology in the Market

- Oventus' core technology is the 3D Printed patented airway
- This technology has been shown to make both oral appliance therapy and CPAP therapy more effective and/or better tolerated
- This technology is an enabling technology that can be deployed in competition with or in conjunction with existing technologies

- TAP Style



- Winged



- Mono



- TRD



- PAP





Clinical



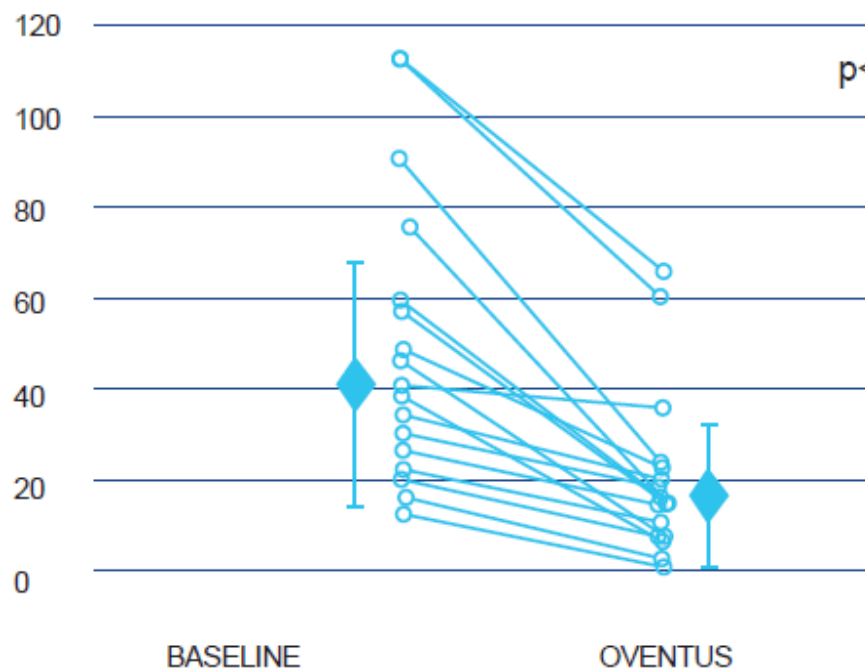
Progress in the past year

Clinical

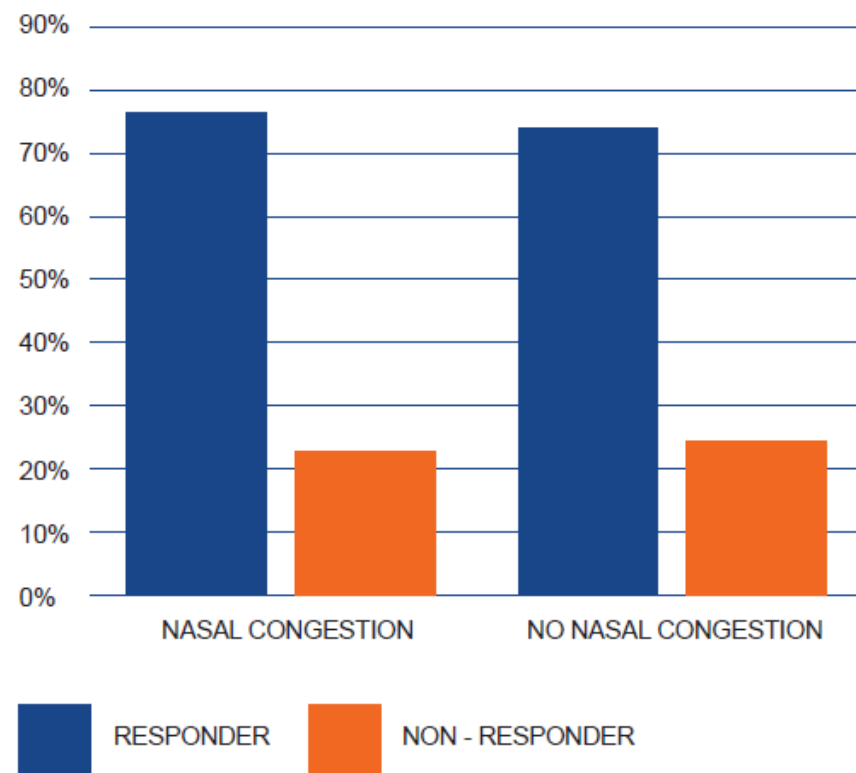
- Formed a multi disciplinary Scientific Advisory Committee
 - Prof Bill Coman (ENT)
 - Prof Peter Eastwood (Sleep Researcher)
 - Prof Jeremy Goldin (Sleep Physician)
 - Dr Karen McCloy (Dentist)
- First trial completed and submitted for peer review
- Presented Clinical data
 - American academy of Sleep Medicine
 - Australasian Sleep Association
- Launched clinical trial into the efficacy and compliance of the O2Vent T and the effect of an airway incorporated into an oral appliance
- Completed a pilot study on the effect of the incorporation of an airway into an oral appliance on pressures in the upper airway and pressure requirements when used as a CPAP interface
 - Promising early data
 - Further analysis underway with completion by Q1CY17

Clinical Trial Results

AHI at baseline and with Oventus treatment



Response Rate by Nasal Congestion



Comparison to other treatments (Oventus 62.5% reduction in AHI)

- MAD review (Marklund ERJ 2012)
- MAD -19 studies reduction in AHI of 55%
- CPAP – 8 studies reduction in AHI of 83%
- CPAP non-adherence rate (< 4 h of nightly use 70% of nights) between 46–83% (Weaver 2008)
- Surgical Modifications Review (Caples Sleep 2010)
- UPPP – 13 studies reduction in AHI of 33%
- RFA – 8 studies reduction in AHI of 34%
- Maxillo-Mandibular Advancement – 9 studies reductions in AHI of 87%
- Multilevel surgery – 34 studies reduction in AHI of 56% (Verse 2008)

How is this different from other therapies?

- CPAP pushes pressured air into the patients oropharynx through the nose and or the mouth to neutralise pressure swings and prevent airway collapse (OSA)
- The Oventus patented airway technology allows air to enter the oropharynx without resistance to neutralise pressure swings and prevent airway collapse (OSA)
- **If CPAP is required in extremely severe cases it can be delivered at ultra low pressure (0-5cm H₂O) and without a mask**



Market Development



Path to Market – indicative timing

Region	Stage	2H2016	1H2017	2H2017	1H2018	2H2018
Australia	Pilot	Completed				
	Scale-up					
	Expansion					
USA	Pilot					
	Scale-up					
	Expansion					
Europe	Pilot					
	Scale-up					
	Expansion					From 2019
Asia Pacific	Pilot					
	Scale-up					
	Expansion					From 2019

Progress in the past year

Market Development

- Australia
 - Focus has been to setup sales channels and clinical collaboration in Australia for ramping up sales in 2017
 - Now have trained over 100 dentists to deliver Oventus Devices
 - Developed distribution through dental corporate groups to increase coverage
 - Engaged multiple sleep groups to collaborate on sleep testing and clinical trials
- USA
 - Focus has been on engaging key opinion leaders with clinical evidence and building relationships with selected clinicians to pilot launch the O2Vent in the US ahead of a wider scale up in 2H CY17
 - Set up 5 initial clinical beta sites in a variety of market segments and socioeconomic demographics for market testing and product feedback and refinement for the US market
 - First patient records now received with initial US revenue anticipated to be booked in December
 - Relationships with educators and key opinion leaders developed
 - US clinical trial in planning