

ASX Release

## **Oventus appoint first US Executive to support US Launch**

### **Key Points:**

- **First executive of Oventus' newly formed US subsidiary, Oventus Medical USA.**
- **Business Development Manager – North America appointed to support the launch and geographical expansion of the Oventus presence in North America.**

Brisbane 7<sup>th</sup> February, 2017: Oventus Medical is pleased to announce the appointment of Mr Steven Wick, Business Development Manager – North America. Mr Wick is an experienced sales and marketing professional with twenty-six years of experience in the healthcare industry, specifically across the dental and sleep disorder specialties.

Prior to joining Oventus, Mr Wick lead Incisal Edge Sleep; a complete turn-key solution for dentists wishing to add the treatment of Obstructive Sleep Apnea to the practices. During this time, he authored the patient resource book, "Kicking the Bear out of the Bedroom", which subsequently became an Amazon best seller.

Mr Wick gained a wealth of experience in the dental sleep market in the US over four years as a senior manager of dental sales channels and education for Somnomed before breaking out into his consulting business. During his time at Somnomed, Steven more than doubled his territory's unit sales and this represented one of the most successful markets in the US.

Mr Wick said "I've enjoyed working with dentist's to successfully implement the treatment of Sleep Apnea into their practices, but the opportunity that Oventus brings to the market with their portfolio of products was too exciting to pass up. Oventus' oral devices with patented airway technology fills a need in the market not addressed by current treatment options."

"Mr Wick offered Oventus a wealth of experience in specific industries relevant to our US market objectives. He has a strong understanding of both the clinical and commercial needs of the marketplace, and an extensive network of US key opinion leaders in the dental and sleep medicine specialty. This is an important milestone in our US expansion." said Elise Hogan, VP Global Sales and Marketing.

**-ENDS-**

For more information please contact:

Mr Neil Anderson, Managing Director and CEO: M: 0403 003 475

Kyahn Williamson, WE Buchan: P: 03 9866 4722 or [kwilliamson@buchanwe.com.au](mailto:kwilliamson@buchanwe.com.au)

## About Oventus

Oventus is a Brisbane based medical device company that is commercialising a suite of oral appliances for the treatment of sleep apnoea and snoring. Unlike other oral appliances, the Oventus devices have a unique and patented airway within the device that delivers air to the back of the mouth bypassing multiple obstructions from the nose, soft palate and tongue. They are particularly designed for the many people that have nasal obstructions and consequently tend to mainly breathe through their mouth. While it may seem counterintuitive, the device actually prevents oral breathing. The O2Vent is designed to allow nasal breathing when the nose is unobstructed, but when obstruction is present, breathing is supplemented via the airways in the appliance.

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 apnoea, OSA, however many patients have difficulty tolerating CPAP<sup>2</sup>. Oral appliances have emerged as an alternative to CPAP for obstructive sleep apnoea treatment.<sup>3</sup>

<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.*