

ASX release

Oventus Company Presentation

Brisbane, Australia 25th October 2016: Sleep disorder device manufacturer and developer Oventus Medical Ltd (ASX:OVN) is pleased to advise that Oventus' Clinical Director, Christopher Hart, will be presenting at the ASX Spotlight Asia Series taking place in Hong Kong on 25 October 2016 and Singapore on 27 October 2016.

An updated investor presentation is included with this announcement.

-ENDS-

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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 breathing airway at the front of the appliance 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.

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.¹

Continuous positive airway pressure (CPAP) is the most definitive medical therapy for obstructive sleep apnoea, OSA, however many patients have difficulty tolerating CPAP². Oral appliances have emerged as an alternative to CPAP for obstructive sleep apnoea treatment.³

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

A photograph of a man and a woman sleeping peacefully in a bed. The scene is bathed in a deep blue light, creating a calm and serene atmosphere. The woman is in the foreground, her face relaxed with closed eyes. The man is behind her, also sleeping. The lighting highlights the contours of their faces and the texture of the bedding.

Better Sleep, Better Health and a Better Life



OVENTUS™

ASZ Spotlight on Asia Series – October 2016

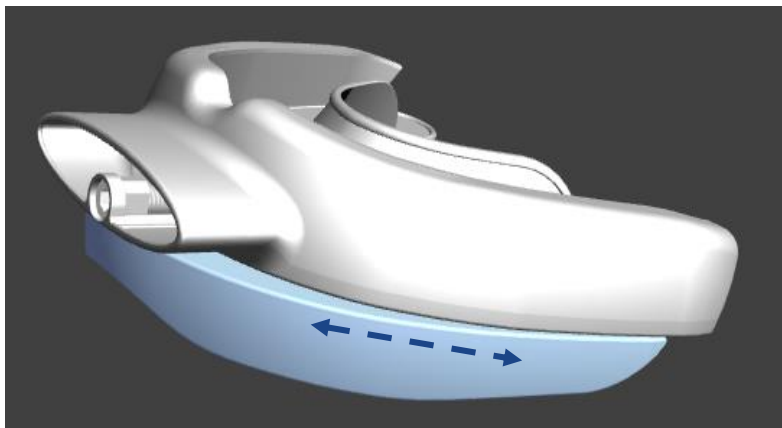
About Oventus

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



Treatment

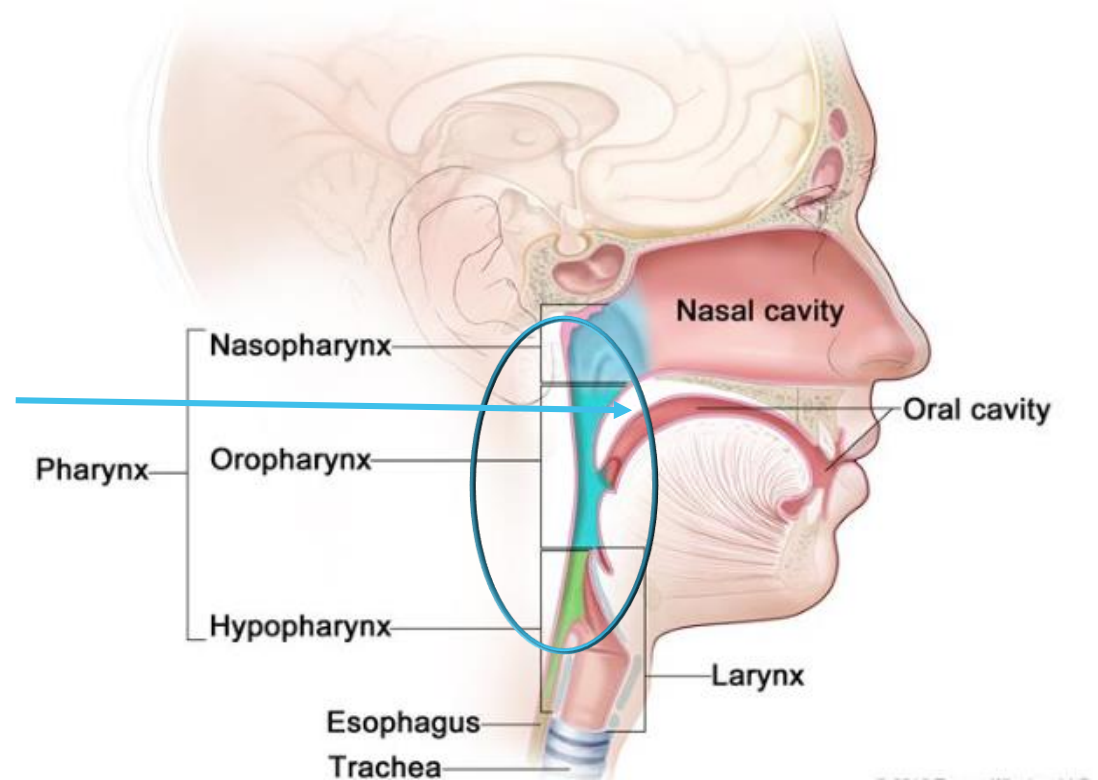


Sources of Obstructions

Structures in the airways

Collapse occurs here due to negative pressure created by increased respiratory effort to overcome resistance of the upper airway

It is estimated that 50% of OSA sufferers also suffer from nasal congestion and nasal congestion is implicated in the aetiology of OSA and is a major reason for non-response to and non-compliance with existing treatments



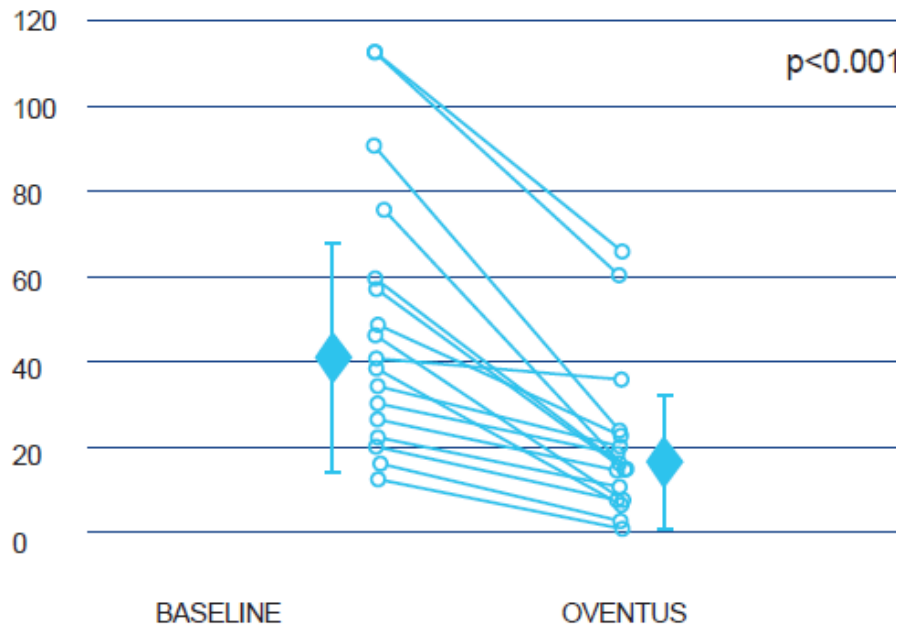
Our competitive edge

Oventus O₂Vent™

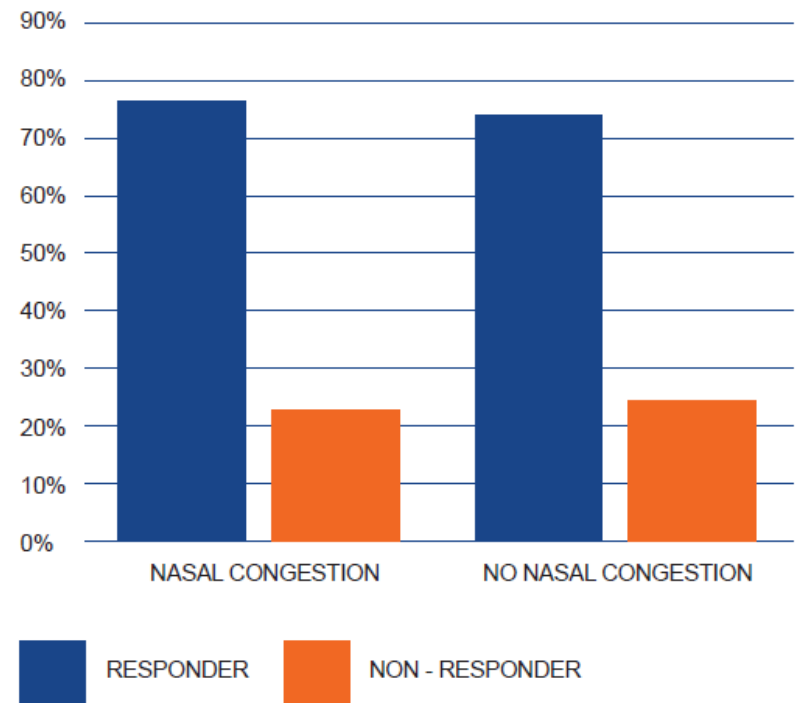


Clinical Trial Results

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)

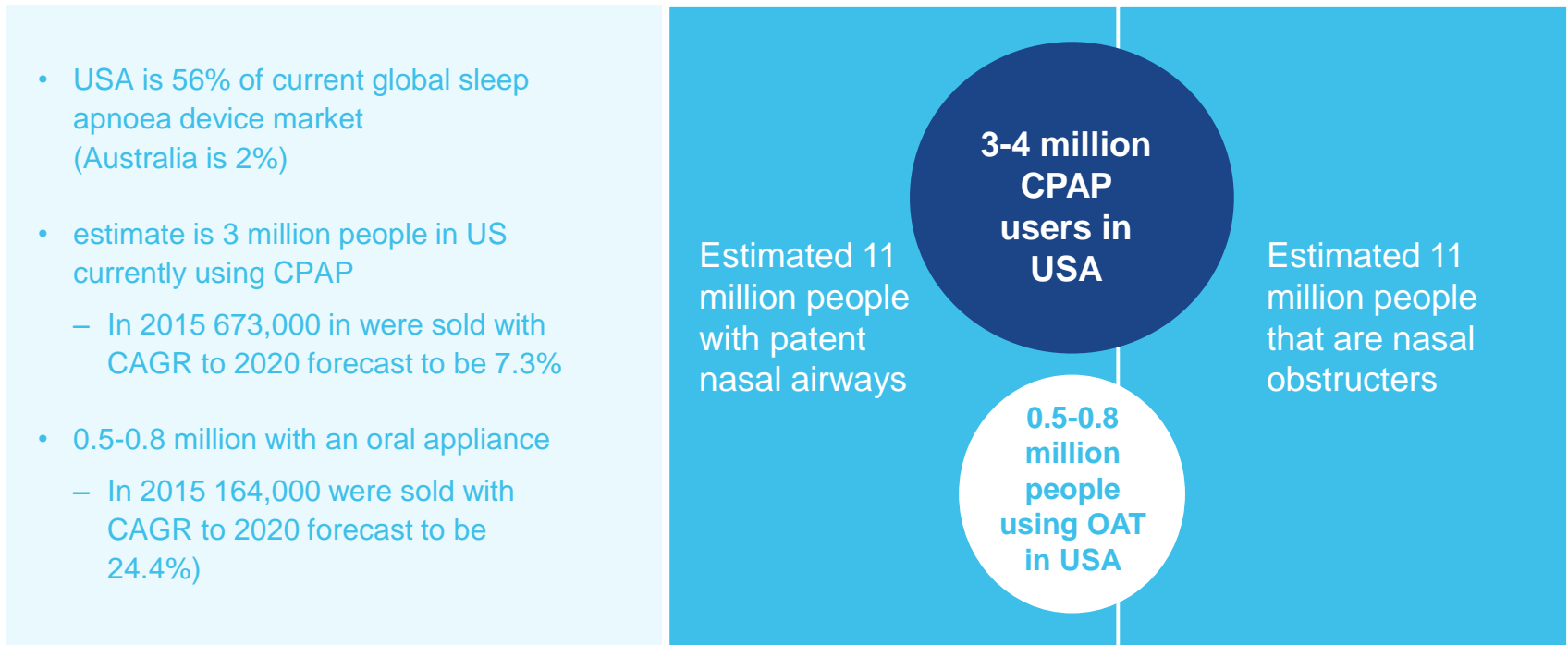


Market Overview & Opportunity



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

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





Oventus' Business Operations



Current Business Overview

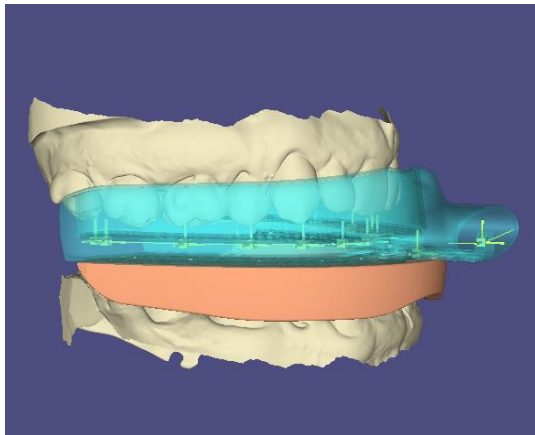
Department	Product/Activity	4Q2015-16	1Q2016-17	2Q2016-17
Product Development	O ₂ Vent Trial		In select clinics in Australia	On market in Australia
	O ₂ Vent Titratable	In select clinics in Australia	On market in Australia	On market in USA
	O ₂ Vent Plus (Tongue Retaining)	In select clinics in Australia	On market in Australia	
	O ₂ Vent PAP (CPAP connection)	Proof of concept	Development	Development
Manufacturing	New facility Brisbane	Plan developed for overseas rollout	Begin execution of overseas plan	Execution of overseas plan
	ISO Accreditation		Audit	Accreditation
	3D printing setup	Printer delivered	In production	
Regulatory	510k first product submitted	510k approval of Mono appliance	Titratable submitted in US	Titratable approved in US

- O₂Vent™ Mono (on market) – a stand-alone oral appliance for the treatment of sleep apnoea and snoring and can be adjusted in the clinic by the clinician
- O₂Vent™ (delivered to first patients) - a stand-alone oral appliance for the treatment of sleep apnoea and snoring and can be adjusted by the patient as well as the clinician
- O₂Vent™ Plus (advanced stage of development) – a stand-alone device with an incorporated tongue retaining component for patients with specific tongue anatomy
- O₂Vent™ PAP (early stage of development) – an oral appliance that connects to a Continuous Positive Airway Pressure (CPAP) machine for severe sleep apnoeics

Products and Manufacturing

Scalable Manufacturing

- Digital records
- Proprietary appliance design software
- 3D printing of appliances
 - Current titanium printer now in-house
 - Contract manufacturing discussions underway to enhance scalability
- Insert manufacture



Proprietary Design Software



Titanium 3D printer



Insert Manufacture

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

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

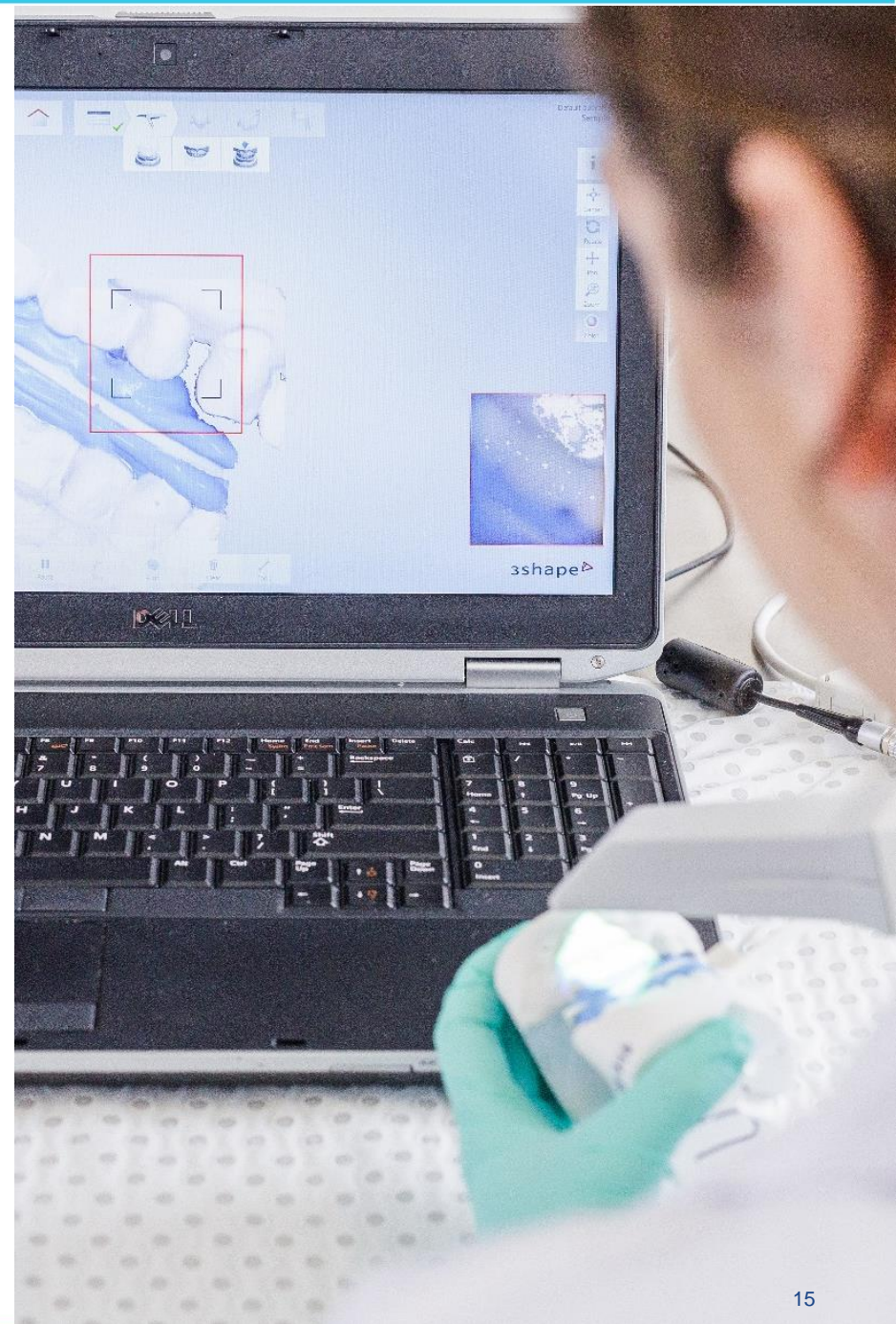
Regulatory and Reimbursement

Regulatory

- TGA Class 1 in Australia - allows access to European and some Asian markets (registration in November 2014 for mono and June 2016 for titratable)
- FDA 510k (Class II) clearance in USA (secured in March 2016 for mono and September 2016 for titratable)

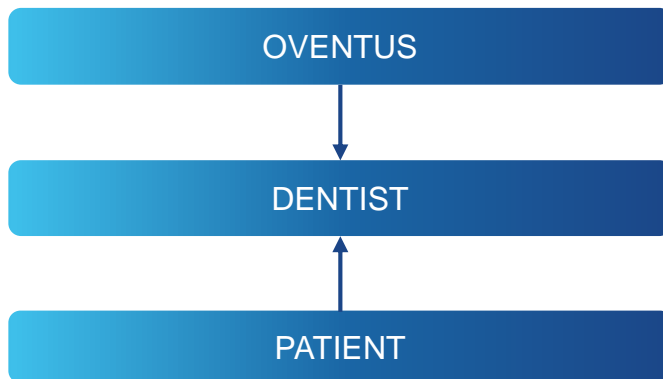
Reimbursement

- 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



Value Chain

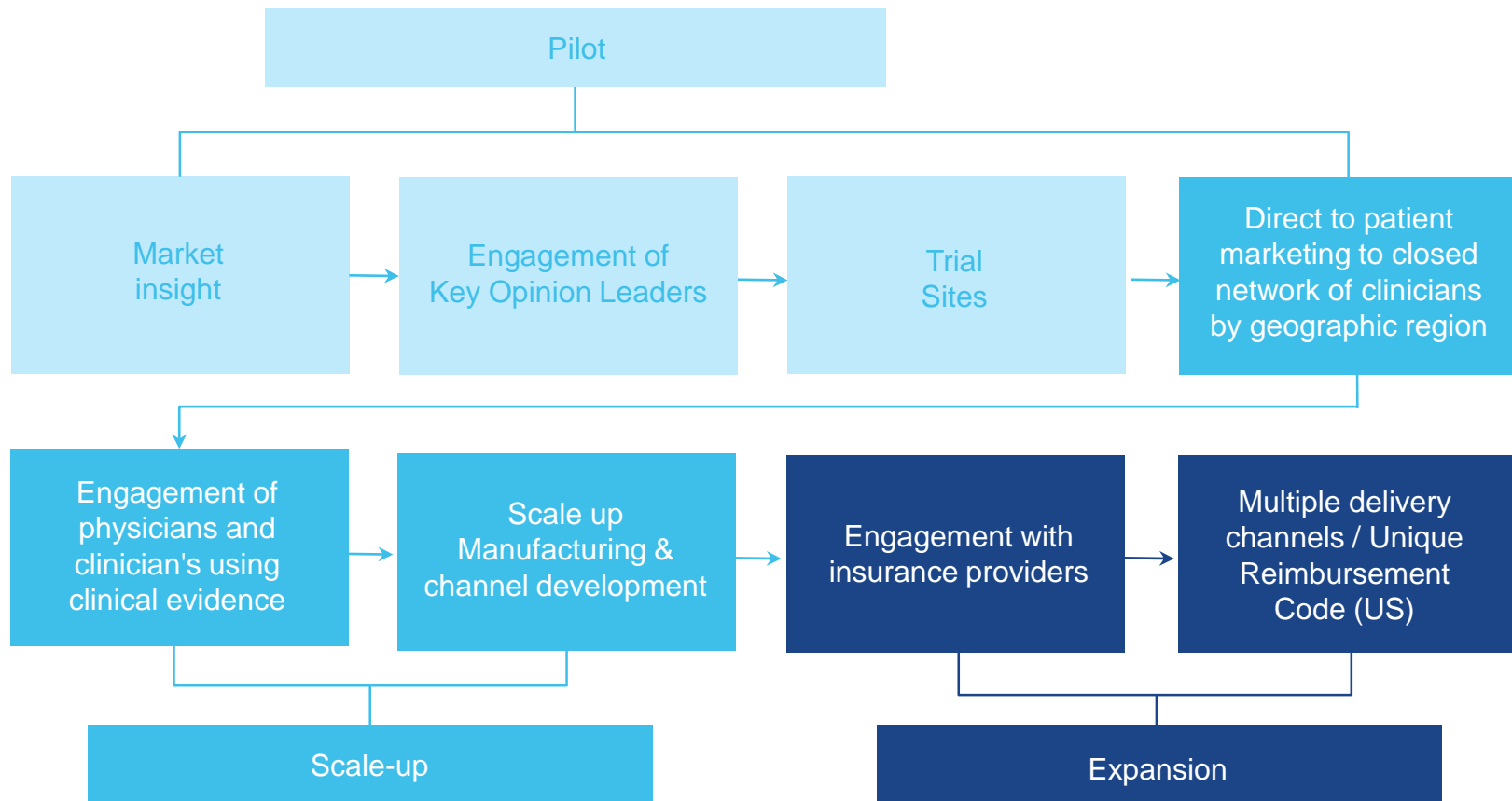
- Oventus conducts marketing programs through online presence, relationships with sleep groups and direct dentist interaction to raise awareness of device
- Dentist prescribes Oventus device for patient



“... clinical data has shown that the O₂Vent is more effective in treating OSA...and has an effect on oxygen levels comparable to CPAP”

– Dr Chris Hart, Oventus founder and Clinical Director

Path to Market – pilot → scale-up → expansion



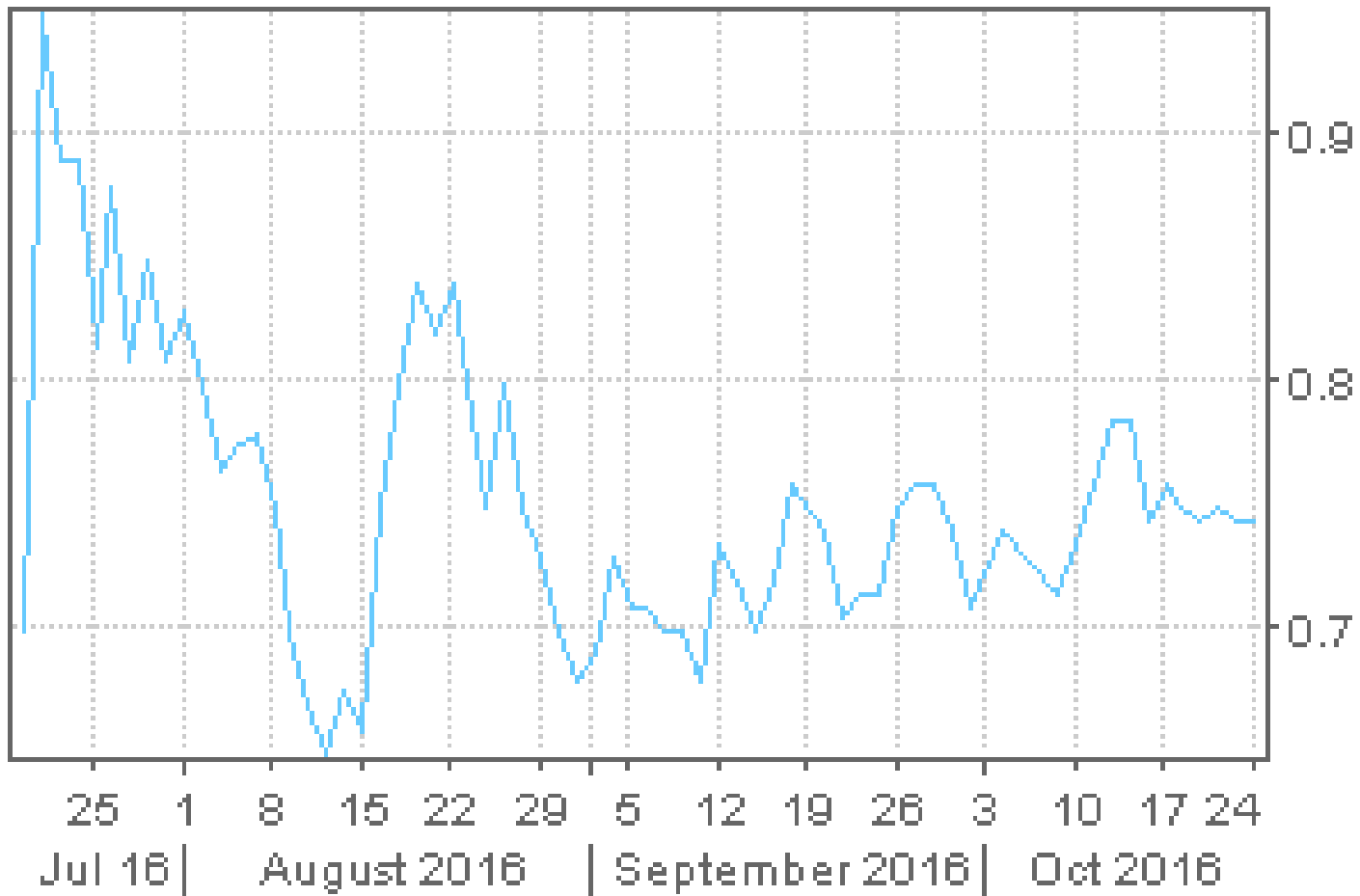
Path to Market – indicative timing

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

Financial Overview

Category	Details
Share price at 24 th October, 2016	\$0.745
Total number of Shares on issue	72,000,000
Market capitalisation at 24 th October, 2016	\$53,640,000
Share price at IPO listing on 14 th July, 2016	\$0.50
Amount raised under the Offer*	\$12,000,000
Market capitalisation at the Offer Price Post-IPO	\$36,000,000

Share price movement



Board and Management



Dr Mel Bridges,
Non-executive
Chairman

- Extensive experience as an Executive and Company Director in healthcare, agricultural technology, drug development, pathology, diagnostics and medical devices.
- Has successfully raised in excess of \$300M investment capital in the healthcare/biotech sector and been directly involved in over \$1B in merger and acquisition and related transactions



Ms Sue MacLeman,
Non-executive Director

- Very broad commercial experience in multiple companies – currently CEO of the Medical Technology and Pharmaceutical Industry Innovation Growth Centre.
- Underpinned by graduate qualifications in pharmacy and post graduate qualifications in corporate governance, commercial law, business administration and marketing.



Mr Steve Denaro
Company Secretary

- Experienced Company Secretary and Chief Financial Officer of various public companies and with major chartered accountancy firms in Australia and the UK
- Bachelor of Business in Accountancy, Graduate Diploma in Applied Corporate Governance and is a member of the Institute of Chartered Accountants in Australia & New Zealand,

Board and Management (cont.)



Dr Chris Hart,
Clinical Director

- Experienced dentist with extensive business experience
- Heads up clinician engagement for the delivery of the Oventus appliances
- Inventor of the core design
- Executive Director



Mr Neil Anderson,
Managing Director & Chief
Executive Officer

- Experienced CEO, project manager, materials scientist and entrepreneur
- In-depth skills and knowledge of medical device commercialisation – in the field for over 30 years
- Has managed the R&D, manufacturing process and regulatory
- Executive Director



Ms Elise Hogan,
VP of Sales and Marketing

- Elise has over 20 years' experience as a medical device executive leading the sales, marketing and commercialisation teams in Australia, New Zealand, UK, and Asia
- Previously Vice President, Oceania and Asia for LivaNova and was responsible for the establishment and growth of the Australian subsidiary, and numerous product launches and geographical expansion throughout Asia and Australia/New Zealand