

Oventus Media Kit

Factsheet

About Oventus

- Oventus is a Brisbane-based medical device company established as a result of the ingenuity of Queensland dentist Dr Chris Hart.
- In 2012 Dr Hart approached experienced medical device entrepreneur and company executive, Neil Anderson, from the Waterfall Commercialisation Group to help turn his prototype into a product, and bring the product to market.
- Neil Anderson approached the peak Australian scientific body, the Commonwealth Science and Industrial Research Organisation (CSIRO) in 2013 with an idea to design a new style of bespoke mouthguard that would change the lives of snorers and sleep disorder sufferers.
- The result is the **O₂Vent™** with its unique separate airway incorporated into its patented design.
- Oventus aims to become a world leader in the sleep disorder market by commercialising a revolutionary suite of oral appliances that provide increased airflow to people with snoring and associated sleep disorders.
- Oventus uses the latest in innovative design and manufacturing taking advantage of the benefits of 3D metal titanium printing.
- The O₂Vent™ was entered in the Australian Register of Therapeutic Goods (ARTG 230890) in November 2014 and has a 510k clearance (K160234) in the USA. It is currently on the market in Australia.
- The company is managed by founder and clinical director Dr Chris Hart, Chief Executive Officer Neil Anderson and VP of Global Sales, Marketing and Commercialisation Elise Hogan.
- In February 2016, Oventus launched its new manufacturing facility in Brisbane. The site aids the development of a range of devices for snoring and sleep disordered breathing including Obstructive Sleep Apnoea (OSA)
- In July 2016 next generation titratable version, **O₂Vent™ T** was launched in Australia and in September 2016 Oventus received 510K clearance in the USA.
- On 8 December 2016, Oventus officially opened its 3D titanium printing facility at the CSIRO's Clayton (Melbourne) site.

Updated August 2017

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- Oventus launched the technology in the United States in January 2017 via five beta sites in San Francisco, Los Angeles, Boston, Kansas and Delaware.
- In February 2017, Oventus announced a partnership with Zhuhai Blue Ocean (ZHBOS) to deliver the **O₂Vent™ T** in China.
- In February 2017, Oventus was awarded a \$2,950,000 Federal Government grant under the Cooperative Research Centers (CRC) Programme over three years to advance research into the treatment of Obstructive Sleep Apnoea. Alongside industry and scientific experts in the field, Oventus Medical will work with NeuRA (Neuroscience Research Australia) and the CSIRO (Commonwealth Science and Industrial Research Organisation) on some exciting research exploring the benefit of the Oventus airway design as a treatment approach in progressive OSA treatments such as algorithms for treatment success, in built compliance and efficacy monitoring and miniaturised CPAP pumps.
- In March 2017, Oventus debuted the **O₂Vent™ W** in the Australian market. This is a winged-style device - the third oral appliance in Oventus Medical's growing portfolio of treatments for snoring and Obstructive Sleep Apnoea (OSA).
- May 2017, Oventus signs manufacturing agreement with Hong Kong based Modern Dental Group as part of a strategy to be able to scale up manufacturing to meet expected future demands and at a lower cost.
- June 2017, Oventus signs world-wide distribution agreement with Hong Kong based Modern Dental Group – exclusive for the USA and non-exclusive for the rest of the world. Modern Dental is the world's largest dental prosthetic device provider with over 70 sales and customer service centers in North America, Europe, Australia and the Greater China regions.
- July 2017, the **O₂Vent™ W** receives 510K clearance from the FDA to take to the US market.

Future developments:

- The patented airway technology in the **O₂Vent™** range enables exciting opportunities for dentists to offer alternative treatments to their patients. In addition to the custom oral appliance therapy range, Oventus Medical is developing a **temporary device**, incorporating the Oventus Airway Technology, giving clinicians and patients the option to deliver immediate therapy to patients prior to progressing to a customised device.
- Well advanced in the product development cycle is the **O₂Vent™ CONNECT** - a one size fits all, out of the box adaptor enabling mask-less low pressure delivery of positive air pressure.
- Currently in testing is an inbuilt form of **compliance and airflow monitoring** – this inbuilt monitor technology will enable the recording of compliance and efficacy data, all easily accessible on an Oventus App.
- Also in testing is an **Inbuilt Level III Home Sleep Test** – sensor chips in the PAP Connection combined with a finger pulse oximeter will provide Level III home sleep study data, allowing remote patient management to save time and expense.

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About sleep apnoea

- Obstructive sleep apnoea is a condition where the air passage in the throat becomes obstructed during sleep and causes people to stop breathing.
- Sleep apnoea can be related to high blood pressure, stroke, irregular heartbeats and diabetes.
- Sleep apnoea can also cause:
 - ✓ Chronic fatigue and tiredness
 - ✓ Poor concentration
 - ✓ Irritability and mood changes, neuro-cognitive under performance
 - ✓ Impotence and reduced sex drive
- The main cause of sleep apnoea is obesity. Other contributing factors include:
 - ✓ Drinking alcohol, especially in the evening
 - ✓ Illnesses like reduce thyroid production
 - ✓ Taking sedatives
 - ✓ Nasal congestion and obstruction
 - ✓ Facial bone shape and the size of muscles
- According to Sleep Health Foundation Australia, about 40 per cent of men and 30 per cent of women have at least mild snoring, on at least some nights. About 15 per cent of people snore on most nights¹. Chronic snoring can be linked to more severe sleep disorders including sleep apnoea.
- In Australia around 1.5 million Australians suffer from sleep-disorders¹ or the severe condition of sleep apnoea.
- The U.S. Sleep Foundation² estimates that 37 million Americans regularly suffer from snoring, while the U.S. National Institutes of Health³ estimate 12-18 million U.S. adults have sleep apnoea.

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

² <https://sleepfoundation.org/sleep-disorders-problems/other-sleep-disorders/snoring>

³ <http://www.nhlbi.nih.gov/news/spotlight/fact-sheet/sleep-disorders-insufficient-sleep-improving-health-through-research>

⁴ Lavery D, Hart C et al. *Safety and Efficacy of a Novel Oral Appliance in the Treatment of Obstructive Sleep Apnea*. *Journal of Dental Sleep Medicine* Vol 4 No.3 July 2017

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OVENTUS™

Factsheet

About O₂Vent™

- The O₂Vent™ is the ONLY sleep therapy providing relief for snorers and sleep disorder sufferers, which allows air to flow through to the back of the throat and avoids multiple sites of obstruction including the nose and soft palate and prevents tongue obstructions.
- Oventus's latest clinical study⁴ showed the O₂Vent™ Mono device was successful in treating obstructive sleep apnoea. Snoring was eliminated in 82 per cent of patients and significantly reduced in 100 per cent of patients studied. The positive results included those people with nasal obstructions and consequently were mainly mouth breathers, including when they are asleep.
- Breathing Assist Solutions are currently running a clinical trial that commenced in July 2016, using the new generation O₂Vent™ T device. The results will be released on completion of the trial, later in 2017.
- The device incorporates a patented breathing vent which extends from the mouth like a whistle and creates a separate airway that allows air to flow directly to the back of the mouth.
- Using CAD design and 3D printing technologies, the mouthguard is created from medical-grade titanium making it thin and light to wear, unlike any of its oral device competitors.
- The O₂Vent™'s unique design with a separate airway does not require significant forward jaw movement and therefore has the advantage of not having the associated jaw discomfort like many of its competitors.
- The device has been refined since its initial launch in 2015 and a new **titratable** version became available in July 2016. This new version, the **O₂Vent™ T** allows patients to change their own jaw position, with supervision from their clinician. The improved design is smaller and allows lateral movement of the jaw for increased comfort. The **O₂Vent™ W** is a slimline winged device that uses a dual mechanism to stabilise and advance the jaw, still enabling opening of the mouth.
- Its unique design allows for future connectivity with a Continuous Positive Airway Pressure (CPAP) machine if a patient's condition worsens as a replacement to the existing CPAP mask treatment. A clinical trial for this will be completed in 2017.
- The combination technology of the stand-alone device together with the CPAP connection for more advanced treatment puts the O₂Vent™ in a class of its own.
- More than 3,800 patients have already registered with Oventus and demand is growing.

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- The O₂Vent™ is a custom made medical device, designed specifically for each patient and fitted and delivered under the supervision of a dentist. Treatment costs can be discussed with the patient's Oventus Accredited clinician. The national average for total treatment cost is approximately \$2500 including device, and related dental consults and procedures. Rebates are available from private health insurers dependant on the patient's fund and policy.

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Dr Chris Hart BSc. BSc.(Hons) M.Phil.(Cantab)
Clinical Director

The O₂Vent™ is the brainchild of leading Queensland dentist Dr Chris Hart.

Dr Hart, himself a sleep disorder sufferer, was anxious to find an oral breathing therapy that was better than the current market alternatives.



Using his expertise as a professional dentist, he thought he could devise an oral appliance himself that would better increase airflow to the lungs and bypasses multiple sites of obstruction including the nose, tongue and soft palate.

He approached the CSIRO with the idea to develop a bespoke mouthguard that could help snorers and sufferers of sleep disorders.

The result is the O₂Vent™ – a ground-breaking oral appliance that is poised to revolutionise the sleep apnoea market.

As Clinical Director of Oventus, Dr Chris Hart is overseeing the launch of the O₂Vent™ in Australia, the USA and soon in Europe and China.

Chris graduated from the University of Queensland in 1998 with a Bachelor of Dental Science with Honours and a Bachelor of Science in Biochemistry. He has studied at Cambridge University where he graduated with a Master of Philosophy in Biomedical Science in 1999.

Prior to establishing Oventus, Chris owned and managed a multi-site national dental practice, training institute and management consultancy which he sold to private equity investors. He now works full time as the Oventus Clinical Director.

Chris also acts as an adviser to various bodies within the dental industry as well as the health care sector more broadly on the commercial aspects of health care delivery.

Dr Hart is the media spokesperson for Oventus and is able to make comment on all aspects of the sleep disorders market and the potential impact the O₂Vent™ technology will have on the world market.

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Investor Relations

Oventus listed on the Australian Securities Exchange on July 19 after raising \$12 million at 50 cents a share in a fully subscribed IPO.

The shares closed on their first day of trading at 70 cents, an increase of 40% on the IPO issue price of 50 cents.

The funds raised will enable Oventus to continue the commercialisation and distribution of the company's O₂Vent™ range of devices in Australia, develop additional devices, as well as begin expansion into other jurisdictions, which commenced with the US in January 2017.

The current global sleep apnoea market for therapeutic devices has been estimated at US\$3.5 billion and is predicted to grow at 7.4% a year with the US making up more than 50% of the market.

The company's O₂Vent™ range incorporates an airway to bypass multiple sites of obstruction including the nose, soft palate and tongue. The device and its airway advances the treatment of sleep conditions and provides patients with a new option to current devices.

Oventus has received 510K clearance to market the O₂Vent™ Mono and O₂Vent™ T and O₂Vent™ W devices in the USA.

Oventus' devices have been validated through a clinical trial and received strong positive feedback from users. The company continues to work on its pipeline of devices which will enable it to reach a wider number of patients suffering sleep disordered breathing issues.

The company's intellectual property is closely protected with its platform patent issued in Australia and with multiple patent applications in key jurisdictions.

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