



Switzer Investment Conference

ASX:OSP
October 2020



**be kind to
KIDNEYS**

Investment Highlights



Clear and large problem: Contrast-Induced Acute Kidney Injury (CI-AKI) is increasingly associated with poor patient outcomes and costs hospitals over US\$900m a year in the USA alone¹



Our technology is the solution: DyeVert has a ~\$1.1B addressable market² and is clinically proven to reduce the risk of CI-AKI through dye minimization and monitoring in angiographic procedures



Clear US growth plan and distribution strategy outside US : Core focus to increase market penetration through US GPO strategy; alongside GE Healthcare distribution agreement in Europe, Middle East and Asia and recently signed agreement in Australia and New Zealand



A great value opportunity: Continued strong year on year revenue growth of 84% CAGR CY16-19 has not translated to share price growth

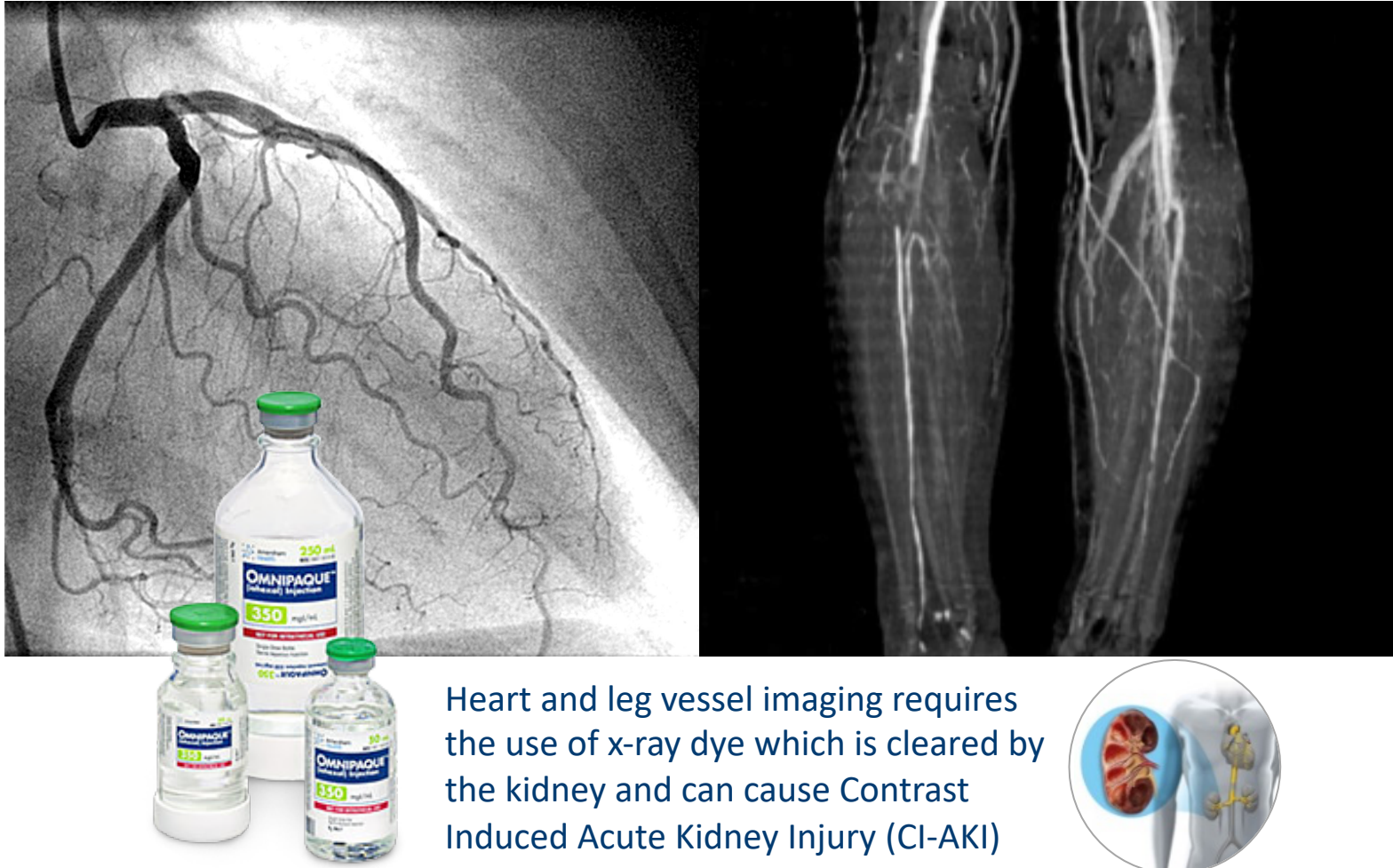
Notes

1) Adapted from A. Prasad et. al., Acute Kidney Injury Incidence, Risk Factors, and Costs among U.S. Patients Undergoing Percutaneous Coronary Procedures; Abstract ACC 2019 (in the US 200K CKD patients per year have CI-AKI at a cost of \$15K per event)

2) Osprey market model



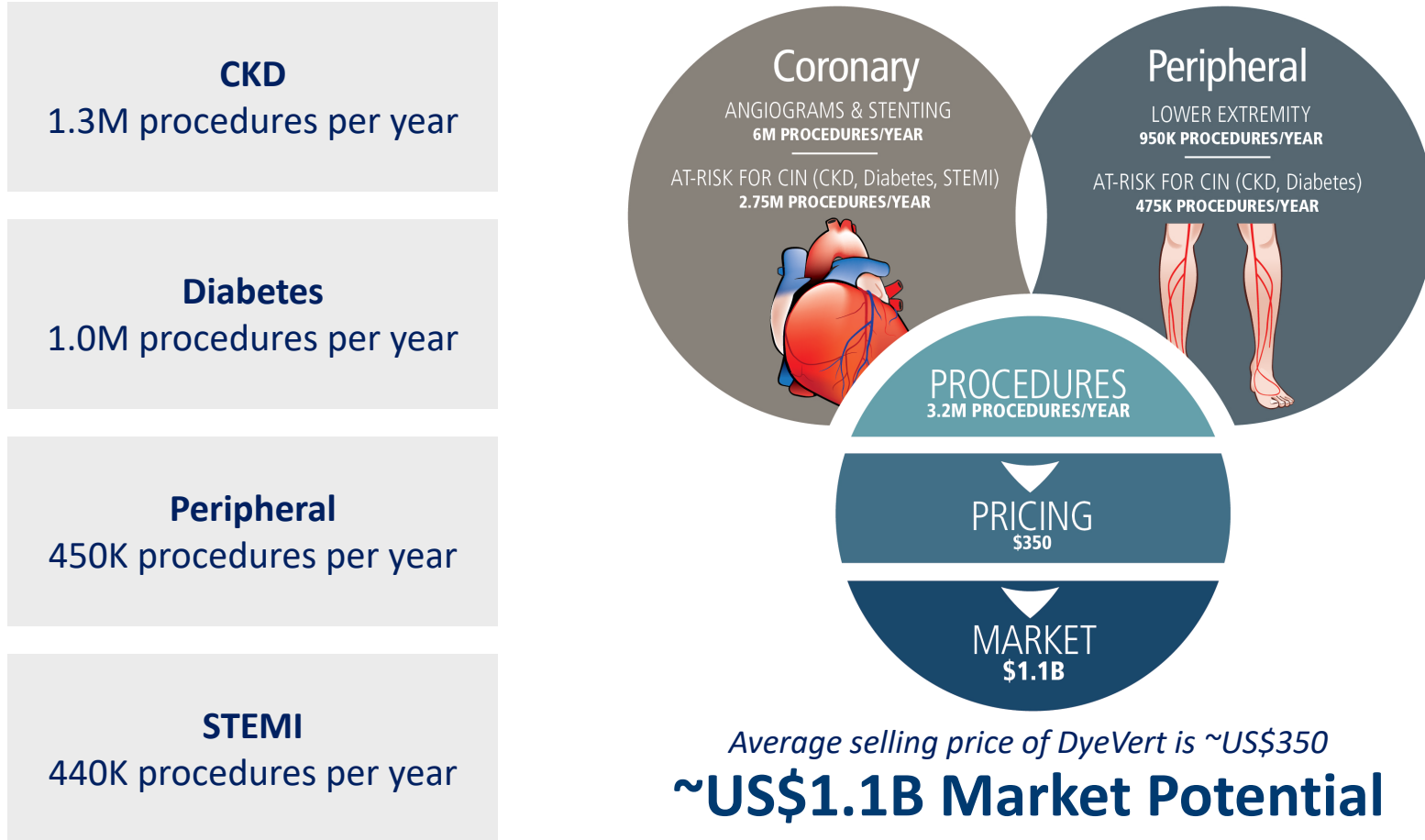
Clear and large problem | Making angiography safer for Chronic Kidney Disease patients





Clear and large problem | Osprey's DyeVert technology represents a significant market opportunity

Opportunity of 3.2M procedures per year in the USA and Western EU¹



Notes

1) Osprey market model



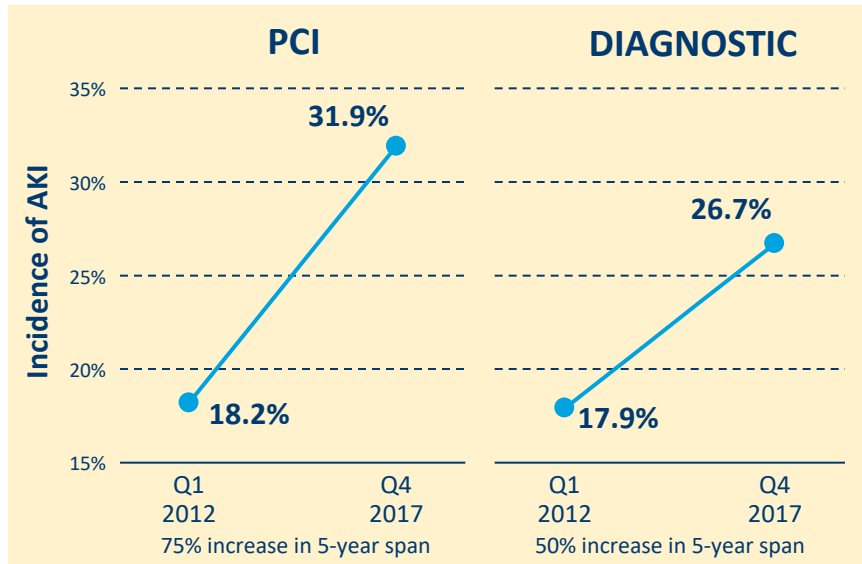
Clear and large problem | The Burden of Illness study¹ highlights the costs of CI-AKI to both patients and hospitals



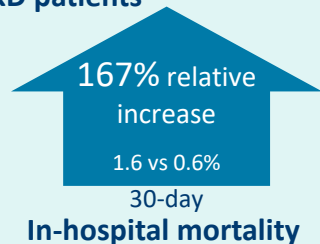
PREMIER

A study of 749 hospitals with 2.8m angiography patients with CKD

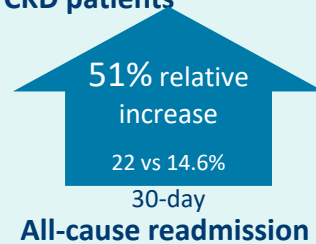
A rising problem in CKD patients



AKI increases mortality in CKD patients

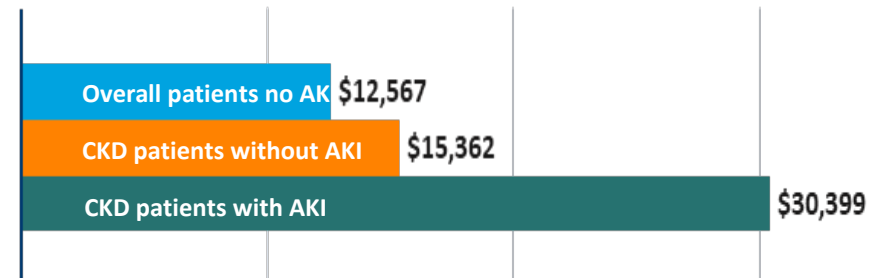


AKI increases readmissions in CKD patients



AKI increases hospital costs¹

Index Procedure



AKI patients are more likely to be discharged to non-home facilities



5x

more likely to be discharged to hospice



2.8x

more likely to be discharged to nursing or rehab facility



2x

more likely to be transferred to acute care hospital

Notes

1) Mean observed charges

2) A. Prasad, et al. - Acute Kidney Injury Incidence, Risk Factors, and Costs among U.S. Patients Undergoing Percutaneous Coronary Procedures; Abstract ACC 2019



Clear and large problem | There is a concerted and growing focus on AKI avoidance

Physician consensus position on CI-AKI



American
Heart
Association®



Class 1 Level B recommendation for
CI-AKI reduction

Avoidance guidelines for at-risk patients



Screen

Patients with an eGFR < 60 ml/min are at high risk for AKI events



Hydrate

Adequate preparatory hydration should be given to at-risk patients



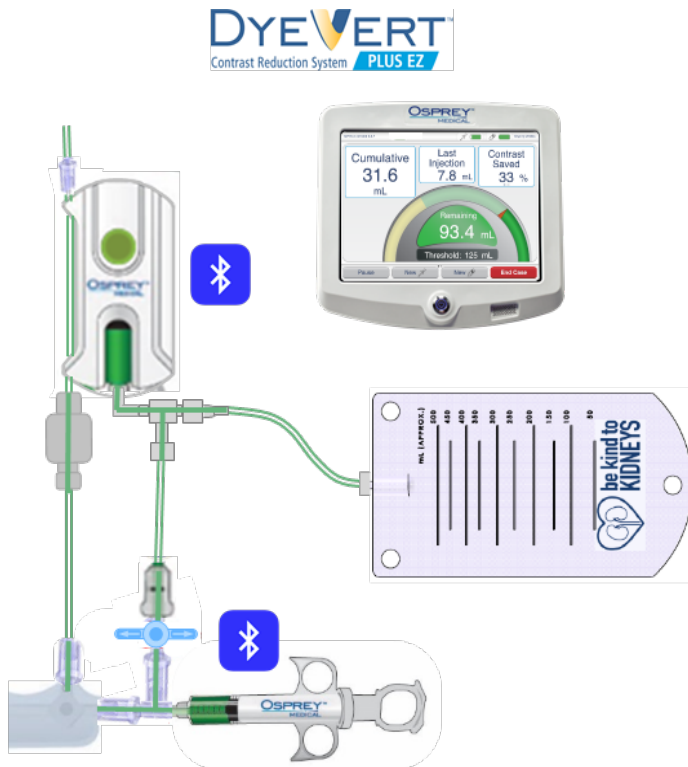
Reduce

Minimise contrast dosage to high risk patients



Our technology is the solution | Osprey's proprietary technology is patent protected

Osprey's proprietary solution



On average 40% reduction in Dye¹

Clinically proven results



Reduce dye in angiographic procedures¹



No compromise to image quality



Allow for real-time contrast monitoring of maximum allowable dose

Notes

1) Desc, S. A Novel System to Save Contrast During Coronary Angiography – The DyeVert™ Randomized Controlled Trial. Presented abstract to TCT Annual Meeting, Washington DC, October 2016.



Commercial approach | Key commercial highlights demonstrate strong customer adoption

US Commercial strategy, direct sales model



NEW ACCOUNTS

Leverage GPO National Agreements



DRIVE PENETRATION

Increase penetration in accounts



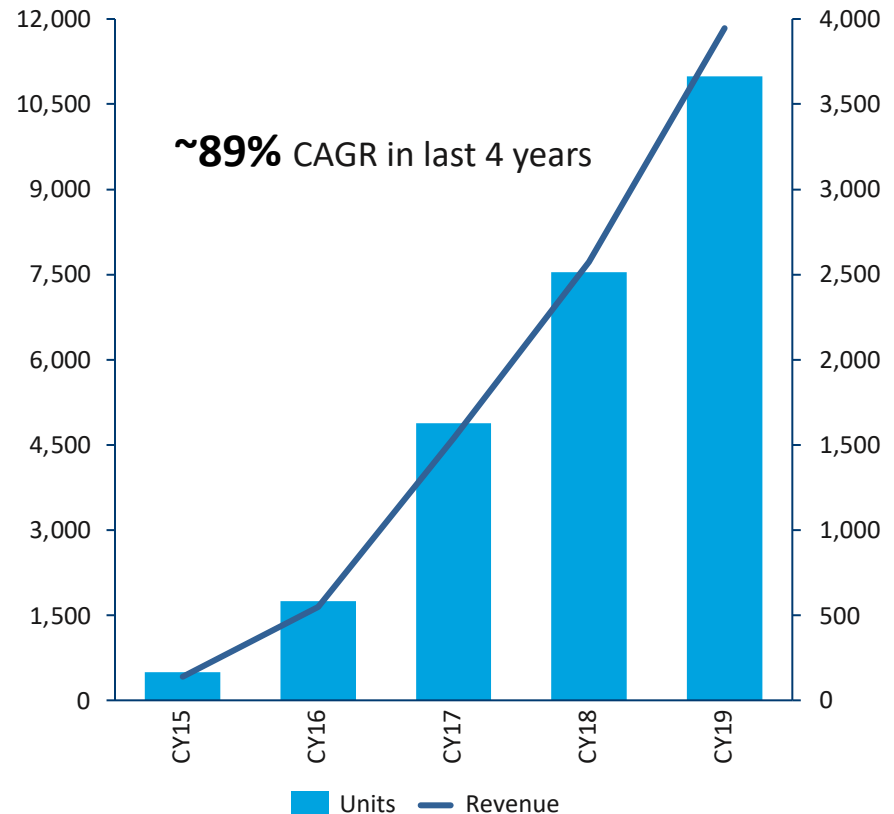
PUBLISH CLINICAL SUCCESS

Reinforce protocol driven care with the DyeVert

DyeVert unit sales since 2015 (#)¹

of units

US\$ '000



Notes

1) Worldwide unit sales of DyeVert. Does not include other products such as DyeTect and Syringes



Commercial approach | Real-world AKI prevention strategies that work

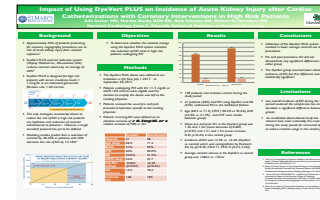
AKI reduction initiatives

St. Mary's Medical Center
Huntington, WV

Presented at West Virginia ACC 2018 Annual Conference

25%
AKI Reduction*

*Compared to non-DyeVert group



Houston Methodist Sugarland Hospital
Sugarland, TX

Presented at ACC NCDR 2018 Annual Meeting

35%
Overall AKI
Reduction

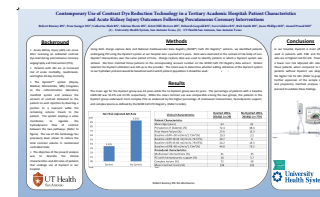


University Health System
San Antonio, TX

Presented at ACC Quality Summit 2019 Annual Meeting

63%
AKI Reduction*

*Compared to non-DyeVert group



Osprey Registry

up to 10K patients in 50 hospitals



Clear future growth strategy | Clear plan with significant whitespace for growth

Clear plan for accelerated future growth

1. Increased penetration existing US

- Protocols driven approach adds consistency
- Tracking of AKI and Publication of results

2. GPO focus for opening new US customers

- Leverage 5 existing GPO contracts to expand to new hospitals
- Increase pace with AKI reduction publications

3. GE OUS market expansion

- Leverage GE's position as the largest global player in contrast media and molecular imaging agents (signed in Jul-20)

4. Australia & New Zealand distribution signed

- Leverage Regional Health Care Group's extensive experience in supplying medical equipment and contrast media (signed in Sep-20)

Whitespace for commercial growth

20% of US customers CKD patients were protected with DyeVert in 2019

50% coverage of hospitals under the GPO model

GE commercialisation team of over 120 in the contracted area who will be selling the Osprey portfolio of products

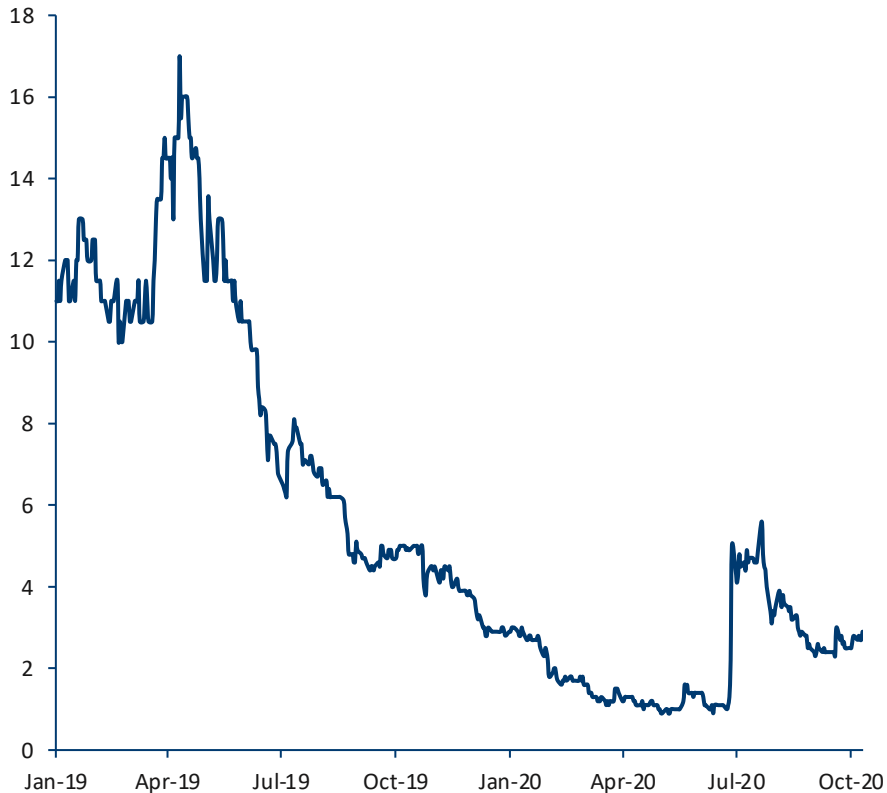
First entry into market where DyeVert technology was developed



Significant value upside | Strong revenue growth has not translated to share price growth

Share price remains at historic lows...

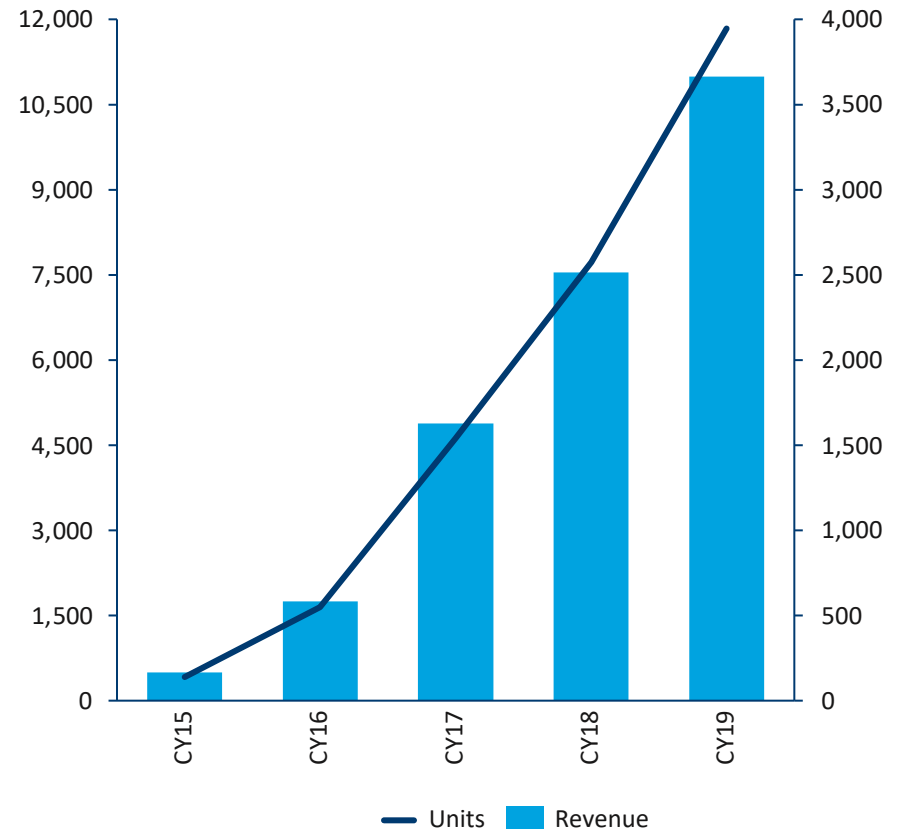
Share price (Acps)



...despite continued strong sales growth¹

of units

US\$ '000



Notes

1) Worldwide unit sales of DyeVert. Does not include other products such as DyeTect and Syringes



High calibre board and management team | Highly experienced board and management team



Mike McCormick | President and CEO

- 30+ years medical device experience across private and public companies.
- Formerly CEO of Anulux and Centrepulse Spine Tech



John Erb | Non-Executive Chairman

- 35+ years of medical device experience and also currently Chairman and CEO of CHF Solutions



Chris Nave | Non-Executive Director

- Founding partner of Brandon Capital and CEO of the Medical Research Commercialisation Fund



Sandra Lesenfants | Non-Executive Director

- Currently serves as Vice President & General Manager of endoVenous business in the Medtronic Cardiac & Vascular Group



Neville Mitchell | Non-Executive Director

- Formerly CFO and Company Secretary at Cochlear where he was for 20+ years and a board member at Sirtex Medical



Focus on driving shareholder value | Multi-pronged approach to drive near term sales growth



GPO Strategy

National contracts and publications

- **Continue to build on GPO strategy within the US**
- Use national contract to open new accounts
- Leverage published data from GPO hospitals to support growth



GE Partnership

A game changer for OUS

- **GE agreement to drive sales in OUS regions**
- Revenue certainty over the contract duration with prescribed minimum purchase levels with significant potential for upside
- Stable ASPs locking in margin



R&D

Continued investment in R&D

- **DyeVert Power XT** has CE Mark for EU commercialization by GE
- FDA clearance for the US is expected in early 2021



PODIUM

Scientific presentations

- **DyeVert featured in the SCAI Scientific Session in 2020** with strong validation from several medical practitioners
- Continue to build brand awareness through presentations at various reputable conferences and support of key opinion leaders

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DyeVert™, DyeVert Plus and DyeTect Systems Regulatory Status: Europe – CE Mark obtained; Australia – TGA approval obtained; United States – 510(k) cleared.