

About Osprey Medical (ASX:OSP)

Osprey Medical is a medical devices technology company with a vision to make heart imaging procedures safer for patients with poor kidney function. Our mission is to improve outcomes in patients with Chronic Kidney Disease (CKD) by reducing Contrast Induced Acute Kidney Injury (CI-AKI) and lowering hospital costs. Osprey's proprietary technologies reduce the amount of contrast (dye) injected into patients during heart catheterization procedures without compromising X-ray image quality for the physician.

The company's DyeVert technology is the only FDA-cleared product for reducing dye dosage. With the company based in the US, it's core focus has been penetrating the US market through Group Purchasing Organisations (GPOs). More recently, the company signed a milestone agreement with global giant, GE Healthcare, who will commercialise Osprey's product portfolio in Europe, Russia, Middle East, Africa, Central Asia and Turkey over the next 4 years.

A novel contrast reduction technology

- Dye management solution for patients with at-risk kidney factors, without reducing image quality that the physician requires
- Only FDA-cleared product for dye minimisation
- Core technologies originated from research conducted by Dr David Kaye at Melbourne's Baker Institute

CI-AKI costs hospitals >US\$900m p.a. in US alone

Dye remains the underlying cause of CI-AKI disease which results in poor outcomes for patients and hospitals.

Patients:

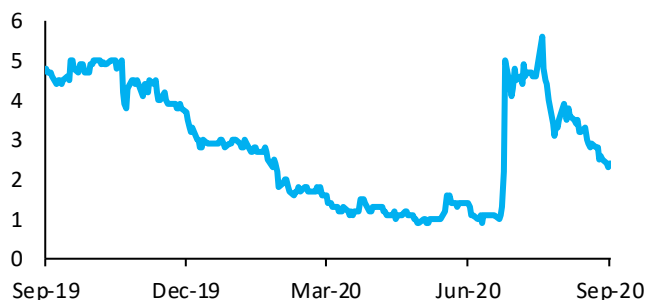
- Mortality post stenting is 61% higher in CKD patients who had AKI events vs. those CKD patients who didn't

Hospitals:

- CI-AKI patients are 15x more likely to be hospitalised over 4 days
- CI-AKI patients have a 37% increase in 30 day readmissions

~US\$1.1B market potential for OSP's DyeVert technology

Share price (Acps) - last 12 months



US - Clear GPO growth strategy



Five GPO
contracts in place



50% market
coverage of AKI



Achieved stable
unit pricing



Rare "value based"
contract awarded

OUS - Milestone GE Healthcare Distribution

120+

FTE to distribute Osprey's product across EMEA

20%+

Expected to add 20%+ to total expected revenues in 2021

40%+

Scaling year on year to 40%+ of expected revenues in 2024

Fixed ASP

Margin certainty in the business

Corporate snapshot

ASX ticker AXS:OSP

Industry Healthcare

Share price (as at 9-Sep-20) A\$0.024

Market capitalisation A\$36m

Cash (as at 30-Jun-20) A\$14m