

# Making Sleep Count for More

Respiratory Innovation Summit May 17, 2019

### Competition – Current Sleep Apnea Devices

#### **CPAP Mask / Nasal Pillow**

- ▶ Difficult to use
- ▶ Compliance is problematic





#### **Oral Appliance**

- ▶ Uncomfortable
- ▶ Adverse effects on local structures







## Our Solution: aerSleep™

First fully integrated product that is unlike and better than anything on the market.



- Integrated vacuum pump
- ▶ Comfortable
- ▶ Easy to use
- Preferred by user and bed partner
- Monitoring capabilities







### Sleep Apnea – A Worldwide Health Problem



1 B

Nearly 1 billion adults worldwide have sleep apnea. All races and geographies are affected.



### Sleep Apnea – Extraordinary Opportunity to Improve Healthcare

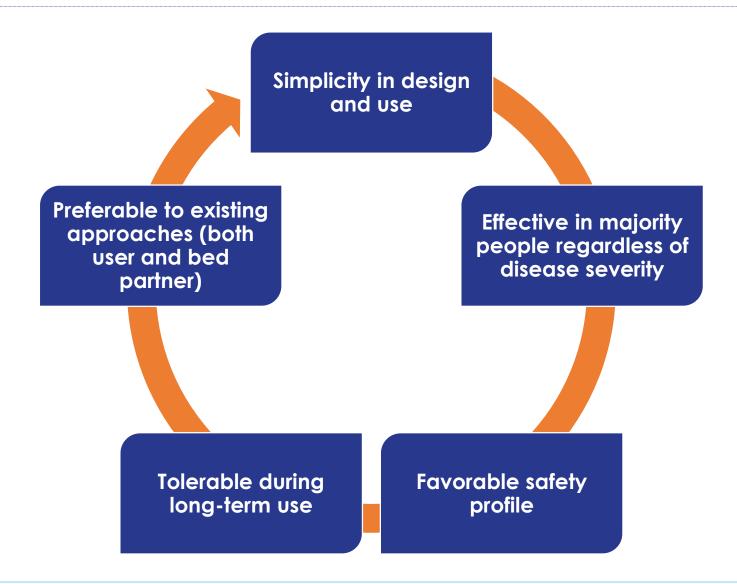
# THE UNMET NEED

< 5%

Less than 5 percent are now receiving adequate treatment.



#### **Our Criteria for Product Success**





#### **Clinical Highlights**

Completed 8 sleep apnea clinical trials involving 164 patients.

**Technology** was effective in > 70% of people with all levels of disease severity. No major safety issues were found.

After three weeks of home use, 76% of patients preferred aerSleep<sup>TM</sup> to their current or previous treatment.

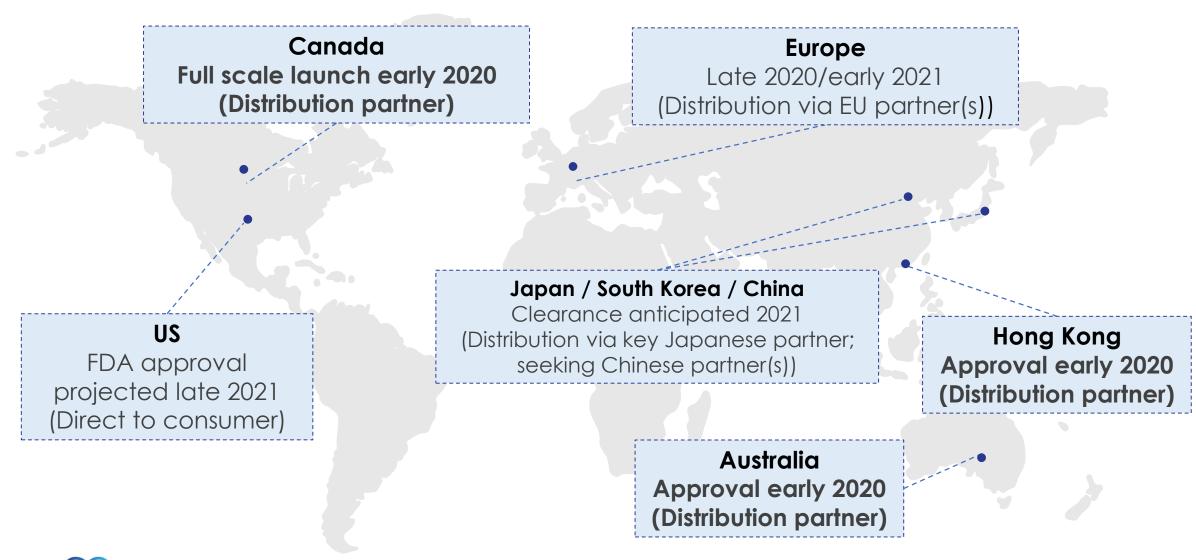


## aerSleep - Clinical highlights

	# subjects	Pressure (cmw)	Mean AHI at baseline	AHI on aerSleep
U.S. Phase 2 studies	44	-20 to - 40	25.3	2.14
Kram , J Clin Sleep Med 2017; 13: 1009	15	-25 to - 35	28.1	4.6
Blackman, SLEEP 2019	71	-20 to - 25	26.7	6.6



## Regulatory Status & Go To Market Strategy



# Which would you want?









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