

# Investor Overview

November 2023

ProSomnus, Inc. (Nasdaq: OSA)



[ProSomnus.com](https://ProSomnus.com)

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Such risks and uncertainties include, but are not limited to: (i) uncertainty of the projected financial information with respect to ProSomnus; (ii) ProSomnus's limited operating history and history of losses; (iii) ProSomnus's ability to maintain and grow its profit margin from sales of ProSomnus oral devices; (iv) ProSomnus's ability to expand internationally; (v) the roll-out of ProSomnus's business and the timing of expected business milestones; (vi) ProSomnus's ability to formulate, implement and modify effective sales, marketing, and strategic initiatives to drive revenue growth; (vii) expectations concerning the effectiveness of OSA treatment using ProSomnus oral devices and the potential for patient relapse after completion of treatment; (viii) the understanding and adoption by dentists and other healthcare professionals of ProSomnus oral devices for mild-to-moderate OSA; (ix) risk related to compliance debt covenants or successfully renegotiating such covenants; (x) ProSomnus's ability to obtain additional funding and the risk of potential future significant dilution to stockholders resulting from any such financing or from lender conversions under the convertible debt financing; (xi) the viability of ProSomnus's intellectual property and intellectual property created in the future; (xii) government regulations and ProSomnus's ability to obtain applicable regulatory approvals and comply with government regulations, including under healthcare laws and the rules and regulations of the U.S. Food and Drug Administration; (xiii) the risk of downturns in the market and ProSomnus's industry including, but not limited to, as a result of the COVID-19 pandemic; and (xiv) the outcome of any legal proceedings that may be instituted against ProSomnus.

A further list and description of risks and uncertainties can be found in ProSomnus's most recent Annual Report on Form 10-K filed with the Securities and Exchange Commission (the "SEC") and any subsequently filed quarterly reports on Form 10-Q, and other documents that ProSomnus may file or furnish with the SEC, which you are encouraged to read and are available on the SEC's website at <http://www.sec.gov>. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those indicated or anticipated by such forward-looking statements. Forward-looking statements do not represent our views as of any subsequent date, and we do not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date they were made, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws. Accordingly, you are cautioned not to place undue reliance on these forward-looking statements.

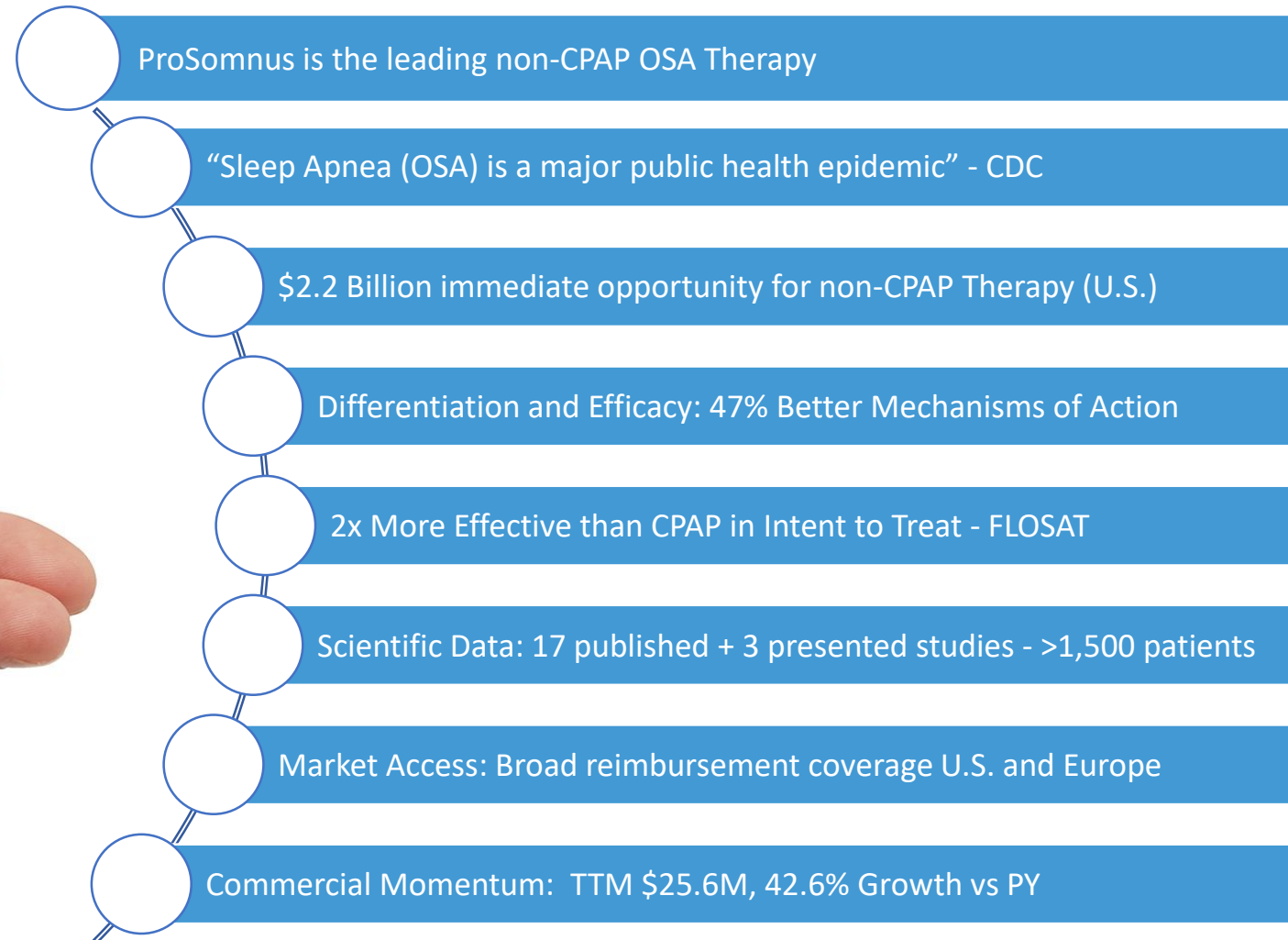
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# ProSomnus Overview



ProSomnus EVO  
Precision Medical Device



# ProSomnus: The Leading Non- CPAP OSA Treatment

## Vision: the leading OSA treatment

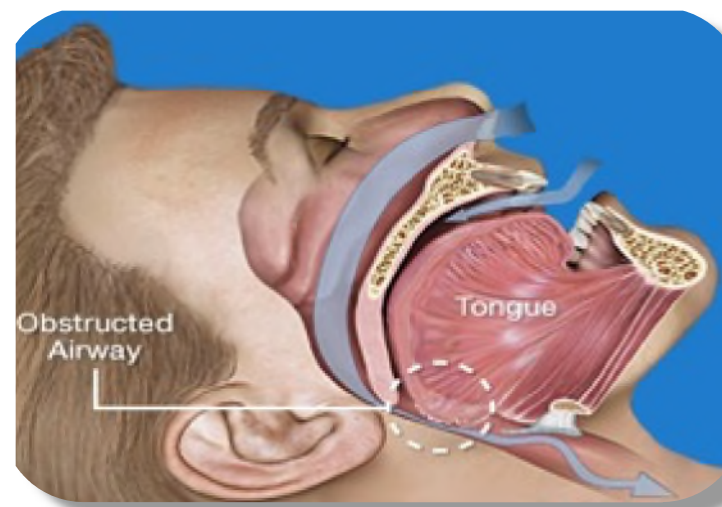
- Excellent commercial growth
  - Seven (7) quarters of sequential growth
  - Q3-23 Revenue of **\$7.1M up 41% y/y**
  - YTD Q3-23 Revenue of **\$19.8M up 46% y/y**
  - Prior Year FY2022 Revenue of **\$19.4M up 38% Y/Y**
- ProSomnus devices have scientifically demonstrated 90%+ efficacy
- Next-generation sensor device featuring real time remote monitoring of hypoxic burden is approaching commercialization (2024)
- Head-to-head study vs CPAP, preliminary data presented in Aug 2023
- Pursuing label expansion for Severe OSA (2024)
- \$10M financing closed in September 2023
- Global HQ and Manufacturing in Pleasanton, CA
- Highly experienced management team



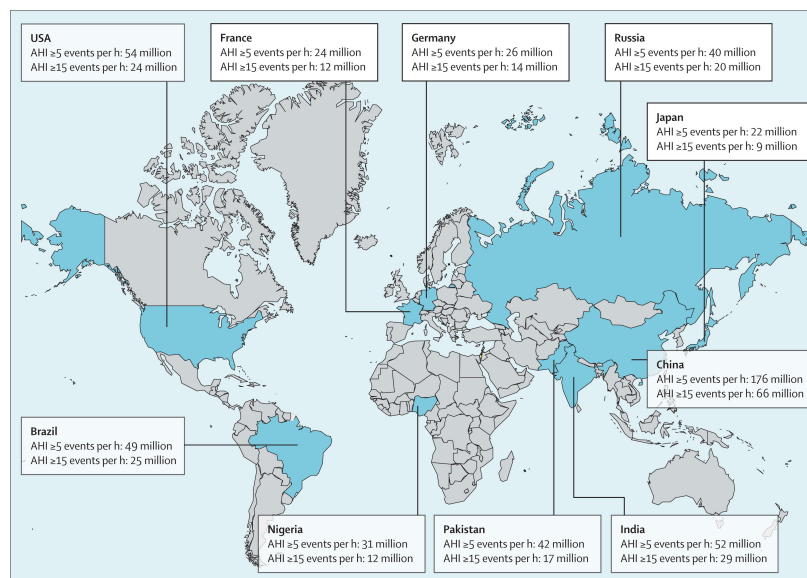


# Sleep Apnea (OSA) is a Major Public Health Epidemic – CDC

OSA is Recurrent Airway Obstruction, Depriving Vital Organs of Oxygen

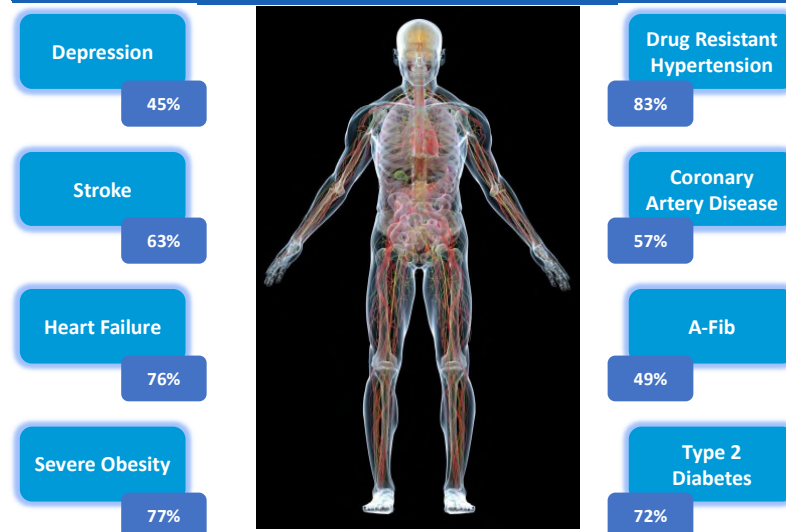


1 Billion People Worldwide and 75 Million in the US Have OSA, >80% Undiagnosed (Lancet)



Comorbidities of OSA

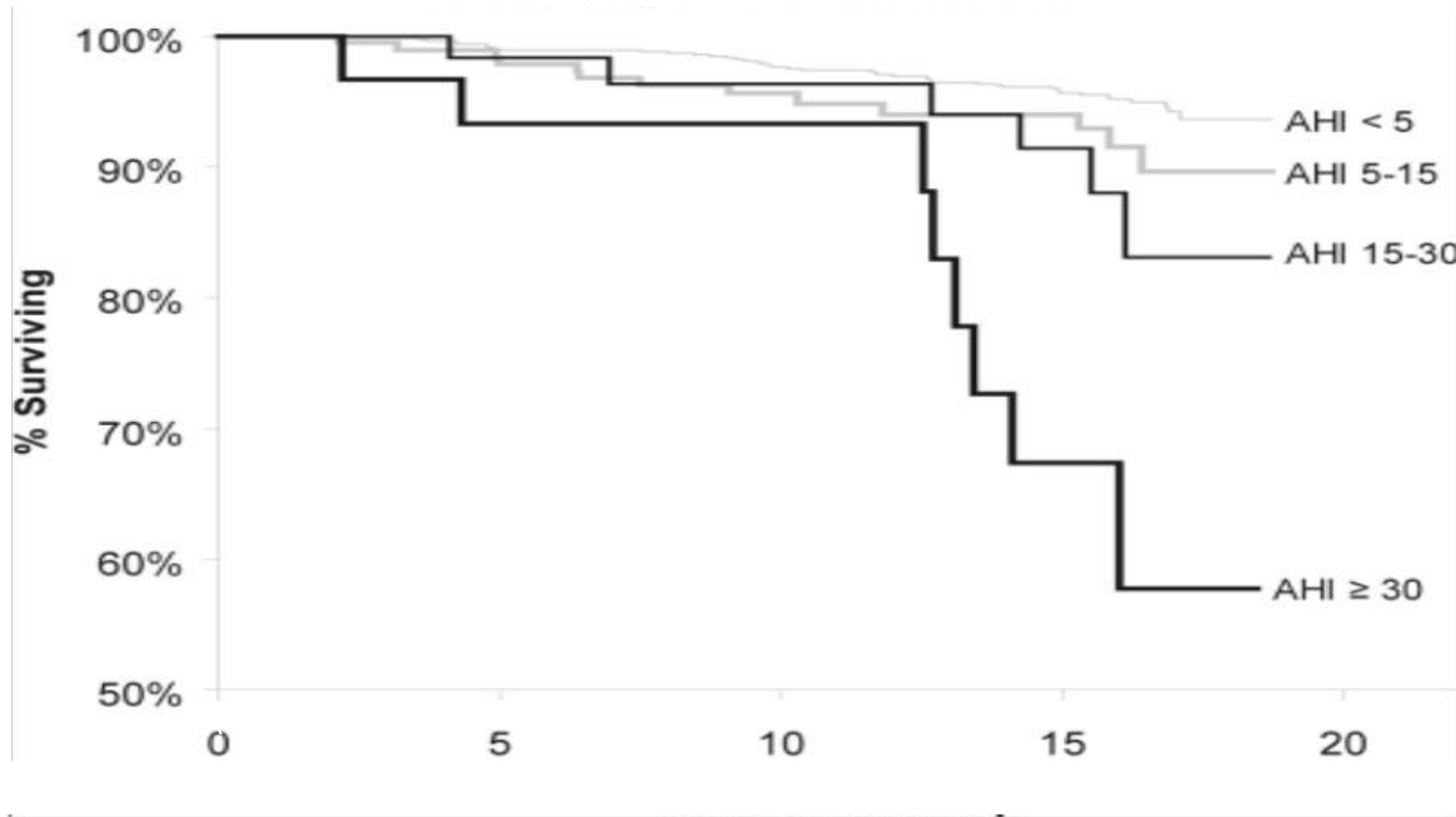
OSA is estimated to impose \$149.6 billion of costs to the healthcare system annually



# Significant Public Health Consequences for Un-/Under- treated OSA

*OSA is a key predictor of early mortality*

OSA All-Cause Mortality (Wisconsin Sleep Cohort) <sup>(1)</sup>



## Quality of Life Consequences<sup>(2)</sup>

- Sleep Divorce
- Professional Performance
  - Workplace productivity (\$86.9B)
  - Accidents (\$6.5B)
  - Absenteeism
- Driving / Motor Vehicle (\$26.2B)
- Combat Readiness (US Armed Forces)
- Academic Performance
- Untreated Cost per Patient 3x vs Treated

# Immediate Opportunity

## CPAP: Incumbent Therapy



Issue: >50% Terminate CPAP Usage<sup>(1)</sup>

## Actionable non-CPAP therapy market opportunity of \$2.2 billion in U.S.

1 Billion People Worldwide Have Undiagnosed OSA (Lancet 2019)

54 Million Adults in the United States (Lancet 2019)

Diagnosed 20%

Diagnosed 20%  
10.8 mil (2)

Mild and Moderate  
66%

CPAP Failure ~50%

Mild & Moderate  
66%

3.6 Million Adults Immediate Addressable Market in US

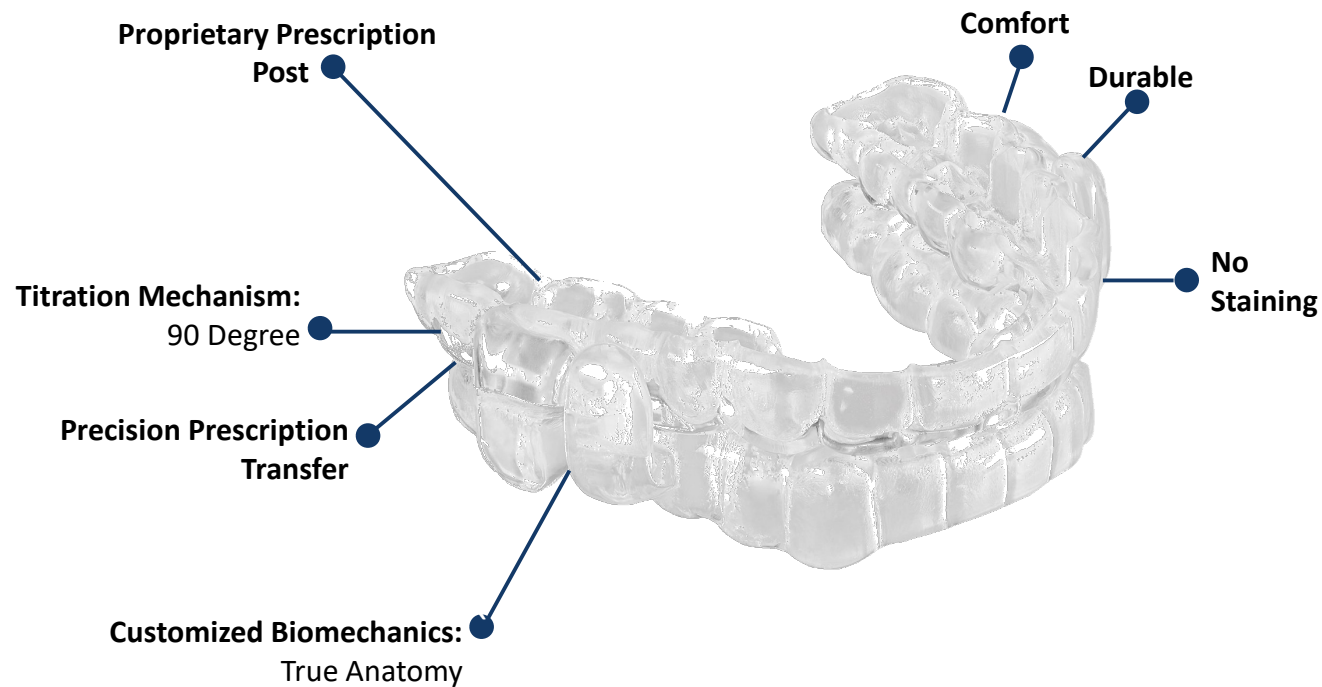
3.6 Million in US diagnosed with mild to moderate, prescribed a CPAP and have failed/refused CPAP

\$2.2 Billion immediate Addressable Market Opportunity at our ASP of \$600/device

(1) Pépin JL, Bailly S, Rinder P, Adler D, Szeftel D, Malhotra A, Cistulli PA, Benjafield A, Lavergne F, Josseran A, Tamisier R, Hornus P, On Behalf Of The medXcloud Group. CPAP Therapy Termination Rates by OSA Phenotype: A French Nationwide Database Analysis. J Clin Med. 2021 Mar 1;10(5):936. doi: 10.3390/jcm10050936. PMID: 33804319; PMCID: PMC7957656 (2)Peppard, PE, Tyong, M Palta, EW Hagen, abd KM Hla. "Increased Prevalence of Sleep-disordered Breathing in Adults" American Journal of Epidemiology (2013): National Center for Biotechnology Information. U.S. National Library of Medicine

# ProSomnus EVO Personalized Medical Devices

*Proprietary Device Design and Personalization Drives Improved Patient Outcomes*



*Mechanism of Action: EVO repositions and stabilizes the jaw to reduce airway collapse*



*ProSomnus' ability to comfortably and safely reposition, stabilize and titrate each patient's mandible with sub-millimeter precision reduces airway collapse.*



# ProSomnus Devices are ~47% Better at Performing the Mechanism of Action for Oral Appliance Therapy

Mechanisms of Action (to Reduce Airway Collapsibility)***	Traditional OAT Devices*	ProSomnus Precision OAT Devices*	Difference*
a) Reposition the Mandible	+/- 3.7mm	+/- .2mm	+/- 3.3mm
b) Stabilize the Mandible	+/- 1.8mm	+/- .1mm	+/- 1.9mm
c) Titrate the Mandible	+/- 0.5mm	+/- .1mm	+/- 0.4mm
<b>Total</b>	<b>+/- 6.0mm</b>	<b>+/- .4mm</b>	<b>+/- 5.6mm</b>
<b>Implied Efficacy Variance**</b>	<b>50%</b>	<b>3%</b>	<b>47%</b>
* Based on Hu et al, AADSM, 2021			
** 1mm variance equals 8.4% efficacy. Based on Kato 2000, Esaki 1997, Gindre 2008, Aarab 2010 and Walker 2003.			
*** Based on AADSM Definition of an Efficacious Oral Appliance, CMS Coding, FDA Guidance, AASM Guidelines			

ProSomnus precision technologies enable better and more consistent efficacy

# ProSomnus Devices Reposition, Stabilize & Titrate the Jaw to Open the Airway

OSA Patient, no Device  
Baseline Airway Characteristics

Total Volume:  
13.5cc

Min Area:  
122.9mm<sup>2</sup>

OAT Mechanisms  
of action:  
1. Reposition  
2. Stabilize  
3. Titrate  
The Jaw into a  
position that opens  
the airway

OSA Patient, w/ ProSomnus  
Airway Characteristics

Total Volume:  
20.2cc

Min Area:  
269.9mm<sup>2</sup>

## Total Airway Volume

No device = 135cc's  
With ProSomnus 202 cc's  
Improvement +50%

## Minimum Cross Section

No device = 129mm<sup>2</sup>  
W/ ProSomnus 269.9 mm<sup>2</sup>  
Improvement +120%

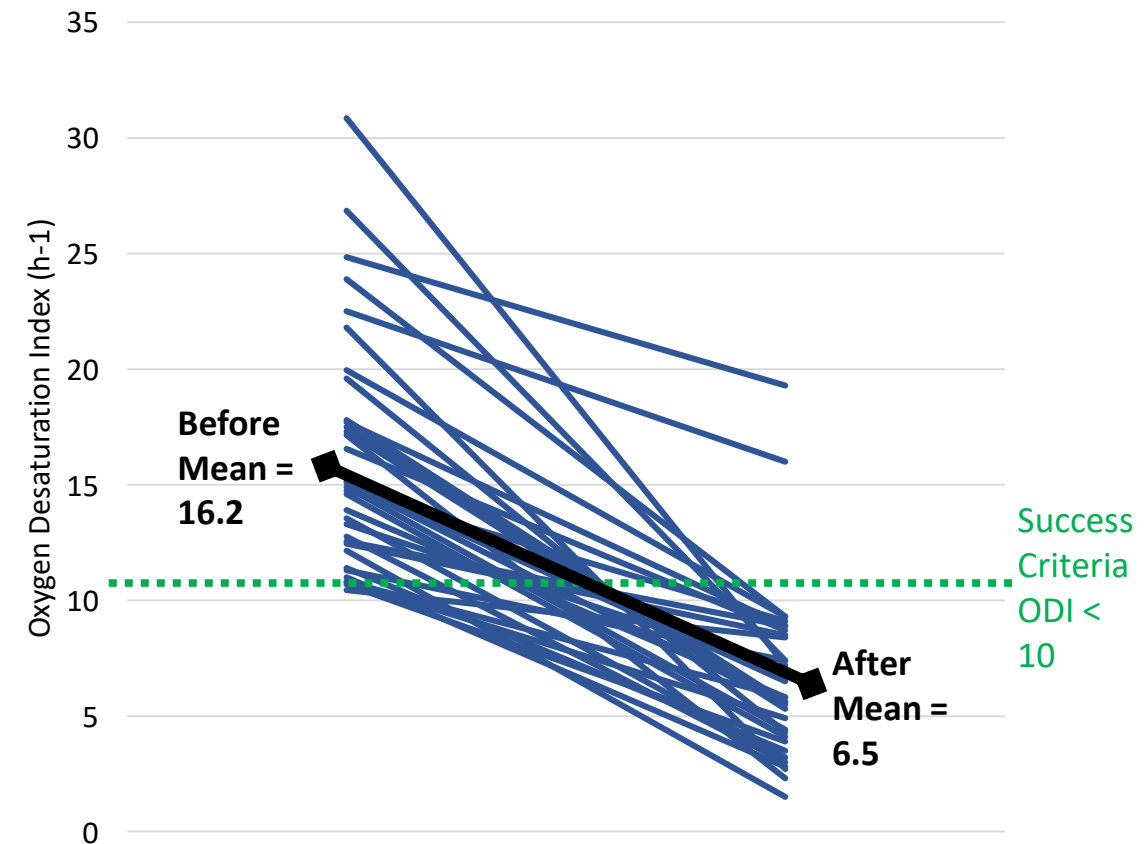
# ProSomnus Devices Demonstrate Excellent Efficacy

*Clinical results including 17 published & 3 presented studies with >1,500 total patients differentiate ProSomnus from incumbent treatments*

## Study Design and Key Results

- 33 patients suffering from mild / moderate OSA
- Success goal: Oxygen Desaturation Index (ODI) < 10 events per hour
- ProSomnus success rate 94% vs ~50% for CPAP
- 97% reported significant reduction in snoring
- Excellent safety profile

## 94% Successfully Treated with ProSomnus

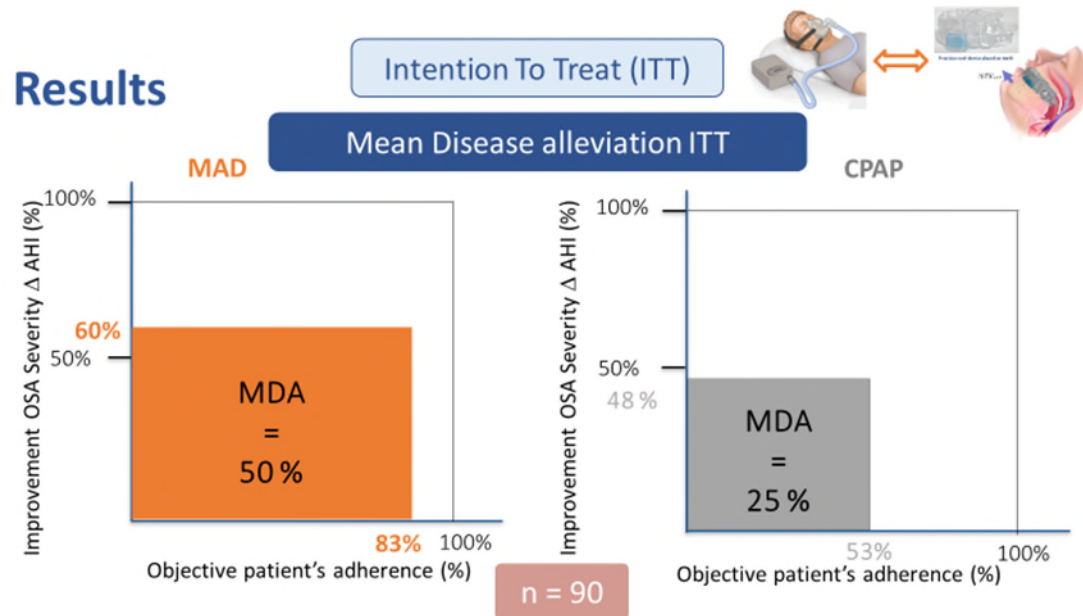


18 mild, 15 moderate patient types.

Source: Senders et. al., 2003, The surgical treatment of obstructive sleep apnea; Mosca EV, Bruehlmann S, Zouboules SM, et al. In-home mandibular repositioning during sleep using MATRx plus predicts outcome and efficacious positioning for oral appliance treatment of obstructive sleep apnea. J Clin Sleep Med. 2022;18(3):911-919; <https://clinicaltrials.gov/ct2/show/NCT03217383>.

# Recent Data

2x More Effective than CPAP<sup>(1)</sup>

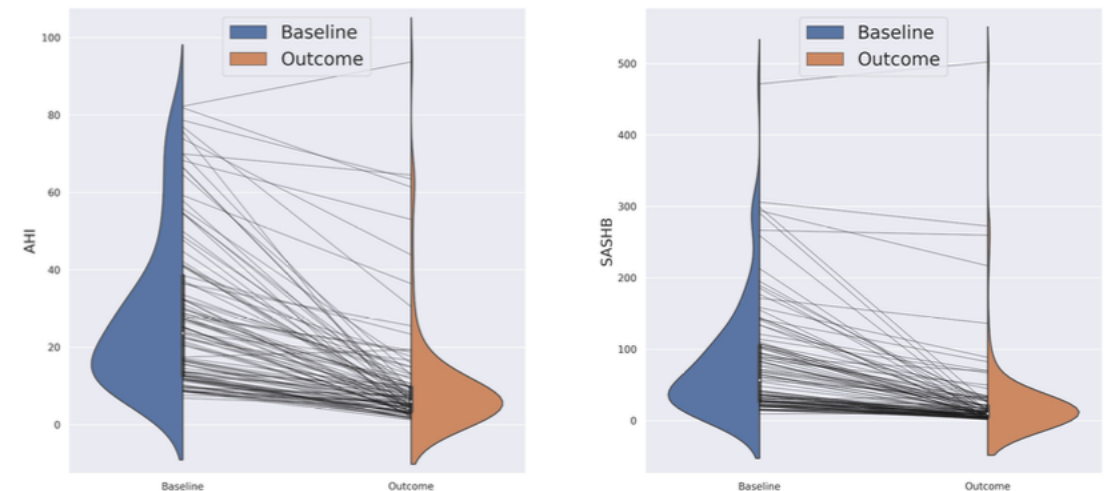


**(1) Excerpt from 8/11/2023 Presentation by Dr. Olivier Vanderveken**

“Comparison of clinical effectiveness and patients’ preference for two non-invasive treatment options for patients diagnosed with moderate to severe obstructive sleep apnea: the FLOSAT study”

93% Success Treating OSA to SAS-HB < 60 (n = 152)<sup>(2)</sup>

**Figure 1. Individual Responses to Precision Oral Appliance Therapy**



**(2) Excerpt Mosca et al from CHEST lecture, October 2023**

Assessing Precision Oral Appliance Efficacy Using Frequency-Based and Risk-Based Indices

SAS-HB = Sleep Apnea Specific Hypoxic Burden



# Growing Portfolio of Peer Reviewed Clinical Data

Clinical results demonstrate ProSomnus's ability to provide improved patient outcomes

Study Name	Sample Size	Classification	Key Finding
Military 3	360	Independent	Improved Quality of Life
Military 1	288	Independent	88.1% success for all severities
San Diego Registry	211	Independent	AHI and ESS Improved
Syracuse	115	Independent	91% success for mild/moderate
NOTUS3	58	Independent	94% success for mild/moderate
Multi-Center	55	Company Supported	98% success for mild/moderate
Detroit Registry	50	Independent	92% success for mild/moderate
NOTUS2	48	Independent	90% success for mild/moderate
Multicenter preference	31	Company Supported	100% preferred
EFFECTS Study	28	Company Supported	93.6% compliance
Alaska 3	26	Independent	62% improvement
Military 2	24	Independent	87.5% success for all severities
Carlton Study	20	Independent	75% improvement
UoP	18	Independent	No change in teeth/bite
India	10	Independent	No change in teeth/bite
Alaska 2	8	Company Supported	87.9% compliance
Alaska 1	7	Company Supported	71% improvement
Total Patients	1,357		

See Appendix for complete clinical study citations.

- 17 Clinical Studies featured in peer reviewed publications demonstrating strong:
  - Efficacy
    - >90% (mild/moderate)
    - >87% (all severities)
    - >97% (snoring)
  - Patient Compliance
    - ~90%
  - Safety
    - ProSomnus precision intraoral devices did not demonstrate the types of unwanted tooth movements and bite changes that have been reported in the literature with CPAP and legacy dental products
  - Patient Preference
    - 100%
- 3 Conference podium presentations and abstracts
- >1,500 Patients in published & presented studies

# Excellent Reimbursement Coverage in the U.S. and Key European Markets

*Strong reimbursement coverage in the U.S. and Europe provides ProSomnus with attractive economics*

- **Covered by Medicare and nearly all private U.S. medical insurance**

- CPT codes E0486 & K1027
- >200 million covered lives

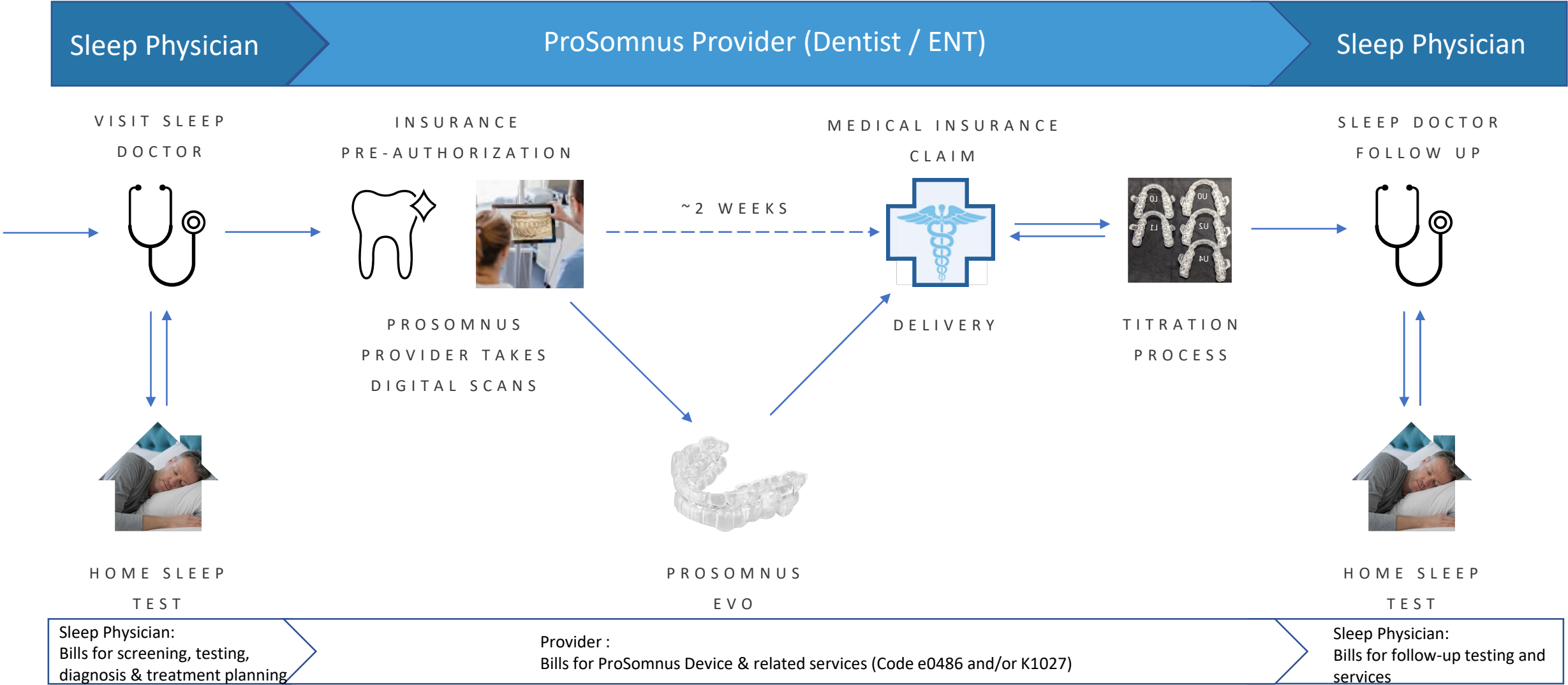


- **Robust international coverage**

- Germany, GKV
- UK, NHS
- France, Social Insurance
- Netherlands, Zorginstituut
- ... and more ...



# Patient Journey



# Multiple Meaningful Growth Catalysts

*Significant value-creating catalysts*



**North America Sales  
Referral Initiative**  
(Initiated 2023)



**Launch of Our Remote Patient  
Monitoring Device for OSA**  
(2024)



**Severe OSA Label Expansion**  
(2024)



**International  
Sales Expansion**  
(Initiated 2023)



# Reimbursed OSA Remote Monitoring Platform – Potential Game Changer

*Unique ability to monitor efficacy, compliance and health has potential to make ProSomnus front line therapy vs alternate therapy*

## Sensor Device

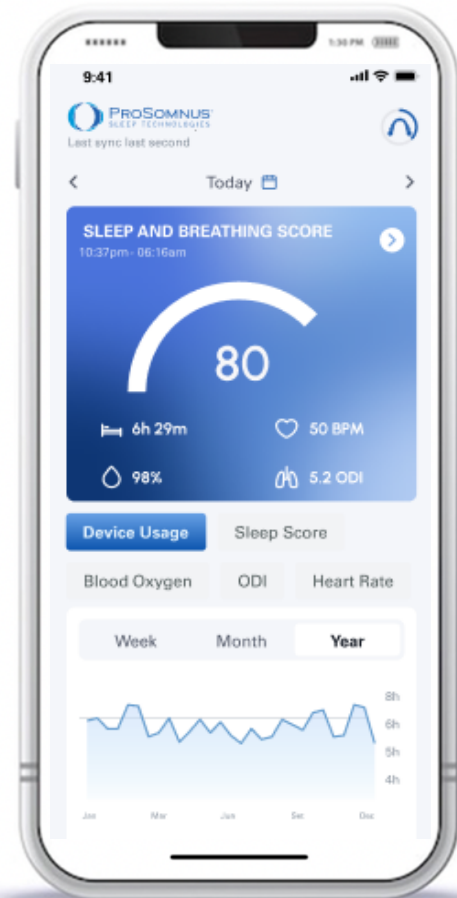


### Parameters Monitored

- Continuous oxygen
- Compliance
- Sleep apnea events
- Heart rate
- Heart rate variability
- Pulse rate
- Blood oxygen

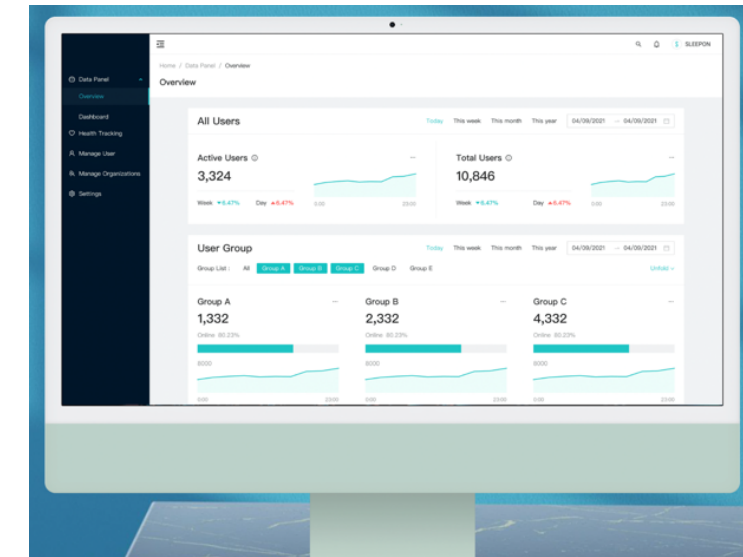
Data

## Patient App



Data

## Healthcare Provider Portal

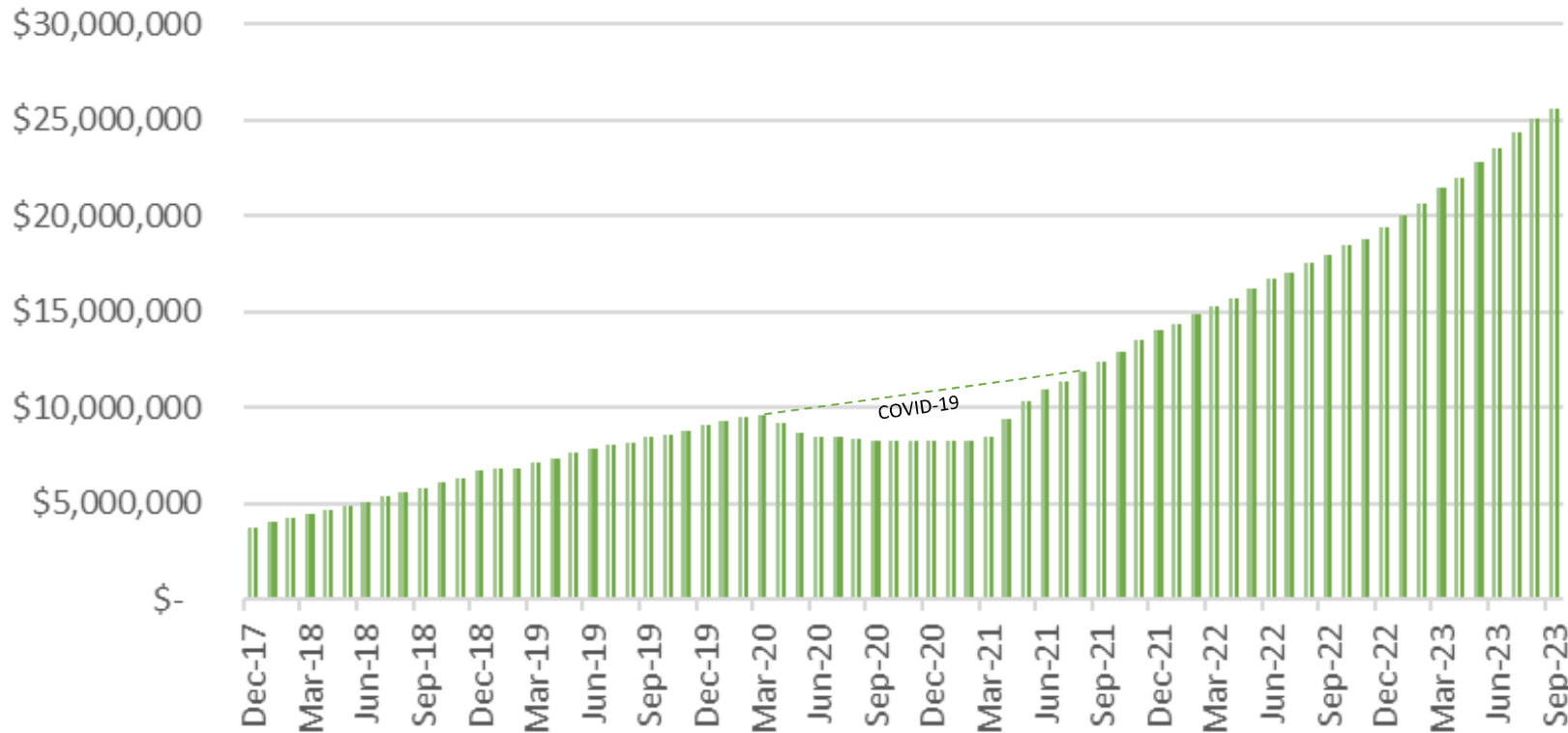


- Monitoring of physiologic parameters that are highly predictive of health risks
- Sleep Apnea Specific Hypoxic Burden
- Sleep Apnea Specific Pulse Rate Variability

*Existing remote patient monitoring reimbursement codes have the potential to create compelling economics and scalable disease management*

# Strong Record of Top-Line Growth

## Trailing 12-Month Revenue



- Seven (7) quarters of sequential growth
- Q3-23 Revenue **\$7.1M up 41% y/y**
- YTD Q3-23 Revenue **\$19.8M up 46% y/y**
- FY2022 Revenue **\$19.4M up 38% Y/Y**
- Post Market Surveillance
  - 99% Customer Retention
  - 99% Would Recommend ProSomnus
  - 98% Overall and Patient Satisfaction
- Over 200 million lives eligible to receive ProSomnus OAT covered by medical insurance
  - Commercial payers
  - Government insurance: US Medicare, Germany, Netherlands, UK, etc.

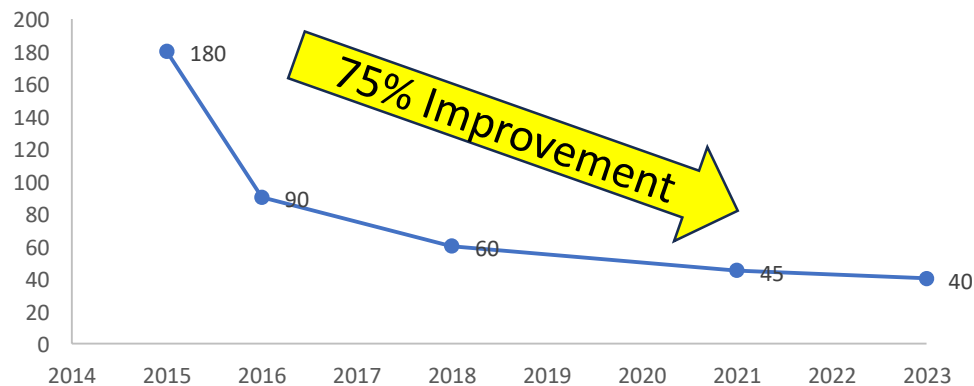
	Three-month period ended			Sequential Q/Q		Sequential Q/Q		Year-to-Date September 30		\$Inc	% Inc
	September 30, 2023	June 30, 2023	September 30, 2022	\$Inc	% Inc	\$Inc	% Inc	2023	2022		
Revenue	\$ 7,071,445	\$ 6,933,910	\$ 4,997,979	\$ 137,535	2.0%	2,073,466	41.5%	\$ 19,813,735	\$ 13,601,031	\$ 6,212,704	45.7%

# AI-Enhanced Manufacturing Enables Differentiation & Scalability

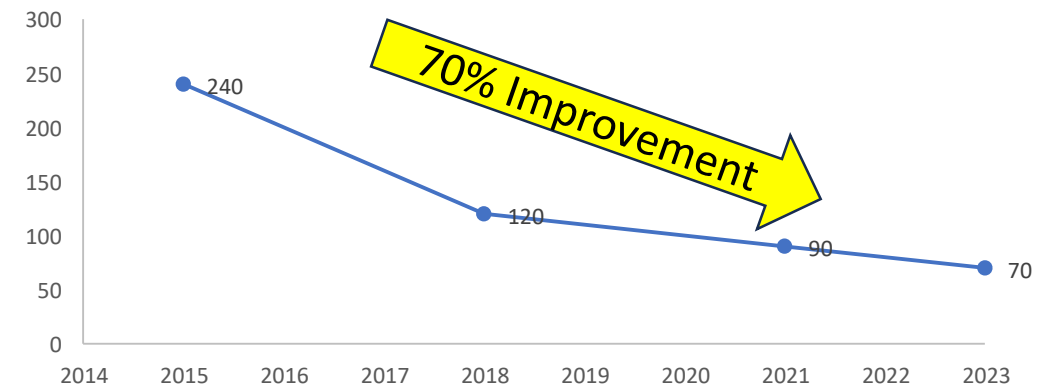
*Proprietary Precision Manufacturing Platform Creates Scalable Barrier to Entry*



**Digital Device Design Time (mins)**



**Digital Robotic Milling Time (mins)**



# Experienced Management Team

*Experienced industry executives with a strong track record of commercializing novel products*

**Len Liptak, MBA**  
*Chief Executive Officer*



**Brian Dow**  
*Chief Financial Officer*



**Sung Kim**  
*Chief Technology Officer*



**John Remmers, MD**  
*Chief Scientist*



**Edward Stall, MD, DDS, MBA**  
*Medical Director*







PROSOMNUS®  
SLEEP TECHNOLOGIES

## Contacts

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Investor Relations: [mike.cavanaugh@westwicke.com](mailto:mike.cavanaugh@westwicke.com)

# Appendix: Clinical Study Citations

Study Name	Sample Size	Classification	Key Finding	Reference
Military 3	360	Independent	Improved Quality of Life	US Army Public Health Center Report: Obstructive Sleep Apnea Surveillance and Oral Appliance Therapy Evaluation, Active Duty U.S. Army, 2014–2019, May 2022
Military 1	288	Independent	88.1% success for all severities	Knowles S, Dekow M, Williamson ML. Oral Appliances for OSA Treatment: Meeting the Quadruple Aim. Mil Med. 2021 Aug 19;usab316. doi: 10.1093/milmed/usab316. Epub ahead of print. PMID: 34411239.
San Diego Registry	211	Independent	AHI and ESS Improved	Rohatgi R. Is the Relationship Between OAT Outcomes, Dosage and OAT Device Type as Expected? A Private Practice, Retrospective Cohort Study. Journal of Dental Sleep Medicine. Vol. 6, No.3 2019. Abstract #030.
Syracuse	115	Independent	91% success for mild/moderate	Sall E. Precision Oral Appliance Therapy: The Prime-Time Treatment for OSA. World Sleep Congress. Rome, Italy. Poster Abstract #289. March 2022.
NOTUS3	58	Independent	94% success for mild/moderate	Mosca EV, Bruehlmann S, Zouboules SM, et al. In-home mandibular repositioning during sleep using MATRx plus predicts outcome and efficacious positioning for oral appliance treatment of obstructive sleep apnea. J Clin Sleep Med. 2022;18(3):911–919.
Multi-Center	55	Company Supported	98% success for mild/moderate	Smith K; Carollo J; Desai A; Murphy M. Efficacy of a Novel Precision Iterative Device and Material. World Sleep Congress. Rome, Italy. Poster Abstract #081. March 2022.
Detroit Registry	50	Independent	92% success for mild/moderate	Murphy M, Munro K. Device Design's Impact on Dose in Oral Appliance Therapy. Journal of Dental Sleep Medicine. Vol. 8, No. 3 2021. Abstract #004.
NOTUS2	48	Independent	90% success for mild/moderate	Remmers JE, Topor Z, Grosse J, Vranjes N, Mosca EV, Brant R, Bruehlmann S, Charkhandeh S, Zareian Jahromi SA. A Feedback-Controlled Mandibular Positioner Identifies Individuals With Sleep Apnea Who Will Respond to Oral Appliance Therapy. J Clin Sleep Med. 2017 Jul 15;13(7):871-880. doi: 10.5664/jcsm.6656. PMID: 28502280; PMCID: PMC5482578.
Multicenter Preference	31	Company Supported	100% preferred	Elliott E, Ehtessabian J, Murphy M, Rein J, Seltzer N, Schwartz D, Shah S, Smith K. A Multi-Center Preference study of a Novel Oral Appliance Design and Material for Better Provider, Physician, Patient and Payer Acceptance. SLEEP Journal. Vol. 44, Abstract Supplement, 2021. Abstract #440. Page A 174.
EFFECTS Study	28	Company Supported	93.6% compliance	Stern J, Lee K, Kuhns D, et al. (June 02, 2021) Efficacy and Effectiveness of the ProSomnus® [IA] Sleep Device for the Treatment of Obstructive Sleep Apnea: EFFECTS Study. Cureus 13(6): e15391. DOI 10.7759/cureus.15391
Alaska 3	26	Independent	62% improvement	Hu JC, Comisi JC. Vertical dimension in dental sleep medicine oral appliance therapy. Gen Dent. 2020 Jul-Aug;68(4):69-76. PMID: 32597782.
Military 2	24	Independent	87.5% success for all severities	Kang CRS, Knowles S, Dekow M. The Success of Oral Appliance Therapy Based on Symptom-Driven Titration. Mil Med. 2022 Aug 20;usac248. doi: 10.1093/milmed/usac248. Epub ahead of print. PMID: 35986605.
Carlton Study	20	Independent	75% improvement	Carlton D, Is Selecting the Appropriate Sleep Device Important for You and Your Patient Important? Dental Sleep Practice, Summer 2016.
UoP	18	Independent	No change in teeth/bite	Vranjes N, Santucci G, Schulze K, Kuhns D, Khai A. Assessment of potential tooth movement and bite changes with a hard-acrylic sleep appliance: A 2-year clinical study. J Dent Sleep Med. 2019;6(2)
India	10	Independent	No change in teeth/bite	Aziz R, Somaiah S, Kalha AS, Reddy G, Muddaiah S, Shetty B. Comparative assessment of changes in pharyngeal airway space in cases of obstructive sleep apnoea with a customized mandibular repositioning appliance - a clinical study. Sleep Sci. 2021 Jan-Mar;14(Spec1):16-24. doi: 10.5935/1984-0063.20200072. PMID: 34917269; PMCID: PMC8663729.
Alaska 2	8	Company Supported	87.9% compliance	Hu J, Liptak L. Evaluation of a new oral appliance with objective compliance recording capability: a feasibility study. Journal of Dental Sleep Medicine. 2018;5(2):47–50.
Alaska 1	7	Company Supported	71% improvement	Hu et al, Dental Sleep Practice, March 2015.
Total Patients	1,357			