

RESPIRI



A Respiratory eHealth SaaS Company
extending patient care beyond the clinic.

26th May 2020

Extraordinary General Meeting

TRANSITION TO LAUNCH



Strategy change
from device
manufacturer to
eHealth SaaS

wheezo
production

CE Mark &
TGA
Approval
granted

FDA 510(k)
Predicate to be
lodged in 3
weeks. Approval
expected late
2020

Cost
cuts

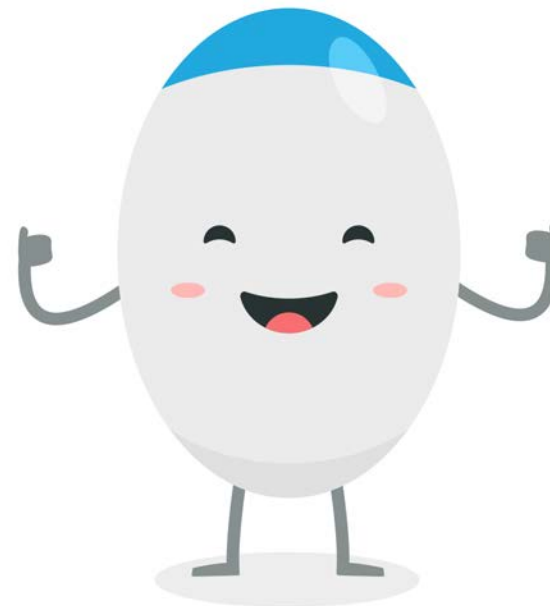
Transformation
in 2020

CEO &
World
Class Team

Partnership
with Phenix
Health, GPNow
for wheezo
Telehealth
delivery.

SUCCESSFUL CAPITAL RAISE & SPP REWARD FOR LOYAL SHAREHOLDERS

**\$2M
successfully
raised in March
2020**



**Additional SPP
closed on 1st
May raising
\$3.1M**

COMPANY OVERVIEW

CAPITAL STRUCTURE (ASX:RSH)

MARKET CAP. as of 22 May 2020	AU\$44.4M
SHARE PRICE as of 22 May 2020	AU\$0.069
Shares on Issue	643M
Performance shares	NIL
Incentive Options ¹	19M
Cash Balance as of 22 May 2020 ²	AU\$3.6M

1. Issued to directors, staff and scientific advisory board subject to various vesting conditions. Note that 14m of the 19m on issue are subject to shareholder approval. A further 20m (which are not on issue) are the subject of a dispute with the previous managing director.
2. Excluding \$0.4M receivable from Directors (refer EGM resolutions 3, 4 & 5)

BOARD OF DIRECTORS

MR NICHOLAS SMEDLEY, **EXECUTIVE CHAIRMAN**

Investment banker and M&A Advisor at UBS and KPMG. Global M&A transactions ranging from \$9B defence of WMC Resources through to the investment of \$65M into Catch.com.au

MR MARJAN MIKEL, **CHIEF EXECUTIVE OFFICER**

Non-Executive Director & Nomination & Remuneration Committee Chair of Memphasys Ltd. Commercial advisor to Portt, Research Fellow at University of NSW, formerly CEO & Founder of Healthy Sleep Solutions.

DR THOMAS DUTHY, **NON-EXECUTIVE DIRECTOR**

Former Global Head of Investor Relations and Corporate Development at Sirtex Medical Limited (ASX:SRX). Prior to Sirtex was a leading sector analyst for 10 years specialising in Healthcare and Biotechnology companies.

SUBSTANTIAL SHAREHOLDERS

Investments Holdings Pty Ltd:	13%
Netwealth Custodians:	5%
Mr Peter Braun:	2%

ASTHMA IN AUSTRALIA

In 2017-18, 2.7 million Australians (11.2%) had asthma¹

45.3% have poorly controlled asthma⁵

51% saw their GP for a non-urgent asthma review & 23% for an urgent review in the previous year⁵

Excess SABA use is a reliable predictor of asthma exacerbations and deaths^{3,4}.

Over 400 Australians die due to asthma each year².

11% visited a specialist about their asthma in the previous year⁵.

20% had discussed their asthma with a pharmacist in the previous year⁵.

10% of people with asthma attended hospital or ED one or more times in the previous year⁵.

1. <https://www.abs.gov.au/ausstats/abs@.nsf/Lookup/by%20Subject/4364.0.55.001~2017-18~Main%20Features~Asthma~35>
2. <https://www.aihw.gov.au/reports/chronic-respiratory-conditions/asthma/contents/deaths>
3. Stanford RH et al Short-acting β -agonist use and its ability to predict future asthma-related outcomes. *Ann Allergy Asthma Immunol* 109 2012; 109:403-407.
4. Suissa S et al A cohort Analysis of Excess Mortality in Asthma and the Use of Inhaled β -Agonists. *Am J Respir Crit Care Med* 1994; 149:604-610.
5. Reddel HR et al Asthma control in Australia: a cross-sectional web-based survey in a nationally representative population. *MJA* 2015; 202(9):492-497.

ASTHMA IS SUB-OPTIMALLY MANAGED

Personal ongoing monitoring asthma control could help.

- There are more than **340M people** with asthma in the world and this number is growing¹.
- Given that asthma cannot be cured or effectively prevented, attempts at reducing costs on the economy should focus on better disease management¹.
- In an Australian study involving 4,274 patients, **70% of asthmatics** who believe they are managing their condition, are not and are putting themselves in danger of serious health events².
- **Accurately measuring effective asthma control** in children and the elderly remains very difficult in a community setting³.
- Currently there are **no easy solutions** that allow patients, parents, carers and physicians to monitor asthma on an ongoing basis in the community setting¹.
- **Economic cost of poorly managed asthma**, Deloitte Access Economics estimate this economic burden to be > AUD24.7B in Australia alone and about USD400B+ in the USA⁴

1. Global Asthma Report, 2018. <http://www.globalasthmareport.org/>

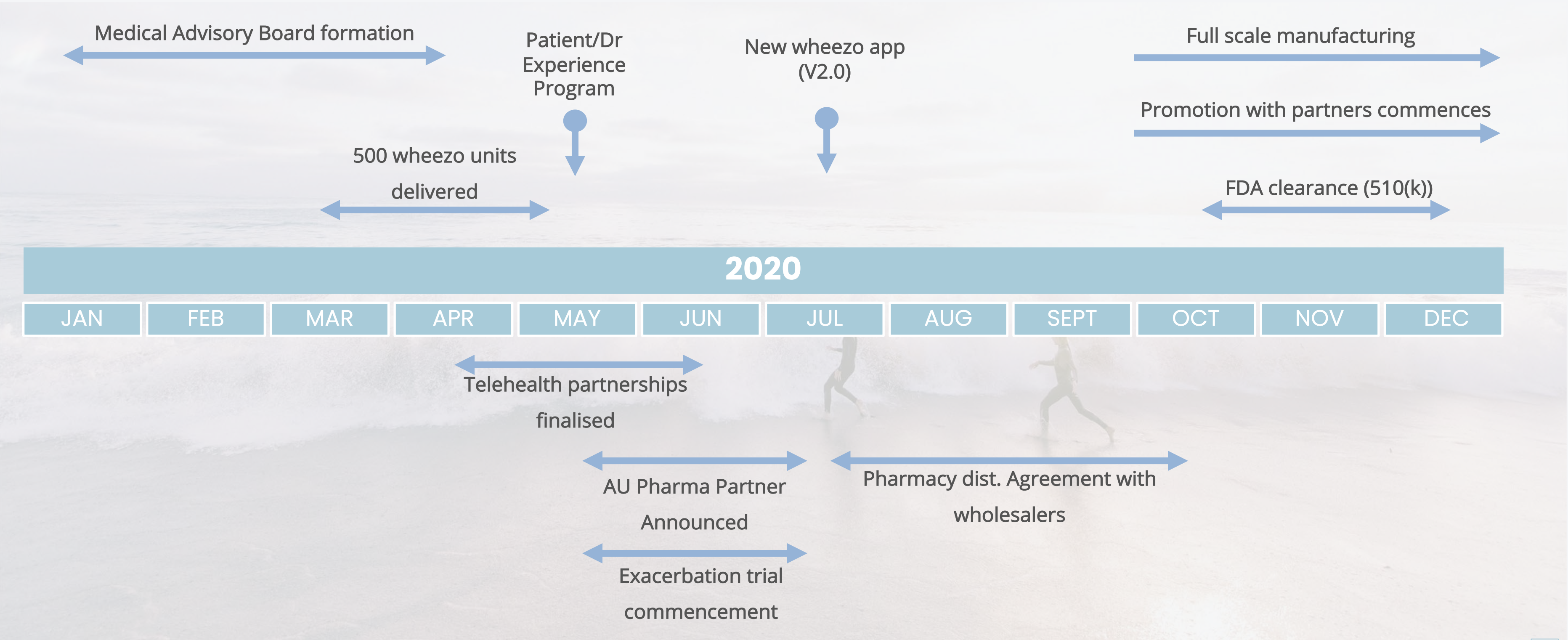
2. Woolcock Institute of Medical Research, January 2020. <https://woolcock.org.au/news-4/think-your-asthmas-under-control-think-again>

3. National Asthma Council Australia, 2013. Asthma and older adults <https://www.nationalasthma.org.au/living-with-asthma/resources/patients-carers/brochures/asthma-older-adults>

4. Deloitte Access Economics, November 2013 <https://www2.deloitte.com/au/en/pages/economics/articles/hidden-cost-asthma.html>

INDICATIVE TIMELINE OF MILESTONES

in calendar 2020



E-HEALTH SAAS STRATEGY

Asthma is poorly managed by patients, particularly in children and the aged



ASTHMA CANNOT BE
CURED, BUT IT CAN BE
CONTROLLED³.



- Having the correct diagnosis, regular preventers, correct medication and asthma management plan are the keys to managing respiratory health¹.
- Having access to innovative technology can improve health outcomes².
- wheezo may encourage and motivate people with asthma to self-manage their condition.
- wheezo may assist in improving patient education, empowering them to take control of their asthma.
- The engaging app provides an element of fun.

1. National Asthma Council, September 2017. <https://www.nationalasthma.org.au/health-professionals/asthma-action-plans>
2. Asthma UK, August 2016. <https://www.asthma.org.uk/globalassets/get-involved/external-affairs-campaigns/publications/connected-asthma/connected-asthma---aug-2016.pdf>
3. Victoria State Govt, Better Health Channel, Asthma, September 2017. <https://www.betterhealth.vic.gov.au/condition-sand-treatments/asthma>

PATHWAY TO COMMERCIALISATION

Accelerating & optimising launch through partnerships

2020 Commercialisation focus is the Australian market. Launch Q4 2020.

Advanced discussions with the local subsidiary of a second multinational pharmaceutical company to help position our asthma management tool as an accepted part of asthma management to Physicians.

- Pharmacy partnership to identify asthma patients at the dispensary
- e-Commerce platform offering Point of Sale Finance (POSF) options to patients

In discussions with Asthma Australia to partner & go directly to patients through their established channels

**SOLE
FOCUS**

**PARTNER-
SHIPS**

**CHANNEL
STRATEGY**

**ASTHMA
AUSTRALIA**

**GROWING
TEAM**

**PARTNER-
SHIPS**

**TELE-
HEALTH**

PRICE

Newly appointed Senior Commercial Manager, adds to business' extensive experience in health, successful launches & marketing.

Advanced MoU discussions with the local subsidiary of a multinational pharmaceutical company to act as marketing/distribution partner in the pharmacy channel.

An important channel given the latest developments (GPNow & Phenix partnerships)

Pricing SaaS \$8 per month with device RRP \$299

WHEEZO EXPERIENTIAL PROGRAM

An introduction to wheezo, an asthma management tool for patients and clinicians for the regular monitoring of asthma outside of the clinic.

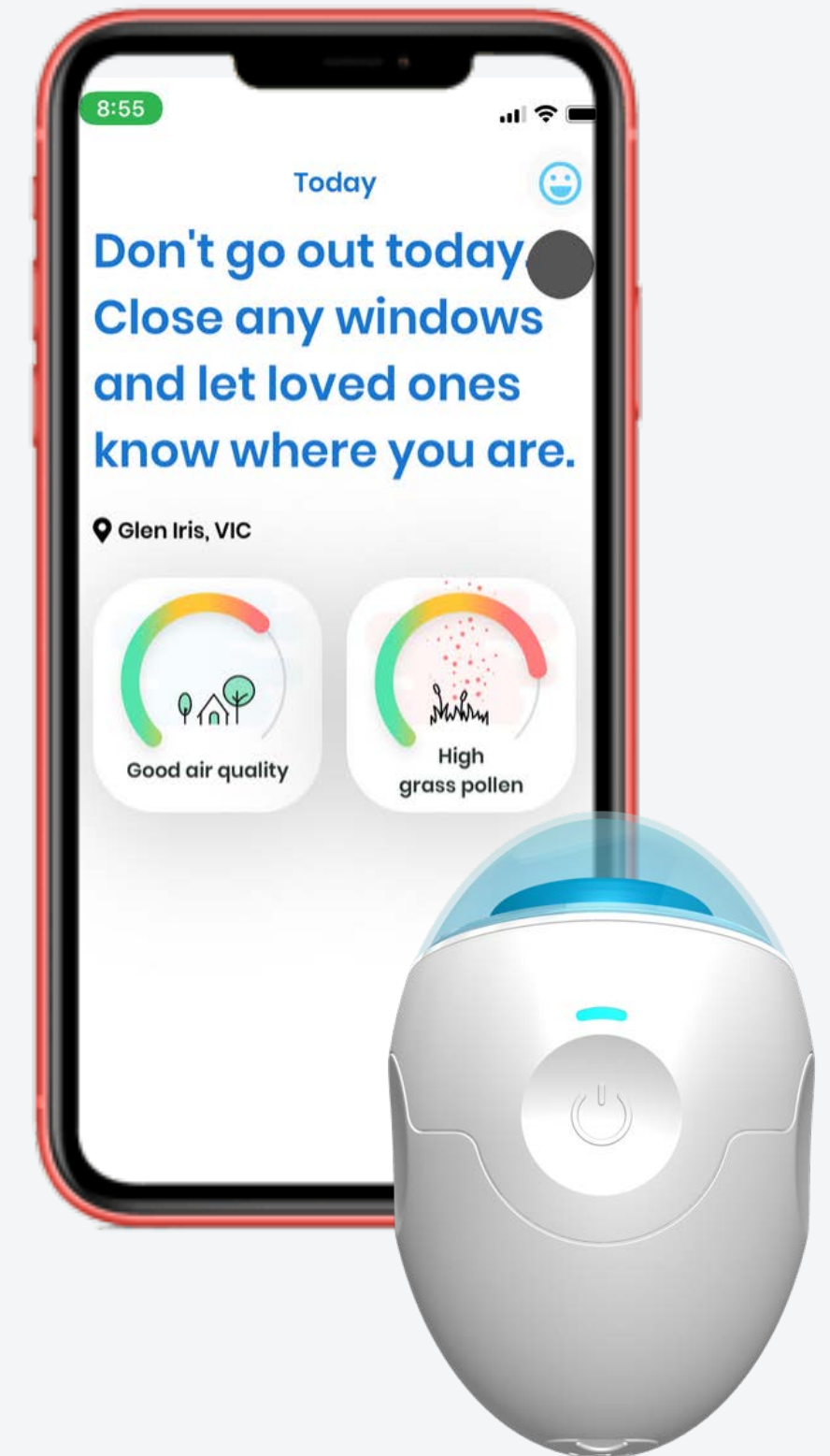


- Establish experience (clinician, care-giver & patient), value & advocacy for wheezo eHealth SaaS platform
- Enroll 100 clinicians & 300 patients in wheezo Experiential Program & build knowledge through Patient Reported Outcomes (PRO)
- Timing: June 2020 to December 2020
- Data publication aligned to improved management of asthma:
 - Medication compliance
 - Changes to asthma-related hospital & GP visits
 - Understanding the impact of environmental factors & other potential disease triggers
 - Understand current clinical challenges, identify gaps & needs within existing standard-of-care practice, telehealth

eHEALTH SAAS STRATEGY

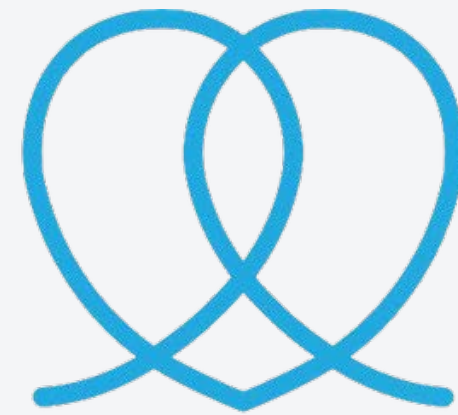
Building an ongoing annuity stream from App subscription

- World Class team, experienced **Chief Clinical Officer** leading algorithm development and clinical content, **CTO with Silicon Valley pedigree** leading app build & data management infrastructure & Respiri competency development & structure to support SaaS strategy.
- Seamless transition to **new development partners**.
- **Accelerating application 2.0** that will become an asthma/COPD asthma management system incorporating:
 - Ambulatory monitoring of patient's asthma using wheeze
 - Environmental factors such as pollen count, weather factors etc.
 - Events & Medication diary.
- Clouded data to be used as a **predictive tool** allowing patients, carers and doctors to monitor disease management
- A Respiri **customer for life!**
- **Longitudinal outcomes data.** Useful with payers (and others) demonstrating effective control & outcomes



WHEEZO PRODUCTION

First batch of 500
scheduled for
production by SRX
Dandenong –
delivered



wheezo®

wheezo breath
sensor
manufacturing
package complete

Transfer of
production to SRX
Malaysia for lower
labour costs and
greater capacity.



Supply chain
management –
forecasting, planning,
procurement,
strategic sourcing in
progress

RESPIRI



Thank you,
Marjan Mikel
Chief Executive Officer

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Forward Looking Statements

Certain statements made in this announcement are forward-looking statements. These forward looking statements are not historical facts but rather are based on Respiri's current expectations, estimates and projections about the industry in which Respiri operates, and its beliefs and assumptions. Words such as "anticipates," "expects," "intends," "plans," "believes," "seeks," "estimates," "guidance" and similar expressions are intended to identify forward-looking statements and should be considered an at-risk statement. Such statements are subject to certain risks and uncertainties, particularly those risks or uncertainties inherent in the process of developing technology and in the endeavour of building a business around such products and services. These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond the control of Respiri, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements. Respiri cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Respiri only as of the date of this release. The forward-looking statements made in this announcement relate only to events as of the date on which the statements are made. Respiri will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this announcement except as required by law or by any appropriate regulatory authority.

Respiri Limited (The Company) Risk Factors



This report identifies some of the major risks associated with an investment in the Company. The risk factors below ought not to be taken as exhaustive of the risks faced by the Company or by investors in the Company.

Speculative nature of investment

An investment in Shares of the Company should be considered very speculative. No assurance as to future profitability or dividends can be given as they are dependent on successful product development, future earnings and the working capital requirements of the Company. The Board does not envisage in the immediate future that the Company will generate sufficient revenue to be profitable or be in a position to declare any dividends. The financial prospects of the Company are dependent on a number of factors, including successfully completing further product development, gaining regulatory approvals, the degree of market acceptance or take-up of its products and the amount of competition encountered from competitive or alternative products developed by third parties. There is no guarantee that the Company's development work will result in commercial sales or that the Company will achieve material market penetration.

Competition: The medical device and digital health industries are highly competitive and include companies with significantly greater financial, technical, human, research and development, and marketing resources than the Company. There are companies that compete with the Company's efforts to develop, and commercialise its products.

Reliance on Key Personnel & Service Providers: The Company currently employs a small number of key personnel, and the Company's future depends on retaining and attracting suitably qualified personnel. There is no guarantee that the Company will be able to attract and retain suitably qualified personnel, and a failure to do so could materially and adversely affect the business, operating results and financial prospects. The Company operates a significant amount of its key activities through a series of contractual relationships with independent contractors and suppliers. All of the Company's contracts carry a risk that the third parties do not adequately or fully comply with its or their respective contractual rights and obligations. Such failure can lead to termination and/or significant damage to the Company's product development efforts.

Sufficiency of Funding: The Company has limited financial resources and will need to raise additional funds from time to time to finance the complete development and commercialisation of its products. The Company's ability to raise additional funds will be subject to, among other things, factors beyond the control of the Company and its Directors, including cyclical factors affecting the economy and share markets generally. The Directors can give no assurance that future funds can be raised by the Company on favourable terms, if at all.

Technological Development: Medical device research and product development involve scientific, software and engineering uncertainty and long lead times. There is no certainty as to whether any particular event or project will occur within a set period or by a certain date.

Regulatory Risk: Medical device products are regulated by government agencies and must be approved prior to commercial sales. Complex government health regulations increase uncertainty and are subject to change at any time. As such the risk exists that the Company's new products may not satisfy the stringent requirements for approval and/or the approval process may take longer than expected. This may adversely affect the Company's competitive position and the financial value of the medical devices to the Company.

Product Liability & Manufacturing Risks: As with all new products, even after the granting of regulatory approval, there is no assurance that unforeseen adverse events or manufacturing defects will not arise. Adverse events could expose the Company to product liability claims or litigation, resulting in the removal of the regulatory approval for the relevant products and/or monetary damages being awarded against the Company. In such event, the Company's liability may exceed the Company's insurance coverage. If any products do not meet suitability or quality assurance standards, this may result in increased costs and may delay sales.

Trade Secrets & Patents: The Company relies on its trade secrets and patent rights. It cannot be certain that others will not independently develop the same or similar technologies on their own or gain access to trade secrets or disclose such technology, or that the Company will be able to meaningfully protect its trade secrets and unpatented know-how and keep them secret. The Company's existing intellectual property rights include its copyright in source code used in its digital health technologies, its know-how in the development of digital health products and data arising from the use of its digital health products. There is no guarantee that the Company's intellectual property comprises all of the rights that the Company may require to freely commercialise its product candidates.

The granting of a patent in one country does not mean the patent application will be granted in other countries and competitors may at any time challenge granted patents and a court may find that the granted patent is invalid or unenforceable or revoked.

Stock Market Volatility & Currency Risk

The performance of the share market may affect the Company and the price at which its shares trade on a share market. The share market has in the past and may in the future be affected by a number of matters. Revenue and expenditures will be received in overseas jurisdictions and will be subject to the risk of fluctuations in foreign exchange.