

### **ASX ANNOUNCEMENT**

## 22 September 2020

# Respiri Appoints Entech Electronics as Global Manufacturing Partner for wheezo™

### **Key Points**

- Production of wheezo<sup>™</sup> shifts to globally competitive location
- Respiri & Entech Electronics enter into binding Electronic Manufacturing Services (EMS) agreement for Respiri's worldwide wheezo™ requirements
- Manufacture of wheezo™ to take place at Entech Electronics' operations in Shenzhen, China
- Production preparation activities have commenced with 12,000 additional devices commissioned with the new manufacturing partner
- Significantly improved products costs through design and bill of material optimisation as well as reductions
  in labour rates and assembly & test procedures

Respiri Limited (ASX:RSH)("Respiri" or the "Company"), an eHealth SaaS Company supporting respiratory health management, is pleased to announce a partnership with Entech Electronics for the global supply of the ground breaking wheezo™.

Entech Electronics are an Australian, privately owned contract electronics manufacturer established in 1986. Headquartered in Devon Park, South Australia, the company has operated offshore production facilities in Shenzhen China since 2006. With more than 34 years of experience in the electronic manufacturing space, relevant quality management systems and certifications in place, a product and customer portfolio that includes medical devices as well as aerospace and defence among others, Entech Electronics demonstrate both the capabilities and competencies required to meet the high quality and efficiency expectations Respiri have for the wheezo™.

First orders for the wheezo™ have been placed and Entech Electronics commenced production preparation activities at their Shenzhen facility, an operation with more than 200 staff. 12,000 additional devices have been commissioned for delivery from February 2021 and this partnership will enable Respiri to scale production significantly and quickly so as to meet forecast global demand. Owing to a range of design optimisation measures, relating to the device, its assembly, testing parameters and the cost reductions associated with moving to a low cost location, wheezo™ will enjoy a significantly improved product cost position and have reduced Cost of Goods by approximately 85% and these costs are forecast to fall further on the back of volume over time.

Marjan Mikel, Respiri's CEO & Managing Director, commented: "We are delighted to partner with Entech Electronics as they are well placed to support our global product volume requirements at cost positions that support Respiri's business model".

Wayne Hoffman, CEO of Entech Electronics, added: "We are welcoming Respiri as a customer with significant growth potential and look forward to contributing to the success of wheezo™ with both our medical device experience and electronic manufacturing competence. Our operation in Shenzhen has commenced investment in assembly and test equipment that will allow us to scale quickly and react to Respiri's forecast growing global demand and accommodate monthly volume requirements well in excess of 10,000 devices."

## - ENDS -

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wheezo™ is a trademark of Respiri Limited.

This ASX announcement dated 22 September 2020 has been authorised for release by the Board of Directors of Respiri Limited.

# About Respiri Limited

Respiri is an e-Health SaaS company supporting respiratory health management. Its world-first technology detects wheeze, a typical symptom of asthma, COPD and respiratory disease to provide an objective measure of airway limitation. wheezo, Respiri's innovative technology, comprises an eHealth app combined with a simple, easy to use, handheld device. wheezo is the first smart device to help improve asthma management by monitoring wheeze and documenting symptoms, signs, triggers, weather conditions and medication use. The asthma management platform also facilitates the sharing of data with caregivers, physicians and other health care professionals.

Respiri's mission is to help improve quality of life for hundreds of millions of children and adults around the world and dramatically reduce hospital admissions and the economic burden of asthma. Respiri Limited's operations are based in Melbourne, Australia.

For additional information about Respiri and its products, please visit www.respiri.co

#### About wheezo

Developed in Australia, with the support of respiratory specialists and other healthcare professionals, the innovative wheezo device analyses breath sounds for wheeze, and the eHealth App assists patients with managing their asthma by tracking symptoms, triggers, medication use and geo-specific weather conditions. The platform has been designed to extend asthma management beyond the clinic and make it easy to share information with doctors and make appropriate adjustments to asthma action plans. Better active management may lead to better outcomes and improved quality of life for the asthma patient.

# **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 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 quarantees 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.