

RESPIRI



RESPIRI:

A Respiratory eHealth
MedTech Company

Extending Care Beyond the Clinic



23rd March 2021

Marjan Mikel (RESPIRI CEO)

RESPIRI



OUR MISSION

To improve asthma management by extending care beyond the clinic



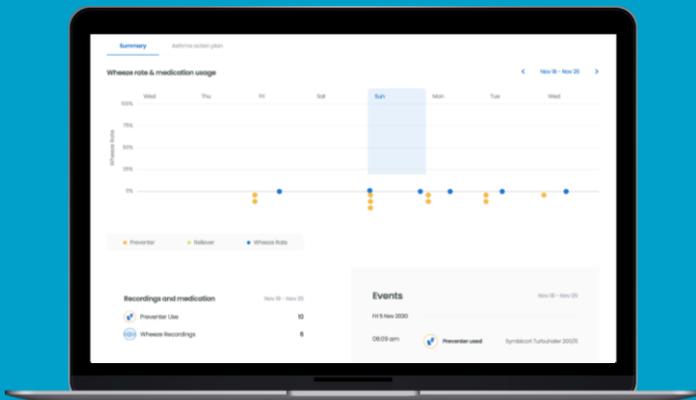
OUR VISION

A world without the challenges of asthma



meet wheezo

wheezo is an eHealth SaaS platform that uses a device and app to measure, record and monitor asthma



Wheeze Detection

The device records breath sounds over 30 seconds to be analysed in the app for the presence of wheeze

Continuous Monitoring

App allows users to also log symptoms, triggers, medication and local environmental factors

Asthma Action Plan

Wheezo allows for the digitisation of a patient's asthma action plan

Patient Portal

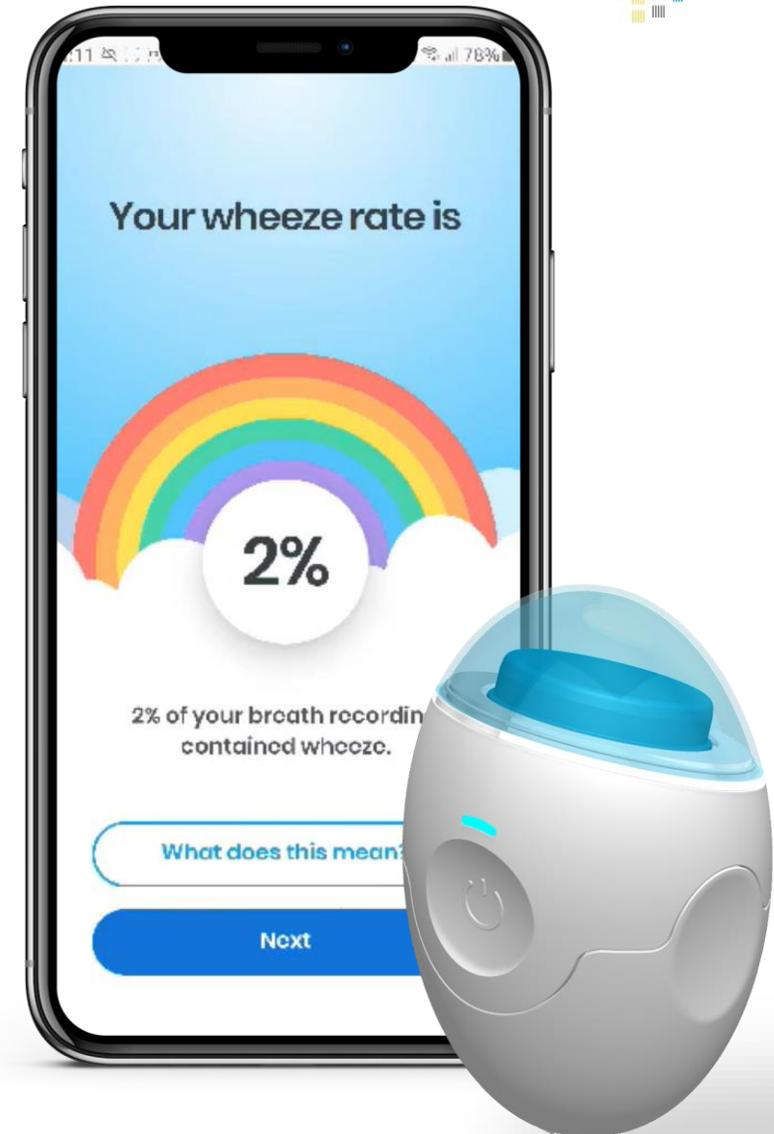
Data collected is used to build a personalised asthma profile and displays graphic analytics

Data Sharing

Patients can easily share their data with healthcare professionals on demand

Indicated Patient Population

For children older than 2 years and all other adult populations



OTC CLASS II FDA APPROVAL FOR wheezo

This allows Respiri to target more channels in the USA including

- Class II Medical Device opening up reimbursement possibilities
- CPT Reimbursement Codes for Remote Patient Monitoring (RPM) physician prescription
- Pharmacy/Retail channels without prescription
- Online/Amazon without prescription
- Indication agnostic but focus remains asthma
- For children older than 2 years and all other adult populations

Example wheezo US sales channels:

HMOs via Physician prescription



Online retail without prescription



Pharmacy without prescription

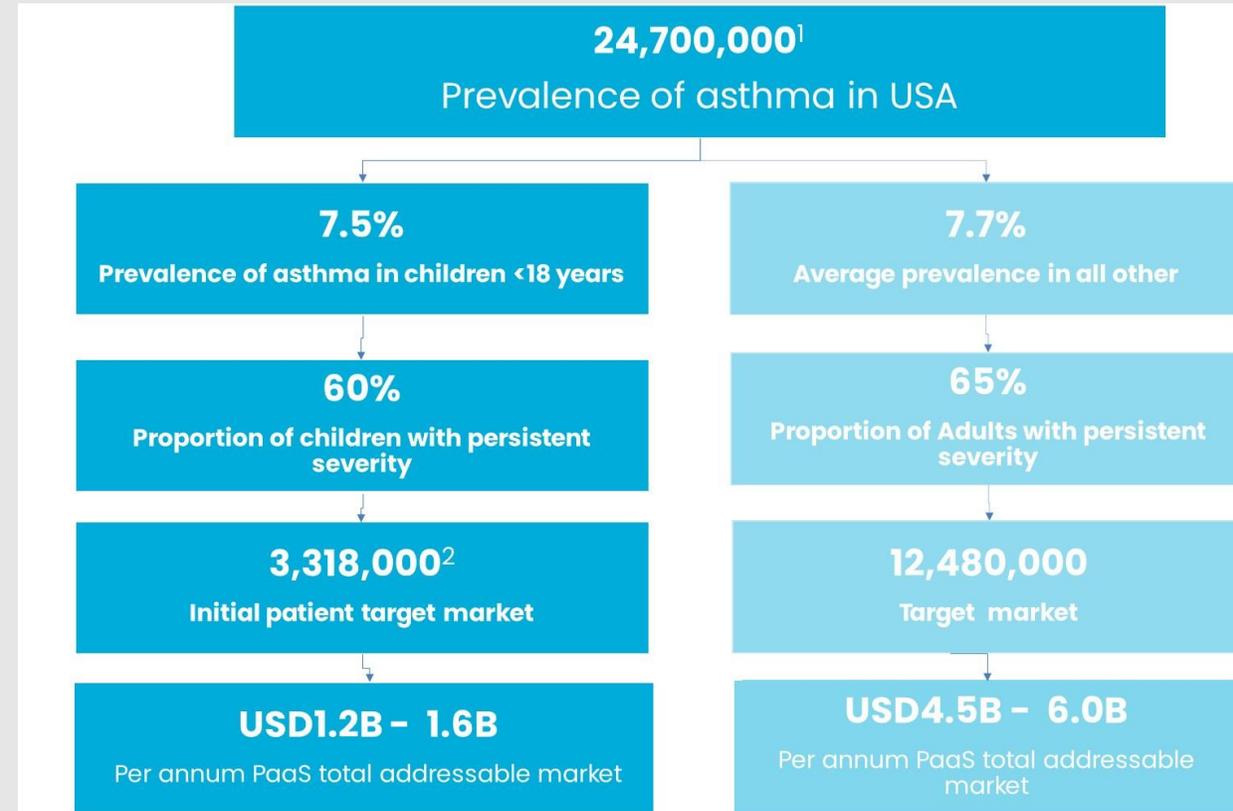




USA MARKET OPPORTUNITY

3.3 million children with persistent and severe asthma and total 12.5 million target patient population

9.8 million Physician visits p.a.
1.6 million emergency department visits p.a.
3.3 million children with persistent and severe asthma
12.5 million total patient population
Wheezo PaaS monthly fees from physicians USD30-USD40/mth.



1. All data sourced from [CDC – National Center for Health Statistics, Asthma](#).
2. Stratification based on asthma prevalence of 5.53M Children less than 18 years old.



PHARMACY OPPORTUNITY

- 88,000+ pharmacies in the USA
 - ~22,000 are independent
 - ~66,000 are large chains
- Worth USD319B pa and growing at 3.3%
- ~30% through online sales
- Major players Walmart, Walgreens, Costco
- Cipla current partner in Australia and have 1st right of refusal for other markets. Alternatives include other pharma and medical device companies
<https://www.ciplausa.com>



REIMBURSEMENT OPPORTUNITY

2021 Payment Rates

CPT Code	Descriptor	Value US\$ (non-facility)
99453	Patient set up (once per episode of care)	\$18.77
99454	Device delivery/supply (every 30 days, min.16 days of data collection)	\$62.44
99457	Patient Monitoring & interactive communication First 20 mins (every 30 days)	\$51.61
99458	Patient Monitoring & Communication. Each additional 20 mins (every 30 days)	\$42.22
99091	Collection & Review of Physiological Data (every 30 days)	\$59.19

A US patient generates up to 5 x the annual revenue of an Australian patient. Little or no out of pocket expense to patient unlike Australia

1 Provider sets patient up on a remote monitoring platform/system



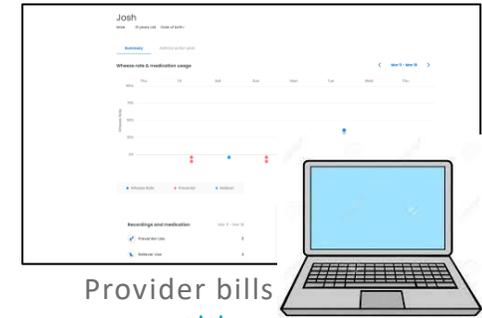
Provider bills **once**

2 Physiological data is captured/recorded over at least 16 days



Provider bills **monthly**

3 Data sent in real time & clinical staff review RPM data & interact with the patient



Provider bills **monthly**

- Physician's billable amount per patient per year **USD1,350+**
- Respi Product as a Service (PaaS) billed to physician **USD360 -USD480**

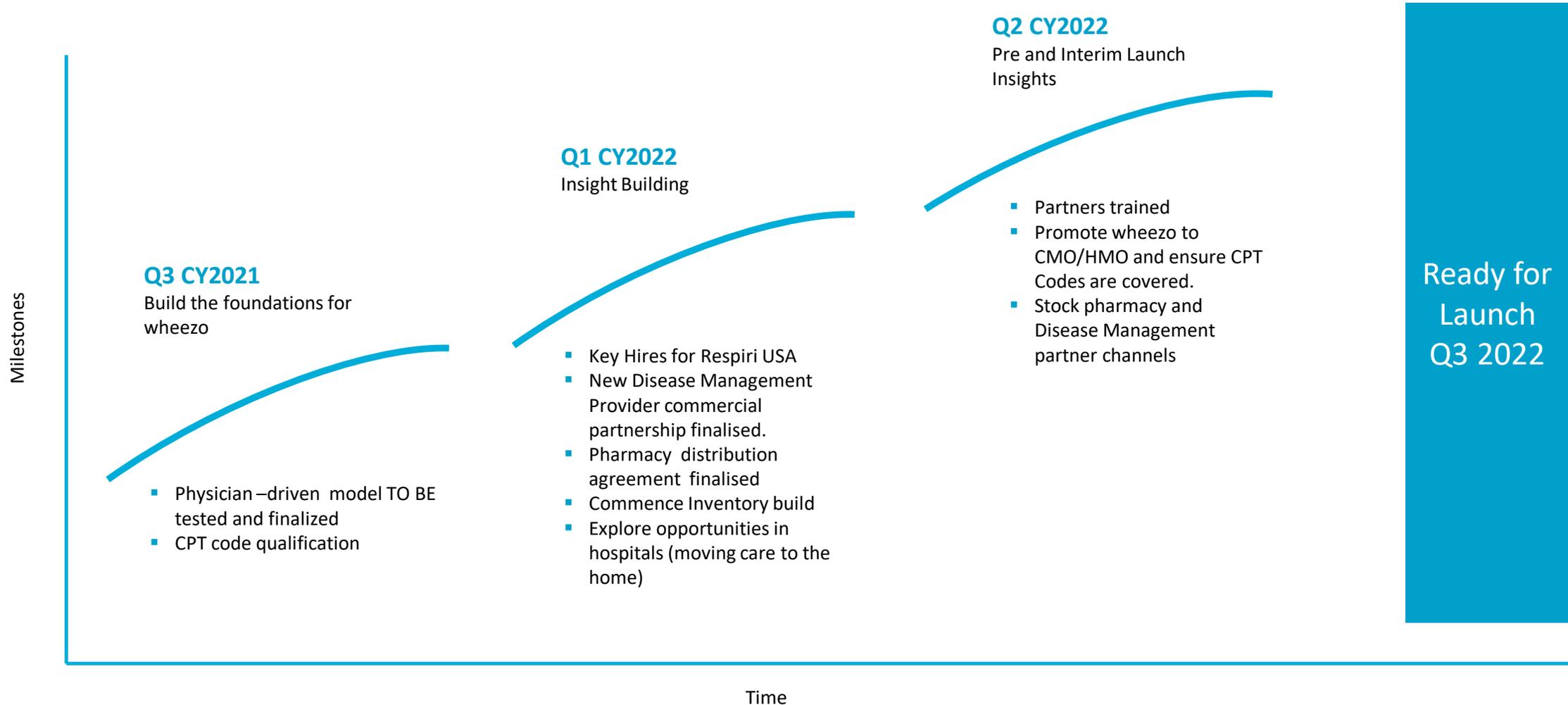


STRATEGY

Current discussions will open up the professional disease management market via immediate distribution capabilities into specialist clinics & disease management providers, whilst Cipla provide a distribution option in pharmacy

	Right time	Channel Partner		Planned Revenue Model
New Channel	Disease Management Providers	Under-negotiation	Monthly recurring revenue is 4 - 5 times Aust SaaS. Patient value AUD480-640 vs AUD120	Per patient per device per month fee (USD30-40 vs Aust \$9.99) Share of remote patient monitoring service fee to providers Share of incremental savings from Risk Share contracts
Existing Channels	Direct Sales			Online sales and SaaS
	Direct Sales			Pharmacy sales and SaaS

COMMERCIALISATION TIMELINES



RESPIRI



THANK YOU
QUESTIONS?



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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.