



## ASX ANNOUNCEMENT

22 July 2022

### Investor presentation at Innovate Health 2022 Conference

Respiri Limited (ASX:RSH) ("Respiri" or the "Company"), an eHealth SaaS Company supporting respiratory health management, is pleased to announce that the Company's Managing Director Marjan Mikel is invited as a presenter at the Innovate Health 2022 Conference (the "**Conference**") to speak on the topic of "Care beyond the clinic replaying the innovation journey". The presentation is attached.

The Conference will be held at Collins Square Events Centre, Melbourne on the 26<sup>th</sup> and 27<sup>th</sup> of July 2022 at 09 am AEST. Marjan Mikel will be speaking on the above-mentioned topic on 27<sup>th</sup> July 2022 at 11:40am.

The registration to attend the Conference is as follows:

[https://www.informa.com.au/event/conference/healthcare-nursing/innovate-health-conference/?utm\\_source=Office\\_use&utm\\_medium=PDF&utm\\_campaign=P18A06](https://www.informa.com.au/event/conference/healthcare-nursing/innovate-health-conference/?utm_source=Office_use&utm_medium=PDF&utm_campaign=P18A06)

- ENDS -

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™ wheezo is a trademark of Respiri Limited.

*This ASX announcement dated 22 July 2022 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](http://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.

For further information about wheezo, follow the online link <https://wheezo.com>

### **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 Respiro current expectations, estimates and projections about the industry in which Respiro 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 Respiro, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward looking statements. Respiro cautions shareholders and prospective shareholders not to place undue reliance on these forward looking statements, which reflect the view of Respiro 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. Respiro 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.



# Care Beyond the Clinic

RPM provides medically supervised self-management

Replaying the innovation journey

July 2022

Marjan Mikel (RESPIRI CEO)  
ASX:RSH

Innovate Health 2022



# Health systems worldwide are financially burdened by chronic disease



- 1 Globally ~ 1 in 3 of adults suffer from multiple chronic conditions<sup>1</sup>
- 2 3 in 5 global deaths are attributed to four major non-communicable diseases; cardiovascular disease, cancer, chronic lung diseases and diabetes<sup>2</sup>
- 3 Problems are amplified by ageing populations and the pandemic

# Historically, Australian governments have been focused on:



Prevention including public health advertising



Funded diagnosis and treatment



**BUT** provision of ongoing health management left to the patient...

**AND this approach is not working as evidenced by the Australian patient experience:**



**60%<sup>3</sup>**

**have low health literacy**



**27.9%**

**per 1,000 population<sup>1</sup>**



**29%**

of patients with a chronic condition

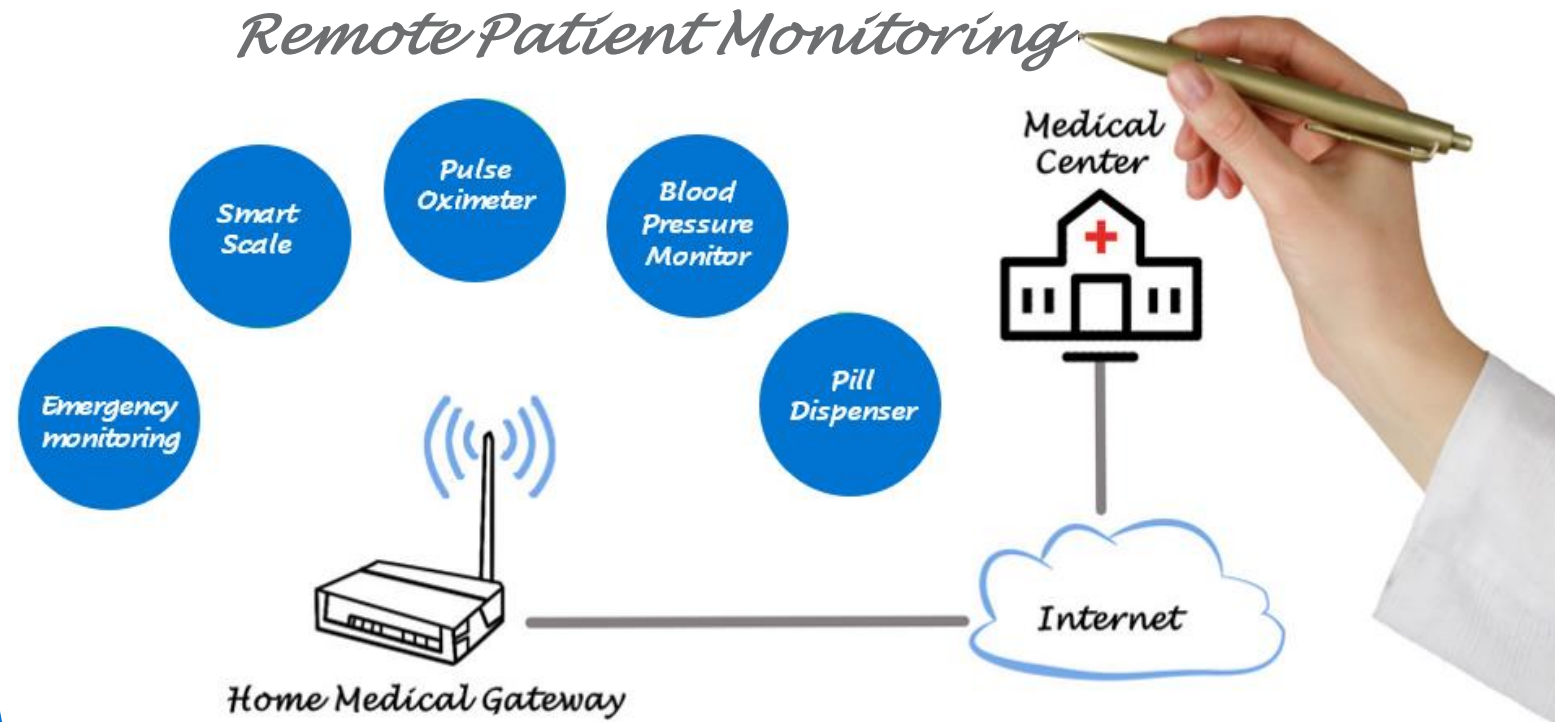
**see a doctor between 1-3 times per year<sup>2</sup>**

Abbreviations: PPHs, Potentially preventable hospitalisations

References: 1. AIHW (2019) [Hospitals at a glance 2017-18](#), accessed 20 July 2022, 2. [How Often Do Australians Visit a Doctor? We Break GP Visits Down By Demographics](#), accessed 20 July 2022, 3. ABS Health literacy, Australia 2008, accessed 2009



Technology enables care beyond the clinic to deliver **RPM solutions** which make financial and public health sense



## RPM PROMOTES

- Greater engagement in their own condition
- Better QoL
- Improved health literacy
- Doctor/patient relationship enhanced (partnership)

Better understanding between the two >> leads to better outcomes & greater patient empowerment

# Remote Patient Monitoring: The Benefits

Shown to Improve Outcomes in a  
Variety of Chronic Disease States...

Weight  
Management<sup>1,4</sup>

Asthma<sup>1,2</sup>

Heart  
Failure<sup>3,4</sup>

Diabetes<sup>3</sup>

COPD<sup>3</sup>

Remote Patient Monitoring can:



- ✓ Track disease progression<sup>5</sup>
- ✓ Assist in early identification of clinical exacerbation<sup>3</sup>
- ✓ Increases patient confidence<sup>2</sup>
- ✓ Increased shared decision-making<sup>3</sup>
- ✓ Deliver personalized healthcare solutions<sup>4</sup>





## Australia has a long way to go...

### ...Respiri has pivoted to focus on the US market

- Centres for Medicare & Medicaid Services (CMS) reimburse RPM across all of USA
- RPM reimbursement is mandated in 28 US states requiring private payors to cover RPM. Most cover RPM in non-mandated states
- US payors understand and fund preventative medicine because ED or in-hospital stay costs are expensive for providers
- Physicians can outsource RPM patient management to 3rd parties

**Respiri has a unique offering >> no real RPM solutions currently exist in respiratory medicine**

**In the US RPM is in its infancy.  
Only 4% of healthcare providers are claiming RPM codes**



RPM is reimbursed in the USA

Doctors claim the RPM CPT reimbursement

RPM market CAGR 30%+ and projected to reach **USD \$80B 2026**



# wheezo® FDA Cleared Medical Device

(March 2021) - Backed by 20 years of R&D

1998



## PULMOTRACK/ WHOLTER

Our first FDA-approved electronic wheeze monitoring device.

2010



## WHEEZOMETER

Respiri's first portable wheeze monitor.

2017



## AIRSONEA

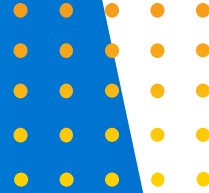
The next device iteration had a basic app.

2021



## wheezo® FDA CLEARED WHEEZERATE DETECTOR SYSTEM

A breath sensor that works with the app to record and track wheeze.



# wheezo® FDA Cleared Medical Device

(March 2021) - Backed by 20 years of R&D

Technology products have been improved to align with a physician-led approach & integrate into Remote Patient Monitoring programs



## PULMOTRACK/ WHOLTER

Our first FDA-approved electronic wheeze monitoring device.



## WHEEZOMETER

Respiri's first portable wheeze monitor.



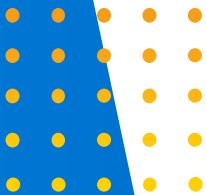
## AIRSONEA

The next device iteration had a basic app.



## wheezo® FDA CLEARED WHEEZERATE DETECTOR SYSTEM

A breath sensor that works with the app to record and track wheeze.



**1** Mobile app  
(patient - user interface)  
Added new features

A graphic showing three smartphones displaying the mobile app interface.

To collect **additional data relevant for doctors** treating respiratory illness  
(as per international guidelines)

**2** Health Portal  
(healthcare provider interface)  
Fit for market

A graphic showing a laptop displaying the health portal interface.

Developed with RPM in mind - Allows doctors to tap into funding models

**3** API Development

A graphic showing a computer monitor with a gear icon and the text 'API'.

Seamless **integration** into **3rd party** RPM providers

## BRINGING IT ALL TOGETHER

# Australian case study experience Remote Patient Monitoring Program

### Testing the Physician-led > Nurse supported Program

- The implementation of a Physician-Led Program in combination with a remote nurse may improve overall asthma control over time. Endpoints will include;
- Asthma Control Test (ACT) measures (baseline to program end)
- Symptoms improvement, including reducing the severity and frequency of exacerbations and associated hospital admissions.
- Adherence to Preventer Medications
- Assessment of Reliever use (baseline to program end)
- Relationship between wheeze-rate and peak flow measurements over time
- Wheeze-rate scores over time
- Impact weather-related factors such as pollen, temperature, humidity and air quality can have on wheeze-rate and other measures, such as, ACT

### Supported Self-Management



key to improved  
outcomes<sup>1</sup>

## PRELIMINARY DATA

n=38

Improvement in patients' overall  
ACT scores of 5.3  
(aggregated) after 2 months<sup>2</sup>

*We know that an improvement >3 is  
considered clinically meaningful.<sup>3</sup>*

On average, **1.11** daily touchpoints per  
patient, delivering strong  
engagement<sup>2</sup>

**56%** of program participants  
averaged using wheezo® at least  
once per day over the duration of  
the program<sup>2</sup>

# In closing

## Attractive USA Market Dynamic



- RPM is reimbursed in the USA
- RPM market CAGR 30%+ to USD \$80B 2026
- Doctors claim the RPM CPT reimbursement
- RPM services can be outsourced to 3<sup>rd</sup> parties on monthly fees.
- US payors understand and fund preventative medicine

## Proven & Unique wheezo® Technology



- Wheeze is indicative of reduced lung function
- Proven wheeze detection. Wheeze detection can be integrated into Remote Patient Monitoring
- Australian experience and case study has demonstrated that the necessary patient engagement for claiming RPM can be met

## Robust Business Model



- Bespoke model through world class RPM provider partners
- **First customer secured - Michigan Children's Hospital**





## Our Mission

To improve asthma management by extending care beyond the clinic



RESPIRI



ASX: RSH



## Our Vision

A world without the challenges of asthma

