

15th November 2022

ASX ANNOUNCEMENT

ASX: RSH

ASX Market Announcements Platform
Sydney NSW

**PRESENTATION TO SHAREHOLDERS AT 2022 AGM
BY NICHOLAS SMEDLEY (CHAIR) AND MARJAN MIKEL (CEO/MD)**

Respiri Limited (ASX:RSH) (“Respiri” or the “Company”), an eHealth SaaS Company supporting respiratory health management is pleased to provide a presentation to shareholders at the 2022 AGM.

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This ASX announcement 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.

For further information about wheezo[®], follow the online link <https://wheezo.com> wheezo[®] is a registered trademark of Respiri Limited.

A Medical Devices & SaaS Company

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**Nicholas Smedley (Chair) and
Marjan Mikel (CEO & MD)**
AGM 15 Nov 2022
ASX:RSH, OTCQB:RSHUF



FDA cleared Class II Medical Device

Forward Looking

Certain statements made in this announcement are forward-looking statements. These forward-looking statements are not historical facts but rather are based on Respi's current expectations, estimates and projections about the industry in which Respi 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 Respi, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements. Respi cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Respi 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. Respi 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.

Executive Summary

Market Dynamics

- ~50M Americans living with COPD or Asthma,
- **\$134.3Bn financial burden**
- **30-day COPD re-admission rates as high as 38%.**
- **Medicare fines** institutions who don't meet targets (**~50% in 2020**)

Remote Patient Monitoring (RPM)

- **AGR 30%+ to USD85B by 2026**
- RPM fee schedule supports **>USD1750 per patient per year.**

wheezo® RPM programs

- **First known Australian** Company to have onboarded patients onto an RPM program in the US
- Two customers secured with **first patients on wheezo RPM program.**
- Currently in advanced stage negotiations with **6 other large-scale Providers**

Revenue Model

- **Device sales USD\$50-\$60 (30-40% GM)**
- **Recurring monthly per patient fees;** range (USD5-20).
- **Break-even 30k-40k active patients**
- Cost effective **partner-based** business model

Scalable Product

- **End-to-end ecosystem developed and stable.**
- **Delivering Digital Centre of Excellence** to support acceleration and growth
- **APIs into third-party systems** developed, delivering **flexible product .**

R&D Pipeline

- **Wearable Product** complementary to wheezo® and **expands addressable market**
- **US KOL Medical Advisory Board** close to finalised for both R&D & wheezo®

Creating scalable and sustainable growth delivering shareholder value

FY23

OBJECTIVE:

**Onboard first US customers;
Wearable clinical development**

- Agreements in place; >10,000 addressable patient potential
- Successfully launch initial RPM programs, delighting customers
- Real-world data results; accelerate commercialisation
- Kick-off NIHR study
- Commence wearable clinical
- US Medical Advisory Board establishment
- Establishment of Respiro USA Team

FY24

OBJECTIVE:

**Multiple contracted customers;
Sustainable growth; Break-even run-rate, Launch UK commercial**

- Monthly cash flow positive
- 8-15 major health systems contracted
- >150,000 patient potential
- New Product (wearable); FDA cleared; Initial pilot sites
- Wearable manufacturing established
- Wearable revenues
- Launch UK Operations

FY25

OBJECTIVE:

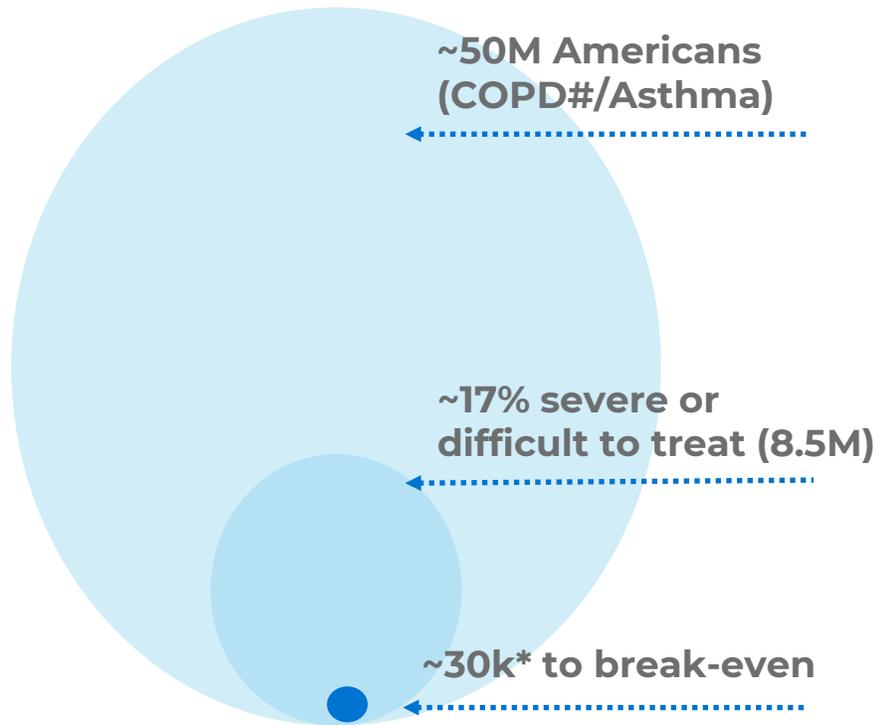
Profitable; Scale wearable; New revenue streams

- Cash-flow positive (core)
- >300,000 patient potential clientele
- Wearable launched with 10 clients
- Establishing initial contracts for wearable device (natural extension with wheezo®)
- Revenue from third-party funders; AI/data driven revenue-making activities



Respiratory Disease: A significant burden to the US healthcare system

Addressable market



* Current cost-base; grows to 40k as we scale investment

COPD: Chronic Obstructive Respiratory Disease

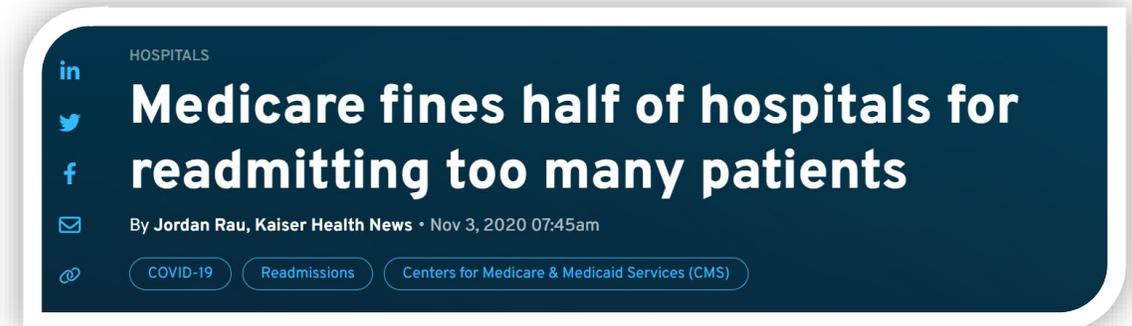
RESPIRI



The problem



- Respiratory disease represents a **\$134.3Bn financial burden** on the health system
- Re-admission rates continue to put strain on US Health System, with 30-day **COPD re-admission** rates as high as 38%.
- Every in-hospital COPD patient stay, costs on average, **USD28k per event**



- Reducing re-admissions whilst delivering improved health outcomes is what Centre of Medicare & Medicaid (CMS); Accountable Care Organisations (ACOs) and Commercial Health Plans are eagerly searching for scalable solutions

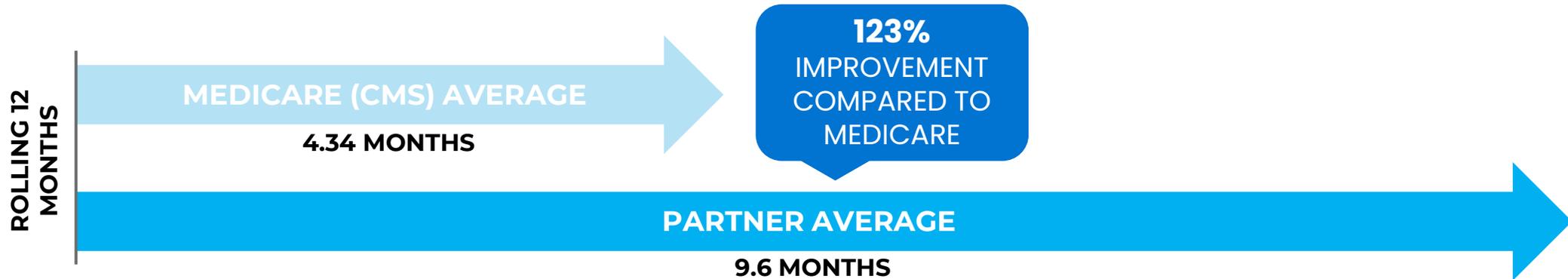
Remote Patient Monitoring our solution is world class and proven

- Medicare reimbursement for RPM grew by **588%** (CY20/19)
- For every healthcare provider, there are **~20 patients** billed at least once
- Avg, Medicare payment/per patient generates >\$738, upside can be **>\$ 1,750 per patient.**
- Wheezo addresses unmet need with pt monitoring **before admission**

How remote patient monitoring is moving into the mainstream

RPM can greatly aid providers treating chronic conditions and ease overburdened hospitals. The future of wearables is also looking bright.

By **Bill Siwicki** | March 08, 2022 | 01:35 PM



Turnkey RPM program solutions in high-risk patient cohorts can improve patient outcomes whilst delivering significant healthcare savings



Current Procedural Terminology (CPT)

Established and economically favorable

RPM CPT Code	Descriptor	Fees
99453	Patient set up (once per episode of care)	\$19.04
99454	Device delivery/supply (every 30 days, min.16 days of data collection)	\$55.72
99457	Patient Monitoring & interactive communication. First 20 mins (every 30 days)	\$50.18
99458	Patient Monitoring & Communication. Each additional 20 mins (every 30 days)	\$40.84
99091	Collection & Review of Physiological Data (every 30 days)	\$56.88

CCM CPT Code	HCP requirement	Fees
99490	20 mins	\$62
99490+ 99439	40 mins	\$109
99490+ 99439 (x2)	60 mins	\$156
G0511	20 mins Rural	\$76

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**



wheezo® major RPM programs

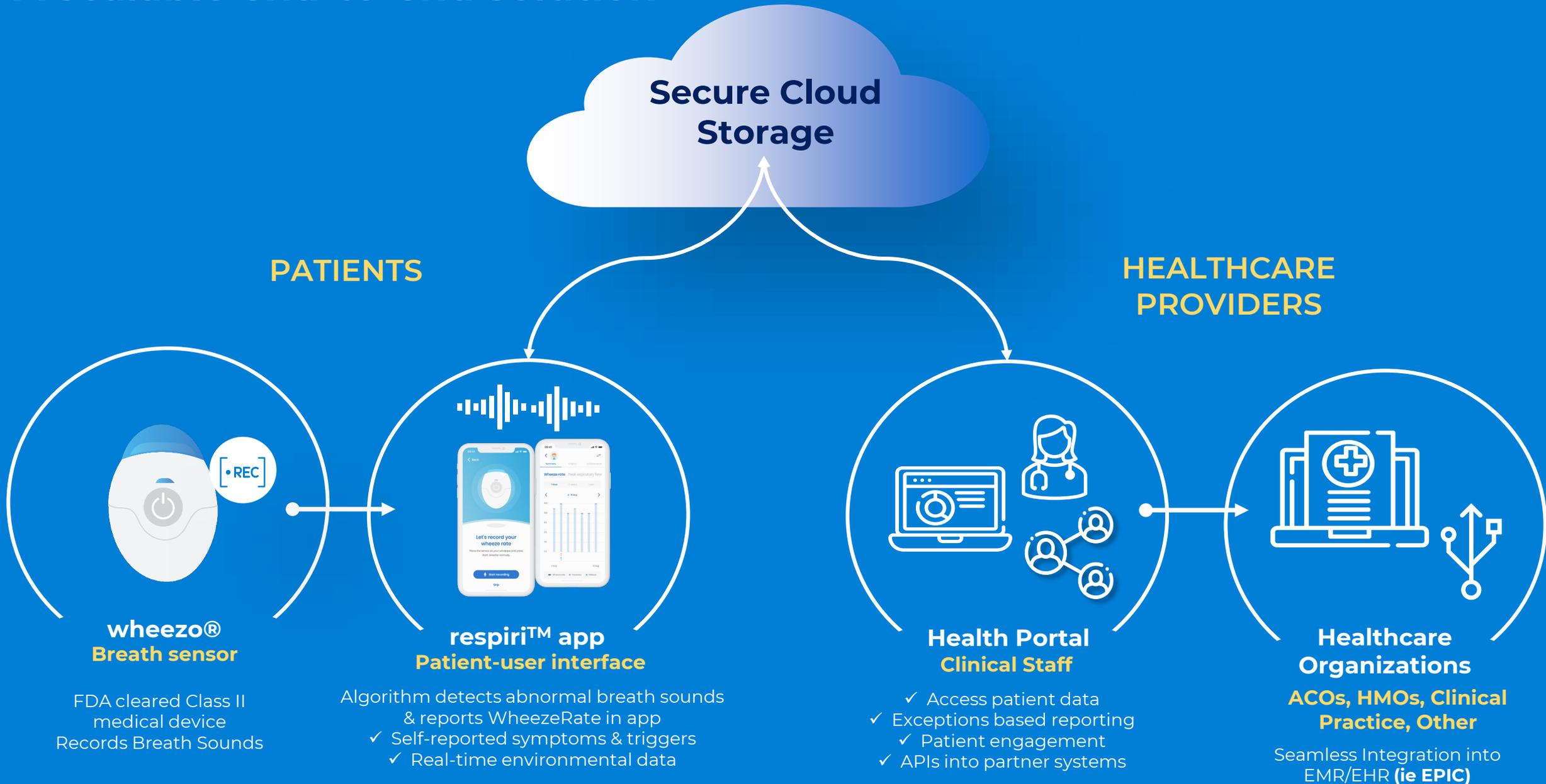
Imminent first patients onboarded

Customers	RPM Program description
Michigan Children's Hospital part of DMC; owned by NYSE:THC (60 like hospitals)	Integrating wheezo® RPM program into standard of care for paediatric patients living with Asthma
North Carolina Health system, servicing +2M outpatients per year	First Phase: 150 patients living with Chronic Obstructive Pulmonary Disease (COPD) with expectation to embed
Independent Physician Clinic	Implementation of wheezo® across multiple patient cohorts (COPD; ACOS; Asthma)

First reimbursements likely to kick in from December 2022 with 3-4 large scale opportunities in late stage negotiation



A scalable end-to-end solution



Innovative, Unique & Easy

WheezeRate Detector: (device) and app detect wheeze by analysing breath sounds from a 30 second breath recording and returns a WheezeRate

wheezo®
device Breath
Sensor

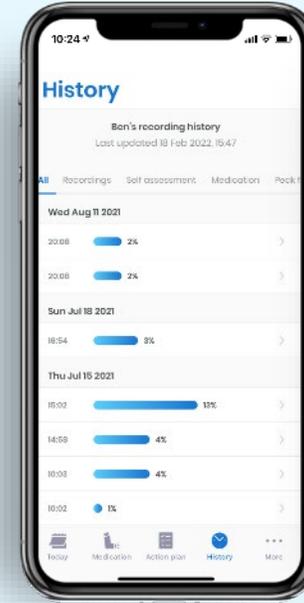


Records breath
sounds

respiri™ app
patient (user) interface



Detects abnormal breath sounds &
reports WheezeRate



History of WheezeRate along with breath sound recordings
for high-quality playback available in app and via health
portal accessed via the web

Research & Development

Innovation from Admission to follow-up

Market potential



- Need for **continuous monitoring** of physiological parameters is highly regarded across the US health system
- Reliable metrics to **prove value and overall cost savings** to larger health payors
- **Multiple use cases have already been established** and initial US feedback emphatically supports Respi's approach
- Utilization of a wearable device in the critical acute post-discharge phase presents unique opportunity with **natural extension to wheezo®** for longer-term ongoing RPM program
- AI data science capability to support **targeted and relevant exceptions** based clinical decision making

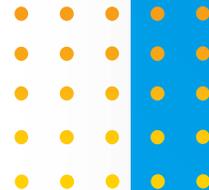
Current Status



- First prototype has been assembled and undergoing initial testing
- Reliable data-acquisition system has been developed and confirmed and scalable
- Algorithm's being refined to support formal validation for physiological parameters such as, but not limited to;
 - Respiration Rate (RR)
 - Body Position / Movement
 - Cough
 - Wheeze

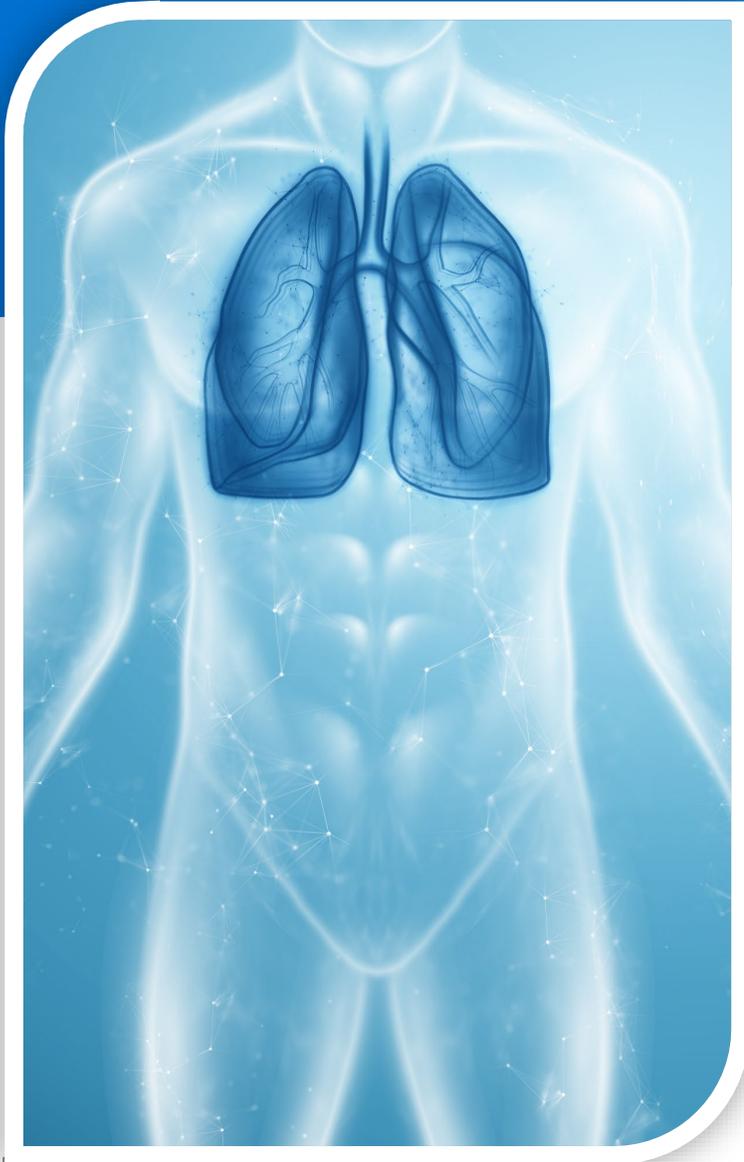


**CURRENT WORKING
PROTOTYPE**



US Business overview

Metrics, controlled launch, strong pipeline.



- Revenue generated by monthly ARR ~\$20 & devices (30-40% margins);
 - Breakeven 30k to 40k active patients
- First patients onboarded across our initial customer base; reimbursement pending in December 2022
- Major RPM customers secured
- Further opportunities being managed in late-stage negotiations
- Large, physician led and reimbursed market; ~50 Million patient lives
- End-to-end product established; Turnkey solution ready to become best in-class in delivering optimised RPM solutions
- Next gen R&D pipeline that positions us to gain greater share of at-risk patient cohorts
- 3-yr horizon provides clear path to break even and driving sustainable and scalable growth



Disclaimer statement

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 or existing products may not satisfy the stringent requirements for approval, the approval process may take longer than expected or previous approvals may be altered or revoked. 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: 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.

Customer contracts: The Company's ability to distribute and ultimately sell its products is subject to a small number of commercial agreements. There is a risk that these contracts could be breached, not complied with according to their terms, terminated or substantially modified in a way which adversely affects the ability for the Company to sell its products or creates a significant liability for the Company.

Respiri Limited Risk Factors



Thank You.

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Respiri Limited (ASX:RSH, OTCQB:RSHUF)

