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# Respiri x ACCESS Telehealth

An integrated, scalable and proven growth engine to deliver remote patient monitoring (RPM) solutions to the US healthcare market

**Marjan Mikel (CEO)**  
June 2023

# The ACCESS acquisition at a glance

Unlocking revenue growth  
and scale through a turnkey  
RPM solution



# Respiri x ACCESS

Diversified and integrated RPM delivery with **wheezo® at the forefront**

## Strategic acquisition snapshot

- Respiri to acquire ACCESS telehealth, a leading US-based RPM provider for US\$1.5m.
- Respiri set to be first Aust. company to deliver end-to-end RPM services to US health providers.
- ACCESS is already sales and marketing partner for wheezo® device.
- ACCESS delivers comprehensive RPM services, with wheezo® continuing to act as the differentiated entry point.

### Enhanced economics



#### Significant revenue upside

Margins up from US\$10-\$20 to US\$70-\$100 pppm



#### Backed by reimbursements

All patients' services reimbursed by payors



#### CY2024 path to breakeven

Reduces active patient volumes to achieve breakeven from 30k to 9k

### Growth opportunities



#### Multiplies total addressable market

From 50m respiratory RPM patients to 150m+ across disease states



#### wheezo® opens diversification doors

wheezo's® unique position support broader RPM services



#### Existing customer base and pipeline

Joint customers, established HCOs and opportunities across the US

### Proven delivery team



#### Experienced ACCESS team

Key ACCESS leaders and clinical services team commit



#### Best-practice delivery

ACCESS's RPM program compliance duration outperforms the avg. by 123%



#### Board and Exec team with track-record

Combined Leaders have built RPM businesses & have US Healthcare experience

# On track to achieve our vision

## Becoming a leading end-to-end RPM provider

### Respiri today

An eHealth SAAS company supporting respiratory health management

- Growing adoption of wheezo® device and respiratory RPM service
- Distribution partners that leverage wheezo®'s advantages yet deliver broader RPM services



### Future state

A diversified RPM provider with an integrated solution

- Combining in-house IP with other medical device RPM services
- Superior clinical services capability to meet customer and patient demand
- Proven program delivery with a best-in-class experience
- Platform to increase revenue, margins and customer acquisition

**Underpinned by the unique and leading market profile of wheezo®, which will continue to provide an entry point to grow scope of RPM contracts with healthcare providers**

# The ACCESS acquisition in detail

Unlocking revenue growth and scale through a turnkey RPM solution



# A transformational acquisition



## An end-to-end RPM solution

Meet **known demand for RPM across all high-risk disease types**, not just respiratory

**ACCESS RPM platform is device agnostic** with wheezo® as differentiating device

Turnkey solution given the existing sales and marketing partnership with ACCESS.

Critical systems **integration with ACCESS's telehealth RPM platform is already complete.**



## Growing revenue and margins

**Improved margins from US\$10-\$20 per patient for wheezo® device sales to \$70-\$100 per patient.**

Backed by reimbursement eligibility across all RPM services.

**Respiri can achieve cash flow positivity with 9,000 active RPM patients** down from 30,000 wheezo® patients.



## Scalable infrastructure

Provides clinical staff and services with best-practice RPM program compliance **proven to increase reimbursement claims.**

**Profitable expansion potential** with each team member servicing RPM for 250 patients, generating US\$240,000 p.a revenue vs \$70,000 staff cost.

## The benefits

**Expands total addressable market from 50m patients to 150m**

**Provides 7-10x growth in monthly recurring revenue per patient**

**Reimbursements-backed business model with profitable scalability**

**Accelerates monthly breakeven to H2 CY2024.**

# A transformational acquisition



## Accelerating growth and pipeline

RPM market set to grow at an **annual rate of 30%+ to US\$85Bn by 2026.**

10 customers across 14 US states utilizing wheezo; **first patients billed and reimbursed.**

**Addition of Access's HCO customers** plus pipeline of large-scale providers and insurers.

Accelerates product roadmap (Remotli).



## The team to deliver

**Board and management have proven sector experience** with large healthcare and SaaS transactions.

**CEO has track record developing and delivering remote healthcare business,** including Health Sleep Solutions which was sold to Air Liquide.

**Working alongside ACCESS's proven executive and clinical teams.**

## The benefits

**Existing revenue stream**

**Strong customer base with opportunities to accelerate growth**

**A combined team with a track-record in enhancing the commercial value of RPM businesses**



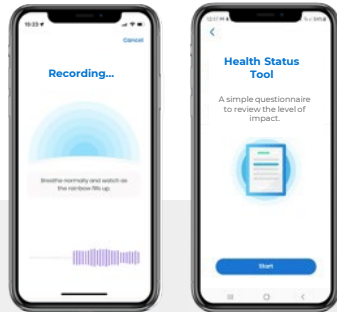
# wheezo® – An ongoing differentiator and strategic advantage

- Provides an objective and accurate method for assessing wheeze<sup>3</sup>
- A first easy to use device for respiratory – underpinning RPM



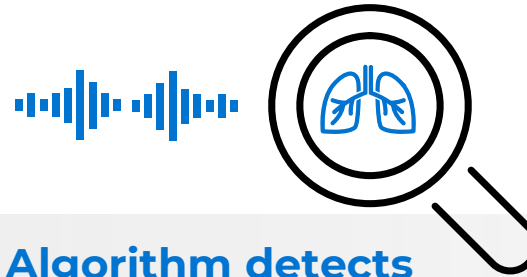
## wheezo® breath sensor

- FDA Cleared March 2021, Class II, (510k, k202062)
- Patient records breath sounds using simple tidal breathing
- Non-invasive, easy to use



## respiri™ app

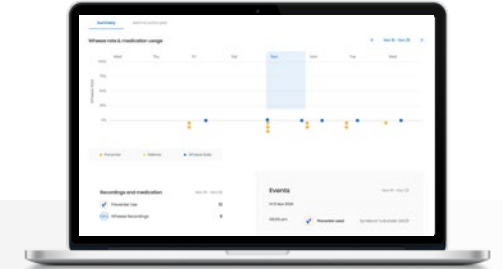
- Runs algorithm to detect abnormal breath sounds and reports a WheezeRate<sup>1</sup>
- Additional features deliver objective measures e.g., health tools, self-reported symptoms, triggers and medication adherence, action plan



## Algorithm detects wheeze remotely

as well as experienced respiratory specialists<sup>2</sup>

- Works by analyzing breath recording spectrogram<sup>3</sup>
  - Accuracy 91%
  - Specificity 93%
  - Sensitivity 87%
  - Cohen's Kappa Coefficient 0.81



## Integrates into existing health systems

- HCP access to patient level data, enabling data review (including listening to breath recordings) whilst patients are in the community
- Secure cloud storage

wheezo® is intended to detect and record abnormal breath sounds (continuous adventitious breath sounds/CABS) at the windpipe(trachea), reported as WheezeRate in adults & children ≥2 years.

Your healthcare professional's advice is required to understand wheezo® readings.



# A threefold expansion of the total addressable US market

## Respiri today

Respiratory health management

~50m Americans  
(COPD/Asthma)<sup>1-3</sup>

~17%<sup>4,5</sup> severe or difficult to treat

### Delivered through:

- ✓ Unique wheezo® FDA approved medical device
- ✓ Deployment through other available device types
- ✓ Creating customer synergies
- ✓ Proven clinical staff monitoring (+123% vs CMS average)
- ✓ Integrated technologies that are scalable

## Post-acquisition

Expand to service demand for RPM related to a broader set of high-risk disease types (e.g. cardiovascular, diabetes and obesity)

~150m Americans<sup>6</sup>  
(chronic disease)

Accounts for 4.1 trillion in annual healthcare costs<sup>7</sup>

# Expanding our share of the high-growth RPM market

## A growth opportunity that benefits healthcare organizations and patients

### The opportunity

- RPM market has a CAGR of 30%+
- Is projected to reach USD \$80B 2026

### 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.

**HRRP**

Hospital Readmission Reduction Program

**FC**

Federal Communications Commission

Centres for Medicare & Medicaid Services (CMS) reimburse RPM across all of USA

US payors understand and fund preventative medicine because ED or in-hospital stay costs are expensive for providers

Physicians can outsource RPM to 3rd parties. Platforms that integrate and scale with minimal provider engagement will win

# Significantly increasing monthly recurring revenue backed by reimbursements

The **ACCESS** acquisition increases revenue per patient per month from ~US\$10-\$20 to ~US\$70-\$100

That uplift is supported by:



## RPM is generously reimbursed

The Centres of Medicare and Medicaid Services (CMS) created CPT codes to reimburse all RPM services.



## RPM reimbursement due to proven benefits

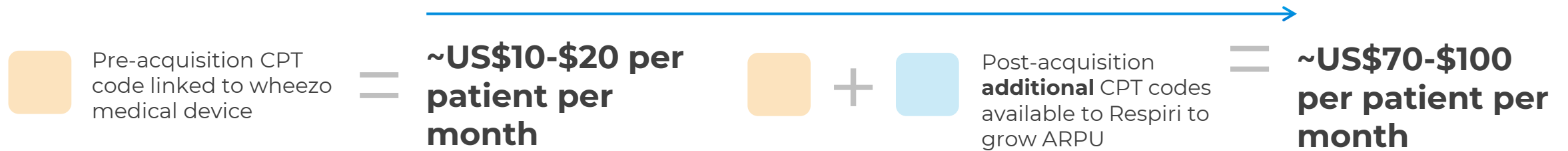
The use of digital technologies, such as wheezo®, have proven to reduce re-admission and support patient care.



## Reimbursements generate significant support

Generates up to \$2,500/patient pa.  
\$2.5M/1,000 patients.

# Significantly increasing monthly recurring revenue backed by reimbursements



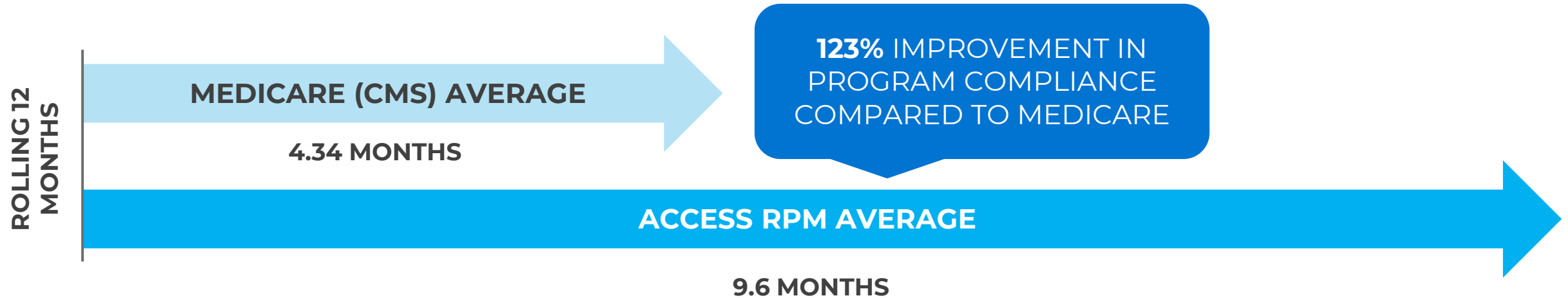
## Remote patient monitoring CPT codes

<b>CPT 99453</b>	Initial set-up and patient education on equipment (one-time fee).	US\$19.00
<b>CPT 99454</b>	Supply of devices, collection, transmission, and report/ summary of services to the clinician.	US\$50.00
<b>CPT 99457</b>	Remote physiologic monitoring services by clinical staff/MD/ QHCP first 20 cumulative minutes of RPM services over a 30-day period.	US\$48.00
<b>CPT 99458</b>	Remote physiologic monitoring services by clinical staff/MD/ QHCP for an additional cumulative 20 minutes of RPM services over a 30-day period.	US\$39.00

## Chronic care monitoring CPT codes

<b>CPT 99490</b>	CCM services by clinical staff/MD/ QHCP first 20 cumulative minutes of RPM services over a 30-day period.	US\$62.00
<b>CPT 99439</b>	CCM services by clinical staff/MD/ QHCP for an additional cumulative 20 minutes of RPM services over a 30-day period.	US\$47.00

# Why reimbursement-backed revenue growth is sustainable



- ACCESS has a demonstrated ability **to keep patients persistent** on programs and improve patient outcomes
- Proven ability to **build trusting relationships** with customers and their patients
- Established clinical services capability, **ready to be scaled** to support thousands more patients

# Model already validated with existing customers

## wheezo® led sale with expansion into broader patient cohorts



### The HCO

**Arkansas Heart Hospital (AHH)** is a 112-bed facility serving tens of thousands of patients. It's one of the largest private cardiovascular organisations in the US.



### The challenge

AHH not achieving 30-day re-admission metrics for their co-morbid patients living with CVD\* and COPD^, resulting in substantial fines. AHH sought **innovative solution**.



### The opportunity

ACCESS secured AHH as a customer based on the unique clinical features of wheezo® RPM. This accounted for 39% of all patients at the facility.



### The solution

wheezo® led RPM program to reduce re-admission for patients with COPD^  
Additional patients with CVD\* disease to be RPM onboarded utilising another medical device

**This moved the potential from 39% of AHH patients to almost all patients.**

# What ACCESS brings

The people, processes and technology to deliver best-in-class RPM delivery



# Achieving best-in-class RPM delivery

## How Respi and ACCESS exemplify a superior RPM delivery platform

 <b>Easy-to-use devices</b>	Delivered through wheezo and other freely available devices
 <b>Platform to share data with healthcare professionals and access clinical support staff</b>	ACCESS's telehealth RPM platform Remotli integrated with Respi's proprietary platform
 <b>Clinical support staff to support patients and customers</b>	ACCESS's patient advocacy and clinical support teams.

**All 3 components are reimbursed**



# Proven RPM commercialization experience

## We have highly experienced RPM leaders that can deliver

- CEO Marjan Mikel led Health Sleep Solutions (HSS) to 40% market share in Australia's sleep apnea RPM industry.
- Mikel secured ResMed as a cornerstone investor before facilitating a sale to French multinational Air Liquide.
- Respiri Board and Leadership and Access Team have extensive commercial and technical healthcare, RPM, and SaaS experience.
- New US Chief Customer Officer, Will Sigsbee, has 30+ years in healthcare and growing businesses.








# Our US journey and footprint

Track record of  
commercialisation with  
scalable pipeline



# US commercialisation achieved

 Clinical and regulatory	 RPM program design proven	 US market requirements	 Commercial pipeline	 RPM program roll-out
<ul style="list-style-type: none"><li>• FDA approved Class II device (wheezo®)</li><li>• Validated wheezo® device</li><li>• Validated platform and patient mobile application</li></ul>	<ul style="list-style-type: none"><li>• Patients highly compliant</li><li>• Physician led</li><li>• Lead patient-clinical indicator positive results</li><li>• Cost benefits</li></ul>	<ul style="list-style-type: none"><li>• Qualifies for CMS RPM CPT code reimbursement</li><li>• CMS paid services</li><li>• Physicians paid</li><li>• 3rd party RPM outsourcing</li><li>• RPM marketing/ sales partners</li></ul>	<ul style="list-style-type: none"><li>• 10 Health Care Organisation (HCO) Clients secured</li><li>• Wheezo RPM patient roll out commencing</li><li>• 6+ imminent deals</li><li>• Broad Specialist types and US States</li><li>• Additional healthcare partners</li><li>• Recurring mthly revenue + device sales <b>now</b></li><li>• Strong pipeline</li></ul>	<ul style="list-style-type: none"><li>• End to End RPM solution with Access</li><li>• Proven Executive Team</li><li>• Patients onboarded</li><li>• Program working</li><li>• Reimbursement claimed and paid</li><li>• Other RPM partners</li><li>• Scale-ready</li><li>• Inventory</li></ul>

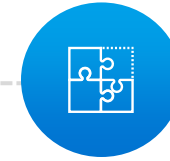
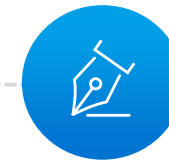
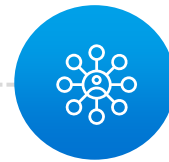
# Strong progress made in large US market

Full wheezo RPM program patient onboarding commencing in Michigan Children's Hospital (Part of the NYSE-listed Tenet Group)

Full wheezo RPM patient onboarding commenced in Arkansas Heart Hospital and North Carolina Healthcare Organisation in March 2023

Onboarding of approximately 3500 patients underway

**Contract secured** with a new major home and transition care provider in an additional US State



## Acquisition of Access RPM

- Integrated RPM solution
- Increase \$/patient
- Expanded RPM market

## Head of US Operations employed

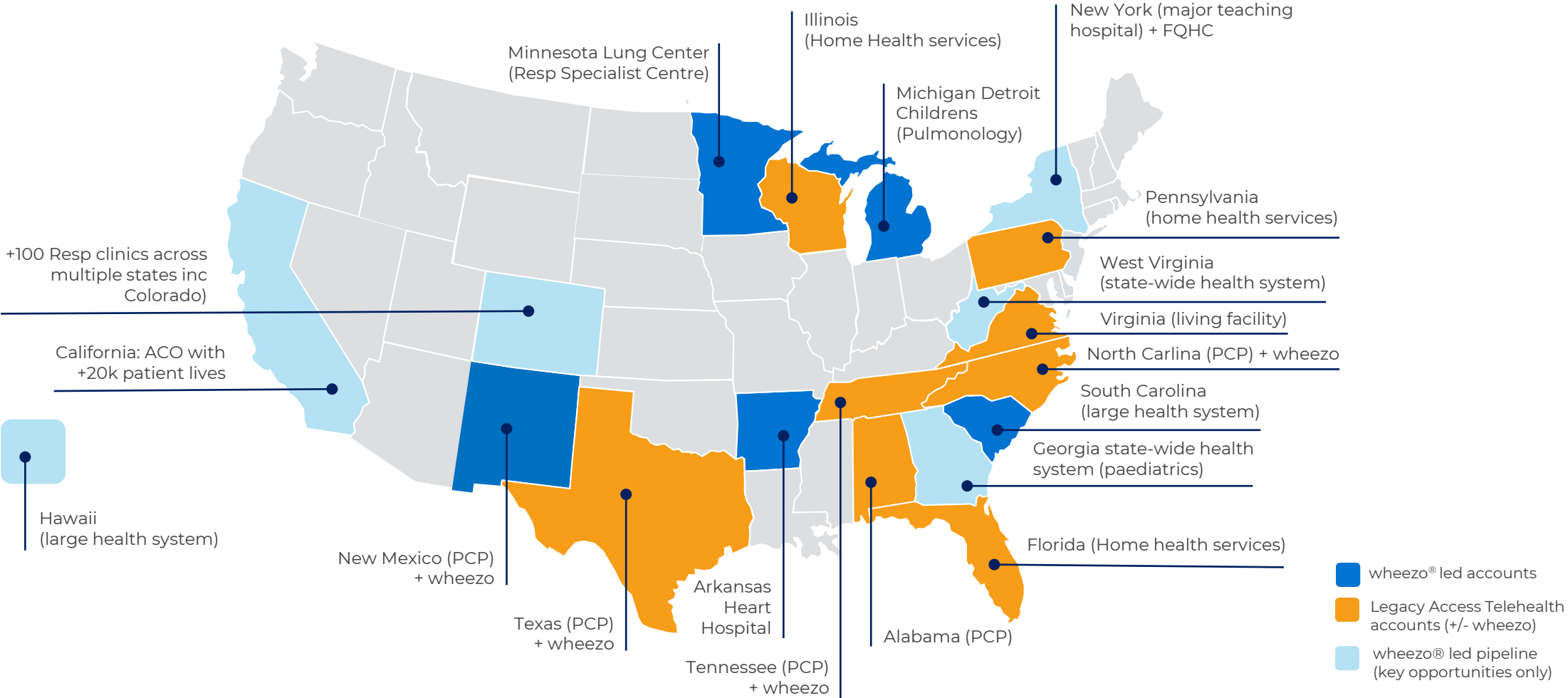
- Extensive RPM/MedTech/Healthcare institution track record

4 new Clinical Services Companies marketing/sales partners with existing clientele across numerous states  
**contract discussions/finalisation**

## Advanced RPM discussions with 2 private health insurers

- NASDAQ listed Third Party Administrator (TPA) Employer-funded health plans
- Clinical Care nursing support to improve outcomes and savings
- Major national insurer state office

# Established customer base and a growing pipeline of opportunities



# Near-term growth drivers

## Poised to accelerate a significant US opportunity



### Enhanced economics

- Significant revenue upside supported by reimbursements
- Significantly improved margins driving 7-10x growth
- CY2024 path to break even



### Growth opportunities

- Multiplies total addressable market and expands into RPM for new disease types
- Infrastructure in place to support scaling of offering across thousands of new customers
- Existing customer base and contract pipeline



### Proven delivery team

- Board and Exec team with track-record of commercializing RPM offerings
- Experienced ACCESS executive and clinical team
- Led by Respiri's US head of operations

# 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 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.

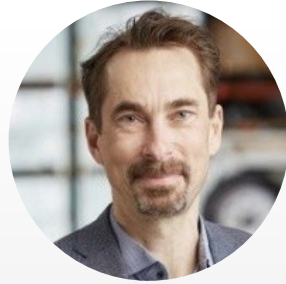
# Appendix 1: Leadership team: proven track record



**Marjan Mikel**

Chief Executive Officer & Managing Director

Global and USA experienced with 35 years in healthcare from large corporate to start-ups with a focus on Remote Patient Monitoring, medical devices & businesses SaaS, pharmaceuticals. Executed many large healthcare & SaaS commercial transactions.



**Peter Hildebrandt**

Chief Operations Officer

MBA-educated, internationally experienced business leader with a track record of building and growing innovative B2B technology businesses across a range of industrial applications.



**George Vlachodimitropoulos**

Chief Technology Officer

Technology executive with a track record of leading high performing international technology organisations. With a diverse experience in both established and progressive technologies.



**Theo Antonopoulos**

Chief Commercial Officer

Proven Senior Commercial Executive with a career spanning industries including MedTech, Health SaaS & Pharmaceuticals. Deep expertise in strategy, sales, start-up to scale and leading for success.



**Samaneh Sarraf**

Chief Research Officer

Biomedical engineer with both academic and practical experience in design and development of medical devices under FDA ISO compliant quality systems. Actively participating in design and development of hardware, firmware and software.



**Will Sigsbee**

US CCO & Head of Operations

30+ years experience in healthcare from multinational to new start ups. Proven leadership in overseeing development and implementation of robust sales and go-to-market strategies.



# Appendix 2: Ongoing R&D

## On track with strong support from our MAB

### Medical Advisory Board

- William S. Krimsky, FCCP, DAABIP (**Chair**)
- Professor Gerard J. Criner, MD, FACP, FACCP
- Ass. Professor Stephen Selinger, MD
- Dr. Jonathan Hovda, M.D., M.B.A



Inaugural MAB meeting held **19th April, 2023**

- Inputs into initial protocol design
- Alignment and feedback on existing product range
- Ongoing meetings being mapped out to support existing and new product development

### Current status

- Finalising initial protocol to begin validating Respi's Phase 1 physiological metrics
- Dr Hovda (MAB member) to become Principal Investigator
- Assessing predicates to support formal validation that will underpin future FDA submission

**CURRENT  
WORKING  
PROTOTYPE**

