ASX: RSH
OTCQB: RSHUF

Respiri – Investments deliver Access, Customers & Systems!

TARGET = Grow patient pool & reach cash flow positive in H2 2024.

Marjan Mikel (CEO)
15 November 2023 (AGM)

Approved by the Respiri Board

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.

Respiri - A Unique Company achieving USA firsts

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

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

Respiri Delivers Strategic Firsts

The 1st and only Australian company to:

FIRST

to **gain FDA clearance** for its unique WheezeRate Detector, - wheezo®

FIRST

to **deliver end-to-end RPM services** to US health providers with the **Access** acquisition

FIRST

to **be successfully reimbursed for RPM** by Centers of Medicare and Medicaid **(CMS) in the USA**.

Investment sets Respiri up for Patient Growth Success & home run to cash flow positive

Created an IP-Differentiated RPM Company ready to scale patient numbers

In the last 6 months...

- Acquisition of Access RPM
- RPM IT and platform technologies
- Client Acquisition
- Clinical Staff to deliver RPM
- Early Redemption **of c-note**

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Access Acquisition

Anchoring the broader US RPM strategy

Approved by the Respiri Board

Investment Needed For Commercial Scaling & Monthly Cash Flow Positive in H2 2024.

Becoming a leading end-to-end RPM provider and cash flow positive in late 2024.

Respiri Yesterday

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

Respiri Today

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

Respiri's Access acquisition is the commercial prescription

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

Accelerates monthly breakeven to H2 CY2024.

Reimbursements-backed business model with profitable scalability

Access Data Adding to AI strategy

AI methodologies are core to the Respiri formula

Respiri AI Today:

+ **Sophisticated Client BD engagement** demonstrating Our client understanding. **Another Advance!**

+ Inherent in Respiri **algorithm IP**

+ Used to augment product development; the business has seen an **uplift of >50% in technology output**

+ Used to analyse large customer patient data sets to **identify the most vulnerable and costly patients** (on behalf of key customers)

+ Via the acquisition, Respiri now **working with large, complex data sets** (patients with multiple chronic diseases)

Future: Evolving AI strategy will allow Respiri to optimise programs & deliver greater value to stakeholders

RESPIRI

Access Full Suite RPM solution continues to appeal

Total Annualised Revenue Opportunity now **US$1.1M/A$1.7M & growing**

New September Contracts in new States:

- **Taylorville Family Alabama** initial 500+ patients. Up to **~ US$500K p.a.** Revenues
  - 50 already onboarded
  - Additional already 450 identified

- **Kahuka Medical Center Hawaii.** Target Patients being finalised. Revenues US$??

Recent Contracts:

+ **VDO Cardiology** 300 patients**. ~US$310K** Revenues

+ **Angelic Health** 150 patients. **~US$150K** Revenues

+ **MLC** RTM in Sleep Apnea 150 patients . **~US$150K** Revenues

RESPIRI

Near Term Catalysts

New Business Opportunities/Deals

Near Term **Catalysts (with anticipated annualised revenues)**

+ **2 insurers.**
  - initial patient contract 4,500 ~**US$2.2M**
  - line of sight to 40,000+ in 12 months.

~**US$20M**

+ **3 Accountable Care Organisation** Contracts
  - initial patient contracts 2,000 ~**US$1M**
  - clear line of sight to 30,000 patients

~**US$14M**

+ **Other RPM Clients.**
  - initial patient contract 1000 +

~**US$1-2M**

RESPIRI

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Annual General Meeting
November 2023

Thank you.

Marjan Mikel (CEO)
15 November 2023

Approved by the Respiri Board

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 isno 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.

Approved for release by Board of Respiri Limited