

29th April 2024

RESPIRI CONTRACTS FIRST INDEPENDENT PHYSICIAN ASSOCIATION IN HAWAII TO ROLL OUT REMOTE PATIENT MONITORING PROGRAM.

Respiri Limited (ASX:RSH; OTCQB:RSHUF) (“Respiri”), an eHealth SaaS Company supporting respiratory healthcare management and remote patient monitoring (RPM), is pleased to announce that it has entered into a three-year contract with Hawaii Independent Physician Association (HIPA), Hawaii’s largest association of independent physicians, to deliver remote patient monitoring (RPM) services to high-risk patients across all chronic conditions managed by HIPA member physicians.

The initial phase of the contract will see 200+ patients commenced on the program which will generate approximately **US\$310,000** in annualised reimbursement revenues. These services are expected to grow across the **41,000 patients** managed by HIPA physicians that are participating in capitation (risk share) models with health insurers, as data from the initial phase of the program is analysed.

This program will be delivered using the broadened **Clinic in the Cloud (CiC)** business solution option that Respiri now provides to customers. This expansion of services see Respiri mitigate more of the operational choke points that can exist with clients and have hampered program roll out with some of the Company’s earlier clients and includes services where Respiri provides:

- The full medical evaluation and management (E&M) solution which enables the company to streamline patient recruitment and onboarding with even less disruption to the physician’s workflow;
- Submit reimbursement and process claims for the services rendered by Respiri directly with Centers of Medicare and Medicaid Services (CMS) and other commercial insurers ensuring faster and more streamlined payment of reimbursement claims.
- Increase revenues per patient per month (pppm) from the original US\$70-\$100 to approximately **\$130 ppm** for RPM services. Initial annualised program reimbursement revenues of **US\$310,000** with opportunity to grow this significantly in the first 12 months.
- Program design and planning with the client has commenced with first patient enrolment expected in late June.

This program sees Respiri partnering with HIPA to co-design a unique patient profiling algorithm using three years of HIPA doctor reimbursement billing data. This unique model will identify high risk patients that are most likely to respond favourably to the Respiri RPM program resulting in reduced medical events, improved patient health outcomes and reduced healthcare costs. There is significant interest from a number of major healthcare insurance companies in the outcomes of this program as they look to more cost-effective ways to deliver healthcare. Respiri and HIPA have developed protocols that will help effectively target high risk patients and will measure the impact of the program utilising ongoing HIPA physician reimbursement billing data.

Founded in 1997, the Hawaii IPA vision is to “preserve independent practice by creating an engaged, connected health community that empowers their physicians and their patients” and the Respiri care beyond the clinic solution clearly supports this endeavour. HIPA is Hawaii’s largest IPA, some 990+ physicians strong and growing across Oahu and Maui the two most populous islands in the archipelago. This network cares for a large population of patients that also includes some 41,000 patients whose caring physicians are enrolled in risk share arrangements with health insurance companies. It is from this latter population that program high risk patients will be targeted.

IPAs aggregate independent physicians into organisations, providing scale and ensuing economies which not only reduce costs and improve healthcare efficiencies but also allow IPA leadership to negotiate better deals with insurers, allowing more favourable conditions for member doctors but also to possibly enter **risk-share agreements** where the IPA is incentivized to deliver more cost-effective healthcare solutions that drive down costs by improving health outcomes and then share in the dollar savings that have been generated. This is a growing relationship that providers



and healthcare organisations are entering with insurers as the pressures of healthcare Return on Investment (ROI) continue to escalate.

This partnership will see Respi and HIPA develop new approaches to patient profiling, segmentation and targeting whilst also quantifying the program's financial savings using reimbursement billing data. These findings and the approach will continue to enhance the Respi offering with other clients.

The Agreement is for a term of 3 years and either party may terminate the Agreement by providing 90 days' written notice. In the event of a material breach the Agreement may be terminated by either party providing 30 days' notice.

Respi CEO, Marjan Mikel said "HIPA is a particularly progressive organisation that is driven by patient and physician empowerment and they see their partnership with us as a clear way of supporting this. The approach we are taking with them is leading edge and we are very confident we will demonstrate great financial results because of the improved outcomes we already know we deliver. There are a lot of very interested stakeholders closely observing our progress which is great".

HIPA Chief Medical Strategist, Dr Richard Chung, "HIPA is pleased to partner with Respi who targets the most vulnerable members of our healthcare system. With this relationship, we will create a comprehensive, personalized care coordination and case management service for each of our physicians' practices to support their patients. The design of this program will allow the Hawaii IPA practices to help their patients navigate the complexities of their condition and the difficult healthcare system."

Respi continues to make significant progress in Hawaii and across mainland USA and is in advanced discussions with a number of other potential clients which it hopes to contract in the coming months. The Clinic in the Cloud solution together with enhancements to other practices should see significant enhancements to patient recruitment and onboarding with existing and new clients and the Company looks forward to keeping investors abreast of its progress here as well.

Approved by the Board of Respi Limited

For further information, investors and media please contact:

Mr Marjan Mikel
CEO & Managing Director
Respi Limited
P: +61 408 462 873
E: marjan@respi.co

Mr Nicholas Smedley
Executive Chairman
Respi Limited
P: +61 447 074 160
E: nicholas@respi.co

Respi Limited (ASX:RSH, OTCQB:RSHUF) is a pioneering presence in the Remote Patient Monitoring (RPM) and MedTech sectors. The company uses its innovative medical device technology with a disruptive business model as an RPM provider to offer the only RPM program with remote wheeze detection for respiratory disorders. As a differentiated RPM provider, Respi's mission is to improve health outcomes for patients with chronic diseases from cardiovascular, diabetes, obesity and, exclusively, wheeze detection for respiratory disease. Respi's globally unique medical device and its Remote Patient Monitoring services empower healthcare organisations to take action from patient data when needed, not only when scheduled. Respi is strategically positioned to revolutionise chronic disease management globally and is focused on the US market, where RPM services qualify for Current Procedural Terminology (CPT) Code reimbursement