

28 August 2024

## RESPIRI FY24 RESULTS ANNOUNCEMENT

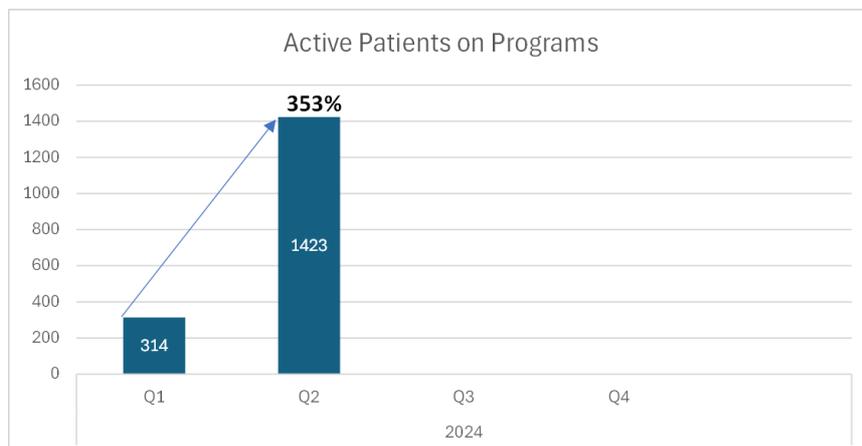
### PURSUING MONTHLY PROFITABILITY IN 2024, RESPIRI CONTINUES TO BUILD REVENUE MOMENTUM ON THE BACK OF A RECORD INFLECTION QUARTER

Respiri Limited (ASX:RSH; OTCQB:RSHUF) (“Respiri”), an eHealth Company supporting respiratory healthcare management and remote patient monitoring (RPM) in the USA, provides the Appendix 4E (Preliminary Final Report) for the 12-month period ending 30 June, 2024.

#### Highlights

- Operating Revenue for the year was \$0.5m compared to the prior year of \$0.1m.
- Record June quarter enrolment of 1,423 active patients on programs, representing a 4+ fold increase in patient numbers from the previous quarter.
  - This equates to an expected ~AUD\$1.5M+ (US\$1M+) in annualised revenues.
- Doubled healthcare organisation customers from 15 to 26 in the June quarter.
- Record June 2024 quarter where the Company invoiced recurring revenues of AUD\$195K, with AUD\$99K.
- Clinic in Cloud (CiC) wheezo program exceeds expectations, generating US\$190 per patient per month (pppm) revenues versus original ppm target range of US\$70 - US\$100 ppm.

Revenue for the June 2024 financial year was \$1m which included operating revenue of \$0.5m for the year, this is up by 511% on the prior year operating revenue of \$0.1m. The last quarter of this financial year contributing a record \$190k in operating revenue. The Financial Year ended 30 June 2024, particularly Q4, saw Respiri significantly grow both patient numbers on Remote Patient Monitoring (RPM) and other programs and the number of healthcare organisation clients (15 to 26) being serviced by the Company.



The June 2024 quarter was a significant inflection milestone for active patient numbers, increasing **353%** from **314** to **1,423** on RPM and other programs as restructuring, partnerships, redesigned processes and client portfolio rationalisation begin to significantly impact performance and driving a record recurring revenue achievement of almost **A\$100K** in June 2024.

In the months since June 2024 the Company has continued to build on this momentum with new and existing clients, securing additional patient recruitment lists:

- 1,500+ COPD patients for the wheezo RPM program from Fox Valley,
- 3,000+ RPM patients from Total Patient Care.
- 5,000 RPM/CCM patients from other existing clients



Active programs developed in conjunction with the clients have, and will be, executed to ensure patient onboarding is expedited in the current quarter and beyond. Assuming a modest 33% conversion, and full onboarding kick-off in September, RespiRI expects to increase patient numbers by another circa 3,000 from these clients with more specific patients target lists to be identified and onboarded in subsequent waves from these clients and others. RespiRI's current RPM per patient per month (pppm) target is US\$70-US\$100.

The Company expects to secure more RPM contracts from new clients, including major accounts with Payor/health insurers, IPAs/ACOs and other Healthcare Organisations with these patient populations in addition to those described above.

RespiRI continues to actively evaluate possible acquisition target companies in this highly fragmented sector. Target companies have similar or complementary businesses presenting both restructuring procurement/efficiency cost savings and also growth opportunities arising from cross-selling prospects across the respective existing client portfolios and the revenue synergies that exist with RespiRI's Clinic in Cloud model and progress in securing future risk-share/capitated contracts, all of which are unique to RespiRI.

Further, as planned, the new wearable device clinical study protocol with Fox Valley Pulmonology Medicine, Wisconsin, has been approved by an Independent Institution Review Board (IRB). 39 patients have already been identified for the study with first patient enrolment scheduled in August/early September. The study will be completed in about six months and then data analysed. This study will be used as the basis for US FDA regulatory approval which is targeted to be submitted in Q3, 2025 with approval anticipated in Q2, 2026. The device will have particular clinical utility in Transitional Care Management (TCM) for COPD patient discharged from hospital to their homes and this is reimbursed by CMS (Medicare) in the USA. This device will not replace wheezo which will continue to be used in the RPM setting where it is currently reimbursed as part of RPM programs.

The Company's leadership, US strategy and executional pedigree is also strongly endorsed by both existing and new investors, with RespiRI raising \$8.14M since December 2023 to July 2024. These funds secure the Company's cash position and will be used as working capital to achieve monthly cash flow positive ambitions which it still believes will be achieved by late 2024.

- ENDS -

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*This ASX announcement has been authorised for release by the Board of Directors of RespiRI Limited.*

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**About RespiRI Limited – A Revolutionary Remote Healthcare Solutions Provider**

RespiRI Limited (ASX:RSH, OTCQB:RSHUF) is leading the charge in transforming healthcare delivery in the US. As an innovator in medical devices and MedTech, we combine state-of-the-art technologies with unparalleled clinical expertise. Partnering with healthcare providers and organisations we empower our clients to extend exceptional care into the community, making a real difference to patients' lives.

We're revolutionising healthcare one patient at a time with our disruptive business model, which provides personalised and responsive care. Our cutting-edge R&D sets us apart, offering comprehensive Care Management programs for all major chronic conditions, including our exclusive remote wheeze detection for respiratory disorders.



Through strategic partnerships, we seamlessly integrate our advanced solutions into existing systems and workflows, boosting efficiency and significantly reducing overall healthcare costs. Our data-driven programs and superior clinical expertise position us at the forefront of chronic disease management, ensuring patients' healthcare needs are met consistently and effectively across the continuum of care.

Learn more at [www.respiri.co/au](http://www.respiri.co/au)

#### **About the wheezo® Medical Device**

wheezo®, a world-first FDA-approved Class II medical device, is the sole WheezeRate detector capable of integrating into RPM programs. Developed by RespiRI, wheezo® utilises innovative technology to analyse breath sounds for wheeze. The device works with the user-friendly respiri™ app, enabling users to log symptoms and triggers. The wheezo® system creates a comprehensive and individualised patient profile, fostering informed dialogues between patients and physicians. For details on our US offering, visit <https://respiri.co/us> or for [wheezo®](#)

Respiri Limited is headquartered in Melbourne with offices in New York City and Miami.

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#### **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 RespiRI 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.