

23<sup>rd</sup> September, 2024

## MORE NEW SEGMENT CLIENTS AND RECORD PATIENT NUMBERS.

### RESPIRI ENTERS 1<sup>ST</sup> SKILLED NURSING FACILITIES (SNF) CLINIC IN CLOUD, REMOTE PATIENT MONITORING AGREEMENT (RPM) GENERATING \$1.5M+ p.a. AND SURPASS 2,000 PATIENTS ENROLLED IN PROGRAMS

#### Highlights

- *Respiri enters 2 individual RPM agreements with Liliha and The Care Center of Honolulu Skilled Nursing Facilities (SNF) generating US\$1M+ pa (A\$1.5M+) from ~1,000 annual patient discharges.*
- *These agreements use the Clinic in Cloud (CiC) unique business solution, for which per patient per month (pppm) revenues will be US\$130-US\$220, well above Respiri's target range of US\$70-US\$100*
- *Patient onboarding for both new clients commences in October with resulting revenues generated in 2024.*
- *Record total program enrolment surpasses 2,000 patients for the Respiri Group.*
- *Respiri continues to target monthly profitability by the end of CY2024.*

**Respiri Limited** (ASX:RSH; OTCQB:RSHUF) ("Respiri"), an eHealth Company supporting respiratory healthcare management and remote patient monitoring (RPM) in the USA, is pleased to announce that it has entered into its first RPM agreements with two of Hawaii's premier Skilled Nursing Facilities (SNF), Liliha Healthcare Centre and Care Center of Honolulu to help with the transition of patients to home care. The Company has also recorded a record **2,000+ patients** onboarded into programs.

Approximately **1,000 patients**, with numerous co-morbidities, are discharged to home care from these 2 facilities every year and the Respiri RPM solution is pivotal in ensuring that this transition is successful and that continuity of care is maintained in the home setting. These new patients will be in addition to the 8,000 qualified patients Respiri has received from existing clients and from which the Company's Onboarding Team is currently recruiting into programs. The team's current patient engagement capacity is **1,000 per week** with a forecast program enrolment rate of 33% and, the model readily scalable.

The Company's unique Clinic in Cloud (CiC) business solution will enable Respiri to further streamline service delivery generating between **US\$130-US\$220 ppm**, well above the target range of US\$70-US\$100. This ppm range is determined by the number of Remote Patient Monitoring and Chronic Care Management reimbursed services delivered to each of the patients by Respiri clinical staff in a 30-day period. There are up to 6 reimbursement codes for which these patients could qualify.

At 33% patient recruitment rate of into the program, this will generate approximately **US\$1M (A\$1.5M)** in annualised revenues however, this could be as high as **US\$2.4M** with 100% recruitment. Patient recruitment commences in October **and will contribute revenue to the Company's pursuit of monthly profitability by the end of 2024.** The initial contract term is three years with automatic annual renewal and contract termination is without cause, with 90 days' notice by either party.

SNF are very common and important facilities in the US "healthscape" having a vital role in ensuring the safe and successful transition of patients from acute hospitalisation discharge back to the home. SNFs act as a transition facility for those patients discharged from hospital but still too ill to return home, requiring further supervised nursing care. Like larger hospitals, SNF resources are under pressure so the expedited and safe discharge of patients to their homes is a necessity to ensure the optimised utility of these invaluable "in-patient" nursing service for other new patients. Often when patients are discharged support and physician follow-up can be compromised given the numerous stakeholders that have all been involved in the patient's care and management, so a coordination and monitoring service is desirable and effective in delivering quality home-based healthcare. The Respiri program will support patients through safe



discharge to their home by assisting with patient SNF discharge, appointment scheduling and coordination of physician follow-up, medication management, Social Determinants of Health (SDoH) needs, disease management/monitoring and much more.

There are 42 Skilled Nursing Facilities in Hawaii, discharging **approximately 5,000 patients** every year, all with similar patient management requirements and Respi is in discussions to expand this model to a significantly larger proportion of these clinical facilities.

Respiri CEO, Marjan Mikel said *“There are 3 major healthcare assets that work in concert to optimise healthcare delivery in the USA; Providers, Hospitals and Skilled Nursing Facilities and we now partner with all 3 in Hawaii. This is testament to the quality of our services and our growing reputation and a reliable Beyond the Clinic patient partner. Our growing footprint will allow us to positively impact of the health of patients which is the primary reason we exist as a business. There is great interest in this SNF program and the outcomes it can deliver across the islands.”*

The Company patient enrolment has surpassed **2,000**, another record for Respi. The new patient recruitment team and process was launched in late August and is having an immediate and significant impact on increasing patient recruitment into programs. Current patient engagement capacity is 1,000/week with a forecast conversion rate is 33% and the new model is readily scalable as required. Further, scaling is planned for Q1, CY 2025, when other major new contracts are forecast to be commenced. September has again seen another patient volume inflection point and Respi looks forward to reporting the details in greater detail in the September quarterly report.

Respiri continues to make significant progress across the USA and is in advanced discussions with a number of other potential clients which it hopes to finalize in the coming months and looks forward to keeping investors abreast of its progress.

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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.