

28 November 2024

Respiri to Present at “An afternoon with ORDS – Biotech and MedTech”

Respiri Limited (ASX:RSH; OTCQB:RSHUF) (“Respiri” or the “Company”), an eHealth SaaS Company supporting respiratory healthcare management and remote patient monitoring in the USA, is pleased to advise that Managing Director Marjan Mikel will be presenting at “An afternoon with ORDS – Biotech and MedTech” on Thursday, 28th November 2024.

A copy of the presentation follows this announcement.

-ENDS-

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

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

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®](https://respiri.co/us)

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

wheezo® is a registered trademark of Respiri Limited

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.

Respiri Investor Presentation & Orb Health Acquisition



November, 2024

Looking Forward

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Investment Highlights

**250,000 patients
within current
pipeline**

**Large Payor and
Provider incentives**

**Orb acquisition +
Further acquisition
opportunities**

**50,000 Patients TAM
within current client
base**

**Favourable regulatory
environment - AMA RPM
proposed changes add
+US\$70-\$90/m**

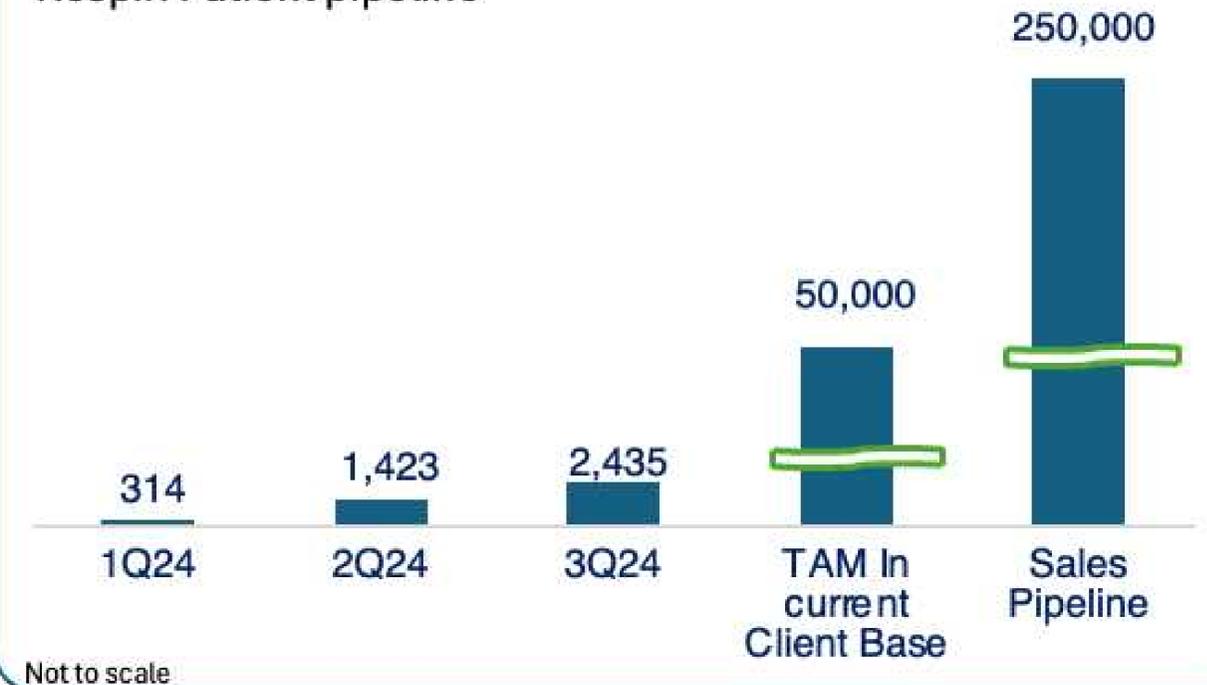
**Better patient
outcomes - 56%
reduction in
rehospitalizations**

**29 clients
contracted**

**3,100 patient
programs**

**Announced ARR of
~US\$1.6m**

Respiri Patient pipeline



Executive Summary

Patient Onboarding and Engagement: Respiro's seamless onboarding and tailored Connected Care Management programs keep patients engaged for over 10 months, nearly double the CMS average, boosting revenue and margins

High Margin Risk Sharing model: Using Respiro's data sets and AI analysis clients are able to reduce hospitalisations. The risk share model allows Respiro to benefit in additional upside from these clients.

Wheezo®: The FDA-cleared Wheezo® device offers a simple and effective RPM solution for managing respiratory conditions like COPD and Asthma.

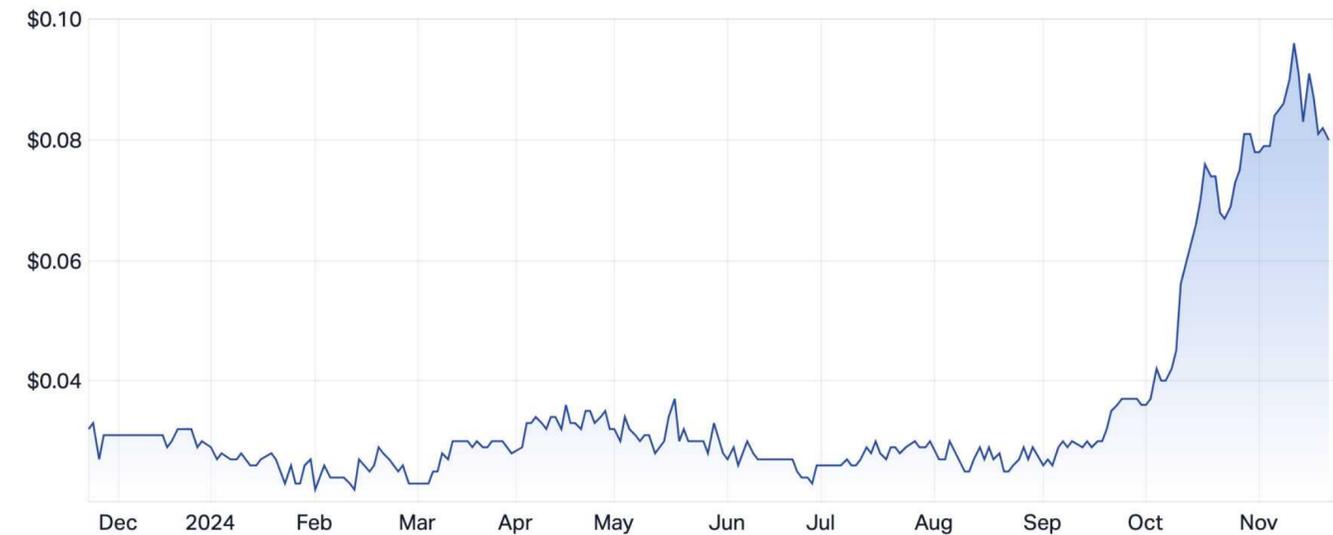
AI-Driven Patient Identification: Respiro uses AI to identify at-risk patients, optimizing care efforts to improve outcomes and reduce unnecessary costs.

Clinic in Cloud (CiC): CiC provides Connected Care Management services that ease provider workload, allowing them to focus on critical in-person patient care.

Local Presence: By hiring local staff and creating community-based solutions, Respiro builds trust and lasting relationships with patients.

Simplified Claims and Billing: Respiro's streamlined billing processes remove administrative complexity, letting healthcare organizations focus on patient care

RSH ASX Chart



As of 22 November 2024	
Last Trade Share Price (A\$)	8.0 cents
Shares Outstanding (#)	1,285 million
Market Capitalisation (A\$)	103.3 million
Cash (A\$)	1.2 million
Quoted Options Outstanding (#)	76.5 million
Un-quoted Options Outstanding (#)	217.7 million

Orb Health Acquisition

RESPIRI 

Creating a New Standard of Care in the connected healthcare sector



ORB HEALTH ACQUISITION

On 26 November Respi announced the acquisition via all script of Orb Health. The acquisition marks another significant step for Respi as it accelerates its market access and business development into the broader connected and chronic care health market in the United States.

Cost synergies totalling more than A\$3.5 million

All script transaction

Cross-selling opportunities of over A\$2M million

Enabling economies of scale, adding complementary competencies

CY 2024 revenues of ~US\$4.2M

Creating New Beyond the Clinic Care in the connected healthcare sector

An additional ~A\$1.1M (US\$700K) of investment from Orb Shareholders.

Creating a New Standard of Care in the connected healthcare sector

ORB Health Acquisition

Orb Health is a Delaware-based corporation that partners with various healthcare organizations to provide Enterprise Virtual Care solutions for chronic care management. Their patient-centric approach offers scalable care coordination services as a seamless virtual extension of medical practices, creating economies of scale without additional staff or infrastructure. Orb Health's Virtual Care Cloud integrates with major EMR systems, allowing their experienced care coordinators to manage patient eligibility, scheduling, and registration efficiently.

Orb Health Highlights

\$US4.2m CY25e Revenue. Total Combined ARR ~US\$6m

>70% of open care gap closures, resulting in increased preventative appointments while lowering costs.

**Nurse quality and patient satisfaction score >90%.
> 60,000 contact centre calls per quarter.**

11% increase in HEDICS / HCC / RDIS scores.

54% reduction of ED visits after nine months of programme enrolment, resulting in more than US\$6M in estimated savings.

Transaction Highlights

Initial Purchase Price: US\$9m paid in Respiro ordinary shares.

Orb has agreed to invest US\$700K in the integration, and US\$2m is available for further acquisitions

Subsequent Purchase Price: Based on Orb Business financial performance, paid in Respiro shares.

Subsequent Share Calculation: (Gross revenue × 2.25 or 2.75) - US\$9m, divided by the higher of 85% of 5-day VWAP or initial share price.

Initial consideration to be completed January 2025

Orb Health Acquisition - Combined Entity

Orb Health

Revenue run rate \$US4.2m .

Staff of 36

11 Clients

2,400 Patient Programs +
Remote Patient Contact Service

Respiri

Revenue run rate \$US1.6m .

Staff of 35

29 Clients

3,100 Patient Programs

Respiri + Orb

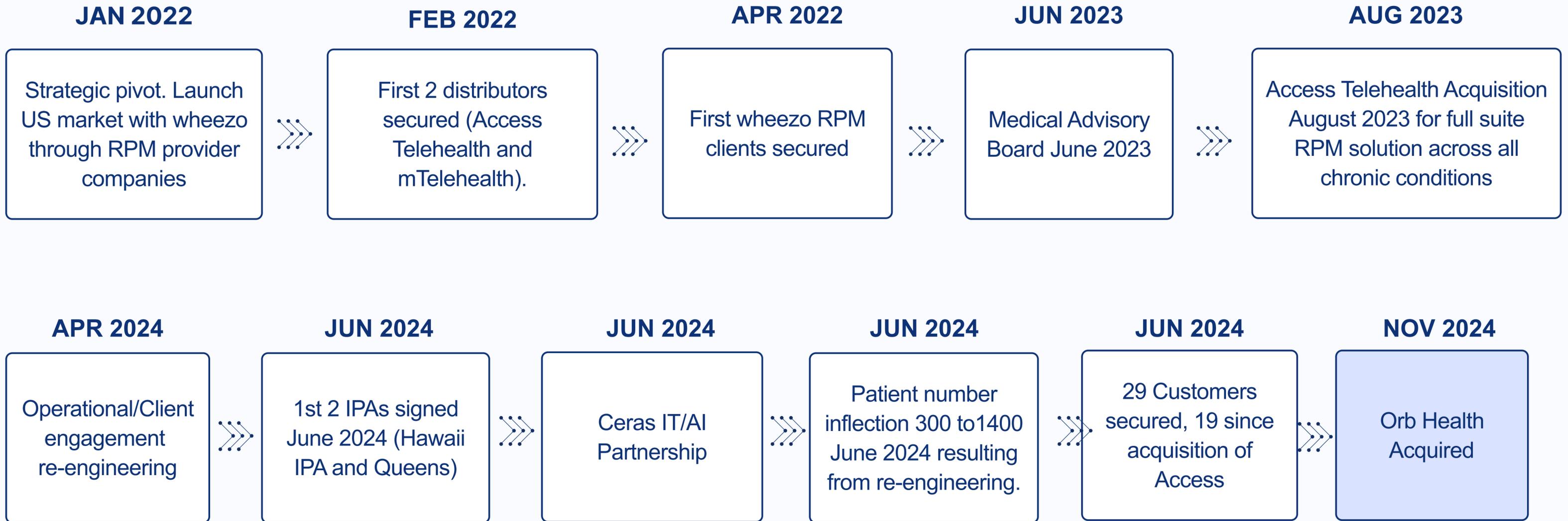
Revenue run rate \$US5.8m .

Staff of 54

40 Clients

5,500 Patient Programs

Respiri Journey Timeline



The Expensive Healthcare Problem

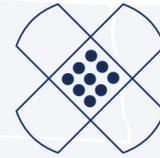


+ ~150m Americans ¹
(chronic disease)

Accounts for US\$4.1 trillion in
annual healthcare costs ²

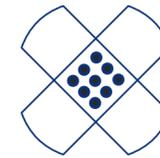
+ Traditional model of care is
reactive and failing complex
patients

+ Cycle of re-admission rates
continue to put strain on US
Health System



More than 60% of US citizens
aged >55 live with two or
more chronic conditions

69% of Medicare of patients with
two or more chronic conditions
account for 99% of hospital
readmissions ³



Healthcare Cost and
Utilization Project (HCUP) ⁴

In 2020, the inflation-adjusted US
National Cost per Inpatient stay was
\$12.6K

References:

1. <https://www.rand.org/blog/rand-review/2017/07/chronic-conditions-in-america-price-and-prevalence.html>

2. <https://ncoa.org/article/get-the-facts-on-chronic-disease-self-management>

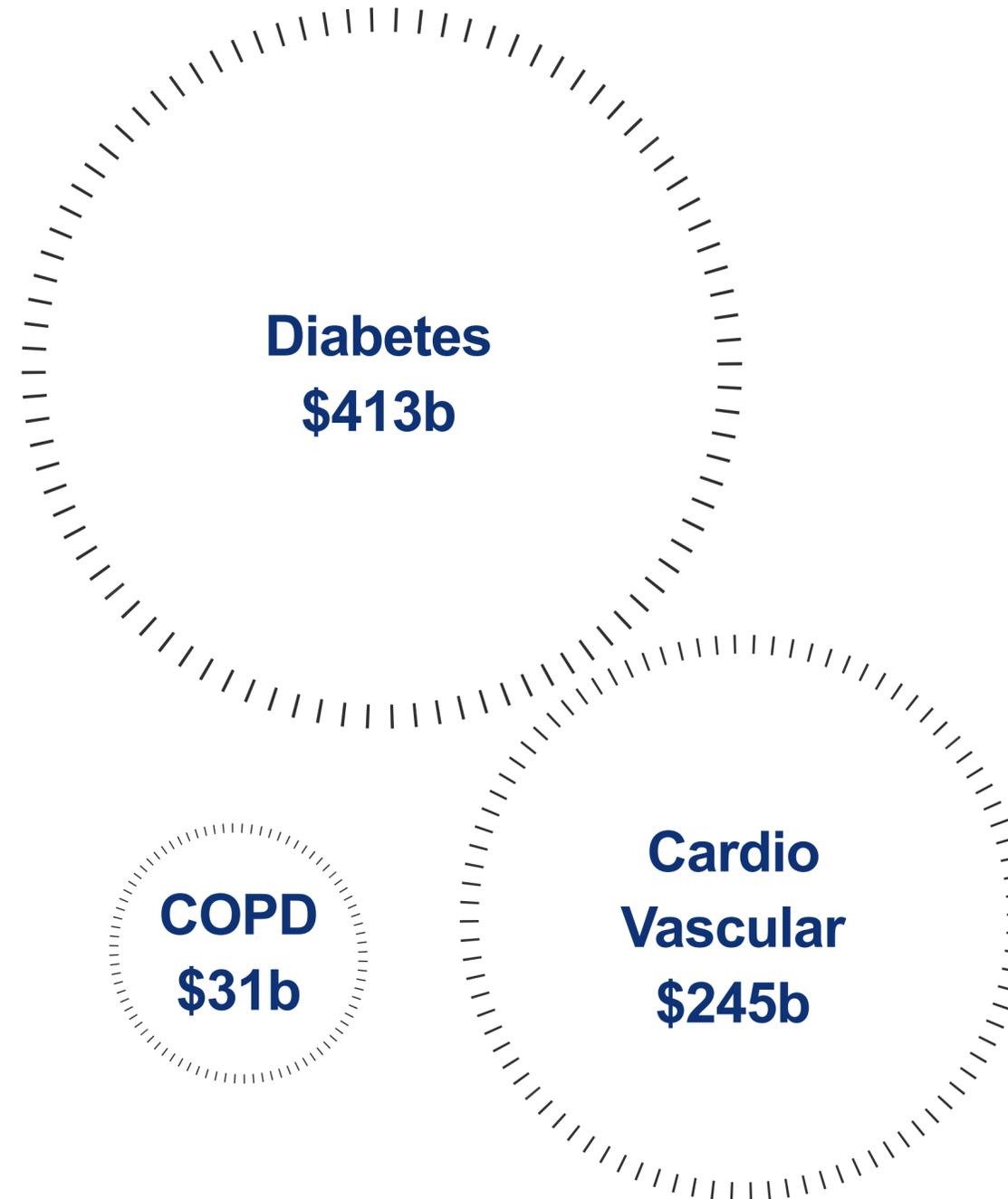
3. <https://www.cms.gov/data-research/statistics-trends-and-reports/chronic-conditions/chronic-conditions>

4. <https://data.cms.gov/provider-summary-by-type-of-service/medicare-physician-other-practitioners/medicare-physician-other-practitioners-by-geography-and-service/data>

Market Dynamics - Targeted monitoring markets

Respiratory disease imposes a **US\$134.3 billion financial burden** on the U.S. Health System, with each in-hospital Chronic Obstructive Pulmonary Disease (COPD) event averaging US\$28k in costs

Patients on a Respi-led RPM program persist an **average of 5 months longer** than those on other CMS programs



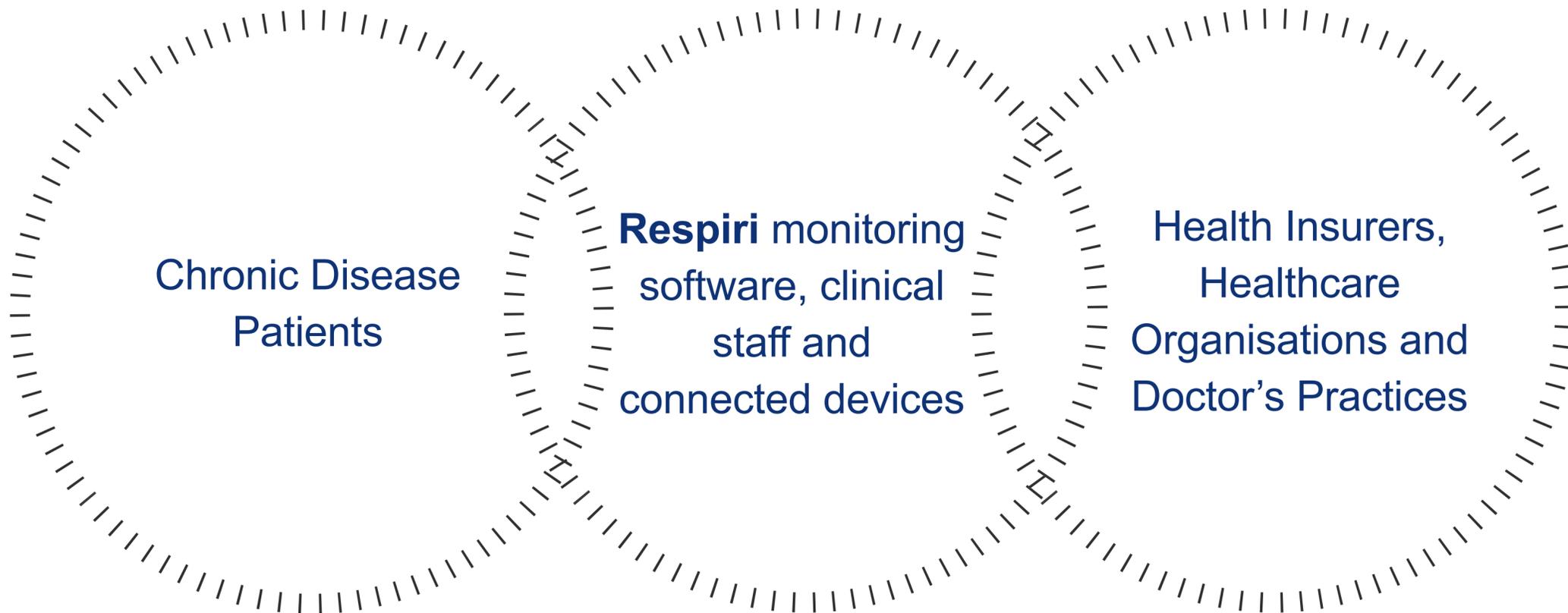
Respi's user-friendly wheezo® stands as the only device that is clinically and practically adequate for RPM in respiratory disorders, helping individuals stay out of hospital

Nearly **40% of COPD patients** are re-admitted within 30-days placing undue strain on the healthcare system

References

<https://www.cdc.gov/chronic-disease/data-research/facts-stats/index.html>
[https://journal.chestnet.org/article/S0012-3692\(23\)05832-4/fulltext](https://journal.chestnet.org/article/S0012-3692(23)05832-4/fulltext)

Where Respi Sits and Outcomes



Outcomes

56% reduction in re-hospitalizations

42% reduction in length of hospital stay.

47% reduction in emergency room visits

91% improvement in medication compliance

Patient Profiles ~150m Americans living with chronic disease

Hypertension

Key fact about patients / what is their key problem?

No. patients in the US

No patients Respi touches



No. of patients:

120M people

Uncontrolled:

78% (93M people)

Diabetes

Key fact about patients / what is their key problem?

No. patients in the US

No patients Respi touches



No. of patients:

28M people

Uncontrolled:

60% (16.8M people)

Congestive Heart Disease

Key fact about patients / what is their key problem?

No. patients in the US

No patients Respi touches



No. of patients:

7M people

Uncontrolled:

65% (4.2M people)

Respiratory (COPD/Asthma)

Key fact about patients / what is their key problem?

No. patients in the US

No patients Respi touches



No. of patients:

43M people

Uncontrolled:

60% (25.8M people)

Client journey

Sit down with 3 years claim data

Situational/cost analysis

Project risk score and savings for client

Design personalized for patient group

**Connected Care Management Program
specified at a patient level**

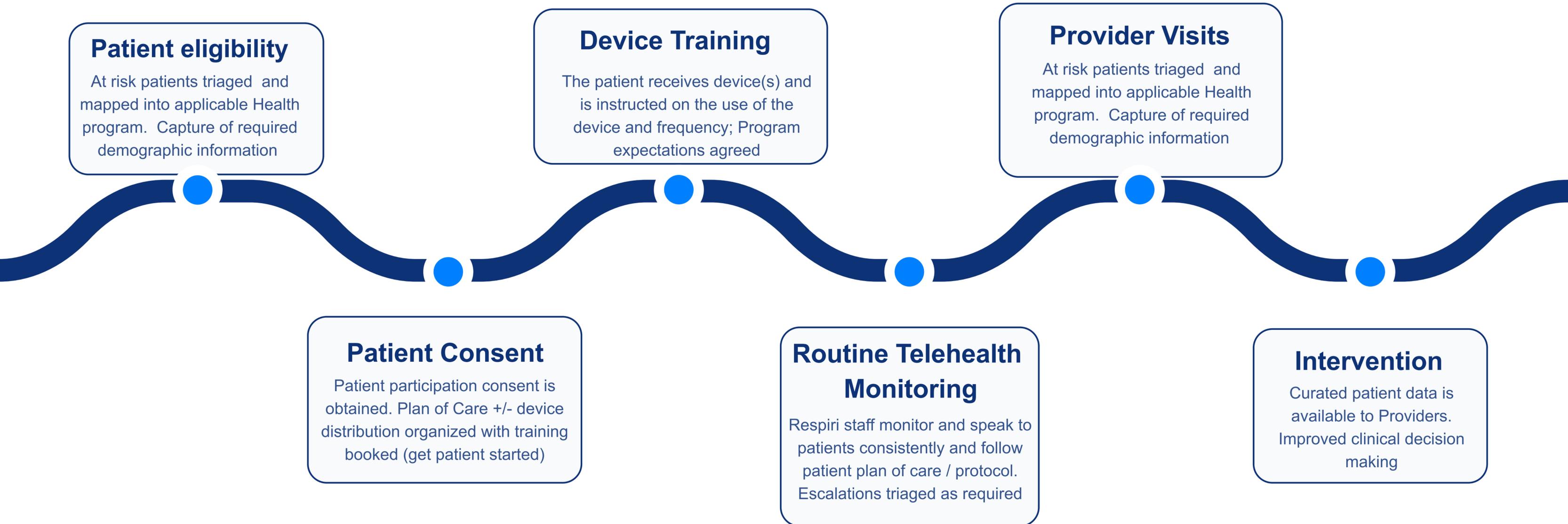
Implement and Monitoring

**Providers lack time, staffing and
infrastructure requirements to
support programs**

**Eligibility rules & billing
requirements create uncertainty –
implementation seems too
restrictive**

**Healthcare organizations have not adapted from
traditional reimbursement models and have no
expertise or confidence in offering scalable
remote health solutions to maintain a continuity
of care with patients**

A typical patient pathway





FEE-FOR-SERVICE

Traditional model

US\$70-100 PER MONTH

**Customer reimbursement
payment driven**

- Per patient per month fee
- Subject to numerous customer-driven bottlenecks
- Suitable for HCOs requiring respiratory RPM services
- **AMA RPM proposed changes adds +US\$70-\$90 to PPPM**



FEE-FOR-SERVICE

Traditional with Clinic in Cloud

US\$130-190 PER MONTH

**Clinic in Cloud –
our new engagement model**

- Per patient per month fee
- Faster cash conversion from greater control of patient payment (would bring in our ability to do Revenue Cycle Mgt)
- Suitable for HCOs, ACOs, IPAs, and PCPs
- **AMA RPM proposed changes adds +US\$70-\$90 to PPPM**



NEW

RISK-SHARE

Managing entire patient base

US\$10-40 PER MONTH

**Outcome driven model –
the future of U.S. healthcare**

- Per member per month (pmpm) fee, plus fixed proportion of customer cost savings
- Suitable for insurers & any HCOs with similar insurance arrangements
- **Large savings shared after reduced care costs and better patient outcomes**

Key outcomes from Respiri

56% reduction in re-hospitalizations

42% reduction in length of hospital stay.

47% reduction in emergency room visits

91% improvement in medication compliance

CLIENTS

- **Improve patient outcomes** through continuity of care and our collaborative, patient-centric approach
- **Boost revenue & capabilities** without increasing administrative workload, while removing choke points
- **Relieve clinic & hospital strain** by identifying at-risk patients early and triaging patients into lower cost care settings (ie GP clinics)
- **Achieve costs savings** through risk-share arrangements, supported by our AI-powered predictive model & data analytics

PATIENTS

- **Receive personalised & proven care** including RPM, CCM, PCM, RTM, and TCM (refer overleaf)
- **Access user-friendly FDA cleared medical devices** such as Respiri's IP protected wheezo®, for timely, objective results to effectively self-manage physiological parameters
- **Save on healthcare costs** by avoiding hospital visits through responsive & preventive measures by your PCP or Respiri clinical staff under the direction of the PCP

Recent Announcements

23rd Oct 2023

Respiri finalises acquisition of Access Managed Services and expands operations in the US 4C 1QFY24

14th Dec 2023

Respiri appoints sitting US state senator Dr Tom Takubo to the board as a Non-Exec Director Tom Takubo NED

29th April 2024

Contract with Hawaii Independent Phys Assoc, with contracted programs to utilise Respiri's Clinic in Cloud solution Clinic in Cloud

22nd July 2024

A 4+ fold increase in enrolled patients on Repsiri programs, representing annualised revenue of AU\$1.5million 4C 4QFY24

16th Sept 2024

Strategic Partnership with Ceras Healthcare with initial contract to deliver annualised revenues of AU\$1.1million Ceras Partnership

23rd Sept 2024

Respiri brings on Skilled Nursing Facilities, a new customer type with first of many to kick off in CYQ42024. New Customer Type

4th Oct 2024

Respiri programs significantly Reduce re-admissions, Emergency Department visits, delivering cost savings to clients. Outcomes

24th Oct 2024

71% growth (Qtr on Qtr) in patient program enrolments with 3 new contracted clients (29 total contracted clients). 4C 1QFY25

Testimonial



We have been searching for new technologies that allow us to better monitor the management of our difficult-to-control, inner-city asthma patients once they leave our hospital and care. Many times, our patients and their families come to us without recognizing that they are actively wheezing or do not remember how often they have been wheezing in the last few months. Wheezo provides us with an easy and real time solution that should give us greater transparency around patient management from the real world where asthma problems occur. We are excited about this collaboration”.

**Assoc. Prof Pavadee Poowuttikul,
Div Chief Allergy/Immunology &
Rheumatology, Children's Hospital**



We at Covenant strive to remain at the forefront of innovation when it comes to patient care and we see the remote patient care solutions that Respi/Ceras provide as a significant contribution to our new standard of care and a source of further differentiation. With close to 20,000 Medicare patients under our care and more than 2,000 patients discharge from our hospitals every year, we see these services being provided as a standard of care to a large proportion of these patients, which we are confident will have the desired health outcomes. Together, we will set a new benchmark in healthcare provision.

**Stephen Grubb,
CEO/President Covenant Health**



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.

**Dr Richard Chung,
Chief Medical Strategist Hawaii
Independent Physician's Assoc.**

**50,000 potential patient
TAM in current client base**



Leadership Team: Proven Track record



Marjan Mikel

Chief Executive Officer & Managing Director

Global & 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



Mat Robie

US Chief Strategy Officer

25+ years experience across US Healthcare. Experience in leading Commercial Operations, Bus Dev for Health Plans and Provider Organizations.



Peter Hildebrandt

Chief Operations Officer

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



Theo Antonopoulos

Chief Commercial & Strategy Officer

Proven Senior Commercial Executive with a career spanning industries including MedTech, Health SaaS & Pharmaceuticals. Deep expertise in Strategy, BD and Start-up to Scale.



Samaneh Sarraf

Chief Research Officer

Biomedical engineer with both academic & 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



George Vlachodimitropoulos

Chief Technology Officer

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

Current priorities

**Monthly profitability/
breakeven in the next Qtr(s)**

**7,500 patients @ \$70 per
patient per month (pppm)**

**Respiri currently has some
8,000 client-identified
patients waiting to be
enrolled into programs and
this list continues to grow,**

**Contract pipeline 15
advanced discussions,
including 4 ACO/IPA/Insurer
Capitated models**

**Patient management
Operational Efficiencies**

**Acquisitions, 3 identified and
being reviewed**

Recent US progress

Significant progress with 3 major ACO/payor contracts covering 1M+ lives.

2 new Skilled Nursing Facilities (SNF) agreements

Covenant Healthcare System contracted

Acquisition/partner targets continue to be assessed

Existing legacy contracts expanded to include more patient services.

**Wearable Clinical Study 15 patients commenced.
30 patient target.
Preliminary patient data very positive**

Disclaimer Statement

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 is no 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.e section.