

Transforming Care Management & Scaling Value-Based Healthcare



USA Growth Plans, Major Deals & the Future of Connect Care Management

Important Notices and Disclaimer

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'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

Investment Highlights

~6,500¹
patient programs
+ **Orb UPEC²** patient
services

40
clients contracted

~~8~~ **8**
major clients in late-
stage contract
negotiations

~US\$5.5M
run-rate ARR

70,000 patient³
current client base
350,000 patients³
sales pipeline

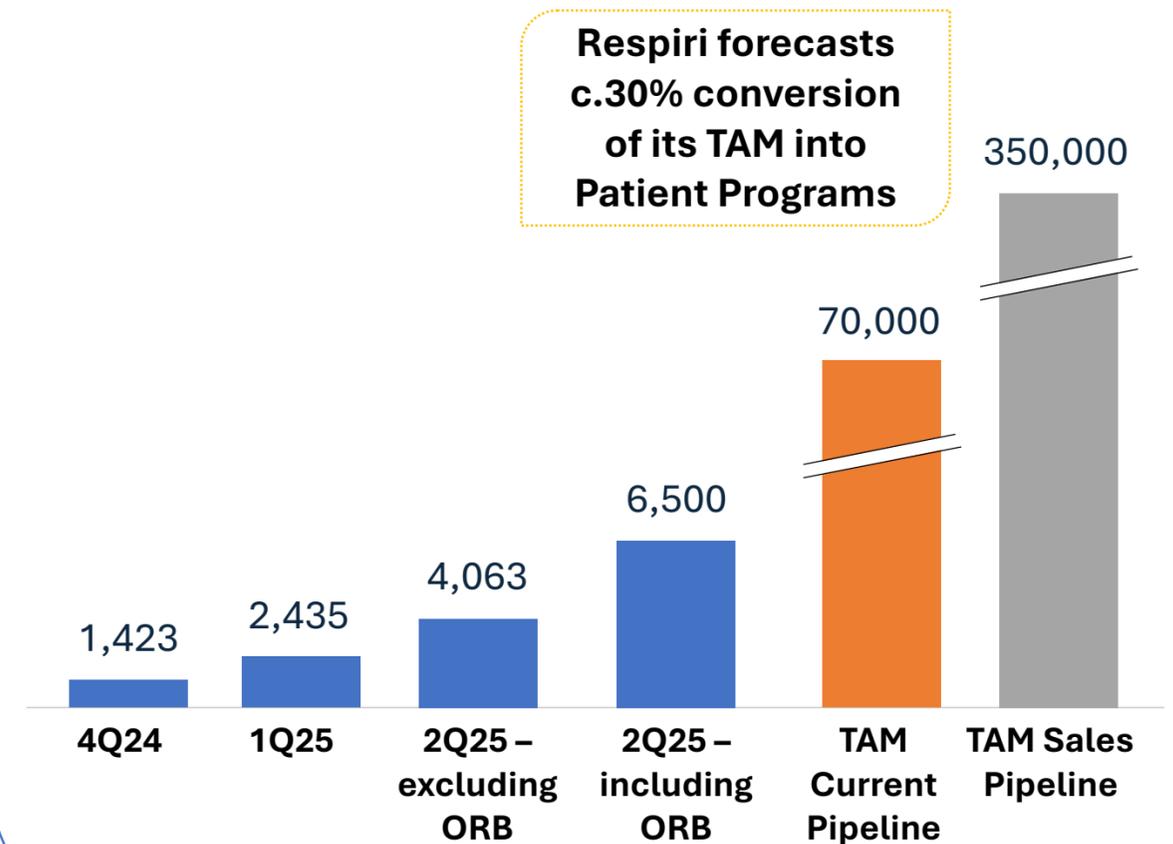
**Orb Acquisition
Completed**
US\$4.2M⁴ revenue
US\$2.2M synergy
US\$1.3M+ upsell

Orb Integration
System integration
US\$1.5M savings realised

56% reduction
in re-hospitalisations for
clients in **current
programs**

Unique Wheezo
RPM device and risk
share patient alignment

Respiri Patient Programs and Patient Pipeline



References

- Includes 4,063 existing patients, with the remaining patients acquired through the acquisition of ORB in 2Q4 024
- UPEC = Universal Patient Engagement Centre Services
- Respiri forecasts, based on historical conversion rates, that it will convert approximately 30% of its TAM of patients into revenue-generating programs, which will be serviced via its RPM systems
- Orb revenues CY 2024

Major wins and prospects in 2025

Evolut Partnership

NYSE:EVH

94K Medicare patients

12 States

Growing ACO provider
membership

Medicare Shared Savings Prog
(Value Based Contract; low-risk to full risk depending on ACO)

1,800 patients in Hawaii

Clinic in Cloud
US\$120-US\$200 pppm

New Major ACO

17K+ Medicare patients

14 States

Test Program Arizona

Clinic in Cloud
US\$120-US\$200 pppm

1st Patient April 2025

Late-Stage Discussions

- **NYSE listed Insurer** 1.1M policy holders & 74K high risk members.
- **Large California-based ACO** 500K+ Medicare patients . Risk Contracts.
- **Ohio based Healthcare Organisation** 25 facilities servicing ~20K Medicare patients
- **State based insurer** ~200K Medicare patients
- **Large California Hospital** , Transition Care Management (~14K discharges pa)
- **S. Florida based HCO** 150K Medicare patients
- Additional Sales Pipeline 25

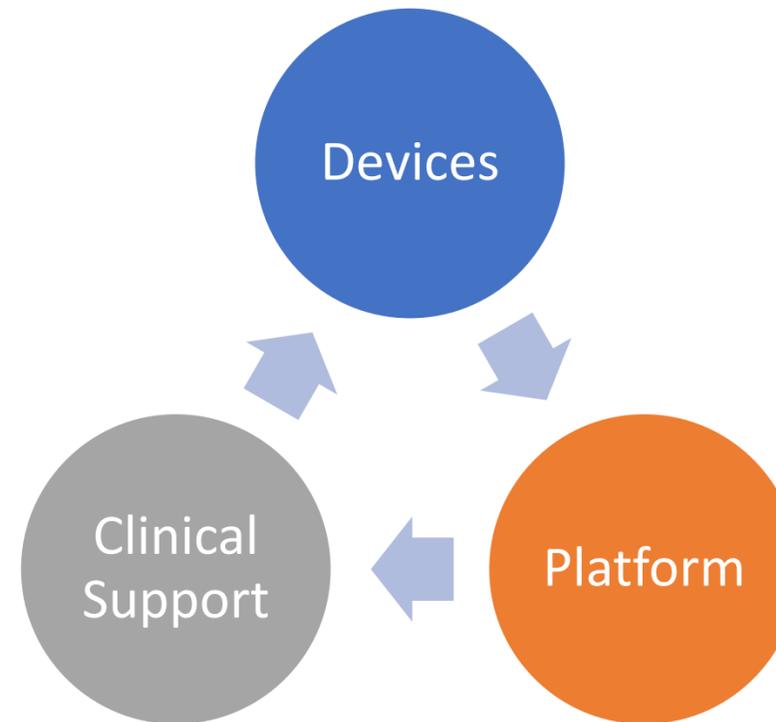
Revisiting: What Does Respi Do?

What does Respi do?...

Remote Patient Monitoring

- Remote Patient Monitoring (RPM) refers to healthcare services delivered remotely using telecommunications technology
- Purpose is to enable healthcare providers to monitor and manage patients' health without the need for an in-person visit

How does Respi deliver RPM?



- **Easy-to-use devices** → delivered through proprietary Wheezo and other devices to monitor patient conditions remotely
- **Platform** → share data with healthcare professionals and access clinical support staff via Respi's proprietary platform
- **Clinical support** → 'Care Coordinators' to support patients and customers

Who is the target market for RPM?

- >65 years of age
- Medicare insured patients
- High-risk/high-needs populations overlooked by traditional care
- Complex chronic conditions and common comorbidities

Devices we use for High Risk, High Cost Patients



B380 BP Monitor
FDA Class 2 device, 4G
Essential Hypertension chronic uncontrolled



B700 Blood Glucose Monitor
Blood glucose monitoring with data capture
Diabetes



B600 Medication Dispenser
3-10day supply medication dispenser with data capture



Wheezo Device/Oximeter
FDA Class 2 device
Monitor abnormal breath sound
COPD & Asthma



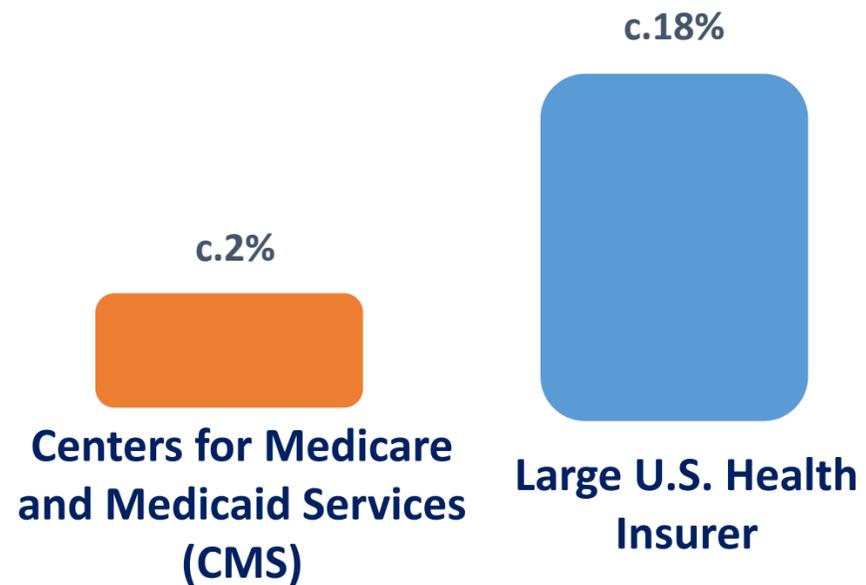
B330 Smart Watch
Blood pressure, o2 saturation, steps, calories, sleep, heart rate
Hypertension, Diabetes, COPD,



B500 Weight Scale
Body weight, BMI, water, fat %
Diabetes, Obesity, CHF

Challenges Facing the U.S. Health Market

CMS budget increases vs key insurer cost growth in 2024



WHAT?

Costs for major U.S. health insurers are growing at a rate disproportionate to CMS budget increases

WHY?

Significant increase in primary care and hospital costs

Why are costs increasing?...

Ageing Population

- Demographic shifts are a significant driver of rising healthcare costs, as more baby boomers reach Medicare age

Reactive Healthcare Delivery

- Limited preventative steps are taken once a patient leaves traditional healthcare settings
- Traditional model of care is reactive and fails to develop personalised solutions for complex patients, leading to repeat hospitalisations and increased primary care costs

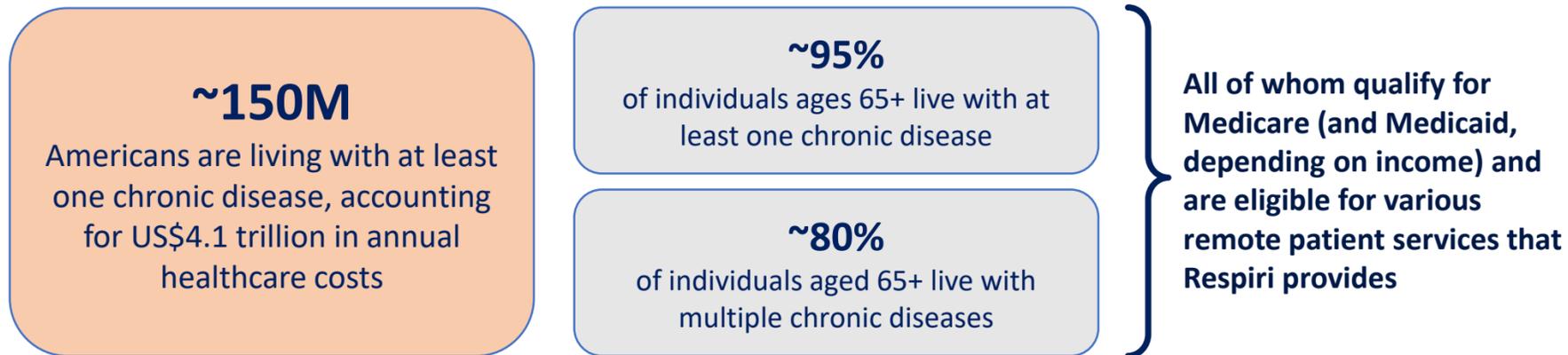
Drivers of continued cost pressure

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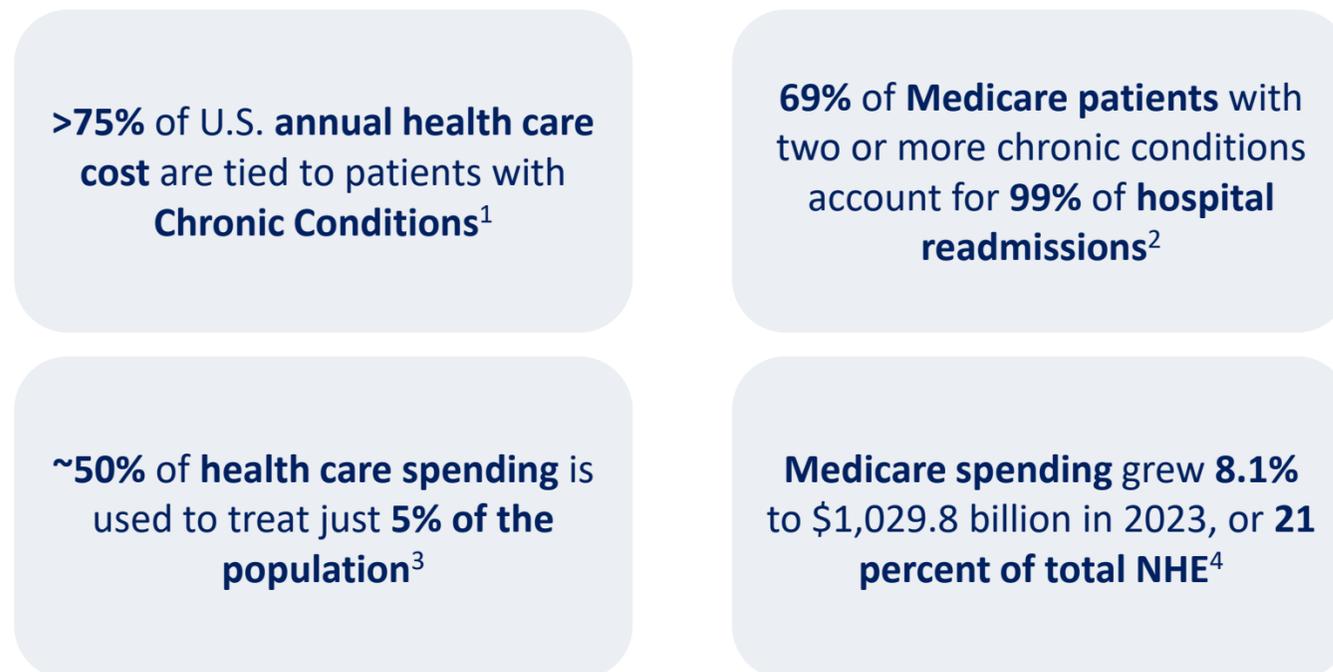
- Growing portion of Americans >65 years of age
- Increasing number of **Medicare insured Americans**
- Increasing prevalence of **complex chronic conditions**
- Current healthcare delivery is designed to respond to acute diseases, **failing to effectively respond to chronic conditions**

Why Is There a Need for Remote Patient Services?

The current situation¹ ...



The key data points highlighting the problem ...



Solution? ...

Remote Patient Monitoring

Key outcomes achieved by Respi's clients:

- ✓ **56% reduction** in re-hospitalisations
- ✓ **42% reduction** in length of hospital stay
- ✓ **47% reduction** in emergency room visits
- ✓ **91% improvement** in medication compliance

Respi's RPM services **improves patient outcomes, reduces hospital readmissions, enhances patient engagement, and saves healthcare costs** by providing proactive care and allowing for better management of **complex chronic conditions**

References

1. <https://www.cdc.gov/chronic-disease/>
2. <https://www.cms.gov/data-research/statistics-trends-and-reports/chronic-conditions/chronic-conditions>
3. <https://pubmed.ncbi.nlm.nih.gov/22619775/>
4. <https://www.cms.gov/data-research/statistics-trends-and-reports/national-health-expenditure-data/nhe-fact-sheet>

Key Government and Industry Body Support



CMS moves closer to Accountable Care goals¹

AMA recommends significant expansion of Remote Care²

Summary of announcement:

- CMS has mandated and made substantial progress toward its goal of having all individuals with Traditional Medicare (fee-for-service) in a care relationship that holds providers accountable for quality and total cost by 2030

Outcome for RespiRI:

- **Endorsement of RespiRI's strategy** in the expanding U.S. healthcare market, where Remote Patient Services programs are emerging as **key, cost-effective components** of the essential healthcare investment mix

Summary of announcement:

- AMA announced proposed changes to reimbursement criteria for RPM programs, making it easier for Providers to claim reimbursement for certain services

Outcome for RespiRI:

- Proposed CPT changes, is forecasted to have a **100% increase** in monitoring services delivered by RespiRI's clinical staff – **US\$70-US\$90 to US\$140-180 pppm**

References

1. <https://www.cms.gov/newsroom/fact-sheets/cms-moves-closer-accountable-care-goals-2025-aco-initiatives>
2. <https://cdn-api.markitdigital.com/apiman-gateway/ASX/asx-research/1.0/file/2924-02877032-3A654884>

Risk Share Model – The Future of U.S Healthcare Delivery

Respiri currently derives revenue from two different models:

1. Fee-for-service (FFS)

- Revenue derived from Medicare reimbursement codes (CTP codes)
- Respiri derives revenue from interacting with patient that comply with CTP code requirements
- Average FFS revenue for Respiri is **US\$70-90** per patient per month (pppm)

2. Risk-share model

- Outcome driven model with the objective to save costs per patient
- Fixed revenue of US\$10-40 per member per month (pmpm) PLUS
- An agreed proportion of member cost savings on a yearly basis

- The CMS provides a budget to the healthcare insurers with a risk-sharing mechanism to incentivise cost savings
- The healthcare insurers are now commencing to ‘push down’ this model to health provider organisations to align objectives
- While it is still a relatively small portion of the total, the healthcare insurers are highly focused on making the risk-share model the norm

Outcome for Respiri

- Potential pilot program for a 5,000 patient risk-share agreement

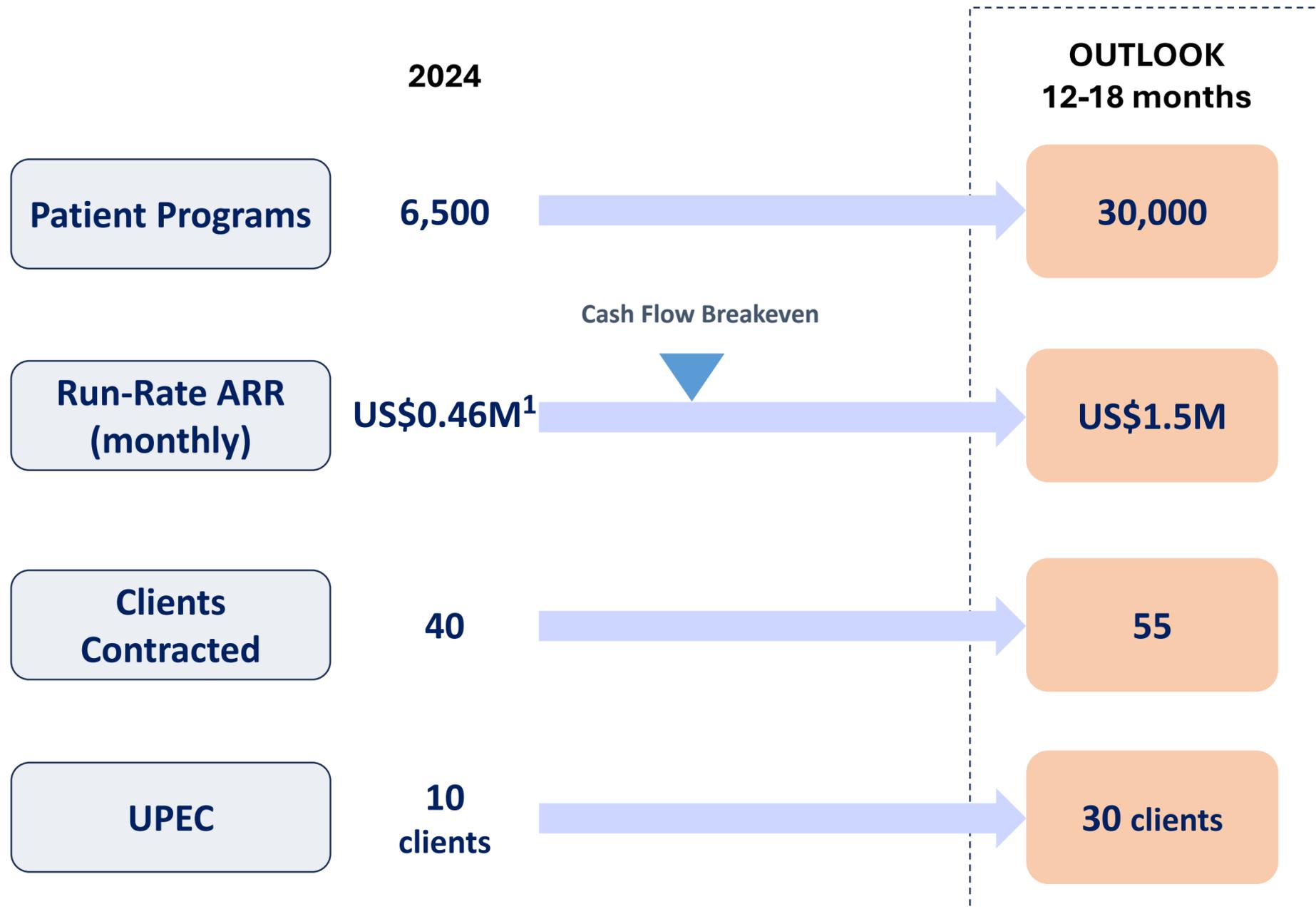
Respiri pilot program	
Patients in program	5,000
Management fee (PMPM)	US\$20
Yearly revenue	US\$1.2M
Insurer total cost budget	US\$50M
Cost savings (% of budget)	10%
Respiri portion of savings	US\$1.25M
Total revenue for Respiri	US\$2.45M
PMPM	US\$41

- Respiri calculates that it will only need to actively manage 10-15% of the cohort, or 500-750 high-risk patients
- The remaining patients require minimal cost allocation and will simply be monitored by Respiri

**US\$272 – US\$408
pppm**

Growth Capital Required to Accelerate Commercialisation

Management Outlook for Respiri



Why will we succeed?...

Breakdown of Respiri's Unique Value Proposition:

- ✓ **Proprietary and Exclusive Wheezo device** is the only FDA approved respiratory RPM device, with no direct competition
- ✓ **Development of Clinic in Cloud (CiC)** enables full Evaluation & Management (E&M) responsibility, simplifying reimbursement directly with CMS and reducing administrative burdens
- ✓ **Comprehensive Turnkey Solution** enabling seamless integration of a fully integrated model combining clinical staff, devices and an IT platform
- ✓ **Implementation of aligned incentives** with flexible reimbursement models, ensuring alignment with both client outcomes and financial success

References

1. Average Orb CY2024 monthly revenue and Respiri average December quarter monthly revenue

Catalysts 2025

Re-brand to Vitasora Health

Value based contracts with blue chip HCOs (MSSP/Risk) – June 30

NYSE Listed Insurer value-based contract Q3 CY25

Large HCO FFS contracts x 4, Q2-Q4 CY25

Annual Wellness Visit Service Launch Q4 2025

Wearable Device FDA submission Q4 CY25





Introducing Vitasora Health

Our name has changed

Formerly Respiro,
Vitasora has evolved from a
respiratory focused connected
care company into a full-
service Care Management
leader.



The evolution of connected care

Our transformation began with the FDA-approved wheezo[®] device, which provided a strong foundation for the entry into the U.S. market.

Through strategic acquisitions, expanding clinical capabilities, and advanced data-driven solutions, we are now at the forefront of comprehensive chronic disease management across multiple conditions.



Our name reflects our mission

Vitasora

HEALTH

Vita (Latin for 'life')

represents our commitment to
improving and sustaining health

Sora (Japanese for 'sky')

symbolizes limitless possibilities and
our vision to elevate patient care
beyond traditional boundaries.

Driving growth

With major new ACOs and healthcare organisations partnering with us, Vitasora is poised for significant growth in both the traditional fee-or-service and value-based/risk-share agreements, aligning with the broader U.S. healthcare shift toward value-based care, efficiency, and improved patient outcomes.

Seamless care management

Vitasora's bespoke Care Management model empowers healthcare organisations to extend care beyond their clinics, seamlessly integrating multi-device remote monitoring, virtual clinical support, and AI-powered decision-making.

This approach not only improves patient engagement and compliance but also enhances health outcomes while reducing overall system costs



Increased capacity for optimal care

As Vitasora, we are setting a new standard for scalable, high-impact connected care, ensuring that healthcare providers, payers, and ACOs achieve better patient outcomes while driving sustainable financial success by providing “Care Beyond the Clinic”.



Thank you

Get in touch

Marjan Mikel

Chief Executive Officer / Managing Director

T +61 0408 462 873