

RESPIRI



Annual General Meeting

16 December 2020



RESPIRI



CEO
Presentation

Marjan Mikel



MISSION

To improve
asthma
management by
extending
care beyond
the clinic

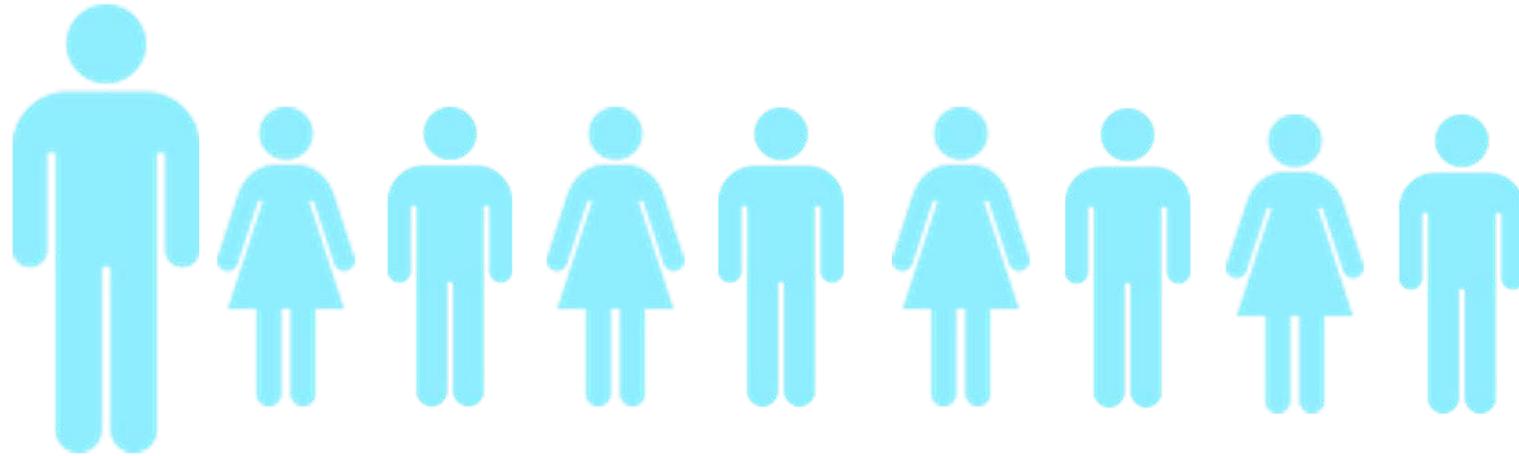
VISION

A world
without the
challenges of
asthma

VALUES

We are:
Respectful
Accountable
One Team
Innovative

ASTHMA IS SUBOPTIMALLY MANAGED



**1 IN 9
AUSTRALIANS ARE
AFFECTED BY
ASTHMA¹**

340M GLOBALLY²

Suffer with asthma and this number is growing

400 DEATHS¹

400 Australians die every year & 1 in 10 are admitted to ER annually

\$24.7B ECONOMIC COST³

Significant economic costs.

AUS: \$24.7B (AUD)

USA: \$400B (USD)

NO SOLUTION

That allows for asthma to be monitored within the community setting. Asthma care is refined to clinic

1. AIHW. 2020. <https://www.aihw.gov.au/reports/chronic-respiratory-conditions/asthma/contents/asthma>
2. WHO. 2020. <https://www.who.int/news-room/fact-sheets/detail/asthma>
3. Deloitte Access Economics. 2016. <https://www2.deloitte.com/au/en/pages/economics/articles/hidden-cost-asthma>

RESPIRI'S INNOVATIVE WHEEZE DETECTION TECHNOLOGY

MOBILE ASTHMA MANAGEMENT TOOL

wheezo is an asthma management tool that fits in the patients' pocket

RECORDS BREATHING

The device records breathing sounds over 30 seconds and analyses for wheeze

CONTINUOUS SYMPTOM MONITORING

App allows users to also log symptoms, triggers, medication and environmental triggers

ASTHMA ACTION PLAN

Allows for the digitisation of a patient's asthma action plan

SHARE DATA

Patients can easily share their data with healthcare professionals on demand

BLUETOOTH CONNECTIVITY

The breath records are transmitted to the mobile app where it is analysed by our proprietary algorithm



\$12.5 MILLION CAPITAL RAISE

Successful completion of an oversubscribed \$12.5 million share placement

CIPLA LAUNCHED THE SALE OF WHEEZO TO AUSTRALIAN PHARMACIES

International Distribution Partner, Cipla, commenced sales and marketing activity during October 2020

PATENT APPLICATION FILED FOR THE NEXT GENERATION WHEEZO

Additional patent application filed for improvements made to the wheezo algorithm by the Company's in-house scientific team

DIRECT ONLINE SALES CHANNEL LAUNCHED

wheezo.com online store launched for direct online sales

REDUCTION IN WHEEZO MANUFACTURING COSTS

A possible 85% reduction in COGS

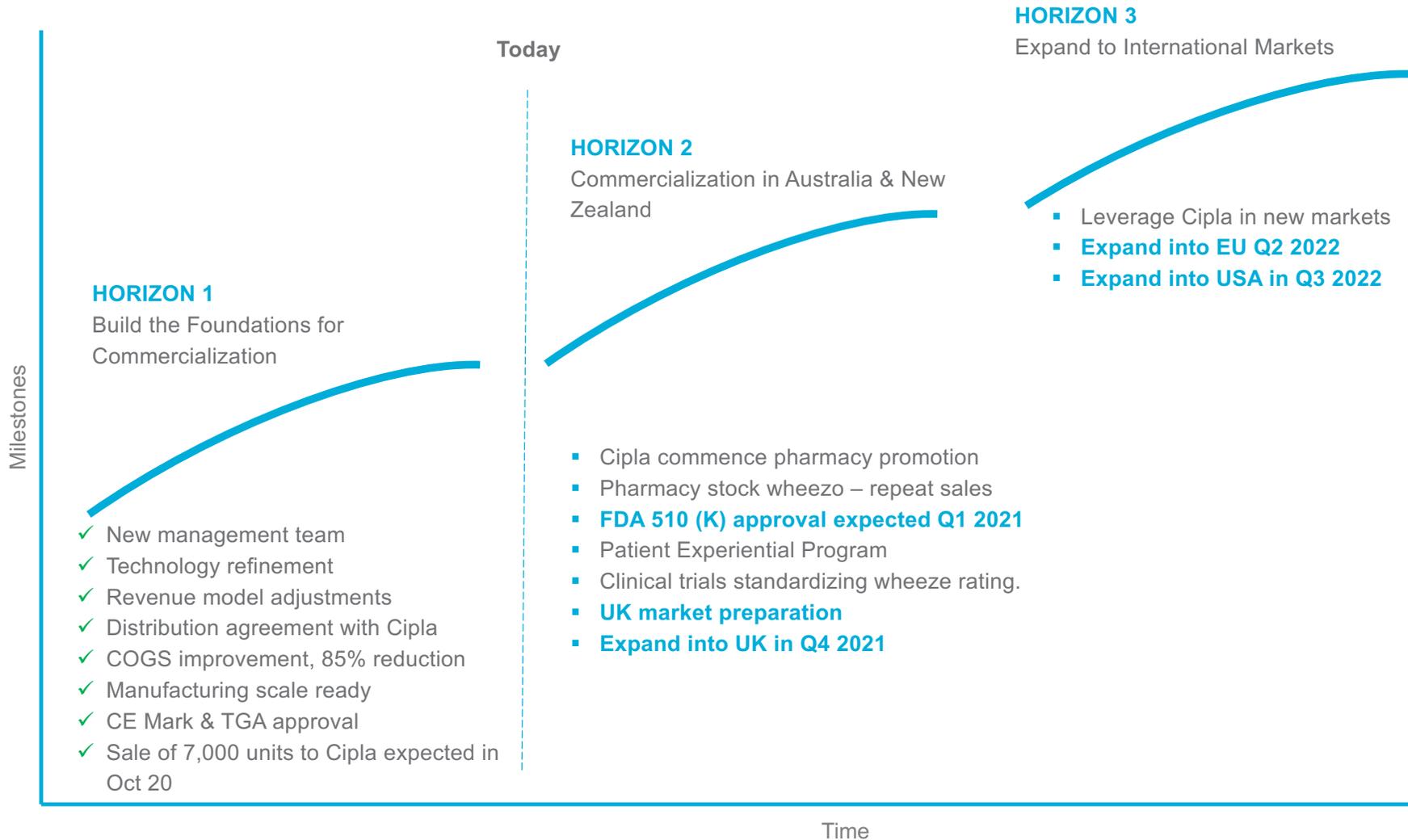
2020 MEDIA LAUNCH WITH MICHAEL CLARKE & CARLTON AFLW SPONSORSHIP

Successful media launch with Respiri's brand ambassador, Michael Clarke, and the triumphant launch of our sponsorship of the Carlton AFLW team

CIPLA TO INCREASE INITIAL ORDER BY 250%

Order increased to meet expected demand, new price \$99.50 + \$9.95/month

ENTERING NEW HORIZONS OF GROWTH



OVERSUBSCRIBED CAPITAL RAISE

OVERSUBSCRIBED TO RAISE \$12.5M

Successful capital raise
in October 2020

INSTITUTIONAL INVESTORS

New institutional
investors added to the
share registry

STRONG SUPPORT

Strong support from our
existing loyal
shareholders

FINANCIAL FLEXIBILITY

The capital raise helps
RSH meet the stated
corporate objectives

*\$12.5
Million
Raised*

CIPLA LAUNCHED THE SALE OF WHEEZO TO AUSTRALIAN PHARMACIES

OCTOBER LAUNCH

Direct pharmacy sales and marketing activities commenced

INITIAL ORDER OF 5000

Delivered between October 2020-January 2021

HIGH DEMAND

Further inventory generated to meet the high demand.
New pricing model well received

PHARMACIST SUPPORT

Key to ensuring asthma patients are well informed on how wheezo can help them

CIPLA

PATENT APPLICATION FILED FOR NEXT GEN WHEEZO ALGORITHM

IMPROVED ALGORITHM

Patent application based upon improvements made to the wheezo algorithm

NEW RECORDING PROCESSING

Delivering an improved level of detection and standardising a reproducible measure of wheeze

IMPROVED SENSITIVITY AND SPECIFICITY

Highlighting the importance of the algorithm update

HIGH CORRELATION

Between wheezo and stethoscope measurement of wheeze



REDUCTION IN WHEEZO MANUFACTURING COSTS

85% REDUCTION

In COGS than originally anticipated for 2021

HIGHER SCALE

Further efficiencies to lower overall input costs for wheezo manufacture at a higher scale

BLENDED GROSS MARGINS IMPROVED

Within the pharmacy channel from 40% to and anticipated 55%

FAVOURABLE PAYMENT TERMS

RSH has negotiated improved payment terms improving the companies working capital



2020 MEDIA LAUNCH

SUCCESSFUL 2020 LAUNCH

With CEO, Michael Clarke and Community Pharmacist, Krysti-Lee Rigby

PARENTAL INSIGHTS

Michael offered parental insights into having a child with asthma and how wheezo helps.

SUMMER LAUNCH

Launch to coincide with the warmer months which may see asthma sufferers have an influx in their symptoms

COMMUNITY MANAGEMENT

Krysti-Lee gave insights on the importance of wheezo and the benefits it will bring to community management



OFFICIAL SPONSOR OF CARLTON FC AFLW TEAM



CO-MAJOR PARTNERSHIP LAUNCHED

Press conference held
at the famous Ikon Park

NEW GUERNSEY

Prominently featuring
the wheezo logo
revealed

MATCH DAY SIGNAGE

The wheezo logo will
feature heavily
throughout Ikon Park
including in the iconic
Legends Stand

CFC AFLW

In 2019 CFC AFLW made
it to the Grand Final,
setting a new attendance
record for a female
sporting event in Australia
with 53k attending



WHEEZO COMMERCIAL LAUNCH UPDATE

CIPLA INCREASES INITIAL ORDER BY 250%

From 2,000 to 7,000
units to meet expected
demand

NEW WHEEZO PRICING

To drive increased
volume with a higher
SaaS monthly fee

PHARMACY PLATFORM

New supply agreement
with Pharmacy Platform
Group with discussions
with additional banner
groups advancing

TV, RADIO & TABLOID COVERAGE

Ch7, Ch10 and other
strong media coverage
since our December
media launch



RESPIRI



Thank you

Marjan Mikel



FORWARD LOOKING STATEMENT

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.



RESPIRI LIMITED (THE COMPANY)

RISK FACTORS

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 products may not satisfy the stringent requirements for approval and/or the approval process may take longer than expected. 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 & Currency Risk

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. Revenue and expenditures will be received in overseas jurisdictions and will be subject to the risk of fluctuations in foreign exchange.