



*Digital healthcare for respiratory disease*

Australia Biotech Invest  
Melbourne, 6 October 2015

ASX: RAP

# Disclaimer

This presentation has been prepared by ResApp Health Limited (“ResApp”). The information contained in this presentation is a professional opinion only and is given in good faith. Certain information in this document has been derived from third parties and though ResApp has no reason to believe that it is not accurate, reliable or complete, it has not been independently audited or verified by ResApp. Any forward-looking statements included in this document involve subjective judgment and analysis and are subject to uncertainties, risks and contingencies, many of which are outside the control of, and may be unknown to, ResApp. In particular, they speak only as of the date of this document, they assume the success of ResApp’s strategies, and they are subject to significant regulatory, business, competitive and economic uncertainties and risks. Actual future events may vary materially from the forward-looking statements and the assumptions on which the forward-looking statements are based. Recipients of this document (Recipients) are cautioned to not place undue reliance on such forward-looking statements. ResApp makes no representation or warranty as to the accuracy, reliability or completeness of information in this document and does not take responsibility for updating any information or correcting any error or omission which may become apparent after this document has been issued.

To the extent permitted by law, ResApp and its officers, employees, related bodies corporate and agents (Agents) disclaim all liability, direct, indirect or consequential (and whether or not arising out of the negligence, default or lack of care of ResApp and/or any of its Agents) for any loss or damage suffered by a Recipient or other persons arising out of, or in connection with, any use or reliance on this presentation or information.

This presentation is not an offer, invitation, solicitation or recommendation with respect to the subscription for, purchase or sale of any security, and neither this presentation nor anything in it shall form the basis for any contract or commitment whatsoever.

All amounts in Australian dollars unless stated otherwise.

# Digital healthcare for respiratory disease

- Developing the world's first clinically-tested, regulatory-approved respiratory disease diagnostic test for smartphones
  - **No additional hardware** needed
  - Unique opportunity to integrate into **telehealth** providers' existing platforms
  - Apps to provide clinical-quality ('Gold Standard') diagnostic tests and chronic disease management tools directly to consumers and healthcare providers
- High levels of accuracy demonstrated in clinical proof of concept study
- Multi-site clinical study currently underway in Australia, with **recently released positive preliminary results demonstrating ≥95% accuracy**
- Fully-funded to bring product to market in late 2016
- Huge global market, 700M+ doctor visits annually for respiratory disease<sup>1</sup>

---

1. Based on OECD doctor visits per capita data and assuming 10% of visits are for respiratory disease (based on US data)

# Company overview

## Capital Structure (ASX:RAP)

Shares on issue	561M
Share price as of 2 October 2015	\$0.034
Market Cap	\$19.1M
Performance Shares <sup>1</sup>	93.75M
Options <sup>2</sup>	33.75M
Incentive Options <sup>3</sup>	25M
Cash Balance as of 30 June 2015	\$4M

1. Issued on \$20M of annual revenue or on an acquisition
2. Exercise price of 2.6c, expire 31 December 2016
3. Issued to MD, 5M options at exercise price of 2.5c, 5M at 5c and 10M at 10c, 5 year expiry; Issued to Dr Abeyratne, 3M at 5c and 2M at 10c

## Board of Directors

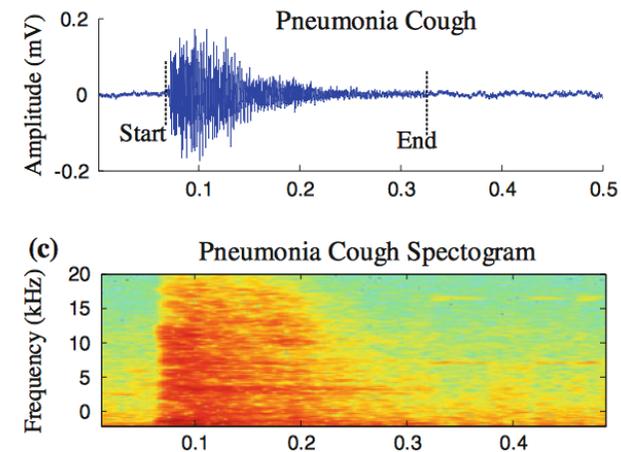
Dr Roger Aston	Non-Executive Chairman
(Chairman of Oncosil, former CEO of Mayne Pharma, Cambridge Antibody, cofounder of pSivida)	
Dr Tony Keating	Managing Director and CEO
(former Director, Commercial Engagement of UniQuest)	
Mr Adam Sierakowski	Non-Executive Director
Mr Chris Ntoumenopoulos	Non-Executive Director

## Substantial Shareholders

UniQuest Pty Ltd: 7.51%  
Freeman Road: 5.34%  
Top 20 Shareholders: 45.83%

# Revolutionary tool based on sound signatures

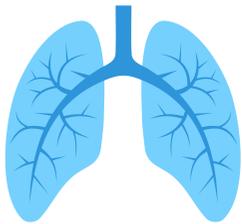
- Exclusive worldwide license to machine learning technology developed by A/Prof. Abeyratne at The University of Queensland
- Uses signatures in coughing and breathing sounds to diagnose disease
- Patent application filed in US, Australia, Europe, China, Japan and South Korea
- Peer-reviewed proof of concept study<sup>1,2</sup> funded by the Gates Foundation
- 91 patients, majority under age of 5



ResApp	Sensitivity	Specificity	Accuracy
<b>Pneumonia</b>	94%	100%	<b>96%</b>
<b>Asthma</b>	100%	80%	<b>90%</b>

1. Abeyratne et al., Annals of Biomedical Engineering, 2013  
2. Kosashi et al., IEEE Transactions in Biomedical Engineering, 2015

# Diagnosis of respiratory disease is the most common outcome from a visit to the doctor



## Acute conditions

URTIs, influenza, bronchitis, bronchiolitis, pneumonia, pertussis

## Chronic Conditions

Asthma, COPD, cystic fibrosis, bronchiectasis



- **125M** doctor visits<sup>1</sup> in the US for respiratory disease (10% of all visits)
- **6-8M** doctor visits<sup>2</sup> in Australia for respiratory disease
- Est. **700M+** doctor visits globally<sup>3</sup> for respiratory disease
- High prevalence and growth in Asia

Currently diagnosed using stethoscope, imaging (x-ray, CT), blood and/or sputum tests

1. Ambulatory case visits, National Ambulatory Medical Care Survey 2010

2. Australian Lung Foundation

3. Based on OECD doctor visits per capita data and assuming 10% of visits are for respiratory disease (based on US data)

# Delivery of healthcare via telehealth is one of the biggest trends in healthcare

**75M**

US telehealth consults  
in 2014  
(Deloitte)

**56%**

annual growth rate  
(IHS)

**\$12-\$16B**

Total US market  
opportunity  
(Goldman Sachs, Deloitte,  
Teladoc)

**\$50B**

Total global market  
opportunity  
(Deloitte)



**AMERICAN WELL™**

**MDLIVE™**

**Dr DOCTOR  
ON DEMAND**

- Teladoc and American Well: 10M+ customers each
- Insurers such as Cigna, Aetna, UnitedHealthcare
- Employers such as Bank of America, Volvo, Yahoo!
- Hospital systems such as Mount Sinai

*Walgreens* **CVS/pharmacy®**

- Two largest US pharmacy chains have recently announced partnerships with telehealth providers

# ResApp directly addresses the most common disease encountered by telehealth providers

The market segment addressed by ResApp is enormous



- **30%** of telehealth consults for acute respiratory disease<sup>1</sup>
- **22.5M** telehealth consults per year today for acute respiratory disease
- Number of telehealth consultations growing at **56%** per year<sup>2</sup>
  - *“We’re looking at hundreds, even thousands of percent growth YoY, depending on what metrics you look at. This is booming any way you look at it.”*  
Roy Schoenberg, President, American Well (September 11, 2015)
- **700M+** global doctor visits each year for respiratory disease<sup>3</sup>
  - Access through growth in telehealth plus in-person tests (in-clinic, in-hospital)

1. Uscher-Pines and Mehrotra (Health Affairs, 2014)

2. IHS

3. Based on OECD doctor visits per capita data and assuming 10% of visits are for respiratory disease (based on US data)

# Multiple revenue streams tied to real customer value



**B2B - Per test fee**  
 'In consultation' diagnosis.  
 Access partner's existing patients.



**B2C – Install & per test fee**  
 Download App via App Stores.  
 Use in home, in clinic & in hospital.  
 Pipeline to disease management.



**B2B – Licensing**  
 Reach huge installed base.

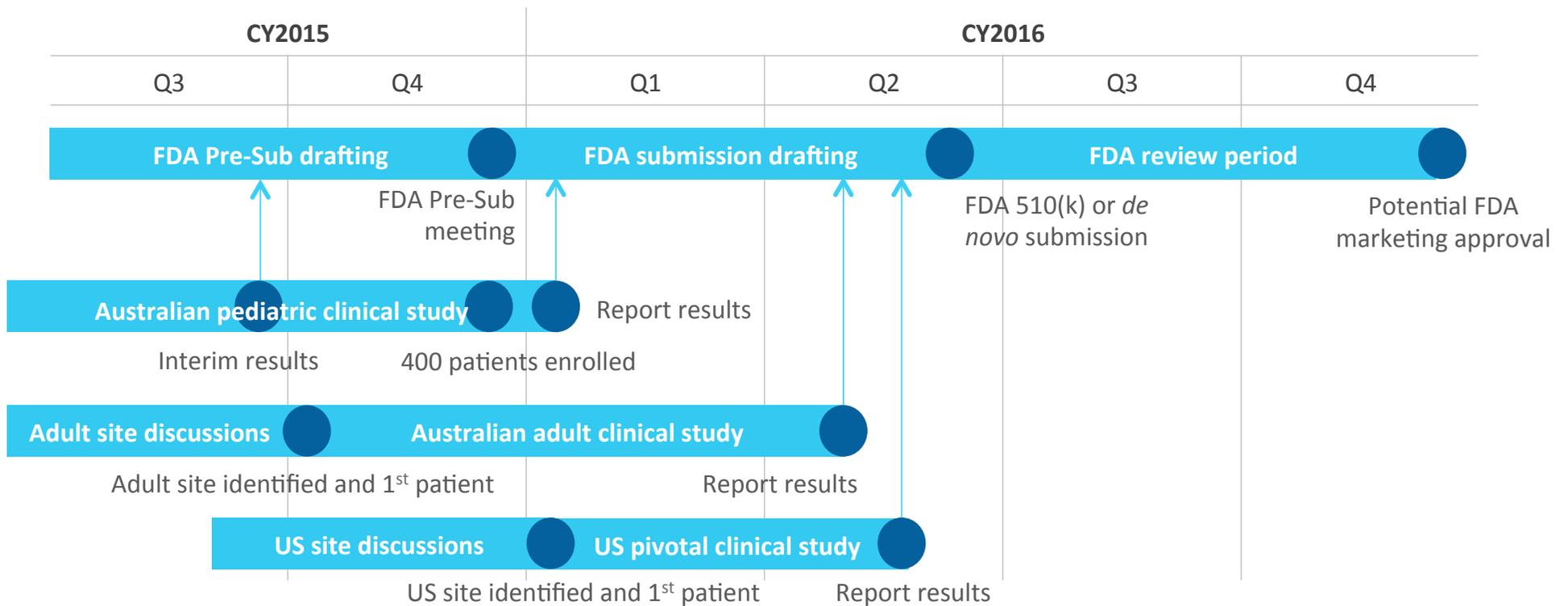


**Big Data Insights**

# Successfully achieving key milestones in CY2015

- Australian pediatric clinical study progressing well
  - Patients 0-7 years of age with signs or symptoms of respiratory disease
  - Comparison to final clinical diagnosis as per treating team (after laboratory work and imaging)
  - ~310 patients enrolled (223 confirmed respiratory disease at JHC, 31 at PMH and 56 control cases)
  - **Expected to have 400 patients enrolled by end of CY2015**
- Positive preliminary results from pediatric clinical study reported
  - **Asthma versus healthy subjects, ≥97% sensitivity, 92% specificity and ≥95% accuracy**
  - **Pneumonia versus healthy subject, ≥91% sensitivity, ≥95% specificity and ≥96% accuracy**
  - **Successfully demonstrated that voluntary coughs can achieve high levels of accuracy**
- \$4m capital raising and re-listing on the ASX
- Appoint best-in-class FDA regulatory consultant – Experien Group
- FDA Pre-Submission meeting by end of CY2015**
- Begin enrolment for Australian adult clinical study**

# Clinical and regulatory plan to bring product to market in late CY2016



# Summary

- Revolutionary technology – diagnosis and management of respiratory disease without the need for additional hardware
- Targeting a huge market, cough is the most common reason for visiting a doctor
- Successful clinical proof of concept funded by the Gates Foundation showed high accuracy for pneumonia and asthma diagnosis
- Multi-site clinical study progressing well with **positive preliminary results demonstrating ≥95% accuracy for pneumonia and asthma versus healthy subjects**
- **FDA Pre-Submission meeting planned for Q4 CY2015**
- **Fully-funded to bring product to market in late 2016**, launch via telehealth partner to reach millions of patients quickly



Dr Tony Keating  
Managing Director and CEO

[tony@resapphealth.com.au](mailto:tony@resapphealth.com.au)

ASX: RAP