

# ResApp Health Limited (ASX:RAP)

## 2020 Annual General Meeting



### Board of Directors



**Roger Aston, PhD**  
Non-Executive Chairman



**Tony Keating, PhD**  
CEO and Managing Director



**Chris Ntoumenopoulos**  
Non-Executive Director



**Dr Michael Stein, PhD**  
Non-Executive Director

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# Company overview

- ResApp is a leading digital health company focused on the commercialisation of **regulatory-approved** and **clinically validated** respiratory disease solutions that only require a smartphone
- Focused on leveraging proprietary technology, key partnerships and the uptake of telehealth to target large market opportunities
- **Industry-leading product pipeline:**
  - **ResAppDx:** first and only smartphone-based diagnostic test for acute respiratory disease → recently launched on telehealth platforms
  - **SleepCheck:** first and only direct-to-consumer sleep apnoea screening app → now available on the App Store
  - R&D in COPD and asthma management, consumer health and wearable devices



# A well-advanced product portfolio

		Proof-of-concept	Large-scale studies	Pivotal studies	Regulatory submission	Commercialisation	Status / Next Milestone
Acute Respiratory Disease	Paediatric diagnosis	<div></div>					Medgate pilot Q3 FY21 Launched on Coviui and Phenix in Australia
	Adult diagnosis	<div></div>					
	Consumer health	<div> HEALTH • HYGIENE • HOME</div>	<div></div>				RB decision due Q2 FY21
Chronic Respiratory Disease	COPD management	<div></div>					Identification of exacerbations approved for clinical use in Europe and Australia
	Asthma management	<div></div>					
	COPD screening	<div></div>					Preparing CE Mark Tech File
Other Indications	Cough monitoring	<div></div>					AstraZeneca to use for lung cancer study in CY21
	Sleep apnoea	<div></div>					Now available on iOS Android due Q2 FY21

# Key partnerships to support growth



- Agreements to integrate ResAppDx into Coviui, Phenix Health and WMA's telehealth platforms
- License fee either per test (\$5 to \$10) or subscription model
- Strong foundation for scale-up and proof of concept of web and SDK integrations, entry into workplace health



- Three-month evaluation of ResAppDx at five medical facilities in Kenya started in October 2020
- Ilara has a track record of bringing health-tech to clinics in Kenya and will be a gateway to other low and middle income countries



- Six-month joint development and pilot agreement to integrate ResAppDx into Medgate's telemedicine services
- Pilot to start in Q3 FY21, commercial terms to be negotiated
- Medgate is well-known and respected in Europe and operates Europe's largest telemedical centre in Europe



- Software licensing agreement to use cough counting technology in a clinical study of lung cancer patients
- Monthly license fee per patient and monthly support fee
- Significant validation from a global biopharmaceutical company and case study for future product applications

# Growth strategy for SleepCheck

- Marketing to drive awareness → more downloads
  - ‘Sleepy Town’ campaign successfully launched in Australia
  - UK PR campaign launched in November 2020

- Partnerships to drive awareness → more downloads

PARTNERING WITH



- 50-80% of people with diabetes also experience sleep apnoea, partnership with peak body to raise awareness

- Partnerships to provide value to users → additional revenue streams



- Provides users with an easy option for booking a GP appointment, revenue share with HealthEngine, Australia's #1 go-to for healthcare bookings
- Open US market with SleepCheck Rx FDA 510(k) submission in Q3 FY21



115 pieces of press coverage  
across TV, radio, print and online  
**162M impressions in Q1 FY21**



Radio advertising  
(Paid)  
**790,000 reach  
in Q1 FY21**



Social and search  
(Paid)  
**2M impressions in  
Q1 FY21**

# Highlights of the past year

- ✓ Launched ResAppDx on CoviU and Phenix's telehealth platforms
- ✓ Partnered with Medgate to pilot ResAppDx in Europe
- ✓ Launched ResAppDx on select Android devices
- ✓ Appointed Dr Michael Stein to the board of directors
- ✓ Partnered with Ilara Health to bring ResAppDx to Kenya
- ✓ Signed MOU with RB to create respiratory self-assessment app for consumers
- ✓ Launched SleepCheck for iOS on AppStore in 36 countries
- ✓ Partnered with Diabetes Queensland and HealthEngine to promote SleepCheck
- ✓ Completed functional testing of handheld and wearable devices
- ✓ Completed \$5M capital raise
- ✓ Partnered with AstraZeneca to use cough counting software in lung cancer study

# Significant near-term growth drivers

## ResAppDx

- International telehealth partnerships
- Joint development agreement for consumer app with RB (Q2 FY21)
- File US FDA Q-Submission (late Q2/early Q3 FY21)
- Medgate pilot start (Q3 FY21)
- Ilara Health evaluation outcome (Q3 FY21)

## SleepCheck

- Android launch (Q2 FY21)
- UK PR and marketing launch (Q2 FY21)
- SleepCheck Rx FDA 510k submission (Q3 FY21)

## Hardware

- Custom handheld and wearable devices CE marking (Q2 FY21)



# How we create long-term value

We are focused on delivering **the best audio-based algorithms for measuring lung health**, creating the **easiest to use software**, and working with **world-class partners** to make a real impact on how patients and their doctors diagnose, manage and treat respiratory disease.