

# RESPIRI

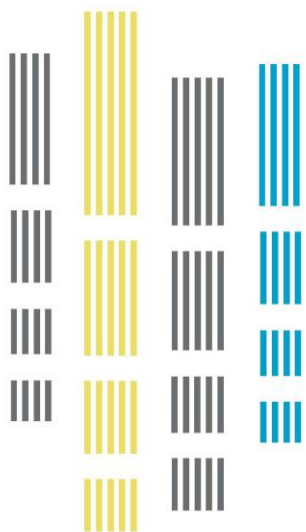


## Annual General Meeting

15 November 2021



# RESPIRI



Welcome  
to Respi's  
2021 AGM

From our Chairman  
Nicholas Smedley

# ONLINE ATTENDEES – VOTING PROCESS



**1**

Visit:  
[web.lumiagm.com/  
379 068 834](http://web.lumiagm.com/379068834)

**2**

Enter Username:  
  
**SRN or HIN**

**3**

Enter Password:  
  
**Postcode or  
Country Code**

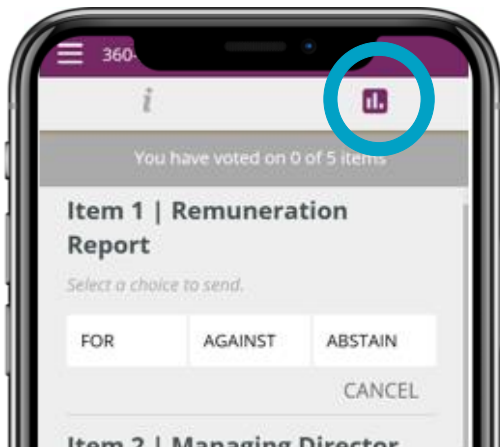


# ONLINE ATTENDEES – VOTING PROCESS



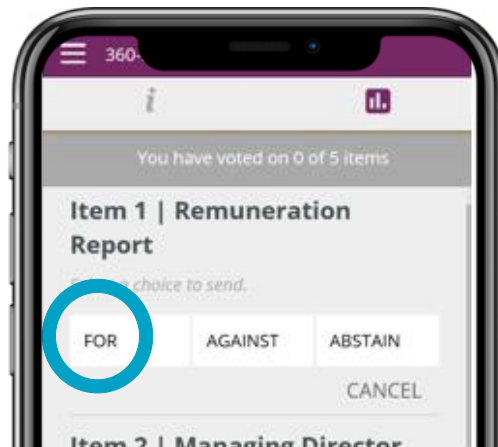
4

When the poll is open, votes will be accessible by selecting the voting icon



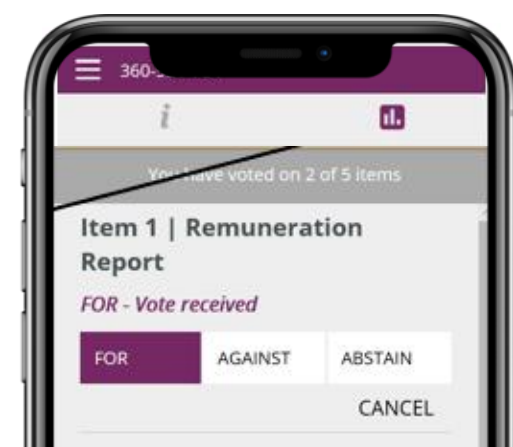
5

To vote simply select the option you wish to send

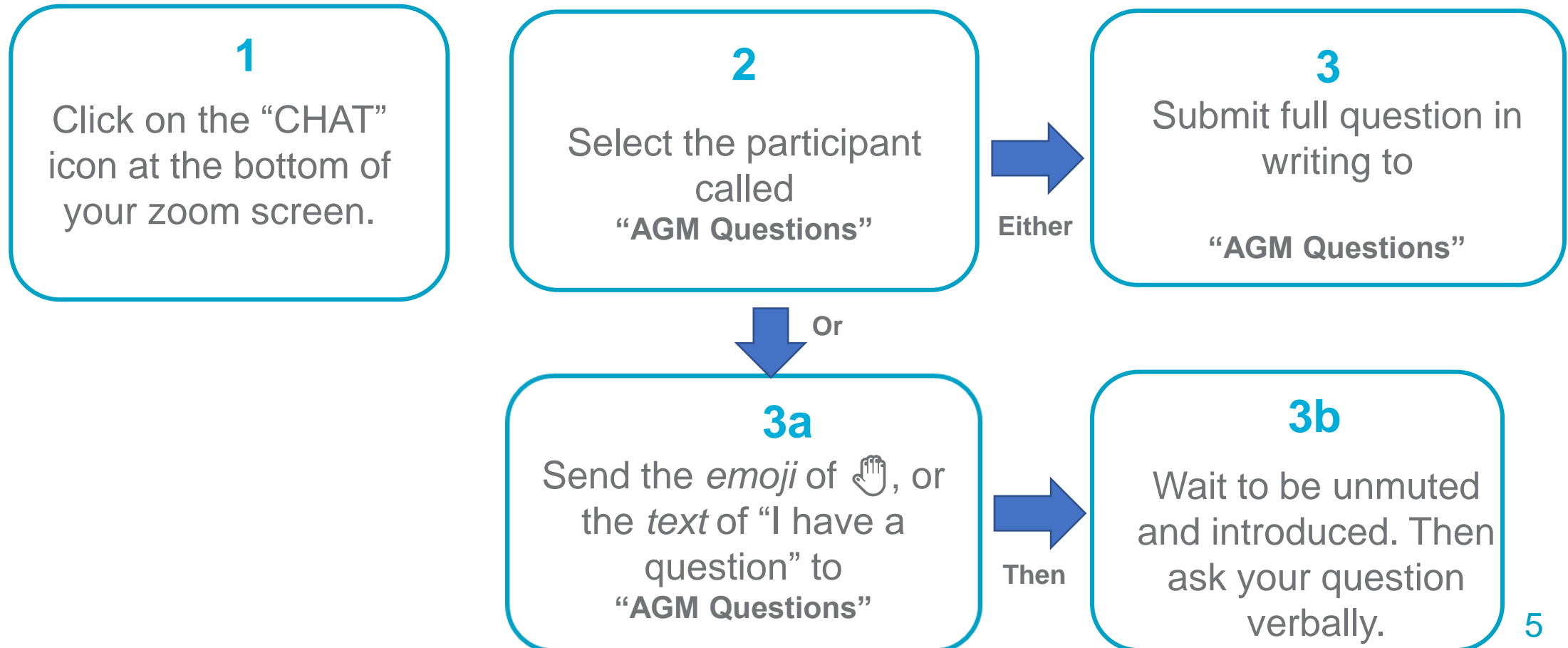


6

Your selected vote will change colour and the number of votes made will be displayed



# ONLINE ATTENDEES – QUESTION PROCESS





# RESPIRI



## Formal Proceedings

Nicholas Smedley  
Executive Chairman

# REPORTS

Financial Report, the Directors' Report & the Auditor's Report for the year ended 30<sup>th</sup> June 2021.

Any questions?

# PROXIES RECEIVED

## Resolution 1 – Adoption of Remuneration Report

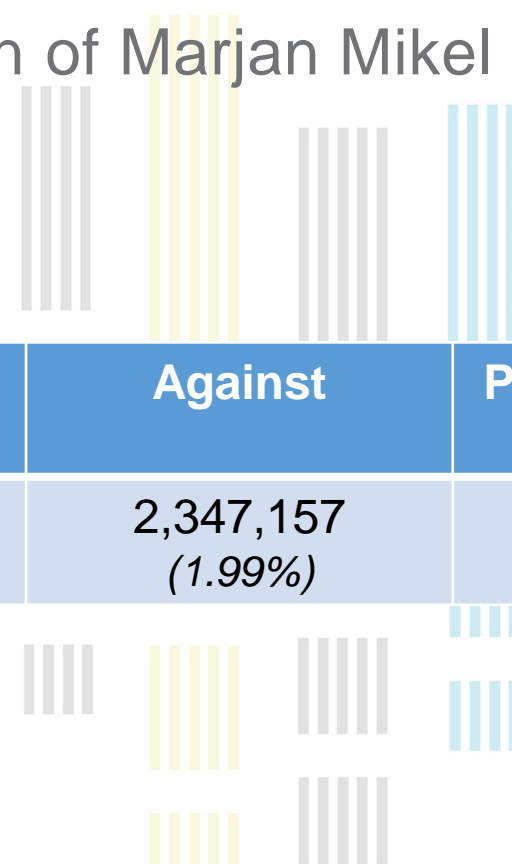
Resolution number	In favour	Against	Proxy's discretion	Abstained
1	112,606,405 (96.38%)	2,978,941 (2.55%)	1,245,983 (1.07%)	208,667

Undirected proxies given to the Chairman will be allocated “in favour” of all resolutions



# PROXIES RECEIVED

Resolution 2: Re-election of Marjan Mikel as a Director

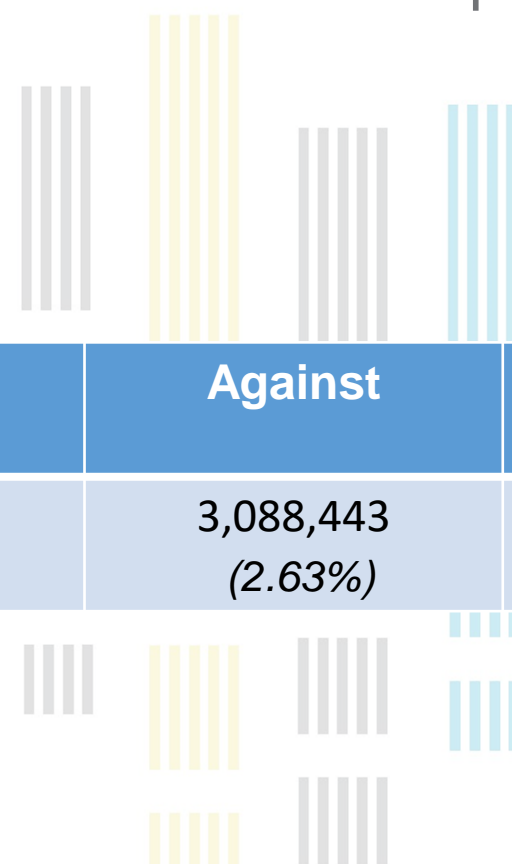


Resolution number	In favour	Against	Proxy's discretion	Abstained
2	114,159,846 (96.95%)	2,347,157 (1.99%)	1,245,983 (1.06%)	32,464

Undirected proxies given to the Chairman will be allocated “in favour” of all resolutions

# PROXIES RECEIVED

## Resolution 3: Approval of 10% Placement Capacity



Resolution number	In favour	Against	Proxy's discretion	Abstained
3	113,242,321 (96.31%)	3,088,443 (2.63%)	1,245,983 (1.06%)	208,703

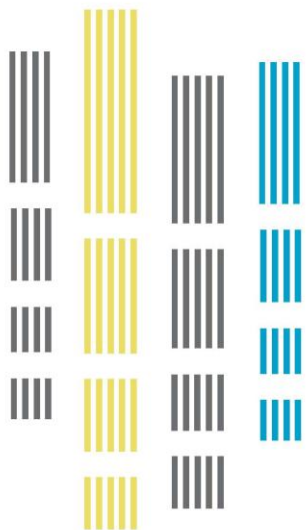
Undirected proxies given to the Chairman will be allocated “in favour” of all resolutions

# QUESTIONS

Please submit  
any questions you  
have on the  
resolutions  
via Zoom  
now.



RESPIRI



THANK  
YOU

Our CEO will now  
present a brief update

# RESPIRI



Marjan Mikel  
CEO/Managing Director



# RESPIRI: MedTech Respiratory company extending care beyond the clinic



## OUR MISSION

*.....to improve asthma  
management by extending  
care beyond the clinic*

## OUR VISION

*...a world without the  
challenges of asthma*



*"Bought 2 weeks ago and it's a fantastic tool  
to manage my asthma. Wish I had it long ago.  
Highly recommend". (user June '21)*

*"Amazing product. It has changed my son's  
life and how he deals with asthma. Sceptic at  
first but now wouldn't go without! Highly  
recommend". (user Nov '20)*



**4.8**



**4.2**





# 2021 Highlights and work in progress

- FDA 510(k) Approval in March
- Patient Experiential Programme (PEP) completed.
  - Outcomes trends encouraging
  - Patient engagement required intervention
- Specialist lead Remote Patient Monitoring Programme (R.A.M.P.) developed as a result.
  - Dramatic improvement in patient engagement
  - Patient outcome trends very positive.
  - Model for use globally and locally as a new wheezo channel
  - Data available in Q1 2022
- Pharmacy sales have not met company expectations and plans have been adjusted accordingly.
- wheezo 4.0 developed and COGS target achieved in 2022.
- Wheezo App upgraded to include Asthma Control Questionnaire (ACT). World first.
- Winner of Good Design Gold Award for product design, medical and scientific
- New wearable product, Sorfe, developed for nocturnal asthma and exercise induced asthma monitoring

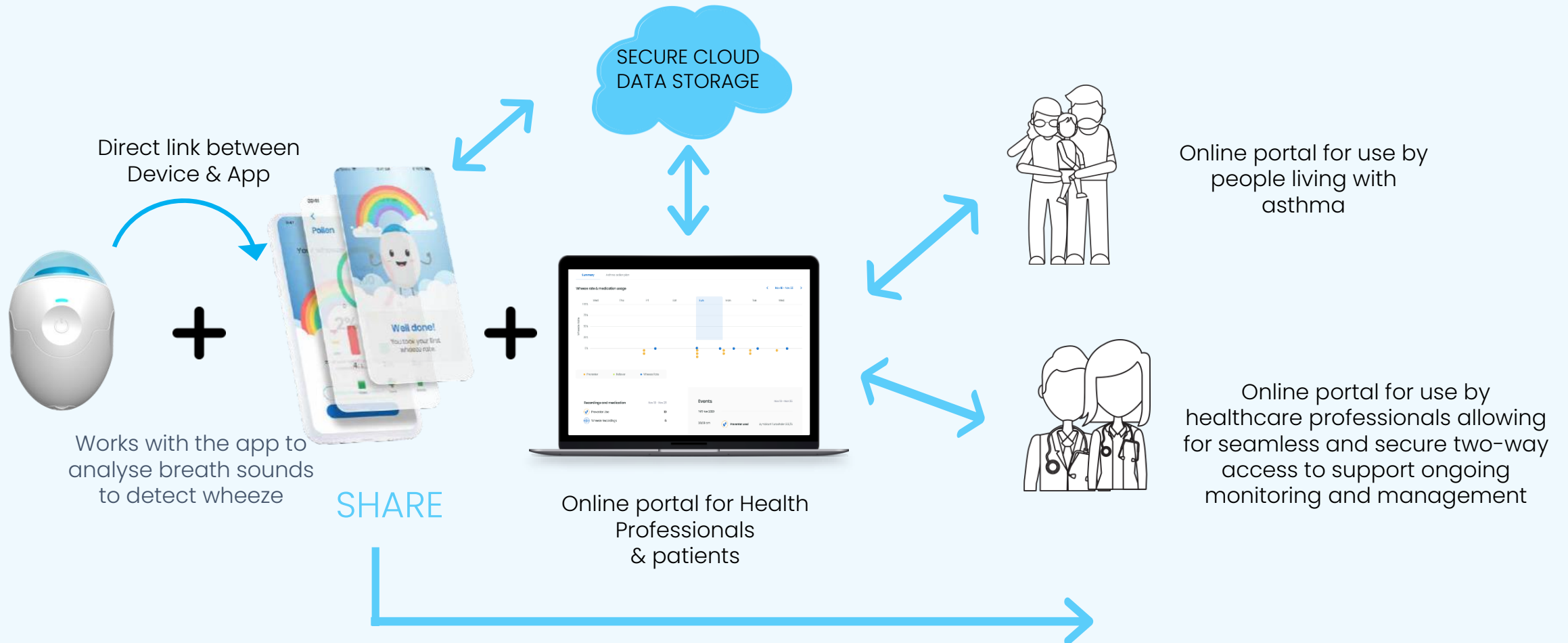


# 2021 Highlights and work in progress

- International market launch is Physician led in reimbursed markets.
- USA:
  - In Discussions with 6 potential telehealth/RPM/chronic care partners
    - 2 non-binding Terms sheets secured.
    - Wheezo pre-marketing to commence to US institutions and Doctors in December
    - Clinical partnership with a major paediatrics hospital being finalised
- UK
  - Birmingham University Study
  - Major 3<sup>rd</sup> party funded asthma medical device outcomes study in children secured. Reimbursement Opportunity may result
  - Partners discussions ongoing
- EU
  - Potential Partner identified for 4 markets in the EU



# An integrated ecosystem to support asthma management



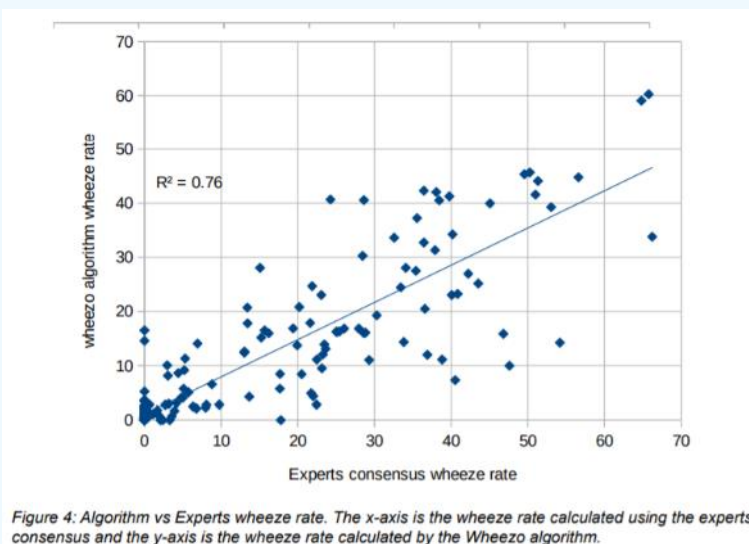


# Our Algorithm: PEP & clinical Findings

A potential new standard

Algorithm detects wheeze as well as experienced respiratory specialists<sup>1</sup>

Comparison of the wheeze rate algorithm with expert analysis

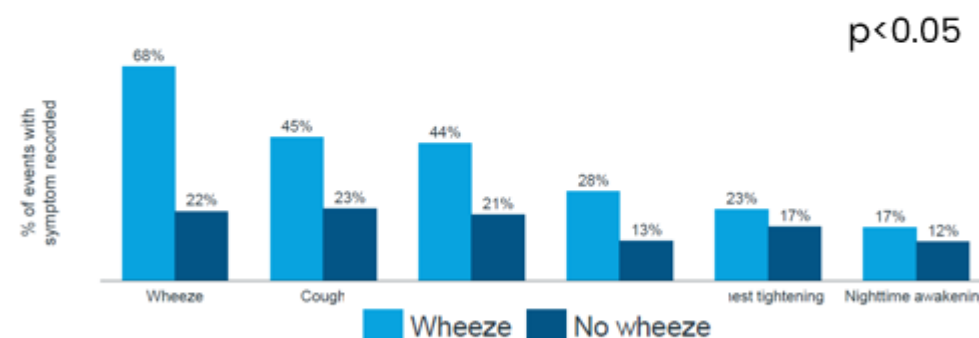


Accuracy	91%	Specificity	93%
Sensitivity	87%	Cohen's Kappa Coefficient	0.81

## wheezo® real world study<sup>2</sup>

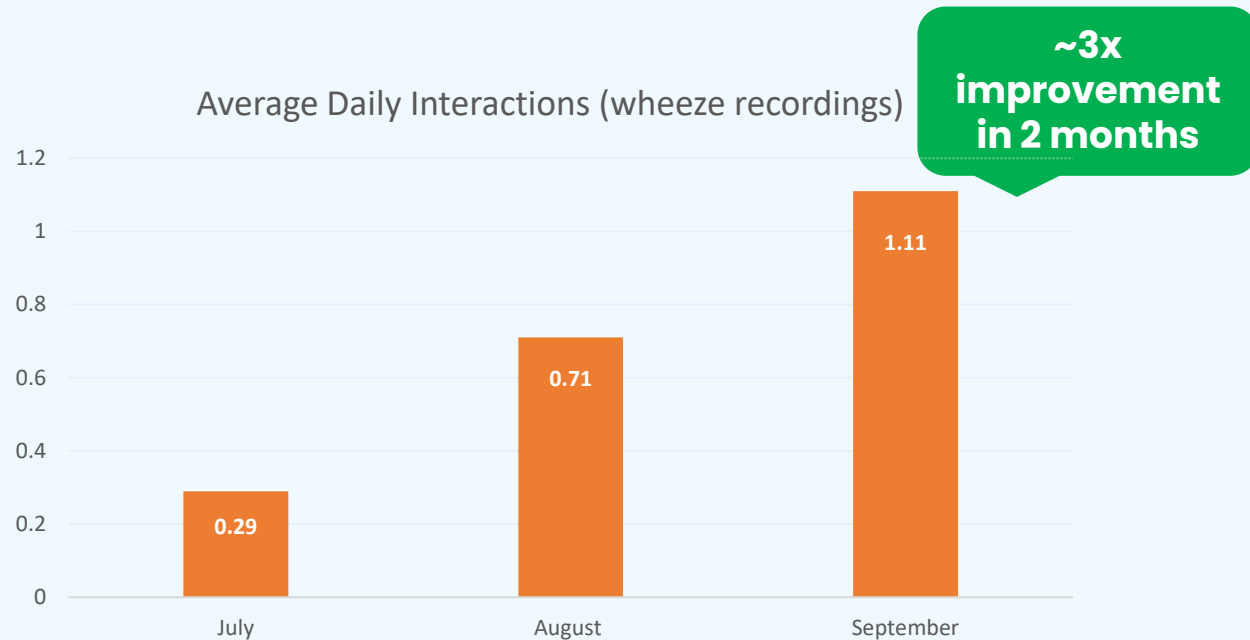
Wheeze rates  $\geq 3\%$  significantly correlated with more symptoms

### Symptoms at Event Level



# Remote Asthma Management Programme (RAMP)

## Significant improvement in patient engagement



- We have significantly improved daily interactions with the app over 2 months with improved onboarding and proactive engagement
- Learnings documented and being applied to app notifications in our updated app
- RAMP success will form a key cog and add to our real-world evidence base and further support our local and international commercialization efforts.

*"A wonderful thing, allows me to understand my triggers and symptoms on the app. Have discovered a lot more triggers since using the app"*

*"Even though I have had asthma a long time, using the app has helped me learn to calm my breathing down, it's made me realise how often I am taking my medication as well"*

*"Very easy to use, just like the whole thing, the rainbow was easy and made me feel my breathing was getting calmer"*



# The United States Opportunity



**1 in 13<sup>1</sup>**  
living with asthma

**1.6 million<sup>3</sup>**  
ED visits with asthma

**\$8,238<sup>4</sup>**  
cost per in-patient  
medical event

**1 in 20<sup>2</sup>**  
living with COPD

**873k<sup>2</sup>**  
ED visits with COPD

**\$27,597<sup>4</sup>**  
cost per in-patient  
medical event

**TAKEOUT:** Respiratory disease places a significant burden on the US healthcare system



# Respiratory illness continues to be poorly managed due to many compounding factors

*In-clinic spirometry is almost impossible for all patients, let alone in the community setting<sup>1</sup>*

*RPM/RTM solutions allow physicians and health networks to reduce inequity in access whilst delivering ongoing medical care for their patients<sup>4</sup>*

*Health literacy amongst patients and carers continues to contribute to poor outcomes<sup>2</sup>*

*Low socio-economic status increases burden of respiratory disease, especially in males<sup>5</sup>*

*Adherence to medications have historically been very poor with many studies showing adherence levels of <50%<sup>3</sup>*

*Air quality and pollutants are known to irritate and impact respiratory health<sup>6</sup>*

**TAKEOUT:** Effective management requires a partnership between the patient, provider and utilization of innovative MedTech

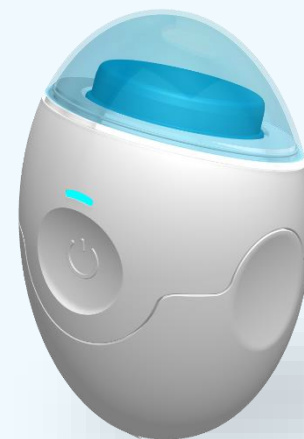




# An innovative FDA-approved Medical Device Class II

**wheezo®** is a handheld battery powered device that records breathing over 30 seconds and analyses the recording for wheeze.

- The breath sounds (and wheeze) are transmitted to the mobile application via Bluetooth
- The wheeze detection algorithm runs in the mobile application
- The engaging mobile application also allows users to log their symptoms, triggers, medication usage and share their in-community data with others
- The mobile application automatically records location specific pollen and air quality information in real-time



# Providers and their patients can significantly benefit from recent RPM/RTM CPT reimbursement codes



**1** Provider sets patient up on Respi proprietary platform



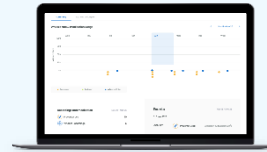
Provider bills  
**once**

**2** Physiological data is recorded over at least 16 days in given month



Provider bills  
**monthly**

**3** Data sent in real time & clinical staff review RPM data & interact with the patient



Provider bills  
**monthly**

- Physician's billable amount per patient per year **USD1,350+**
- Respiri Product as a Service (PaaS) per patient billed to physician

## CPT 2021 Payment Rates

CPT Code	Descriptor	Value US\$ (non-facility)
99453	Patient set up (once per episode of care)	<b>\$18.77</b>
99454	Device delivery/supply (every 30 days, min.16 days of data collection)	<b>\$62.44</b>
99457	Patient Monitoring & interactive communication First 20 mins (every 30 days)	<b>\$51.61</b>
99458	Patient Monitoring & Communication. Each additional 20 mins (every 30 days)	<b>\$42.22</b>
99091	Collection & Review of Physiological Data (every 30 days)	<b>\$59.19</b>



# Current partnership discussions & agreements based around

## Integration Models we Support

- Utilise Respiri's end to end solution
- OR
- Integrate into existing 3<sup>rd</sup> party partner solutions

## Technical Integration Approach

- **Discovery:** Define Delivery Requirements; API Integration; Branding; Define Delivery Phases
- **Implementation:** Technical Sign Off; Systems Delivery; Acceptance Testing
- **Support:** During Integration, Deployment and Ongoing

## Benefits of Partnering with Respiri

- In House Capability to integrate systems
- MedTech Respiratory Domain Knowledge
- Seamlessly integrate into partner systems



# Respiri's integrated solutions can deliver value to all key stakeholders and very well received



## Healthcare Professionals

- ✓ A new source of revenue
- ✓ Improved quality of care
- ✓ Better information for evaluation and management

## RPM / RTM Providers

- ✓ Partnering with best in class FDA approved medical device
- ✓ Seamless integration into existing health systems
- ✓ New patient cohort, delivering new revenue stream

## Patients

- ✓ Improved health and compliance outcomes
- ✓ Reduced hospital admissions
- ✓ Reduced healthcare costs and financial burden





# RESPIRI: 2022 and beyond

- International launch will be physician led, rather than pharmacy
- US launch ahead of schedule
- UK soft launch Q1 2022, reimbursement strategy being developed
- Advanced discussions with EU partner and developing reimbursement strategies
- Wearable opening up new therapeutic opportunities that are currently poorly serviced.
- Australia
  - RAMP providing new channel
  - Pharmacy targeting strategy to focus on cost effective engagement with fewer relevant pharmacies



# Thank you



# RESPIRI



## THANK YOU

