

# WHEEZO USA MARKET UPDATE

- *Launched December 2021*
- *FDA 510(k) Approved March 2021*



# USA IS COMPANY DEFINING. WE ARE WELL PLACED & AHEAD OF SCHEDULE



- Huge, physician led and reimbursed market
- Best in Class RPM partners excited by wheezo RPM opportunity and annuity remuneration aligned to Respi
- Wheezo very well received by payors and physicians & confirmed at AAI conference in February. 60+ qualified leads
- wheezo®: FDA Approved, Class II, (510k, k202062)
- Across the US, asthma alone creates a \$81.9Bn financial burden on the health system
- Wheeze is considered an important physiological parameter in guidelines and by treating physicians
- The presence of wheeze has been shown in multiple studies, to be associated with a reduction in FEV<sub>1</sub>
- FEV<sub>1</sub> is an established parameter that predicts exacerbations and mortality
- Attending NAACO (National Association on Accountable Care Organisations\*) conference in Baltimore in April. Funded by partners Access Telehealth
- **1<sup>st</sup> wheezo reimbursement led RPM customer in Michigan Children's Hospital**



\* ACOs are groups of doctors, hospitals, and other health care providers, who come together voluntarily to give coordinated high-quality care to their Medicare patients.

# RESPIRATORY DISEASE CONTINUES TO BURDEN COMMUNITIES AND THE US HEALTHCARE SYSTEM



**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**

1. <https://www.cdc.gov/nchs/fastats/asthma.htm> 2. <https://www.cdc.gov/nchs/fastats/copd.htm> 3. [https://www.cdc.gov/asthma/asthma\\_stats/asthma-ed-visits\\_2010-2018.html](https://www.cdc.gov/asthma/asthma_stats/asthma-ed-visits_2010-2018.html) 4. <https://www.cdc.gov/mmwr/volumes/69/wr/pdfs/mm6926-H.pdf>

Completely different to Australia & far more attractive


MARKET DYNAMIC	USA	AUSTRALIA
Reimbursement	Yes	No
Physician driven	Yes	No
Physician Remote Patient Monitoring (RPM) remuneration	Yes	No
Physician promotion RPM partners	Yes	No
RPM partners remunerated on annuity streams not device sales	Yes	No
Respiri device pricing	USD50-60	~USD34
Respiri monthly annuity streams	~USD5-20	~USD6
Patient out of pocket	Covered by insurance	~USD143 p.a. (~AUD200)
Private Health Insurers paying for asthma hospitalisations	Yes	No*
Market size (asthma + COPD)	~50M patients	~4M patients




RPM CPT Code	Descriptor	Value US\$
99453	Patient set up (once per episode of care)	\$19.04
99454	Device delivery/supply (every 30 days, min.16 days of data collection)	\$55.72
99457	Patient Monitoring & interactive communication First 20 mins (every 30 days)	\$50.18
99458	Patient Monitoring & Communication. Each additional 20 mins (every 30 days)	\$40.84
99091	Collection & Review of Physiological Data (every 30 days)	\$56.88
CCM CPT Code	Descriptor Clinical staff.	Value US\$
99490	20 mins	\$62
99490 + 99439	40 mins	\$109
99490+ 99439 (x2)	60 mins	\$156
G0511	20 mins Rural	\$76

A US patient generates up to 5 x the annual revenue of an Australian patient, with little or no out of pocket expense, unlike Australia.


- 1
2
3
- Provider sets patient up on a remote monitoring platform/system
Physiological data is captured/recorded over at least 16 days
Data sent in real time & clinical staff review RPM data & interact with the patient



Provider bills once



Provider bills monthly



Provider bills monthly

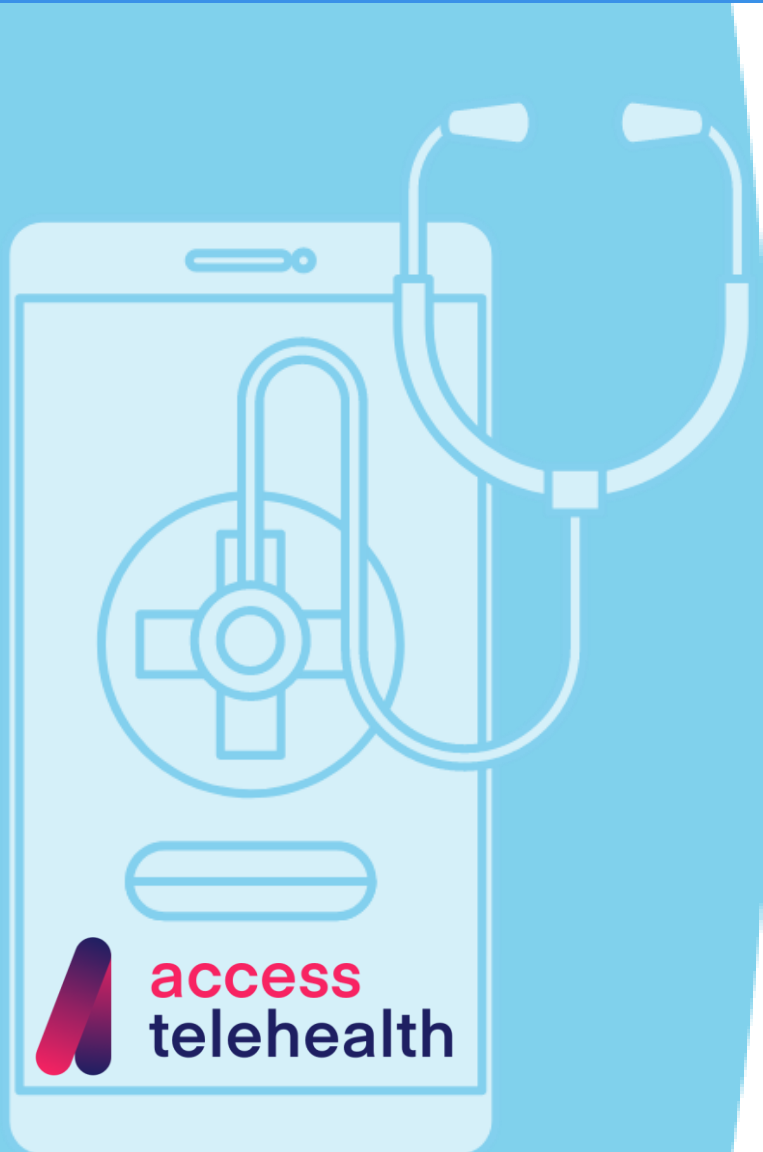
- Physician’s billable RPM amount per patient per year **USD1,270+**
  - Physician’s additional billable CCM amount per patient per year **USD744-\$1,300+**

# WHEEZO/RPM EXTREMELY WELL RECEIVED. NO RPM IN RESPIRATORY MEDICAL TO DATE.



- Kansas Children's Hospital
- Detroit Children's Hospital (Medicaid reimbursed RPM customer now and clinical outcomes study in children being finalised.)
- LifeMD Telehealth
- Teva
- Children's National Hospital Chicago
- University of Pittsburgh
- Yale/New Haven
- 60+ Qualified leads

- Approached by major pharmacy group to in-store pilot wheezo using FSA & HSA accounts eliminating patient co-payment.
- 5 major HMOs on the west coast & Mid West testing & evaluating (900K – 5M lives covered)
- 5 FCC\* (Federal Communications Commission) grants being finalised (~USD1M of which wheezo is ~\$200K)



- First RPM wheezo customer in Michigan Children's Hospital
- Commenced wheezo promotion in mid-January 2022.
  - Contract finalised early February 2022
- Have a patient engagement model that allows Remote Asthma Monitoring Program (RAMP) to be rolled out, providing additional monthly RPM/CCM revenue streams
- Funded and attended RPM conference with wheezo in Las Vegas January 31<sup>st</sup>.
  - Response very positive
- Funded and attended American Academy of Allergy, Asthma & Immunology, (AAAAI) Phoenix Feb 25<sup>th</sup>.
- Actively engaged with 25+ customers including major ivy league universities.
- Initial order to be finalised in late Feb/early March
- Highly experienced and credentialed team



- Commenced active promotion in mid-December
  - Contract finalised in late December
- USD173,500 in revenues in first 2 months
- Unprecedented response to wheezo from campaign
- Actively engaged with 30+ customers including:
  - Healthcare Management Organisations (HMO/Payors), up to +5M lives
  - Health Systems with 1,000+ Beds
  - Hospitals
  - Physician Groups
  - FCC, health grant recipients (up to USD1M)
  - USDA (US Dept of Agriculture) health grants
- Active campaign to 600+ other customers
- 11+years in business



mTelehealth™



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