



A Medical Devices & SaaS Company

DELIVERING REMOTE PATIENT MONITORING
(RPM) SOLUTIONS NOW

15th July 2022
Marjan Mikel (RESPIRI CEO)
Respiri Limited (ASX:RSH)



Forward Looking

Certain statements made in this announcement are forward-looking statements. These forward-looking statements are not historical facts but rather are based on Respi's current expectations, estimates and projections about the industry in which Respi 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.

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Forward Looking.

Company Overview

CAPITAL STRUCTURE (ASX:RSH)

Proven wheeze detection IP	wheezo®
Regulatory	FDA/CE/TGA
Indication	Wheeze detection
USA addressable RPM market	~USD\$40B; CAGR 30%+
Business Model	RPM provider partners
Market drivers	USA reimbursement
US revenue YTD FY 2022	US\$179.3K (A\$250K)

CAPITAL STRUCTURE (ASX:RSH)

Market Cap – 14 July 2022	\$40M
Share Price - 14 July 2022	\$0.05
Shares on Issue	761.8M
Management Performance Options*	174.5M
Cash Balance – 31 March 2022	\$1M*
Wheezo stock on hand (30 June 2022)	19,882 units (A\$1.2M)
Projected Cash Burn Q2 & 3 FY 2022	\$550k per month

* Average strike price \$0.187

* Additional \$1.6M was raised on May 2nd



MAJOR SHAREHOLDERS: 14th July 2022

Citicorp Nominees Pty Ltd	3.70%
Netwealth Investments Ltd Super Services A/C	2.78%
Peter Karl Braun	2.19%
Netwealth Investments Ltd Wrap Services A/C	2.17%
Mallamanda Pty Ltd	2.06%
Top 20 Shareholders	28.71%



BOARD OF DIRECTORS & ADVISORS

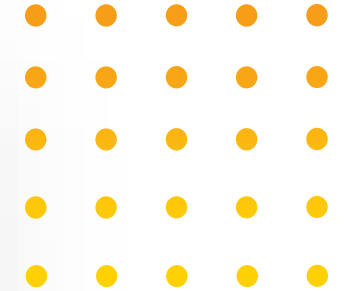
Nicholas Smedley	Executive Chairman
Brad Snow	Non-Executive Director
Marjan Mikel	CEO/Managing Director
Dr Andrew Weekes	Medical Advisor
Dr Mark Levy	UK Medical Advisor
Eddie Sugar EAS Advisors, LLC	Corporate Advisors





Our Mission

To improve asthma management by extending care beyond the clinic



Our Vision

A world without the challenges of asthma

Executive Summary

Attractive USA Market Dynamic



- 8% of Americans have asthma
- RPM is reimbursed in the USA
- RPM market CAGR 30%+ to USD85B 2026
- Doctors claim the RPM CPT reimbursement
- RPM services can be outsourced to 3rd parties on monthly fees.
- US payors understand and fund preventative medicine

Proven & Unique Wheezo Technology



- Wheeze is indicative of significantly reduced lung function
- Proven wheeze detection & monitoring
- Reimbursed respiratory RPM solutions in the USA
- Well received by pulmonologists in the USA
- Strong interest in conducting real world studies with wheezo

Robust Business Model



- Bespoke model through world class RPM provider partners
- Revenues generate through devices sales and monthly per patient SaaS
- **First customer secured (Michigan Children's Hospital); treat +4.5k patients with asthma per year**
- First reimbursement claims processed in August/September
- 120+ qualified leads hospitals, Payors & Doctors
- Little if any real competition

Respiratory Disorder Is A Huge Burden To The Healthcare Systems Globally, USA Included



Current RPM Solutions

- ✖ Asthma control test, subjective relying on patient self.
- ✖ Assessment unreliable. Current gold standard.
- ✖ Digital spirometry devices. Extremely difficult for patients to use in supervised environments & extremely difficult remotely. Doctors do not trust the patient derived RPM lung function results.

1 in 13

living with asthma

**1.6
million**

ED visits with asthma

\$8,238

cost per in-patient
medical event

1 in 20

living with COPD

873k

ED visits with COPD

\$27,597

cost per in-patient
medical event

Payors In The USA Understand The Importance Of RPM Services & Pay For It

Easy to use Wheezo

Wheeze Detection

The device easily records breath sounds over 30 seconds to be analysed in the app for the presence of wheeze

Algorithm: 5% Wheeze rate

Equates to clinically significant wheeze.¹⁻³ Wheeze-rate measurements continually in excess of 5% should be considered indicative of expiratory airflow limitation

Continuous Monitoring

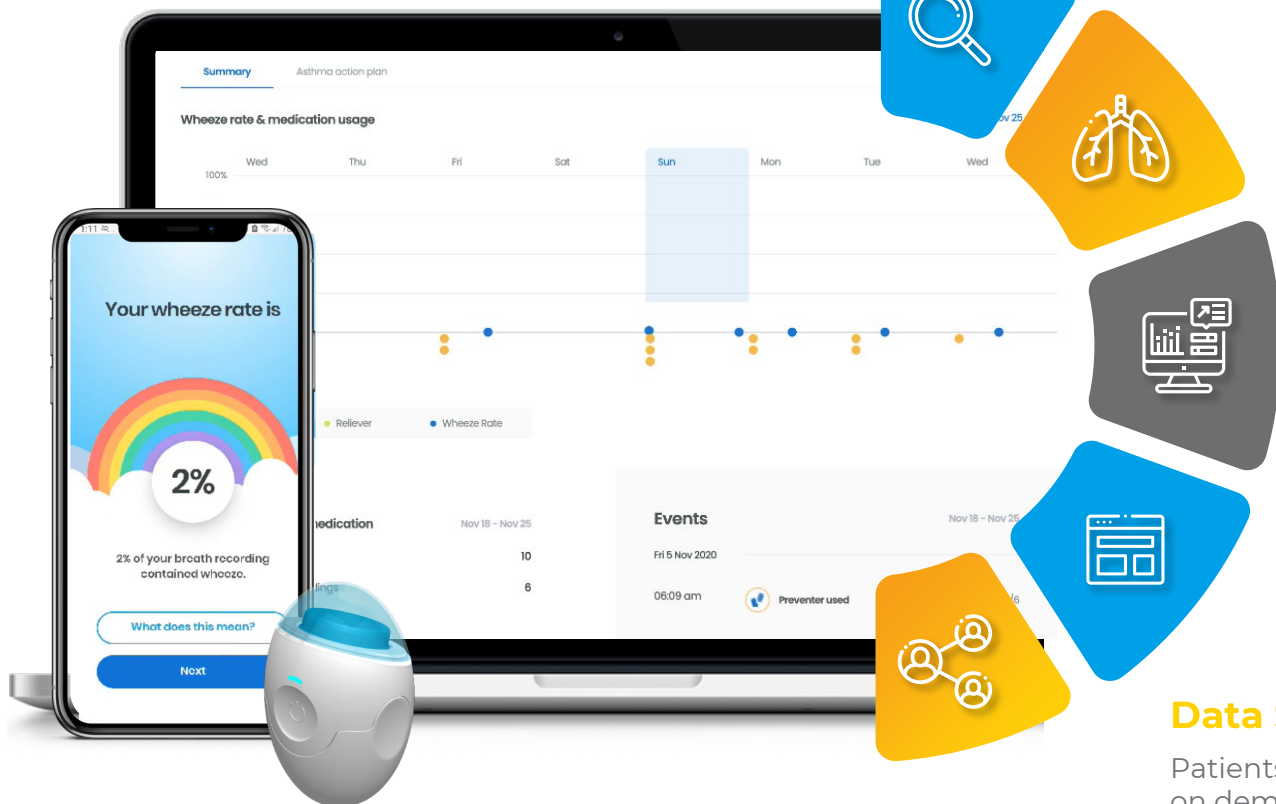
App allows users to also log symptoms, triggers, medication and local environmental factors

Patient Portal

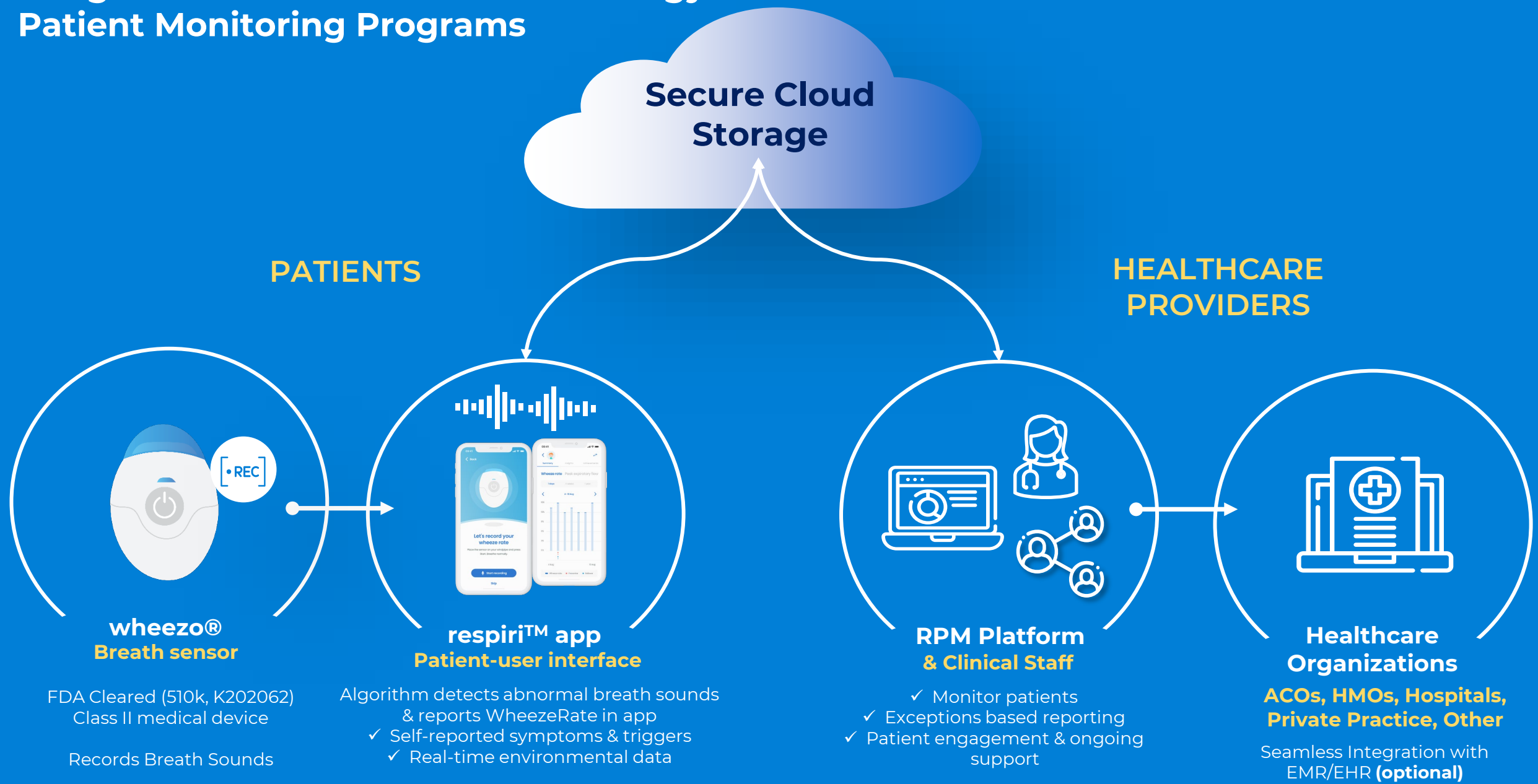
Data collected is used to build a personalised asthma profile and displays graphic analytics

Data Sharing

Patients can easily share their data with healthcare professionals on demand allowing RPM reimbursement



Integrate wheeze detection technology into established Remote Patient Monitoring Programs



How It Works.

- Wheezo® detects and records wheeze remotely, as well as a respiratory specialist.
- Wheeze rate =>5% is clinically significant wheeze

Wheezo® algorithm analyses the breath recording spectrogram to detect wheeze

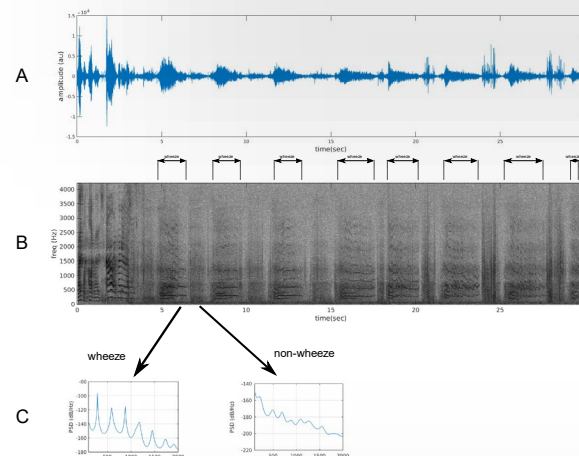


Figure A

shows the amplitude of the recording and eight breath cycles can be seen as the waxing and waning of the sound amplitude.

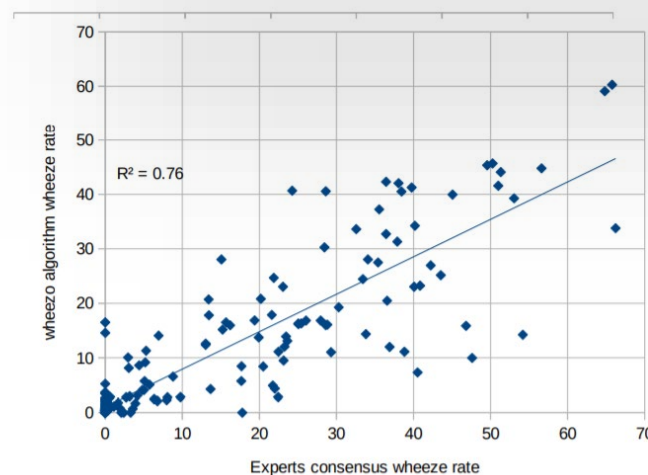
Figure B

Shows the spectrogram of the recording. This recording contains significant wheeze shown by the equally spaced lines. By listening to the recording and viewing the spectrogram, portions containing wheeze were identified.

Figure C

shows power spectrum estimates of very short segments of the sound recording, showing the difference between wheeze and non wheeze.

Algorithm detects wheeze as well as experienced respiratory specialists¹



Comparison of the wheeze rate algorithm with expert analysis

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

References: 1. Data on File. 2. Data on File. 3. Eising JB, Uiterwaal CS, van der Ent CK. Nocturnal wheeze measurement in preschool children. *Pediatr Pulmonol*. 2014 Mar;49(3):257-62. 4. Lea Bentur, Raphael Beck, Charles S. Irving, and Simon Godfrey, Nocturnal Wheeze Measurement in Young Asthmatics *Pediatric Asthma, Allergy & Immunology* 2004 17:3, 191-197. 5. Boner AL, Piacentini GL, Peroni DG, Irving CS, Goldstein D, Gavrieli N, Godfrey S. Children with nocturnal asthma wheeze intermittently during sleep. *J Asthma*. 2010 Apr;47(3):290-4.

Wheezo Clinical Evidence & Plan



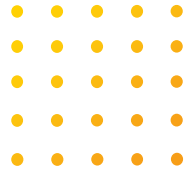
Studies To Date

- Respiro algorithm has been extensively studied for 20 years in USA, EU, UK, Israel.
- Melbourne Box Hill Hospital study data. Improved algorithm, as good as specialist with a stethoscope
- Finalising clinical paper with Dr Mark Levy (GINA Director in the UK) discussing wheezo as the new standard in wheeze detection. Target journal: Journal of Asthma, CY Q4 2022.
- Numerous independent studies document that a wheeze-rate of $\geq 5\%$ indicates clinically significant wheeze.
- Many studies found that lung function must be significantly reduced for wheeze to manifest (20%-30%)
- Studies have shown that compromised lung function is a lead indicator for exacerbations, attacks and hospitalisations.

Planned Studies & KOL Engagement

- Confirmed Birmingham University: relationships between wheeze rate changes & lung function. Q3/2022
- Confirmed London King Hospital College National Institute of Health Research (NIHR) funded real world health outcomes study in children with asthma to GBP2M. (announced July 11) Q3/2022
- Planned UK University study in asthma patients with Exercise Induced Laryngeal Obstruction (EILO). Q3/2022
- Planned seeking ethics approval. USA major university hospital studying RPM with wheezo in children with severe asthma. Q3/2022
- Feb/2022 Participation in American Academy of Allergy, Asthma & Immunology (AAAAI) generated much KOL interest in wheezo & RPM services
- Mar/2022 Healthcare Information & Management Systems Society (HIMMS). Technology integration.
- April 2022 National Association Accountable Care Organisation Society (NAACOS) to continue to sell wheezo RPM
- June 2022 America's Health Insurance Plans (AHIP) to continue to sell wheezo RPM

USA Commercialisation Strategy



Milestones

Delivered

Regulatory approvals and market readiness.

Completed 9 months ahead of schedule

- FDA Approval March 2021
- RPM provider partners selected Access Telehealth & mTelehealth
- US approved product & packaging
- US RPM patient pathway App & portal developed
- Inventory built
- Revenue model
 - USD50-60 device
 - SaaS/month/patient
 - USD5-USD20

In Progress

Physician end user/Payor Engagement with RPM partners

- Engage Hospitals & Physicians:
 - Currently actively engaged with 50 qualified leads
 - ~10-300 Drs, start with pilot of 50-100 patients over 3-6 months.
- Engagement with Payors & Accountable Healthcare Organisations (ACO) (examples, Kaiser Permanente, Sharp Health, Aetna, McLaren, Yale/New Haven Health)
 - Currently 120+ qualified leads
 - Provide &/or pay. Cover 1M-15M lives.
 - 15K-225K monitored Respiratory lives
 - Up to 80,000 Drs & Nurses pilot ~500 patients over 6-12 months

Next

Embed into standard of Care

- Hospitals treatment protocols
 - 1,000-5,000 patients
- ACO/Payors Phase 2 broader pilot
 - 2,000-5,000 patients
- FCC (Federal Communication Commission) & USDA (US Dept Agriculture) health grants. for lower socioeconomic rural areas
 - FCC grants up to USD1M per contract
 - USDA ~ grant pool USD500M p.a.

Q3/2020

Q4/2021

Q3/2022

Centres For Medicare & Medicaid Services (CMS) Reimbursement Opportunity RPM & Also Chronic Care Management (CCM)

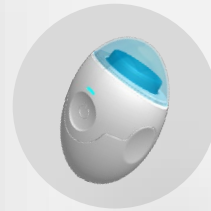
A US patient generates up to 5 x the annual revenue of an Australian patient, with little or no out of pocket expense, unlike Australia.

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

1

Provider sets patient up on a remote monitoring platform/system



Provider bills
ONCE

2

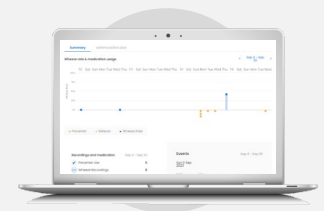
Physiological data is captured/recorded over at least 16 days



Provider bills
MONTHLY

3

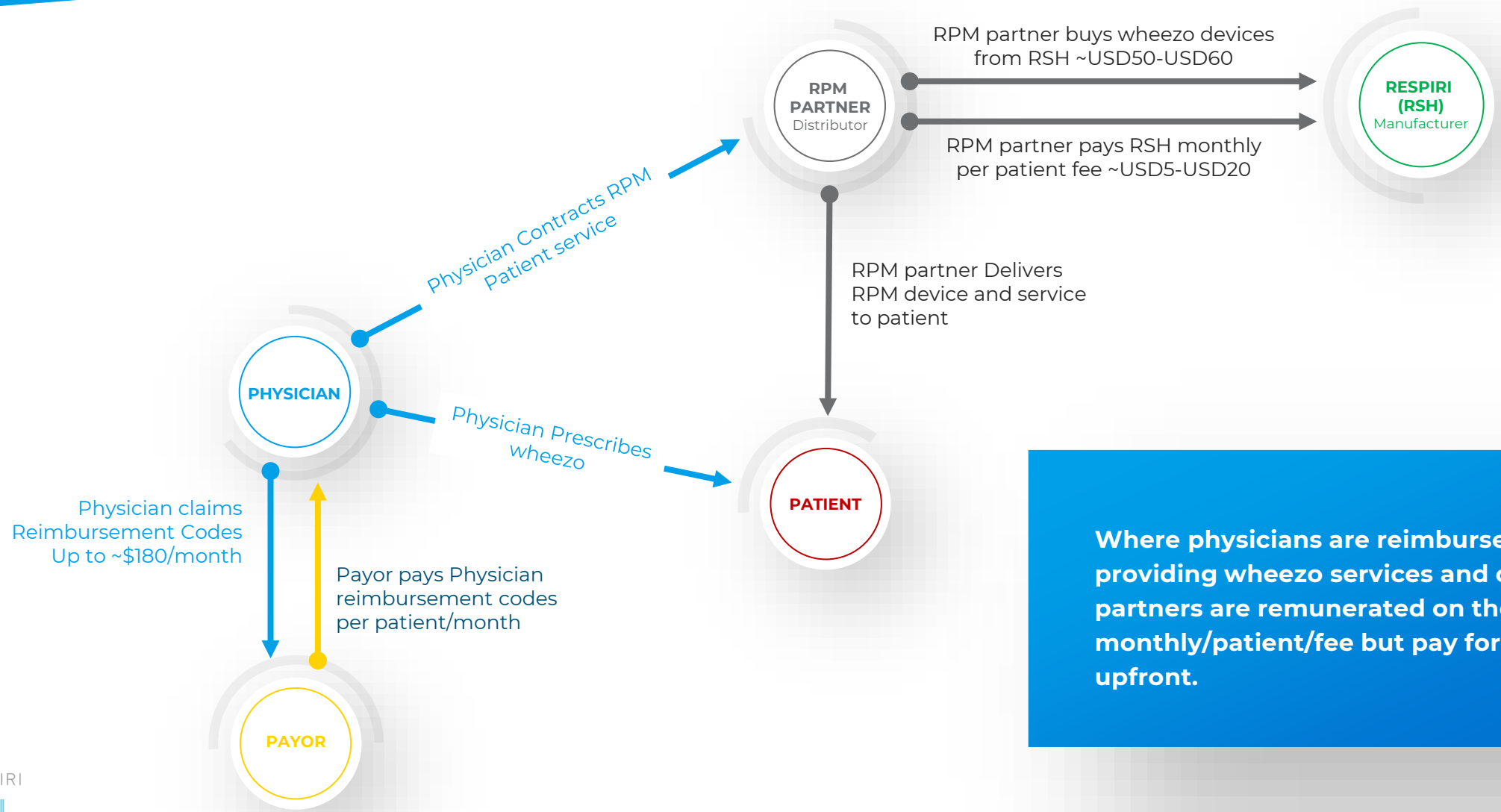
Data sent in real time & clinical staff review RPM data & interact with the patient



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+**
- **Private payors reimburse 10%-20% more than the CMS rate**

USA A Unique Reimbursed Market



Where physicians are reimbursed for providing wheezo services and our partners are remunerated on the monthly/patient/fee but pay for devices upfront.

USA Critical Success Factors

RPM REIMBURSEMENT

- Centres for Medicare & Medicaid Services (CMS) reimburse RPM across all of USA
- RPM reimbursement is mandated in 28 US states requiring private payors to cover RPM. Most cover RPM in non-mandated states
- Payors pay for hospitalisation & understand RPM preventative medicine.
- Physicians can outsource RPM patient management to 3rd parties (our partners)
- Physician led strategy
- Wheezo qualifies now
- No real RPM solutions in respiratory medicine



* Federal Communications Commission; # United States Department of Agriculture



Manufacturing



RISKS MITIGATED

1

Inventory built to meet USA uptake in demand in the short to medium term. Australian inventory to be redirected. ~20K wheezos on hand

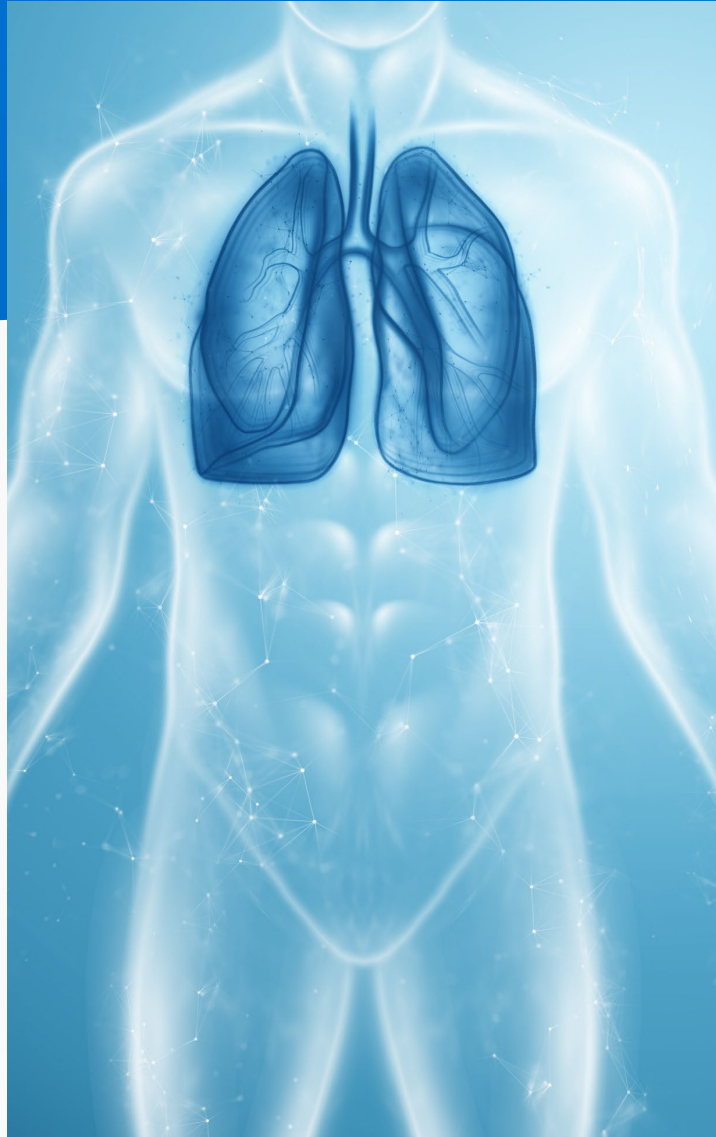
2

Wheezo 4.0 to meet COGS objectives of <AUD \$50 or USD \$35/device.

3

Semi-conductor/ chip issue impacting all sectors has been mitigated by securing an alternative superior chip and componentry has been purchased and is in inventory ready for future manufacturing batch runs. (12,500 chips in inventory)

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
- 1st patient reimbursed wheezo deal with Michigan Children's Hospital.
- 120+ active RPM partner leads
- wheezo®: FDA Approved, Class II, (510k, k202062)
- Across the US, asthma alone creates a \$81.9Bn financial burden on the health system
- Breath sounds/Wheeze 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 significant reduction in FEV1
- FEV1 is an established parameter that predicts exacerbations and mortality

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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 or existing products may not satisfy the stringent requirements for approval, the approval process may take longer than expected or previous approvals may be altered or revoked. 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: 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.

Customer contracts: The Company's ability to distribute and ultimately sell its products is subject to a small number of commercial agreements. There is a risk that these contracts could be breached, not complied with according to their terms, terminated or substantially modified in a way which adversely affects the ability for the Company to sell its products or creates a significant liability for the Company.

Respiri Limited Risk Factors



Thank You.

 Marjan Mikel, CEO

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This presentation has been approved by the Board of Respiri Limited