



adherium 

Leading
respiratory
eHealth

November 2023

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These risks & uncertainties include, but are not limited to:

- i. the possible delays in & the outcome of product development
- ii. risks relating to possible partnering or other like arrangements
- iii. the potential for delays in regulatory approvals
- iv. the unknown uptake & market penetration of any potential commercial products &
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References to patient number targets to achieve a cash flow positive financial position are aspirational in nature. Additionally, there are a number of factors, both specific to Adherium & of a general nature, which may affect the future performance of Adherium. There is no guarantee that Adherium will achieve its stated objectives/milestones, that any of its forecasts will be met or that forward-looking statements will be realised.

WHY INVEST

MULTIPLE REVENUE STREAMS

- Adherium gets paid for sensor sales and monthly per patient fees for generating and transmitting respiratory data

CLEAR NEAR-TERM PATHWAY

- New US commercial partnerships with large scale practices: Allergy Partners and SENTA Partners
- 80k patients onboarded to be cash flow positive
- Building US sales, service and support organization in line with business strategy

RECURRING REVENUE

- Targeting further large-scale channels for long-term partnerships
- Clinical workflow integration generates sticky revenue
- High gross margin software platform business model

LARGE GLOBAL MARKET

- COPD & asthma affect over 500M people worldwide^{1,2}, 51M in US alone^{3,4}
- Up to 92% poor inhaler use by asthma patients⁵
- \$34B annual ongoing cost burden to patients, health systems and insurance payors in US⁶

SHIFT TO DIGITAL HEALTH

- Hailie enables prevention through remote patient care – sensors provide real-time data for patients, clinicians
- Clinically proven to improve asthma management and reduce exacerbations^{7,8}
- Doctors can bill for remote patient monitoring (RPM) under US reimbursement codes
- Adherium owns data - building predictive datasets for commercialisation

FIRST MOVER ADVANTAGE

- Hailie platform – leading-edge sensor tech, user-friendly app, clinician portal and cloud data
- First to market with only US FDA 510(k) cleared inhalation flow rate sensors
- Drug agnostic adherence sensors with 91% coverage of 20 top US branded inhaler medications

THE HAILIE SOLUTION: A NEW STANDARD FOR PREVENTATIVE TREATMENT

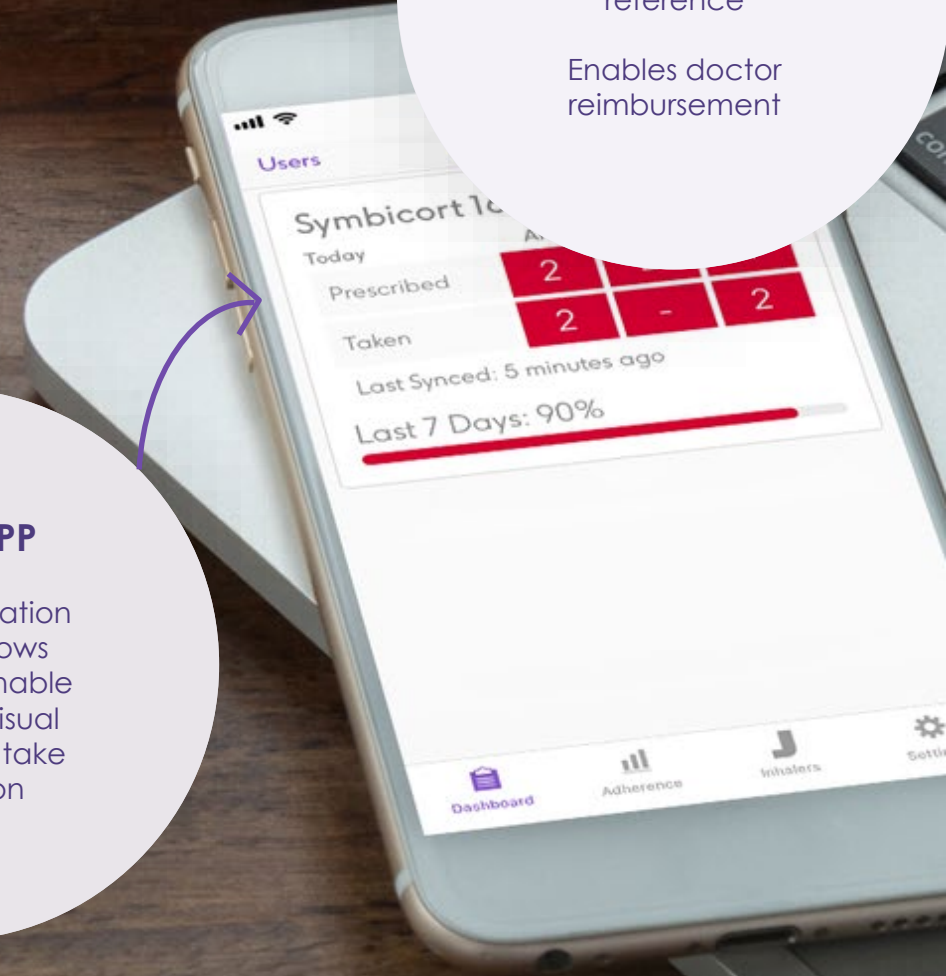
HAILIE SENSOR

Drug agnostic
Wide US inhaler market coverage
Only 510(k) cleared sensor to generate respiratory inhalation flow rate data & track adherence



HAILIE APP

Tracks medication usage & allows patients to enable audio and visual reminders to take medication



HAILIE PORTAL

Captures data for patient management, digital health records, clinical reference

Enables doctor reimbursement

ROAD TO COMMERCIALISATION¹

Platform Development & Regulatory Approvals

2015

2018

2021

2022

2023

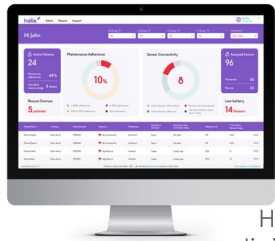
Aug'23

Sep'23

Sep'23

Nov'23

Listed on ASX



Hailie patient app & clinician portal launched



FDA 510(k) clearance for next gen physiological sensor



Hailie adherence sensors cover 91% of US top 20 inhaler medications



Next gen Hailie physiological sensors cover 79% of US top 20 inhaler medications

ALLERGY PARTNERS[®]

SENTA

First Allergy Partners patients onboarded

First SENTA patients onboarded

Commercialisation Scale Up

Cash flow positive: 80k patients onboarded

Repeat, scalable revenue





**Improving health
outcomes and
quality of life for
patients**

CLINICAL BENEFITS AND SAVINGS ACROSS HEALTH ECOSYSTEM

Patients	Clinicians	Hospital Systems	Medical Groups	Payors e.g. private insurance & self-insured
Improving health outcomes	Decisions backed by data	Reduced burden	Value adding to the care journey	Savings realised
<ul style="list-style-type: none">• Reduced severe exacerbations by 61% in adults⁷• Improved adherence to preventative medication by 180% in children⁸• Pandemic driven telemedicine adoption	<ul style="list-style-type: none">• Provides patient data on inhaler compliance and technique• Enables tailored care with data supporting medication adherence, behavioural influencing, escalations and interventions	<ul style="list-style-type: none">• 80% of asthma-related hospitalizations in Australia are preventable⁹• Preventable hospitalization costs US health system alone \$34B annually⁶	<ul style="list-style-type: none">• Sensors engineered for reimbursement requirements• On-going billing for remote patient management• Investment into patient-centric care model platform	<ul style="list-style-type: none">• Predictive model will shift respiratory disease management to prevention• Fewer exacerbation events means less payouts• 1 year/patient cost savings of €7,546 with use of digital inhalers; €26,309 over 10 years¹⁰

TARGETING LARGE PARTNERSHIPS TO SCALE



Medical Groups

ALLERGY PARTNERS

SENTA

Allergy Partners

- Largest US allergy & asthma practice based in North Carolina
- Over 300,000 patients across 130 sites in 20 states
- First patients onboarded
- Hailie platform deployed to enable scaling

SENTA Partners

- Major premier medical asthma & allergy specialty practice based in Georgia
- 48 locations in 6 states
- First patients onboarded

Target Milestones

FY24

- Scaling to 3 hospital systems, medical groups & self-insured payors

FY25

- Scaling to 10+ hospital systems and medical group partners
- Proven US market validation to expand to AUS, UK & EU

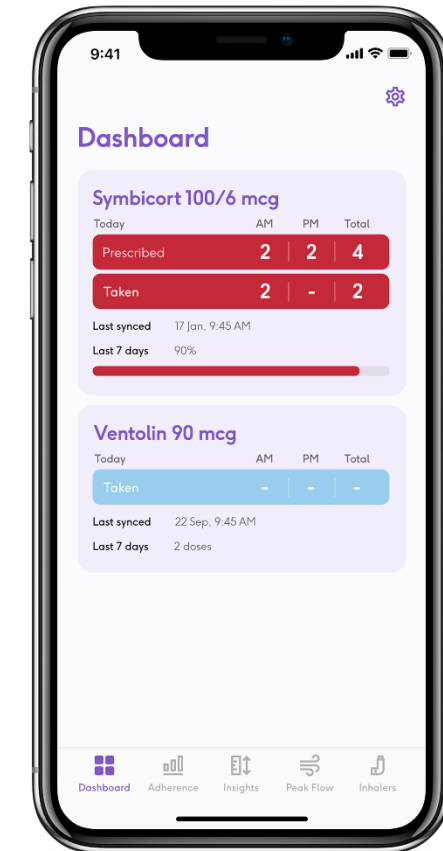
FY26

- Major operational scale
- Software as a Medical Device (SaMD)

MULTIPLE STREAMS TO GENERATE STICKY REVENUE

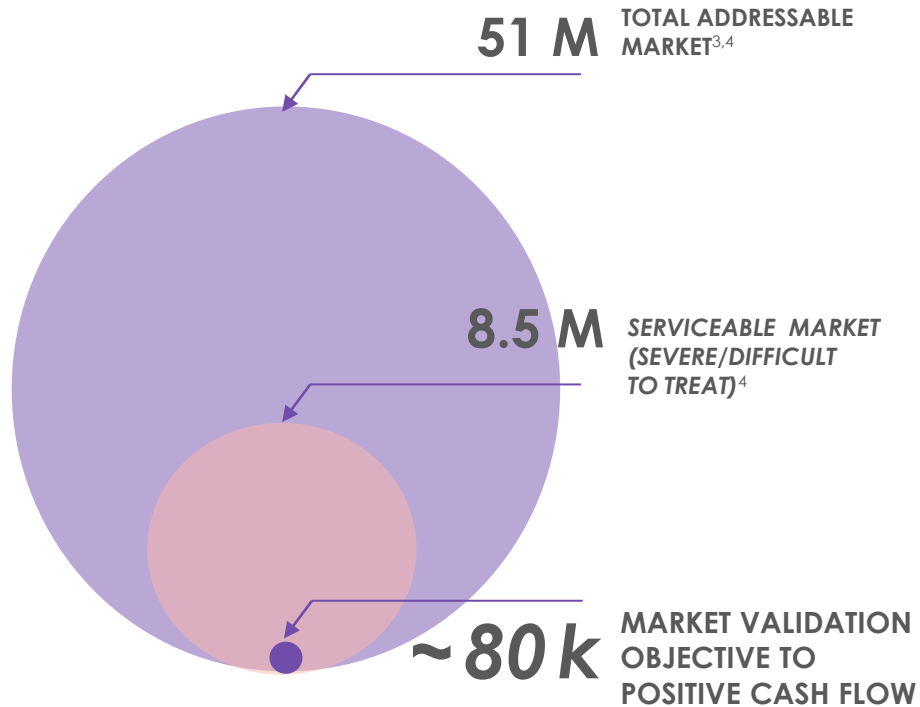
DATA SET	WHAT WE PROVIDE	REVENUE TYPES
<p>1 Medication adherence data sets</p> <p>+</p>	<p>= Remote inhaler use monitoring</p>	<ol style="list-style-type: none"> 1. SaaS and data fees 2. Per member/month (PMPM) fees 3. Increase serviceable patient penetration 4. Value-based incremental pricing
<p>2 Respiratory flow rate parameter data sets</p> <p>+</p>	<p>= Remote inhaler technique monitoring</p>	
<p>3 External data sets</p>	<p>= Software as a Medical Device (SaMD) AI Decision Making Support</p>	

**TARGETING
US\$15-30/MO/PATIENT
SaaS AND DATA FEES**



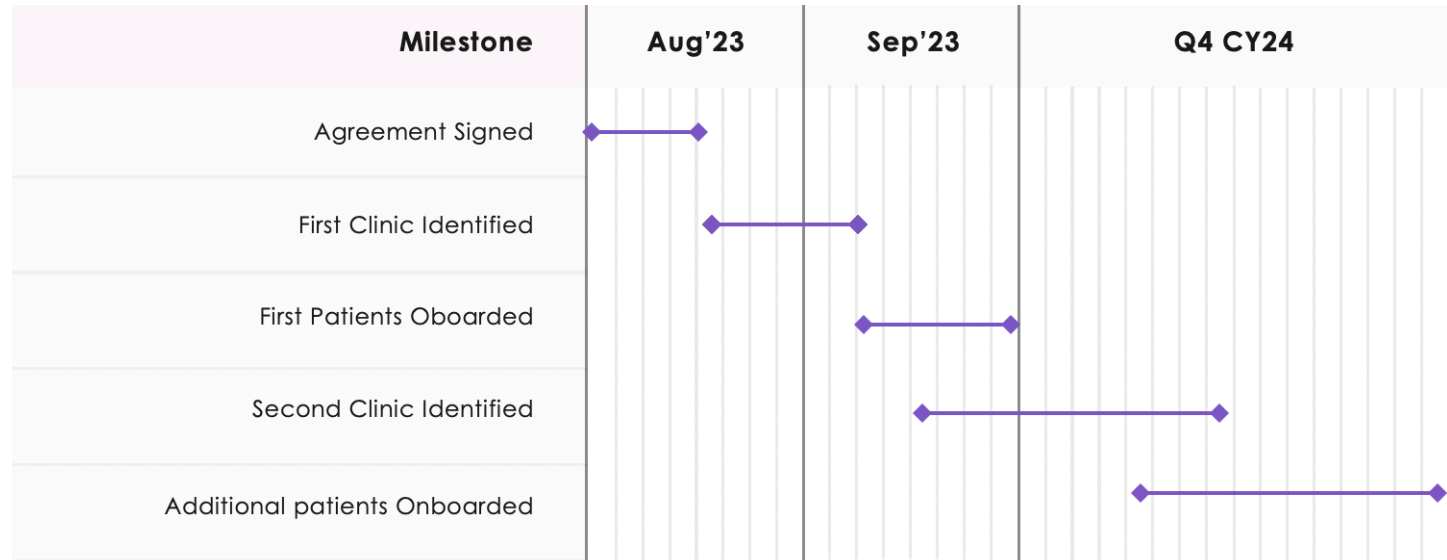
LARGE MARKET POTENTIAL

US ASTHMA AND COPD PATIENTS



CASE STUDY: ROADMAP TO CASH FLOW POSITIVE

- Allergy Partners
- Founded in 1977 by J. Spencer Atwater, Jr., M.D.
- Over 300,000 patients
- 130 sites
- 20 states



LOOKING AHEAD

ESTABLISHED & MARKET LEADING TECH

- Hailie system clinically validated & regulatory approved
- Only FDA 510(k) approved next gen sensor on market
- Drug agnostic targeting top 20 US inhaler medication coverage

NEAR TERM CASH FLOW POSITIVE

- Two major US agreements signed with largescale partners
- Business strategy targeting hospitals & medical groups ramping up
- Cash flow positive 80k patients objective

REPEATABLE, SCALEABLE BUSINESS MODEL

- Targeting large scale medical groups, hospital systems and insurance payors to generate scale
- Clinical workflow integration to Hailie platform creates sticky revenue; revenue from sale of sensors and generation of data
- Adherium owns data – to be used for further commercial and clinical applications

STRATEGY FOR MAJOR OPERATIONAL SCALE

- Plans to scale to 10+ hospital systems and medical group partners
- US market validation will support expansion into AUS, UK & EU
- Establish Software as a Medical Device (SaMD)



Appendices

References and data links
available upon request

HIGHLY EXPERIENCED LEADERSHIP TEAM



Rick Legleiter
Chief Executive Officer

- >20 years of experience in global healthcare & medical technology across the US, Australia, Europe & Asia
- Executive position at Universal Biosensors in Australia & Senior Vice President, Corporate Account Management positions at Siemens Healthcare in USA & Germany



Francis White
Vice President, Global Business Development

- >30 years experience in Digital Health & Medical Device commercialisation, creating & building successful teams
- Executive positions in Medtronic, Olympus Medical & Vice President, AliveCor Ltd, EMEA & OUS globally



Keven Gessner
Executive VP – Advisor

- 25 years of experience in Pharmaceutical Industry
- Led Digital Health for Teva & AstraZeneca US commercial
- Most recent role was VP of US Digital Health, Marketing, & Market Access for Teva
- Prior experience include 17 years at GSK & 5 years as CPA



Chris Leigh-Lancaster
VP Product & Technology

- 25 years product development, commercialisation and AI across international medtech, consumer-tech, and agtech markets
- Led startup and scale-up organisations in Australia and New Zealand,
- Development and commercialisation of multiple award-winning products



Tara Creaven-Capasso
Vice President, Quality, Regulatory & Clinical Affairs

- Certified regulatory & quality professional with >20 years of health technology product development & commercial experience across the US, Europe, Asia, Australia & New Zealand
- Leadership & advisor positions with private & publicly traded health technology companies



Daniel Kaplon
Chief Financial Officer

- Chartered Accountant with 25 years experience working in ASX-listed & private entities in healthcare, health technology, manufacturing & co-founded two medical device companies
- Honours degree in Commerce, business degree in Transport & Logistics Management, & a Master of Entrepreneurship & Innovation (MEI)

BOARD: PROVEN COMMERCIAL, CLINICAL AND TECHNICAL LEADERSHIP



Lou Panaccio
Independent
Non-Executive Chair

- Mr. Panaccio has extensive experience in the life sciences sector at the executive and board level
- He is currently a director at Avita Therapeutics, Sonic Healthcare, VGI Health Technology, NeuralDX and Haemokinesis.



Jeremy Curnock Cook
Independent
Non-Executive Director

- Over his 40-year career, Mr. Curnock Cook has specialised in creating value in emerging biotech enterprises
- He is currently Managing Director of BioScience Managers and sits on the board of Avita Medical, Rex Bionics Pty, Summatix Pty Ltd, and SeaDragon Ltd.



George Baran
Non-Executive Director

- 35 years in the medical device industry and serves as Executive Chair of the Trudell Medical Limited Board of Directors as well as being a significant shareholder
- Mr. Baran is a Director of Sensory Technologies, Mozzaz Corporation, and Sky Medical Technology Inc.



Bruce McHarrie
Independent
Non-Executive Director

- Mr. McHarrie is currently an independent director and consultant with over 25 years' experience in the health and life sciences sectors
- Mr. McHarrie is currently an advisor to BioScience Managers and an independent consultant.



William Hunter
Independent
Non-Executive Director

- Dr Hunter has extensive experience in commercializing medical device technologies
- He is currently President and CEO of Canary Medical Inc, Director of Rex Bionics and Industry Expert Advisor for BioScience Managers.

EXTENSIVE HAILIE TECHNOLOGY CLINICAL VALIDATION

Hailie technology referenced in more than 100 independent peer-reviewed publications involving over 13,000 patients. This includes validation studies, clinical trials in which the Hailie sensor was used as the gold standard for adherence measurement, clinical trials which assessed the efficacy of Hailie technology interventions and review articles.



>97%
Accuracy

Across six independent validation studies, each designed to assess the accuracy of Hailie sensors in capturing medication usage

180%
Increase

Adherence to preventative medication in study of children with Asthma aged 6-15 years

61%
Decrease

Severe exacerbation in adults

Hailie sensor portfolio with US FDA 510(k) clearances, UK MHRA & AU TGA approval

New, next generation sensors with physiological data capability



hailie

for Symbicort® HFA
(Next Gen RPM)



hailie

for Anoro® Ellipta® /
Arnuity® Ellipta® /
Breo® Ellipta® /
Incruse® Ellipta® /
Trelegy® Ellipta®
(Next Gen RPM)



hailie

for Advair® HFA /
Flovent® HFA, and
for Ventolin® HFA



hailie

for ProAir® HFA /
Albuterol Sulfate HFA



hailie

for Ventolin® HFA



hailie

for Advair® HFA



hailie

for Flovent® HFA



hailie

for ProAir® HFA



hailie

for Bevespi Aerosphere®



hailie

for Advair® Diskus® /
Flovent® Diskus®



hailie

for Spiriva® HandiHaler®



hailie

for Symbicort® HFA

Hailie sensors with usage data capability with US, UK and AU approvals plus CE Mark

REFERENCES

1 Ruvuna L, Sood A. Epidemiology of chronic obstructive pulmonary disease. *Clin Chest Med.* 2020;41:315–27.

2 WHO Factsheet Asthma 2020

3 Most Recent National Asthma Data CDC - Prevalence & ER visits, October 2022

4 AZ Epidemiology data update Feb 2020

5 AAFA - Tips on How to Use Your Inhaler

6 Goldman Sachs - Digital Revolution Comes to US Healthcare

7 In adults with asthma, using the Hailie sensor with reminders for prescribed controller medication. Foster et al, *J Allergy Clin Immunol* 2014.

8 In children with asthma 6-15 yrs, with missed-dose medication reminders for prescribed controller medication. Chan et al, *Lancet Respir Med* 2015.

9 Understanding Asthma Statistics & Facts - Asthma Australia

10 van de Hei, Susanne J et al. "Long-Term Cost-Effectiveness of Digital Inhaler Adherence Technologies in Difficult-to-Treat Asthma." *The journal of allergy and clinical immunology. In practice* vol. 11,10 (2023): 3064-3073.e15. doi:10.1016/j.jaip.2023.06.051