

Respiri: Towards Profitability 2024

- Significant accelerating increase in patient numbers
- Significant increase in client numbers
- Extensive pipeline including risk share
- Clinic in Cloud improved per patient per month (PPPM)

Marjan Mikel (CEO)
July 31st 2024

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 Respiro's current expectations, estimates and projections about the industry in which Respiro 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.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond the control of Respiro, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements. Respiro cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Respiro only as of the date of this release.

The forward-looking statements made in this announcement relate only to events as of the date on which the statements are made. Respiro will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this announcement except as required by law or by any appropriate regulatory authority.

A Business Inflection for Respi Drive Confidence

Cash Flow Positive Pursuit - 2024

Drivers of Success

- Record & Accelerating Patient Numbers 1,423 (353%)
 - Existing Clients
 - New Clients
- Record Recurring Revenues \$200K (180%)
- Record Client numbers 25, up from 13
- Rich Sales Pipeline incl Risk Share
- CiC per patient per month (pppm) \$190
- M&A Opportunities Assessment

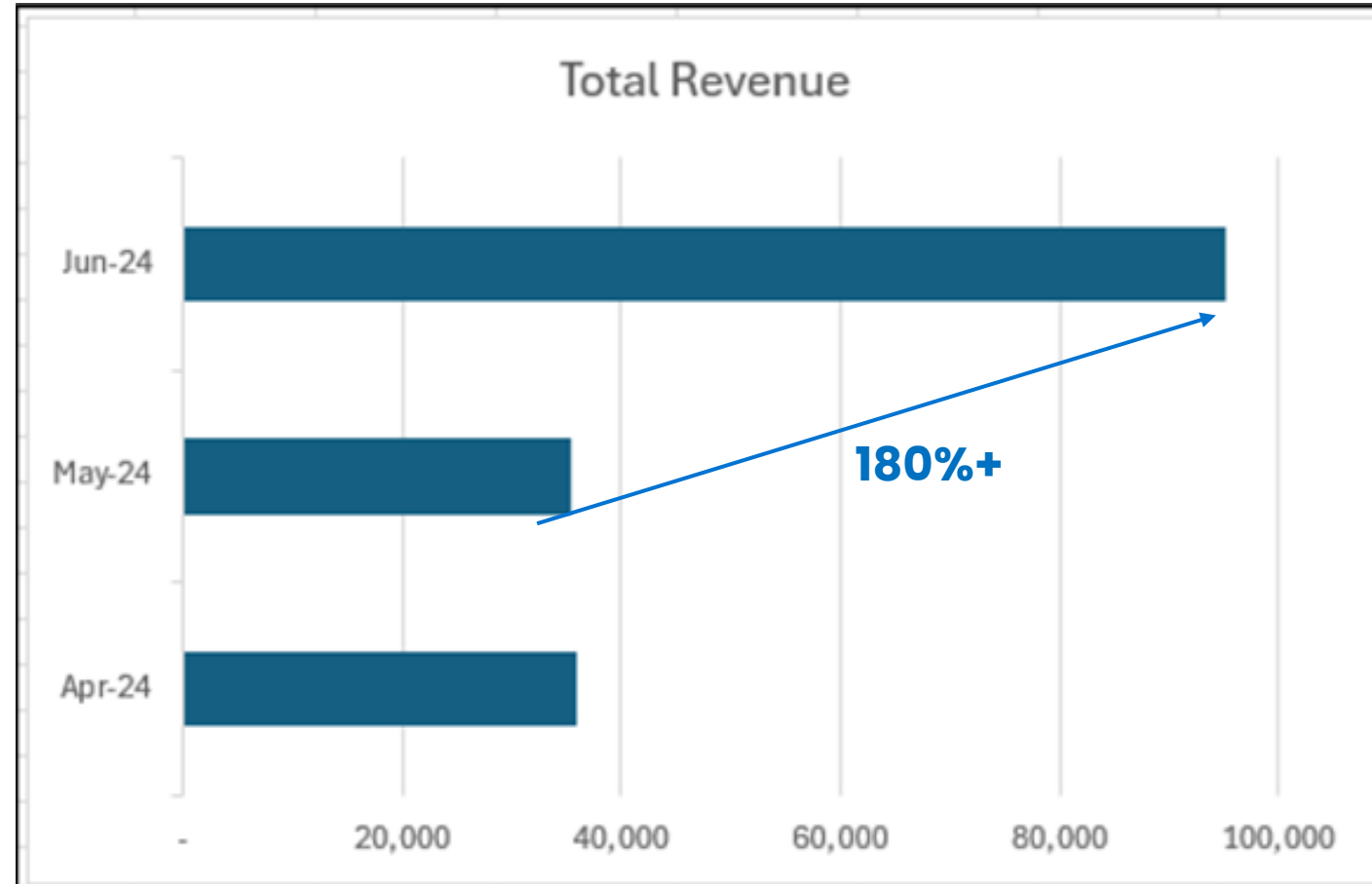


Record Quarter Recurring Revenues ~\$200K

Patient Numbers and Pipeline = Continued Accelerated Revenue Growth!

2024 Breakeven Matrix

- US\$500K/A\$750K Monthly Revenues
 - Now ~7,500 patient/equivalents
- ~40,000 high risk patient pool from existing clients
- Current Conversion ~70%
- Pipeline high risk patients **500,000+**
- Pppm US\$70-\$100
- CiC \$130 (\$190); 3%-15% Total
- Risk Share Contracts
- M&A Opportunities

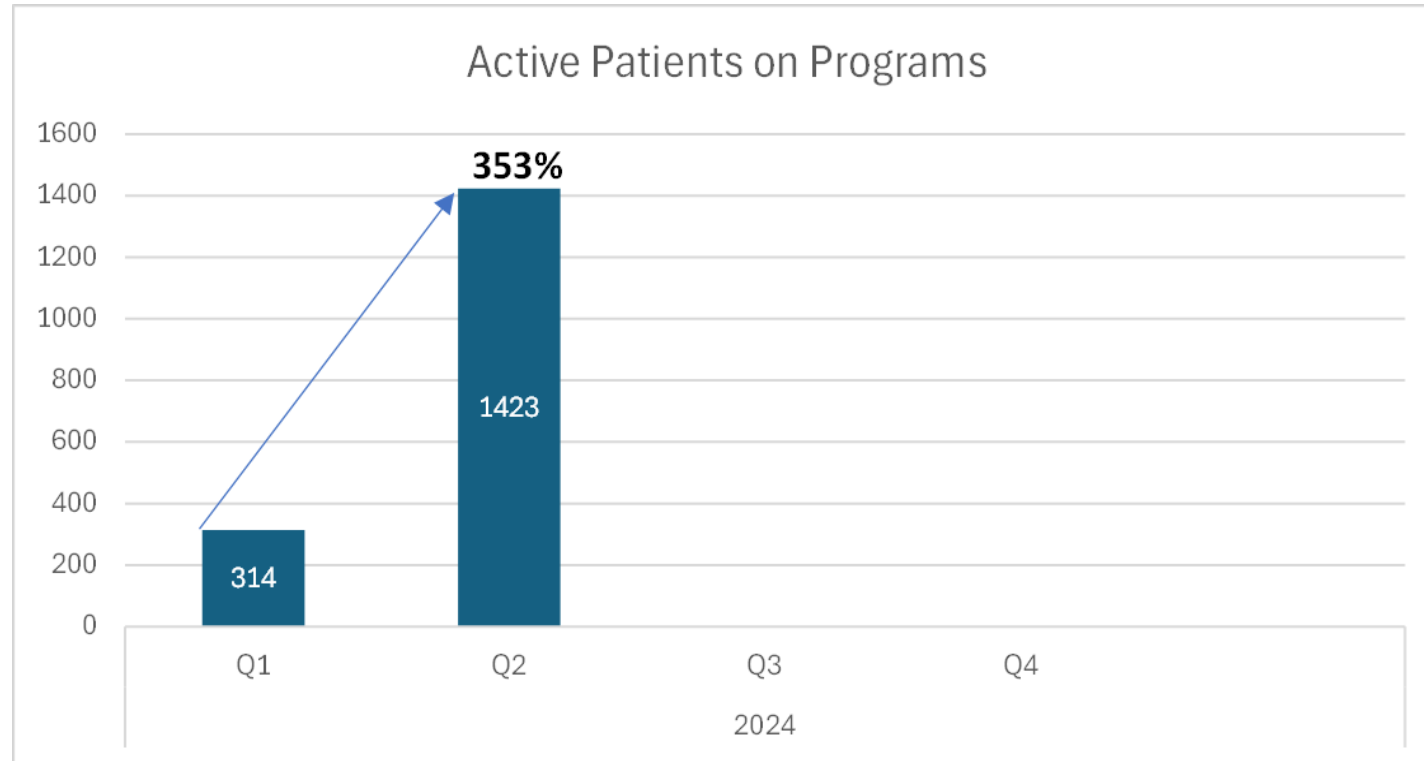


Record Patient Numbers; Strong Growth

Forecast Stronger!

Drivers of Success

- ~40,000 high risk patient pool from existing clients
- Client ~3,500 target patient list provided
- Current Conversion ~70%
- Pipeline high risk patients **500,000+**
- **7,500 Patient/Equivalents in 2024** very achievable.



Doubled Serviced Clients in the Quarter, 13 to 25

Pipeline increase high risk patient 40,000 – 500,000+ in 2024/2025





Staying the Strategic Course

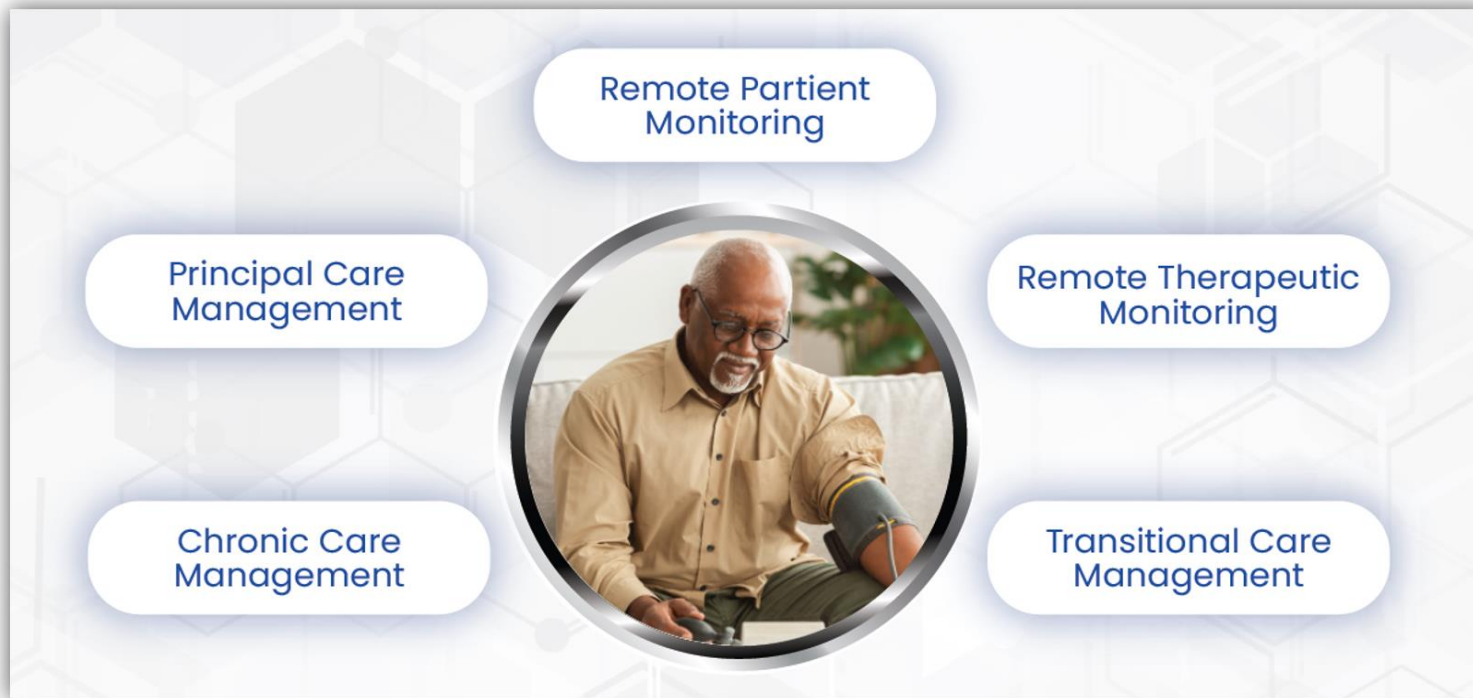
Differentiation Driving Our “Overnight” Success

Respiri Broadening Remote Patient Services

More to Offer; Driving ppm

Full suite of modular based services optimized to meet the needs of customers

Clinical Services – Our qualified staff monitor & manage members in real-time; Available as required to meet the needs of members



Virtual Clinic – Our accredited providers amplify our programs and work collaboratively with member PCPs to further deliver outcomes

AI-Powered Predictive Data Analytics – With a focus on identifying at-risk members prior and during one of our programs

Our approach is evidence-based and Collaborative



Target high risk populations



Accurately detect a decline in health



Responsive / timely care



Personalized care



Enhanced self-management



Collaborative & coordinated care

Respiri will co-design a patient-centric approach:

- Analytics to identify at risk patients and stratify members into programs based on your plans specific targets
- Collaborative protocol setting are integrated into existing workflows to ensure timely action and feedback loops
- Continuity of care with care manager engaging with each member to drive program adherence and self-management
- Our programs average ~1 hour of member review & engagement per patient per month (asynchronous and synchronous)
- Partnership between members and multi-disciplinary team; working closely with PCP, Specialists and the Plan

Unique proven analytical Capabilities at Unearthing at-risk, projected high-cost patients

A **predictive model uncovering members** projected to incur increased expenditure in the subsequent twelve months

PatientID	Current PCP	Current Age	Last PCP Visit	Predicted Future Paid 12/23 - 11/24	Total Paid 12/22 - 11/23	Predicted Paid minus Amount Paid	Reported RAF Score	Calculated RAF Score	Admit Count	ER Count	PCP Rendered Visits	Days Since PCP Visit
251945		82	12/19/2023	\$55,000	\$17,690	\$37,310	1.15	0.00	0	1	3	150
249870		75	12/27/2023	\$66,000	\$30,449	\$35,551	0.39		1	2	26	142
229971		68	4/24/2023	\$75,000	\$42,217	\$32,783	0.99	6.06	1	1	6	389
229155		76	12/21/2023	\$41,500	\$11,303	\$30,197	1.24	1.40	0	0	4	148
237674		70	No PCP Visit	\$60,000	\$31,551	\$28,449	3.29	4.53	2	4		No PCP Visit

What we do and how we do it delivers consistent results

- Algorithms designed to **find at-risk** members who are **raising costs** – Not already at peak cost
- Matching patients** to appropriate programs to optimize outcomes and deliver better outcomes / cost reductions
- Creating trusting and long-term member / care manager **relationships underpin** our program success
- Integrate with PCP and Staff to close **continuum of care** and drive patient back to primary care setting

Delivering cost savings and improved patient outcomes is what we do

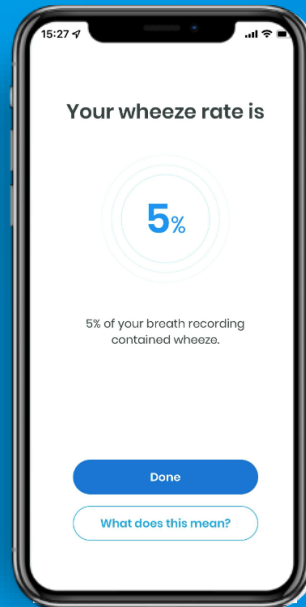
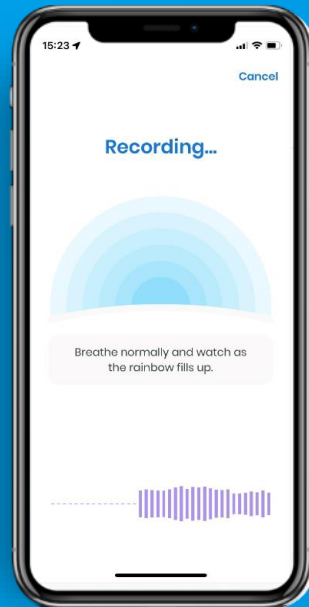
wheezo[®], a unique RPM medical Device for Respiratory Patients

wheezo[®] device
Breath Sensor

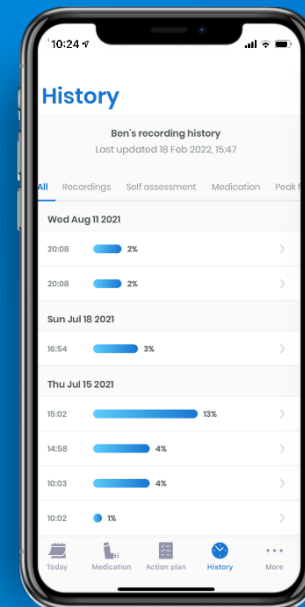


Records breath
sounds

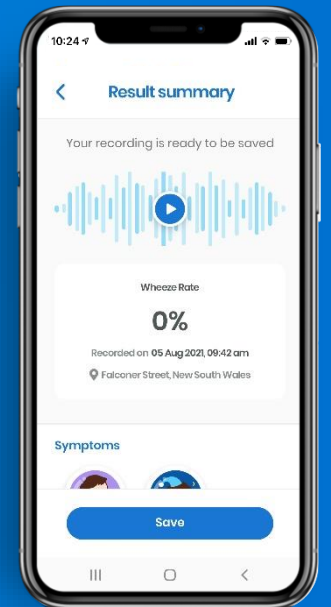
respiri[™] app
patient (user) interface



Detects abnormal breath
sounds & reports WheezeRate



History of WheezeRate along with breath sound recordings for high-quality playback available in app and via health portal accessed via the web

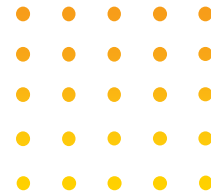


wheezo

Proven RPM program for ACOS patients. 5.1 basis point improvement in ACT¹

Physician-led > Nurse supported Program (n = 26)

- The implementation of a Physician-Led Program in combination with a remote nurse
- Patient age range (44 – 89)
- Patients living with either COPD, Asthma or both
- Monthly scheduled consultations to review and assess overall health and monitor Asthma Control Test (ACT) scores from baseline



Independent studies have consistently shown what an improvement in ACT represents⁴

The Asthma Control Test is a validated tool that has shown statistically significant relationship and results in;

- Increased unscheduled outpatient clinic visits
- Reduction in emergency department visits
- Reduction in hospitalizations

Improvement in patients' overall ACT scores of 5.1 (aggregated) after 3 months¹

An improvement ≥ 3 is considered clinically important.³

On average, **1.11** daily touchpoints per patient, delivering strong engagement¹

56% of program participants averaged using wheezo[®] at least once per day over the duration of the program¹

Full suite of FDA cleared medical devices to optimize programs for members living with chronic conditions

Innovative devices for remote patient monitoring for all aspects of one's health;

- ✓ Builds objectivity for improved clinical decision making
- ✓ Supports protocol adaptation to better manage members whilst in the community
- ✓ Secure, cloud-based, and compliant against expected standards (ie HIPAA)

- Blood Pressure
- Heart Rate
- Glucose
- Pulse Oximetry
- Body Temperature
- Weight
- Wheeze-rate detection (**our own IP protected device**)
- Spirometry



ASX: RSH
OTCQB: RSHUF

Unique Client-Aligned Revenue Streams

Respiri a unique RPM Partner in the USA

Aligned around 2 fundamental US customer revenue models

Fee For Service Model

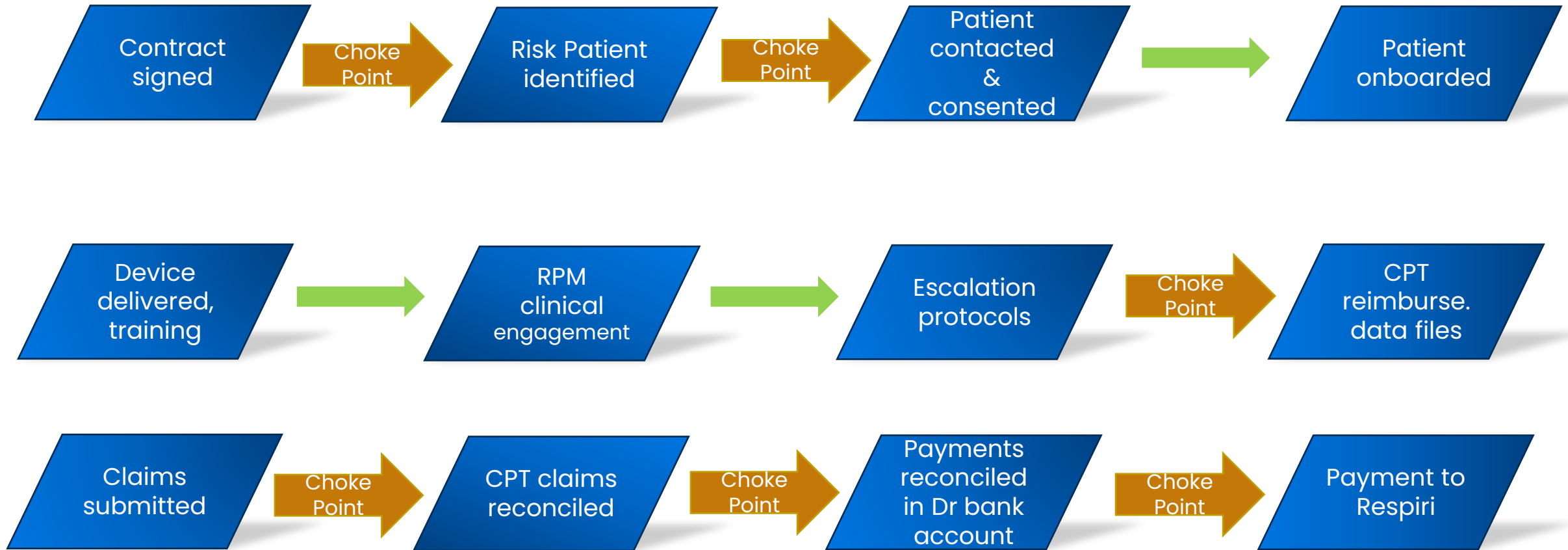
- **Current Revenue Channel**
 - Customer Reimbursement payment driven
 - Per patient per month (pppm) fees
- **Clinic in Cloud (CiC) \$130 ppm**
- **Clinic in the Cloud**
 - Better control of Patient & payment management
- **Expanded remote services reimbursement codes.**
 - RPM, CCM, PCM & others (\$250 ppm)

Risk Share Model

- **New Revenue Channel**
 - Funding US\$20-US\$80 pmpm/pppm
 - Growing funding/engagement model.
- **Outcomes driven, Cost reduction focus**
 - Both ppm & per member per month (pmpm) fees
 - Payment Reimbursement independent
- **Expanded client base**
 - Insurers, Employer funded, others
- **Clinic in the Cloud**
 - Better control of Patient & payment management

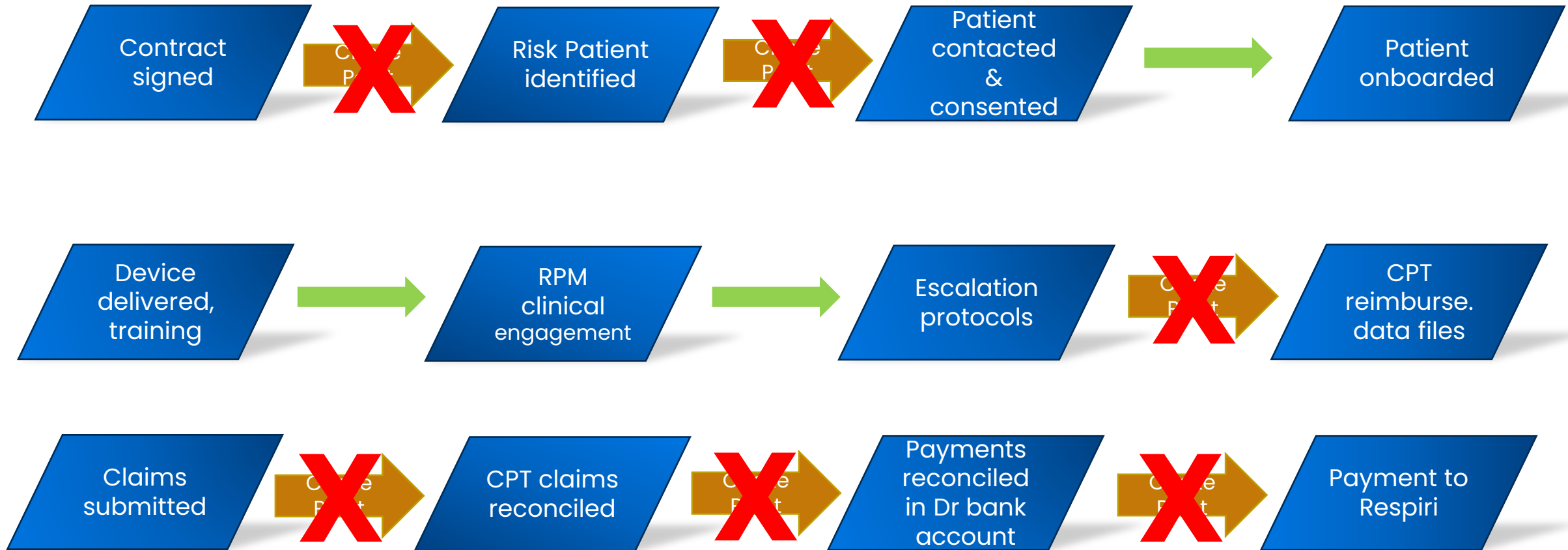
Clinic in Cloud (CiC). Current Model Choke Points

Requires client attention that is not day-to-day for them. Time & resource



Clinic in Cloud (CiC). Mitigates engagement choke points

Greater control, easier for clients, better results, improved margins



Risk Share Contracts. Immediate & Predictable Revenues

Targeting Late 2024

Risk Share is the Future Opportunity - Immediate Revenue

- Immediate Revenue per member per month (pmpm)
- 3 ACO/IPA/MSO potential Clients
 - 500,000+ lives
- Insurer(s) Engagement
 - Preferred Vendor Status
 - CVD Pilot
 - National Footprint(s)



M&A Assessment – Immediate Revenues & Cost Synergies

Attractive Value and a Strong Growth Story around the Respiri Model

- Immediate Revenues
- Cost Structure Duplication.
- Crossing selling opportunities
- PPPM revenue growth from existing clients/patient pools.
- Strong Growth Narrative.



A Business Inflection for Respi Drive Confidence

Confidence in Monthly Profitability Pursuit - 2024

- US\$500K/A\$750K Monthly Revenues
 - Now ~7,500 patient/equivalents
- ~40,000 high risk patient pool from existing clients
- Current Conversion ~70%
- Pipeline high risk patients **500,000+**
- Pppm US\$70-\$100
- CiC \$130 (\$190); 3%-15% Total
- Risk Share Contracts
- M&A Opportunities





ASX: RSH
OTCQB: RSHUF

Respiri Towards Profitability

➤ Thank you

Marjan Mikel (CEO)

July 31st 2024

Disclaimer statement

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