

# Respiri Investor Presentation



November, 2024

## Looking Forward

Certain statements made in this announcement are forward-looking statements. These forward-looking statements are not historical facts but rather are based on Respiri's current expectations, estimates and projections about the industry in which Respiri 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 Respiri, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements. Respiri cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Respiri 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. Respiri 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.

# Investment Highlights

250,000 patients  
within current  
pipeline

Large Payor and  
Provider incentives

Actively assessing  
significant  
acquisitions

50,000 patient TAM  
within our current  
client base

Favourable regulatory  
environment - AMA RPM  
proposed changes add  
+US\$70-\$90/m

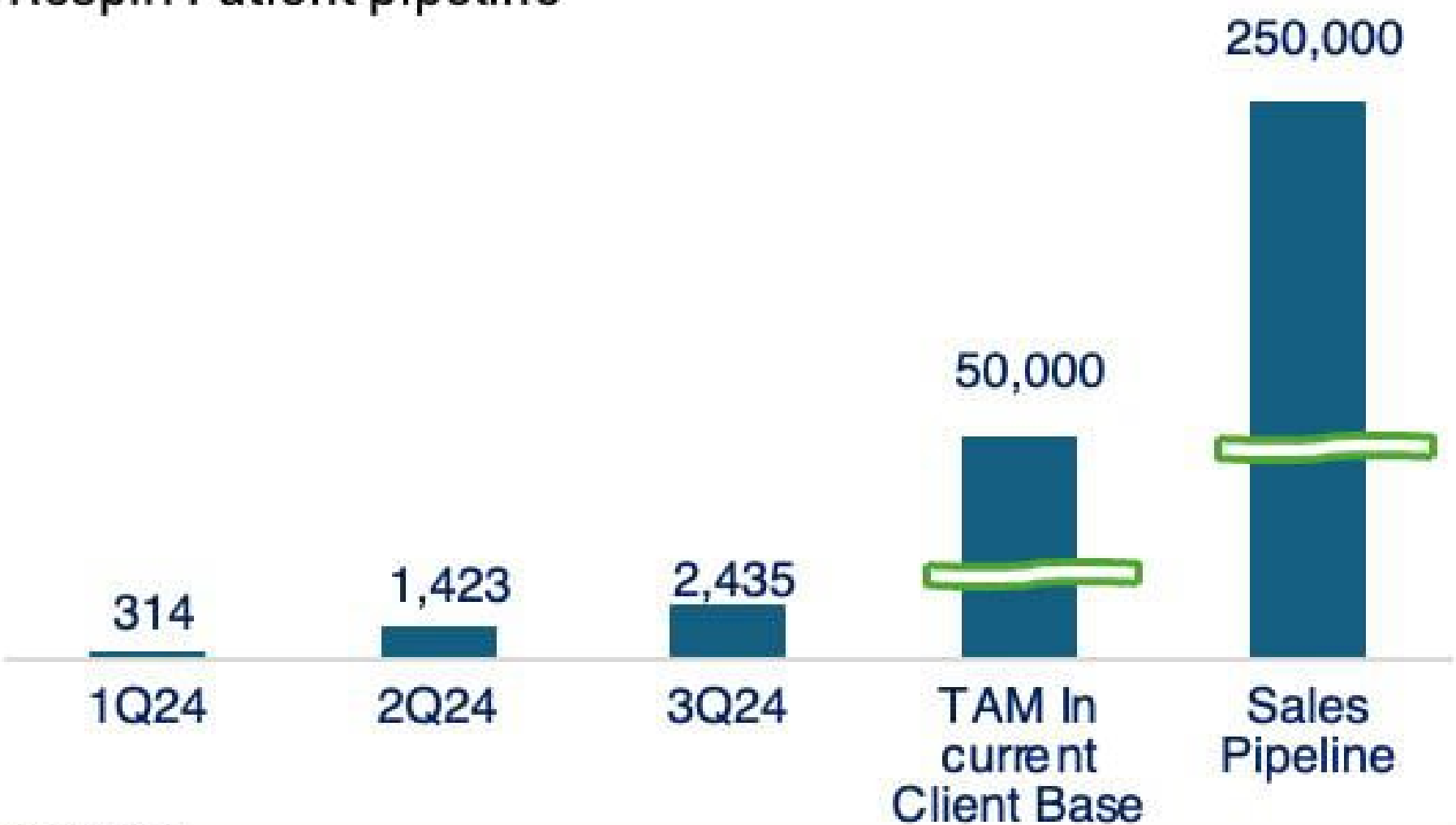
Better patient  
outcomes - 56%  
reduction in  
rehospitalizations

29 clients  
contracted

2,435 patient  
programs

Announced ARR of  
US\$3.8m/\$A5.7m

Respiri Patient pipeline



# Executive Summary

**Patient Onboarding and Engagement:** Respiro’s seamless onboarding and tailored Connected Care Management programs keep patients engaged for over 10 months, nearly double the CMS average, boosting revenue and margins

**High Margin Risk Sharing model:** Using Respiro’s data sets and Ai analysis clients are able to reduce hospitalisations. The risk share model allows Respiro to benefit in additional upside from these clients.

**Wheezo®:** The FDA-cleared Wheezyo® device offers a simple and effective RPM solution for managing respiratory conditions like COPD and Asthma.

**AI-Driven Patient Identification:** Respiro uses AI to identify at-risk patients, optimizing care efforts to improve outcomes and reduce unnecessary costs.

**Clinic in Cloud (CiC):** CiC provides Connected Care Management services that ease provider workload, allowing them to focus on critical in-person patient care.

**Local Presence:** By hiring local staff and creating community-based solutions, Respiro builds trust and lasting relationships with patients.

**Simplified Claims and Billing:** Respiro’s streamlined billing processes remove administrative complexity, letting healthcare organizations focus on patient care

RSH ASX Chart

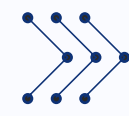


As of 4 November 2024	
Last Trade Share Price (A\$)	7.9 cents
Shares Outstanding (#)	1,285 million
Market Capitalisation (A\$)	101.315 million
Cash (A\$)	1.2 million
Quoted Options Outstanding (#)	76.5 million
Un-quoted Options Outstanding (#)	217.7 million

# Timeline

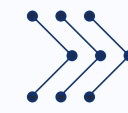
**JAN 2022**

Strategic pivot. Launch US market with Wheezo® through RPM provider companies



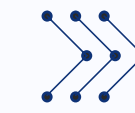
**FEB 2022**

First 2 distributors secured (Access Telehealth and mTelehealth).



**APR 2022**

First Wheezo® RPM (Remote Patient Monitoring) clients secured



**JUN 2023**

Medical Advisory Board

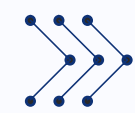


**AUG 2023**

Access Telehealth Acquisition for full suite RPM solution across all chronic conditions

**APR 2024**

Operational/Client engagement re-engineering



**JUN 2024**

1st 2 IPAs signed (Hawaii IPA and Queens)



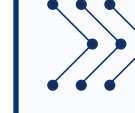
**JUN 2024**

Access Legacy client rationalisation



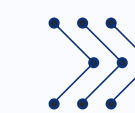
**JUN 2024**

Ceras IT/AI Partnership



**JUN 2024**

Patient number inflection 300 to 1400 resulting from re-engineering.

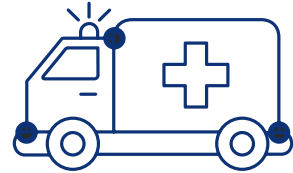


**JUL 2024**

29 Customers secured, 19 since acquisition of Access



# The Expensive Healthcare Problem

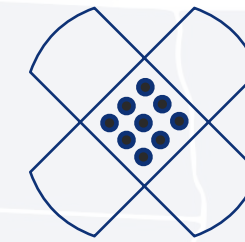


+ ~150m Americans <sup>1</sup>  
(chronic disease)

Accounts for 4.1 trillion in annual  
healthcare costs <sup>2</sup>

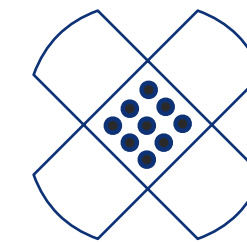
+ Traditional model of care is reactive  
and failing complex patients

+ Cycle of re-admission rates continue  
to put strain on US Health System



More than 60% of US citizens  
aged >55 live with two or  
more chronic conditions

69% of Medicare of patients with  
two or more chronic conditions  
account for **99%** of hospital  
readmissions <sup>3</sup>



Healthcare Cost and  
Utilization Project (HCUP) <sup>4</sup>

In 2020, the inflation-adjusted US  
National Cost per Inpatient stay was  
**\$12.6K**

## References:

1. <https://www.rand.org/blog/rand-review/2017/07/chronic-conditions-in-america-price-and-prevalence.html>

2. <https://ncoa.org/article/get-the-facts-on-chronic-disease-self-management>

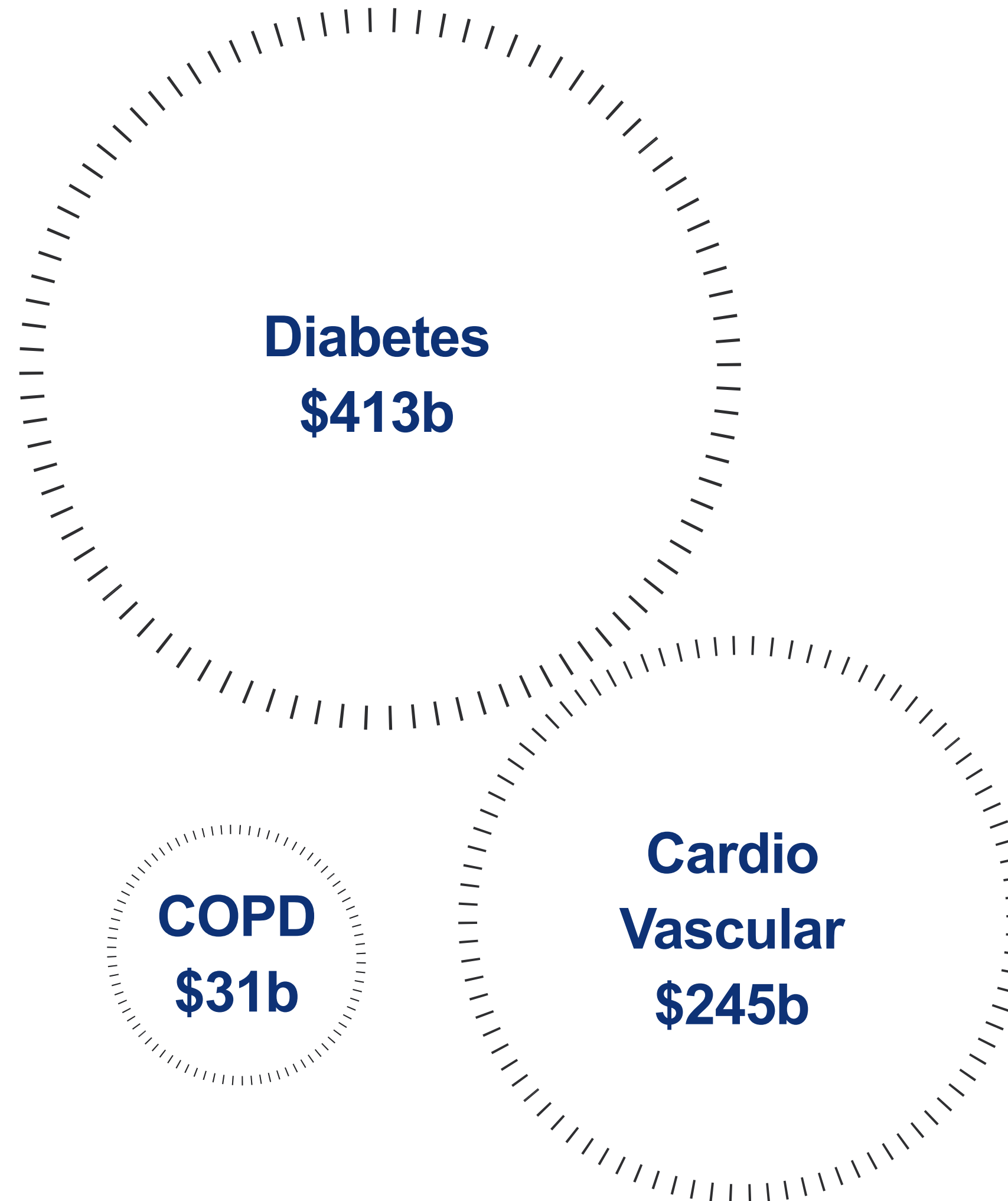
3. <https://www.cms.gov/data-research/statistics-trends-and-reports/chronic-conditions/chronic-conditions>

4. <https://data.cms.gov/provider-summary-by-type-of-service/medicare-physician-other-practitioners/medicare-physician-other-practitioners-by-geography-and-service/data>

# Market Dynamics -Targeted monitoring markets

Respiratory disease imposes a **US\$134.3 billion financial burden** on the U.S. Health System, with each in-hospital Chronic Obstructive Pulmonary Disease (COPD) event averaging US\$28k in costs

Patients on a Respi-led RPM program persist an **average of 5 months longer** than those on other CMS programs



Respi's user-friendly wheezo® stands as the only device that is clinically and practically adequate for RPM in respiratory disorders, helping individuals stay out of hospital

Nearly **40% of COPD** (Chronic Obstructive Pulmonary Disease) patients are **re-admitted within 30-days** placing undue strain on the healthcare system

## References

<https://www.cdc.gov/chronic-disease/data-research/facts-stats/index.html>  
[https://journal.chestnet.org/article/S0012-3692\(23\)05832-4/fulltext](https://journal.chestnet.org/article/S0012-3692(23)05832-4/fulltext)

## Hypertension

Key fact about patients / what is their key problem?  
No. patients in the US  
No patients Respiri touches



No. of patients:  
**120M people**

Uncontrolled:  
**78% (93M people)**

## Diabetes

Key fact about patients / what is their key problem?  
No. patients in the US  
No patients Respiri touches

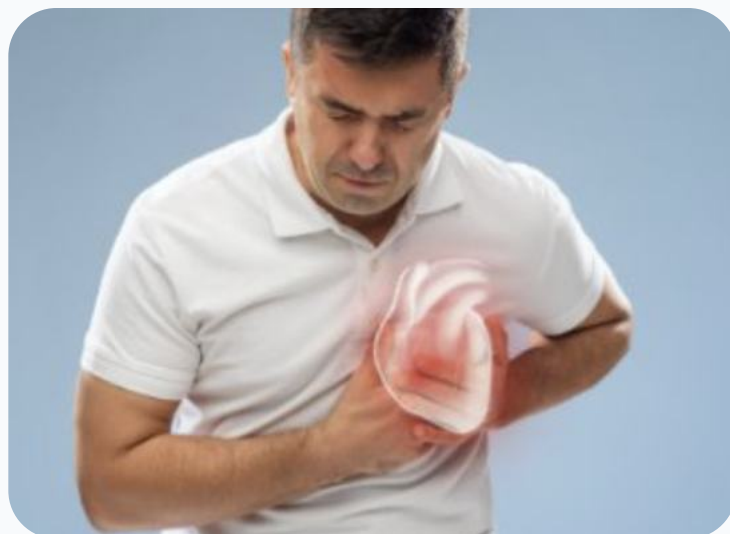


No. of patients:  
**28M people**

Uncontrolled:  
**60% (16.8M people)**

## Congestive Heart Disease

Key fact about patients / what is their key problem?  
No. patients in the US  
No patients Respiri touches



No. of patients:  
**7M people**

Uncontrolled:  
**65% (4.2M people)**

## Respiratory (COPD/Asthma)

Key fact about patients / what is their key problem?  
No. patients in the US  
No patients Respiri touches



No. of patients:  
**43M people**

Uncontrolled:  
**60% (25.8M people)**



# Respiri's Competitive Advantage

## A typical client journey

**Sit down with 3 years claim data**

**Situational/cost analysis**

**Project risk score and savings for client**

**Design personalized for patient group**

**Connected Care Management Program  
specified at a patient level**

**Implement and Monitoring**

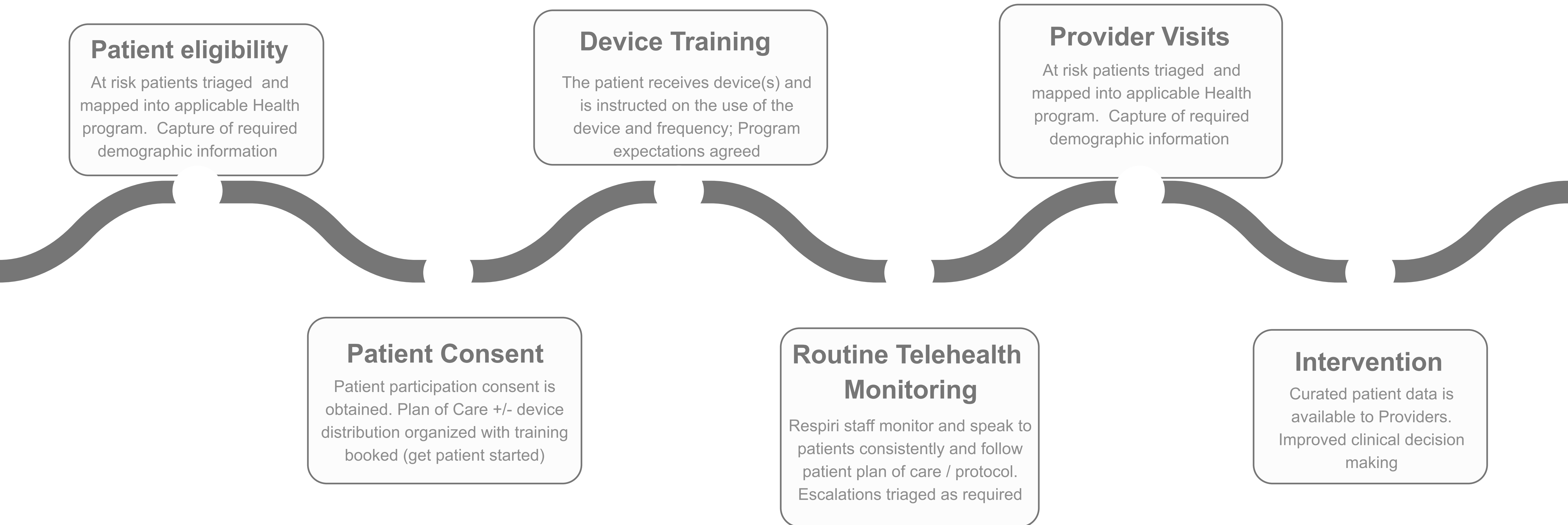
**Providers lack time, staffing and  
infrastructure requirements to support  
programs**

**Eligibility rules & billing requirements  
create uncertainty – implementation  
seems too restrictive**

**Healthcare organizations have not adapted  
from traditional reimbursement models and  
have no expertise or confidence in offering  
scalable remote health solutions to maintain  
a continuity of care with patients**



# A typical patient pathway



# Our Revenue Models



## FEE-FOR-SERVICE

Traditional model

**US\$70-100 PER MONTH**

**Customer reimbursement  
payment driven**

- Per patient per month fee
- Subject to numerous customer-driven bottlenecks
- Suitable for HCOs requiring respiratory RPM services
- AMA RPM proposed changes adds +US\$70-\$90 to PPPM



## FEE-FOR-SERVICE

Traditional with Clinic in Cloud

**US\$130-190 PER MONTH**

**Clinic in Cloud –  
our new engagement model**

- Per patient per month fee
- Faster cash conversion from greater control of patient payment (would bring in our ability to do Revenue Cycle Mgt)
- Suitable for HCOs, ACOs, IPAs, and PCPs
- AMA RPM proposed changes adds +US\$70-\$90 to PPPM



**NEW**

## RISK-SHARE

Managing entire patient base

**US\$10-40 PER MONTH**

**Outcome driven model –  
the future of U.S. healthcare**

- Per member per month (pmpm) fee, plus fixed proportion of customer cost savings
- Suitable for insurers & any HCOs with similar insurance arrangements
- Large savings shared after reduced care costs and better patient outcomes

# Key outcomes from Respiri

**56% reduction in  
re-hospitalizations**

**42% reduction in length  
of hospital stay.**

**47% reduction in  
emergency room visits**

**91% improvement in  
medication compliance**

## CLIENTS

- **Improve patient outcomes** through continuity of care and our collaborative, patient-centric approach
- **Boost revenue & capabilities** without increasing administrative workload, while removing choke points
- **Relieve clinic & hospital strain** by identifying at-risk patients early and triaging patients into lower cost care settings (ie GP clinics)
- **Achieve costs savings** through risk-share arrangements, supported by our AI-powered predictive model & data analytics

## PATIENTS

- **Receive personalised & proven care** including RPM, CCM, PCM, RTM, and TCM (refer overleaf)
- **Access user-friendly FDA cleared medical devices** such as Respiri's IP protected wheezo®, for timely, objective results to effectively self-manage physiological parameters
- **Save on healthcare costs** by avoiding hospital visits through responsive & preventive measures by your PCP or Respiri clinical staff under the direction of the PCP

# Recent Announcements

23rd Oct 2023

Respiri finalises acquisition of Access Managed Services and expands operations in the US 4C 1QFY24

14th Dec 2023

Respiri appoints sitting US state senator Dr Tom Takubo to the board as a Non-Exec Director Tom Takubo NED

29th April 2024

Contract with Hawaii Independent Phys Assoc, with contracted programs to utilise Respiri's Clinic in Cloud solution Clinic in Cloud

22nd July 2024

A 4+ fold increase in enrolled patients on Respiri programs, representing annualised revenue of AU\$1.5million 4C 4QFY24

16th Sept 2024

Strategic Partnership with Ceras Healthcare with initial contract to deliver annualised revenues of AU\$1.1million Ceras Partnership

23rd Sept 2024

Respiri brings on Skilled Nursing Facilities, a new customer type with first of many to kick off in CYQ42024. New Customer Type

4th Oct 2024

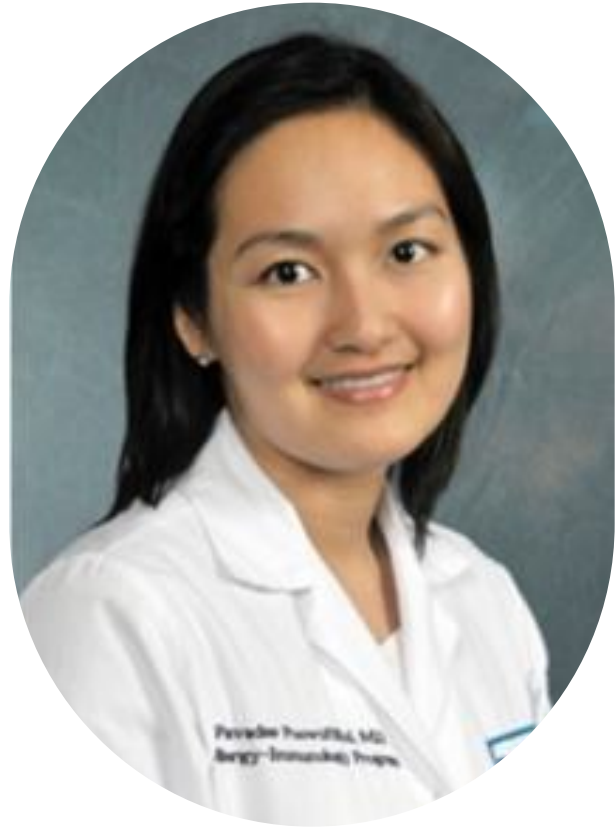
Respiri programs significantly Reduce re-admissions, Emergency Department visits, delivering cost savings to clients. Outcomes

24th Oct 2024

71% growth (Qtr on Qtr) in patient program enrolments with 3 new contracted clients (29 total contracted clients). 4C 1QFY25



# Testimonial



We have been searching for new technologies that allow us to better monitor the management of our difficult-to-control, inner-city asthma patients once they leave our hospital and care. Many times, our patients and their families come to us without recognizing that they are actively wheezing or do not remember how often they have been wheezing in the last few months. Wheezo provides us with an easy and real time solution that should give us greater transparency around patient management from the real world where asthma problems occur. We are excited about this collaboration”.

**Assoc. Prof Pavadee Poowuttikul,  
Div Chief Allergy/Immunology &  
Rheumatology, Children's Hospital**



We at Covenant strive to remain at the forefront of innovation when it comes to patient care and we see the remote patient care solutions that Respi/Ceras provide as a significant contribution to our new standard of care and a source of further differentiation. With close to 20,000 Medicare patients under our care and more than 2,000 patients discharge from our hospitals every year, we see these services being provided as a standard of care to a large proportion of these patients, which we are confident will have the desired health outcomes. Together, we will set a new benchmark in healthcare provision.

**Stephen Grubb,  
CEO/President Covenant Health**



HIPA is pleased to partner with Respi who targets the most vulnerable members of our healthcare system. With this relationship, we will create a comprehensive, personalized care coordination and case management service for each of our physicians' practices to support their patients. The design of this program will allow the Hawaii IPA practices to help their patients navigate the complexities of their condition and the difficult healthcare system.

**Dr Richard Chung,  
Chief Medical Strategist Hawaii  
Independent Physician's Assoc.**

***50,000 potential patient  
TAM in current client base***



**COVENANT  
HEALTH**  
*Our Name is Our Promise*





# Leadership Team: Proven Track record



## Marjan Mikel

Chief Executive Officer & Managing Director

Global & USA experienced with 35 years in healthcare from large corporate to start-ups with a focus on Remote Patient Monitoring, medical devices & businesses SaaS, pharmaceuticals. Executed many large healthcare & SaaS commercial transactions



## Mat Robie

US Chief Strategy Officer

25+ years experience across US Healthcare. Experience in leading Commercial Operations, Bus Dev for Health Plans and Provider Organizations.



## Peter Hildebrandt

Chief Operations Officer

MBA-educated, internationally experienced business leader with a track record of building & growing innovative B2B technology businesses across a range of industrial applications



## Theo Antonopoulos

Chief Commercial & Strategy Officer

Proven Senior Commercial Executive with a career spanning industries including MedTech, Health SaaS & Pharmaceuticals. Deep expertise in Strategy, BD and Start-up to Scale.



## Samaneh Sarraf

Chief Research Officer

Biomedical engineer with both academic & practical experience in design and development of medical devices under FDA ISO compliant quality systems. Actively participating in design and development of hardware, firmware and software



## George Vlachodimitropoulos

Chief Technology Officer

Technology executive with a track record of leading high performing international technology organizations. With a diverse experience in both established and progressive technologies

# Current priorities

**Monthly profitability/  
breakeven in the next Qtr(s)**

**7,500 patients @ \$70 per  
patient per month (pppm)**

**Respiri currently has some  
8,000 client-identified  
patients waiting to be  
enrolled into programs and  
this list continues to grow,**

**Contract pipeline 15  
advanced discussions,  
including 4 ACO/IPA/Insurer  
Capitated models**

**Patient management  
Operational Efficiencies**

**Acquisitions, a number  
identified and being reviewed**

# Recent US progress

**Significant progress with 3 major ACO/payor contracts covering 1M+ lives.**

**2 new Skilled Nursing Facilities (SNF) agreements**

**Covenant Healthcare System contracted**

**Acquisition/partner targets continue to be assessed**

**Existing legacy contracts expanded to include more patient services.**

**Wearable Clinical Study 15 patients commenced.  
30 patient target.  
Preliminary patient data very positive**



# Investment Highlights

250,000 patients  
within current  
pipeline

Large Payor and  
Provider incentives

Actively assessing  
significant  
acquisitions

50,000 patient TAM  
within our current  
client base

Favourable regulatory  
environment - AMA RPM  
proposed changes add  
+US\$70-\$90/m

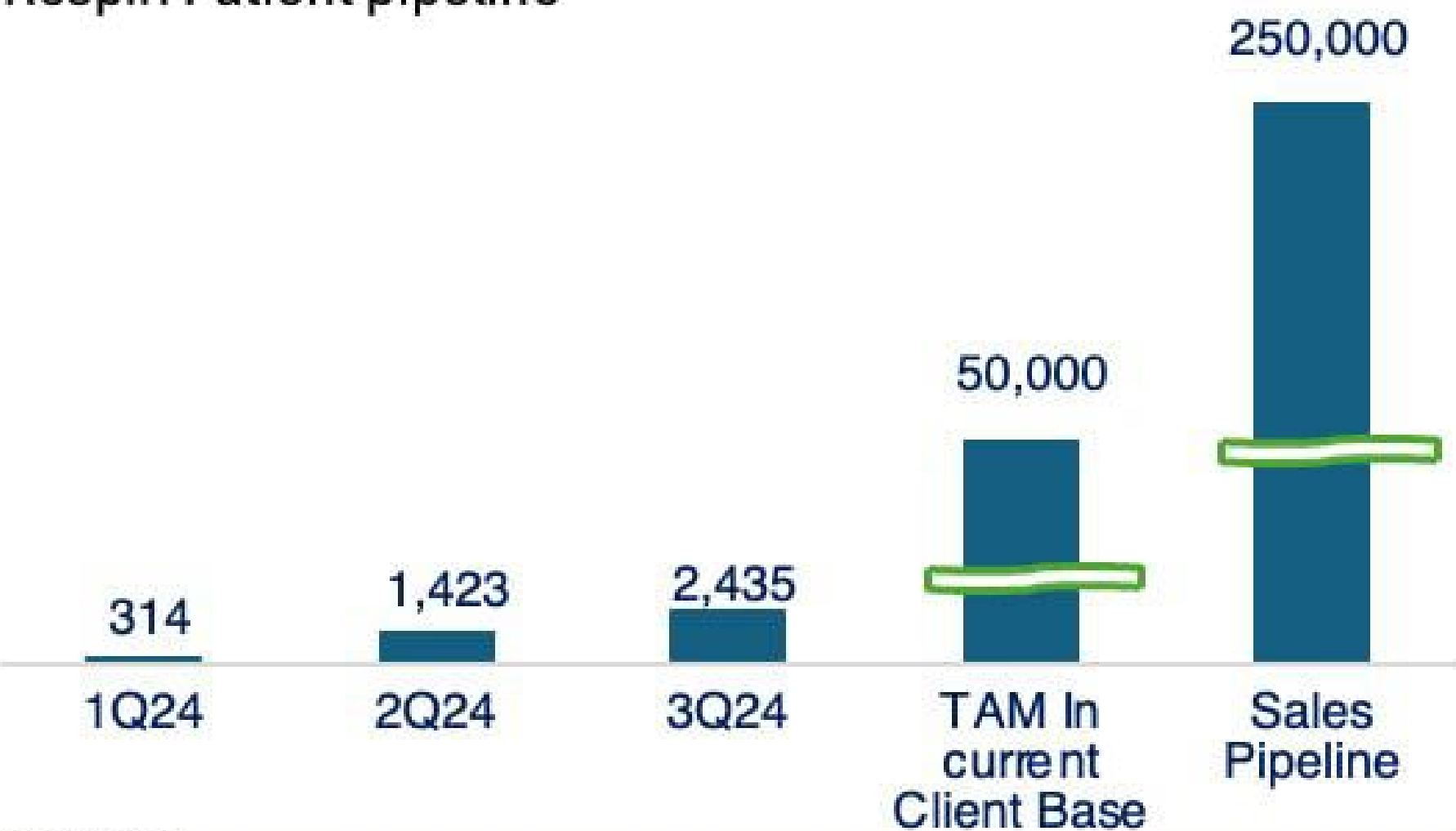
Better patient  
outcomes - 56%  
reduction in  
rehospitalizations

29 clients  
contracted

2,435 patient  
programs

Announced ARR of  
US\$3.8m/\$A5.7m

Respiri Patient pipeline



# Disclaimer Statement

## 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.e section.