

ASX ANNOUNCEMENT

13 December 2019

**Respiri announces transformation into an e-health SaaS (software as a service) Company**

- **Recurring revenue model to transform company into an e-Health SaaS player**
- **First 500 devices to be completed January 2020**

**Respiri Limited (ASX:RSH) (“Respiri” or the “Company”)** is pleased to announce that it is including a recurring monthly revenue model that will transform the Company into a e-health SaaS (software as a service) player. The Company will have the first 500 pilot batch completed in January 2020 and is completing the premium features of the world class multi-dimensional wheezo® asthma management application with the intent to deliver the global asthma population with the best respiratory management platform in the marketplace. As such, the pricing model for wheezo® will include an ongoing monthly service subscription fee to be applied upon initial purchase of the product. The monthly subscription fee is yet to be finalised but initial investigations suggest between A\$5 - A\$10.

CEO, Marjan Mikel said, “The monetisation of the wheezo® app will drive recurring revenue will transform Respiri into a SaaS e-health company. Asthma is a chronic disease that requires ongoing daily treatment and now monitoring to better equip people manage their condition. This has not been possible up until now.”

According to the Global Asthma Report 2018, there are approximately 339 million people in the developed world with asthma. That number is growing year on year. The opportunity for Respiri to improve quality of life for those millions, every day, whilst growing shareholder value, is huge.

**Achieving endorsement for the platform from respiratory specialists and GPs**

As previously reported, Respiri, under the guidance of Professor Bruce Thompson and his colleagues on its Medical and Scientific Advisory Committee, are conducting two clinical studies to validate the Company’s technology for the monitoring of wheeze. The data acquisition for the first stethoscope study is now complete and analysis has commenced. The second, also recently announced, to correlate wheeze rates against current standard hospital/physician used asthma measures such as Forced Oscillation Technique (FOT) and Multiple Breath Washout (MBW).

The committee is also in the process of agreeing on the protocol for an international multi-centre longitudinal study to demonstrate how the Respiri asthma management platform can

impact on patient compliance with critical asthma management plans. This will be particularly useful with physicians and patients alike, demonstrating reduced events, including hospitalisations and exacerbations resulting in better patient outcomes and lower costs of medical management.

In Australia alone there are approximately 1,000 respiratory specialists, leaders in asthma management, who each see about 15 patients a day (about 3 million consultations a year). Most of these patients are refractory asthmatics who are difficult to control but the availability of self-monitoring tools should greatly improve their health outcomes. Respiro believes that only wheezo® is such a device fit for this purpose. With clinical evidence for wheezo® the Company expects respiratory specialists to understand and recommend the product to patients as a standard for better asthma management, setting the scene for GPs to follow.

Respiro looks forward to providing shareholders with further updates as wheezo® commercialisation efforts are confirmed and delivered.

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## **About Respiro Limited**

Respiro is an e-Health SaaS (software as a service) company supporting respiratory health management. Its world-first technology detects wheeze, a typical symptom of asthma, COPD and respiratory disease to provide an objective measure of airflow limitation. The only platform of its kind, the flagship wheezo® product employs machine learning to provide personalised feedback and education based on the user's personal health data correlated with environmental factors, and enables the sharing of that data, anytime, anywhere with caregivers, physicians and other health care professionals.

Respiro's mission is to help improve quality of life for hundreds of millions of children and adults around the world and dramatically reduce hospital admissions and the economic burden of asthma. Respiro Limited's operations are based in Melbourne, Australia.

## **Forward Looking Statements**

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.