



## ASX ANNOUNCEMENT

31 May 2021

### Wheezo™ production update and Chief Commercial Officer appointment

Respiri Limited (ASX:RSH) ("Respiri" or the "Company"), an eHealth SaaS Company supporting respiratory health management, today provides an update on the commercial supply of wheezo™ devices, commensurate with the Company's Sales/Marketing, Distribution & Logistics Agreement with Cipla Australia Pty Ltd. In addition, Respiri has expanded its senior executive team, with the appointment of Theo Antonopoulos as Chief Commercial Officer effective 7 June 2021

Respiri can confirm that as per its quarterly activities reported dated 29 April 2021, the Company has received the expected April shipment of 3,700 wheezo™s, with 100% of these devices having now been ordered and placed with Cipla. In addition, Respiri took delivery of 3,300 units in May and a further 5,000 units are in transit and scheduled for delivery in July.

The global shortage for semiconductor chips continues to impact global supply chains across many sectors, including medical devices. However, Respiri's operations team in collaboration with the Company's manufacturing partner Entech Electronics, has been able to secure a sufficient quantity of MFI chips, with 80,000 units in stock at Entech. The MFI chip is a crucial component of the wheezo™ device that functions to allow wheezo™ to be recognised as an approved iPhone compatible device.

The Company continues to refine its Australian-based pharmacy sales cycle integrating both Cipla, pharmacy wholesalers, individual pharmacy stores and our new specialist clinician referral model (shown in Attachment 1). The overall sales cycle is approximately 120 days from production delivery to repeat orders from Cipla.

The appointment of Theo Antonopoulos to the newly created role of Chief Commercial Officer will strengthen the Company's capability to execute on its business and corporate expansion plans into the future. "We are excited to welcome Theo into the Respiri family as we supercharge the commercialisation of wheezo™ in Australia and beyond. He is passionate in the utilisation of eHealth solutions to reduce inefficiencies within the healthcare system whilst empowering patients to be more in control of their health by making better health choices" said Respiri CEO, Marjan Mikel.

His frame of reference has been shaped over +20 years working in roles of increasing responsibility, predominantly within the Pharmaceutical industry and more recently as Executive Head of Marketing and Sales at MedAdvisor (ASX:MDR), an innovative MedTech/SaaS business helping patients better manage their medications via a mobile application. In this role, he led the Commercial arm, overseeing its growth from an Australian start-up with revenues of \$1.4M to an international business with an established footprint across key markets (US, UK, South East Asia, Australia) and a revenue run-rate of +\$50M. Theo is passionate in developing people and working collaboratively across teams to deliver value and results for all stakeholders.

For further information about wheezo™, follow the online link <https://wheezo.com>

- ENDS -

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<sup>TM</sup> wheezo is a trademark of Respiri Limited.

*This ASX announcement dated 31 May 2021 has been authorised for release by the Board of Directors of Respiri Limited.*

### **About Respiri Limited**

Respiri is an e-Health SaaS 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 airway limitation. wheezo<sup>TM</sup>, Respiri's innovative technology, comprises an eHealth app combined with a simple, easy to use, handheld device. wheezo<sup>TM</sup> is the first smart device to help improve asthma management by monitoring wheeze and documenting symptoms, signs, triggers, weather conditions and medication use. The asthma management platform also facilitates the sharing of data with caregivers, physicians, and other health care professionals.

Respiri'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. Respiri Limited's operations are based in Melbourne, Australia.

For additional information about Respiri and its products, please visit [www.respiri.co](http://www.respiri.co)

### **About wheezo<sup>TM</sup>**

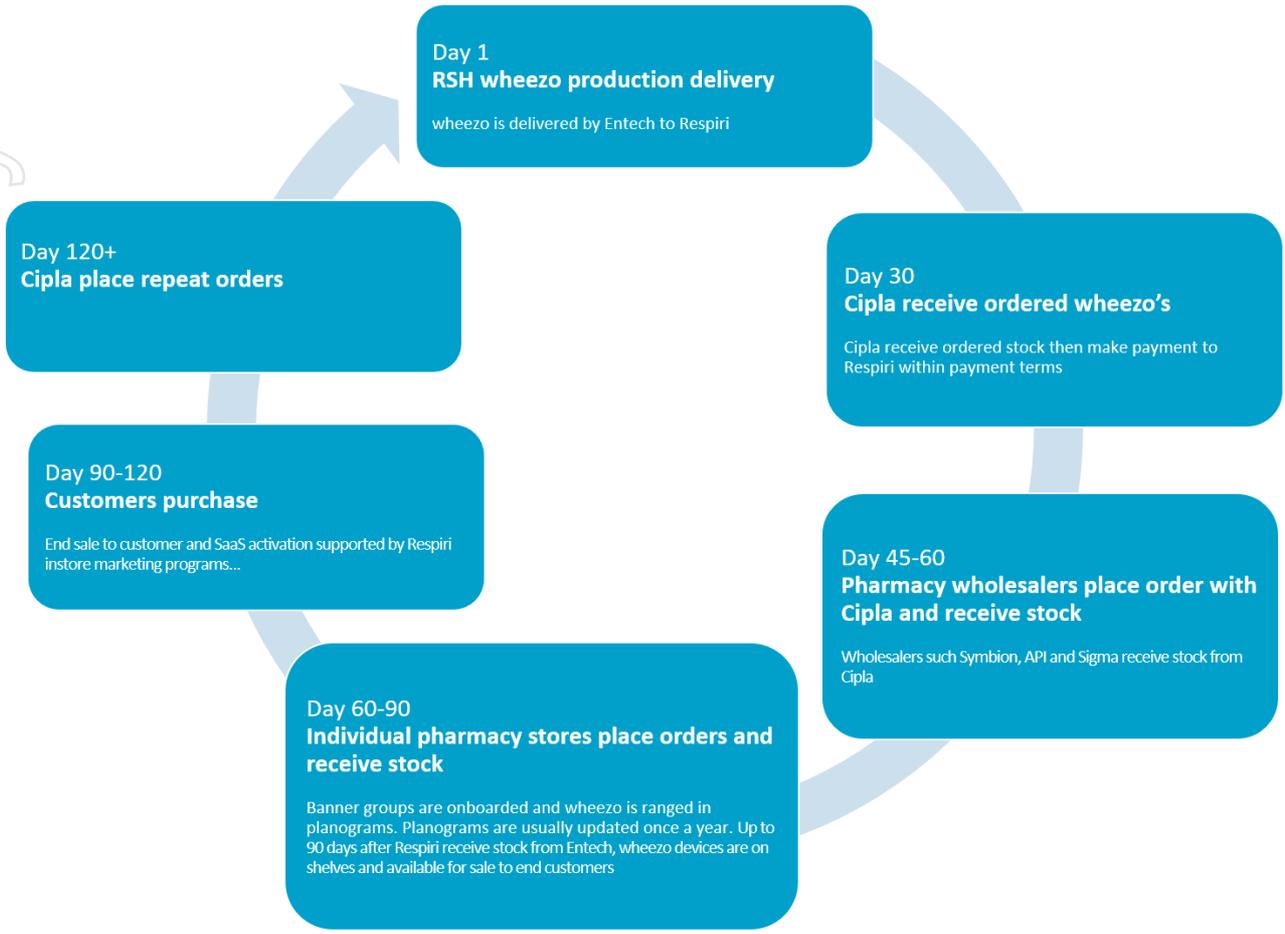
Developed in Australia, with the support of respiratory specialists and other healthcare professionals, the innovative wheezo<sup>TM</sup> device analyses breath sounds for wheeze, and the eHealth App assists patients with managing their asthma by tracking symptoms, triggers, medication use and geo-specific weather conditions. The platform has been designed to extend asthma management beyond the clinic and make it easy to share information with doctors and make appropriate adjustments to asthma action plans. Better active management may lead to better outcomes and improved quality of life for the asthma patient.

### **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 Respiri 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.

# Attachment 1 – wheezo sales cycle & pharmacy display

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Liked by lyndsistanford and others

erindalepharmacy As the nights grow longer and the temperatures grow colder, patients with asth... more



coolmancourtpharmacy

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coolmancourtpharmacy Asthma part of your life? Your child's life?