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Um, joining today is Marjan Mikel the CEO of RespiRI that trades on our OTCQB Venture Market under the ticker RSHUF. RespiRI Limited is an Australian e-health SaS company supporting Respiratory Health management focusing primarily on supporting the US healthcare market. Marjan thanks so much for joining us today.

Marjan Mikel

Thank you very much Cecilia

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So to start tell us a little bit about yourself and how you got involved with RespiRI as CEO.

Marjan Mikel

That's a pretty easy one Cecilia I don't know much about many things to be quite honest with you. But after 35 years in healthcare I know a little bit about this space. Ah I started work with ivikarm working for mer and Cohen Phsia and was privileged enough to live in quite a number of places around the world in commercial roles. So if you like I learnt ilied by trade in those areas and started doing my own thing back in the early two thousand s starting own companies most relevant to where we are with RespiRI was a company called healthy sleep solutions. Which went on to become Australia's largest provider of ambulatory sleep diagnostic treatment and management services and resmed who I'm sure you know became a cornerstone investor in our organisation. And we as I said went on to command about 40% of the Australian marketplace and you'll see that the commonalities between RespiRI and lv sleep solutions are quite quite quite ah pronounced when it comes to managing patients in a remote management setting. In 2019 a friend of mine from Boston gave me a call and said did I want a job and I said not particularly and he went on to tell me who it was and what it was I had a look at the organisation it was risking and was very suitably impressed by the technology. And the rest is history. So I joined RespiRI in November to 2019 and basically have spent the last three years getting us ready for this very very important moment. That's the launch of RespiRI and our device wheezo onto the US market. Which is as you know the largest marketplace in the world.

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So talk about your unique technology in this healthcare space and the disorders you target how does this compare with traditional practices

Marjan Mikel

I might take a step back Cecilia and start with the us market. Apart from being very attractive because it's so large of course there are 50000000 americans with respiratory disorders either asthma or chronic obstructive pulmonary disease which is a big bucket of disorders for for lungs that basically capture everything apart from asthma. So. It's a large marketplace 50000000 americans suffer from this. It is really important to note that America is one of the only countries in the world that recognises and really recognises the importance of preventative meds and understands how remote patient monitoring in that setting can prevent diseases from progressing. And prevent the associated issues exacerbations hospitalisations that happen with that. So remote patient monitoring which wheezo and our device qualified for is fully reimbursed by cms in this country so that's center of Medica and medicaid services. And the other very important point to make here is that it's not me the manufacturer of the devices that gets reimbursed for providing the the wheezo to a patient. It is the doctor or the institution so they get remunerated for providing a very valuable service to patients. Service that we know and it's clinically prove that to reduce exacerbations, reduce attacks, asthma attacks and reduce hospitalisations which is a huge burden not just on the healthcare tick but on the coon society generally it costs the us about \$85000000000 in lost productivity. Medical costs etc per annum that's billion with a but now our technology is uniquely placed in that it is the only device that actually qualifies for remote patient monitoring in the respiratory space. It is. Particularly attractive to doctors and when a doctor I spoke to a pomonologist summarised it nicely for me. He said to me Marian you know what? this wheezo device is sophisticated simplicity. It's so easy to use. We know we'll get good results. We know we'll get reproducible results. And it gives me everything that I need to be able to make a call on whether a patient is being adequately controlled and managed when they're not in here with me sophistication in that for the first time when the patient leaves my clinic. I know what's happening with that patient and whether the management plan that I've put in place for that patient is in fact working and if it's not working then I need to do something about it and I know that accessing that data provides me with the information I need. To intervene before there is a problem and before that patient ends up in hospital. So fundamentally, that's where we're at with the device. It's easy in that the best practices today things like spirometry which is requesting or sorry requiring the patient to. Exhale as much as they possibly can in one second now the instruction doctors have told me they give their patient is please try and

blow your lungs out of your mouth and I know that I can't really get a good result so I've got to do that 3 times and take an average and that's. In the surgery with the doctor now the notion of a patient doing that on their own in their lounge room in a remote patient setting is just unfathomable wheezo is really easy. You place it on your trichia on the throat breathe normally for 30 seconds. That breathed recording is then blue through to a smart device. The smart device has the algorithm that calculates the wheeze rate and the wheeze rate is basically the amount of wheeze as a percentage over a breathing period of 30 seconds and anything more than 5% is a clinically significant. Wheeze and really does mean that the condition may be deteriorating and something needs to be done so that's our device. We've had a great response from physicians in this country. We've been involved in the American Academy of Allergy Asthma and Immunology. And a number of other conferences throughout the year and our ah the response to it has been very very positive. We're already working with ah Michigan Children's Hospital which is part of the Detroit Medical Centre working with a North Carolina based hospital organisation as well and have a number of other. ACO hospitals and pay groups that were in late stage to get discussions and negotiations about introducing wheezo and the remote patient monitoring model to their as part of their services. So it's a pretty exciting time for us at the moment

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Marjan tell us. More about your operational accomplishments and 2022 such as your research partnerships and programs.

Marjan Mikel

Yeah, we kicked off in earnest in the US from nothing in really January this year so I'm in a very short period of time. We have secured the services of remote patient monitoring provider partners and they are best practiced in their space so they deal with doctors hospitals institutions have established relationships with them and deliver remote patient monitoring solutions which are reimbursed in other disease states. And they've taken on wheezo as in addition to their product portfolio or services portfolio. They love wheezo because as I said previously. It's the only tool available. Ah, for remote patient monitoring respiratory disorders that qualify for reburs. But so I love it because it's a point of differentiation and we're not going broad brush with this I don't want to ah Commoditise what is a premium product. And we're making sure that the patients sorry the companies that we partner with are premium companies. So we've managed to do that. We've as I said secured some major institutions as customers in a very short period of time. Ah, for those that understand healthcare to get all this done in essentially six months is a pretty big effort in the United States and that we've done that with the help of our partners. So the customers that I mentioned Michigan Children's North

Carolina Healthcare and we're ah About a few weeks away from announcing a few other major milestones when it comes to customers as well and all that's happened this year so we're very excited about the opportunities that we'll be able to buy patients with aspirant copd when it comes to better managing their conditions. And working with physicians who are treating them to make sure they have the best possible world-class solutions to be able to intervene with those patients when they leave the care of the of the doctor in their clinic. So I guess extending care beyond the clinic. And allowing for a more objective way of managing the patient's respiratory condition and keeping them out of hospital.

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What is Respiri looking forward to in 2023?

Marjan Mikel

we really are looking forward to the number of things 1 is expanding our customer base. Ah. We'll also be the first company. It's a little before twenty twenty three but it's certainly in the next month or so being the first Australian medical device company whose device will be used by doctors to actually claim the remote patient monitoring cptt reimbursement codes no other aussie company has done that. So. It's a bit of a milestone for us as an organisation so it is also important because that recurring revenue stream is an important part of our business model. So our business model we make money from the sale of the device. Somewhere between 50 and sixty us dollars to our partners with a margin of between 30 and 40% dependant on price of course and then there's a monthly fee per patient for providing the services to doctors. And allowing those doctors to claim the rpm codes. So as I said we're the first cab off the the first aussie cab off the rank when it comes to qualifying for those reimbursement codes in remote patient monitoring which is a pretty proud moment for us. So ah, that's what we're looking forward to in the very near future. And we are working very very closely with a number of major institutions and payer groups which are our next major milestones when it comes to commercial delivery in 2023. We're also working on our pipeline. So we're in the process of developing a wearable device. And that wearable device has been very well accepted by key opinion leaders and it will have a place to play in transition care from hospital discharge to home care. So there's this whole notion of making sure that patients are better managed. As they go out of hospital and return home and reduce readmission rates cms is profoundly pretty heavily upon those institutions that are serial offenders when it comes to readmission rates and over half the hospitals in the us have been fined by cms for breaching those. And those fines are quite significant. We know that the wearable device will help minimise that and it's not to replace wheezo but I guess add to our portfolio. So after the thirty sixty day period post

discharge. It is anticipated the patient will then end up on a wheezo device and continue on rpm so it's a nice end-to-end solution for us. We're looking at starting our clinical studies with the ah wearable device in quarter one next year and hope to have Fda 5 10 k approval. By the end of next year or very early in quarter one 2024 so it's a pretty busy year for us very exciting.

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So how does OTCQB contribute to your company's us strategy while you cross trade on the ASX.

Marjan Mikel

That's a really good question. And I might start with our very loyal shareholders. We as a company been very lucky to have ah a bunch of shareholders who have been supportive of this organisation for a very long period of time helping fund what it is. We're trying to do and believing in the journey that we've taken. Journey's been rocky on occasions but it's been a journey that's been heading in a very specific direction and although the us isn't the destination. It's the path to that destination. It's important for us to make sure that we get as many eyes as we possibly can on the excellent work that our team is doing. With Respiro and wheezo in the United States and although I love my country Australia. It's a long long way away from here and really the opportunity. The OTC market provides us with is to be able to showcase what it is. We do ah to. Investors outside of the outside of Australia particularly here in the United States which is where we're focusing 100 % of our efforts and allow more eyeballs to ah view and look view it and see what it is. We're doing and hopefully see how that's positively impacting our share price. And catalyze perhaps a few more people investing in the organization and broadening our investor gene pool

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well Marjan. It's been a pleasure to speak with you and especially visiting our New York offices and thanks so much for your time today. Always the bla and I'll have to come back. Respiro trades under the symbol RSHUF on our OTCQB Venture Market.