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Joining today is Marjan Mikel the CEO of Respiri that trades on our OTCQB Venture Market under the ticker RSHUF. Respiri Ltd. is an Australian e-health company supporting respiratory health management. Focus primarily on supporting the U.S. healthcare market. Marjan thanks so much for joining us today.

Marjan Mikel

Good nice to seear. It's great to be back.

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So Marjan it's been several months since we last spoke but remind us about your unique technology in the healthcare space and the disorders you target.

Marjan Mikel

Yeah, certainly doesn't feel like a few months but ah, it has been yeah, just ah, an update on where we're at and to remind everyone of the marketplace that we play in. There are 50000000 people in the United States that either have asthma or copd and now that is chronic obstructive pulmonary disease.

Marjan Mikel

Asthma is one of the leading causes of hospitalizations in this country as it is elsewhere across the globe and COPD is the third cause third highest cause of death in the United States now those problems happen when people are out in the general community with their conditions now the problem with. Those particular disease states unlike other major disease states such as cardiovascular and diabetes For instance when the patient leaves the care of their physician that physician has absolutely no idea how well their patient is being controlled when they hit the general community. Where all the problems happen now that's where we come into play Respiri's wheezo device is a device that provides the patient with the ability to be able to track how well their symptoms are being monitored to give physicians a better understanding of how well. Their condition is being managed by the regime that's been put in place by their doctor if you will. It's an early warning system for when things are deteriorating so that the doctor can act accordingly to avoid major complications happening with that patients. And importantly, keep them out of hospital which is a huge burden not just to the patient but also to the reimbursement purse as well. So that's the place that we play in. We provide a source of data for the first time to the physician from the real world in real time.

Marjan Mikel

So that they can act accordingly and make sure that the patient is kept out of hospital and that the patient is being managed effectively.

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So give us a quick update as well. Ah, recently you know, tell us about your wheezo remote patient monitoring program and the new contracts and partnerships you've formed.

Marjan Mikel

it's been an exciting time for us over the last few months in particular the United States apart from being the behemoth of marketplace that it is a unique set of circumstances when it comes to market dynamics ah in the us remote patient monitoring is reimbursed. And it's reimbursed to physicians not to us necessarily so there's a wonderful opportunity for physicians to be rewarded for providing the level of care that a patient needs in the real world to keep patients out of hospital. And reduce the financial burdens on institutions that reimburse those sorts of services. So our remote patient monitoring program fits into that particular category. So we are reimbursed through the remote patient cpt codes. Available to for fit excuse me for physicians to be able to claim so we're lucky in that just recently we have been the first Australian company whose device has been used by doctors in remote patient monitoring to be reimbursed by CMs that's the centers of Medicare and Medicaid Services

Marjan Mikel

So that's a pretty big win for us for a little Australian company but certainly something we're very proud of we have been very active in securing the ah services or nots of providing services to some of the largest players in the United States when it comes to remote patient monitoring and respiratory conditions. We've secured customers such as Michigan Children's Hospital who are part of Detroit Medical Center who are owned by Tenant Health a New York stock exchange listed organization and we are working currently with them to put patients with asthma that's children with asthma onto the wheezo program. To help better manage them and keep them out of hospital. Of course, we've been really lucky in securing the Minnesota Lung Center as a customer as well. They're based out of Minneapolis 1 of the largest privately owned health lung care centers in the USA. And they've also started patients on the on the program which is really exciting for us. We've also in a position now where we're working

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with Arkansas heart hospital which is one of the largest heart institutions in the us privately owned ones now that might sound strange about having a heart hospital dealing with an organization who deals with lungs. And remote patient monitoring. But it's important to note that COPD or chronic obstructive pulmonary disease is a very common comorbidity in patients with cardiovascular disease so they are very excited about what it is that they will be able to do to provide patients with the RPM wheezo solution to keep them out of hospital.

Marjan Mikel

And ah, readmission rates. You know is a big issue in the United States and a lot of hospitals and if you believe the data over half hospitals have been fined in some shape or form by CMs for breaching the ah 30 day readmission rates ah readmission rates by yeah by CMs so it's a. It's an exciting time for us to be able to demonstrate the benefit that the wheezo RPM program can provide to these institutions. We've also got a contract with a major player in Northern Carolina sorry and patients have commenced on that particular program as I speak now. We've also got a couple of primary care organizations that are working with us as well. Now that is particularly important not because of the size of those organizations but in the narrative it gives us when we go talk to payers private health insurers and the like obviously it's in their interest to make sure that they have the best possible care. Provided to patients in low-cost arenas and obviously the lowest cost arena is at home and being able to demonstrate that wia remote patient monitoring works with private sorry primary care physicians is also an important part of our narrative with these people. So. It really is an exciting time for us. Ah, we're in a place now. Wonderful place where we know that the model that we have in the us has been validated. We know that we have customers that are very interested in what it is. We do.

Marjan Mikel

We know they know that wheezo works and works in a way that provides them with information that will help them better manage their patients and keep them out of hospital and we know that CMs has paid through reimbursement doctors who have used wheezo in their RPM programs. So. We're ready to rock and roll when it comes to growing our business in this country right now.

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Absolutely and you know so then what are your global market opportunities with your with this product?

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Marjan Mikel

I mean it's been successful. The US it's been proven and what are your ambitions ah look I wish we have three m. We have 3 priorities as an organization. The first ones the United States followed closely by our second priority which is the United States and the third priority also very important to us which is the United States so the opportunities that we are afforded in this country are huge. We really have only just scratched the surface with wheezo and our remote patient monitoring program and really we are not in a position to be able to do everything all at once. So all our resources are very heavily focused on the proven model business model that we have here in the in the USA we know it works. We know people use it. We know it's paid for now. It's a case of us scaling our businesses to make us a viable business here in the United States which is our objective over the next twelve to eighteen months

Marjan Mikel

Nothing else really matters to us at this particular moment in time and as I said we don't have the luxury of resource to be able to dilute our efforts here in the us. So I hope that answers your question.

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Absolutely okay so how does the OTCQB Market contribute to your company's US strategy while you cross-trade on the ASX in Australia?

Marjan Mikel

look It's really important for us to get as many eyes on our particular stock as we possibly can. We're not a large organization but we are an organization that works in a very unique part of the market. And in a market that's greatly underserved and that is remote patient monitoring in the respiratory space and today there's really no viable option to wheezo when it comes to being able to take advantage of those particular market dynamics as we've discussed so people in the United States ah to be quite honest investors in particular, get what it is. We are doing understand the market dynamics driving the opportunity that we have as an organization so to be able to provide a vehicle such as the OTC Market vehicle to. Potential investors in the US is really important to us because it opens up a completely new investor base for US and in many ways provides a further ratification of our business strategy in this country from people who live and invest here. Ah, which is an important part of the final.

Marjan Mikel

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Tick of approval if you will for Respiri as an organization and that rubs off on the investors in the Australian marketplace as well. So I can't stress how important the OTC opportunity is for us here in the United States

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well Marjan it's always a pleasure to see you and it's. Even better to see you here in New York in our offices. So thanks so much for your time today.

Marjan Mikel

Not a problem. It's always a pleasure coming to talk to you Cecilia. So thank you very much

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Respiri trades under the ticker RSHUF on our OTCQB Venture Market.

**This is an autogenerated transcript and may contain typos.*