

Respiri

Sixth in spate of new client wins

Respiri has signed its sixth contract for remote monitoring – Hand Family Healthcare, a New Mexico-based primary care practice, has signed up for the full-service wheezo remote patient monitoring (RPM) programme. System integration formalities have been completed and the first patients (with either asthma or chronic obstructive pulmonary disease) are expected to join the programme shortly. The deal, signed in collaboration with Access Telehealth, indicates growing traction and acceptance of wheezo among healthcare practitioners, with feedback from the first patients (expected in early CY23) potentially opening the door for enhanced market access.

Year end	Revenue (A\$m)	EBITDA* (A\$m)	PBT* (A\$m)	EPS* (c)	P/revenue (x)	P/E (x)
06/21	1.4	(8.4)	(8.5)	(1.22)	23.5	N/A
06/22	0.8	(6.2)	(6.3)	(0.87)	41.1	N/A
06/23e	5.0	(2.3)	(2.3)	(0.29)	6.6	N/A
06/24e	8.1	0.4	0.4	0.03	4.1	137

Note: *EBITDA, PBT and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments. FY23 and FY24 EPS adjusted for new shares.

Hand Family Healthcare is a Clovis, New Mexico-based family practice offering a full suite of medical services. It caters for a large rural population that lacks easy proximity to large specialty hospitals, making primary care facilities critically important to healthcare management. We see wheezo, with its ease of use and RPM feature, as well suited for such centres and their patient populations.

As with previous deals, this new contract has been signed for the full-service RPM solution (including patient engagement through Access Telehealth's cloud-based platform, Remotli, under the supervision of the Hand Family Healthcare clinical team). Respiri will generate revenue from both device sales and monthly fees for RPM. The RPM programme is eligible for reimbursement under the Centers for Medicare and Medicaid Services' procedural terminology reimbursement codes for RPM (with a typical claim processing time of two months).

wheezo was launched in the US in December 2021 to monetise its potential and leverage the RPM reimbursement infrastructure in the country. Respiri has partnered with two telehealth providers (mTelehealth and Access Telehealth), has six signed client contracts (including Hand Family Healthcare) across six US states and has a robust pipeline of around 120 qualified leads. Management hopes to win more such contracts across primary healthcare practices and larger hospital systems. As patient engagement grows with an increasing number of clients, we expect patient feedback to accelerate sales momentum in the US.

Commercialisation update

Healthcare equipment

19 December 2022

Price **A\$0.041**

Market cap **A\$33m**

US\$0.68/A\$

Pro-forma net cash (A\$m) at September 2022 including A\$0.84m raised post period 1.5

Shares in issue 803.7m

Free float 79.6%

Code RSH/RSHUF

Primary exchange ASX

Secondary exchange OTCQB

Share price performance



Business description

Respiri is an Australia-based medical device and SaaS company focused on respiratory health management through its integrated wheezo platform. The device is a breath sensor that works with the Respiri mobile applications to record data such as wheeze rates, breath recordings and other environmental factors and medication usage, which can be accessed by physicians in real time. wheezo received FDA clearance in March 2021 and was launched in the US in December 2021.

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