



7 June 2019

INDIA JOINT VENTURE STRATEGY UPDATE

Respiri limited (ASX: RSH) (“Respiri” or the “Company”) is pleased to announce an update regarding market traction for the company’s entry into India via its joint venture with MedAchievers Private Limited (“MedAchievers”).

Meetings with leading Indian respiratory, paediatric and general medicine specialists, hospital decision makers and relevant government healthcare officials has provided positive feedback for the likely uptake of Respiri’s “wheezo™” product.

The multi-tiered market establishment strategy includes a focus on validation and endorsement from the most reputable and credible hospitals in India. With the guidance of Dr Harsha Vardhan, Respiri will initially target the metropolitan centres of Delhi NCR, Mumbai, Bangalore and Chennai (combined population of ~ 70 million). Respiri is well placed to benefit from the relationships MedAchievers has in those regions.

Pleasingly, feedback from India’s top respiratory clinicians suggests the utility of wheezo™ aligns with Respiri’s other launch markets such as Australia and the UK. This includes acting as a conduit between patients and doctors, enabling education, monitoring and an improved standard of care for asthma and COPD patients. The feedback adds further validation to the company’s bigger picture mission of becoming asthma’s equivalent of the glucose monitor for diabetes.

A group of approximately thirty heads of respiratory departments, paediatric and general medicine professionals has been shortlisted by MedAchievers to ensure the successful rollout of the product. Complementing the clinically driven strategy will be consumer-based marketing and educational awareness strategies about both Respiri product(s) and asthma/COPD more broadly.



Example targets of the consumer driven strategy include schools, workplaces, gyms, hotels etc. in large cities across India (populations of 5+ million people). Many of these hubs, unfortunately, also have severe air pollution issues with an Air Quality Index (AQI) reading of 2-5 times the World Health Organisation (WHO) legal limit of 100. Working with MedAchievers, we have identified strategic locations in which to undertake consumer driven marketing in an efficient and targeted manner.

With improvement in awareness and education around the health impacts of air pollution and other asthma/COPD triggers, demand for wheezo™ will likely increase. The opportunity for Respiro to meet its mission statement of improving respiratory healthcare outcomes in India is clear. As an example of respiratory market conditions, a recent study conducted by the HEAL foundation and Breathe Blue in Delhi found that four out of every ten Delhi children suffer from lung problems. More broadly the Breathe Blue survey says about 35 percent of school-going children fared badly in the Lung Health Screening Test (LHST), indicating poor air quality across India.



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Healthcare Leaders' Summit – Delhi July 2019

Respiro will be a lead partner to the MedAchievers invitation-only healthcare summit in Delhi in late July. The event will provide Respiro the opportunity to further leverage recent conversations with Indian and global healthcare leaders – including decision makers of large and reputable healthcare and related organisations. The event will further establish the foundations for market acceptance of wheezo™ in India and include domestic and international media coverage via CNBC and Forbes.

Respiro CEO, Mario Gattino said, “The speed and effectiveness with which MedAchievers, under Dr Harsha Vardhan’s leadership in creating awareness and strong interest in the wheezo technology is exceeding our already high expectations. The Healthcare Leaders summit next month represents a priceless opportunity for Respiro to solidify relationships with the very people and institutions who will drive adoption of our world’s first digital wheeze detection and measurement technology in India.”

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About Respi Limited

Respi's mission is to help improve quality of life for millions of children and adults around the world and dramatically reduce hospital admissions and the economic burden of asthma. The Company offers sensors, mobile apps and analytics to support 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. Respi's innovative platform provides personalised feedback and education based on the user's data and enables the sharing of that data with caregivers and health care providers. Respi Limited's operations are based in Melbourne, Australia.

About MedAchievers

MedAchievers is an International business conglomerate designed to serve the ever-transforming healthcare industry. With substantial leadership connections, business discussions, presence and operations in various countries along with inter-industry leaders, MedAchievers offers deep insight and precise solutions to the healthcare industry.

The business is focused on innovation, focused interaction, structured investment and implementation. The platform offers the necessary balance of ingredients (Clinical science, Economics, Management skills, Technology, Infrastructure, Investment, Networking etc.) to execute holistic solutions.

The team works all across leading countries including India, USA, Australia, UK, Israel, Africa and Europe to keep the quality, scale and value of offering as per global standards.

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 Respi's current expectations, estimates and projections about the industry in which Respi 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 Respi, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward looking statements. Respi cautions shareholders and prospective shareholders not to place undue reliance on these forward looking statements, which reflect the view of Respi 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. Respi 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.