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adherium 

Leading respiratory eHealth

Annual General Meeting
30 November 2023

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The material contained herein is of a general nature & has only been prepared as a presentation aid. This presentation does NOT contain all of the information that may be required for evaluating Adherium Limited ACN 605 352 510 (Adherium or the Company), its assets, prospects or potential opportunities.

This presentation may contain budget information, forecasts & forward-looking statements in respect of which there is NO guarantee of future performance & which of themselves involve significant risks (both known & unknown). Actual results & future outcomes will in all likelihood differ from those outlined herein.

Forward-looking statements are statements that are not historical facts. Words such as "expect(s)", "feel(s)", "believe(s)", "will", "may", "anticipate(s)" & similar expressions are intended to identify forward-looking statements. These statements include, but are not limited to, statements regarding market size, future results, regulatory approvals, production targets, sales, staffing levels etc. All of such statements are subject to risks & uncertainties, many of which are difficult to predict & generally beyond the control of the Company, that could cause actual results to differ materially from those expressed in, or implied or projected by, the forward-looking information & statements.

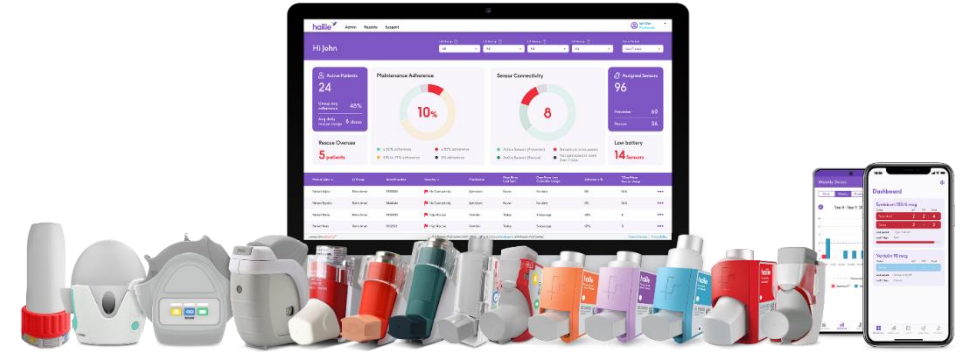
These risks & uncertainties include, but are not limited to:

- i. the possible delays in & the outcome of product development
- ii. risks relating to possible partnering or other like arrangements
- iii. the potential for delays in regulatory approvals
- iv. the unknown uptake & market penetration of any potential commercial products &
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References to patient number targets to achieve a cash flow positive financial position are aspirational in nature. Additionally, there are a number of factors, both specific to Adherium & of a general nature, which may affect the future performance of Adherium. There is no guarantee that Adherium will achieve its stated objectives/milestones, that any of its forecasts will be met or that forward-looking statements will be realised.

WHY INVEST

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TARGETING LARGE SCALE COMMERCIAL PARTNERSHIPS

- Targeting large strategic partnerships to quickly scale
- Multiple B2B2C channels: hospitals, medical groups and insurance payors

CLEAR, NEAR-TERM PATHWAY TO CASH POSITIVE

- First remote patient monitoring revenues in FY23
- Objectives to cash flow positive with 80k patients onboard

MULTIPLE, REPLICABLE, LONG-TERM REVENUE PATHWAYS

- Upfront revenue from sensor sales
- Recurring revenue from data fees and app and portal subscription

FIRST MOVER ADVANTAGE

- Drug agnostic sensors with broad coverage of top 20 US inhaler brands
- Only US FDA 510(k) approved inhalation flow rate sensor on market

KEY DIFFERENTIATORS

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Regulatory approvals

Only FDA 510(k) cleared flow rate sensor on market

UK, EU and Australia

Big market broad coverage

US 51M patient addressable market

Drug agnostic sensors

Hailie adherence sensors cover 91% of US top 20 inhaler meds

Hailie inhalation flow rate sensors cover 79% of US top 20 inhaler meds

Clinically Validated

Improves adherence by 180% in children and 59% in adults

Reduced severe exacerbations by 61% in adults

Extensive clinical evidence

Flexible platform

Hailie sensors can be used with Hailie app and portal or integrated with external third-party software



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**Improving health
outcomes and
quality of life for
patients**

UNIQUE VALUE PROPOSITION

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Established US reimbursement environment

Medicare, Medicaid and private insurance

Doctors get paid for remote patient monitoring

Add NHS reimbursement initiatives

Healthcare savings

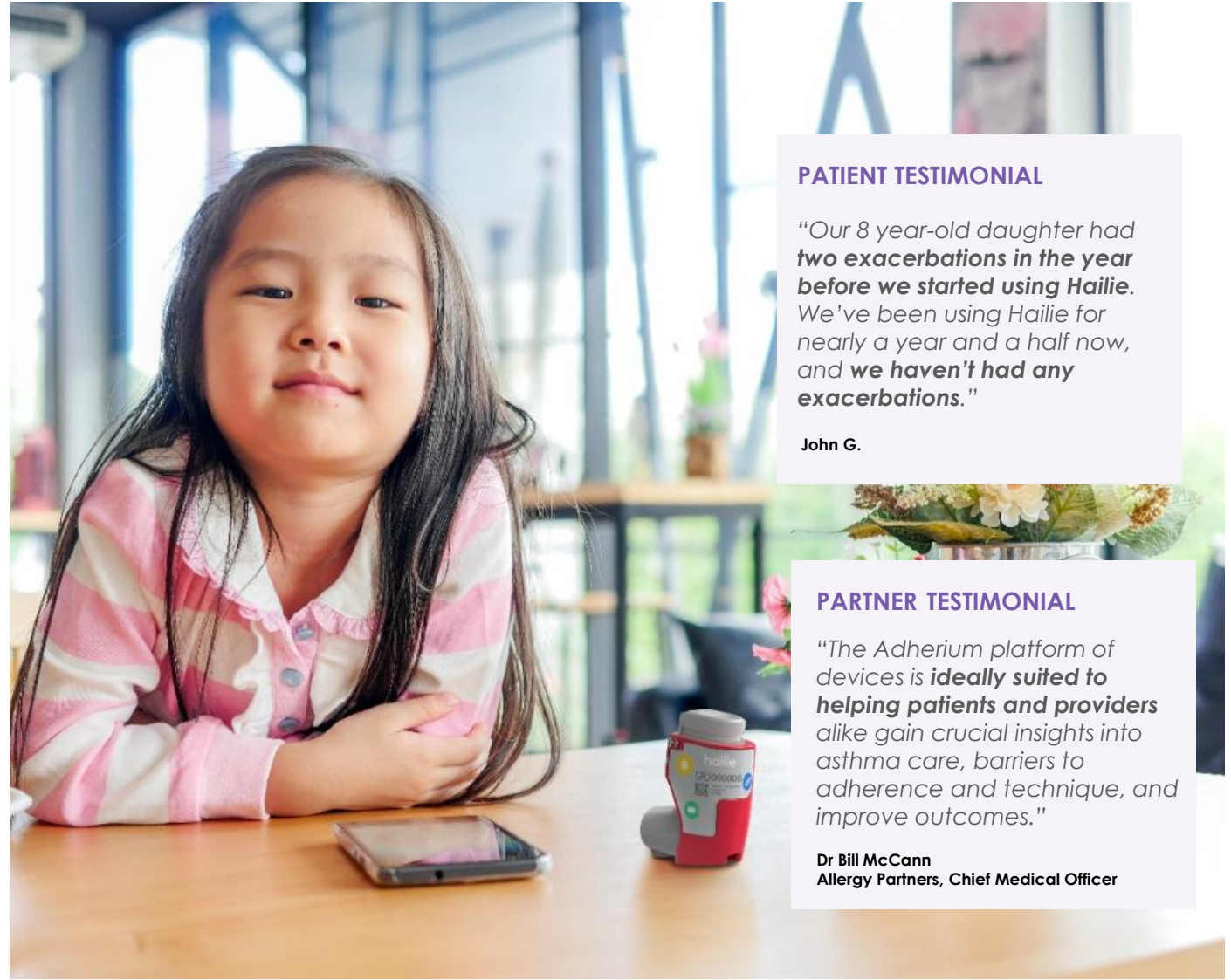
\$34B annual ongoing cost burden to patients, health systems and insurance payors in US

Reduce ED and hospital admissions

Patients benefit

Tailored care leads to fewer adverse events and better healthcare outcomes

Appetite for telehealth driven by COVID-19



PATIENT TESTIMONIAL

*“Our 8 year-old daughter had **two exacerbations in the year before we started using Hailie.** We’ve been using Hailie for nearly a year and a half now, and **we haven’t had any exacerbations.**”*

John G.

PARTNER TESTIMONIAL

*“The Adherium platform of devices is **ideally suited to helping patients and providers** alike gain crucial insights into asthma care, barriers to adherence and technique, and improve outcomes.”*

Dr Bill McCann
Allergy Partners, Chief Medical Officer



REVENUE STREAMS

TARGETING
US\$15-\$30/PER PATIENT
PER MONTH

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Upfront revenue



1 Sensor sales

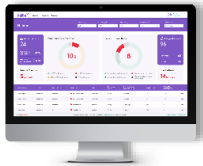
Revenue inflow when patients onboarded

Recurring revenue



2 Data fees

Providers and insurers pay a recurring subscription fee for data and platform



3 Per member per month subscription fees

+

Adherium owns device generated data – future AI data science revenue source

Integration into health systems & on-going use makes revenue 'sticky'

TARGETED SALES CHANNELS

Priority: Large scale corporations which include networked hospital, outpatient and insurance services



MEDICAL GROUPS

Large scale medical groups providing outpatient care

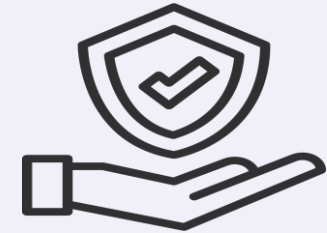
Priority: specialist clinics and clinicians serving asthma and COPD patients



HOSPITAL SYSTEMS

Large US hospital networks, e.g.

- Commercial
- Not-for-profit
- Government



PAYORS

- US private insurers
- Self-insured employers
- US federal and state medical assistance programs

NEAR TERM CASH FLOW POSITIVE

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Allergy Partners

- Largest US allergy & asthma practice based in North Carolina
- Over 300,000 patients across 130 sites in 20 states
- First patients onboarded Sep'23
- Hailie platform deployed to enable scaling

SENTA Partners

- Major premier medical asthma & allergy specialty practice based in Georgia
- 48 locations in 6 states
- First patients onboarded Nov'23



Agreements underpinning Adherium path to cash flow positive when 80k patients onboarded with continuing revenue build



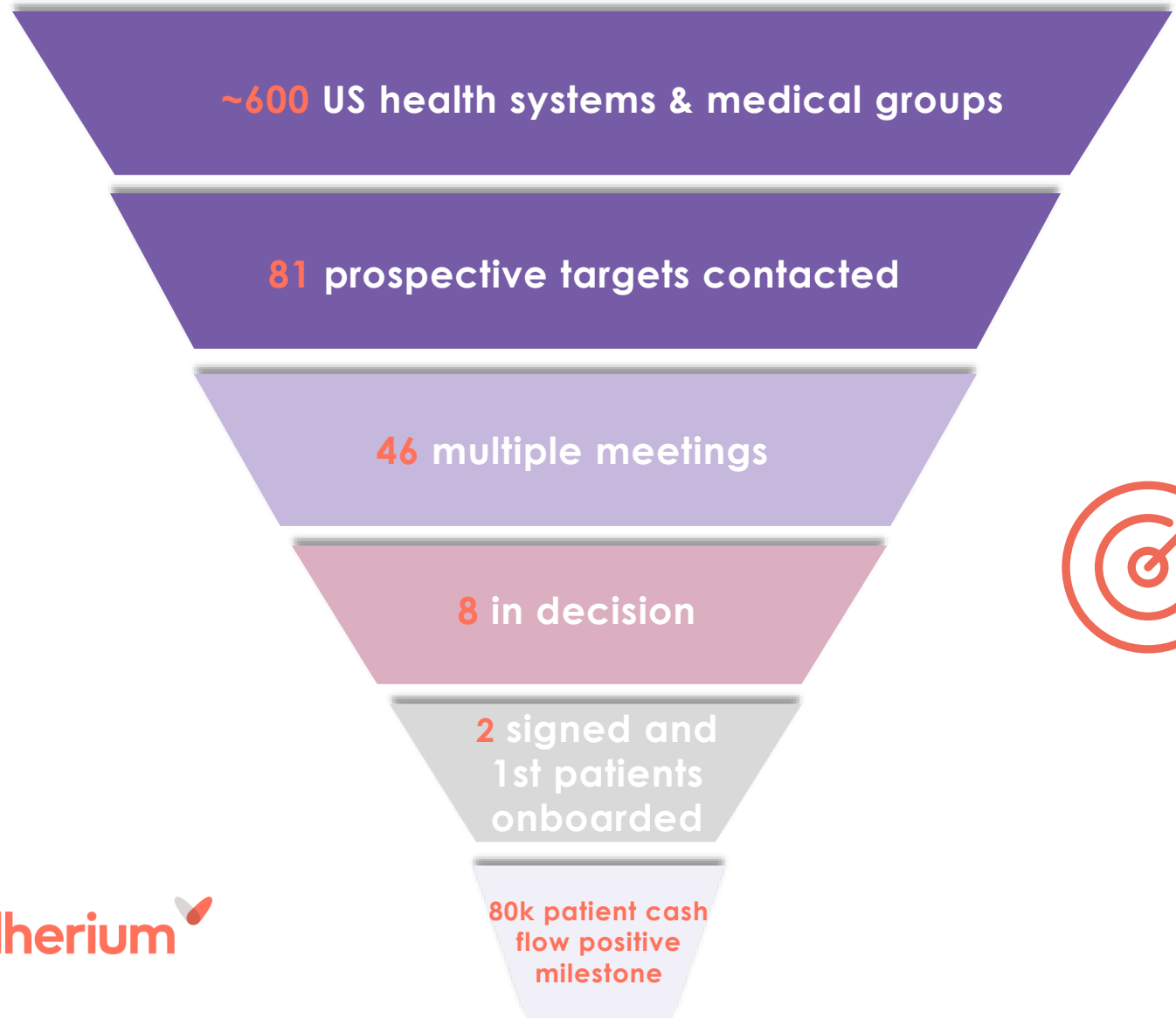
TARGETING BROAD US PENETRATION TO SCALE

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BUSINESS DEVELOPMENT PIPELINE

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With ~13.5% of health systems in the US contacted, **large market still untapped**

Increasing sales and service staff



FY24 objective: sign 3 healthcare systems & medical groups

FY25 objective: scaling to 10+ hospital systems & medical groups



LOOKING AHEAD

ESTABLISHED & MARKET LEADING TECH

- Hailie system clinically validated & regulatory approved
- Drug agnostic sensors have broad market coverage
- Only FDA 510(k) approved next gen inhalation flow rate sensor on market

NEAR TERM CASH FLOW POSITIVE

- Revenue from sale of sensors and data generation and transmission with patient base for path to cash flow positive 80k patient objective
- Business strategy targeting and ramping up hospitals & medical groups

REPEATABLE, SCALEABLE BUSINESS MODEL

- Targeting large medical groups, hospital systems and insurance payors to generate scale
- Clinical workflow integration to Hailie platform creates sticky revenue
- Adherium owns data – for further commercial and clinical purposes

STRATEGY FOR MAJOR OPERATIONAL SCALE

- UK expansion leveraging NHS SRPI Award
- Plans to scale to 10+ hospital systems and medical group partners
- Future AI data sets and Software as a Medical Device (SaMD)

Appendices

References and data links
available upon request

HIGHLY EXPERIENCED LEADERSHIP TEAM

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Rick Legleiter
Chief Executive Officer

- >20 years of experience in global healthcare & medical technology across the US, Australia, Europe & Asia
- Executive position at Universal Biosensors in Australia & Senior Vice President, Corporate Account Management positions at Siemens Healthcare in USA & Germany



Francis White
Vice President, Global Business Development

- >30 years experience in Digital Health & Medical Device commercialisation, creating & building successful teams
- Executive positions in Medtronic, Olympus Medical & Vice President, AliveCor Ltd, EMEA & OUS globally



Keven Gessner
Executive VP – Advisor

- 25 years of experience in Pharmaceutical Industry
- Led Digital Health for Teva & AstraZeneca US commercial
- Most recent role was VP of US Digital Health, Marketing, & Market Access for Teva
- Prior experience include 17 years at GSK & 5 years as CPA



Chris Leigh-Lancaster
VP Product & Technology

- 25 years product development, commercialisation and AI across international medtech, consumer-tech, and agtech markets
- Led startup and scale-up organisations in Australia and New Zealand,
- Development and commercialisation of multiple award-winning products



Tara Creaven-Capasso
Vice President, Quality, Regulatory & Clinical Affairs

- Certified regulatory & quality professional with >20 years of health technology product development & commercial experience across the US, Europe, Asia, Australia & New Zealand
- Leadership & advisor positions with private & publicly traded health technology companies



Daniel Kaplon
Chief Financial Officer

- Chartered Accountant with 25 years experience working in ASX-listed & private entities in healthcare, health technology, manufacturing & co-founded two medical device companies
- Honours degree in Commerce, business degree in Transport & Logistics Management, & a Master of Entrepreneurship & Innovation (MEI)

BOARD: PROVEN COMMERCIAL, CLINICAL AND TECHNICAL LEADERSHIP



Lou Panaccio
Independent
Non-Executive Chair

- Mr. Panaccio has extensive experience in the life sciences sector at the executive and board level
- He is currently a director at Avita Therapeutics, Sonic Healthcare, VGI Health Technology, NeuralDX and Haemokinesis.



Jeremy Curnock Cook
Independent
Non-Executive Director

- Over his 40-year career, Mr. Curnock Cook has specialised in creating value in emerging biotech enterprises
- He is currently Managing Director of BioScience Managers and sits on the board of Avita Medical, Rex Bionics Pty, Summatix Pty Ltd, and SeaDragon Ltd.



George Baran
Non-Executive Director

- 35 years in the medical device industry and serves as Executive Chair of the Trudell Medical Limited Board of Directors as well as being a significant shareholder
- Mr. Baran is a Director of Sensory Technologies, Mozzaz Corporation, and Sky Medical Technology Inc.



Bruce McHarrie
Independent
Non-Executive Director

- Mr. McHarrie is currently an independent director and consultant with over 25 years' experience in the health and life sciences sectors
- Mr. McHarrie is currently an advisor to BioScience Managers and an independent consultant.



William Hunter
Independent
Non-Executive Director

- Dr Hunter has extensive experience in commercializing medical device technologies
- He is currently President and CEO of Canary Medical Inc, Director of Rex Bionics and Industry Expert Advisor for BioScience Managers.

EXTENSIVE HAILIE TECHNOLOGY CLINICAL VALIDATION

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Hailie technology referenced in >100 independent peer-reviewed publications involving > 13,000 patients.



>97%
Accuracy

Across six independent validation studies designed to assess the accuracy of Hailie sensors in capturing medication usage

180%
Increase

Adherence to preventative medication in study of children with asthma aged 6-15 years

61%
Decrease

Severe exacerbation in adults

Hailie sensor portfolio with US FDA 510(k) clearances, UK MHRA & AU TGA approval

New, next generation sensors with adherence and physiological data capability such as inhalation flow rate

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hailie
for Symbicort® HFA
(Next Gen RPM)



hailie
for Anoro® Ellipta® /
Arnuity® Ellipta® /
Breo® Ellipta® /
Incruse® Ellipta® /
Trelegy® Ellipta®
(Next Gen RPM)



hailie
for Advair® HFA /
Flovent® HFA, and
for Ventolin® HFA



hailie
for ProAir® HFA /
Albuterol Sulfate HFA



hailie
for Ventolin® HFA



hailie
for Advair® HFA



hailie
for Flovent® HFA



hailie
for ProAir® HFA



hailie
for Bevespi Aerosphere®



hailie
for Advair® Diskus® /
Flovent® Diskus®



hailie
for Spiriva® HandiHaler®



hailie
for Symbicort® HFA

Hailie sensors with adherence data capability with US, UK and AU approvals plus CE Mark

Clinical Data and Trial References

1 Ruvuna L, Sood A. Epidemiology of chronic obstructive pulmonary disease. *Clin Chest Med.* 2020;41:315–27.

2 WHO Factsheet Asthma 2020

3 Most Recent National Asthma Data CDC - Prevalence & ER visits, October 2022

4 AZ Epidemiology data update Feb 2020

5 AAFA - Tips on How to Use Your Inhaler

6 Goldman Sachs - Digital Revolution Comes to US Healthcare

7 In adults with asthma, using the Hailie sensor with reminders for prescribed controller medication. Foster et al, *J Allergy Clin Immunol* 2014.

8 In children with asthma 6-15 yrs, with missed-dose medication reminders for prescribed controller medication. Chan et al, *Lancet Respir Med* 2015.

9 Understanding Asthma Statistics & Facts - Asthma Australia

10 van de Hei, Susanne J et al. "Long-Term Cost-Effectiveness of Digital Inhaler Adherence Technologies in Difficult-to-Treat Asthma." *The journal of allergy and clinical immunology. In practice* vol. 11,10 (2023): 3064-3073.e15. doi:10.1016/j.jaip.2023.06.051

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