

### SPECULATIVE BUY

(no change)

<u> </u>	
Current price:	A\$0.09
Target price:	A\$0.21
Previous target:	A\$0.24
Up/downside:	133.3%
Reuters:	RAP.AX
Bloomberg:	RAP AU
Market cap:	US\$44m
	A\$62m
Average daily turnover:	US\$0.16m
	A\$0.23m
Current shares o/s	693.0m
Free float:	74.1%



Price performance	1M	3M	12M
Absolute (%)	4.8	-21.4	-63.3
Relative (%)	3.1	-22.2	-53.8

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Analyst(s) own shares in the following stock(s) mentioned in this report:

– N/A

# **ResApp Health**

### Small but maiden revenues

- RAP released its 1Q21 cashflow report which showed small but valuable first revenues from the SleepCheck and telehealth applications.
- Disappointingly, a number of temporary barriers prevented meaningful sales from the cough diagnostic issues which management is addressing.
- While we weren't expecting any material revenue immediately, it's clear there is likely to be a longer bedding-in period for implementation across new networks.
- Given the potential timing and implementation lag, we have pushed new contract assumptions out by six months.
- Our price target reduces to A\$0.21 (from A\$0.24) and we maintain our Speculative Buy recommendation. We view the weakness as a good opportunity to add to positions ahead of a potentially news flow rich period.

### 1QFY21 - Maiden revenues

RAP released its 1QFY21 cashflow results, with cash receipts from early sales of its SleepCheck device (June/July) via the AppStore and small usage of the DX application bringing in A\$3k. Net cash outflow for the quarter was A\$1.4m. Post the exercise of options raising a further A\$1.5m, the company remains well funded to accelerate its commercialisation plans and closed the period with A\$5.8m in cash.

### What we learned / what's ahead?

While we weren't expecting material cash receipts to flow in the quarter given the typical payment terms for the AppStore and telehealth providers, commentary suggesting negligible usage of the cough diagnostic was below expectations and demonstrates the difficulty of adopting new platforms such as telehealth (flowing through to DX usage) in Australia. Management commentary suggests a lot is happening behind the scenes and our focus remains on partnership deals outside of Australia to drive adoption of the technology, which we anticipate in the short term, and remains the key catalyst for the

### Changes to forecasts – push out sales by 6 months

Using the Australian telehealth partners as the pilot case, it's clear there may be a longer settling in period until fully established, in particular navigating the regulatory environment for telehealth usage requirements. These issues will be ironed out but it's clear the rollout of new technology isn't as simple as plug-and-play – at least in Australia where the industry is in its infancy. As such, we have rolled back our telehealth revenue assumptions by ~6 months.

### Investment view – Speculative Buy maintained

Due to the shift in our rollout assumptions, our DCF valuation reduces to A\$0.21 (from A\$0.24). We have set the target price at the same level. We continue to suppress potential value for the SleepCheck product and ResApp-DX verticals outside of Telehealth and reserve as upside. The downside risk includes failure to roll out the cough diagnostic across Europe and Australia in a timely manner. We maintain our Speculative Buy rating for investors with a higher risk profile.

Financial Summary	Jun-19A	Jun-20A	Jun-21F	Jun-22F	Jun-23F
Revenue (A\$m)	0.0	1.0	2.4	11.3	20.6
Operating EBITDA (A\$m)	-7.0	-8.5	-4.7	3.9	13.0
Net Profit (A\$m)	-7.2	-8.5	-4.9	3.7	12.9
Normalised EPS (A\$)	-0.01	-0.01	-0.01	0.00	0.02
Normalised EPS Growth	5.4%	6.2%	(43.9%)	(173.9%)	244.0%
FD Normalised P/E (x)				19.56	5.69
DPS (A\$)	0.00	0.00	0.00	0.00	0.00
Dividend Yield	0.00%	0.00%	0.00%	0.00%	0.00%
Franking (%)	0	0	0	0	0
EV/EBITDA (x)	-8.10	-6.64	-12.55	14.16	3.20
P/FCFE (x)	NA	NA	NA	22.3	5.9
Net Gearing	(93.0%)	(82.5%)	(100.0%)	(94.3%)	(95.6%)
P/BV (x)	10.82	9.88	22.44	9.06	3.37
ROE	(128.1%)	(133.6%)	(96.1%)	66.3%	86.7%

SOURCE: MORGANS, COMPANY REPORTS

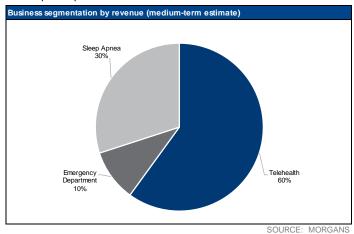


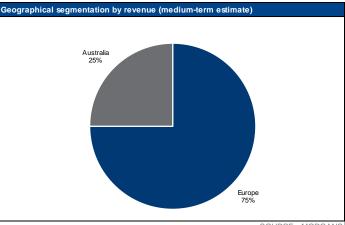
ResApp Health as at October 30, 2020

Market cap (A\$m):	62	Rating:	SPECULATIVE BUY
Shares outstanding (m):	693.0	Price (A\$):	0.09
Free float (%):	74.1	Target price (A\$):	0.21
Website:	www.resapphealth.com.au	Upside/downside to target price (%):	133.3

### Company description

ResApp Health Limited (RAP) is a digital health company developing smartphone applications for the diagnosis and management of respiratory disease. The technology is based on machine learning algorithms that use cough sounds to diagnose and measure the severity of respiratory conditions without the need for additional hardware. TECHNOLOGY: RAP was created to diagnose and measure the severity of a range of chronic and acute diseases such as pneumonia, asthma, bronchiolitis and chronic obstructive pulmonary disease (COPD) using this insight. ResApp has developed new machine-learning algorithms to measure the severity of OSA from a patient's overnight breathing and snoring sounds recorded using a smartphone placed on a bedside table.





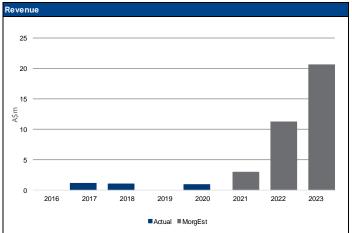
Assumptions	2018A	2019A	2020A	2021F	2022F	2023F
Clinical Revenue						
\$ Fee / test	5.0	5.0	5.0	5.0	5.0	5.0
Patient visits to ED/GP (m)	1,199	1,259	1,322	1,388	1,457	1,530
% present with respiratory	10%	10%	10%	10%	10%	10%
Children/Adult split	25%	25%	35%	45%	45%	45%
Total address market (m)	149.9	157.3	231.3	312.3	327.9	344.3
Market share	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Revenue- Clinical (US\$m)	0.0	0.0	0.0	0.0	0.0	0.0
Telehealth Revenue						
\$ Fee / test	4.0	4.0	4.0	5.0	5.0	5.5
# Providers	0	0	0	3	6	10
Avg consults p.a. / provider (m)	0	3	4	4	5	5
Patients presenting with problem	30%	30%	30%	30%	30%	30%
Market addressable (childen/adults)	25%	25%	25%	25%	25%	25%
Total address market (m)	0.00	0.00	0.00	0.90	2.25	3.75
Weighting within FY (%)	50%	100%	25%	50%	75%	75%
Revenue- Telehealth (US\$m)	0.0	0.0	0.0	2.3	8.4	15.5
Revenue- Direct (US\$m)	0.0	0.0	0.0	0.0	0.0	0.0
Total revenue - ResApp (US\$m)	0.0	0.0	0.0	2.3	8.4	15.5
AUDUSD FX	0.75	0.75	0.75	0.75	0.75	0.75
Total revenue - ResApp (A\$m)	0.0	0.0	0.0	3.0	11.3	20.6

Milestone	table	
Timing	Milestone	Outcome
4QCY18	Top-line data from SMARTCOUGH-C-2	Mixed
2QCY19	File de novo premarket submission with FDA for lead pediatric product	Achieved
1QCY19	File for CE Mark in Europe for lead pediatric product	Achieved
1QCY19	SMARTCOUGH-C-2 Croup results	Insufficient data
2QCY19	Additional Australian adult study results	Achieved
3QCY19	CE Mark Clearance for pediatric application	Achieved
3QCY19	CE Mark Clearance for adult application	Achieved
4QCY19	Sleep Apnea study top-line readouts	Achieved
2QCY20	TGA clearance for Adult product	Achieved
2QCY20	FDA clearance for lead pediatric product	Failed
3QCY20	Lodgement of CE Mark submission for OSA	
3QCY20	Coviu integration	Achieved
3QCY20	Phenix integration	Achieved
4QCY20	Initial telehealth agreement EU	
	SOURCE: MORC/	NC COMPANY

SOURCE: MORGANS

SOURCE: MORGANS, COMPANY

SOURCE: MORGANS, COMPANY



Key risks:

Key drivers / risks **Key Drivers** 

providers and primary care physicians

Regulatory clearances yet to be received from FDA in the US (largest single potential revenue Clinical - a number of trials are yet to read out - poor results could impact the ability to

Catalysts - Initial commercialisation and further deals with Telehealth organisations.

Objective and repeatable - the trend towards medical diagnostics being both objective and Scalability - the low cost nature of the technology makes it easily scaleable for the tele-health

commercialise the technology. Funding risk - delays in receiving clearances could impact the commercialisation timelines resulting in further working capital being required.

FX risk - Main source of revenues are expected to be generated in overseas jurisdictions.

SOURCE: MORGANS, COMPANY



ncome statement	FY19A	FY20A	FY21F	FY22F	FY23F	Valuation metrics						
						Share price (A\$)	\$0.090		Price Tar	get (A\$)		\$0.2
otal revenue	0.0	1.0	2.4	11.3	20.6	DCF valuation inputs				• • • • • • • • • • • • • • • • • • • •		
BITDA	-7.0	-8.5	-4.7	3.9	13.0	Rf .	3.00%		10-year rate	)		3.00
ssociate income	0.0	0.0	0.0	0.0	0.0	Rm-Rf	5.00%		Margin			2.0
epreciation	0.0	0.0	0.0	0.0	0.0	Beta	1.70		Kd			3.50
BITA	-7.3	-8.5	-5.0	3.6	12.7	CAPM (Rf+Beta(Rm-Rf))	11.5%		Ke			11.5
mortisation/impairment	0.0	0.0	0.0	0.0	0.0	, ,,,			15			
BIT	-7.3	-8.5	-5.0	3.6	12.7	Equity (E/EV)	100.0%		Minority inte			
Net interest expense	0.1	0.0	0.1	0.1	0.1	Debt (D/EV)	0.0%		Net debt (AS			-
Pre-tax profit	-7.2	-8.5	-4.9	3.7	12.9	Interest rate	3.50%		Investments	,		
ncome tax expense	0.0	0.0	0.0	0.0	0.0	Tax rate (t)	30.0%		Equity mark		\$m)	16
After-tax profit	-7.2	-8.5	-4.9	3.7	12.9	WACC	11.5%		Diluted no.	•		76
Minority interests	0.0	0.0	0.0	0.0	0.0	WAGO	11.070			aluation	1117	\$0.
NPAT	-7.2	-8.5	-4.9	3.7	12.9				DCI V	aiuation		Ψ0.
	0.0	0.0	0.0	0.0	0.0	Multiples		FY19A	FY20A	FY21F	FY22F	FY
Significant items	-7.2											***************************************
IPAT post abnormals	-1.2	-8.5	-4.9	3.7	12.9	Enterprise value (A\$m)		74.6	74.9	72.3	76.6	8
5 1 0	D(10.1		D/045	D/005	D/00 F	EV/Sales (x)		na	77.0	30.1	6.8	
Cash flow statement	FY19A	FY20A	FY21F	FY22F	FY23F	EV/EBITDA (x)		-10.6	-8.8	-15.3	19.8	
BITDA	-7.0	-8.5	-4.7	3.9	13.0	EV/EBIT (x)		-10.2	-8.8	-14.5	21.2	
Change in working capital	1.6	4.3	1.0	-0.7	-0.8	PE (x)		-8.6	-8.1	-14.5	19.6	
Net interest (pd)/rec	0.1	0.0	0.1	0.1	0.1	PEG x)		1.6	1.3	-0.3	0.1	
axes paid	0.0	0.0	0.0	0.0	0.0							
Other oper cash items	0.0	0.0	0.0	0.0	0.0							
Cash flow from ops (1)	-5.3	-4.2	-3.7	3.2	12.4	Per share data		FY19A	FY20A	FY21F	FY22F	FY
Capex (2)	0.0	0.0	0.0	0.0	0.0	No. shares		659.0	735.1	768.1	783.1	79
Disposals/(acquisitions)	0.0	0.0	0.0	0.0	0.0	EPS (cps)		-1.0	-1.1	-0.6	0.5	
Other investing cash flow	0.0	-0.1	0.0	0.0	0.0	Dividend per share (c)		0.0	0.0	0.0	0.0	
Cash flow from investing (3)	0.0	-0.1	0.0	0.0	0.0	Dividend payout ratio (%)		0.0%	0.0%	0.0%	0.0%	0.
ncr/(decr) in equity	7.5	5.0	1.2	1.2	1.2	Dividend yield (%)		0.0%	0.0%	0.0%	0.0%	0
ncr/(decr) in debt	0.0	0.0	0.0	0.0	0.0	, , , , , , , , , , , , , , , , , , , ,						
Ordinary dividend paid	0.0	0.0	0.0	0.0	0.0	Growth ratios		FY19A	FY20A	FY21F	FY22F	FY
Preferred dividends (4)	0.0	0.0	0.0	0.0	0.0				•			
Other financing cash flow	0.0	-0.4	0.0	0.0	0.0	Sales growth		na	na	147%	369%	8
Cash flow from fin (5)	7.5	4.6	1.2	1.2	1.2	Operating cost growth		-6%	35%	-25%	4%	
orex and disc ops (6)	0.0	0.0	0.0	0.0	0.0	EBITDA growth		-9%	-21%	45%	182%	23
nc/(decr) cash (1+3+5+6)	2.1	0.3	-2.4	4.5	13.6	EBITA growth		-10%	-17%	41%	172%	25
Equity FCF (1+2+4)	-5.3	-4.2	-3.7	3.2	12.4	EBIT growth		-10%	-17%	41%	172%	25
(1+2+4)	-5.5	-4.2	-3.1	3.2	12.4	•						
National alicent	D/404	D/00 A	D/04E	DYOOF	D/00E	NPAT growth		-11%	-18%	43%	175%	25
Balance sheet	FY19A	FY20A	FY21F	FY22F	FY23F	Normalised EPS growth		-5%	-6%	44%	174%	24
ash & deposits	5.4	5.8	3.1	7.5	20.8				=			
rade debtors	0.0	0.0	0.1	0.5	0.8	Operating performance		FY19A	FY20A	FY21F	FY22F	FY
nventory	0.0	0.0	0.1	0.6	1.0	Asset turnover (%)		0.0	2.8	8.0	32.7	2
Other current assets	1.0	0.9	0.9	0.9	0.9	EBITDA margin (%)		na	-875.7	-196.6	34.5	6
Goodwill	0.0	0.0	0.0	0.0	0.0	EBIT margin (%)		na	-875.7	-207.9	32.1	6
Other intangible assets	1.8	1.9	1.6	1.3	1.1	Net profit margin (%)		na	-875.7	-203.0	32.6	6
ixed assets	0.0	0.3	0.3	0.3	0.3	Return on net assets (%)		-105.6	-20.5	-90.2	-119.4	-12
nvestments	0.0	0.0	0.0	0.0	0.0	Net debt (A\$m)		-5.4	-5.8	-3.1	-7.5	-2
Other assets	0.1	0.0	0.0	0.0	0.0	Net debt/equity (%)		-93.0	-82.5	-100.0	-94.3	-6
otal assets	8.3	8.9	6.2	11.0	24.9	Net interest/EBIT cover (x	)		n/a			
short-term borrowings	0.0	0.0	0.0	0.0	0.0	Invested capital	-	2.0	5.6	1.0	-0.3	
rade payables	2.3	1.2	2.3	2.4	2.5	ROIC (%)		-355.2	-153.5	-510.7	-1369.7	691
ong-term borrowings	0.0	0.0	0.0	0.0	0.0	Internal liquidity		FY19A	FY20A	FY21F	FY22F	FY
Other term liabilities	0.1	0.4	0.4	0.4	0.4	Current ratio (x)		2.8	4.6	1.6	3.5	
Other liabilities	0.0	0.3	0.4	0.4	0.4	Receivables turnover (x)		0.0	1.0	48.7	40.1	3
otal liabilities	2.5	1.9	3.0	3.1	3.2	Payables turnover (x)		4.6	5.5	4.1	3.1	
thare capital						i ayabies iuiliuvei (x)		4.0	5.5	4.1	3.1	
	29.3	35.9	37.2	38.4	39.7							
Other reserves	7.2	1.8	1.8	1.8	1.8							
Retained earnings	-30.7	-30.7	-35.8	-32.3	-19.7							
Other equity	0.0	0.0	0.0	0.0	0.0							
otal equity	5.8	7.0	3.1	7.9	21.7							
/linority interest	0.0	0.0	0.0	0.0	0.0							
otal shareholders' equity	5.8	7.0	3.1	7.9	21.7							
otal liabilities & SE	8.3	8.9	6.2	11.0	24.9							



## **Changes to forecasts**

Figure 2: Changes to forecasts										
	F	Y21F			FY22F			FY23F		
	Prev	Rev	% chg	Prev	Rev	% chg	Prev	Rev	% chg	
Revenue	7.5	2.4	-68.0%	15.0	11.3	-25.0%	22.0	20.6	-6.3%	
EBITDA	0.3	(4.7)	-1794.4%	7.6	3.9	-48.7%	14.3	13.0	-9.4%	
NPAT	0.1	(4.9)	-3996.8%	7.4	3.7	-50.6%	14.4	12.9	-10.5%	
	SOURCES: MORGANS									



Queensland		New South Wa	ales	Victoria		Western Australia		
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Stockbroking, Corporate Advice, Wealth Management		Management Stockbroking, Corporate Advice, Wealth Management			Advice, Wealth Management	Stockbroking, Corporate Advice, Wealth Management		
Brisbane: Edward S	St +61 7 3121 5677	Sydney: Grosver	nor +61 2 8215 5000	Brighton	+61 3 9519 3555	Perth	+61 8 6462 1999	
Brisbane: Tynan	+61 7 3152 0600	Place		Camberwell	+61 3 9813 2945			
Partners		Sydney: Reynolo	ds +61 2 9373 4452	Domain	+61 3 9066 3200	South Australia		
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Cairns	+61 7 4222 0555	House		South Yarra	+61 3 8762 1400	Norwood	+61 8 8461 2800	
Caloundra	+61 7 5491 5422	Armidale	+61 2 6770 3300	Southbank	+61 3 9037 9444	Unley	+61 8 8155 4300	
Gladstone	+61 7 4972 8000	Ballina	+61 2 6686 4144	Traralgon	+61 3 5176 6055			
Gold Coast	+61 7 5581 5777	Balmain	+61 2 8755 3333	Warrnambool	+61 3 5559 1500			
Holland Park	+61 7 3151 8300	Bowral	+61 2 4851 5555					
Ipswich/Springfield	+61 7 3202 3995	Chatswood	+61 2 8116 1700	Australian Ca	pital Territory	_		
Kedron	+61 7 3350 9000	Coffs Harbour	+61 2 6651 5700	Canberra	+61 2 6232 4999			
Mackay	+61 7 4957 3033	Gosford	+61 2 4325 0884					
Milton	+61 7 3114 8600	Hurstville	+61 2 8215 5079	Northern Terri	tory	_		
Newstead	+61 7 3151 4151	Merimbula	+61 2 6495 2869	Darwin	+61 8 8981 9555			
Noosa	+61 7 5449 9511	Mona Vale	+61 2 9998 4200					
Redcliffe	+61 7 3897 3999	Neutral Bay	+61 2 8969 7500	Tasmania		_		
Rockhampton	+61 7 4922 5855	Newcastle	+61 2 4926 4044	Hobart	+61 3 6236 9000			
Spring Hill	+61 7 3833 9333	Orange	+61 2 6361 9166					
Sunshine Coast	+61 7 5479 2757	Port Macquarie	+61 2 6583 1735					
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