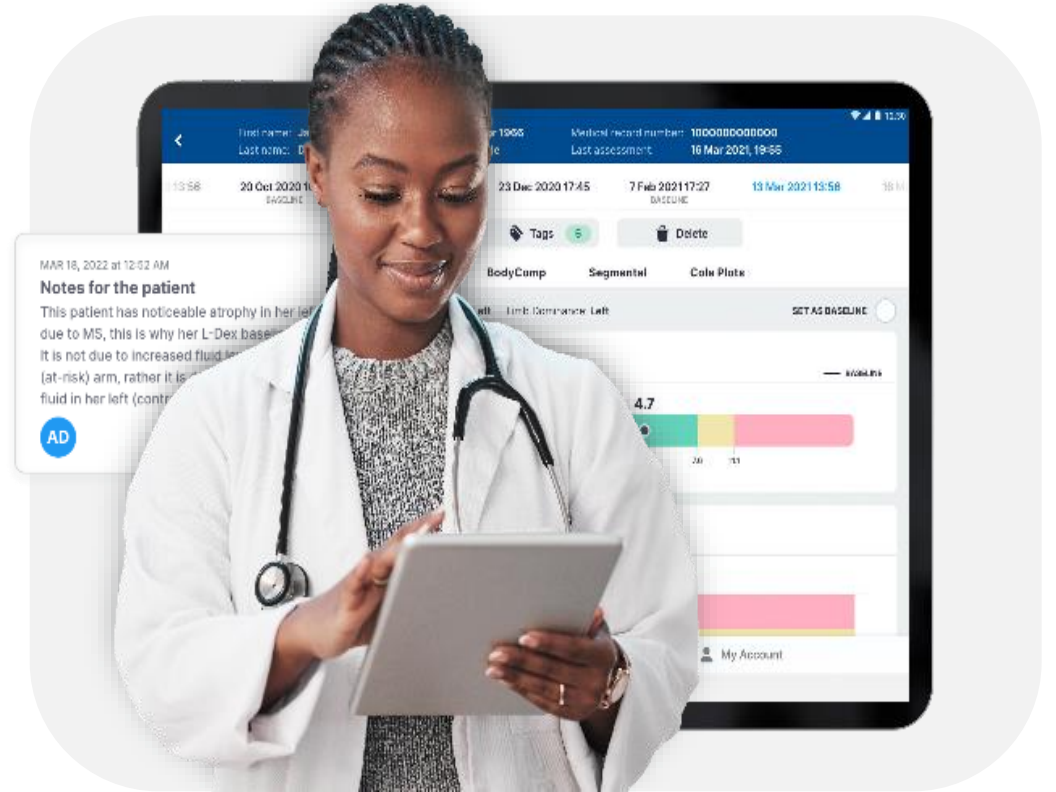


Impedimed Limited

Dr Parmjot Bains, CEO & Managing Director
HealthInvest, September 2024



Approved for release by Dr Parmjot Bains, CEO/MD

Forward Looking Statements

This presentation contains or may contain forward-looking statements that are based on ImpediMed Limited (ImpediMed) management's beliefs, assumptions and expectations and on information currently available to management.

All statements that address operating performance, events or developments that we expect or anticipate will occur in the future are forward-looking statements, including without limitation our expectations with respect to our ability to expand sales and market acceptance in the US and Australia including our estimates of potential revenues, costs, profitability and financial performance; our ability to develop and commercialise new products including our ability to obtain reimbursement for our products; our expectations with respect to our clinical trials, including enrolment in or completion of our clinical trials and our associated regulatory submissions and approvals; our expectations with respect to the integrity or capabilities of our intellectual property position. Any forward-looking statements, including projections, guidance on future revenues, earnings and estimates, are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance.

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1

ImpediMed Leaders in the BIS market



SOZO[®]: Digital Health Platform with Multiple FDA Cleared Applications with primary focus on L-Dex[®]

A single SOZO measurement provides:

- L-Dex[®] lymphoedema analysis
- HF-Dex[®] heart failure analysis
- Body Comp[™]
- Hy-Dex[®] hydration analysis



One device,
multiple FDA cleared applications

- **Lymphoedema – FDA clearance, CE Mark**
- **Body composition – FDA clearance, CE Mark**
- **Heart failure – FDA clearance, CE Mark**
- **Protein calorie malnutrition – FDA clearance, CE Mark**

Improving Survivorship for Breast Cancer Patients

290k

Newly diagnosed US breast cancer patients every year¹

- There are 3+ million breast cancer survivors¹

1 in 5

Breast cancer patients will develop lymphedema² resulting in

- Isolation and depression³
- Hospitalization risk⁴
- Economic burden⁴

82%

Breast cancer patients are at risk of arm lymphedema due to their treatment⁵

- Lymph node surgery
- Radiation therapy
- Taxane-based chemotherapy

Preventing Breast Cancer-Related Lymphedema

92%

Of patients did not progress to chronic lymphedema with early detection using L-Dex and intervention through 3 years⁶



1. American Cancer Society. Breast Cancer Facts & Figures 2021-2022. Atlanta: American Cancer Society, Inc.
2. Gillespie TC, et al. Breast cancer-related lymphedema: risk factors, precautionary measures, and treatments. *Gland Surg*. 2018 Aug; doi: 10.21037/gs.2017.11.04.
3. Teo I, et al. Examining pain, body image, and depressive symptoms in patients with lymphedema secondary to breast cancer. *Psychooncology*. 2015 Nov;24(11):1377-83. Doi:10.1002/pon.3745. Epub 2015 Jan 20. PMID: 25601235.
4. Dean LT, et al. "It still affects our economic situation." A long-term economic burden of breast cancer and lymphedema. *Supp Care Canc* 2017; <https://doi.org/10.1007/s00520-018-4418-4>.
5. American Cancer Society. Cancer Treatment & Survivorship Facts & Figures 2019-2021. Atlanta: American Cancer Society; 2019.
6. Ridner SH, et al. A Comparison of Bioimpedance Spectroscopy or Tape Measure Triggered Compression Intervention in Chronic Breast Cancer Lymphedema Prevention. *Lymphatic Research and Biology* 2022.

ImpediMed's Bioimpedance Spectroscopy (BIS) Technology for Early Detection of Breast Cancer Related Lymphoedema enables Early, Objective & Fast Detection

Current Standard of Care
Subjective or Time-Consuming

Bioimpedance Spectroscopy (BIS) – FDA-cleared, Clinically Validated,
Guideline Supported, Reimbursed, Early, Objective & Fast Detection

Examination



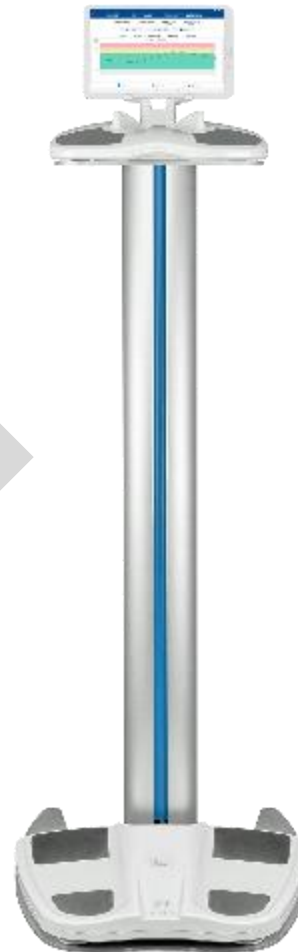
Volume



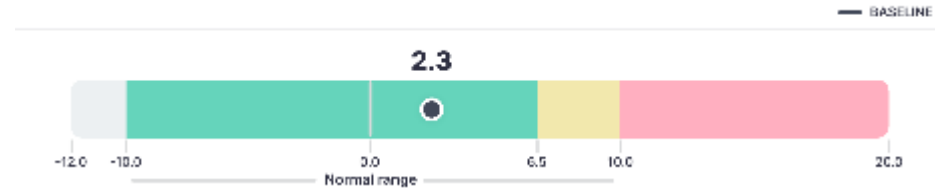
Optical Scanning



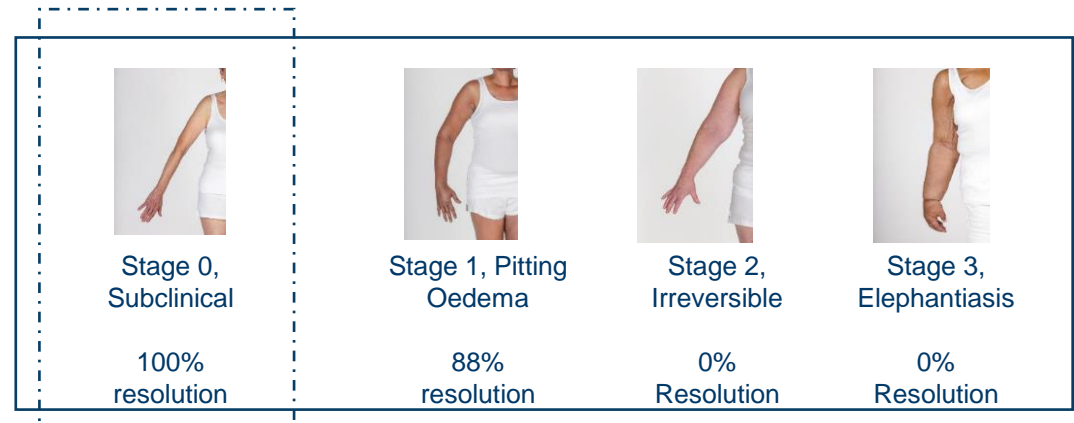
Lymphography



L-Dex Score



Captures Sub-Clinical, Stage 0 lymphedema that can be treated



BIS reimbursement in the US for use by multiple providers across lymphedema treatment journey drives significant TAM

Market opportunity for all at-risk cancers is significant and estimated at up to A\$2bn of which, breast cancer-related lymphoedema estimated at 35% of total.

Economics of market driven by diagnoses, tests per patient and reimbursement rates

| | Breast Cancer | Non-Breast Cancer | All at-risk Cancers ⁵ |
|--|---------------|-------------------|----------------------------------|
| Annual diagnoses ¹ | 290k | 820k | 1.1M |
| Patients at risk of limb lymphoedema ² | ~80% | 45%-55% | 55%-60% |
| Tests per patient (3 - 5 years) ³ | 11-17 tests | | |
| Reimbursement to Provider per test (\$US) ⁴ | \$175 | | |
| ImpediMed's target share of reimbursement [#] | 30% - 40% | | |

1. Cancer.org
 2. Internal Estimate
 3. 2022 Snapshot: State of the Oncology Workforce in America; <https://ascopubs.org/doi/10.1200/OP.22.00168>
 4. <https://www.apta.org/contentassets/5997bfa5c8504df789fe4f1c01a717eb/apta-workforce-analysis-2020.pdf>; <https://www.crossrivertherapy.com/research/physical-therapy-statistics>
 5. Stal et al. Cancer Survivorship Care in the United States at Facilities Accredited by the Commission on Cancer. JAMA Netw Open. 2024;7(7):e2418736. doi:10.1001/jamanetworkopen.2024.18736
 6. <https://www.microsurg.org/>- global membership across 16 countries

2

SAAS Business driven by our US Market



Core business revenue and ARR improving

FY24 Full-Year Results

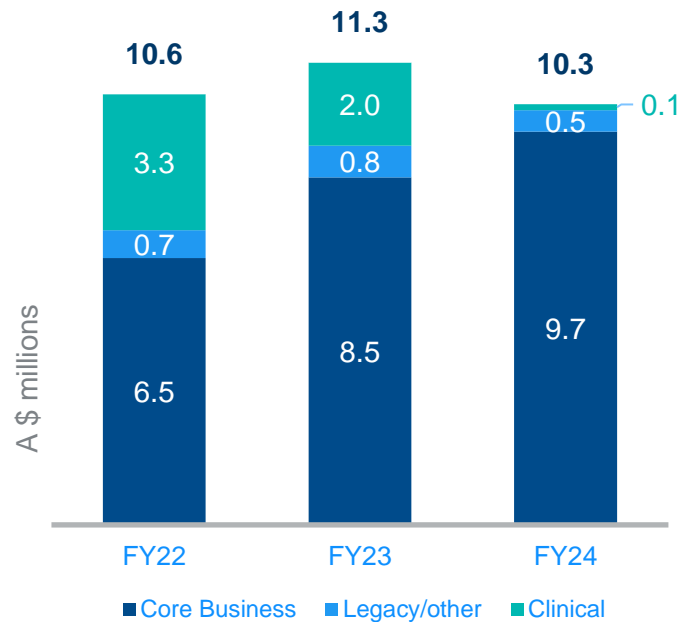
| | | | |
|---|--|---|---|
| <p>Total revenue¹</p> <p>\$10.3 million</p> <p>▼ 9% vs FY23 due to AZ trial cessation</p> | <p>SOZO Core Business² revenue</p> <p>\$9.7 million</p> <p>▲ 14% vs FY23</p> | <p>SOZO Core Business ARR</p> <p>\$11.0 million</p> <p>▲ 18% vs FY23</p> | <p>Number of patient tests conducted</p> <p>250,000</p> <p>▲ 18% vs FY23</p> |
| <p># SOZO units sold globally</p> <p>113</p> <p>▼ 16% vs FY23</p> | <p>SOZO Core Business TCV</p> <p>\$9.4 million</p> <p>▼ 29% vs FY23</p> | <p>Gross profit margin</p> <p>87%</p> <p>▲ 1% vs FY23</p> | <p>Cash balance at close of FY24</p> <p>\$24.6 million</p> |

1. Clinical revenues (AstraZeneca) declined \$1.9M from FY23 due trial cassage

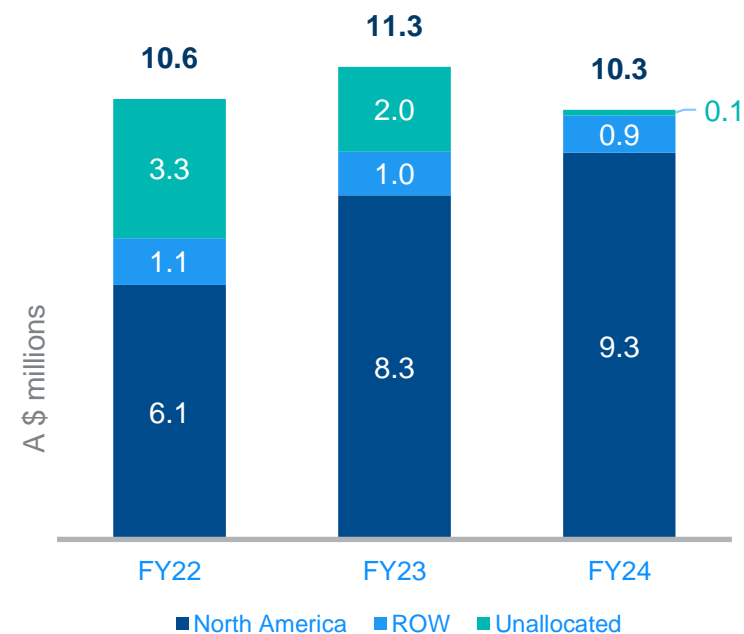
2. SOZO Core Business represents revenue from SOZO contracts in the Oncology/Lymphoedema market and excludes SOZO clinical business and legacy device/other revenues.

ImpediMed is a SAAS business, with 50% of installed base, and 90% revenues in the US

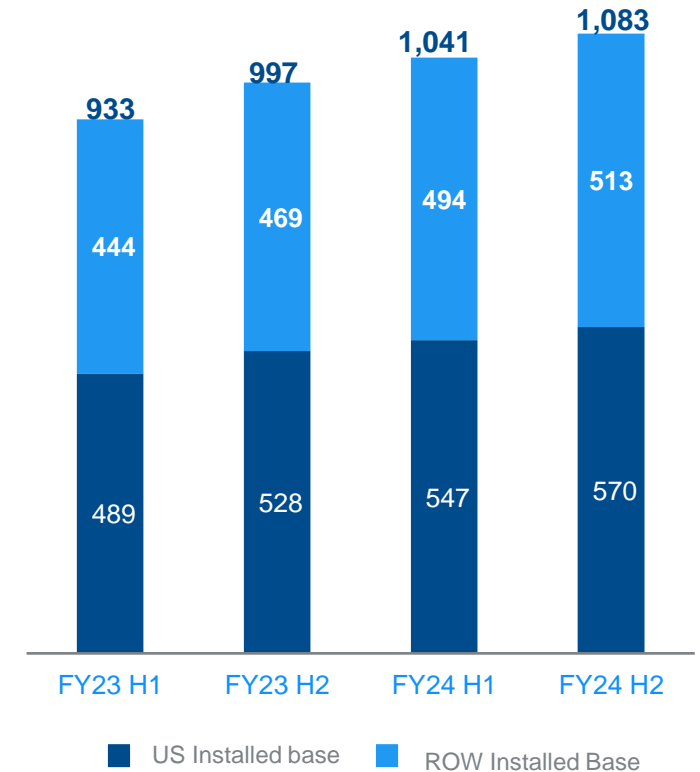
Global revenue by category



Global revenue by geography



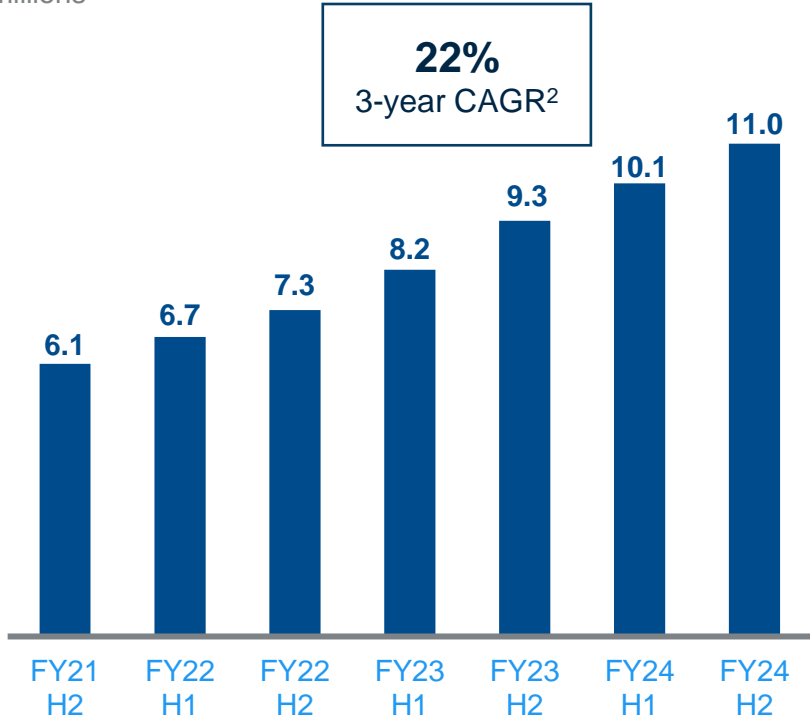
Global Installed Base Units



Drivers of Core Business growth: ARR and patient tests increasing

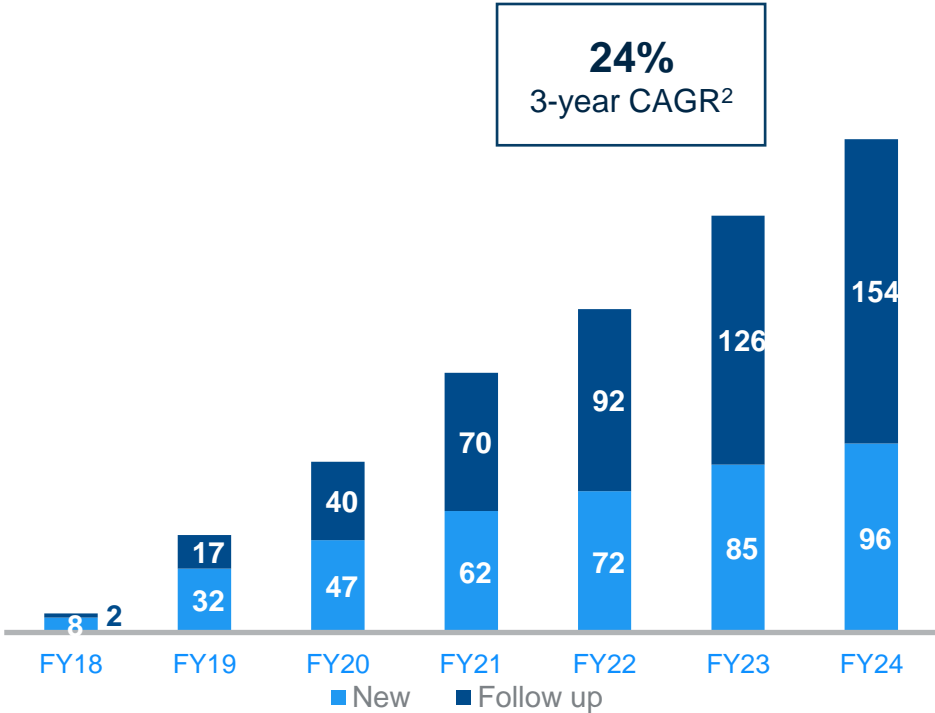
SOZO Core Business Annual Recurring Revenue¹

A\$ millions



Patient Tests

Thousand tests

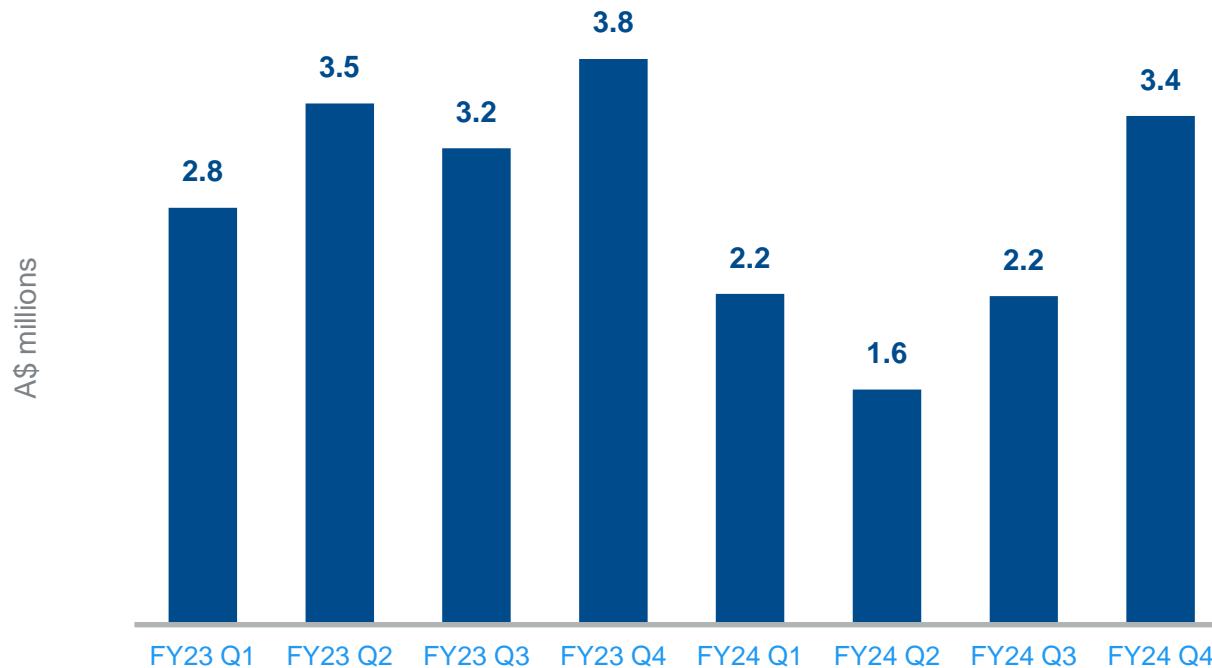


1. Annual Recurring Revenue (ARR) represents the amount of revenue reasonably expected to be recognised for the next 12-month period based on existing contracts, assuming installation upon sale and no churn. The amounts shown are as reported. The exchange rate used for FY24 H2 ARR calculation was 0.66699 (2023: 0.66387).

2. Compound Annual Growth Rate.

We are gaining momentum with a return to growth in TCV

SOZO Core Business Quarterly Total Contract Value (TCV¹)



- » Focus on commercial execution with urgency
- » **Gaining momentum**

1.Total Contracted Value (TCV) includes any consideration for the sale of SOZO units as well as the total licence fees for the duration of the signed contracts. Typically, these contracts are for a period of three years.

3

New team and strategy
is now well set



Building a sustainable business

- » New Executive Team and new Board
- » Expanded commercial focus on lead generation for targeted US BCRL customers
- » Prioritize key US states – high reimbursement, high population
- » More efficient cost management
- » Building a pathway to future growth

Immediate priority is focused sales, marketing and clinical execution in BCRL, with 2-year strategy looking at adjacent markets

ImpediMed 12-Month Priorities

Next 12 months: Execute towards break even

July 2025

GOAL 1

BCRL sales execution

- Continued focus on sales execution with urgency
- Support LPP implementation and patient utilisation
- Execute on discussions with large IDNs on system-wide implementation
- Continued progress to towards payor coverage target 85% through support of Academic Societies and KOLs
- Deliver actionable insights at the point of care

GOAL 2

World-class customer experience

GOAL 3

Progress to Break even

- Manage cash burn
- Progress towards break even

Next 1-2 years: Innovate and expand

GOAL 4

Expand reach in oncology

- Leg lymphoedema

GOAL 5

Develop new markets

- ROW Growth
- Complete new product roadmap and implement

Ensure everything we do is underpinned by quality and integrity

impedimed[®]