



ImpediMed Limited  
1/50 Parker Court  
Pinkenba, QLD, 4008  
Australia  
E: [investorrelations@impedimed.com](mailto:investorrelations@impedimed.com)  
W : [impedimed.com](http://impedimed.com)

24 October 2024

Companies Announcements Office  
Australian Securities Exchange

**Presentation – Wilsons Advisory Drug & Device Conference**

ImpediMed Limited (ASX:IPD) releases the attached presentation to be delivered today at the Wilsons Advisory Drug & Device Conference.

**Approved for release by Dr Parmjot Bains, Managing Director and CEO of ImpediMed Limited.**

For more information, contact Leanne Ralph, Company Secretary, at [leanne.ralph@bellev.com.au](mailto:leanne.ralph@bellev.com.au)

**impedimed**<sup>®</sup>

ImpediMed Limited

# Forging a new Standard of Care

Wilsons Advisory Drug & Device Conference, 2024



# 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.

While management has prepared this information based on its current knowledge and understanding and in good faith, there are risks and uncertainties involved which could cause actual results to differ from projections. You should not place undue reliance on forward-looking statements which speak only as of the date when made. Except as required by law, ImpediMed does not assume any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. ImpediMed may not actually achieve the plans, projections or expectations disclosed in forward-looking statements. Actual results, developments or events could differ materially from those disclosed in the forward-looking statements and no representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including ImpediMed Limited).

# SOZO® Digital Health Platform with Multiple FDA Cleared Applications

with Primary Focus on Breast Cancer Related Lymphoedema (BCRL) Prevention

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 US Breast Cancer Patients



## 310k

Newly diagnosed US breast cancer patients every year<sup>1</sup>

- There are 4+ million breast cancer survivors<sup>1</sup>

## 82%

Breast cancer patients are at risk of arm lymphedema due to their treatment<sup>5</sup>

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

## 1 in 5

Breast cancer patients will develop lymphedema<sup>2</sup> resulting in

- Isolation and depression<sup>3</sup>
  - Hospitalisation risk<sup>4</sup>
  - Economic burden<sup>4</sup>

Preventing Breast Cancer-Related Lymphedema

## 92%

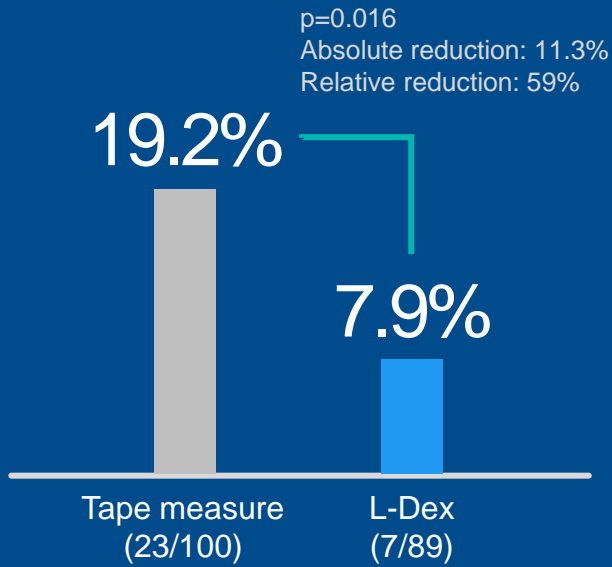
Of patients did not progress to chronic lymphedema with early detection using L-Dex and intervention through 3 years<sup>6</sup>

1. Breast Cancer.org 2024 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.

# SOZO® BIS: Critical elements in place to forge the new Standard of Care to capture \$600M BCRL TAM

## Positive Global Clinical Trial

1200 patient trial: Statistically Significant Lower Progression to Chronic Lymphoedema<sup>1</sup>



FDA cleared application

## Widespread and Increasing US Payor Coverage

146.6M Covered Lives across the US

- 16 states now at Critical Mass (>80% covered lives)
- 18 private payors providing positive coverage
- 39 private payors providing silent coverage

## Multiple Guidelines and Standards Support Early Detection

BIS in updated NAPBC Standards



NCCN



PREVENT trial: n=1,200 10 US and international centers including Vanderbilt University, Mayo Clinic and MD Anderson

1. Published in *Lymphatic Research & Biology* <https://www.liebertpub.com/doi/10.1089/lrb.2021.0084>

# ImpediMed's Bioimpedance Spectroscopy (BIS) technology replaces time consuming SOC with early, objective & fast detection technology

Current Standard of Care (SOC)  
Subjective or Time-Consuming

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

Examination



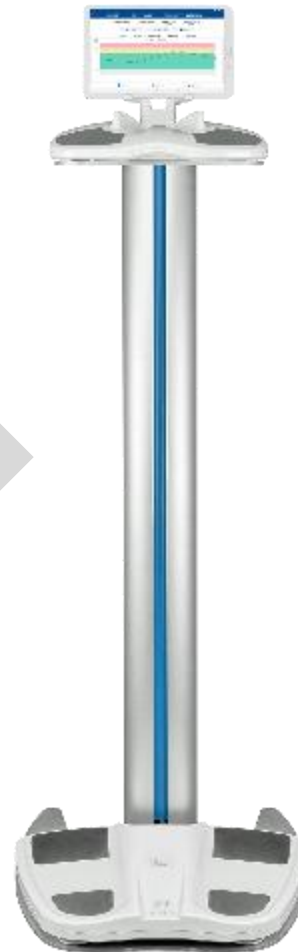
Volume



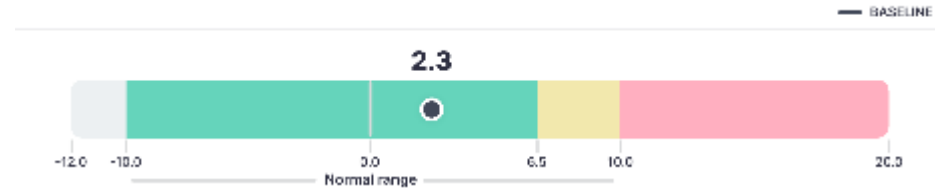
Optical Scanning



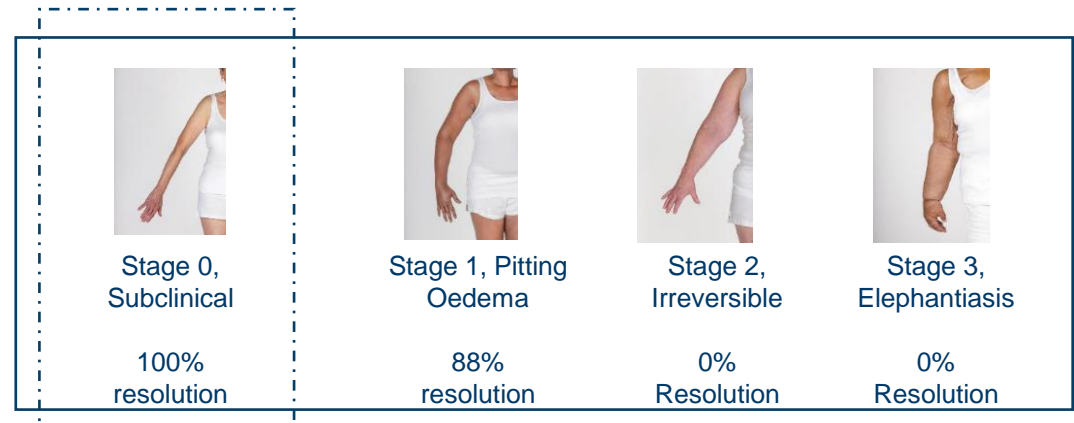
Lymphography



L-Dex Score



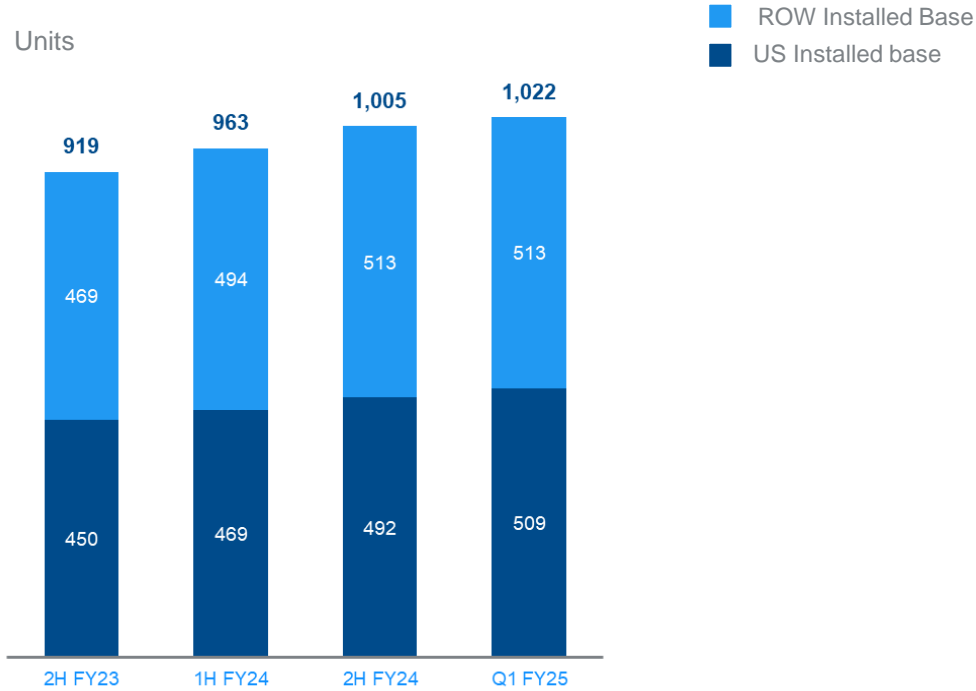
Captures Sub-Clinical, Stage 0 lymphedema that can be treated



# SAAS Business with growing Global Installed Base and Annual Recurring Revenue

## Global Installed Base

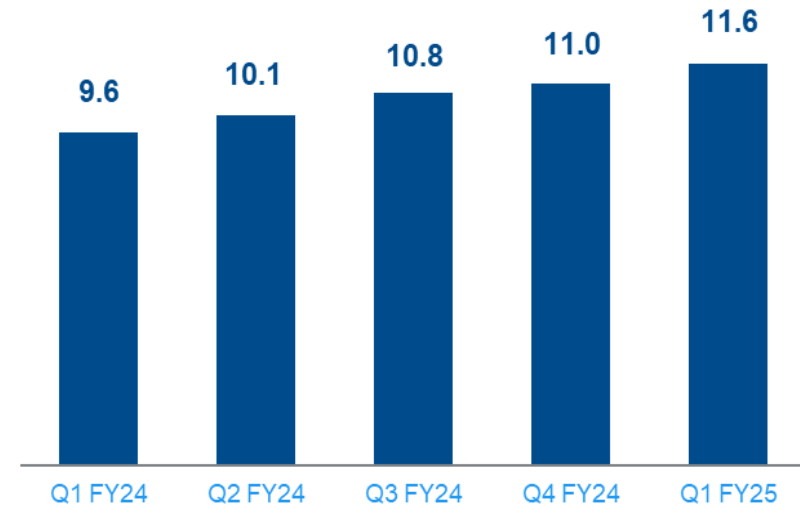
Units



- Low churn, 3% annualized

## SOZO Annual Recurring Revenue<sup>1</sup>

A\$ millions



- ARR up 21% vs Q1 FY24

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 exchange rate used for Q1 FY25 ARR calculation was 0.67497 (Q4 FY24: 0.66699).



# Financial momentum continues with record quarterly increase in TCV<sup>1</sup>

## Q1 FY25 Financial Highlights

# SOZO units sold U.S.

28

▲ 22% vs Q4 FY24

Total revenue

\$2.7 million

▼ 7% vs Q4 FY24

SOZO Core Business TCV

\$4.8 million<sup>1</sup>

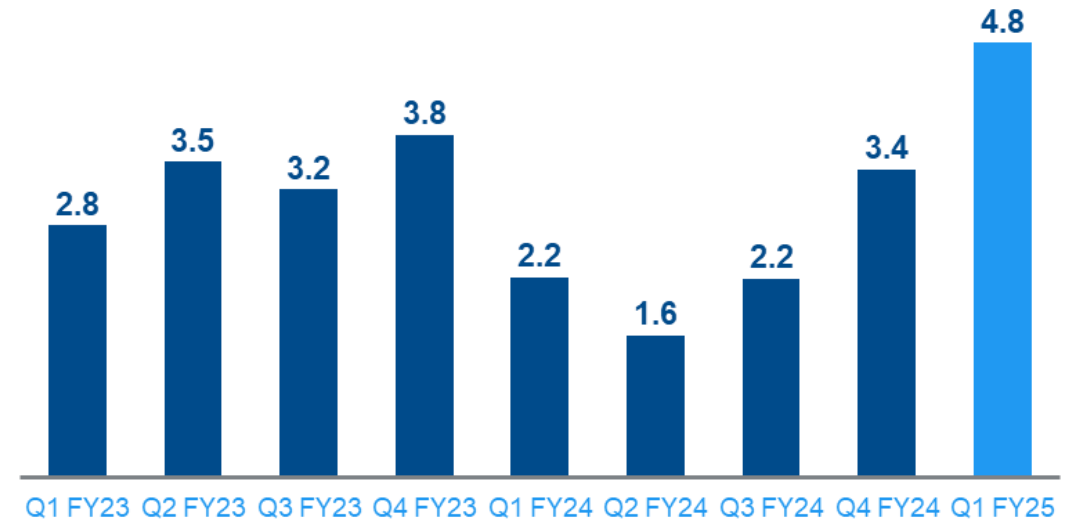
▲ 40% vs Q4 FY24

SOZO Core Business ARR

\$11.6 million

▲ 5% vs Q4 FY24

## SOZO Core Business Quarterly TCV



- 6 networks contracted with 2-3 devices
- Renewed a top 5 customer
- Price of renewed contracts increased 19% on average

1. Total Contracted Value (TCV) relates to new and renewed contracts and 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.

# Key forward looking metrics improving

## Q1 FY25 Metrics

Opportunity Pipeline Units

585

▲ 34% increase vs Q4 FY24

Covered Lives<sup>1</sup>

146.6M

▲ 5% vs Q4 FY24

3 additional payors providing coverage

▲ 1 new NCCN Center

SOZO at 23/33

New! - NAPBC Accredited Centers

SOZO at 143/570 Institutions

16 States now at Critical Mass<sup>2</sup>

19 Private payors providing positive coverage<sup>3</sup>

39 Private payors providing silent coverage<sup>4</sup>

1. Covered Lives: represents the number of people nationally covered by Medicare or private insurance payors.

2. Critical Mass: 80% or more of the population in a State is covered by Medicare or private insurance payors (includes Medicare and the top 5 payors with covered lives within the state).

3. Positive coverage: Insurance payor has a publicly available medical policy stating that BIS is medically necessary.

4. Silent coverage: Insurance payor has not explicitly included or excluded BIS for lymphedema assessment in their medical policy. CPT 93702 was removed from their experimental/investigational medical policy but the payer has not developed a BIS specific medical policy.

# 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

GOAL 2

GOAL 3

**BCRL sales execution**

**World-class customer experience**

**Progress to Break even**

- Continued focus on sales execution with urgency
- Support LPP implementation and patient utilisation
- Execute IDNs on system-wide implementation
- Continued progress to towards payor coverage target 85% through support of Academic Societies and KOLs

- Manage cash burn
- Progress towards break even

*Next 1-2 years: Innovate and expand*

GOAL 4

GOAL 5

**Expand reach in oncology**

**Develop new markets**

- Oncology body composition
- Leg lymphoedema

- ROW Growth
- Complete new product roadmap and implement

**Ensure everything we do is underpinned by quality and integrity**

# Building a sustainable business

---

- » New Executive Team and new Board
- » Expanded commercial focus on lead generation for targeted US BCRL customers
- » More efficient cost management
- » Building a pathway to future growth