



19 November 2024

ASX ANNOUNCEMENT

2024 Annual General Meeting – CEO’s Presentation

ImpediMed Limited (**ImpediMed**) (ASX:IPD) provides the attached CEO’s presentation to be delivered at today’s Annual General Meeting commencing at 11.00am AEDT.

Authorised for release by the Board of ImpediMed Limited.

For more information, contact Leanne Ralph, Company Secretary, at leanne.ralph@bellev.com.au



ImpediMed Limited 2024 Annual General Meeting

Forging a new Standard of Care



Agenda

ImpediMed – FY24 Annual General Meeting

- » Review - FY24 Financials
- » Strategy - Focus on accelerating sales and controlling costs
- » First application - Breast Cancer Related Lymphoedema (BCRL)
- » New Team to execute
- » Key Forward Indicators
- » Value proposition

Core business revenue and ARR improving

Overall revenues down due to cessation of Astra Zeneca clinical trial

FY24 Full-Year Results

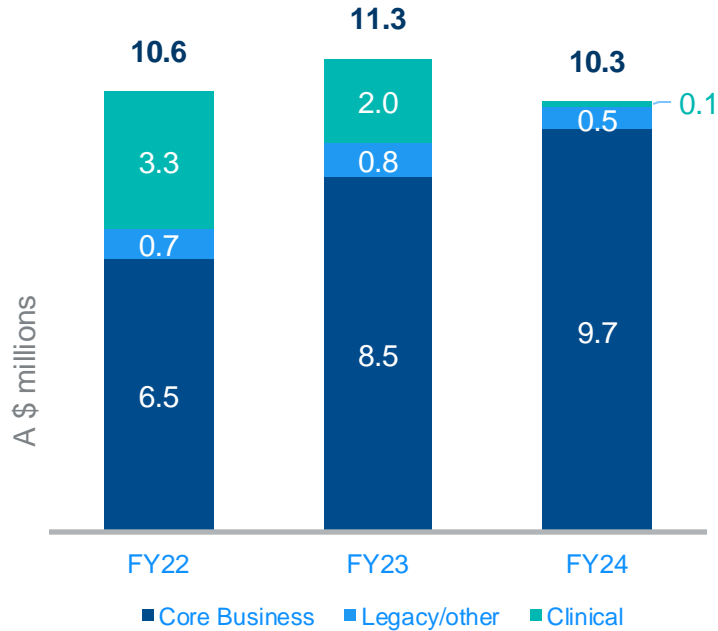
<p>Total revenue¹</p> <p>\$10.3 million</p> <p>▼ 9% vs FY23</p>	<p>SOZO Core Business² revenue</p> <p>\$9.7 million</p> <p>▲ 14% vs FY23</p>	<p>SOZO Core Business ARR</p> <p>\$11.0 million</p> <p>▲ 18% vs FY23</p>	<p>Number of patient tests conducted</p> <p>250,000</p> <p>▲ 18% vs FY23</p>
<p># SOZO 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

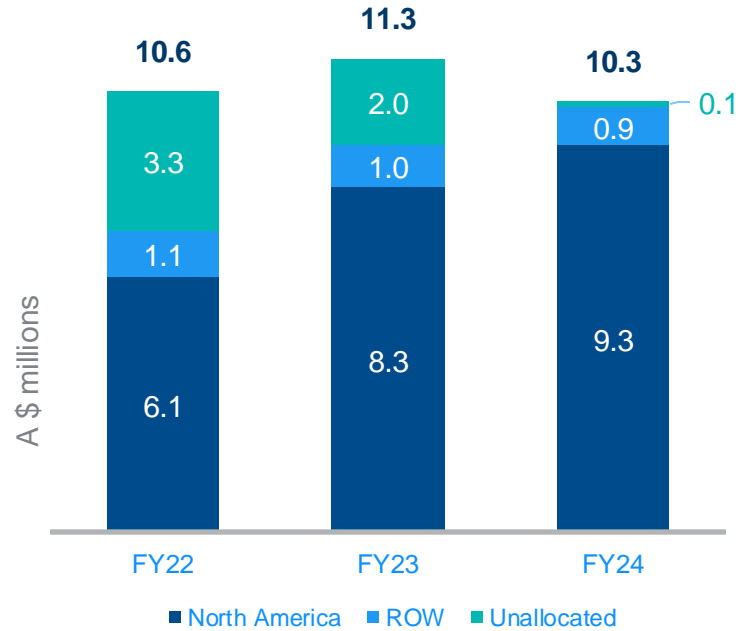
2. SOZO Core Business represents revenue from SOZO contracts in the Oncology/Lymphoedema market and excludes SOZO clinical business and legacy device/other revenues.

SOZO Core Business growth driven by US up 14%

Global revenue by category



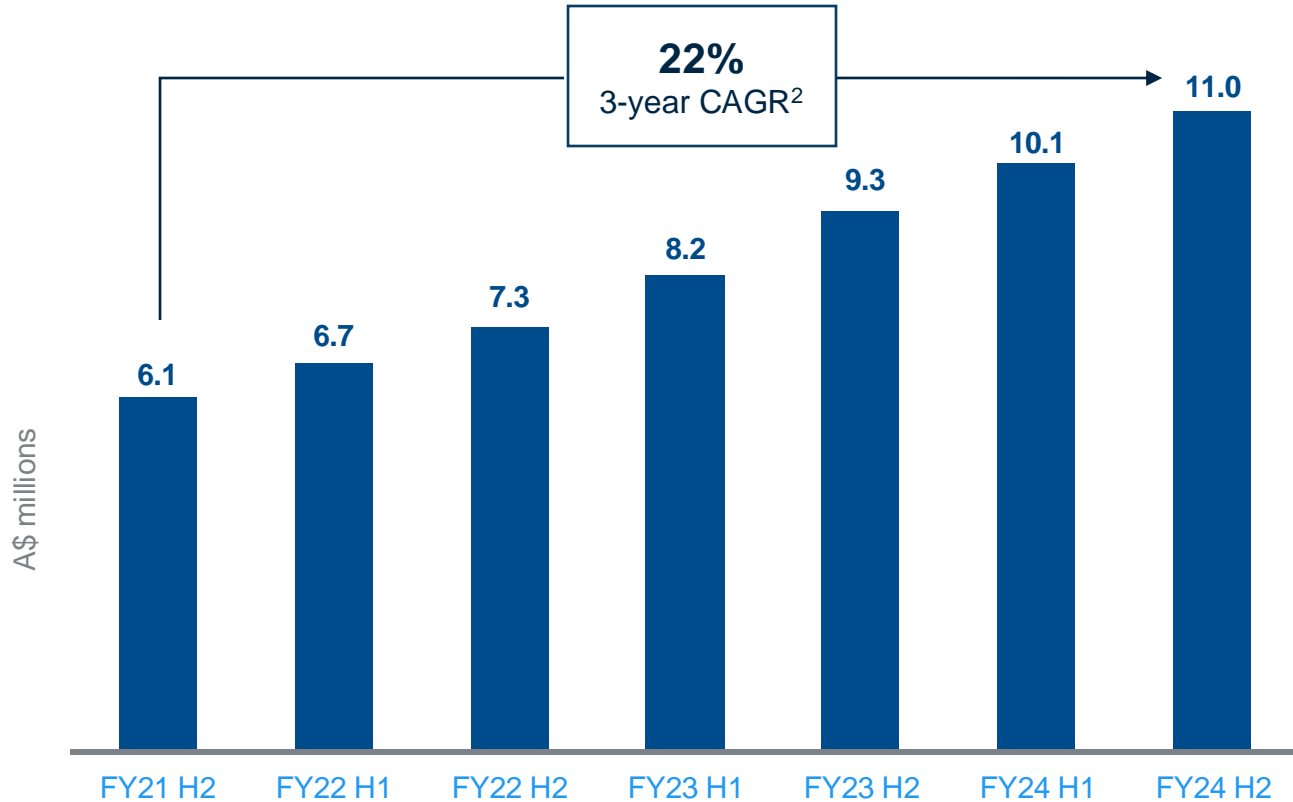
Global revenue by geography



- » FY24 SOZO Core Business revenue up 14% vs. FY23.
- » US business 90% of revenue.

ARR is up 18% vs. FY23, and continues to show long term growth

SOZO Core Business ARR¹



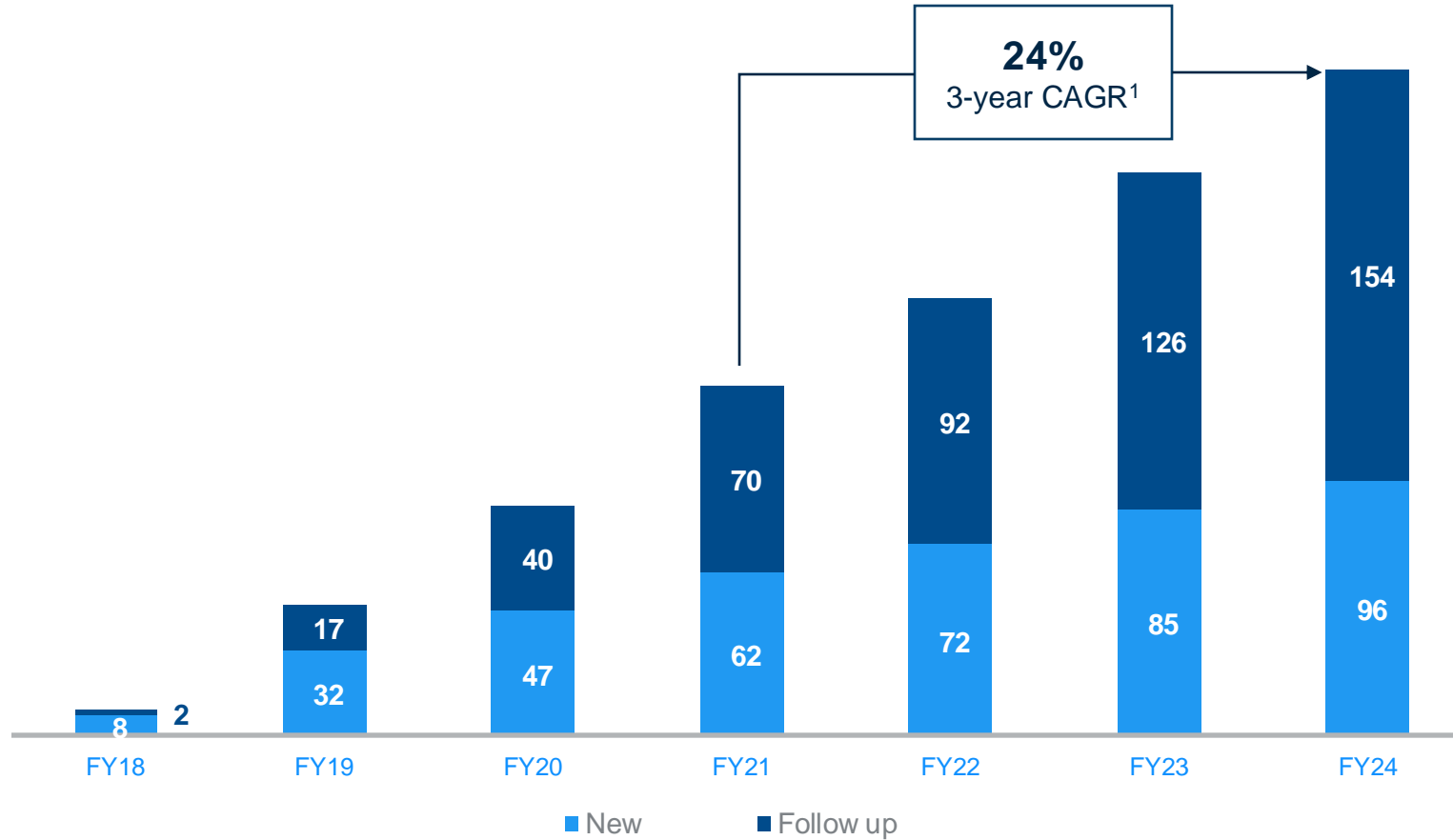
» ARR up 18% vs. FY23 (\$9.3m)

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.

Patient testing grew 24% as a 3-year CAGR

SOZO patient tests (000s)



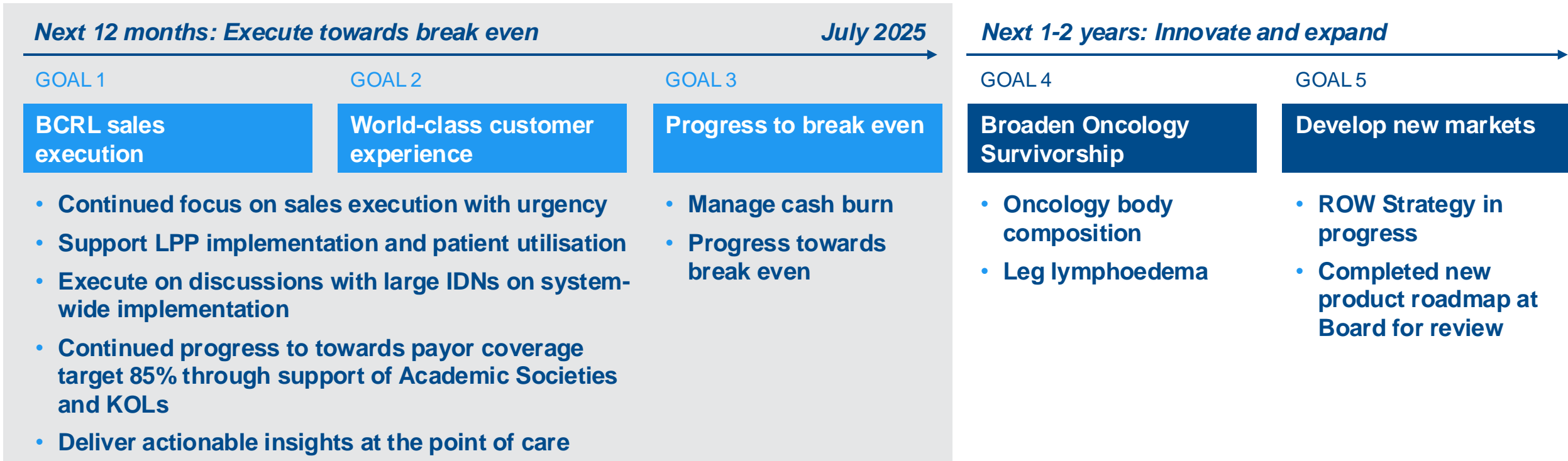
- » 18% growth vs. FY23
- » An important driver of renewals

1. Compound Annual Growth Rate (based on annual totals).

Immediate strategy

Execute to breakeven with a focus of sales, marketing and clinical execution in BCRL

12-Month Priorities



Ensure everything we do is underpinned by quality and integrity

Forging a new Standard of Care for Breast Cancer Survivorship



4M

- US breast cancer survivors¹

310k Newly diagnosed US breast cancer patients every year¹

82%

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

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

1 in 5

Breast cancer patients will develop lymphedema² resulting in

- Isolation and depression³
- Hospitalisation risk⁴
- Economic burden⁴

Preventing Breast Cancer-Related Lymphedema

92%

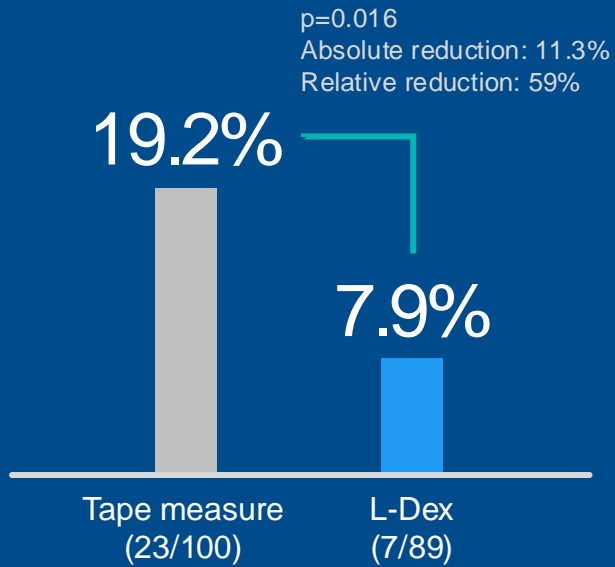
Of patients did not progress to chronic lymphedema with early detection using L-Dex and intervention through 3 years⁶

1. 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: All elements in place to forge the new Standard of Care

Positive Global Clinical Trial

1200 patient trial: Statistically Significant Lower Progression to Chronic Lymphoedema¹



\$600m
BCRL TAM

FDA cleared

1mil patient tests
conducted

1,000 Devices
deployed globally

Widespread & Increasing US Payor Coverage

- 23 US States now at Critical Mass (>80% covered lives)
- 255m Covered Lives across the US
- 73% US population now covered

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

SOZO BCRL: Replaces time consuming SOC with early, objective & fast detection for Breast Cancer Related Lymphoedema

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

Examination



Volume



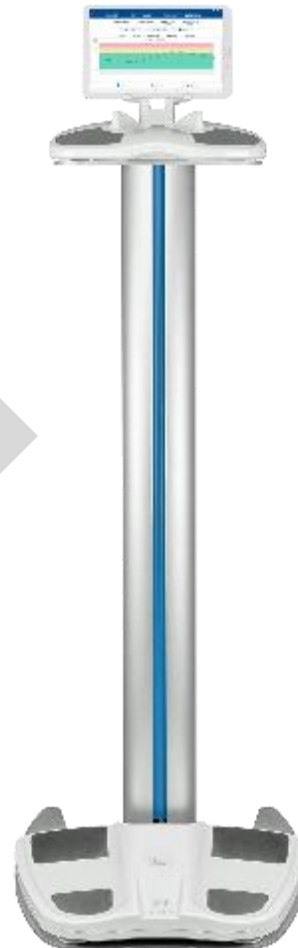
Optical Scanning



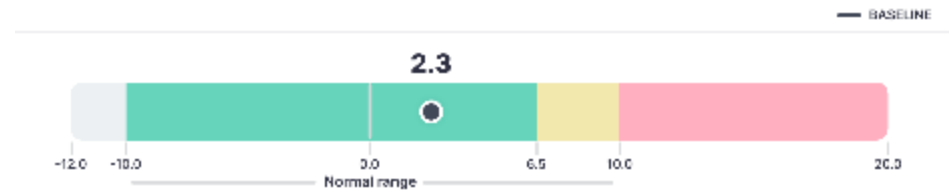
Lymphography



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



L-Dex Score



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

Stage 0, Subclinical	Stage 1, Pitting Oedema	Stage 2, Irreversible	Stage 3, Elephantiasis
100% resolution	88% resolution	0% Resolution	0% Resolution

ImpediMed Board – New Team with Global Experience

- ✓ Governance
- ✓ Project delivery
- ✓ Culture
- ✓ Performance

Non-Executive Directors



Christine Emmanuel-Donnelly
Non-Executive Chair

- Appointed 28 September 2023.
- 30 years in IP expertise through commercialisation and strategic in-house intellectual property roles.
- 4+ years in Board / healthcare governance experience.



Janelle Delaney
Non-Executive Director

- Appointed 28 September 2023.
- 30 years of project management and execution at IBM, with responsibility for the quality of delivery across Asia Pacific's portfolio of several thousand projects.



Fiona Bones
Non-Executive Director

- Appointed 7 June 2024.
- 20+ years global experience in finance, corporate governance and systems transformation.
- Vice President of Finance, International Controller of Google



Andrew Grant
Non-Executive Director

- Appointed 28 September 2023
- 20+ years working with key US customers and across global healthcare markets.
- Global Strategic planning and delivery in healthcare globally, including McKinsey and ResMed.



Dr Parmjot Bains
CEO / Managing Director

- Appointed January 2024.
- Medical doctor, ex-Pfizer and McKinsey, with 30+ years global healthcare experience across the US, Asia, Middle East and Australia.
- 6 years Board / governance experience.



McGregor Grant
CF&OO / Executive Director

- Appointed Director September 2023 and CFO November 2023.
- Ex-Nanosonics CFO.
- Experience with Board administration, governance and investor relations.

Executive Directors

Global Company Experience

- Pfizer
- Google
- IBM
- McKinsey

Australian MedTech Experience

- ResMed
- Polynovo
- Nanosonics

New World Class Executive team

✓ US healthcare market ✓ Medtech commercialisation ✓ Sales execution ✓ Creating long-term value

Executive Directors



Dr Parmjot Bains
CEO / Managing Director

- Appointed January 2024.
- Medical doctor, ex-Pfizer and McKinsey, with 30+ years global healthcare experience across the US, Asia, Middle East and Australia.
- 6 years Board / governance experience.



McGregor Grant
CF&OO / Executive Director

- Appointed Director September 2023 and CFO November 2023.
- Ex-Nanosonics CFO, 13 years.
- Experience with Board administration, governance and investor relations.

Executives



Dr Steven Chen
Chief Medical Officer

- Appointed September 2023.
- Former American Society of Breast Cancer Surgeons (ASBS) President
- Surgical oncologist/ breast surgeon with 10+ years' industry experience in drug and device product development.



Tim Benkovic
SVP, Sales & Customer Success

- Appointed April 2024.
- Ex-Nanosonics 6 years, ex Head of US Sales
- 30+ years' experience in medical device, SaaS, and distribution industries.
- Proven history of building top performing sales teams.



Julie Kuhlken
Senior Director, Marketing

- Appointed October 2023.
- Ex-Becton Dickenson
- 25+ years' experience in marketing and leadership.



Aaron Ogilvie
Senior Director, Product Development

- Appointed on Exec October 2024.
- Ex-Johnson and Johnson
- 25+ years experience of product development leadership.



Ashley Munoz
Director of Human Resources

- Appointed on Exec July 2024.
- Broad expertise across diverse human resource functions.



Dennis Schlaht
SVP, R&D and Technology

- Appointed June 2007.
- Accomplished senior technology executive.
- Broad areas of expertise including strategic planning and leadership, R&D and global technology implementations.

Key forward looking metrics improving

Q1 FY25 Pipeline Metrics and New Payor Coverage Metrics

FY25 Q1 Sales Pipeline

585 devices

▲ 34% increase vs Q4 FY24

Updated Mid Q2 FY 25

Critical Mass States¹

23 States

▲ +7 vs Q1 FY25

Q1 FY 25

NAPBC Standard Inclusion

SOZO at 143/570

Accredited NAPBC Institutions

▲ 1 new NCCN Center

SOZO at 23/33

Updated Mid Q2 FY 25

254.7m

Covered Lives²

▲ 82% increase vs FY24

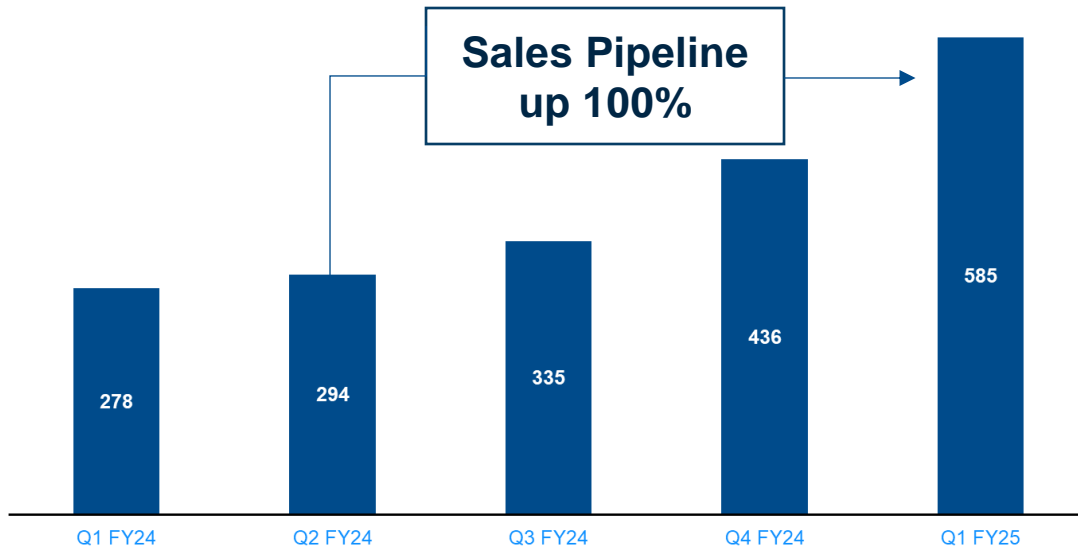
1.Critical Mass: 80% or more of the population in a State is covered by Medicare, Medicaid or private insurance payors.

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

Momentum Continues

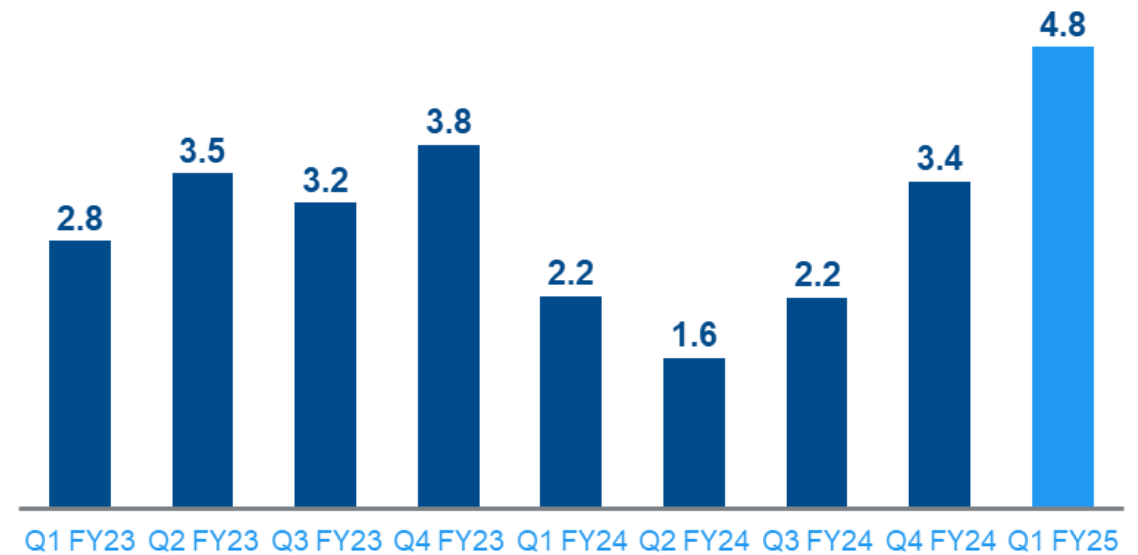
Forward sales indicators improve and TCV momentum returns

U.S. SOZO Units Sales Pipeline¹



Q1 FY25 Pipeline up 34% vs. Q4 FY24

SOZO Core Business Quarterly TCV



Record quarterly increase in TCV²

1. Total Opportunity Pipeline represents SOZO units in pipeline at end of quarter.

2. 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.

The Value Proposition

