

impedimed[®]

SOZO[®] Digital Health Platform

ASX:IPD impedimed.com

Bell Potter Healthcare Conference Investor Presentation

10 NOVEMBER 2022

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Agenda

- Technology Overview
- Market opportunity
- Adoption
- Path to breakeven
 - Reimbursement
 - Financial model and tools to accelerate growth
- Key Takeaways



Our Transformation

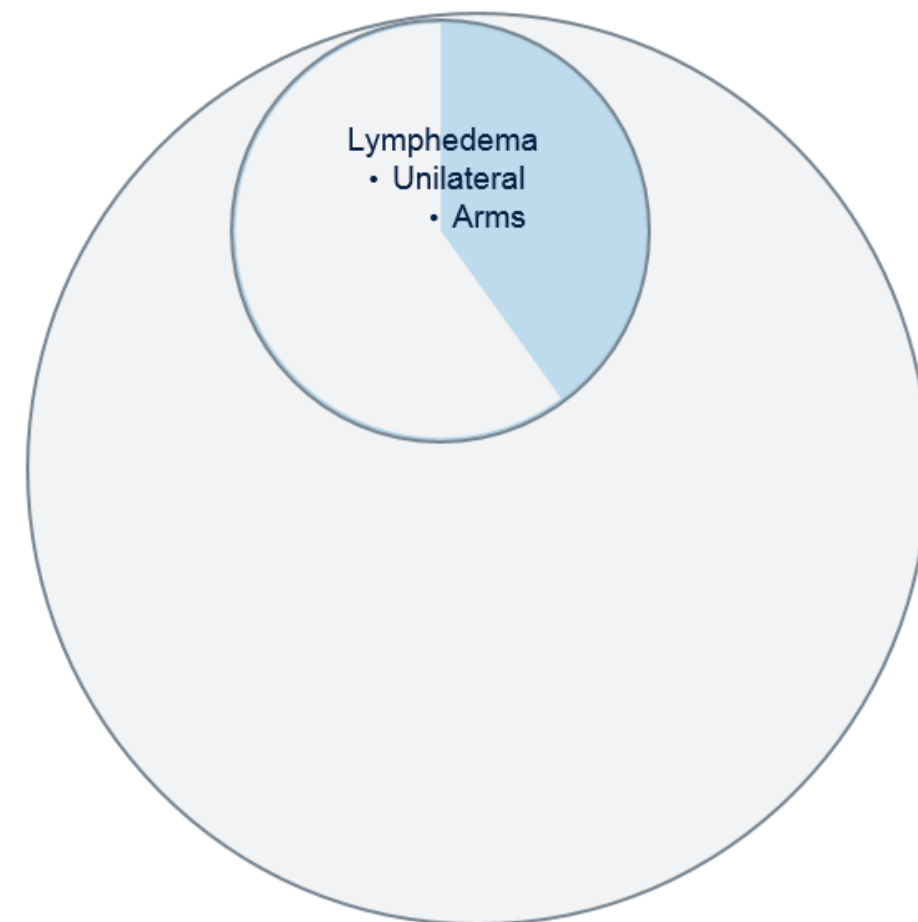
Medical Device

U400 BIS Device

U400

- ~20 **Minute** Test
- Trained Nurse/Therapist
- Standalone Device
- Gel Backed Electrodes
- Manual Data Download
- **Single** Application

Cancer Population[^]



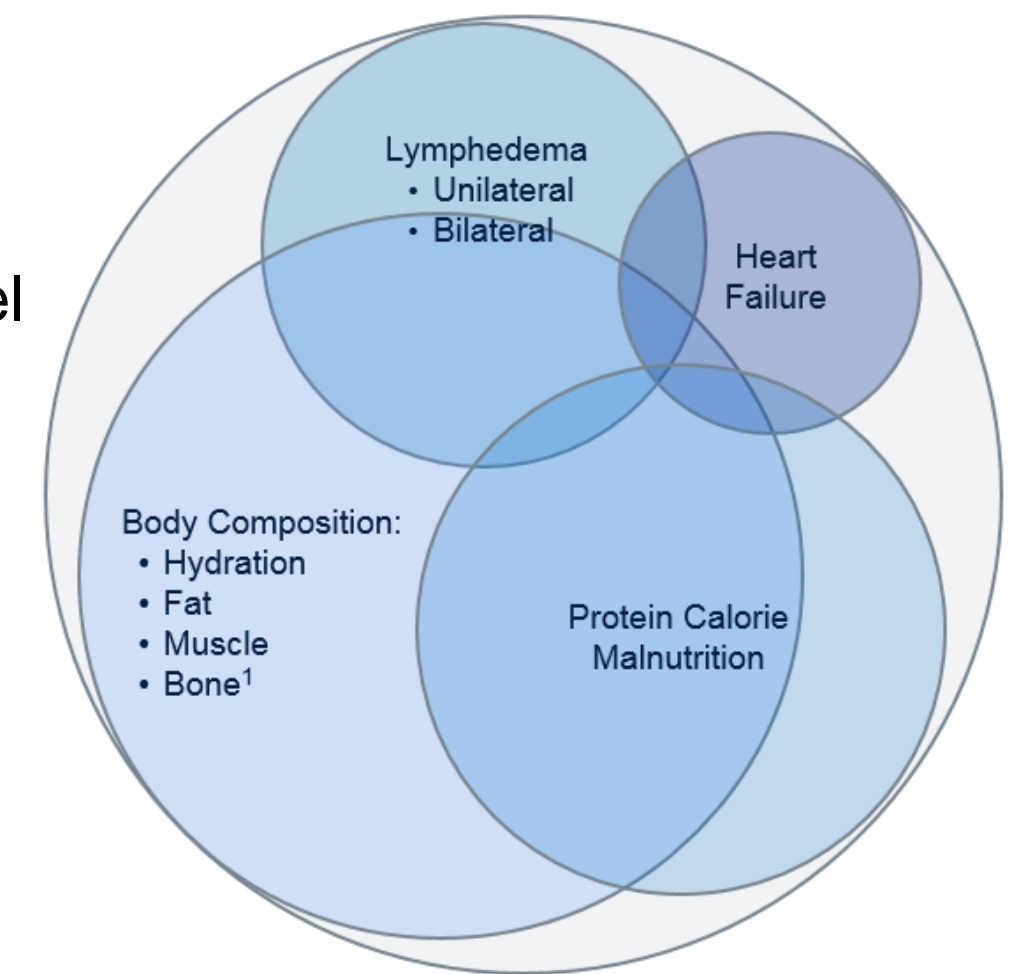
Connected Digital Health Platform

SOZO Platform

SOZO[®]

- Less than 30 **Second** Test
- Medical Assistant
- Connected Device
- Cloud-based SaaS* Pricing Model
- On Device, Online or via EHR**
- **Multiple** Applications

Cancer Population[^]



30
Seconds Test¹

* SaaS = Software-as-a-Service

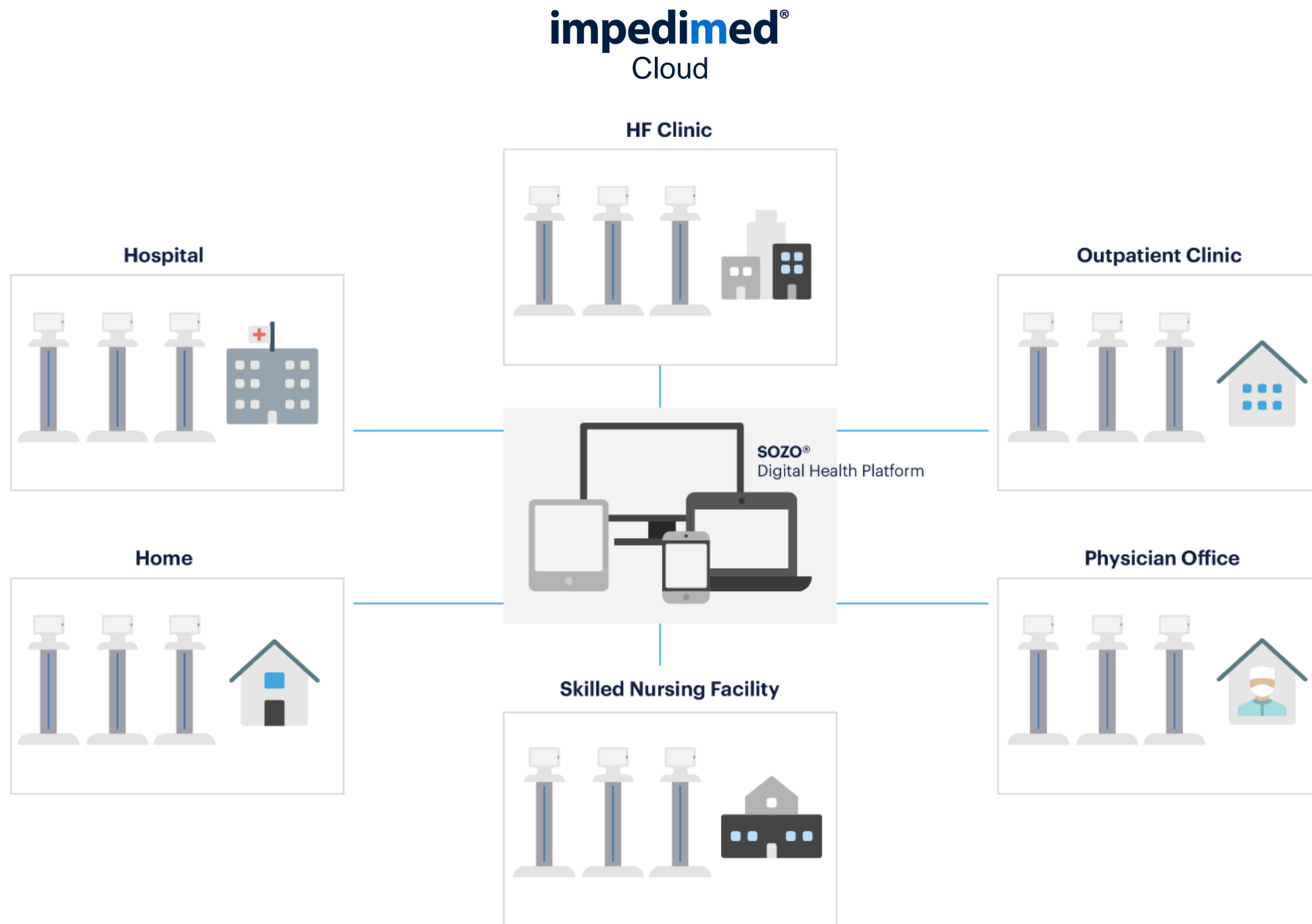
** EHR = Electronic Health Records

[^] The bubbles depicting Cancer Population sizes are for illustrative purposes only and not reflective of actual market sizes.

1. Bone analysis and FDA clearance is in development.

Connected Digital Health Platform

Test patients at any location and allows data access and sharing across the entire healthcare system



Access

Test patients at any location and immediately review results online

Trends

Track trends in patient data for actionable results

Scalable

Add and move test locations without any additional software setup

Secure

Control who accesses the SOZO network and establish unique security settings



SOZO[®] measures and tracks critical patient data

- L-Dex[®] lymphoedema index
- Total body water
- Extracellular fluid
- Intracellular fluid
- Skeletal muscle mass
- Fat mass
- Fat-free mass
- HF-Dex[™] heart failure index
- Protein and minerals
- Basal metabolic rate
- Phase angle
- Body mass index
- Segmental analysis
- Hy-Dex[®] hydration analysis¹

1 Device, Multiple Applications

- Lymphoedema - FDA Clearance, CE Mark
- Heart Failure - FDA Clearance, CE Mark
- End Stage Renal Disease - CE Mark
- Protein Calorie Malnutrition - FDA Clearance, CE Mark
- Body Composition - FDA Clearance, CE Mark

1. Hy-Dex[®] hydration analysis is only intended for use with healthy individuals.



Strong Adoption, Validated Technology

~900

SOZO Devices in Core Business

410+

SOZO Devices used in recent AZ clinical trials



 National Comprehensive Cancer Network®

 NATIONAL CANCER INSTITUTE
Center for Cancer Research

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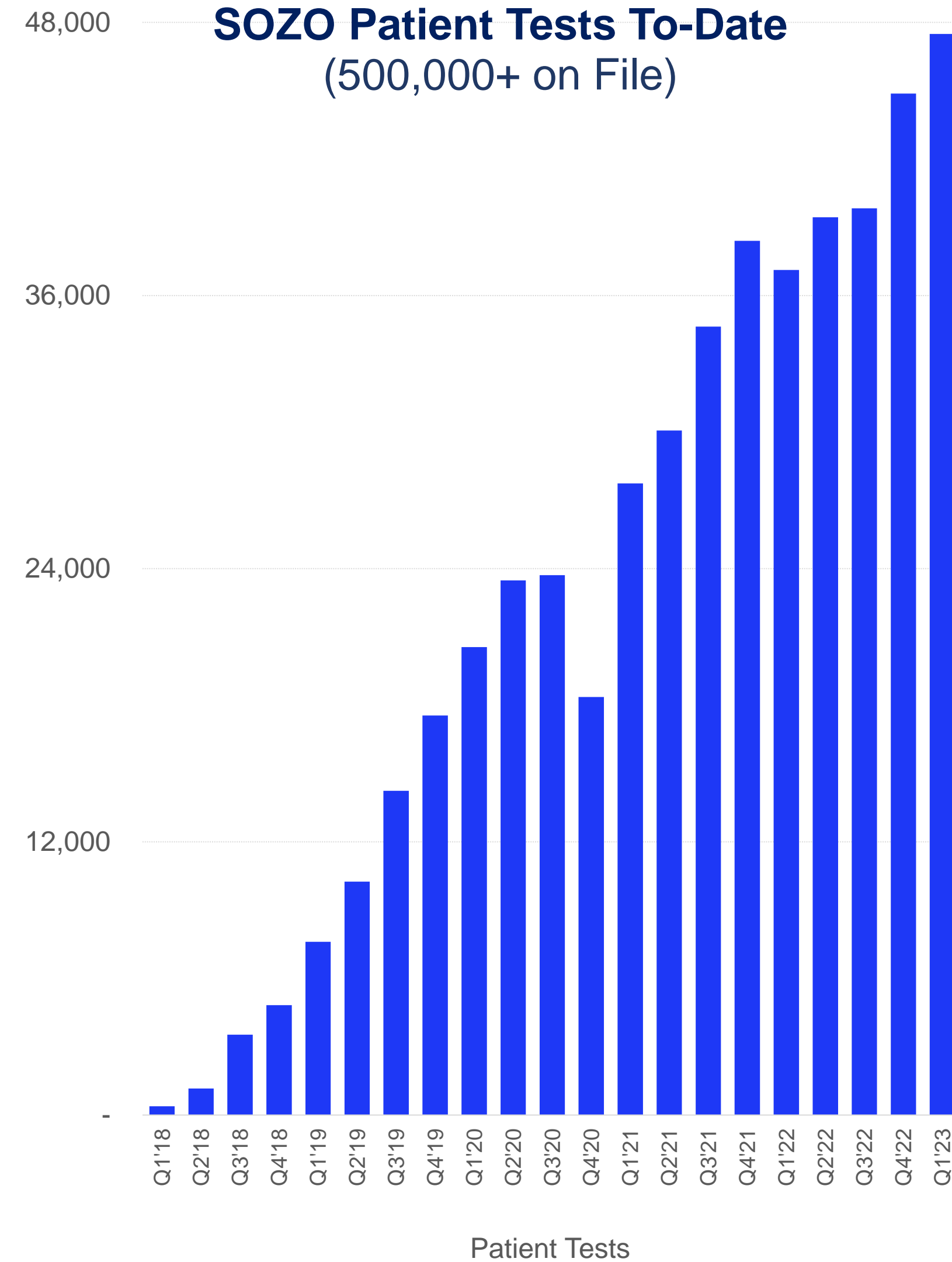
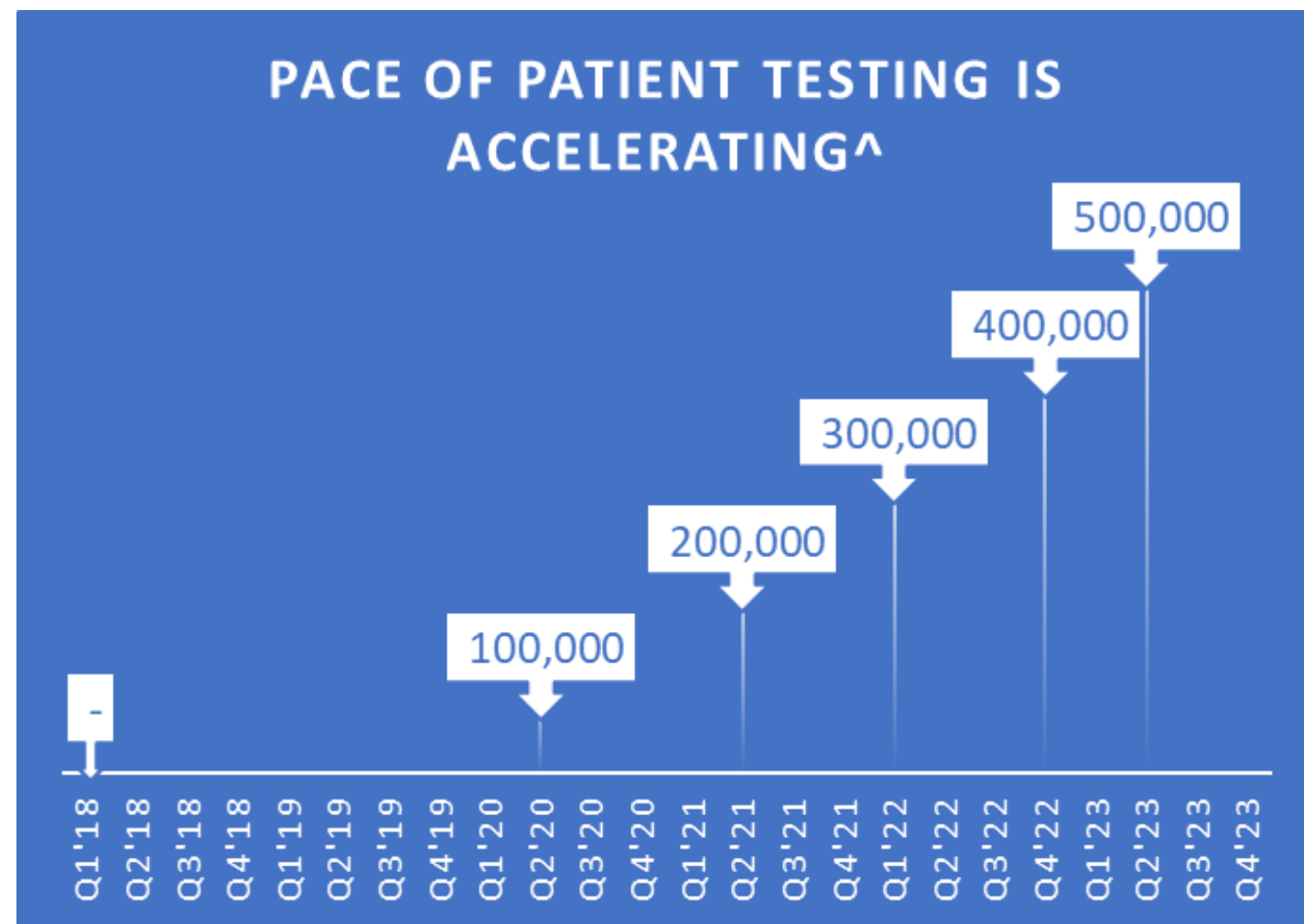


2 international drug studies involving 410+ sites in 28 countries evaluating fluid volumes (heart failure & renal failure patients)

Record Patient Testing in Q1 FY'23

Indicator of future health of business:

- Record results for Patient Tests conducted in the quarter, with 47,000+ tests conducted in Q1 FY23, +28% YOY
- 500,000+ Patient Tests now completed
- Latest 100,000+ Patient Tests achieved in just over six (6) months



Financial Results

\$10.6m
Total Revenue
FY22 +26% YOY

✓ RECORD YEAR

\$9.9m
SOZO Revenue
FY22 +29% YOY

✓ RECORD YEAR

160,000+
SOZO Patient Tests
FY22 +23% YOY

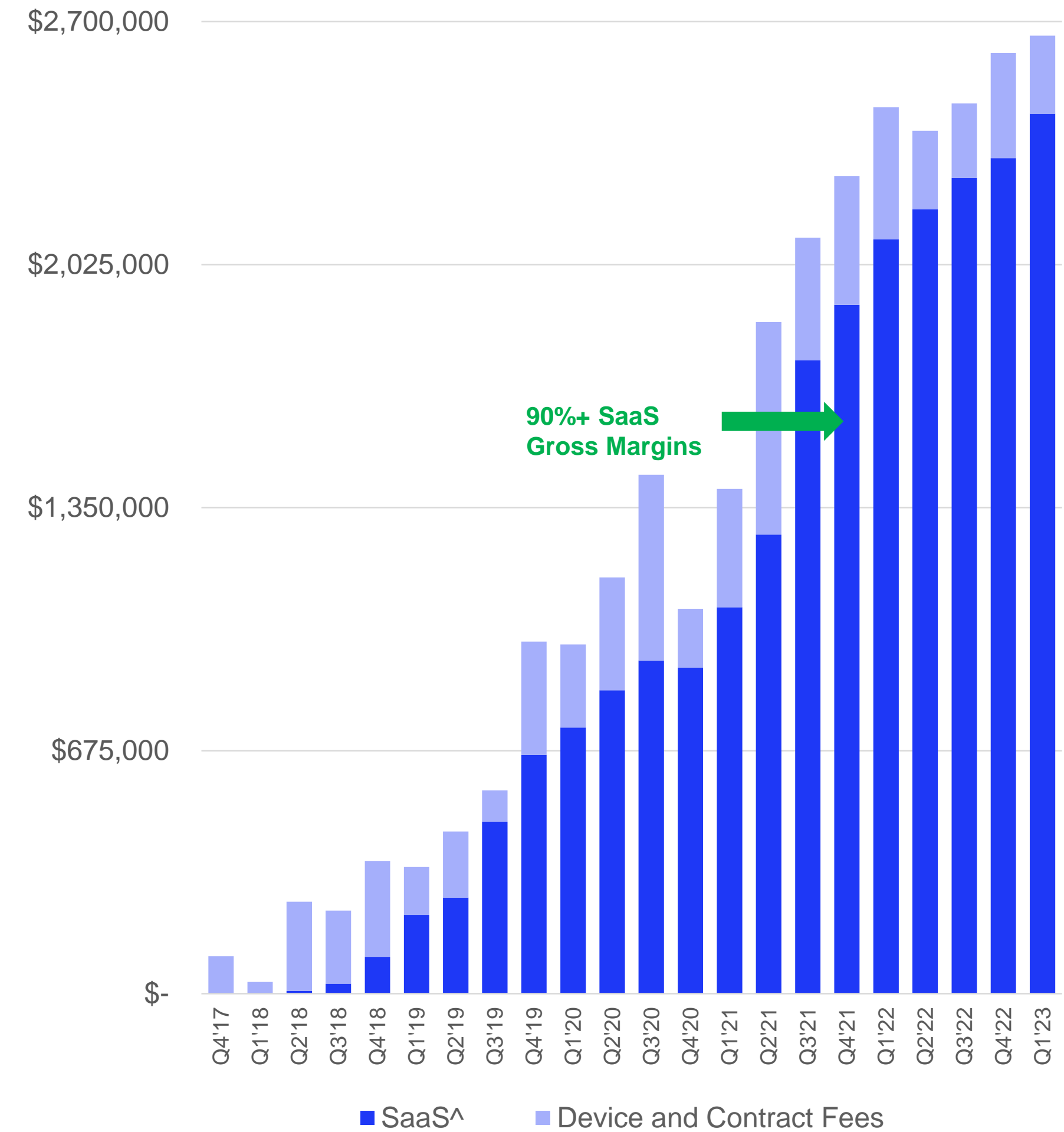
✓ RECORD YEAR

\$34.9m
Cash Balance*

10+ Quarters
Operating Cashflow**

<\$(3.0)m
Net Operating Cash
Outflow Per Quarter**

SOZO Revenue
(Excluding Legacy)



* All figures are stated in Australian dollars (AUD) unless otherwise notated. Cash Balance as reported at 30 September 2022 – Although reported in \$AUD, the majority of cash held in \$US..

** Estimated quarters of funding available as calculated based on the Company's estimate of normalised, recurring cash flows. Forecast of Net Operating Cash Outflow based on normalised, recurring cash flows starting Q3 FY'23. Forecast based on an estimated foreign currency of \$1.00:\$0.66 AUD:USD. Continued foreign currency rates below this amount will have a positive impact on cash receipts and a negative impact on cash expenditures for reporting purposes.

Reimbursement the key - Dual path approach

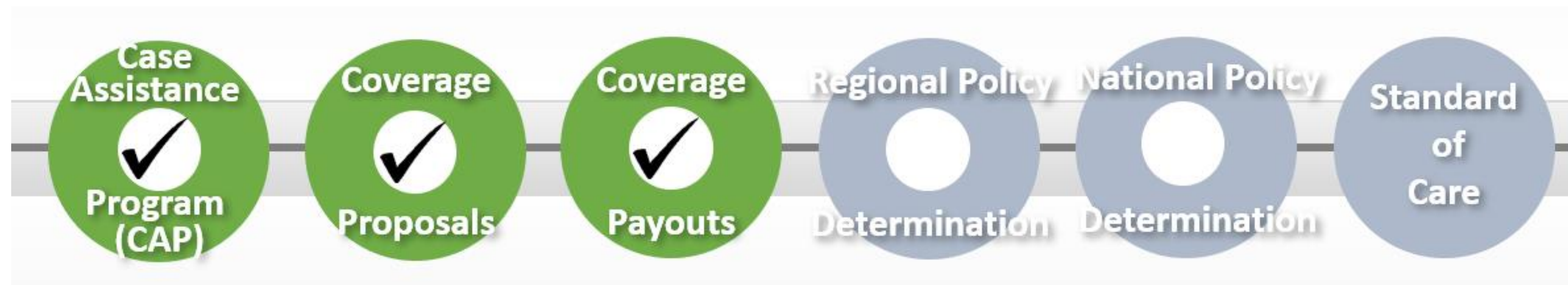
1. Private Payor Reimbursement / Coverage

- Case Assistance Program (CAP) continuing to deliver results
- CAP produces the appeal wins needed to obtain coverage policies with health plans
- Strategy is focused on commercial coverage, initially through regional health plans
- Payor meetings have commenced
 - 3 of 10 initial Private Payor meetings have occurred
 - First 2 payor meetings successful based on initial payments
 - Third still in ongoing discussions
 - 4 additional meetings in November and 2 meetings in December
- Engaged in discussions with 4 regional health plans for commercial coverage policies
 - 2 Health Plans are now paying under a pilot program of coverage, prior to us obtaining commercial coverage
 - 2 additional Health Plans actively engaged in medical policy discussions for commercial coverage
- Focusing sales team resources in key areas that can leverage traction gained with regional health plans

2. NCCN Guidelines®

- NCCN Guidelines inclusion would establish BIS L-Dex as standard of care and significantly accelerate adoption by Private Payors and Providers
- The two independent submissions presented at the Annual Breast Cancer Panel meeting, held on 25 and 26 August, 2022, have been reviewed
- Additional independent submission to the NCCN Survivorship Panel for review at their annual Panel Meeting on 19 and 26 October, 2022, increasing the possibility of a positive outcome
- Expectation remains that any changes will be published by the end of the calendar year

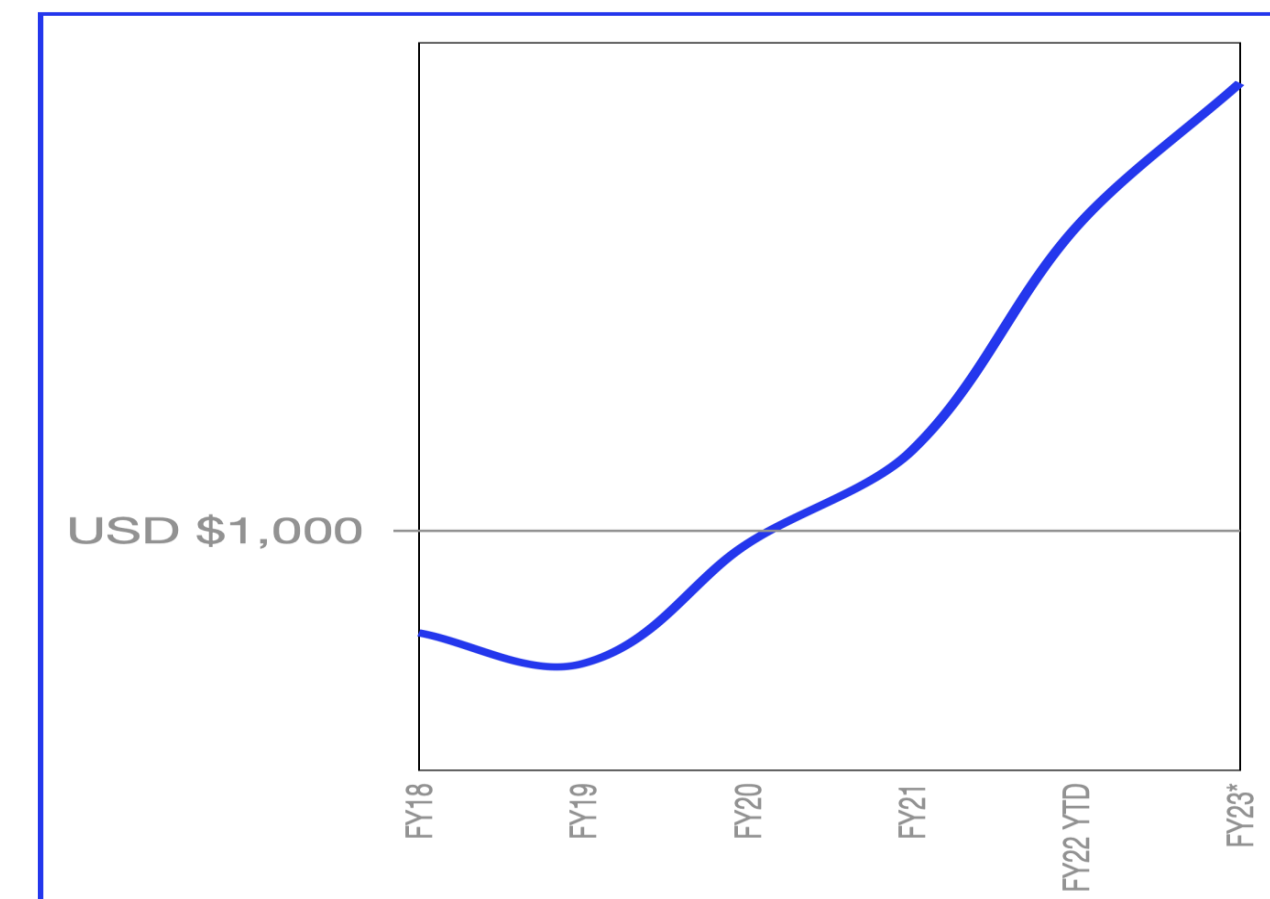
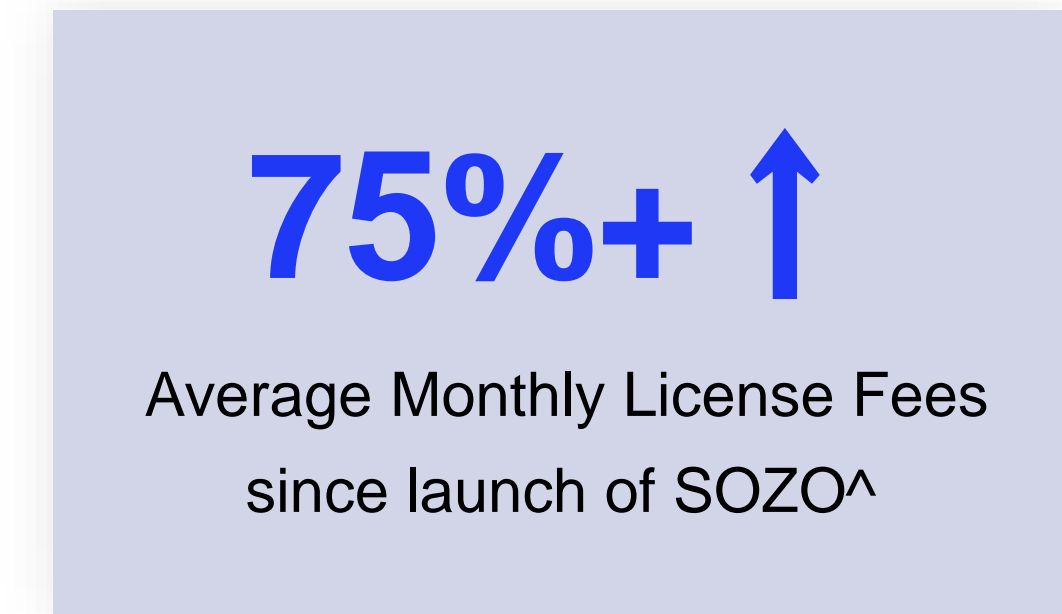
Path to obtaining Standard of Care



Increasing Monthly Revenue Rates

Continue to increase the Average Monthly License Fees for SOZO

- SOZO average monthly license fee increased by 75%+ since launch
- Success has largely been in a pre-reimbursement environment through value add
- Further expansion to continue through value adds such as:
 - Software and hardware enhancements
 - Compliance modules to maximise patient outcomes
 - EHR integration, medically meaningful and actionable data parsed to clinicians
 - New Indications (BodyComp™, Segmental, Bone, etc.)
- Significantly improved provider economics post-reimbursement expected to drive further expansion of the average monthly license fees



^ Based on new US sales in a respective period in USD.
*Based on FY'23 internal forecasts.

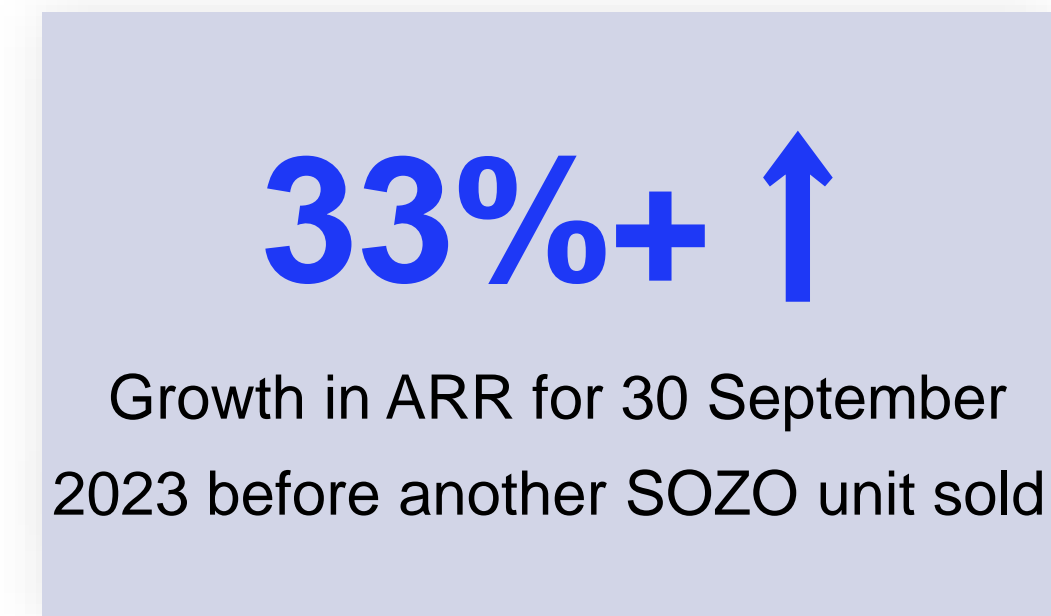
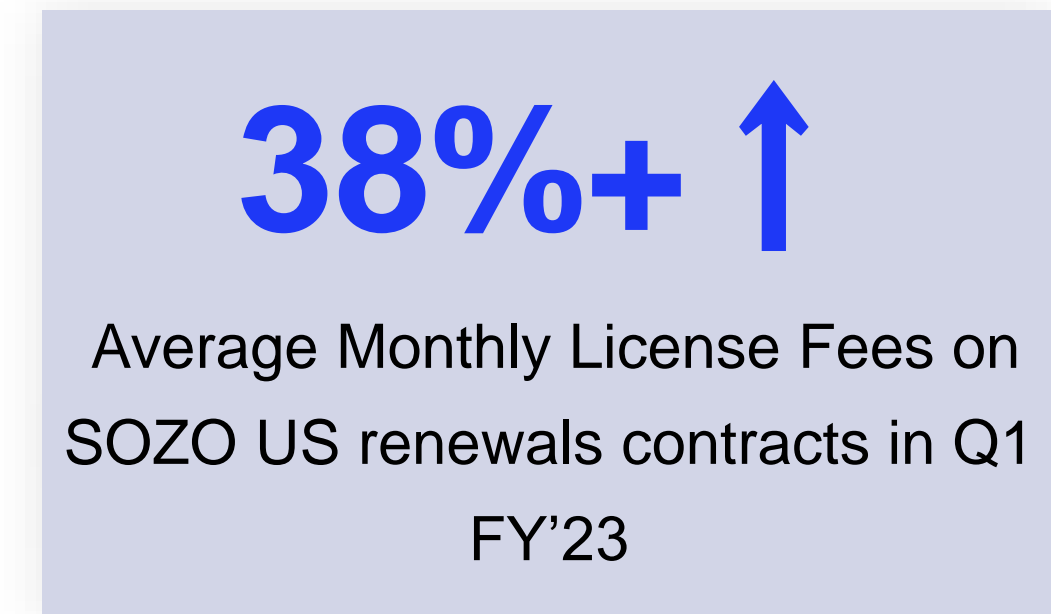
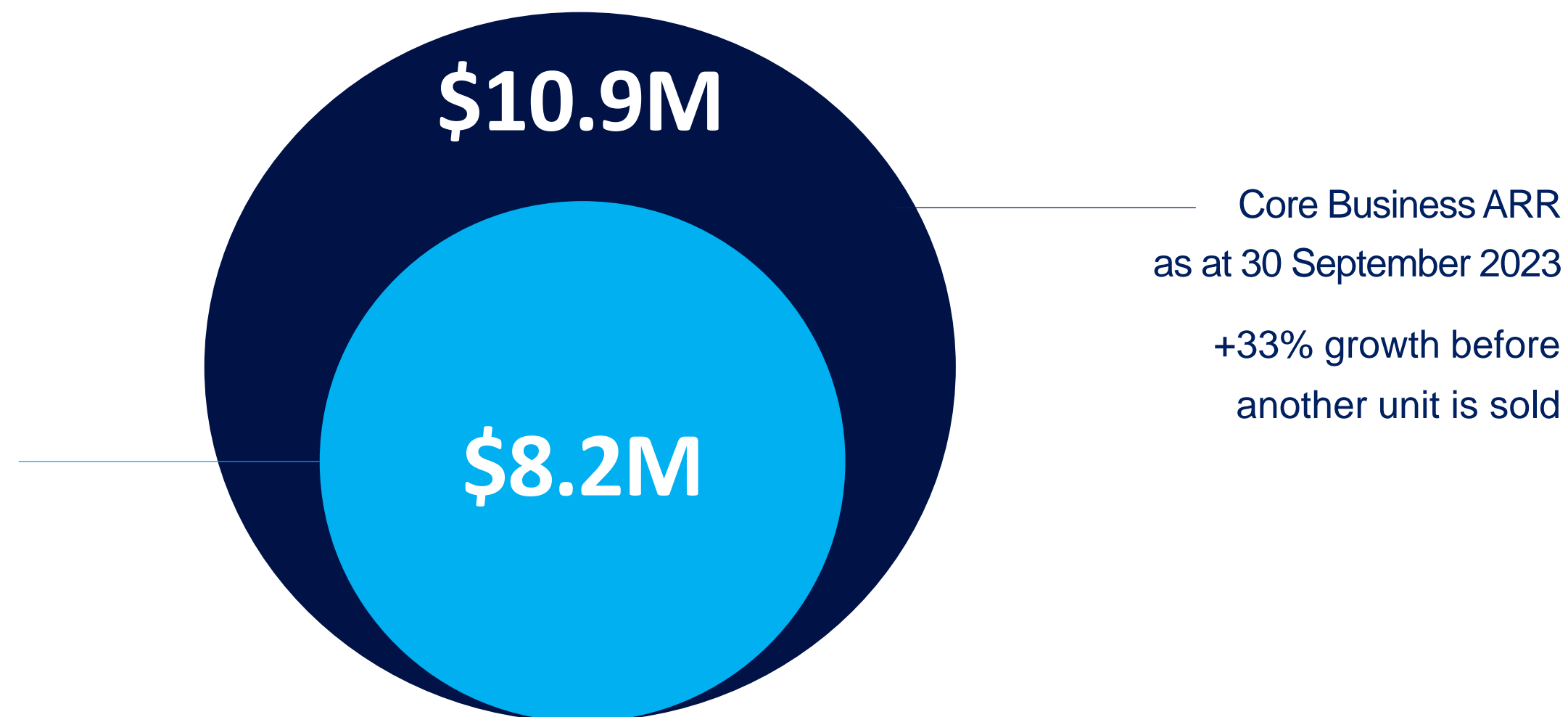
SOZO BUSINESS PERFORMANCE

Strength of renewals and low churn helping to drive growth

- 38% Average Monthly License Fee increase across US renewal contracts in Q1 FY'23
- This is up from the 34% increase achieved in Q4 FY'22
- Expectation for continued renewal increases for this financial year and into FY'24

Leveraging the power of our business model

- Stair step pricing model locks in growth before additional unit sales
 - Agreed price increases for years 2 and 3 for stair stepped contracts
 - ~\$2.7 million additional ARR over the next 12 months inherent in current SOZO contracts



Focus on large corporate accounts

Assembling the tools to accelerate growth

- IDN, Corporate Account and NCCN Institution client base expanding:
 - In 19 of 31 NCCN Institutions
 - In 16 of the Top 25 IDNs[^]
 - Agreements in place to allow rapid acceleration post reimbursement/coverage
 - Around a quarter of US SOZO devices are with IDNs or Corporate Accounts

Growing the number of key account agreements

- In Q1 FY'23, signed a Global Strategic Commercial Partnership and pilot program with Genesis Care:
 - Initial rollout of five (5) SOZO units to establish lymphoedema screening services for breast cancer patients
 - Scope within agreement to expand roll out globally upon successful completion of the pilot program
- Renewed or expanded agreements with Integrated Delivery Networks (IDNs) such as City of Hope, UPMC, Sutter Health, and Trinity Health
- Renewed or expanded agreements with NCCN Institutions such as City of Hope, Mayo Clinic, UT Southwestern, and Fred Hutchinson Cancer Center

[^] Based on data compiled from IQVIA Market Insights Reports and Definitive Healthcare.

Key IDNs, NCCN Institutions or Corporate Accounts added or extended in past 2 quarters:



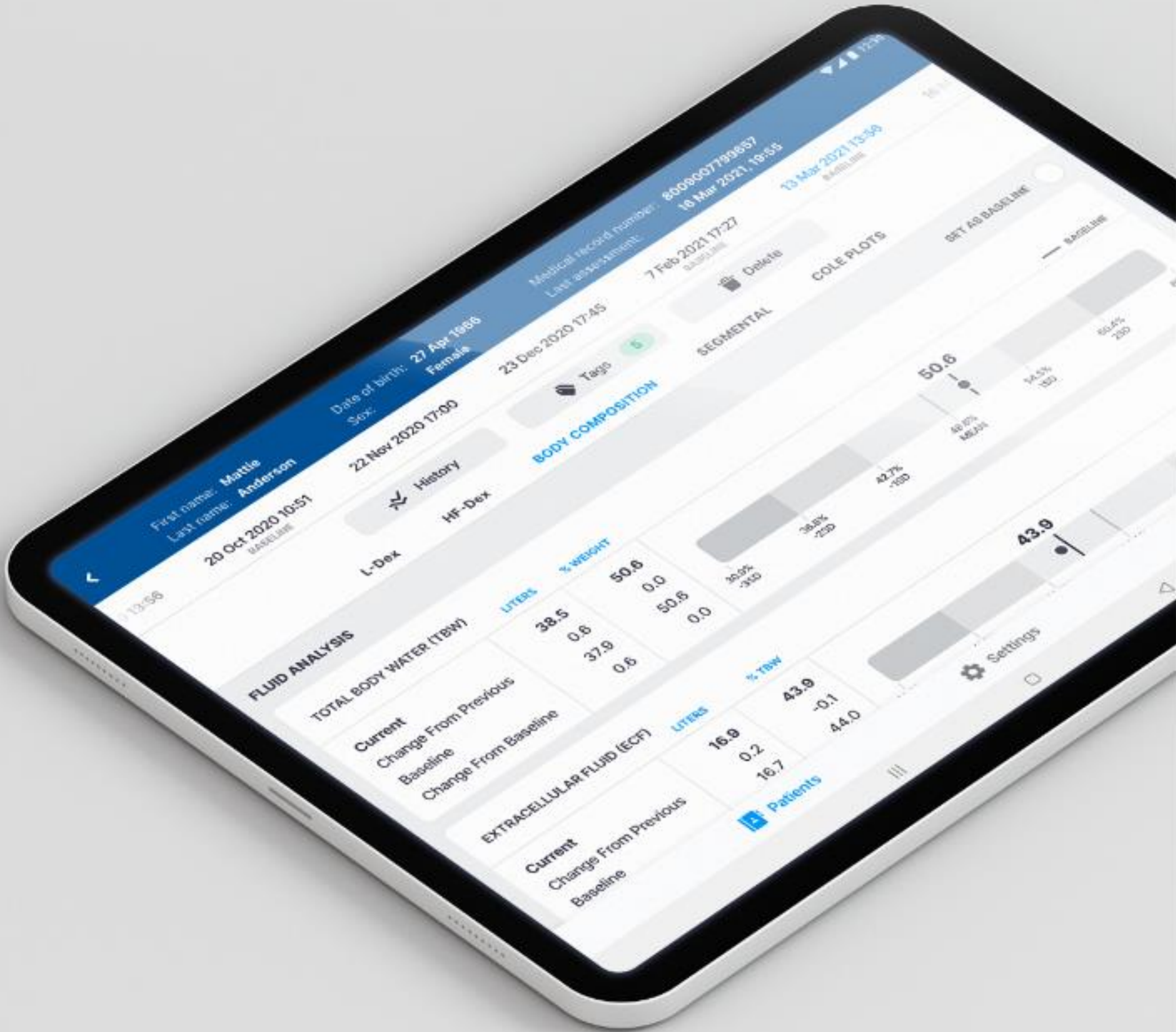
Key Takeaways

- Transformation to Connected Digital Health Platform complete
- Multiple applications addressing significant health care needs
- ~\$11.0m+ annual revenue run rate with strong growth despite COVID-19 headwinds
- Sound financial position with sufficient resources and reach breakeven
- Progress in reimbursement on pathway to standard of care
- Tools assembled to accelerate growth once reimbursement achieved



^Cash balance based on pro forma cash (i) including the Placement proceeds, (ii) net of anticipated Capital Raising costs, and (ii) prior to the results of the Share Placement Plan as at 30 September 2021.

All FY'22 revenue and cash flow numbers are unaudited.
All figures are stated in Australian dollars (AUD) unless otherwise notated.



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