# impedimed

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## ASX ANNOUNCEMENT

# Multi-year Exclusive Distribution Agreement with Regional Health Care Group

**Brisbane, Australia and Carlsbad, Calif.**- ImpediMed Limited (ASX: IPD) a global provider of medical technology to non-invasively measure, monitor and manage tissue composition and fluid status, is pleased to announce it has signed Regional Health Care Group as its exclusive distribution partner for SOZO<sup>™</sup> in Australia and New Zealand.

Under the terms of the agreement, Regional Health Care Group (RHCG) will be responsible for the sale of  $SOZO^{TM}$  systems with L-Dex<sup>®</sup> to customers across Australia and New Zealand.

The two companies will work closely together to market SOZO<sup>™</sup> in the region, initially focused on lymphoedema sales, with ImpediMed providing marketing and training materials, and assisting in other marketing efforts.

"Regional Health Care Group has a long history as a top performing distributor for a number of medical products, and is the right strategic partner to introduce our next generation platform to this and other important markets," said Richard Carreon, Managing Director and CEO of ImpediMed.

"This partnership bolsters the resources we have dedicated to establishing SOZO™ as the standard of care in the ANZ market. We also see this as a strategic partnership for the longer term with Regional Health Care Group playing a key role in working with us to build the business across a number of chronic disease markets."

Stephen Doorey, General Manager at RHCG commented, "At Regional Health Care Group, we are always looking to partner with innovative companies to introduce new and unique technologies to the Australian and New Zealand markets.

ImpediMed's SOZO<sup>TM</sup> platform is a truly exciting medical technology that is well proven, accurate and will help many patients around the world. We believe that this technology will be a valuable addition to our expanding portfolio of medical devices and technologies, and we look forward to working alongside ImpediMed to educate the medical community and patient population about the benefits of SOZO<sup>TM</sup>."

### Richard Carreon Managing Director & CEO

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#### About ImpediMed

Founded and headquartered in Brisbane, Australia with U.S. offices in Carlsbad, Calif. and Bloomington, Minn., and a European office in Thessaloniki, Greece, ImpediMed is the world leader in the design and manufacture of medical devices employing bioimpedance spectroscopy (BIS) technologies for use in the non-invasive clinical assessment and monitoring of tissue composition and fluid status. ImpediMed was the first company to receive FDA clearance in the U.S. to aid healthcare professionals to clinically assess unilateral lymphoedema of the arm and leg in women and the leg in men, for its L-Dex<sup>®</sup> device. In addition, ImpediMed produces a family of FDA cleared and CE Marked medical devices, including SOZO<sup>™</sup>, sold in select markets globally.

For more information, visit www.impedimed.com.

#### **About Regional Health Care Group**

Regional Health Care Group (RHCG) is 100% Australian-owned & one of Australia's most successful privately-owned groups of companies in the Healthcare / Research & Development sector. RHCG is highly regarded in all clinical settings as a provider of premium quality capital equipment & medical consumables, with business extending across the Australian continent & New Zealand. RHCG are specialists in successfully introducing innovative technology & devices to the Australian & NZ healthcare market.

For more information on RHCG, please visit the company's website at www.rhcg.com.au.