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ASX ANNOUNCEMENT





Official Release of SOZO Version 4.0 Software

Brisbane, Australia – ImpediMed Limited (ASX:IPD), a medical technology company that uses bioimpedance spectroscopy (BIS) technology to generate powerful data to maximise patient health today announced the release of the next generation Version 4.0 software for the SOZO® Digital Health Platform.

As foreshadowed in the recent quarterly Appendix 4C announcement, Version 4.0 has gone live today with a series of significant enhancements around usability, new applications and security. Within the first few hours of launch, over 70 customers have already successfully upgraded their software to Version 4.0.

Improvements in the software over time have led to a continuously increasing ASP (Average Selling Price) for software licenses and a negligible customer churn rate of just 1%. Over time, ImpediMed expects similar upside resulting from the release of Version 4.0 from new features such as body composition reference ranges and a new license for Segmental Analysis, enriching clinician data and providing in-depth actionable information about patient health.

SOZO Evolution - Version 4 SOZO Reimagined

VERSION 1	VERSION 2	VERSION 3	VERSION 4
			
<ul style="list-style-type: none">• Initial release• Single device for:<ul style="list-style-type: none">– L-Dex (U400)– Tissue & Fluid (SFB7)• Standing measurement with fixed electrodes	<ul style="list-style-type: none">• Improved security• All results with a single measurement:<ul style="list-style-type: none">– L-Dex– Tissue Analysis– Fluid Analysis	<ul style="list-style-type: none">• Cloud-based software<ul style="list-style-type: none">– Real-time data access– Accelerated updates• Automated Cole analysis• New assessment types:<ul style="list-style-type: none">– Heart failure– End stage renal disease (CE Mark)	<p>SOZO Reimagined</p> <ul style="list-style-type: none">• Intuitive Redesign• Powerful Data<ul style="list-style-type: none">– NEW body composition reference ranges– NEW Segmental Analysis• Enhanced Privacy & Security
2017	2018	2019	2021

Usability

In line with previous versions of software releases, there are a tremendous series of advancements in the SOZO Version 4.0 software, with a major revamp of the User Interface being the centrepiece of this release. An intuitive redesign makes the software even more intuitive and easier to use. Clinicians can now access and review data with ease. In addition, the information is customisable so clinicians can see the data in the format that is most meaningful to them.

New Applications and Features

Featured in Version 4.0 for the first time are body composition reference ranges and Segmental Analysis. Body composition reference ranges give the clinician meaningful comparator data to better assess a patient's health, which is expected to lead to an increase in the adoption of the Body Composition module from within the existing customer base. The Segmental Analysis application opens new segments of the breast cancer reconstructive and lymphatic and plastic surgery markets.

Based on feedback from a customer advisory board, Version 4.0 incorporates Notes and Tags, enabling clinicians to tag and make patient notes supporting clinical decision making and assist clinicians in the timely retrieval of valuable information.

Version 4.0 has also allowed for the alignment of iOS and Android software, allowing for a streamlining of support and development going forward.

Security

Enhanced privacy and security features such as Multi Factor Authentication (MFA) and Single Sign On (SSO) continue the track record of striving for the most stringent security measures to protect patient data. Version 3.0 brought HIPAA and Business Associate compliance and more recently HiTrust certification. Now, SOZO Version 4.0 further enhances the levels of security at the source of sign on with multifactor authentication and single sign on capability.

SOZO Software Version Feature Comparison

	2.0.1	3.0	3.1	4.0
L-Dex Analysis for Lymphedema*	✓	✓	✓	✓
Body Composition Analysis*	✓	✓	✓	✓
Cloud-based	X	✓	✓	✓
HiTrust Certified	X	✓	✓	✓
Automated Cole Plot Analysis	X	✓	✓	✓
Android & iOS	Android Only	✓	Android Only	✓
Merge Patients	X	X	✓	✓
Delete Measurement	X	X	✓	✓
Groups	X	X	✓	✓
One Email: Admin/Clinician	X	X	✓	✓
Body Composition Reference Ranges	X	X	X	✓
Segmental Analysis*	X	X	X	✓
Tags	X	X	X	✓
Notes	X	X	X	✓
Single Sign On	X	X	X	✓
Multi-Factor Authentication	X	X	X	✓
Patient List Hidden at Sign-on	X	X	X	✓

**requires separate license provisioning*

"In less than four years, SOZO software has developed from a simple interface providing basic information into an intuitive, data rich and secure, cloud-based connected platform." commented Richard Carreon, Managing Director and CEO of ImpediMed. "Our ability to innovate and improve the SOZO offering is a significant competitive advantage. It has allowed us to expand our footprint in existing customers and is key to ImpediMed's high renewal and low customer churn rates," he added

Approved for release by the Managing Director and CEO, Mr Richard Carreon.

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About ImpediMed

Founded and headquartered in Brisbane, Australia with US and European operations, ImpediMed is a medical technology company that uses bioimpedance spectroscopy (BIS) technology to generate powerful data to maximise patient health.

ImpediMed produces a family of FDA cleared and CE Marked medical devices, including SOZO[®] for multiple indications including heart failure, lymphoedema, and protein calorie malnutrition sold in select markets globally.

For more information, visit www.impedimed.com.

About SOZO[®] Digital Health Platform

SOZO is a point-of-care assessment tool to guide clinical decision-making and maximise patient health. Using ImpediMed's bioimpedance spectroscopy (BIS) technology, SOZO measures and tracks critical information about the human body to aid clinicians in providing proactive patient care including early detection of disease progression, treatment monitoring, risk stratification, and patient education. SOZO is non-invasive, fast, and easy to use. Results from the 30-second test are available immediately on the device and online. ImpediMed's HiTrust certified cloud provides secure data aggregation, analytics, and reporting that can be customised to individual practices. There are over 700 SOZO devices in use globally.

For more information, visit: <https://www.impedimed.com/products/sozo/>

Forward-Looking Statements

This announcement contains or may contain forward-looking statements that are based on 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.

Management believes that these forward-looking statements are reasonable as and when made. You should not place undue reliance on forward-looking statements because they speak only as of the date when made. 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.