10 November 2022

ASX ANNOUNCEMENT

Bell Potter Conference Presentation

ImpediMed Limited (ASX.IPD), provides the attached presentation for the virtual Bell Potter Healthcare Conference, showcasing the best of Australasia's small and mid-cap healthcare offering.

The dates of the virtual conference are 8 – 10 November 2022, with ImpediMed presenting on 10 November 2022.

Details on the conference can be found here: Healthcare Conference 2022 | Bell Potter

Approved for release by the Interim CEO and Director, Mr David Anderson.

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About ImpediMed
Founded and headquartered in Brisbane, Australia with US and European operations, ImpediMed is a medical software technology company that non-invasively measures, monitors and manages fluid status and tissue composition using bioimpedance spectroscopy (BIS).

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, the world's most advanced, non-invasive bioimpedance spectroscopy (BIS) device, delivers a precise snapshot of fluid status and tissue composition in less than 30 seconds. Using ImpediMed's BIS technology, SOZO measures 256 unique data points over a wide spectrum of frequencies from 3 kHz to 1000 kHz. Results are available immediately online for easy data access and sharing across an entire healthcare system. The FDA-cleared, CE-marked and ARTG-listed digital health platform aids in the early detection of secondary lymphoedema, provides fluid status for patients living with heart or renal failure, and can be used to monitor and maintain overall health – all on a single device.

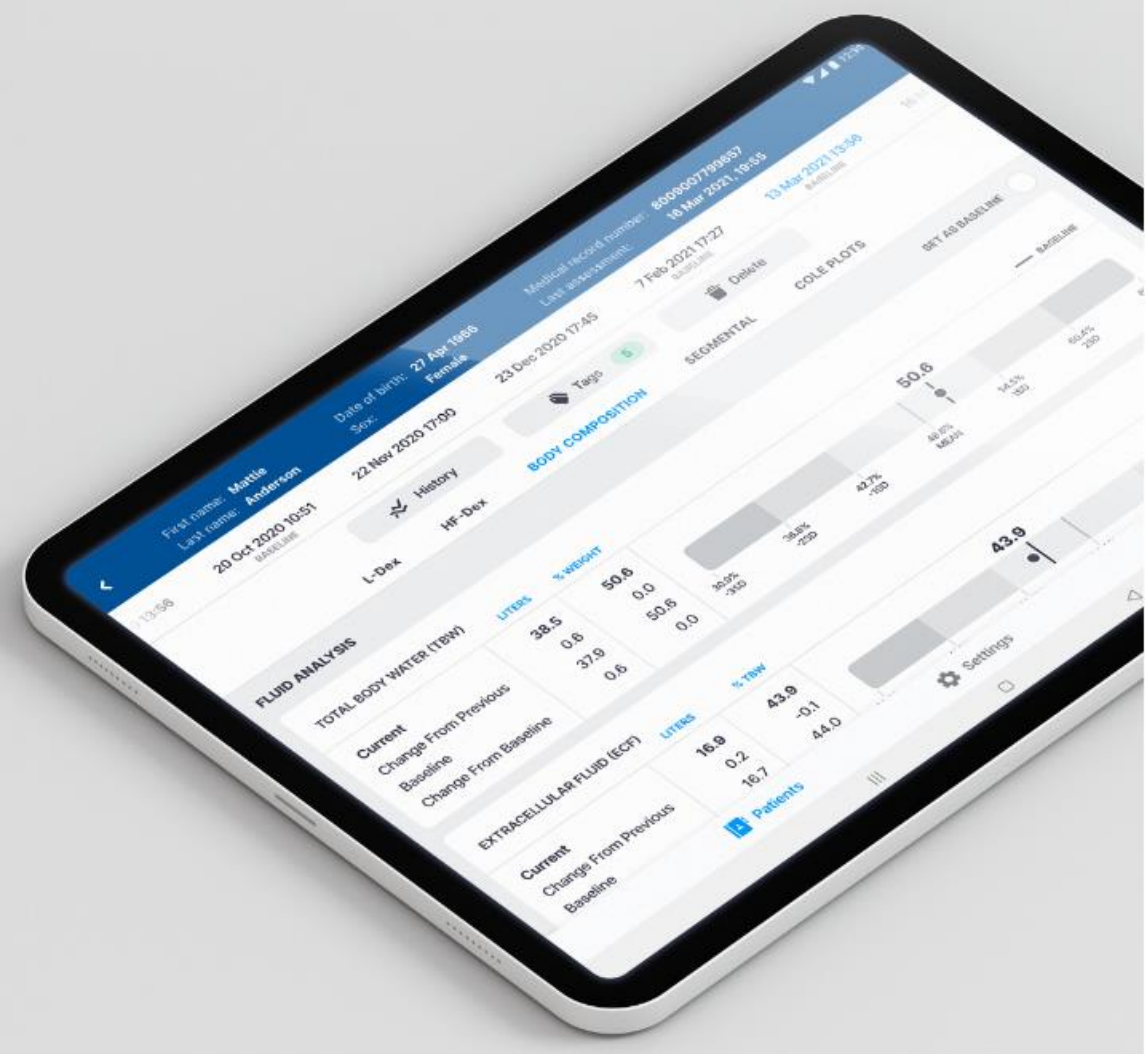
For more information, visit: https://www.impedimed.com/products/sozo/.

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.



impedimed®

SOZO® Digital Health Platform

ASX:IPD **impedimed.com**

Bell Potter Healthcare Conference Investor Presentation

10 NOVEMBER 2022

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- SOZO® is intended only for use in countries in which it has received regulatory approval or clearance. Inclusion of products and information does not imply any official medical advice, recommendation or warranty. The information provided is not a substitute for the advice of an appropriate health professional. ImpediMed’s website can be accessed from countries around the world and may contain references to products that have not been granted regulatory approval or clearance in your country. You should consult your health professional for detailed information regarding ImpediMed’s products and their suitability for you, as well as the regulatory approval or clearance status of such products in your country.
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- The information in this presentation is subject to change and unless required by law, ImpediMed assumes no obligation to update this presentation or its contents for any matter arising or coming to ImpediMed’s notice after the date of this presentation.

Forward Looking Statements

- Certain statements in this presentation may constitute forward-looking statements or statements about future matters that are based on management’s current expectations and beliefs. The forward-looking statements in this release include statements regarding the next generation product, the ability of the new features to broaden the appeal of the product, and the ability of new product to meet the needs of the customer base, among others. These statements are subject to risks and uncertainties that are difficult to predict and are based on assumptions as to future events that may not prove accurate. Actual results may differ materially from what is expressed in this presentation.
- There can be no assurance that any existing or future regulatory filings will satisfy the relevant authorities’ requirements regarding SOZO nor can there be any assurance that SOZO will be approved or cleared for all applications by any authorities for sale in any market or that they will reach any particular level of sales. In particular, management’s expectations regarding ImpediMed’s ability to commercialise SOZO, including its estimates of potential revenues, costs, profitability and financial performance could be affected by, among other things, unexpected trial results, including additional analysis of existing data, and new data; unexpected regulatory actions or delays, or government regulation generally; its ability to maintain patent or other proprietary intellectual property protection; competition in general; government, industry, and general public pricing pressures; and additional factors that involve significant risks and uncertainties about our products, product candidates, financial results and business prospects. Should one or more of these risks or uncertainties materialise, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated or expected.

Agenda

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

Our Transformation

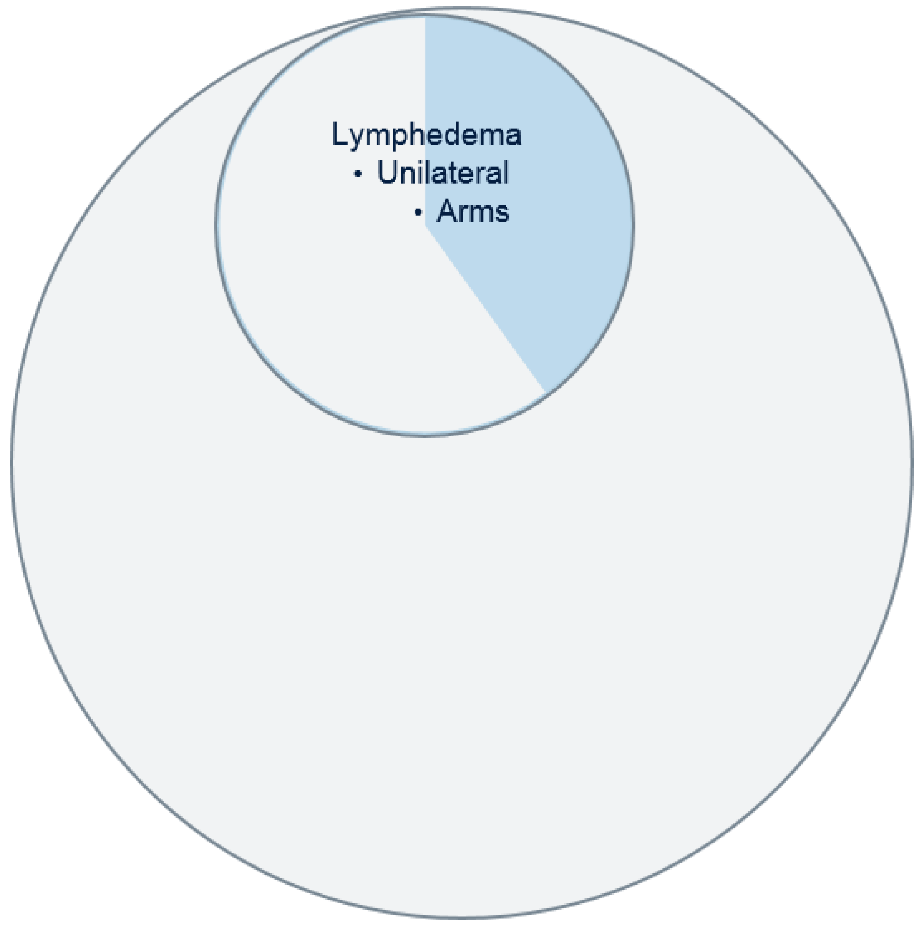
Medical Device

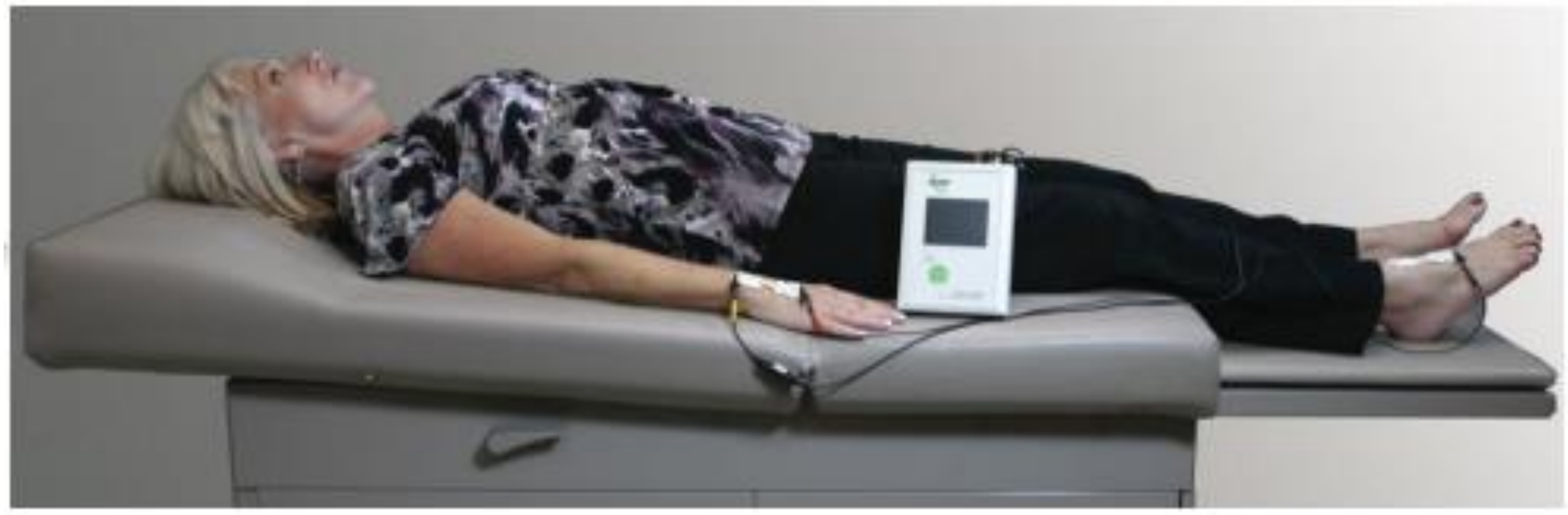
U400 BIS Device

U400

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

Cancer Population^





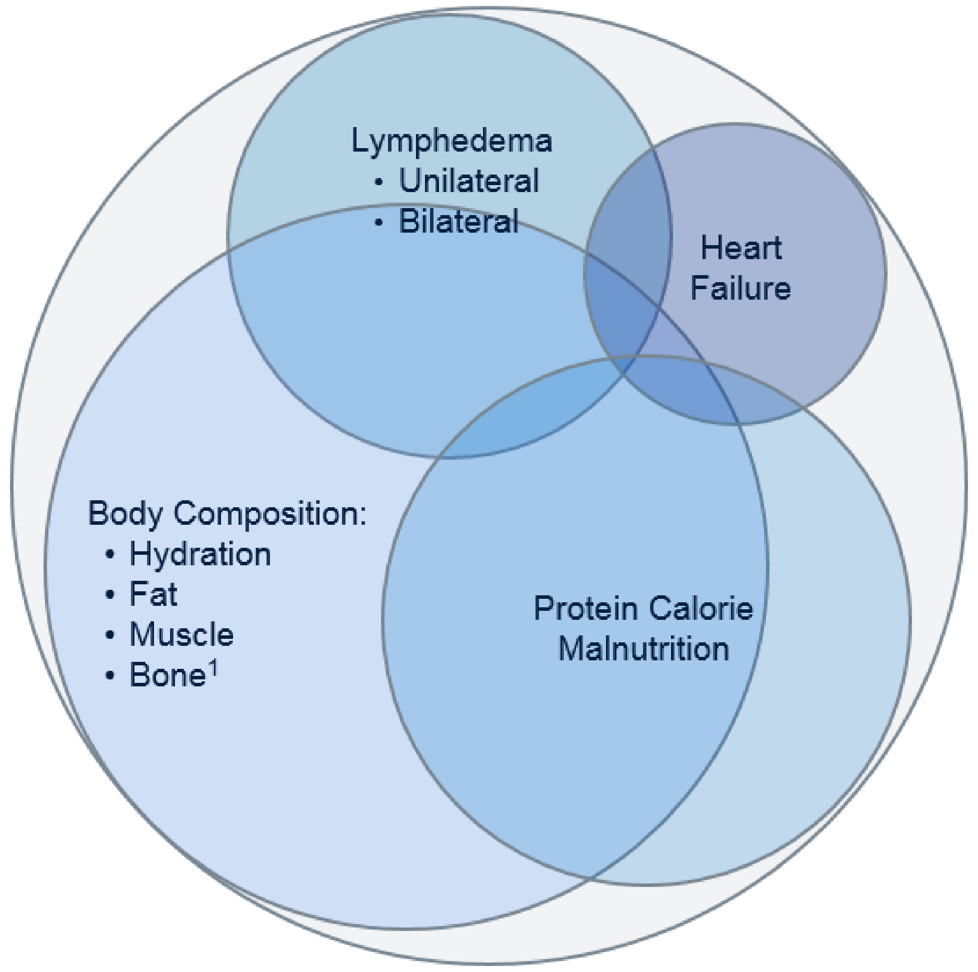
Connected Digital Health Platform

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^



* 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

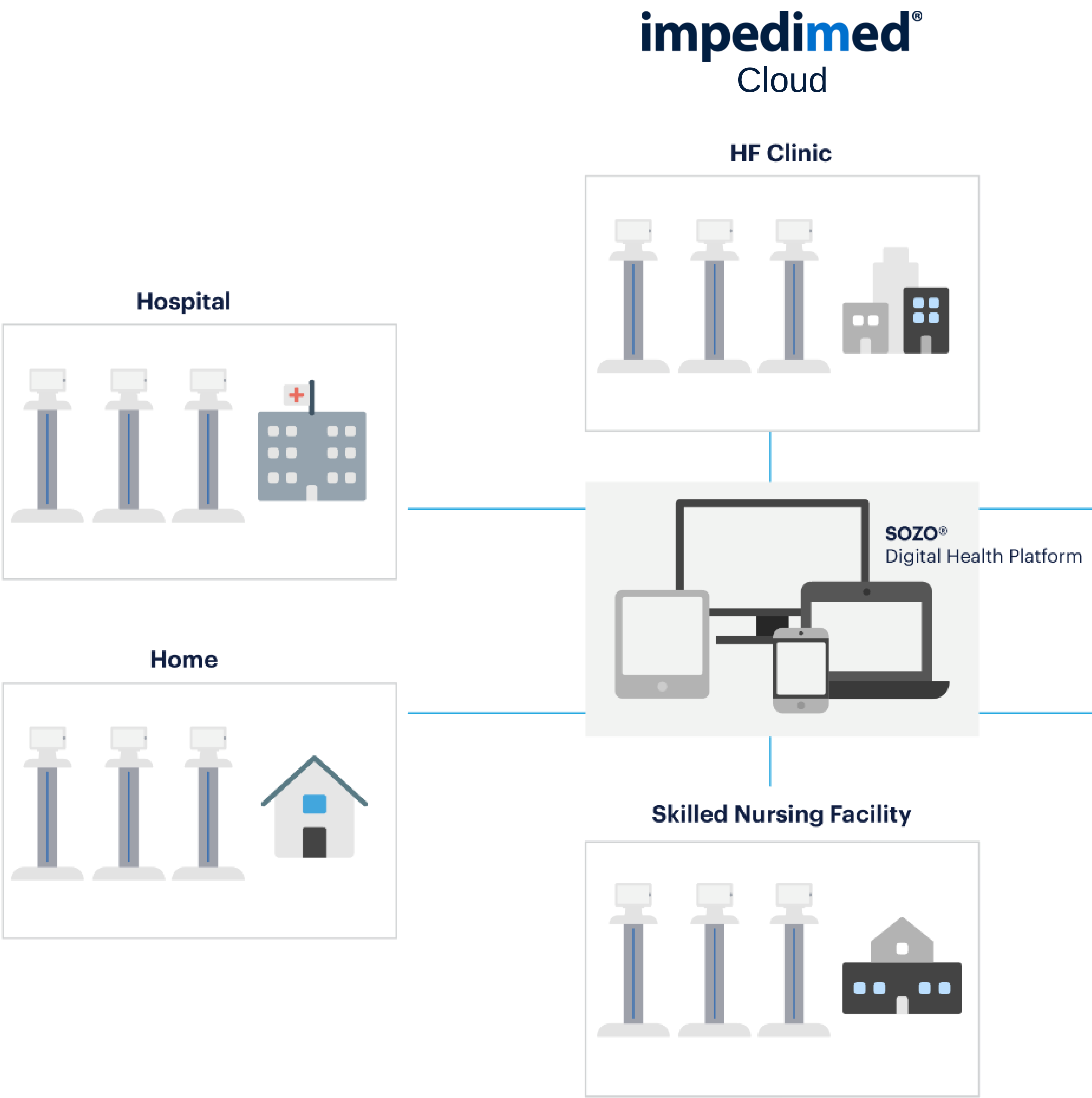
Test patients at any location and allows data access and sharing across the entire healthcare system

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® Digital Health Platform

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 analysis[1]

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.

impedimed

Strong Adoption, Validated Technology

~900

SOZO Devices in Core Business

410+

SOZO Devices used in recent AZ clinical trials

National Comprehensive Cancer Network®

NIH NATIONAL CANCER INSTITUTE Center for Cancer Research

38

AstraZeneca

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

MAYO CLINIC Cancer Center

THE UNIVERSITY OF TEXAS MD Anderson ~~Cancer~~ Center

Cleveland Clinic

KU MEDICAL CENTER The University of Kansas

VANDERBILT UNIVERSITY MEDICAL CENTER

SHARP San Diego's Health Care Leader

Advocate Aurora Health

UPMC University of Pittsburgh Medical Center

GenesisCare

ICON GROUP

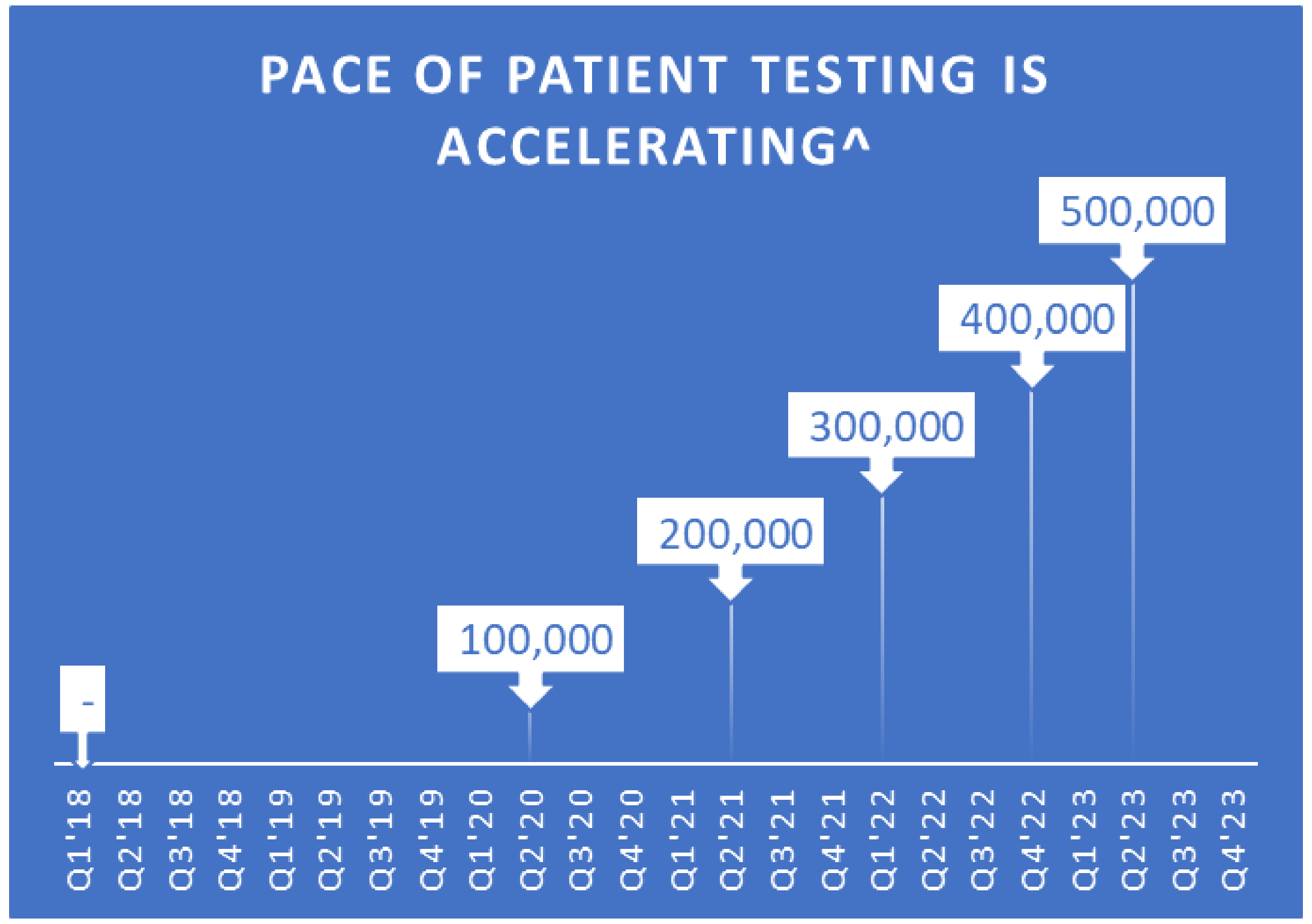
KAISER PERMANENTE

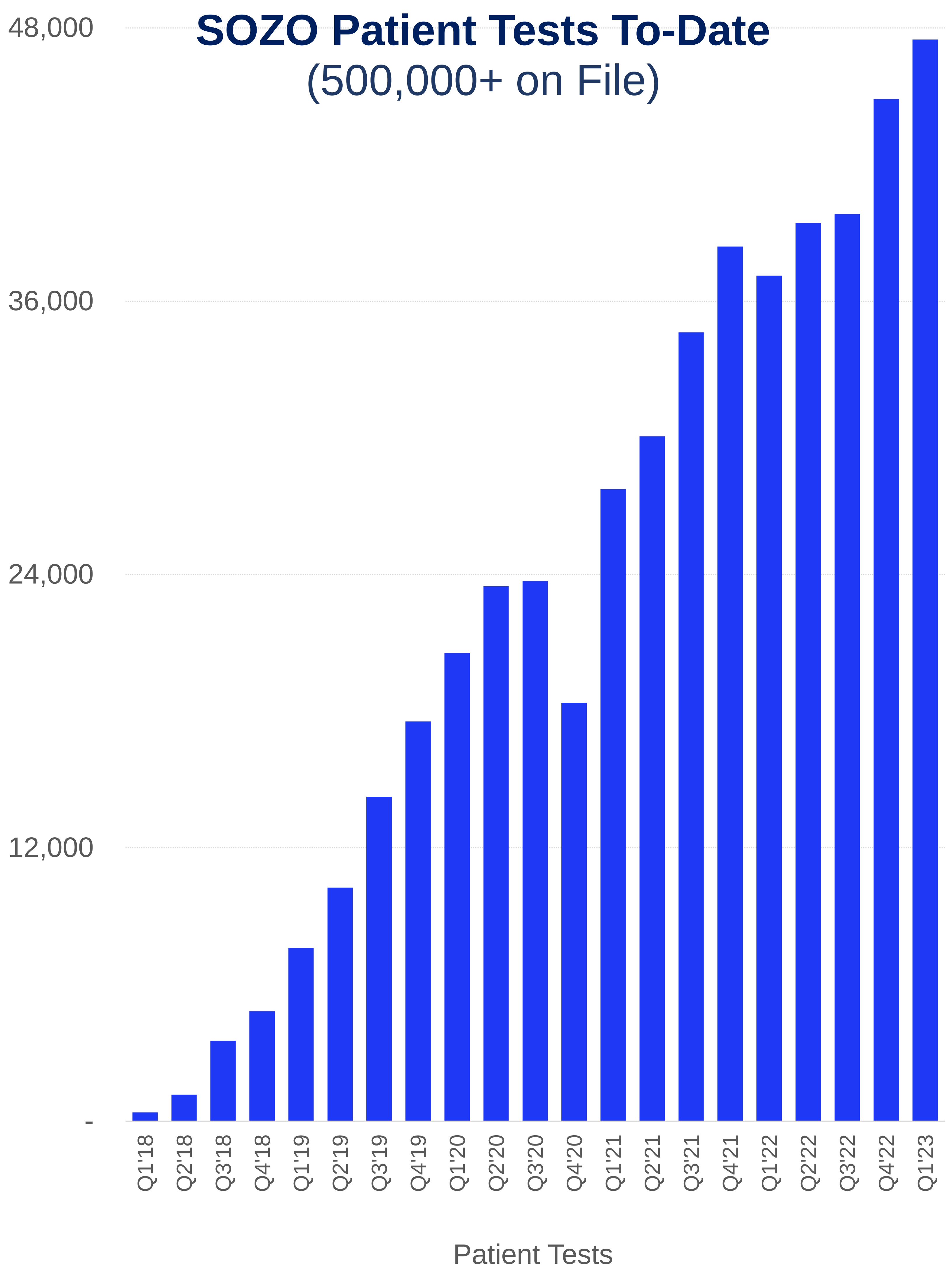
NSW GOVERNMENT Health

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

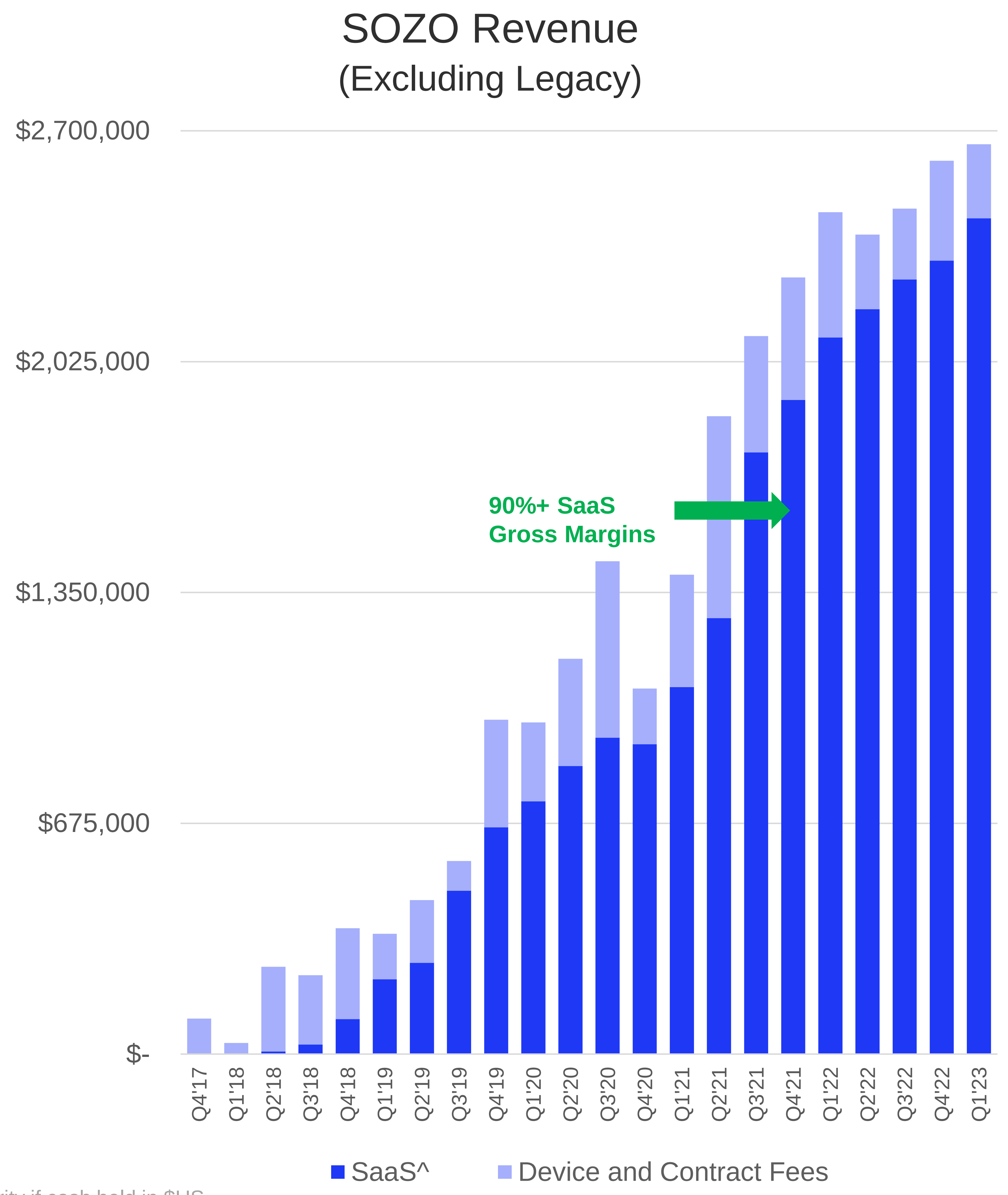
$34.9m
Cash Balance*

$9.9m
SOZO Revenue
FY22 +29% YOY
✓ RECORD YEAR

10+ Quarters
Operating Cashflow**

160,000+
SOZO Patient Tests
FY22 +23% YOY
✓ RECORD YEAR

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



* 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 if 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

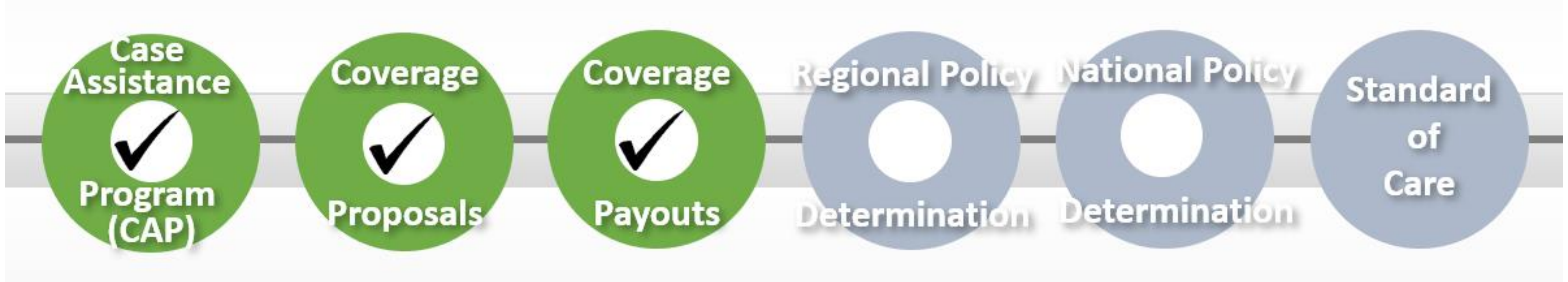
1. Private Payor Reimbursement / Coverage

- 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



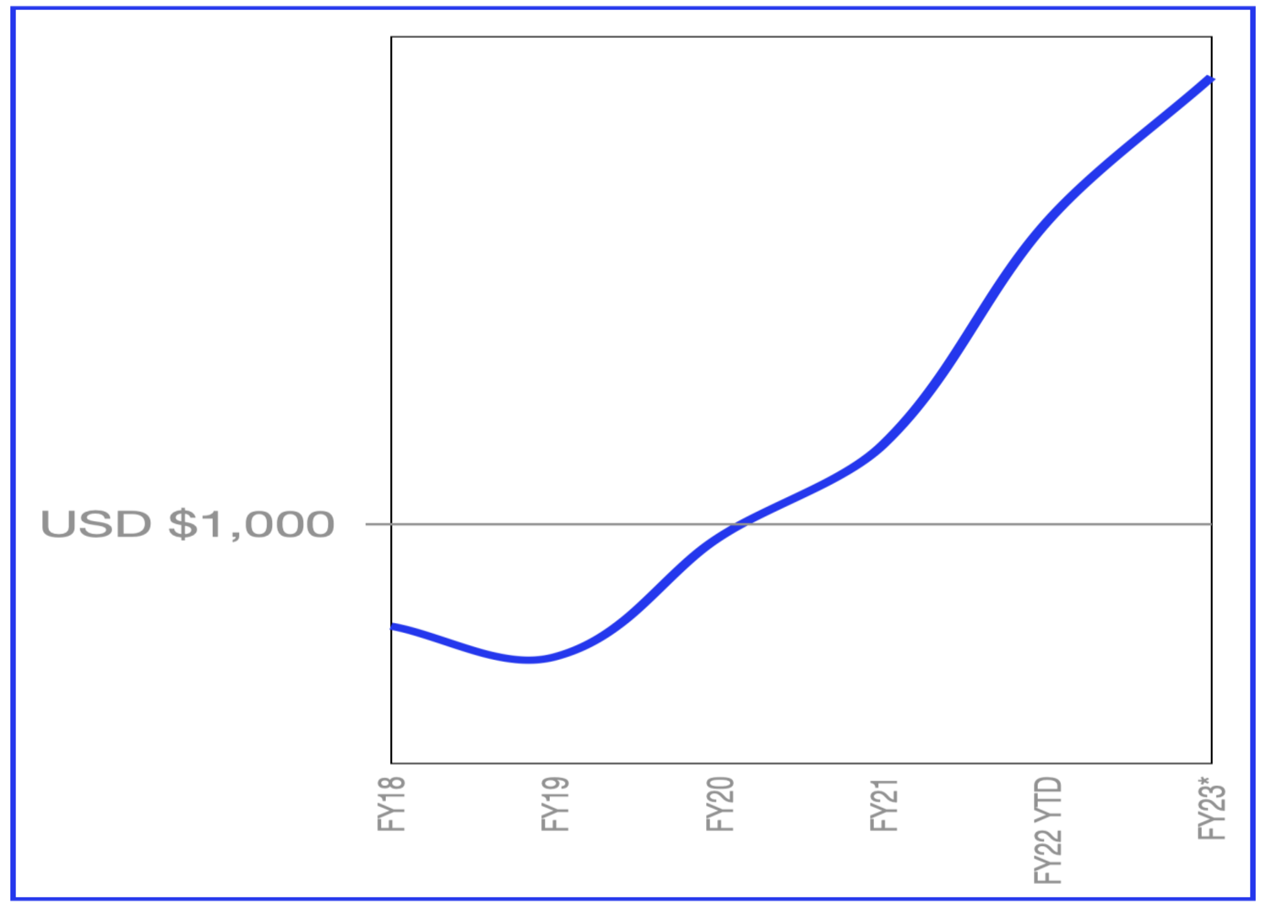
Increasing Monthly Revenue Rates

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

75%+ ↑

Average Monthly License Fees since launch of SOZO^



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

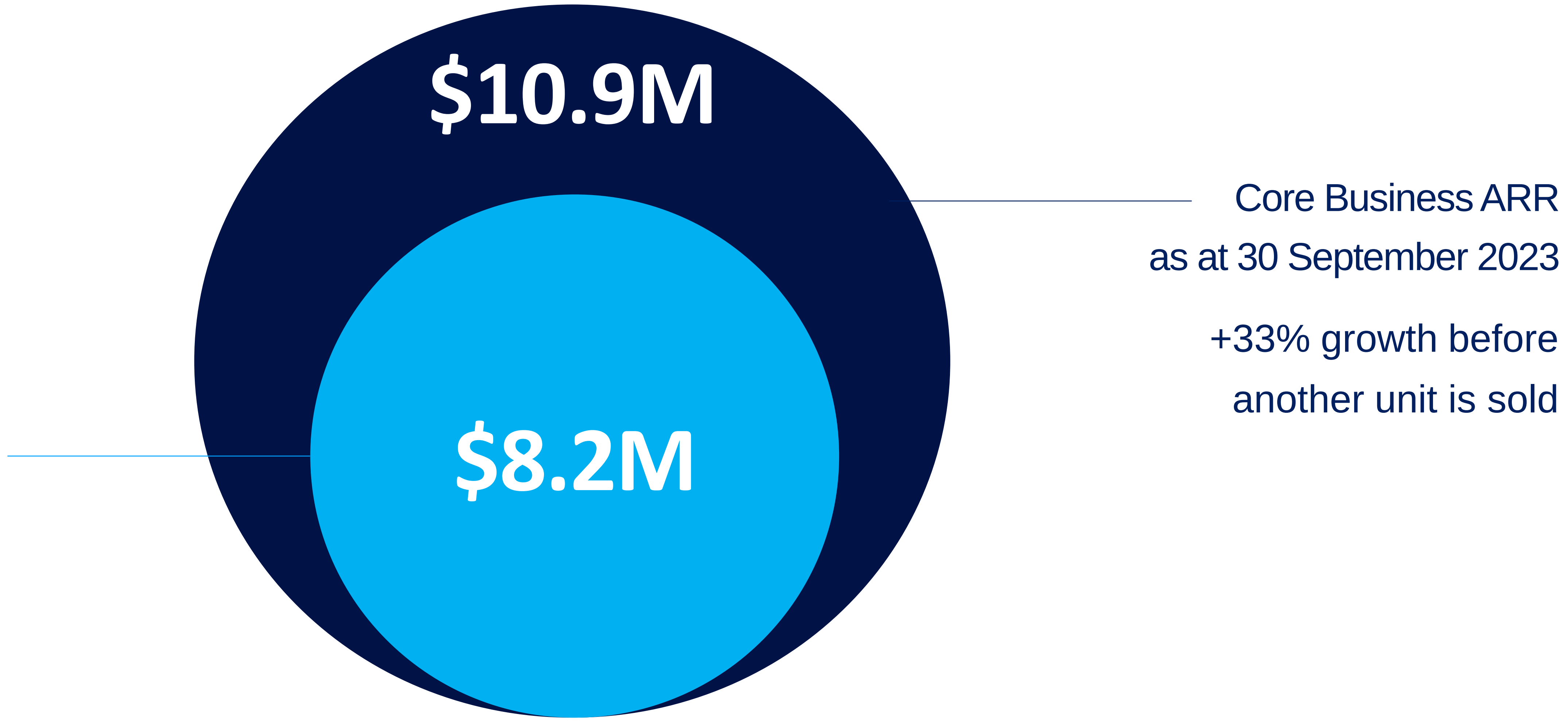
SOZO BUSINESS PERFORMANCE

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



38%+ ↑

Average Monthly License Fees on SOZO US renewals contracts in Q1 FY’23

33%+ ↑

Growth in ARR for 30 September 2023 before another SOZO unit sold impedimed

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

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

GenesisCare
KAISER PERMANENTE
City of Hope
Sutter Health
Ascension
MAYO CLINIC Cancer Center
UT Southwestern Medical Center
FRED HUTCH CURES START HERE
Seattle Cancer Care Alliance
AdvocateAuroraHealth
Trinity Health
BON SECOURS MERCY HEALTH
Memorial Sloan Kettering Cancer Center
UPMC University of Pittsburgh Medical Center
Dignity Health
Cleveland Clinic
NSW GOVERNMENT Health

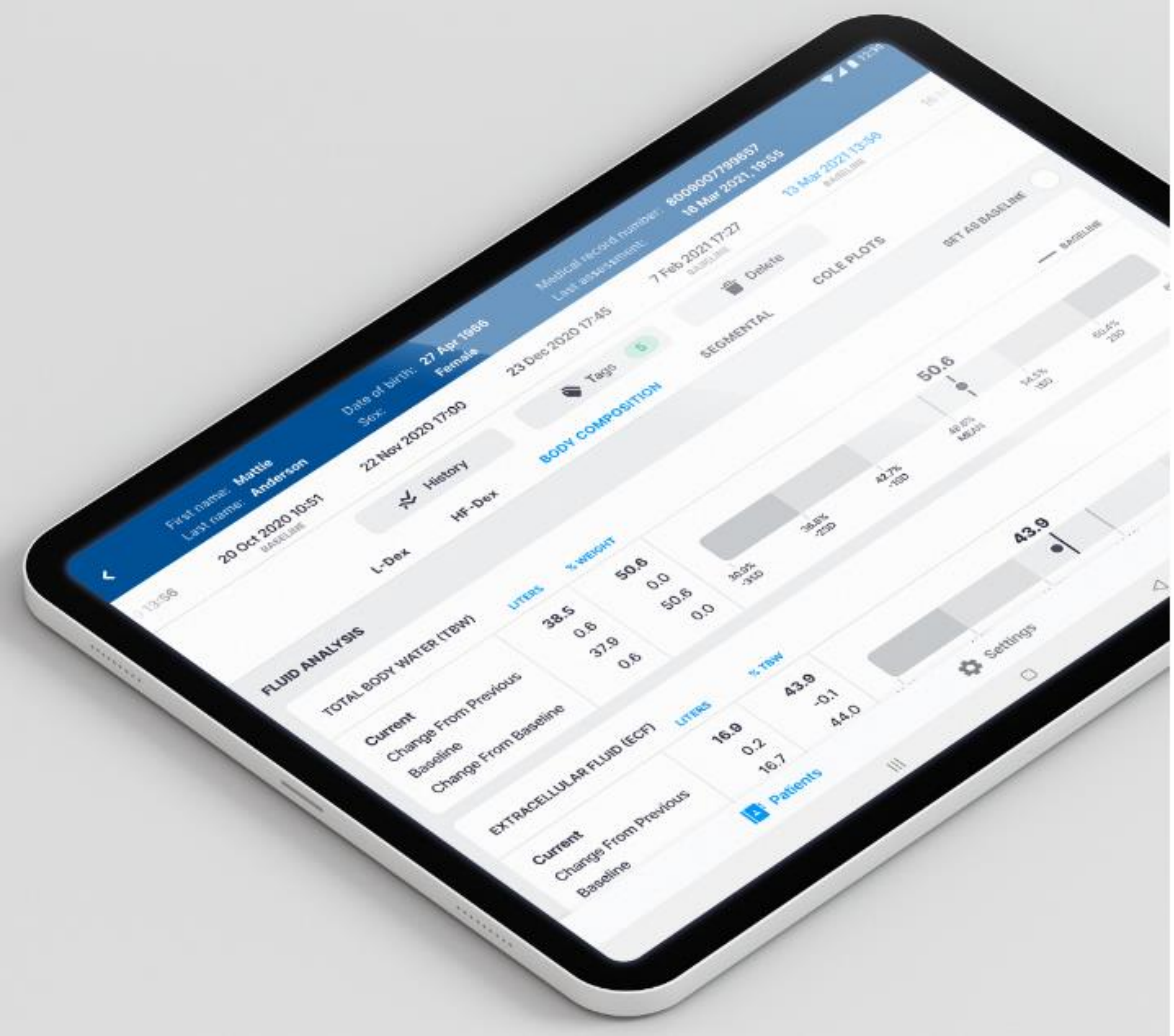
^ Based on data compiled from IQVIA Market Insights Reports and Definitive Healthcare.

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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