



8 March 2023

ASX ANNOUNCEMENT

A Message from ImpediMed's New CEO Rick Valencia

ImpediMed Limited (ASX:IPD), today provides a Company update from Rick Valencia, Managing Director and CEO:

Fellow Shareholders,

It has now been just on three months since I took over the CEO role at your Company, and I am pleased to take the opportunity to update you on our progress.

As you would expect, I have spent much of the past several weeks meeting with our Management and Sales teams, interacting with our Reimbursement team, as well as visiting many of the sites that are already SOZO[®] customers.

I am delighted to report that I am extremely encouraged by what I've experienced at ImpediMed in my initial period. I've found our management teams to comprise a group of high quality and motivated personnel, all working hard towards our focused objective of delivering strong growth and achieving cash flow break-even from our current resources.

I am also pleased with the strong progress we are making on both the sales and reimbursement front. It is clear that our customers highly value SOZO and we are experiencing increasing momentum in both our SOZO sales and reimbursement activities. I am looking forward to updating the market more fully in this regard at our next 4C Quarterly briefing next month.

In addition to focusing on achieving our growth targets, we continue to review our overall operational structures to ensure we operate as efficiently as possible. In this regard, we have decided to make the difficult decision to make the role of Chief Commercial Officer in Australia redundant. All of us at ImpediMed commend Mike Bassett for his dedication to the Company and are appreciative of his tremendous efforts over the past few years.

It is clear, though, that as our momentum is growing and our opportunities are getting larger, geographical proximity to our existing and prospective customer base, and regular face-to-face interaction with them, is a vital factor in securing large customer wins. It was therefore decided that it was impractical and too costly to seek to achieve this with the distance between the US and Australia. We will instead bolster our existing reimbursement, sales and medical affairs teams with US personnel to best position us to take advantage of the many opportunities immediately in front of us.

Upcoming 4C and Planned Roadshow in Australia

As mentioned, I am looking forward to updating the market more fully on our strong progress in both reimbursement and sales activities this current quarter. Shareholders are advised that we plan to announce our quarterly result earlier than usual this upcoming quarter, as I plan to visit Australia and meet with investors sometime around mid-April. We will conduct a 4C conference call briefing in conjunction with the 4C release, as well as undertaking the investor roadshow activities. We will advise of exact dates for the 4C release and roadshow visit once they are locked in.

In summary, I am excited by what I am seeing with our Company, and I look forward to speaking and meeting with many of you during my planned visit to Australia in April.

Sincerely,

Rick Valencia

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

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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.

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.