



31 July 2023

ASX ANNOUNCEMENT

FIVE ADDITIONAL POSITIVE MEDICAL POLICIES ACHIEVED

ImpediMed Limited (ASX:IPD) is pleased to announce the achievement of five (5) additional positive medical policies changes. At the time of the Company's Quarterly Appendix 4C conference call on Monday 24 July 2023, the Company stated that it had achieved seven (7) total policy changes and that an additional five (5) policy revisions were confirmed and pending. Those five (5) policy revisions have now occurred, bringing the total achieved to 12, including three (3) additional Blue Cross Blue Shield policies.

Key Points

- 12 positive medical policies now published in just over four (4) months since inclusion of SOZO and BIS in the NCCN Guidelines®.
- Positive medical policies led by Top 5 National Payor, Cigna Healthcare, and seven (7) Blue Cross Blue Shield policies.
- To date, the Company has achieved Critical Mass (>80% covered lives) in two (2) states, Michigan and Alabama.
- The additional coverage from these positive medical policies brings six (6) additional states close to Critical Mass, with two at ~78%.
- Critical Mass in a state is considered broad-based coverage for a region and accelerates the potential for broad uptake in SOZO system sales in those regions.

Reimbursement Strategy

- The first national Payor announced in July 2023 was a major milestone towards gaining broad national coverage.
- The first national Payor and these additional five (5) policies continue the domino effect we expect to see in the coming weeks and months.
- The Company projects nearly 50% of Private Payors to publish coverage by the end of the calendar year 2023 and nearly all Private Payors to publish coverage by the end of the fiscal year 2024.¹
- With the momentum of payor updates continuing to build, the Company will provide further updates on reimbursement progress as additional, material positive medical policies changes occur.

Commenting on the additional Private Payor policies and the Company's commercial progress, ImpediMed Managing Director and Chief Executive Officer, Richard Valencia, said, "We are very pleased with the continued domino effect that is occurring with Private Payor policies, which are occurring well within our stated timelines. We continue to approach Critical Mass in numerous states, which unlocks the power of our customers' ROI models and is expected to lead to an acceleration of SOZO system sales in those regions".

Approved for release by the Managing Director & CEO, Richard Valencia.

¹ Projected timing based on a combination of direct correspondence from private payors to ImpediMed or to our provider partners, as well as publicly available BIS medical policy publishing updates.



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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 the SOZO® Digital Health Platform, which is FDA-cleared, CE-marked, and ARTG-listed for multiple indications, including lymphoedema, heart failure, and protein calorie malnutrition and sold in select markets globally.

In March 2023, the NCCN Clinical Practice Guidelines In Oncology (NCCN Guidelines®) for Survivorship were updated and reference bioimpedance spectroscopy as the recommended objective tool to screen at-risk cancer patients for early signs of lymphoedema. With the SOZO Digital Health Platform and L-Dex®, ImpediMed is the only company to offer FDA-cleared technology that uses bioimpedance spectroscopy for the clinical assessment of lymphoedema. The connected digital health platform and large, attractive cancer-related lymphoedema market present an opportunity for continued strong growth through ImpediMed's SaaS subscription-based business.

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.