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Companies Announcements Office
Australian Securities Exchange

Investor Presentation

ImpediMed Limited (ASX:IPD) releases the attached presentation to be delivered to investors and analysts today.

Approved for release by the Board of ImpediMed Limited.

For more information, contact Leanne Ralph, Company Secretary, at leanne.ralph@bellev.com.au

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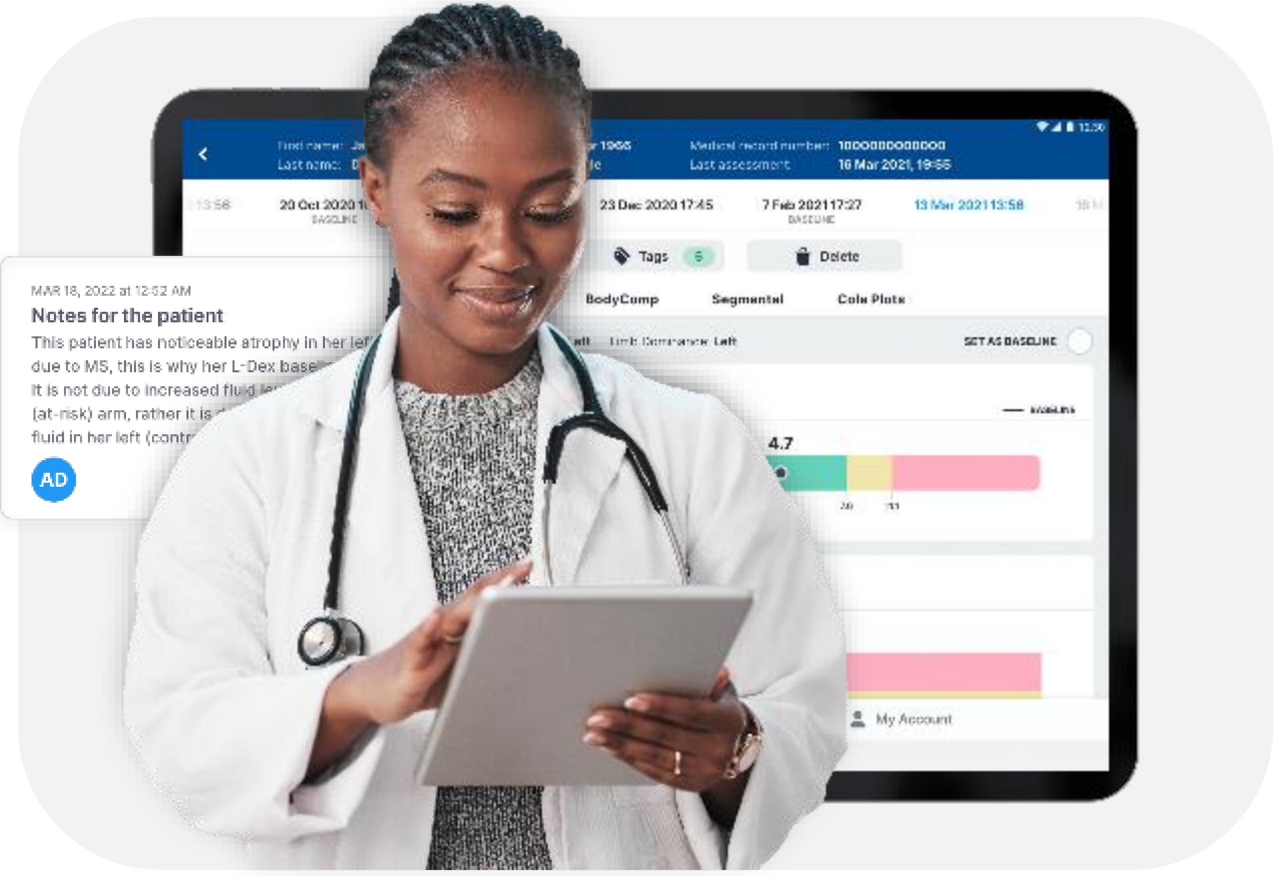
Investor presentation

FY24 Full Year Results

August 2024



Forward Looking Statements

This presentation contains or may contain forward-looking statements that are based on ImpediMed Limited (ImpediMed) 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. Any forward-looking statements, including projections, guidance on future revenues, earnings and estimates, are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance.

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Our mission

To improve patient outcomes by setting new standards of care in fluid and body composition management.

ImpediMed: market leader in BIS

ImpediMed offers bioimpedance spectroscopy (BIS) to assess and monitor the fluid status and tissue composition in patients.

Our primary focus is breast cancer-related lymphoedema (BCRL), to reduce its devastating quality-of-life burden and avoidable healthcare costs.

Our SOZO® Digital Health Platform using L-Dex® is the only BIS technology that is FDA-cleared and sets the market standards in the detection and management of BCRL.

Agenda

- FY24 highlights
- Financials
- Strategy and outlook

FY24 highlights

Core business revenue and ARR improving, overall revenues down due to cessation of Astra Zeneca clinical trial

FY24 Full-Year Results

Total revenue[1]	SOZO Core Business[2] revenue	SOZO Core Business ARR	Number of patient tests conducted
$10.3 million	$9.7 million	$11.0 million	250,000
▼ 9% vs FY23	▲ 14% vs FY23	▲ 18% vs FY23	▲ 18% vs FY23

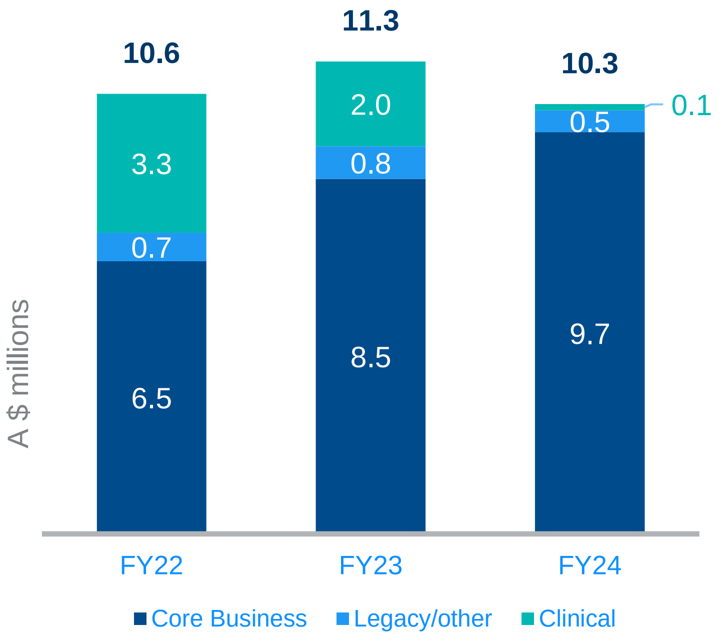
# SOZO units sold globally	SOZO Core Business TCV	Gross profit margin	Cash balance at close of FY24
113	$9.4 million	87%	$24.6 million
▼ 16% vs FY23	▼ 29% vs FY23	▲ 1% vs FY23	

1.Clinical revenues (AstraZeneca) declined $1.9M from FY23

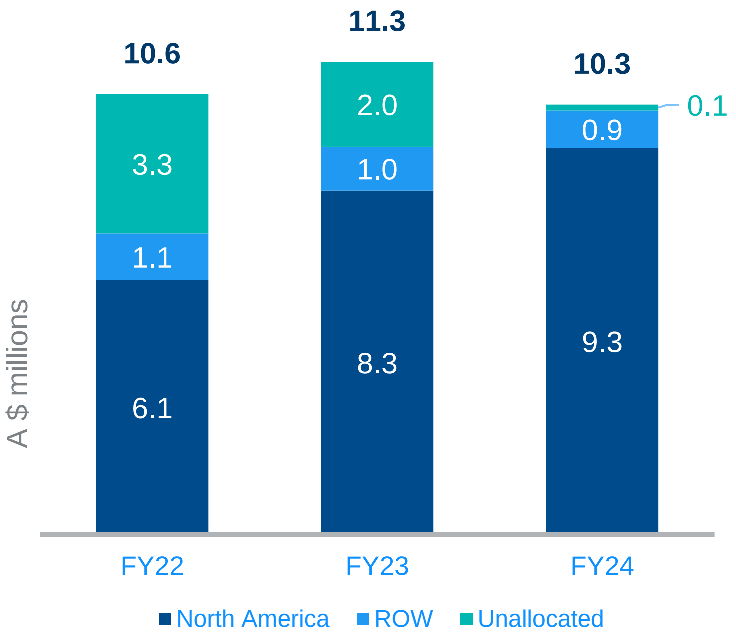
2.SOZO Core Business represents revenue from SOZO contracts in the Oncology/Lymphoedema market and excludes SOZO clinical business and legacy device/other revenues.

SOZO Core Business growth driven by US up 14%

Global revenue by category



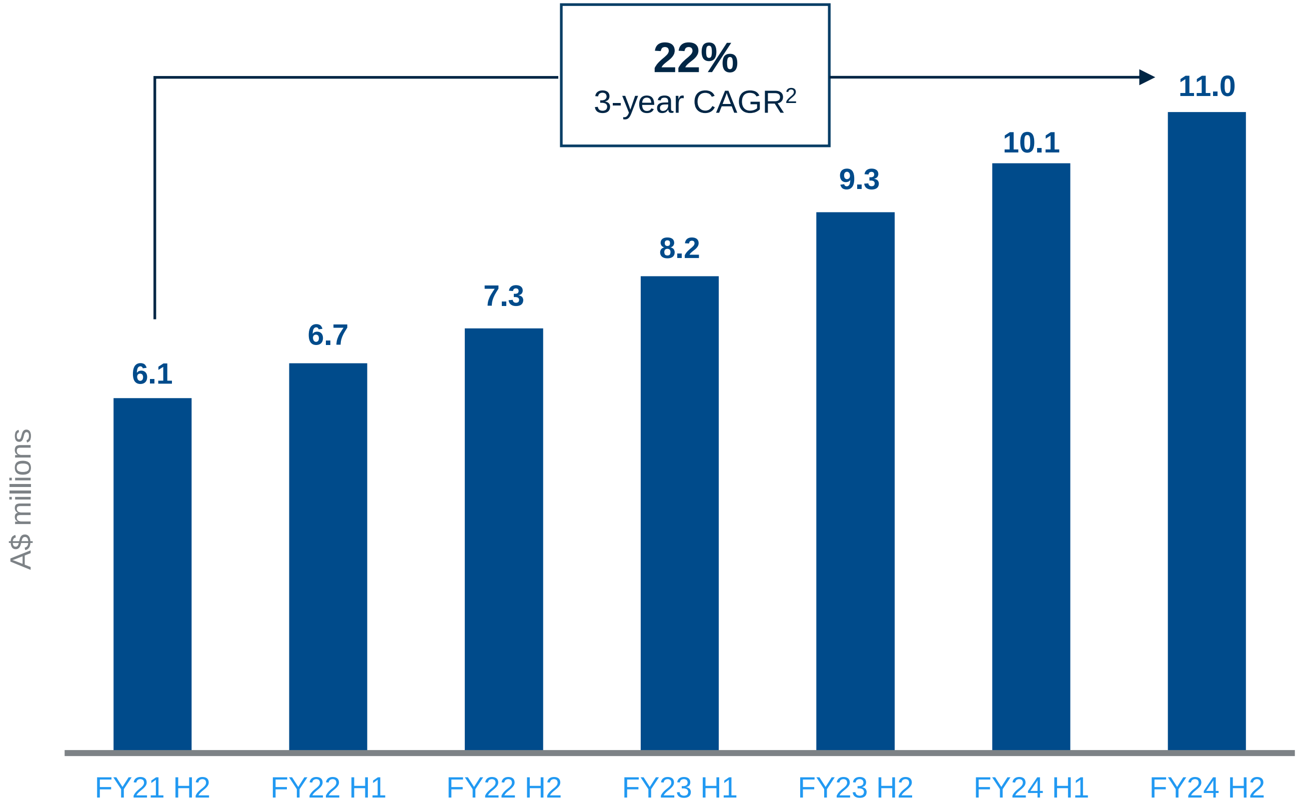
Global revenue by geography



- FY24 SOZO Core Business revenue up 14% vs. FY23.
- US business 90% of revenue.

ARR is up 18% vs. FY23, and continues to show long term growth

SOZO Core Business ARR[1]

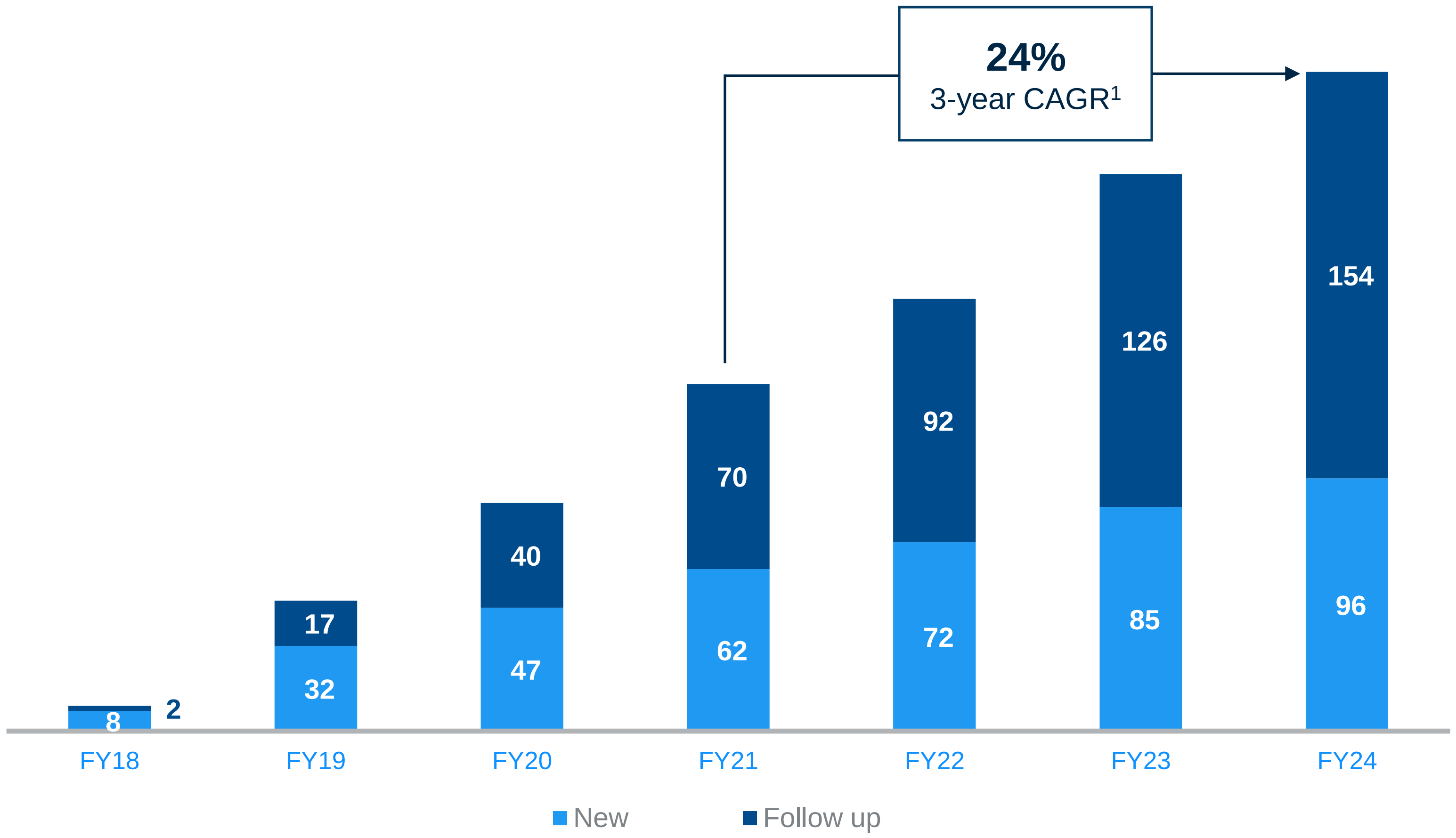


- ARR up 18% vs. FY23 ($9.3m)

1. Annual Recurring Revenue (ARR) represents the amount of revenue reasonably expected to be recognised for the next 12-month period based on existing contracts, assuming installation upon sale and no churn. The amounts shown are as reported. The exchange rate used for FY24 H2 ARR calculation was 0.66699 (2023: 0.66387).
2. Compound Annual Growth Rate.

Patient testing grew 24% as a 3-year CAGR

SOZO patient tests (000s)



- 18% growth vs. FY23
- An important driver of renewals

1.Compound Annual Growth Rate (based on annual totals).

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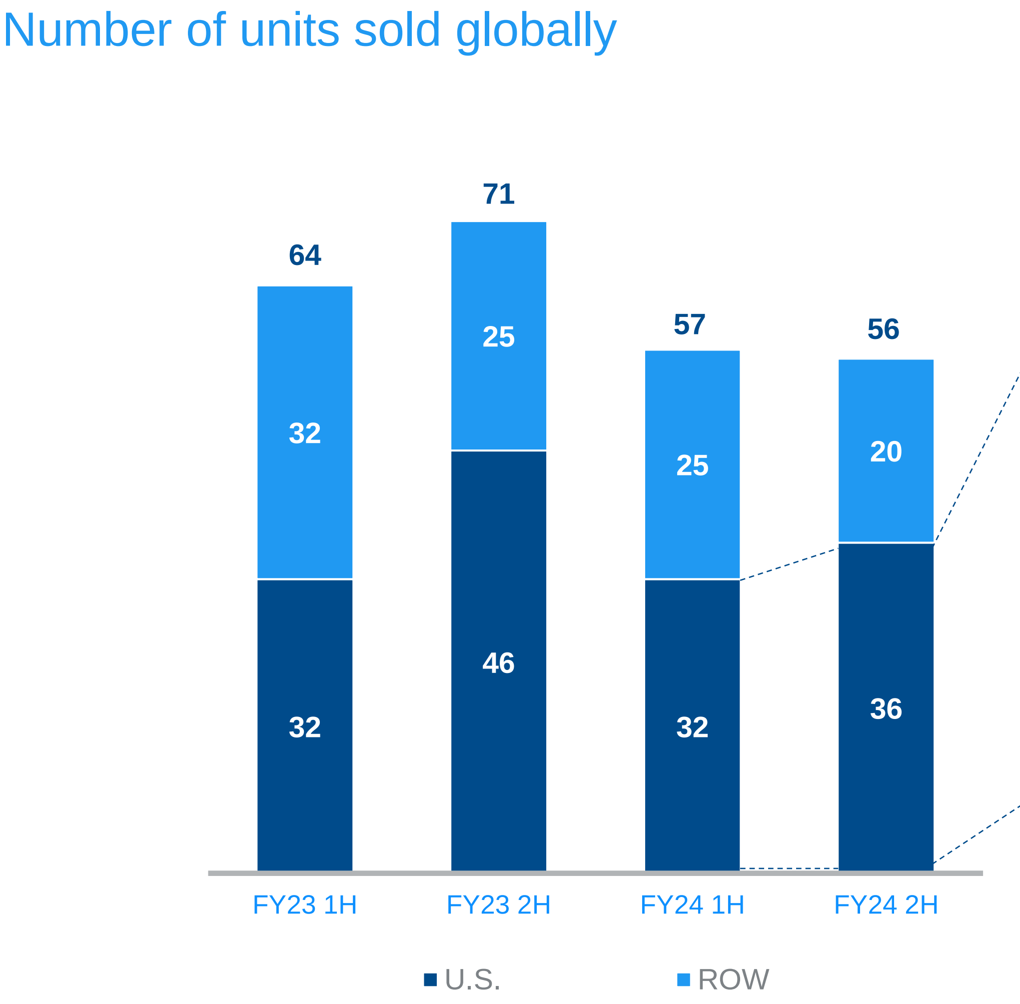
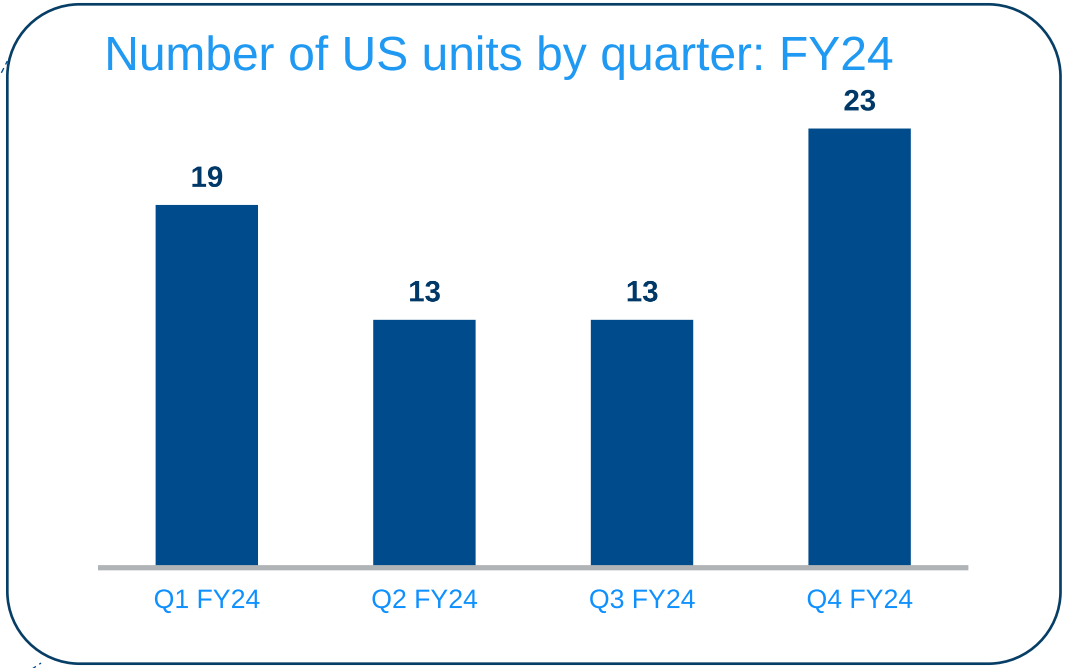
FY24 unit sales down 16% on FY23, with growth emerging in Q4 in key US market

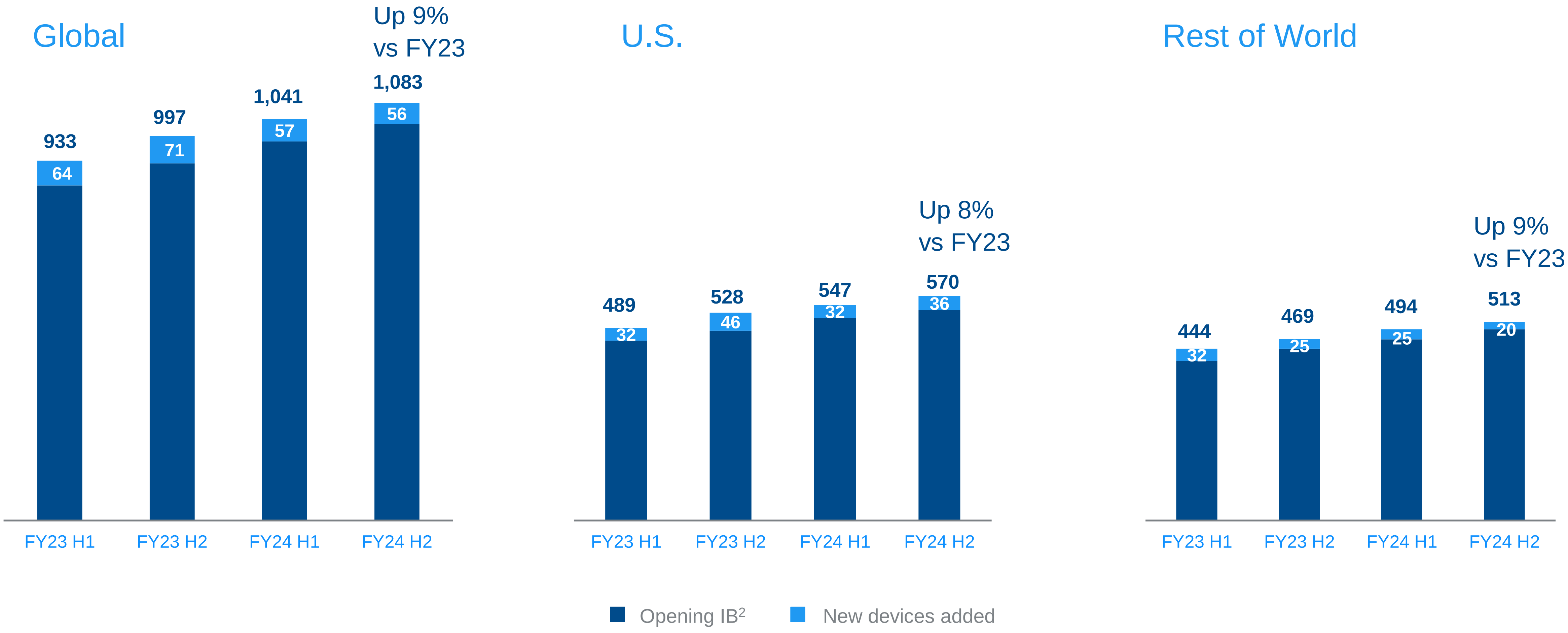




- Renewed commercial strategy with focus on US key states and accounts
- Encouraging growth in leads and reduction in sales lead time

Global installed base grew 9% versus FY23

Installed base units[1]



1.Review of installed base underway.

2.Net of churn in current quarter (FY24 global churn <3%.) Churn = .[Number of devices cancelled or not renewed in the period] / [Average cumulative device placements in the period].

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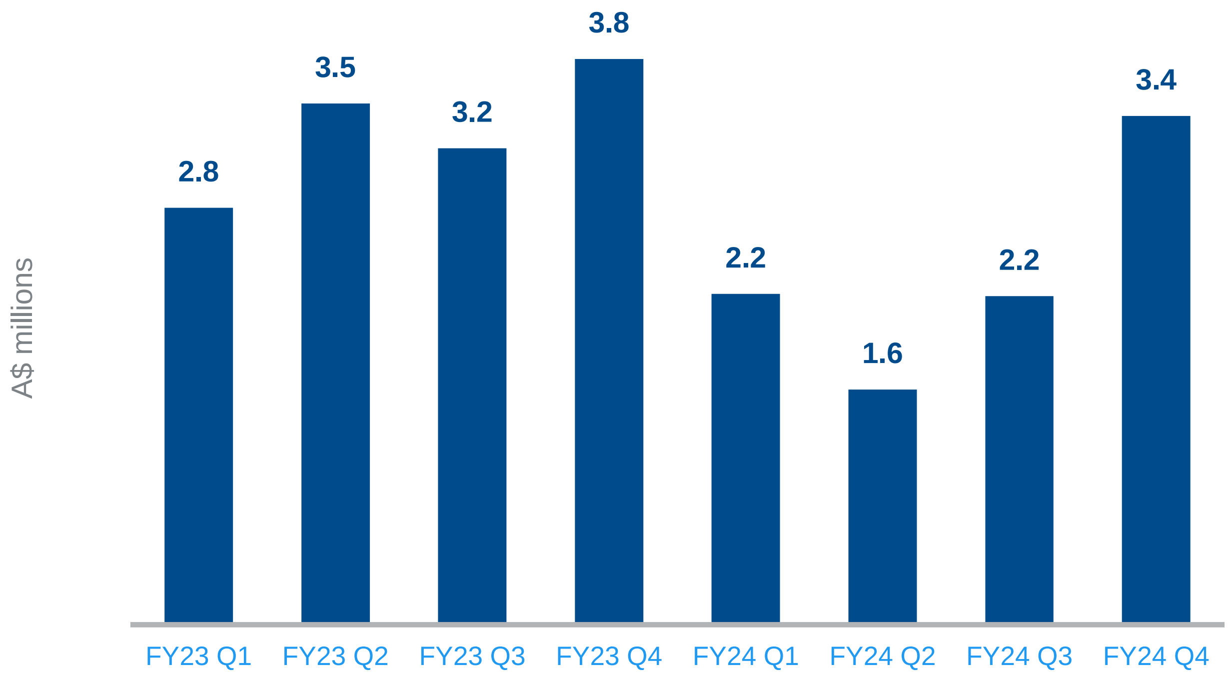
We are gaining momentum with a return to growth in TCV

SOZO Core Business Quarterly Total Contract Value (TCV[1])



- Focus on commercial execution with urgency
- **Gaining momentum**

1. Total Contracted Value (TCV) includes any consideration for the sale of SOZO units as well as the total licence fees for the duration of the signed contracts. Typically, these contracts are for a period of three years.

Financials

P&L – FY24

$million

	FY24	FY23	Change $m		
SOZO core business revenue	9.7	8.5	▲	1.2	14%
Legacy/other revenue	0.5	0.8	▼	(0.3)	-38%
Clinical revenue	0.1	2.0	▼	(1.9)	-95%
Total revenue	**10.3**	**11.3**	▼	**(1.0)**	**-9%**
Gross profit	9.0	9.8	▼	(0.8)	-8%
	87.3%	86.4%			
Operating expenses	(33.0)	(32.7)	▲	(0.3)	1%
Other income	2.8	1.6	▲	1.2	75%
Finance income - net	1.4	0.8	▲	0.6	75%
Operating loss before tax	**(19.8)**	**(20.5)**	▼	**0.7**	**-3%**

- Total revenue down $1.0 million or 9% vs FY23 due to loss of clinical revenue.
- SOZO Core Business revenue up $1.2 million or 14% vs FY23.
- Gross margin 87.3%, up from 86.4% in FY23.
- Operating expenses up $0.3 million vs FY23. FY24 operating expenses include $2.1 million in severance payments (FY23: $2.8 million).
- Other income up $1.2 million driven by non-recurring U.S. Government grant of $1.9 million offset by a lower Australian R&D tax incentive credit of $0.7 million due to lower R&D expenditure.
- Finance income up $0.6 million driven by higher interest income.

Cash flow closely managed through cost efficiencies, primarily staffing

$million

	FY24	FY23	Change
Net cash (used in) operating activities	(17.8)	(18.0)	0.2
Net cash (used in) investing activities	(3.1)	(6.0)	2.9
Net cash (used in)/provided by financing activities	(0.5)	27.9	(28.4)
Net (decrease) / increase in cash	**(21.4)**	**3.9**	**(25.3)**
Net foreign exchange differences	0.3	1.1	(0.8)
Cash at the beginning of the financial year	45.7	40.7	5.0
Cash at the end of the financial year	**24.6**	**45.7**	**(21.1)**

- Net cash used in operating activities of $17.8 million includes:
  - Cash receipts from customers of $11.5 million (FY23: $11.5 million)
  - $3.4 million in government grants/tax incentives (FY23: $1.7 million)
  - $2.0 million in severance payments.
- Cash used in investing activities is lower primarily related to lower expenditure on the development of SOZO.
- At 30 June 2024, ImpediMed had total cash balance of $24.6 million enabling the Company to accelerate its growth trajectory.
- FY25 cash expenditure forecast to be 10% lower vs. FY24[1] mainly as the net result of adjustments to headcount and salaries, net of investment in customer facing roles.

1. After allowing for one-off costs and other normalisation adjustments

Strategy and outlook

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Building a sustainable business

- New Executive Team and new Board
- Commercial focus on lead generation and conversion for targeted US BCRL customers
- Prioritize key US states – high reimbursement, high population
- More efficient cost management
- Building a pathway to future growth

Immediate priority is focused sales, marketing and clinical execution in US BCRL opportunity

ImpediMed 12-month priorities with new Board and Executive Team

Next 12 months: Execute towards break even ***July 2025***

GOAL 1

US BCRL sales execution

GOAL 2

World-class customer experience

- Continued focus on sales execution with urgency
- Execute on discussions with large IDNs and Academic Medical Centers[1] on system-wide implementation
- Support LPP implementation and patient utilisation
- Deliver actionable insights at the point of care
- Continued progress to towards payor coverage target 85%

GOAL 3

Progress to Break even

- More efficient cost management - 10% reduction to FY 2024

Next 1-2 years: Building a pathway to future growth

GOAL 4

Expand reach in oncology

- Leg lymphoedema and body composition

GOAL 5

Develop new markets

- Rest of world Go-to-Market strategy
- New market opportunities

Ensure everything we do is underpinned by quality and integrity

1. Including NCCN Centers

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Focus for FY25

- Our priority is to support clinicians to provide top-tier guideline driven care to prevent breast cancer-related lymphoedema. SOZO is both an investment in patient outcomes and a financially sustainable decision, where tests are reimbursed.

- Positive momentum is continuing into Q1 FY25:
  - Encouraging growth in sales and lead generation with 14 conferences scheduled
  - Additional NCCN center purchased SOZO devices, resulting in 23 of 33 NCCN centers with SOZO

- We will continue to focus on executing the renewed strategy:
  - Capture the valuable BCRL market opportunity in the US
  - Build the pathway to future growth

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