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Companies Announcements Office
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Q4 FY25 sales and growth capital facility update

ImpediMed Limited (ASX: IPD) (**ImpediMed**) is pleased to announce that it has achieved a significant increase in US sales in Q4 FY25. The increase, as forecast in the Q3 FY25 Quarterly Activities Report, qualifies the ImpediMed for the additional Tranche 2 funding of US\$5.0 million under the capital growth facility with SWK Funding LLC.

Sales update

US sales for Q4 FY25 totalled 44 units, an increase of 22 units (100%) compared with the 22 units sold in Q3 FY25 and an increase of 21 units (91%) compared with the 23 units sold in Q4 FY24. Together with the quarterly renewals, Total Contract Value¹ for Q4 FY25 was a record at A\$6.3m, up 29% compared with \$A4.9m in Q3 FY25. This result represents the highest ever quarterly TCV recorded by ImpediMed.

Over the last year, ImpediMed has seen a significant increase in leads and opportunities resulting from the initiatives implemented under the new leadership team. ImpediMed is now seeing the impact of the initiatives, guidelines, payor coverage and the dedicated efforts of the team, as these leads and opportunities convert to sales. ImpediMed is working towards achieving a similar level of sales in Q1 FY26, with improvement in subsequent quarters as the pipeline matures and additional internal initiatives take effect.

Included in the US unit sales for the quarter was a 9-unit contract with Legacy Health, a six-hospital health system serving the Portland, Oregon and Vancouver, Washington metro areas. Legacy Health also operates over 70 primary care, specialty, and urgent care clinics, and employs more than 14,000 staff, including nearly 3,000 healthcare providers.

Legacy Health is committed to innovation and improving health outcomes. In alignment with this mission, the organisation is implementing a lymphoedema prevention program using the SOZO® Digital Health Platform as part of its comprehensive cancer survivorship strategy.

“Legacy Health is deeply committed to improving patient outcomes across the cancer care continuum,” said Dr Nathalie Johnson, Medical Director of the Legacy Cancer Institute and the Legacy Breast Health Centres. “We recognise that survivorship extends beyond physical recovery to include the emotional and social well-being of individuals living with and beyond cancer. Our survivorship program is designed to provide comprehensive, ongoing care and support that addresses these broader needs.”

¹ Total Contracted Value (TCV) relates to new and renewed contracts and 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.

Dr Johnson added "Lymphoedema significantly affects quality of life for many cancer survivors, and its prevention is both meaningful and achievable. By introducing prospective lymphoedema screening, we are empowering patients to take proactive control from the beginning of their cancer journey - an approach that aligns with our survivorship focus. The SOZO system equips us with the tools needed to implement a robust, evidence-based lymphoedema prevention program, supporting enhanced survivorship."

Additional financial and operational information will be provided with the Q4 FY25 Quarterly Activities Report and Appendix 4C, which is expected to be released on 31 July 2025 when ImpediMed will host an investor conference call. Conference call details will be provided closer to that date.

Capital growth facility update

On February 6, 2025, ImpediMed announced it had executed an agreement for a 5-year US\$15 million growth capital debt facility with SWK Funding LLC, a specialist finance company with a specific global healthcare sector focus.

The \$US15m facility comprised two Tranches:

- Tranche 1: US\$10 million available immediately; and
- Tranche 2: US\$5 million available, if ImpediMed meets prescribed FY25 sales targets and elects to draw on the facility.

ImpediMed is pleased to announce that it has met the prescribed FY25 sales targets and has elected to exercise the option to draw down the Tranche 2 funds of US\$5 million. As a result of qualifying for the Tranche 2 funds, the interest only period is increased from 24 months to 36 months.

Funds raised from the facility provide ImpediMed with funding flexibility and will be used to support growth and commercialisation activities as it executes on the opportunity and its path to profitability.

Christine Emmanuel-Donnelly, Chair of ImpediMed said "When ImpediMed initiated the SWK capital growth facility, we were confident ImpediMed had established a robust foundation for future growth, and we are now beginning to see the results of the hard work of the ImpediMed team. The Board has exercised the option to draw down Tranche 2 of the facility to continue to limit equity dilution while providing the capital certainty to scale the business and fully capitalise on the significant opportunities at hand. We are now better positioned than ever to achieve our long-term goals and create significant value for our shareholders."

Dr Parmjot Bains, CEO and Managing Director of ImpediMed said "We are pleased to see the hard work of the team starting to come to fruition. There were many positives in the quarter including the number of units as well as the depth and breadth of accounts and partnering with quality institutions like Legacy Health. We remain focused on executing our business plan and have built a strong pipeline that we are starting to convert. We expect to continue seeing improving results for the coming financial year".

Approved for release by the Board of ImpediMed Limited.

For more information, contact ImpediMed Investor Relations at investorrelations@impedimed.com.

About ImpediMed

Founded in 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 2024, the NCCN Clinical Practice Guidelines in Oncology (NCCN Guidelines®) for Survivorship continue to 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 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.

While management has prepared this information based on its current knowledge and understanding and in good faith, there are risks and uncertainties involved which could cause actual results to differ from projections. You should not place undue reliance on forward-looking statements which speak only as of the date when made. Except as required by law, 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 and no representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including ImpediMed).