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Companies Announcements Office  
Australian Securities Exchange

### **Presentation – Bell Potter Conference**

ImpediMed Limited (ASX:IPD) releases the attached presentation to be delivered today at the Bell Potter Conference.

**Approved for release by Dr Parmjot Bains, Managing Director and CEO of ImpediMed Limited.**

For more information, contact Leanne Ralph, Company Secretary, at [leanne.ralph@bellev.com.au](mailto:leanne.ralph@bellev.com.au)

**impedimed®**

ImpediMed Limited

# Forging a new Standard of Care

Bell Potter Conference, 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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# Agenda

## ImpediMed – Forging a new standard of care

- » Platform Technology with multiple applications
- » Strategy - Focus on accelerating sales and controlling costs
- » First Application - Breast Cancer Related Lymphoedema
- » New Team to execute - New Board & New Executive Team
- » Financials - Key Metrics & Q1 FY25 Results
- » Value Proposition

# Platform Technology

## SOZO® Digital HealthPlatform

### One device - Multiple FDA cleared applications

- Lymphoedema – FDA clearance, CE Mark
- Body composition – FDA clearance, CE Mark
- Heart failure – FDA clearance, CE Mark
- Protein calorie malnutrition – FDA clearance, CE Mark
- Renal Failure – CE Mark

### Single measurement - Multiple outputs

- L-Dex® lymphoedema analysis
- HF-Dex® heart failure analysis
- Body Comp™
- Hy-Dex® hydration analysis

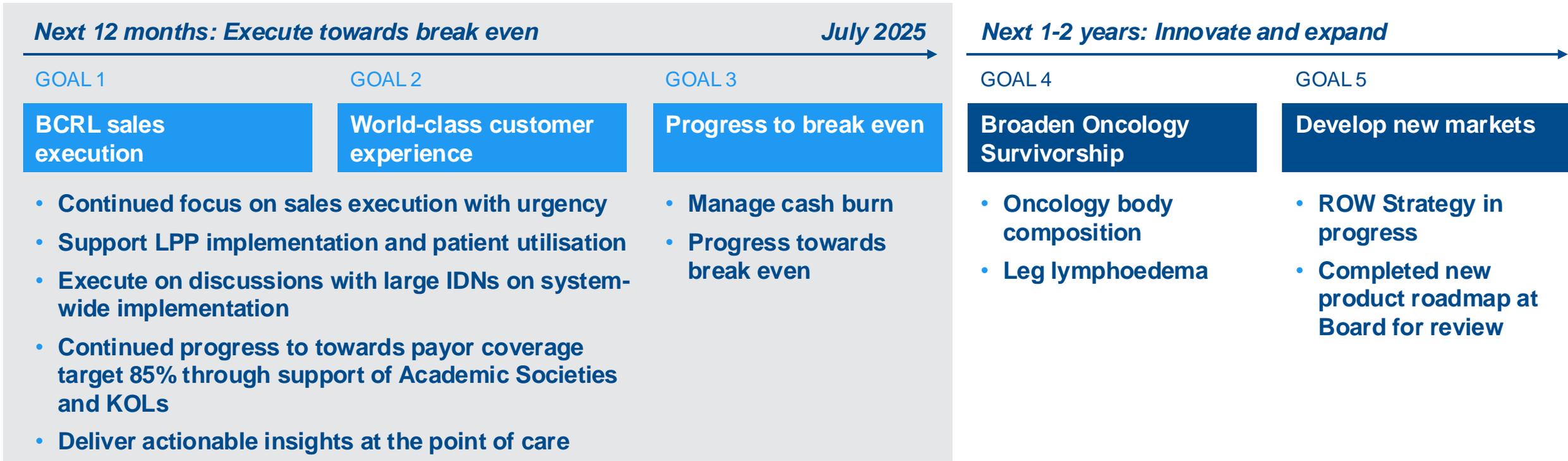
**Initial Focus: Breast Cancer Related Lymphoedema (BCRL)**



# Immediate strategy

Execute to breakeven with a focus of sales, marketing and clinical execution in BCRL

## 12-Month Priorities

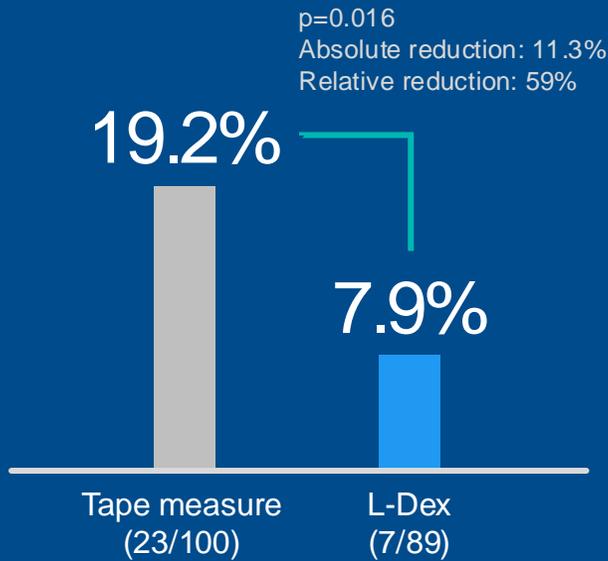


Ensure everything we do is underpinned by quality and integrity

# SOZO BIS: All elements in place to forge the new Standard of Care

## Positive Global Clinical Trial

1200 patient trial: Statistically Significant Lower Progression to Chronic Lymphoedema<sup>1</sup>



\$600m  
BCRL TAM

FDA cleared

1mil patient tests  
conducted

1,000 Devices  
deployed globally

## Widespread & Increasing US Payor Coverage

- 23 US States now at Critical Mass (>80% covered lives)
- 255m Covered Lives across the US
- 73% US population now covered

## Multiple Guidelines and Standards Support Early Detection

BIS in updated  
NAPBC Standards



NCCN



PREVENT trial: n=1,200 10 US and international centers including Vanderbilt University, Mayo Clinic and MD Anderson

# Forging a new standard of care for Breast Cancer Survivorship



## 4M+

- US breast cancer survivors<sup>1</sup>

310k Newly diagnosed US breast cancer patients every year<sup>1</sup>

## 82%

Breast cancer patients are at risk of arm lymphedema due to their treatment over their 5-year survivorship journey<sup>5</sup>

- Lymph node surgery
- Radiation therapy
- Taxane-based chemotherapy

## 1 in 5

Breast cancer patients will develop lymphedema<sup>2</sup> resulting in

- Isolation and depression<sup>3</sup>
- Hospitalisation risk<sup>4</sup>
- Economic burden<sup>4</sup>

### Preventing Breast Cancer-Related Lymphedema

## 92%

Of patients did not progress to chronic lymphedema with early detection using L-Dex and intervention through 3 years<sup>6</sup>

1. Breast Cancer.org 2024 American Cancer Society, Inc.  
2. Gillespie TC, et al. Breast cancer-related lymphedema: risk factors, precautionary measures, and treatments. *Gland Surg.* 2018 Aug; doi: 10.21037/gs.2017.11.04.  
3. Teo I, et al. Examining pain, body image, and depressive symptoms in patients with lymphedema secondary to breast cancer. *Psychooncology.* 2015 Nov;24(11): 1377-83. Doi:10.1002/pon.3745. Epub 2015 Jan 20. PMID: 25601235.  
4. Dean LT, et al. "It still affects our economic situation." A long-term economic burden of breast cancer and lymphedema. *Supp Care Canc* 2017; <https://doi.org/10.1007/s00520-018-4418-4>.  
5. American Cancer Society. *Cancer Treatment & Survivorship Facts & Figures 2019-2021.* Atlanta: American Cancer Society; 2019.  
6. Ridner SH, et al. A Comparison of Bioimpedance Spectroscopy or Tape Measure Triggered Compression Intervention in Chronic Breast Cancer Lymphedema Prevention. *Lymphatic Research and Biology* 2022.

# SOZO BCRL: Replaces time consuming SOC with early, objective & fast detection for Breast Cancer Related Lymphoedema

Current Standard of Care (SOC)  
Subjective or Time-Consuming

Examination



Volume



Optical Scanning



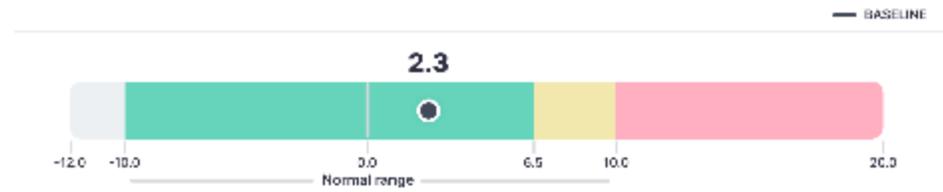
Lymphography



Bioimpedance Spectroscopy (BIS) – FDA-cleared, Clinically Validated, Guideline Supported, Reimbursed, Early, Objective & Fast Detection



L-Dex Score



Captures Sub-Clinical, Stage 0 lymphedema that can be treated

Stage 0, Subclinical	Stage 1, Pitting Oedema	Stage 2, Irreversible	Stage 3, Elephantiasis
100% resolution	88% resolution	0% Resolution	0% Resolution

# ImpediMed Board – New Team with Global Experience

- ✓ Governance
- ✓ Project delivery
- ✓ Culture
- ✓ Performance

## Non-Executive Directors



**Christine Emmanuel-Donnelly**  
**Non-Executive Chair**

- Appointed 28 September 2023.
- 30 years in IP expertise through commercialisation and strategic in-house intellectual property roles.
- 4+ years in Board / healthcare governance experience.



**Janelle Delaney**  
**Non-Executive Director**

- Appointed 28 September 2023.
- 30 years of project management and execution at IBM, with responsibility for the quality of delivery across Asia Pacific's portfolio of several thousand projects.



**Fiona Bones**  
**Non-Executive Director**

- Appointed 7 June 2024.
- 20+ years global experience in finance, corporate governance and systems transformation.
- Vice President of Finance, International Controller of Google



**Andrew Grant**  
**Non-Executive Director**

- Appointed 28 September 2023
- 20+ years working with key US customers and across global healthcare markets.
- Global Strategic planning and delivery in healthcare globally, including McKinsey and ResMed.



**Dr Parmjot Bains**  
**CEO / Managing Director**

- Appointed January 2024.
- Medical doctor, ex-Pfizer and McKinsey, with 30+ years global healthcare experience across the US, Asia, Middle East and Australia.
- 6 years Board / governance experience.



**McGregor Grant**  
**CF&OO / Executive Director**

- Appointed Director September 2023 and CFO November 2023.
- Ex-Nanosonics CFO.
- Experience with Board administration, governance and investor relations.

## Executive Directors

### Global Company Experience

- Pfizer
- Google
- IBM
- McKinsey

### Australian MedTech Experience

- ResMed
- Polynovo
- Nanosonics

# New World Class Executive team

✓ US healthcare market ✓ Medtech commercialisation ✓ Sales execution ✓ Creating long-term value

## Executive Directors



**Dr Parmjot Bains**  
**CEO / Managing Director**

- Appointed January 2024.
- Medical doctor, ex-Pfizer and McKinsey, with 30+ years global healthcare experience across the US, Asia, Middle East and Australia.
- 6 years Board / governance experience.



**McGregor Grant**  
**CF&OO / Executive Director**

- Appointed Director September 2023 and CFO November 2023.
- Ex-Nanosonics CFO, 13 years.
- Experience with Board administration, governance and investor relations.

## Executives



**Dr Steven Chen**  
**Chief Medical Officer**

- Appointed September 2023.
- Former American Society of Breast Cancer Surgeons (ASBS) President
- Surgical oncologist/ breast surgeon with 10+ years' industry experience in drug and device product development.



**Tim Benkovic**  
**SVP, Sales & Customer Success**

- Appointed April 2024.
- Ex-Nanosonics 6 years, ex Head of US Sales
- 30+ years' experience in medical device, SaaS, and distribution industries.
- Proven history of building top performing sales teams.



**Julie Kuhlken**  
**Senior Director, Marketing**

- Appointed October 2023.
- Ex-Becton Dickenson
- 25+ years' experience in marketing and leadership.



**Aaron Ogilvie**  
**Senior Director, Product Development**

- Appointed on Exec October 2024.
- Ex-Johnson and Johnson
- 25+ years experience of product development leadership.



**Ashley Munoz**  
**Director of Human Resources**

- Appointed on Exec July 2024.
- Broad expertise across diverse human resource functions.



**Dennis Schlaht**  
**SVP, R&D and Technology**

- Appointed June 2007.
- Accomplished senior technology executive.
- Broad areas of expertise including strategic planning and leadership, R&D and global technology implementations.

# Key forward looking metrics improving

## Q1 FY25 Pipeline Metrics and New Payor Coverage Metrics

FY25 Q1 Sales Pipeline

585 devices

▲ 34% increase vs Q4 FY24

Updated Mid Q2 FY 25

Critical Mass States<sup>1</sup>

23 States

▲ +7 vs Q1 FY25

Q1 FY 25

NAPBC Standard Inclusion

SOZO at 143/570

Accredited NAPBC Institutions

▲ 1 new NCCN Center

SOZO at 23/33

Updated Mid Q2 FY 25

254.7m

Covered Lives<sup>2</sup>

▲ 82% increase vs FY24

1.Critical Mass: 80% or more of the population in a State is covered by Medicare, Medicaid or private insurance payors.

2.Covered Lives: represents the number of people nationally covered by Medicare, Medicaid or private insurance payors.

# Financial momentum continues with record quarterly increase in TCV<sup>1</sup>

## Q1 FY25 Financial Highlights

# SOZO units sold U.S.

28

▲ 22% vs Q4 FY24

Total revenue

\$2.7 million

▼ 7% vs Q4 FY24

SOZO Core Business TCV

\$4.8 million<sup>1</sup>

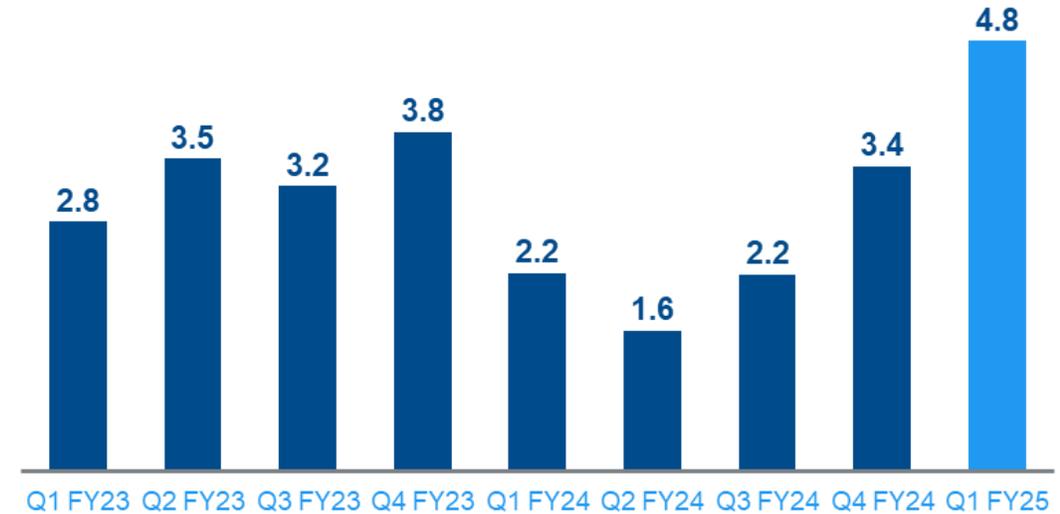
▲ 40% vs Q4 FY24

SOZO Core Business ARR

\$11.6 million

▲ 5% vs Q4 FY24

## SOZO Core Business Quarterly TCV



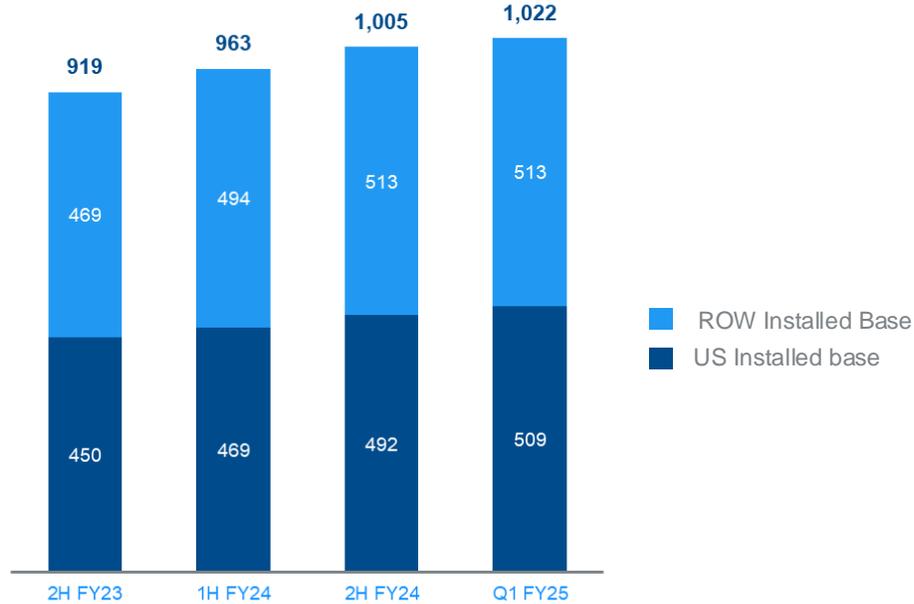
- 6 networks contracted with 2-3 devices
- Renewed a top 5 customer
- Price of renewed contracts increased 19% on average

<sup>1</sup>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.

# SAAS Business with a Global Installed Base and ARR growth

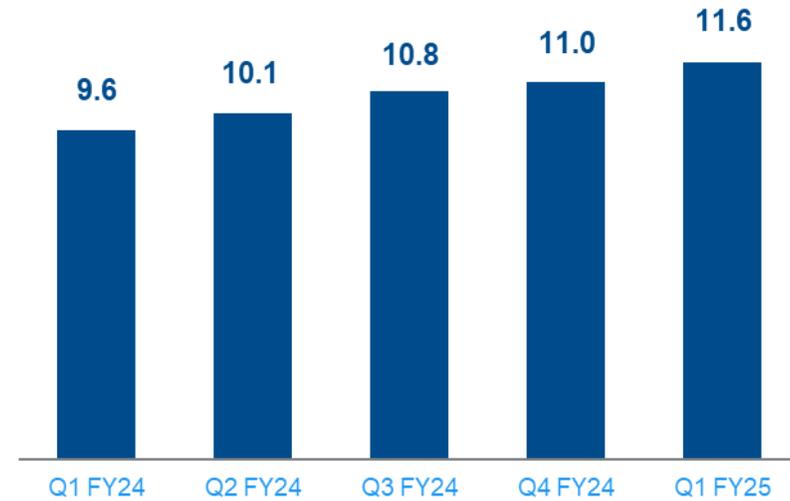
## Global Installed Base

Units



Low churn 3% annualized

## SOZO Annual Recurring Revenue<sup>1</sup>



ARR up 21% vs Q1 FY24

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 Q1 FY25 ARR calculation was 0.67497 (Q4 FY24: 0.66699).

# The Value Proposition

