



19 July 2023

ASX ANNOUNCEMENT

FIRST TOP 5 NATIONAL PAYOR COVERING SOZO TESTING FOR CANCER PATIENTS AT RISK FOR LYMPHOEDEMA

ImpediMed Limited (ASX:IPD) is pleased to announce the first medical policy from a top five national payor covering bioimpedance spectroscopy (BIS) testing. The publication of this national payor medical policy occurred less than four months from the update to the NCCN Clinical Practice Guidelines in Oncology (NCCN Guidelines[®]) for Survivorship on 23 March 2023. The omnibus policy, published by Cigna Healthcare (Cigna), covers testing using ImpediMed's SOZO[®] Digital Health Platform (SOZO) for individuals at risk for limb lymphoedema.

Key Points

- **Cigna is the first top five national payor to publish a medical policy covering testing using SOZO for individuals at risk for limb lymphoedema.**
- Cigna provides coverage for over 16 million members in the U.S.:
 - Cigna provides health insurance coverage in all 50 states and is a top 5 payor in 38 states.
 - Cigna's coverage policy brings multiple states closer to critical mass (>80% covered lives).
- The policy specifically names ImpediMed, SOZO and L-Dex[®] and identifies BIS as medically necessary for measurement of extracellular fluid volume in an individual at risk for developing limb lymphoedema.
- The policy provides access to coverage beyond breast cancer related lymphoedema to all individuals at risk of developing limb lymphoedema.
- This policy supports the Private Payor payment and testing protocol assumptions used in customer return on investment (ROI) models for SOZO.

Cigna added bioimpedance spectroscopy to an omnibus policy, which covers a number of diverse technologies, codes, or treatments. The policy, titled *Omnibus Codes*, was published online on 18 July 2023 with an effective date of 15 July 2023.

A link to the medical policy may be found here:

https://static.cigna.com/assets/chcp/pdf/coveragePolicies/medical/mm_0504_coveragepositioncriteria_omnibus_codes.pdf

Reimbursement Strategy

- The first national Payors is a major milestone in gaining broad national coverage and continues the domino effect we expect to see in the coming weeks and months.
- Per the May 2023 Investor Presentation, 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 a further update on reimbursement progress during the quarterly 4C investor call taking place Monday, 24 July 2023.

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.



Commenting on the first published medical policy from a top five national payor, ImpediMed Managing Director and Chief Executive Officer, Richard Valencia said, “The first national payor is a major milestone for our reimbursement strategy to achieve broad reimbursement coverage for SOZO testing for lymphoedema. Cigna’s policy provides access to coverage for all individuals at risk of developing limb lymphoedema without prior authorisation and impacts all 50 states. Each new policy adds to the already growing momentum of our expanding commercial effort.”

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

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About Cigna Healthcare and Cigna Group

- The Cigna Group is a global health company committed to improving health and vitality with a global workforce of more than 70,000 people.²
- With over 16 million members, Cigna Healthcare ranks fourth of the top five national commercial payors in the U.S.
- Cigna Healthcare provides health insurance coverage in all 50 states and is a top 5 payor in 38 states.

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.

² Cigna Group: <https://www.cigna.com/about-us/company-profile/>



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.