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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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Impedimed Limited

Q4 FY26 Results

28 July 2026

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Forward Looking Statements

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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

1. Business Overview
2. Financial Performance
3. Q1 FY27 Outlook

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Business Overview

The SOZO® Digital Health Platform Value Proposition

Strong foundation

- Best-in-class, FDA-cleared, TGA-cleared, and CE-Marked cloud-based digital health platform delivering body composition and fluid outputs, led by new Executive Leadership.

Addressing fast growing healthcare segments

Cancer Survivorship: Increasing multidisciplinary focus in cancer survivorship programs.

Heart Failure: Growing clinical and economic burden, with hospital readmission costs a key driver.

GLP-1-driven weight management: Growing understanding of the necessity to measure and maintain muscle mass.

Leveraging investment across multiple indications

- SOZO Pro and SOZO investment in multiple FDA clearances in Lymphoedema, BodyComp and Heart Failure, and is the only BIS device cleared for unhealthy patients and patients with implantable cardiac devices.
- 642 devices in leading US healthcare customers and 27 IDN MSAs form strong platform for expansion:
  - 18 of the top 25 US hospitals
  - 27 MSAs with major IDNs provide more than 1,400 hospital opportunities.
  - Customer relationships provide referrals across hospital networks.
  - Completed IT assessments and contracts accelerate approvals.
- ImpediMed infrastructure can be leveraged across multiple applications.

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Q4 Key Highlights

Financial

- Revenue $3.6m.
- TCV $5.4m.
- Annual Recurring Revenue $14.4m ($14.6m in constant currency (vs. Q3 FY26)).
- Quarterly operating cash outflow $4.9m.
- Cash balance $15.3m, equating to 3.1 quarters of operating cash flow.
- Capital raise completed raising $15.3 million and partial loan repayment of $5.0 million.

Sales

- 40 SOZO units sold globally:
  - U.S. 36 SOZO units
  - ROW 4 SOZO units
- 6.7% average price increase for U.S. contracts renewed in the quarter.

Reimbursement

- Momentum continues with 95% national coverage, 331M covered lives:
  - Number of states above 80% coverage increased from 47 to 49
  - Number of states above 90% coverage increased from 45 to 47
  - Number of states above 95% coverage increased from 37 to 38

Lymphoedema and Cancer Survivorship

- 18M US cancer survivors, growing at 1M+/year[1], expanding multidisciplinary clinician focus to supporting patient quality of life and reducing risk of cancer recurrence.
- Up to 60% of cancer survivors report a fear of cancer recurrence[2], driving increased demand in survivorship programs inclusive of wellness, lifestyle medicine and exercise oncology.
- Growing interest in the Lymphoedema+ strategy with body composition data providing objective measurement beyond patient reported outcomes to assess impact of treatment and long-term survivorship plans.
- NCCN and NAPBC guidelines support increased clinical use across lymphoedema surveillance and survivorship programs.
- Reimbursement coverage increased to 95.0% (331 million covered lives), supporting increased sales and higher utilisation.
- Strengthened engagement with prominent KOLs, supporting advocacy and adoption.
- Significant opportunity to expand IDN and oncology partnerships.

1.American Cancer Society. Cancer Treatment & Survivorship Facts & Figures 2024–2026. Atlanta: American Cancer Society; 2024.

2. Fear of Cancer Recurrence or Progression: What Is It and What Can We Do About It? Am Soc Clin Oncol Educ Book 42, 18-27(2022) Volume 42. DOI: 10.1200/EDBK_100031

Stakeholder Map

Champion

Breast Surgeon
Clinical leader and influencer

Survivorship Director
Program leadership and care pathways

VP Oncology Ops
Strategic priority and resource alignment

Legal

Quality Leader
Value analysis, outcomes and clinical effectiveness

Finance / Budget
Financial evaluation, budget ownership and ROI

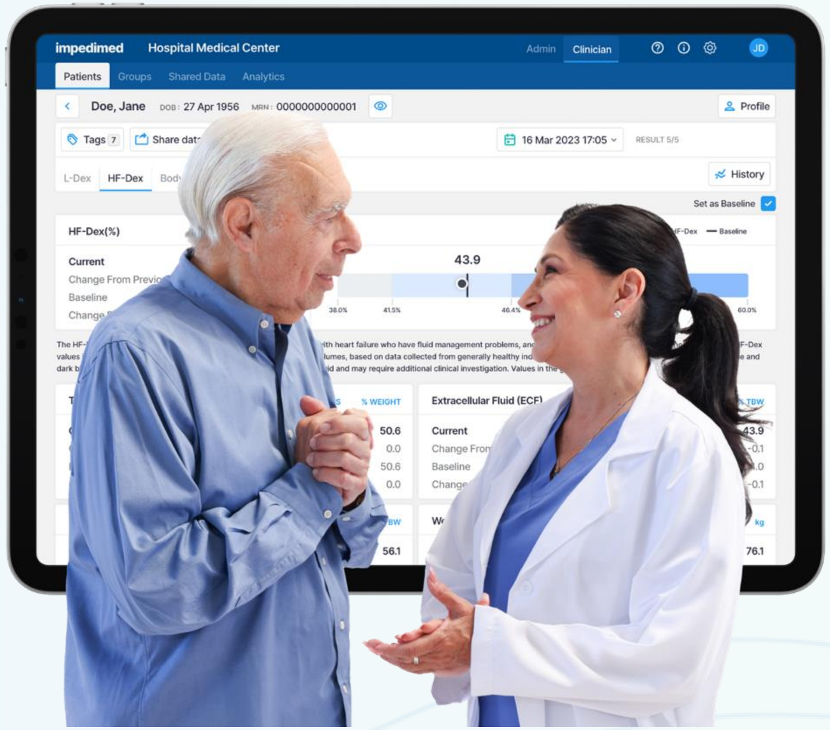
Nurse Navigator
Patient workflow, adoption and experience experience

IT

Winning complex opportunities requires coordinated engagement across clinical, operational, financial, and executive stakeholders.

Heart Health

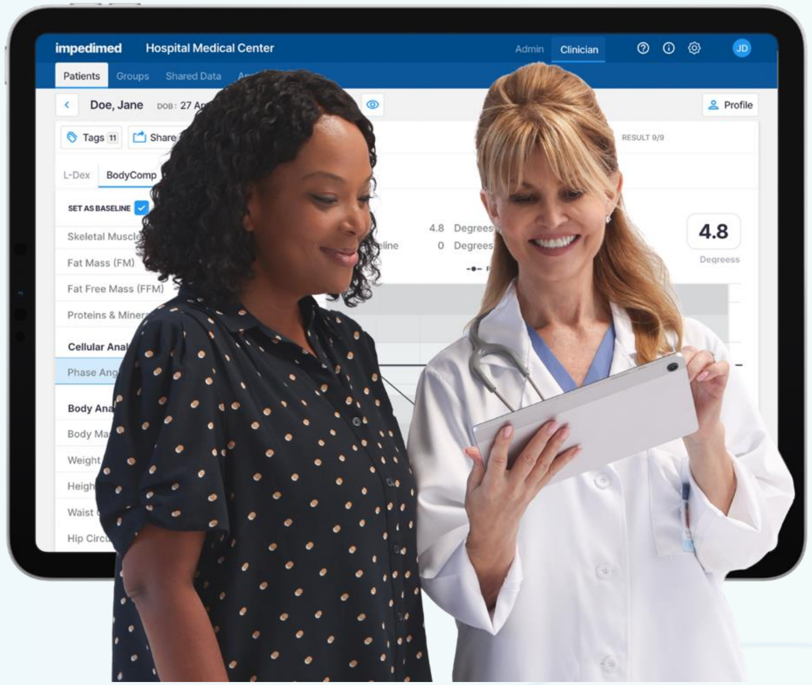
- US outpatient heart failure monitoring market estimated at US$600 million.
- 6.7M HF patients in the US with ~1 million new patients diagnosed each year[1].
- SOZO Pro is the only FDA-cleared BIS device for the assessment of fluid status in heart failure patients, and for patients with cardiac implants.
- Focus remains on infrastructure, reimbursement, and clinician engagement to support scaling.
- Established dedicated sales territories and completed HF-Dex® reimbursement mapping.
- Surveyed cardiologists to optimize HF-Dex clinical workflow positioning.
- Medicare coverage now reaches ~75% of heart failure patients.
- The Company continues to pursue an expansion of its FDA indication language to reflect the broader clinical use of the platform, which is expected to support broader adoption among cardiologists.



1.Bozkurt et al; Writing Committee Members. Heart Failure Epidemiology and Outcomes Statistics: A Report of the Heart Failure Society of America. J Card Fail. 2023 Oct;29(10):1412-1451. doi: 10.1016/j.cardfail.2023.07.006. Epub 2023 Sep 26. PMID: 37797885; PMCID: PMC10864030.

Medical Weight Management

- Strong momentum in Medical Weight Management, with a growing pipeline across key target segments and synergies with Cancer Survivorship and Cardiology.
- GLP-1 adoption is driving demand for body composition monitoring beyond weight alone.
- SOZO provides a data-driven platform with precise, longitudinal data to track outcomes, guide care, and improve retention.
- Rapid expansion of clinical guidelines from leading societies supporting surveillance of body composition in medical weight management.[1]
- Flexible pricing and third-party financing helping to reduce adoption barriers.
- New partnership signed with a globally recognised physician and SOZO advocate.
- Encouraging early traction while maintaining a disciplined growth strategy.



1. Mozzafarian et al. Nutritional priorities to support GLP-1 therapy for obesity: a joint Advisory from the American College of Lifestyle Medicine, the American Society for Nutrition, the Obesity Medicine Association, and The Obesity Society. The American Journalof Clinical Nutrition Volume 122, Issue 1, July 2025, Pages 344-36
The Obesity Society Applauds the Work of The Lancet Diabetes & Endocrinology Commission on Diagnostic Criteria of Clinical Obesity. The Obesity Society. January 2025
Optimal Resources for Metabolic and Bariatric Surgery. American College of Surgeons, 2022

Financial Performance

Cash Flow

Summarized Cash Flow	FY26				
In thousands	**Q1**	**Q2**	**Q3**	**Q4**	**YTD**
AUD	**Actual**	**Actual**	**Actual**	**Actual**	**Actual**
Receipts from customers	3,443	3,785	3,268	4,275	**14,771**
Research & development	(62)	(125)	(48)	(180)	**(415)**
Product manufacturing & operating costs	(1,538)	(495)	(484)	(1,060)	**(3,577)**
Advertising costs	(324)	(129)	(387)	(325)	**(1,165)**
Staff costs	(4,939)	(5,300)	(4,513)	(4,925)	**(19,677)**
Administration and corporate costs	(2,184)	(1,875)	(2,285)	(2,725)	**(9,069)**
Government grants and tax incentives	-	1,228	-	-	**1,228**
Other operating	2	-	(11)	(9)	**(18)**
Net operating cash in/(out)flow:	**(5,602)**	**(2,911)**	**(4,460)**	**(4,949)**	**(17,922)**
Interest received	252	210	176	80	**718**
Purchase of intangibles	(178)	(297)	(429)	(300)	**(1,204)**
Net investing cash in/(out)flow:	**74**	**(87)**	**(253)**	**(220)**	**(486)**
Proceeds from issue of ordinary shares	-	-	-	15,300	**15,300**
Transaction costs from capital raise	-	-	-	(1,695)	**(1,695)**
Proceeds from borrowings	7,676	-	-	-	**7,676**
Repayment of borrowings, incl. fees	-	-	-	(5,158)	**(5,158)**
Interest paid	(623)	(828)	(733)	(710)	**(2,894)**
Operating leases	(91)	(82)	(91)	(73)	**(337)**
Net financing cash in/(out)flow:	**6,962**	**(910)**	**(824)**	**7,664**	**12,892**
Net cash in/(out)flow:	**1,434**	**(3,908)**	**(5,537)**	**2,495**	**(5,516)**
Net foreign exchange differences	(694)	(169)	(663)	79	**(1,447)**
Cash at beginning of period	22,249	22,989	18,912	12,712	**22,249**
Cash at close of period	**22,989**	**18,912**	**12,712**	**15,286**	**15,286**

- Q4 operating cash outflow of $4.9m, in-line with expectations.
- Record $4.3m cash receipts, including 2 large receipts from customers paying full contract price up front.
- Net cash balance $15.3m, equal to 3.1 quarters of operating cashflow.
  - Includes proceeds from a successful $15.3m capital raise.
  - Net of partial loan repayment of $5.0 million (US$3.5m of the US$15.0m drawn).

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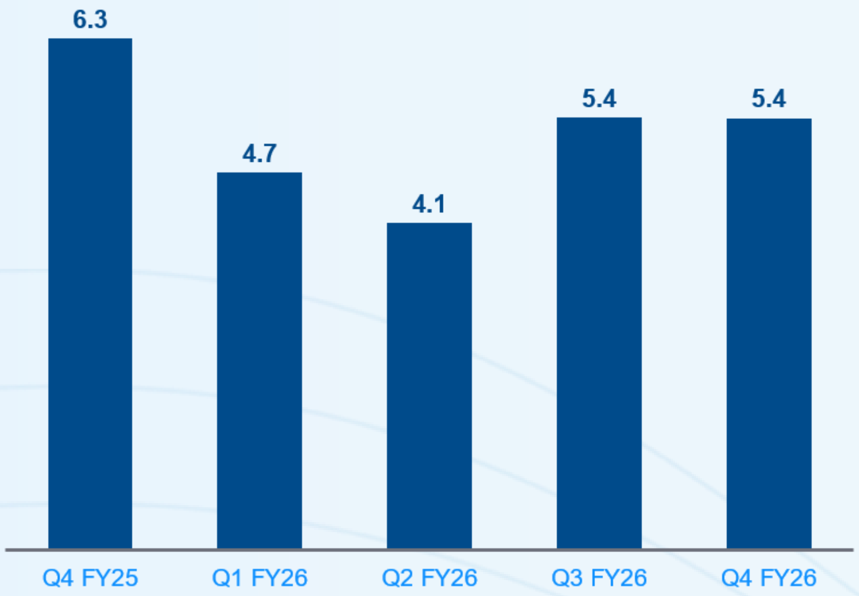
TCV and ARR

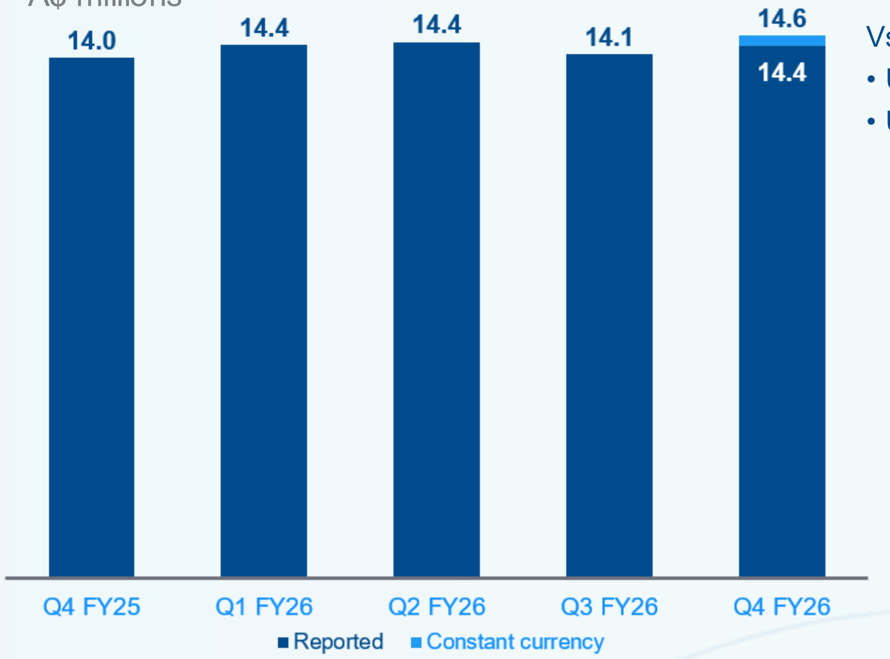
SOZO Core Business Total Contract Value[1]

A$ millions



SOZO Annual Recurring Revenue[2]

A$ millions



Vs. Q3 FY26:

- Up $0.3m (2%)
- Up $0.5m (4%) in CC[3]

- TCV of $5.4m flat vs. Q3 FY26 (up 2% in constant currency).
- Price of renewed contracts increased 6.7% on average in Q4.

- In constant currency vs Q2 FY26, Q4 ARR of $15.5m, up $1.1m or 8%
- In constant currency vs Q4 FY25, Q4 ARR of $15.8m, up $1.8m or 13%

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 three years.
2. 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 Q4 FY26 ARR calculation was 0.7099 (Q3 FY26: 0.6965).
3. Constant currency (CC) removes the impact of foreign exchange rate movements to facilitate comparability of operational performance. This is done by converting the current period revenue to Australian dollars using average rates that were applicable in period being compared with.

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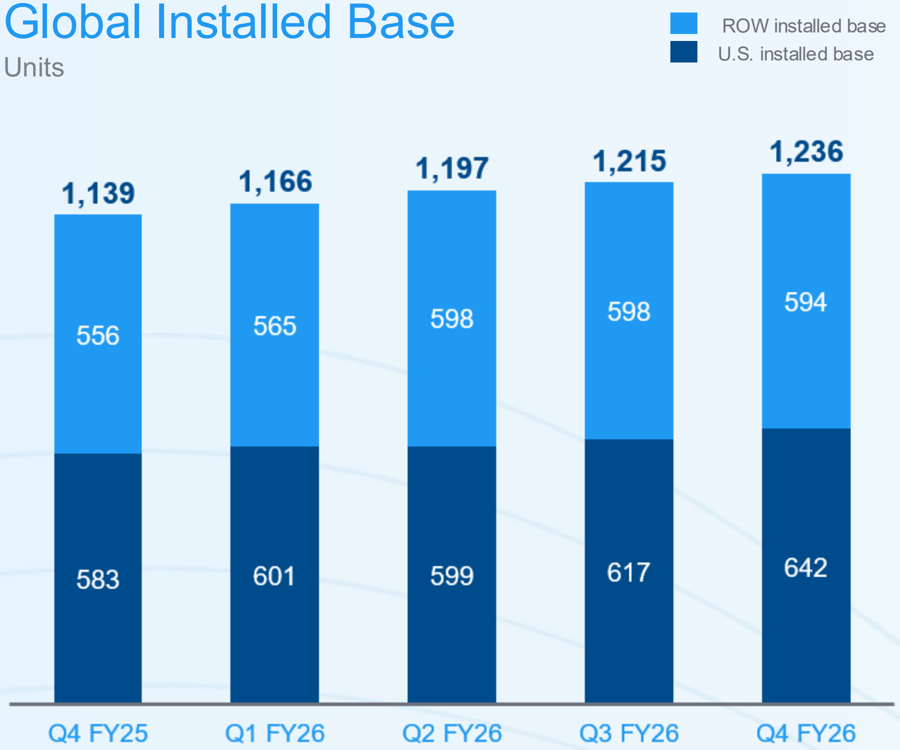
Global Installed Base and Patient Tests

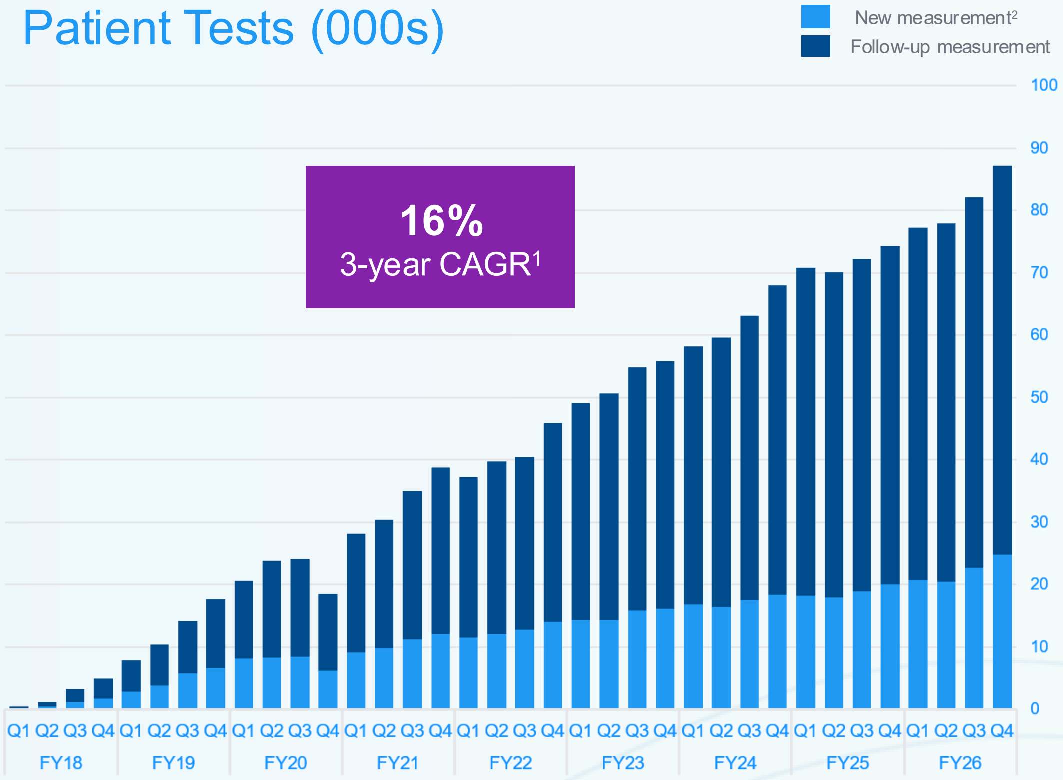
Global Installed Base

Units



- 40 SOZO units sold vs 36 Q3 FY26
  - U.S. unit sales 36 versus 30 in Q3 FY26
  - 4 ROW units in Q4 FY26 vs 6 in Q3 FY26

Patient Tests (000s)



- 87,000 patient tests in Q4 FY26
- Up 6% versus Q3 FY26 and up 18% versus Q4 FY25

1. Compound Annual Growth Rate. Quarterly patient tests Q4 FY23 to Q4 FY26
2. A 'New' measurement is the patient's first-ever measurement. Every measurement taken after that for the same patient is considered a 'Follow up' measurement.

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Outlook for Q1 FY27

Outlook for Q1 FY27

- **US Cancer Survivorship**
  - Drive Lymphedema+ strategy to land and expand within existing and new customers
  - Lead with SOZO Pro in Lymphoedema & Survivorship
  - Refocus messaging to address multidisciplinary expansion
  - Leverage changes to sales team, reimbursement, product and new messaging to drive sales growth
- **Body Comp**
  - Deliver a structured program for medical weight management to drive adoption across key segments
  - Continue to expand Body Comp product offering to best fit customer needs
- **Heart Failure**
  - Expand sales focus in key reimbursed states
  - Support investigator-initiated trials to accelerate clinical adoption and reimbursement expansion
- **Corporate**
  - Realise benefit of $5.0m annualised operating cost reductions actions and continue cost discipline on the path to operational cash flow breakeven
  - Leverage new Head of Commercial Operations and Senior Director, Customer Success & Strategic Accounts to drive pipeline hygiene, forecasting rigour, and IDN account growth