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30 October 2026

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

Q1 FY27 Results

30 October 2026



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Powered by BIS

Business Overview

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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: Updated standards and recent FDA-clearance solidifying growth opportunity.

Heart Health: Generating clinical evidence and securing FDA indications to address broad patient population.

Weight Management & Body Composition: FDA indications addresses gaps across focused market segments.

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.
- 662 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.
  - 541 NAPBC sites
  - Customer Success focus on program health and expansion opportunities



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Q1 Key Highlights

Financial

- Revenue $3.8m, up 6% vs Q4 FY26
- TCV $4.4m, compared with $5.4 million in Q4. Reduction driven by lower volume of contracts due for renewal.
- Price of renewed contracts increased 18% on average in Q1.
- Annual Recurring Revenue $14.9m, up 3% vs Q4 FY26 and up 12% vs Q1 FY26 on a constant currency basis
- Quarterly operating cash outflow $2.5m, down $2.4 million vs Q4 FY26
- Cash balance $11.6m, equating to 4.7 quarters of operating cash flow

Sales

- 47 SOZO units sold globally:
  - U.S. 28 SOZO units
  - ROW 19 SOZO units

Reimbursement

- National coverage at 95% with 331M covered lives:
  - Number of states above 80% coverage at 49
  - Number of states above 90% coverage at 47
  - Number of states above 95% coverage at 38

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Lymphoedema & Cancer Survivorship:
Building External & Internal Momentum to Drive Lymphoedema+ Strategy



RIGHT TIME

Standards Now Require Lymphoedema Surveillance

The NAPBC Optimal Resources for Breast Care 2027 Standards include 5.8, Lymphedema Assessment making lymphedema surveillance a requirement for all breast cancer patients at risk

RIGHT SOLUTION

FDA Clearance for Sarcopenia Assessment Broadens Access

Sarcopenia risk assessment opens doors beyond the breast surgeon to key clinical and enterprise stakeholders.

RIGHT TEAM

Commercial Team Built to Execute

Aligned commercial leadership, new Clinical Leadership and a field team trained on one validated survivorship message.

92%
avoided progression to chronic lymphedema in the PREVENT trial

Only
FDA-cleared BIS solution for lymphoedema, sarcopenia risk and body composition in unhealthy patients

1.6M+
patient assessments completed worldwide to date

Right Time:
Standards Now Require Lymphoedema Surveillance

NEW STANDARD

NAPBC 2027

5.8 Lymphoedema Assessment requires accredited centres to have a lymphoedema assessment program in place for all breast cancer patients at risk, with compliance required by January 2028

Aligned with existing standards around Return to Wellness and Prospective Surveillance, all of which can be addressed with one Lymphoedema Surveillance Program

EVIDENCE	PREVENT trial: 92% avoided progression to chronic lymphoedema, backed by peer-reviewed evidence
WORKFLOW	BIS is the only method referenced in the standard that sustainably meets all requirements of the standard
REIMBURSEMENT	The only method referenced in the standard that has reimbursement with Category I CPT® 93702 with >95% national coverage

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Right Solution:
FDA-Clearance for Sarcopenia Risk Assessment

- Sarcopenia risks varies by cancer type and age, up to 80% based on these variables
- Potential to impact treatment tolerance and delay in recovery
- Muscle mass can have a direct impact on risk of cancer recurrence and mortality
- Clinically meaningful output that solidifies Lymphoedema+ Strategy

1 in 3
develop sarcopenia during chemotherapy[2]

2x
chemo toxicity risk with BIS-detected sarcopenia[3]

Higher risk
recurrence and mortality with low muscle mass[4]

1. Sarcopenia Indication for Use: the SOZO system may be used as an adjunct to existing methods by aiding clinicians using Subjective Global Assessment tools to assess patients at risk of protein-calorie malnutrition, and to aid in assessing patients at risk of sarcopenia.
2. Jang MK, et al. Support Care Cancer. 2024;32:328.
3. Aleixo GFP, et al. Sarcopenia detected with bioelectrical impedance versus CT scan and chemotherapy tolerance in patients with early breast cancer. Breast Cancer. 2023;30(1):101–109.
4. Shachar SS, et al. Prognostic value of sarcopenia in adults with solid tumours. Eur J Cancer. 2016;57:58–67.

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Right Leadership Team:



Erik Anderson
Managing Director & CEO



Nicole Stout, DPT
Chief Clinical Innovation Officer



Erik Johnson
Head of Sales



Blake Ahitow
Sr. Director, Customer Success & Strategic Accts



Gina Kimball
Head of Commercial Ops



McGregor Grant
Executive Director & CFO



Scott Savage
Chief Product Officer



Julie Kuhlken
Sr. Director, Marketing



Chelsey Jaworski
VP, Market Access & Reimbursement



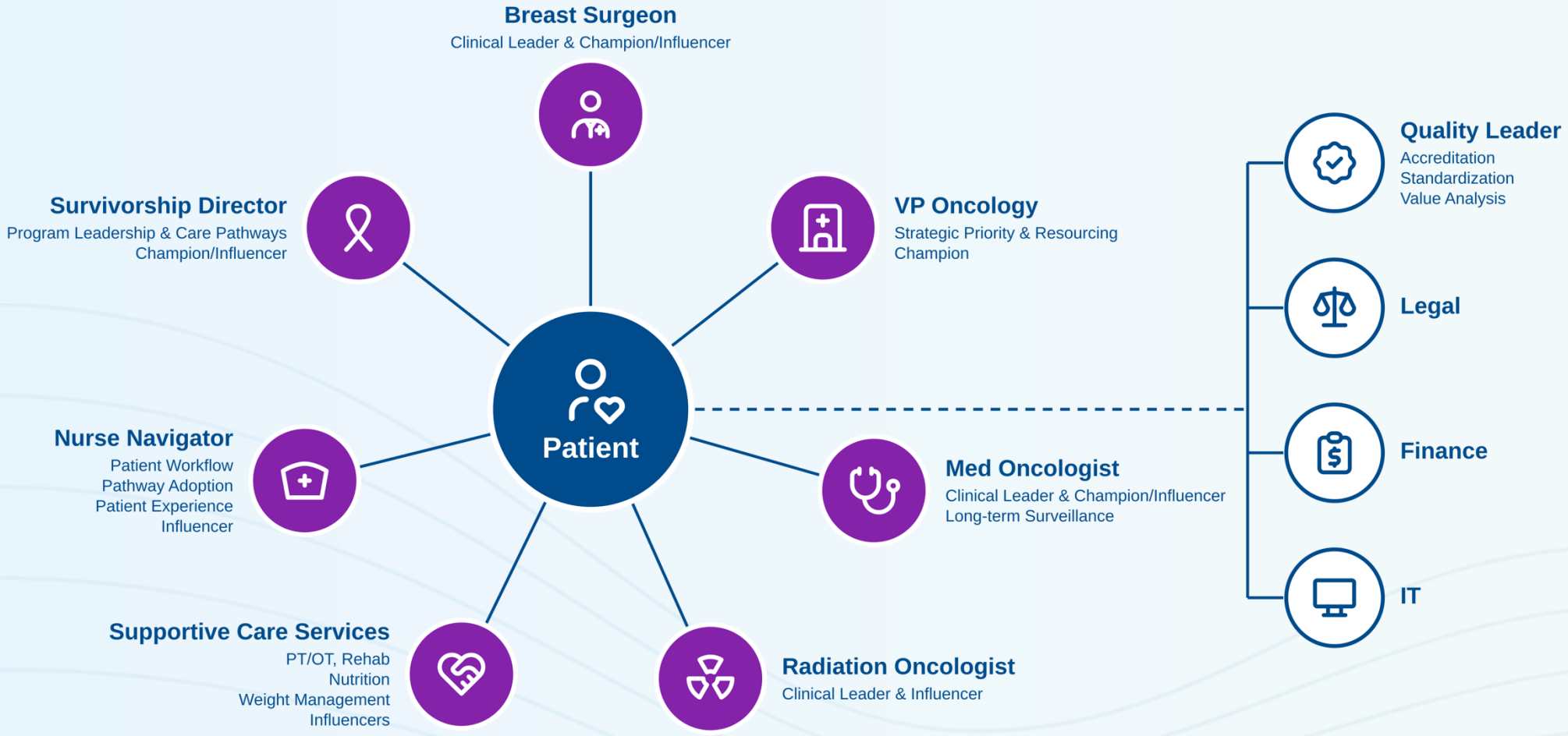
Ashley Munoz
Director, Human Resources

= joined <6 months ago

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The Opportunity:
Moving Beyond the Breast Surgeon for True System-Wide Adoption

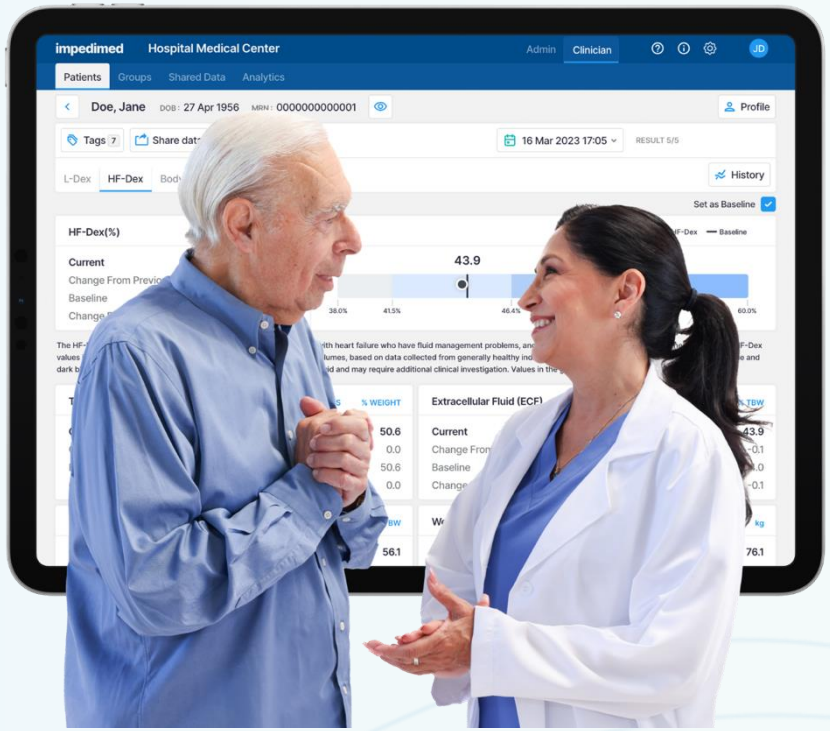


Breast Cancer remains the entry point, extension to Medical Oncology, Survivorship Clinics and Supportive Care Services extends platform opportunity to other cancer types

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Heart Health

- Continue to build clinical and commercial momentum in the US outpatient heart failure monitoring market, estimated at US$600 million.
- Two clinical studies in place within a large health system with 40+ heart failure clinics:
  - SOZO in heart failure patients with frailty;
  - SOZO comparison with the market-leading implantable pulmonary artery pressure monitoring system.
- FDA application filed to expand indications across additional cardiovascular conditions.
- Developing collaborations with select device companies to conduct bench testing alongside active implantable technologies.
- Increasing awareness and lead generation through two national conferences in Q2FY27.

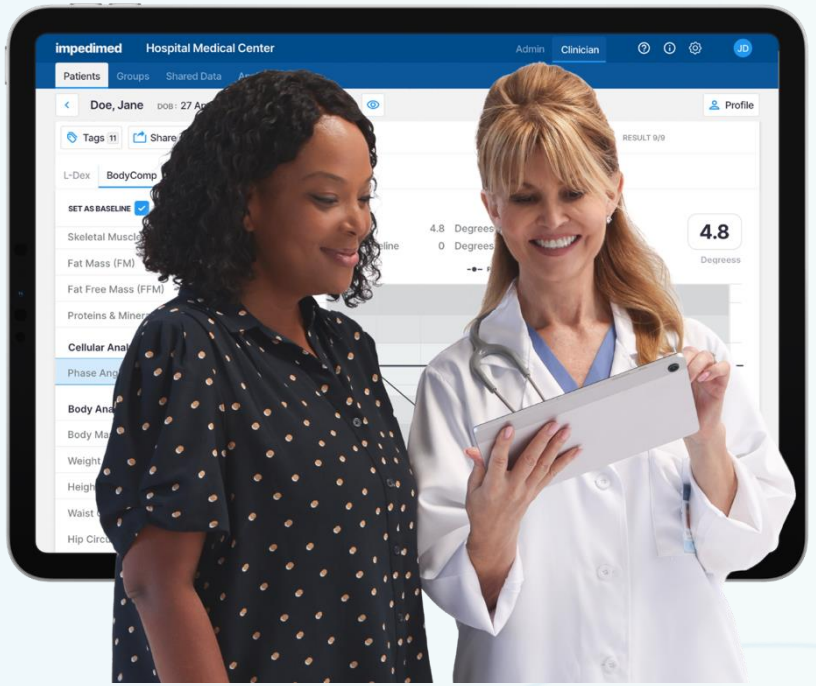


1.Bozkurt et al; Writing Committee Members. Heart Failure Epidemiology and Outcomes Statistics: A Report of the Heart Failure Society of America. J Card Fail. 2023 Oct;29(10):1412-1451. doi: 10.1016/j.cardfail.2023.07.006. Epub 2023 Sep 26. PMID: 37797885; PMCID: PMC10864030.

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Weight Management & Body Composition

- Continued momentum across key market segments of Primary Care, Sports Medicine & Research, Wellness & Longevity, and Medically Managed Weight Loss.
- FDA Clearance for sarcopenia risk assessment along with our existing indication to assess body composition in unhealthy patient populations extends the clinical relevance of the SOZO platform for these segments.
- New partnership signed with a recognized leader in Longevity Medicine: Jessica Shepherd, MD, MBA, FACOG, Chief Medical Officer of Hims/Hers, Board-Certified OB-GYN, and CEO and Founder of Sanctum Med + Wellness
- Increasing visibility and outreach across these focused segments alongside national conference presence.
- Disciplined traction and increasing validation that we are addressing the right market segments.



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

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Financial Performance

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Cash Flow

Summarized Cash Flow	FY27
In thousands	Q1
AUD	Actual
Receipts from customers	4,213
Research & development	(104)
Product manufacturing & operating costs	(228)
Advertising costs	(234)
Staff costs	(3,774)
Administration and corporate costs	(2,335)
Government grants and tax incentives	-
Net operating cash in/(out)flow:	**(2,462)**
Interest received	59
Purchase of intangibles	(292)
Net investing cash in/(out)flow:	**(233)**
Proceeds from issue of ordinary shares	-
Repayment of borrowings, incl. fees	-
Interest paid	(636)
Operating leases	(102)
Net financing cash in/(out)flow:	**(738)**
Net cash in/(out)flow:	**(3,433)**
Net foreign exchange differences	(274)
Cash at beginning of period	15,286
Cash at close of period	**11,579**

- Cash receipts of $4.2 million, compared with $4.3 million in Q4 FY26.
- Q1 net operating cash outflow of $2.5 million, in-line with expectations, down $2.4 million vs Q4 FY26. The reduction in operating cash outflow was driven mainly by lower product purchases, $0.8 million and lower staff costs, $1.2 million.
- Actions implemented to reduce the operating cost base by approximately $5.0 million on a full year basis.
- Net cash balance $11.6 million, equal to 4.7 quarters of operating cashflow.

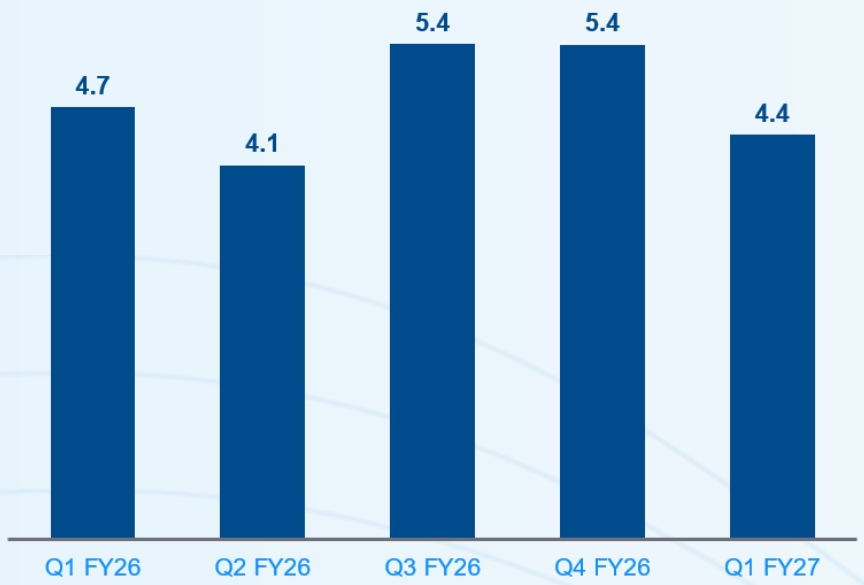
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TCV and ARR

SOZO Core Business Total Contract Value[1]

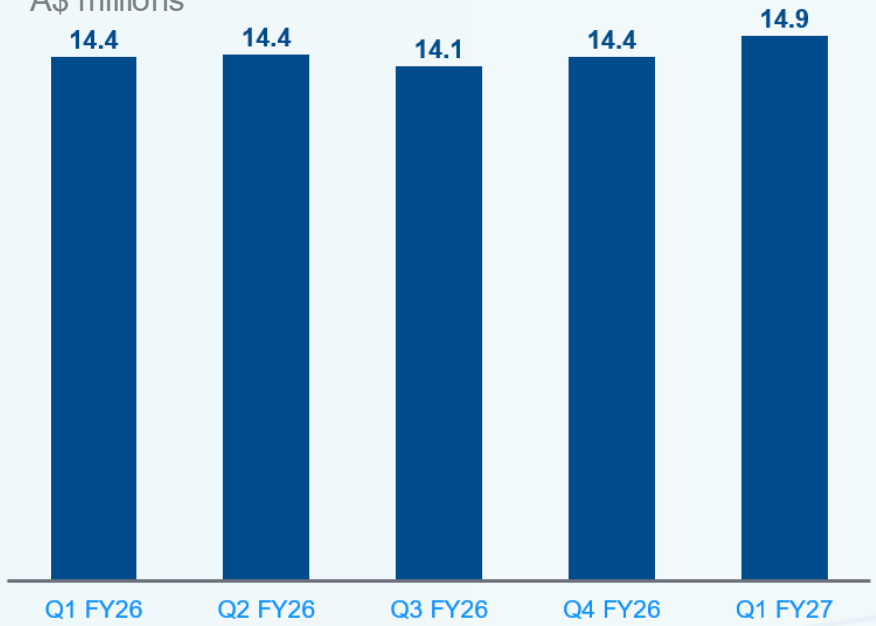
A$ millions



- TCV of $4.4m down 19% vs. Q4 FY26, driven by lower volume of contracts up for renewal in the period.
- Price of renewed contracts increased 18% on average in Q1.

SOZO Annual Recurring Revenue[2]

A$ millions



- ARR increased by $0.5m or 3% vs Q4 FY26.
- In constant currency[3], ARR is $16.1m, up $1.7m or 12% compared with Q1 FY26.

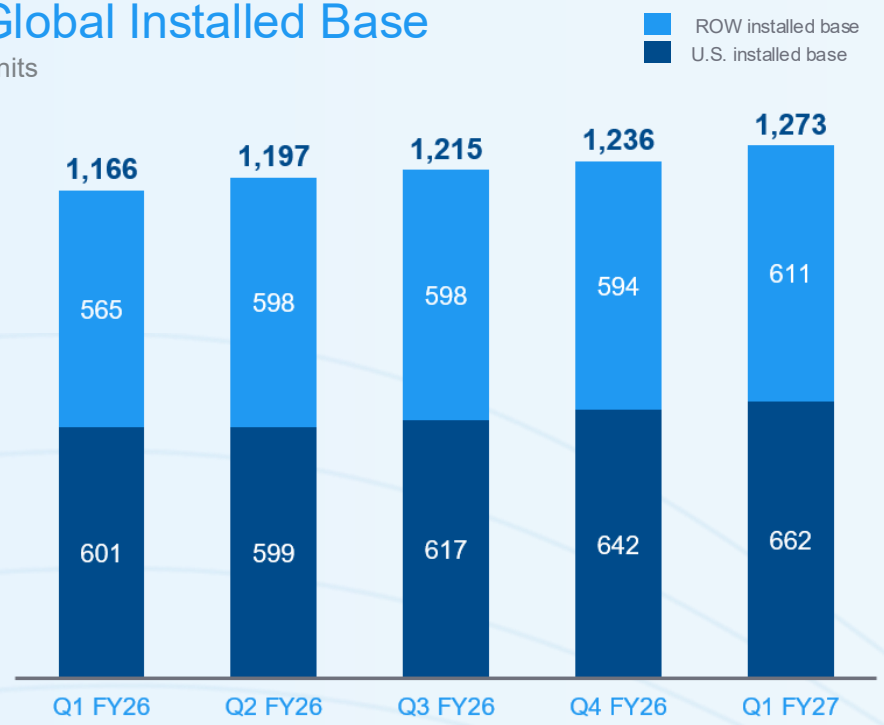
1. Total Contracted Value (TCV) relates to new and renewed contracts and includes any consideration for the sale of SOZO units as well as the total licence fees for the duration of the signed contracts. Typically, these contracts are for three years.
2. Annual Recurring Revenue (ARR) represents the amount 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 Q1 FY27 ARR calculation was 0.7052 (Q1 FY26: 0.6543).
3. Constant currency 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

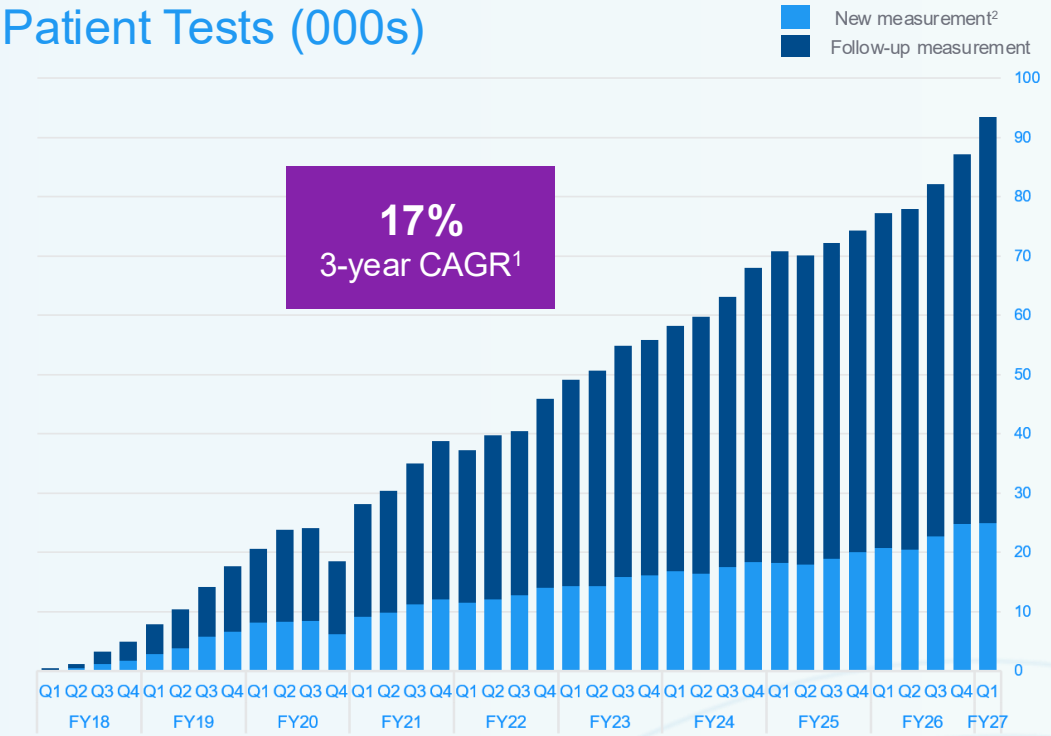
Global Installed Base

Units



- 47 SOZO units sold vs 40 Q4 FY26
  - U.S. unit sales 28 versus 36 in Q4 FY26
  - 19 ROW units in Q1 FY27 vs 4 in Q4 FY26

Patient Tests (000s)



- 94,000 patient tests in Q1 FY27
- Up 8% versus Q4 FY26 and up 22% versus Q1 FY26

1. Compound Annual Growth Rate. Quarterly patient tests Q1 FY24 to Q1 FY27
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 Q2 FY27

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Outlook for Q2 FY27

- **US Lymphoedema & Cancer Survivorship**
  - Fill open sales roles and progress sales pipeline
  - Prioritize NAPBC opportunity targets and current customer land & expand
  - Leverage updates to clinical leadership, sales team, sarcopenia risk indication, and new messaging to drive strategic sales growth
  - Continue advancing large-scale partnership opportunities in Oncology
- **Body Composition**
  - Leverage new KOL partnership to drive expansion and growth within Longevity & Wellness
  - Solidify strategic partnership to scale commercial reach
  - Generate leads from upcoming presence at Lifestyle Medicine, Obesity Medicine, and Longevity & Wellness conferences
- **Heart Failure**
  - Support clinical evidence generation in recently launched studies for frailty & technology comparison
  - Secure collaboration with med device company to expand patient population reach
- **Corporate**
  - Continue cost discipline
  - Leverage commercial and clinical leadership team to drive systemwide growth, KOL engagement, and realise right to win in Cancer Survivorship

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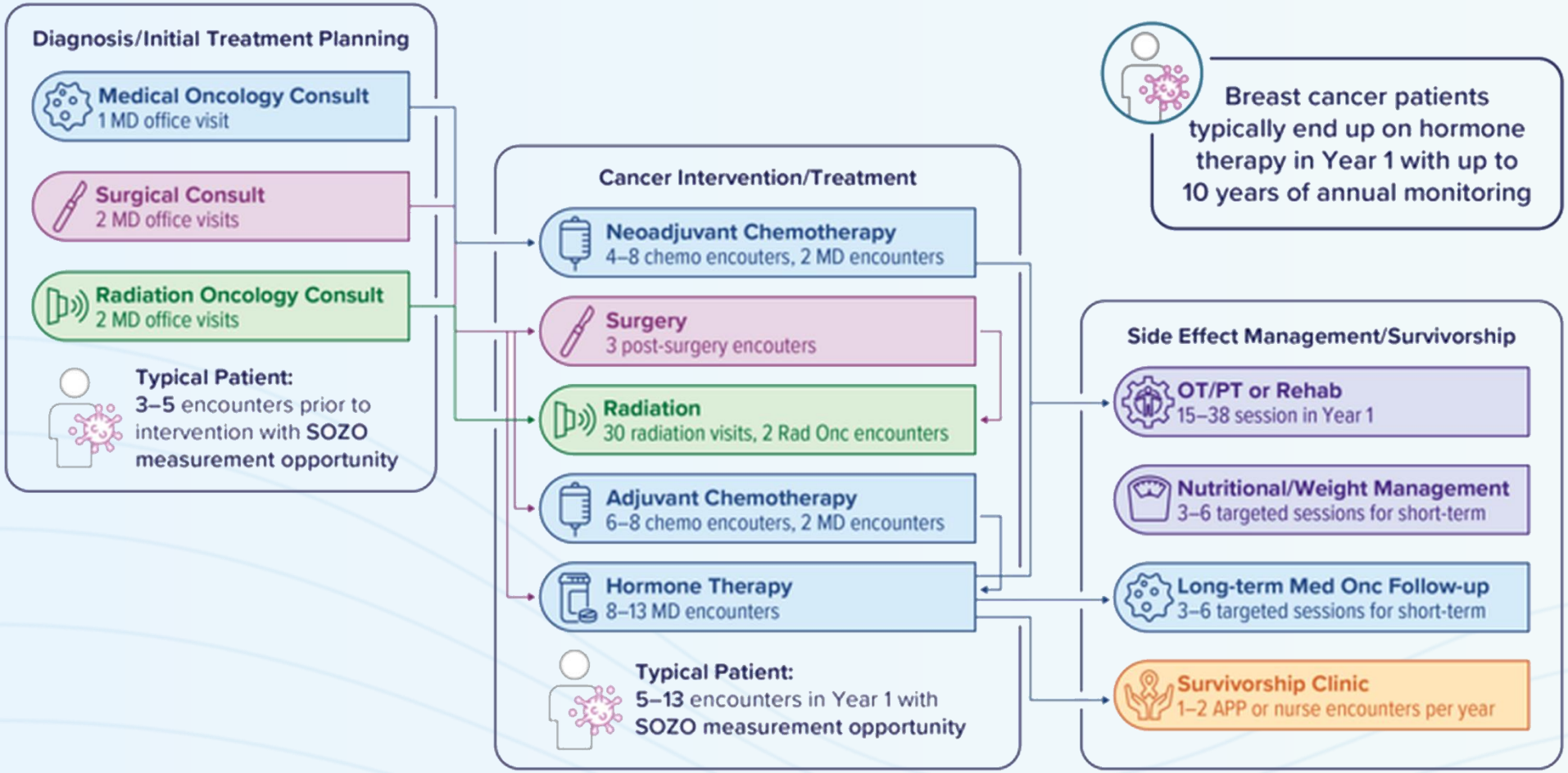
Dr. Nicole Stout
Chief Clinical Innovation Officer

- Internationally recognized authority in survivorship care and cancer rehabilitation
- 25 years of experience in researching, developing and implementing prospective surveillance care pathways and supportive care delivery
- Previous roles as the Senior Director of Survivorship and Wellness at the American Cancer Society, clinical and research at West Virginia University Cancer Institute and the NIH Clinical Center
- Led strategic initiatives with the National Institutes of Health and the World Health Organization advancing survivorship research, guideline development, and policy solutions in cancer care
- Published more than 100 peer-reviewed and invited articles on survivorship care delivery

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SOZO is the Anchor for Objective Monitoring in Cancer Survivorship

Patient Journey Enables Baseline & Long-Term Surveillance



Breast Cancer remains the entry point, extension to Medical Oncology, Survivorship Clinics and Supportive Care Services extends platform opportunity to other cancer types

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