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18 November 2025

Companies Announcements Office
Australian Securities Exchange

2025 Annual General Meeting – CEO's Presentation

ImpediMed Limited (**ImpediMed**) (ASX:IPD) provides the attached CEO's presentation to be delivered at today's Annual General Meeting commencing at 11.00am AEDT.

Approved for release by the Board of ImpediMed Limited.

For more information, contact Leanne Ralph, Company Secretary, at leanne.ralph@bellev.com.au

Forging New Standards of Care



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.

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 Limited).

AGENDA

2025 AGM CEO Presentation

- » **Video**
- » **Overview SOZO® Market Opportunity**
- » **BCRL Update**
- » **Cardiometabolic Business**
- » **Financials**
- » **Strategy for the Next Year**

SOZO® Digital Health Platform with Multiple FDA Cleared Applications

A single SOZO measurement provides:

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



One device, multiple FDA cleared applications

Lymphoedema

- ✓ FDA clearance
- ✓ CE Mark
- ✓ TGA clearance

Body composition

- ✓ FDA clearance
- ✓ CE Mark
- ✓ TGA clearance

Heart failure

- ✓ FDA clearance
- ✓ CE Mark
- ✓ TGA clearance

Expanding SOZO® to Growing US Patient Populations

Cancer Survivorship

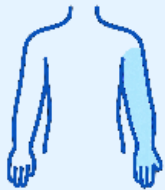


Cardiometabolic Health Outcomes

Lymphoedema

\$600m TAM

4m Breast Cancer
Survivors¹



Unmanaged
Weight
Loss

**Weight
Management**

\$650m TAM

13m US
patients
on GLP-1s²



Obesity
Sarcopenia

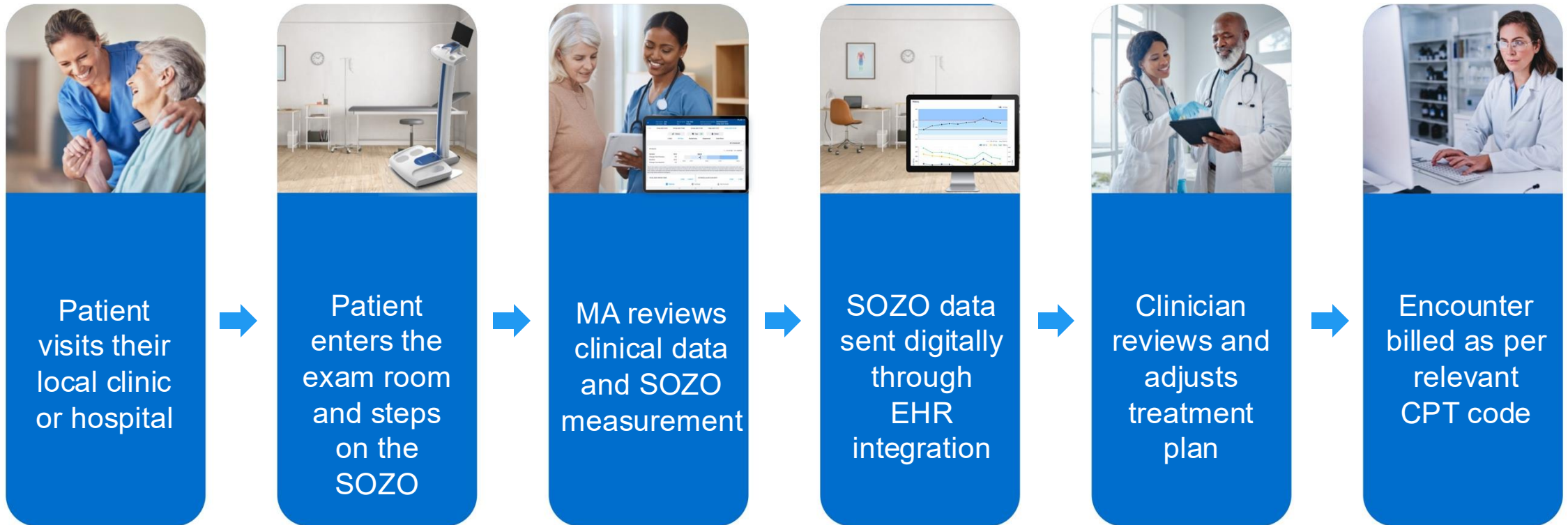
Heart Failure

\$1.1b TAM

6m Patients



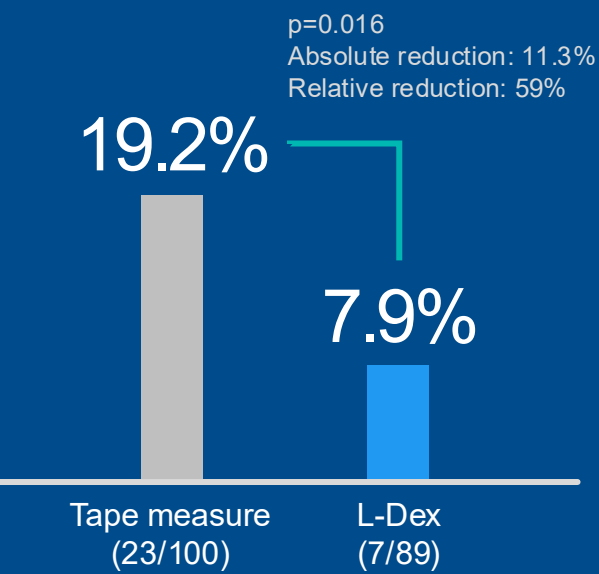
SOZO Workflow fits into current clinical workflow to extend from cancer survivorship into cardiometabolic health



Cancer Survivorship | Prevention of Breast Cancer Related Lymphoedema

Positive Global Clinical Trial

1200 patient trial: Statistically Significant Lower Progression to Chronic Lymphoedema¹



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

\$600m
BCRL TAM

FDA cleared

1.2m patient tests
conducted

1,100+ devices
deployed globally

World-leading Hospitals
Deployed in 18 of Top 25 US Hospitals²

Increasing Depth of US Payor Coverage

Year on Year Comparison	2024 AGM	2025 AGM	Increase
US Payor Coverage	73%	87%	
Covered Lives (million)	255	304	19%
Number of US States > 80% coverage	23	41	78%
Number of US States > 90% coverage	7	26	271%

Multiple Guidelines and Standards
Support Early Detection

BIS in updated
NAPBC Standards

ACS
AMERICAN COLLEGE
OF SURGEONS

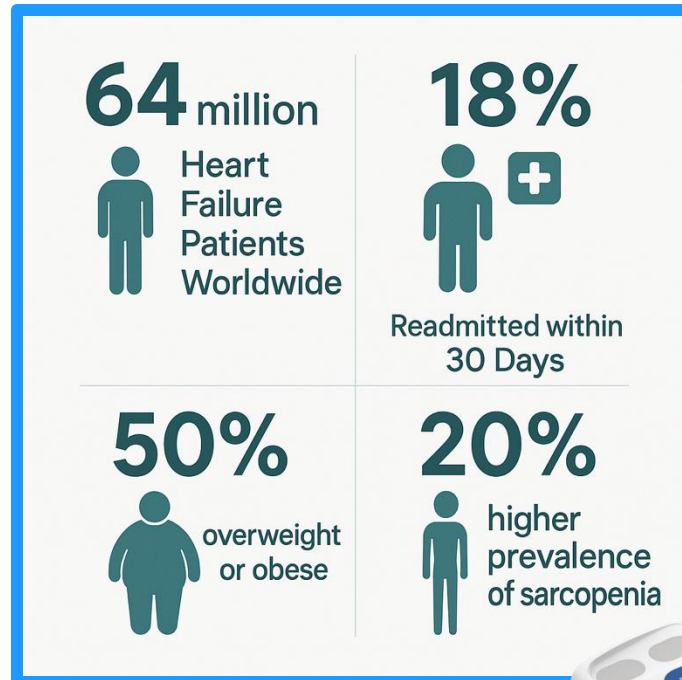
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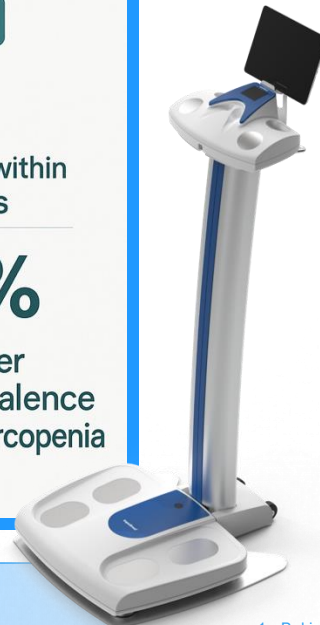
1. Published in *Lymphatic Research & Biology* <https://www.liebertpub.com/doi/10.1089/lrb.2021.0084>
2. <https://rankings.newsweek.com/worlds-best-hospitals-2025/united-states-america>

Cardiometabolic health | Improving Outcomes and Quality of Life for Patients living with Heart Failure

Improving Outcomes and QOL for Patients Living with Heart Failure with financially sustainable solution for Providers



Total US medical costs for HF are projected to increase to \$70b by 2030, 2x increase from 2013



The Heart Failure Opportunity

- ✓ FDA clearance
- ✓ CIED cleared SOZO® Pro device
- ✓ Financially sustainable for providers with a CPT code
- ✓ Heart Failure Clinical data generated

US controlled market release underway

- ✓ Targeting 11 high reimbursement, high population states
- ✓ IIR studies at 2 sites
- ✓ Launch underway

1. [Bahira Shahim](#) Global Public Health Burden of Heart Failure: An Updated Review; Card Fail Rev. 2023 Jul 27;9:e11. doi: 10.15420/cfr.2023.05
2. Atherton, J.J., Sindone A, De Pasquale CG, et al., National Heart Foundation of Australia and Cardiac Society of Australia and New Zealand: Guidelines for the Prevention, Detection, and Management of Heart Failure in Australia 2018. Heart Lung Circ. 2018. 27(10): p. 1123-1208.
3. Dharmarajan, K., et al., Diagnoses and timing of 30-day readmissions after hospitalization for heart failure, acute myocardial infarction, or pneumonia. JAMA 2013. 309(4): p. 355-63.
4. Khan et al Trends in 30- and 90-Day Readmission Rates for Heart Failure Circulation: Heart Failure Volume 14, Number 4 Int J Cardiol. 2017 June 01; 236: 283–289. doi:10.1016/j.ijcard.2017.01.153..
5. Denfield et al. The Prevalence of Frailty in Heart Failure: A Systematic Review and Meta-Analysis. Int J Cardiol. 2017 Feb 10;236:283–289. doi: 10.1016/j.ijcard.2017.01.153
6. Shen et al Understanding Obesity-Related High Output Heart Failure and Its Implication Int J Heart Fail. 2021 Jan 13;3(3):160–171. doi: 10.36628/ijhf.2020.0047
7. <https://www.fda.gov/news-events/press-announcements/fda-approves-first-treatment-reduce-risk-serious-heart-problems-specifically-adults-obesity-or>

SOZO[®] Pro For Cardiology Patients

Fluid Status Monitoring to Guide Treatment

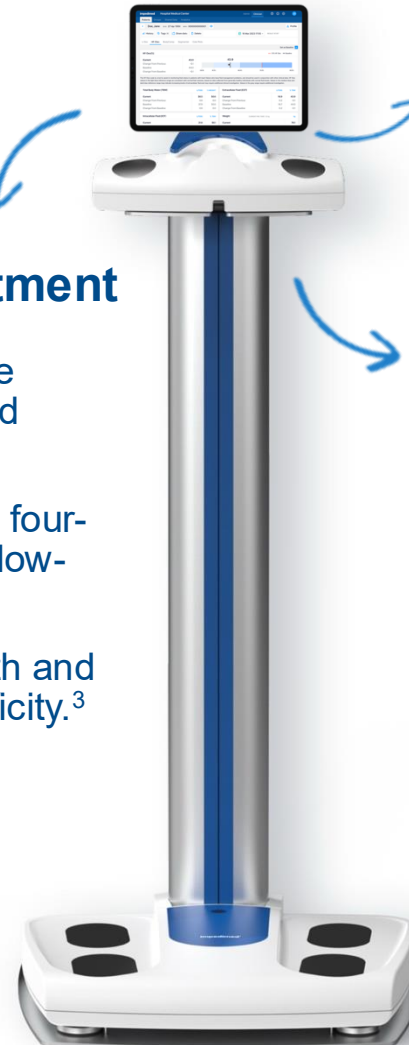
- HF-Dex offers a sensitive index of fluid status, more than twice as sensitive as weight monitoring for fluid changes (n=69, p<0.0001)¹
- HF-Dex values over 51% post-discharge indicate a four-fold higher risk of readmission, helping prioritize follow-up care (n=89, p=0.04)²
- Distinguishes between fluid status in individuals with and without heart failure with 80% sensitivity and specificity.³

Comprehensive Body Composition Tracking

- SOZO tracks fat, fat-free mass, and skeletal muscle to support personalized rehabilitation and weight management.

Integrates into existing nurse-led clinical workflows

- 30 second test which replaces the scale in existing workflows with EHR integration (incoming feature)
- Able to be used on patients with implantable devices
- Transport friendly design
- CPT code 93701 coverage



1. Burns et al Time-to-Decongestion Following Heart Failure Hospitalization as Measured by Extracellular Fluid Nadir Using Bioimpedance Spectroscopy. Poster & Abstract: HSFA Annual Scientific Meeting, 2021
2. Burns et al Bioimpedance Spectroscopy Measurement of Ongoing Fluid Overload Post-Discharge from Hospitalization for Decompensated Heart Failure. Poster and Abstract: HSFA Annual Scientific Meeting, 2022 J Card Fail. 2023;29(4):656-7
3. Accardi et al Bioimpedance Spectroscopy Distinguishes Between Fluid Status in Individuals with and without Heart Failure; J Card Fail. 2023;29(4):656-7

SOZO® Pro for Cardiology

impedimed®

SOZO® DIGITAL HEALTH PLATFORM

Monitor Whole Body Insights to Optimize Patient Care

Utilizing proprietary Bioimpedance Spectroscopy (BIS) for quick, objective insights into fluid status and tissue composition for cardiac patients.

SOZO® Pro

- ✓ **BodyComp™ Analysis:**
Track muscle preservation in cardiac patients
- ✓ **HF-Dex® Analysis:**
Monitor fluid status (ECF/TBW) in heart failure patients
- ✓ **Non-invasive, point-of-care tool**
- ✓ **FDA-cleared for use with:**
 - Healthy and unhealthy patient populations
 - Patients with pacemakers or cardiac implantable devices



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SOZO® DIGITAL HEALTH PLATFORM

Bioimpedance Spectroscopy, an Objective Measure of Fluid Volume for the Management of Heart Failure Patients

Managing heart failure patients. Heart failure affects over 60 million people worldwide, with the prevalence increasing as the population ages. In the United States alone, HF affects an estimated 6.7 million individuals. This condition places a substantial burden on health care systems with high rates of hospitalizations, readmissions, and outpatient visits. Despite advances in treatment and monitoring, HF-related morbidity and mortality remains high. A challenge in the management of HF is that patients with stable ventricular function and asymptomatic manifestations can still decompensate, resulting in recurrent hospitalizations. Once hospitalized, up to 10% of HF patients are readmitted within 30 days.

To improve upon BIS, bioimpedance is developed to provide an accurate and fluid volumes for all types of patients, heart failure.

BIS is a sophisticated mathematical algorithm that analyzes impedance data from a broad range of biological models of the human body (muscle, bone, and specific tissues) to derive insight into:

- Fluid status (ECF/TBW)
- Muscle mass
- Fat mass
- Bone mass

COLE PLOT

A mathematical resistance (R) ratio to resistance of fluid, and cell is separated and plotted against a fixed value where the impedance is measured.

HF-Dex® Analysis For Heart Failure

Impedimed's advanced, proprietary Bioimpedance Spectroscopy (BIS) technology ensures high quality, objective fluid volume measurements, every time.

SOZO® Pro

Advanced Body Composition Monitoring FOR CARDIOLOGY PATIENTS

Empowering Cardiologists with Real-Time Data to Optimize Outcomes

SOZO empowers Cardiologists to move beyond weight and BMI and adopt precision body composition profiling for patients at high risk of adverse outcomes due to high fat mass, lean mass loss or fluid imbalance.

SOZO with BIS (Bioimpedance Spectroscopy) offers precision in tracking fat mass, lean mass and fluid status, all in under 30 seconds.

SOZO BodyComp™ Example Results

SOZO will provide results such as skeletal muscle mass and fat mass, including information on how your patient results compare to a healthy patient population.

Key Benefits to Your Practice

- ✓ Track muscle preservation in cardiac patients
- ✓ Track fat loss
- ✓ Monitor fluid status (ECF/TBW) in heart failure patients
- ✓ Non-invasive, point-of-care tool
- ✓ FDA-cleared for use with:
 - Healthy & unhealthy patient populations
 - Patients with pacemakers or cardiac implantable devices

Clinical Impact

- ✓ Prevent frailty, support rehab, and tailor exercise recommendations
- ✓ Detect early fluid shifts before symptoms or weight change
- ✓ No radiation, rapid repeat testing, easy patient education

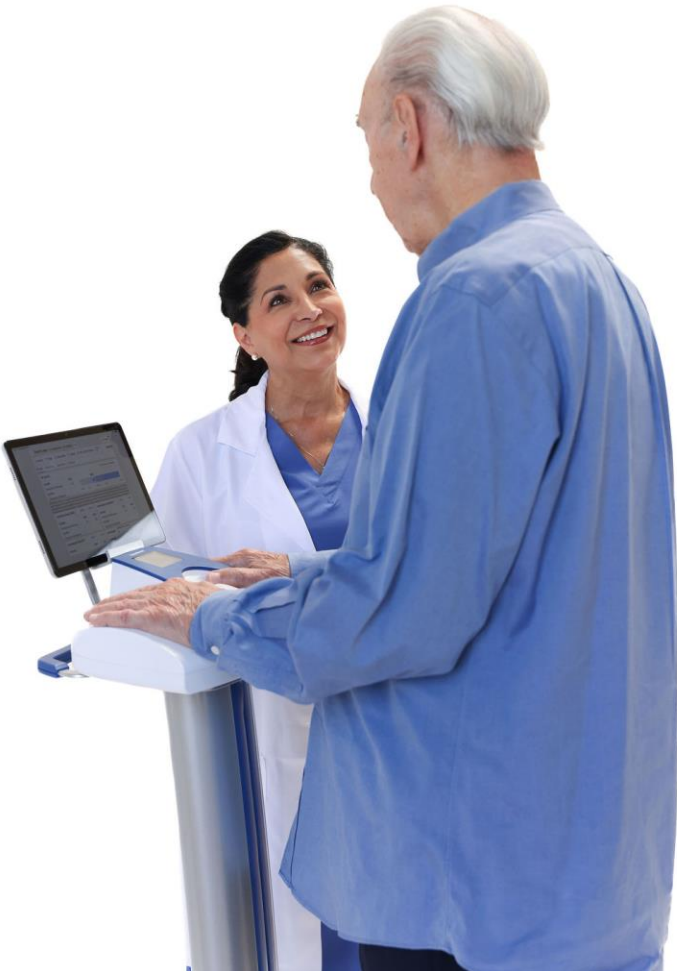
How SOZO® Pro Can Support Cardiology Patient Care

Key Benefits to Your Practice

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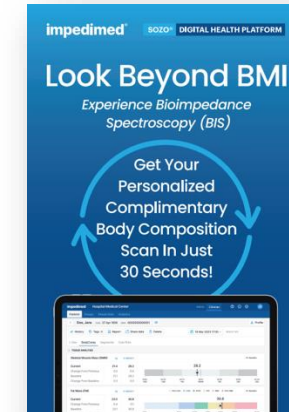


Raising the Bar in an Accelerating Weight Management Market

Raising the Bar with BIS: Precision Body Composition with One Scan

- ✓ Large and Growing Market
“Global MedSpa market expected to grow from US \$18Billion to \$US72 Billion next few years”¹
- ✓ GLP-1 driven growth
“Over 13M users in US, 790,000 prescribers, women, aged 50 - 64 use at higher rates”²
- ✓ Guidelines to move beyond BMI
“From Lancet, Obesity Society”³
- ✓ FDA-Cleared in healthy & unhealthy populations
- ✓ Leverage off BCRL and existing/overlapping body comp clinical customer base

- ✓ Sales in progress
 - ✓ Updating messaging and imaging
 - ✓ Dedicated sales team



impedimed® @



1. MedSpa Pro Conference

2. <https://blog.healthverity.com/glp-1-trends-2025-real-world-data-patient-outcomes-future-therapies>

3. Mozafari 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 Journal of Clinical Nutrition Volume 122, Issue 1, July 2025, Pages 344-367

4. The Obesity Society Applauds the Work of The Lancet Diabetes & Endocrinology Commission on Diagnostic Criteria of Clinical Obesity. The Obesity Society. January 2025

SOZO® Pro for Medically Managed Weight Change

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SOZO® DIGITAL HEALTH PLATFORM

Raise the Bar with BIS: Precision Body Composition in One Scan

Powered by proprietary Bioimpedance Spectroscopy (BIS) Technology for quick, objective insights into fluid and tissue composition for **Personalized Care**.

BodyComp™ Analysis:

30 seconds
256 frequencies
Easy-to-use

- ✓ Track muscle preservation for wellness patients
- ✓ Track fat loss
- ✓ Monitor muscle mass in GLP-1 patients
- ✓ Designed for clinical workflow: fast, intuitive, and repeatable
- ✓ FDA-cleared for use with healthy & unhealthy patient populations



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SOZO® DIGITAL HEALTH PLATFORM

Powered by BIS
30 seconds
256 frequencies
Easy-to-use

Advanced Body Composition Monitoring

FOR MEDICAL WEIGHT MANAGEMENT

Empowering Clinicians and Patients with Real-Time Data to Optimize Outcomes

How SOZO® Pro Can Support Medical Weight Management

Key Benefits to Your Practice

- ✓ Track muscle preservation for weight management patients
- ✓ Track fat loss
- ✓ Monitor muscle mass in GLP-1 patients
- ✓ Designed for clinical workflow: fast, intuitive, and repeatable
- ✓ FDA-cleared for use with:
 - Healthy & unhealthy patient populations
 - Patients with pacemakers or cardiac implantable devices

Clinical Impact

- ✓ Informs personalized exercise and medical weight management plans
- ✓ Identifies metabolic risks early, including weight gain from endocrine therapy or loss

SOZO empowers Clinicians to move beyond weight and BMI and adopt precision body composition assessment, monitoring muscle mass and other key health indicators for patients on medical weight management, including GLP-1 therapy and structured exercise and nutrition planning, tracking muscle strength, function, and body composition.

SOZO with BIS (Bioimpedance Spectroscopy) offers non-invasive precision in tracking fat mass, lean mass and fluid status, all in under 30 seconds. FDA-cleared, clinically proven, and relied on every day, SOZO supplies the precision clinicians need when outcomes and performance are on the line.

SOZO BodyComp™ Example Results

SOZO will provide results such as skeletal muscle mass and fat mass, including information on how your patient results compare to a healthy patient population.

Parameter	Current	Target	Healthy
Current	24.4	28.2	28.2
Change From Baseline	0.1	0.0	0.0
Change From Healthy	0.1	0.0	0.0

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SOZO® DIGITAL HEALTH PLATFORM

Powered by BIS
30 seconds
256 frequencies
Easy-to-use

Advanced Body Composition Monitoring

FOR CARDIOLOGY PATIENTS

Empowering Cardiologists with Real-Time Data to Optimize Outcomes

How SOZO® Pro Can Support Cardiology Patient Care

Key Benefits to Your Practice

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SOZO® DIGITAL HEALTH PLATFORM

Get Your
Personalized
Complimentary
Body Composition
Scan In Just
30 Seconds!

Look Beyond BMI

Experience Bioimpedance Spectroscopy (BIS)

Precision starts with fluid.

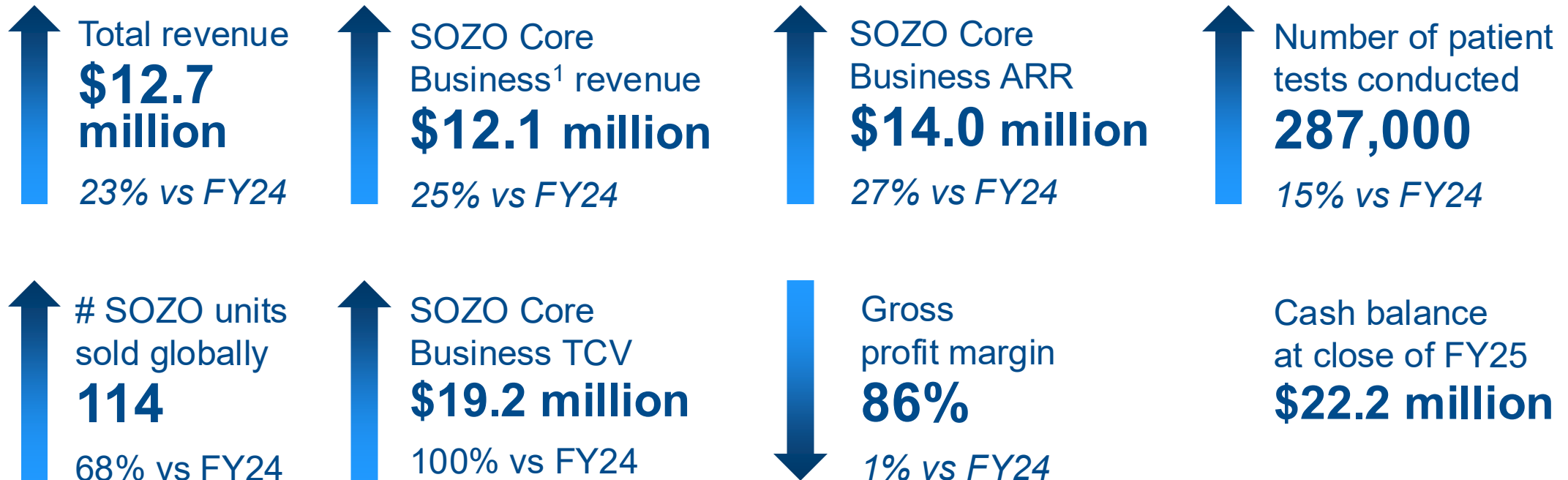


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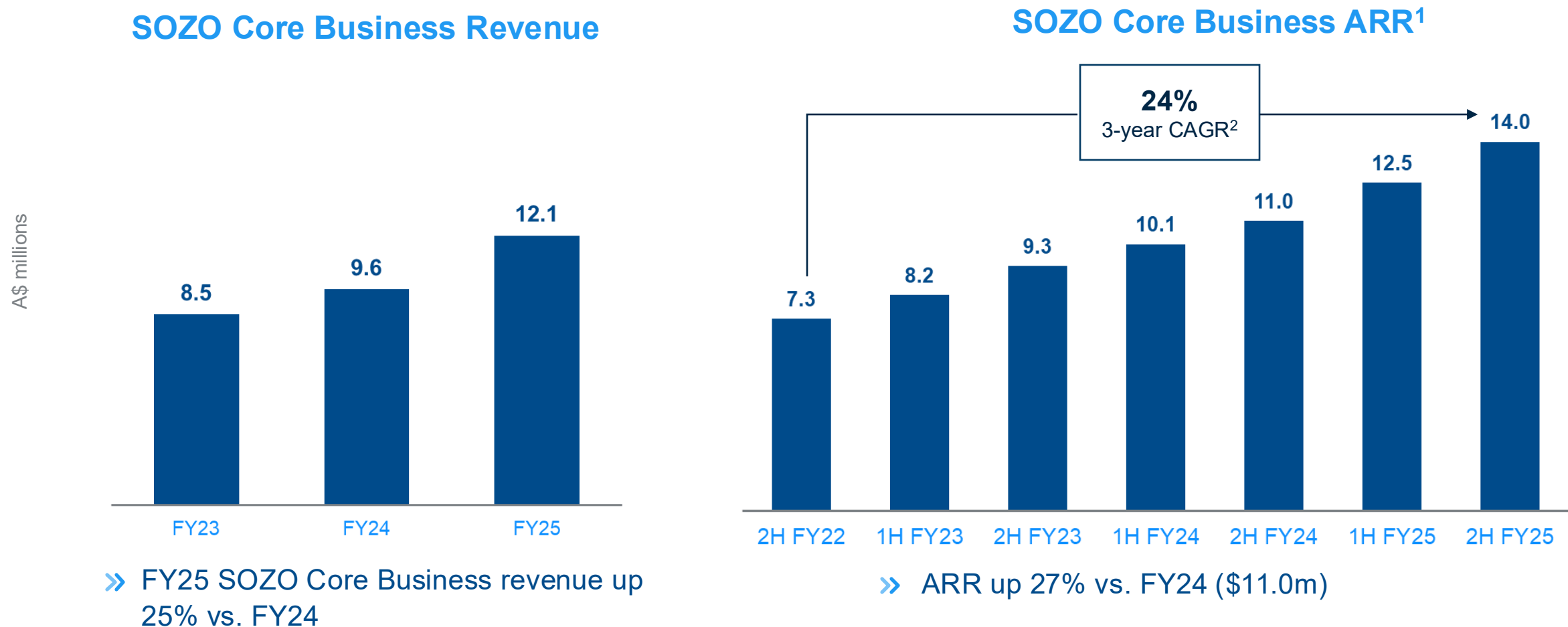
Core Business Revenue and ARR improving

FY25 Full-Year Results



1. SOZO Core Business represents revenue from SOZO contracts in the Oncology/Lymphoedema market and excludes SOZO clinical business and legacy device/other revenues.

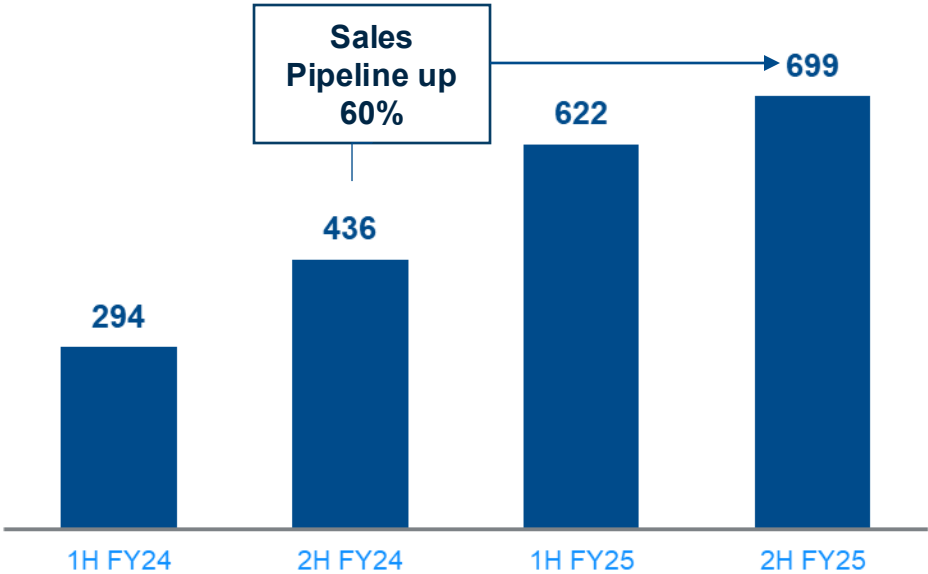
SOZO Core Business Revenue and ARR continues to grow



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 FY25 H2 ARR calculation was 0.6434 (2024: 0.6670).
2. Compound Annual Growth Rate.

Momentum Continues | Forward sales indicators improve and TCV momentum returns

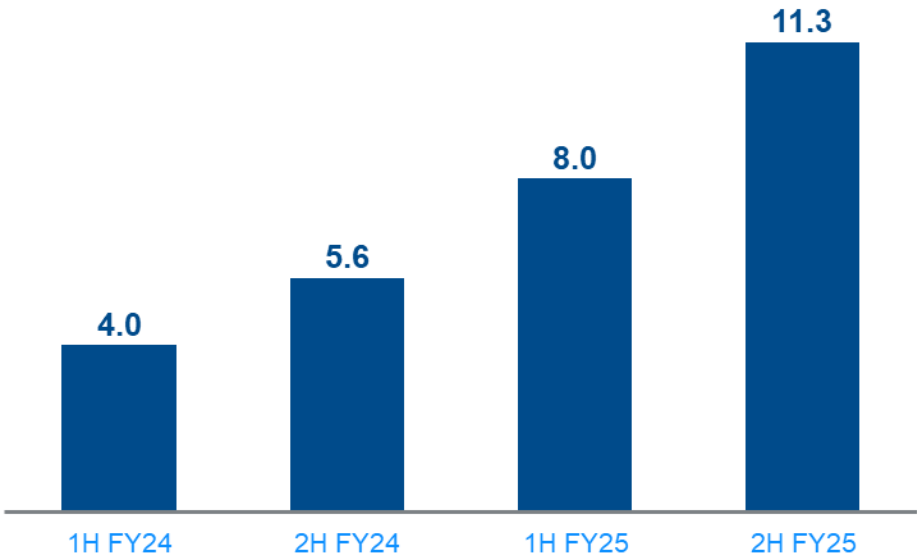
U.S. SOZO Units Sales Pipeline¹



Q4 FY25 Pipeline up 60% vs. Q4 FY24

1.Total Opportunity Pipeline represents SOZO units in pipeline at end of quarter.

SOZO Core Business Quarterly TCV

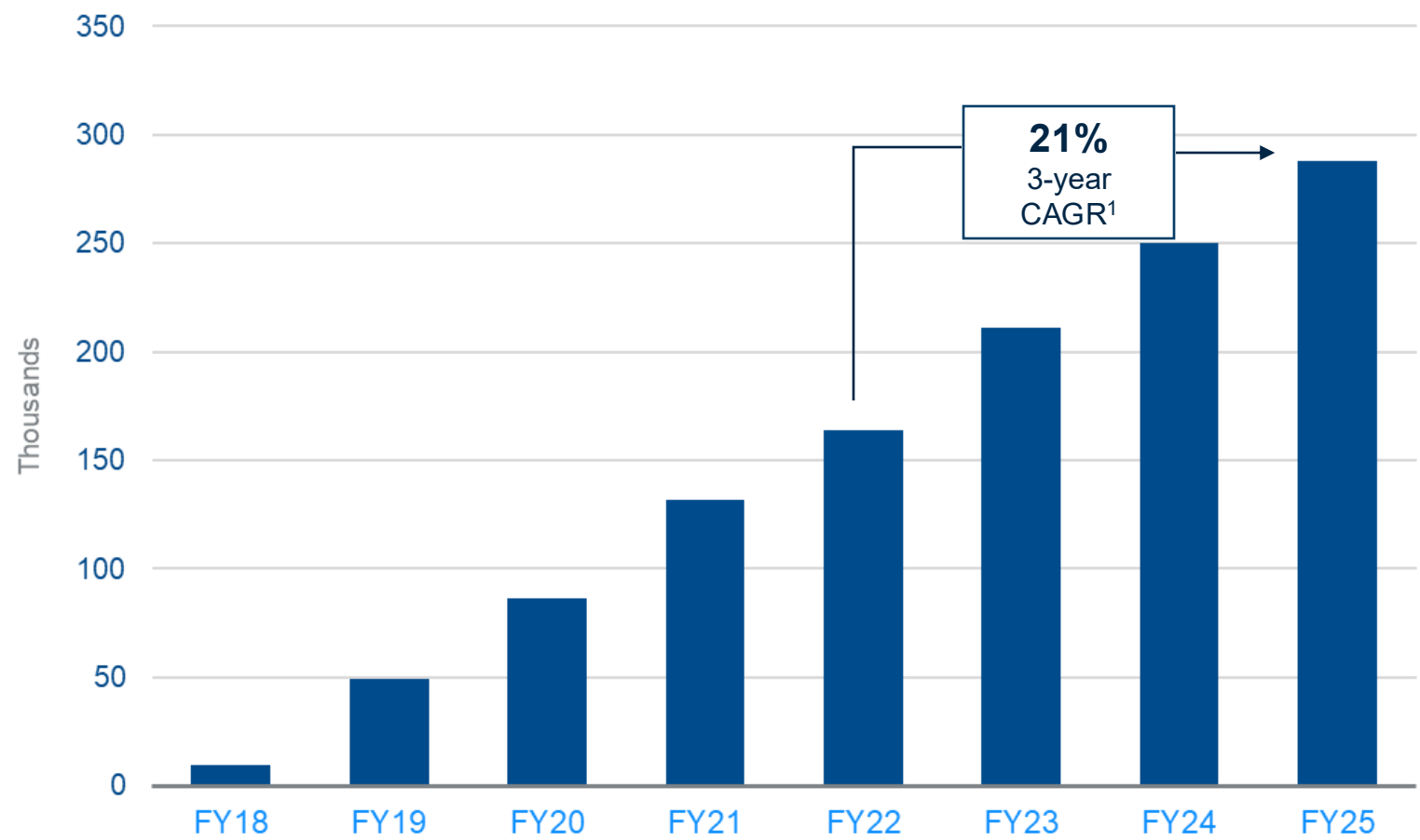


Record quarterly increase in TCV²

2. 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.

Patient testing up 15% vs. FY24 and 21% 3-year CAGR

SOZO Patient Test's (000s)



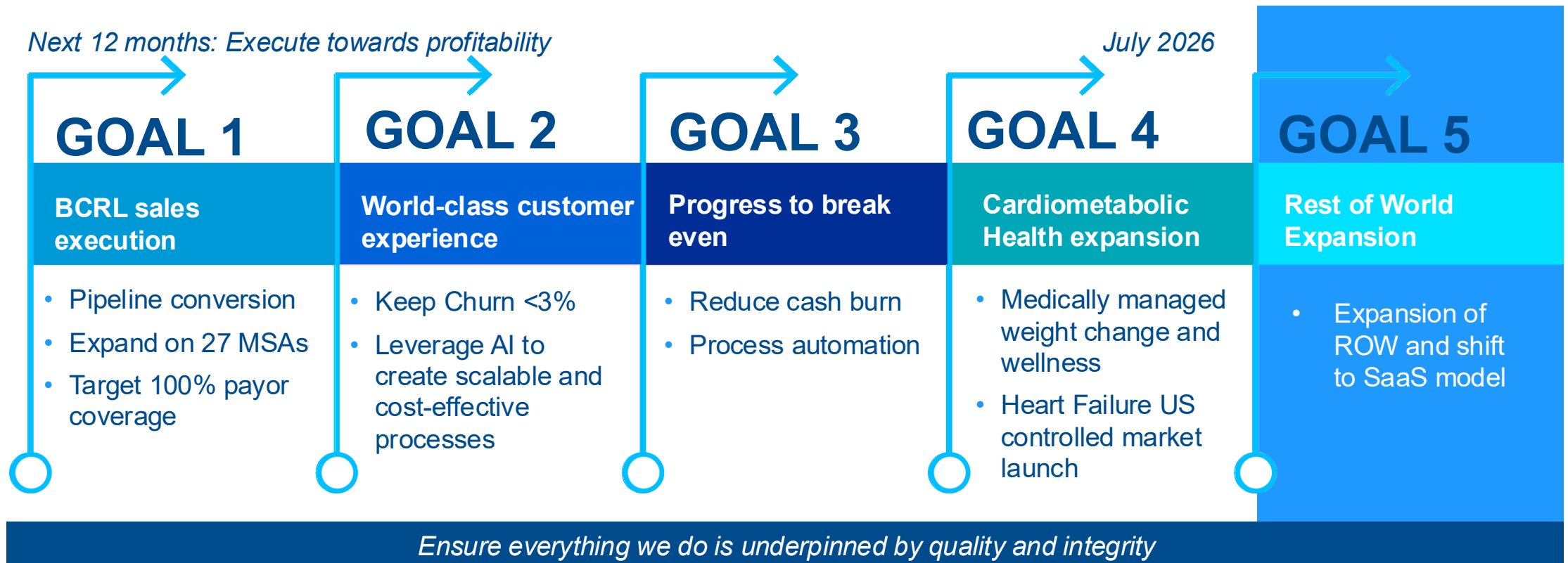
- » 15% growth vs. FY24
- » 21% 3-year CAGR
- » An important driver of renewals

1.Compound Annual Growth Rate (based on annual totals).

Focus for the Next Year

Drive long term sustainable growth in the business

12-Month Priorities



AI to drive operational efficiencies and improve customer experience



Software Development

- **Unit Test Coverage**

We are adopting Claude Code to generate new unit tests and improve coverage from 30 to 80%+.

- **AI CodeFix and Security**

Rewrote our Software Development Plan to use tools like SonarQube AI to write and fix code.



Customer Experience

- **CoPilot Knowledge Base**

Company-wide access to CoPilot, trained on our existing FAQ's, SOPs and CRM data.

- **Support Agent**

Building a new Support AI Agent to triage, tag in CRM and draft replies to Customer Support emails.

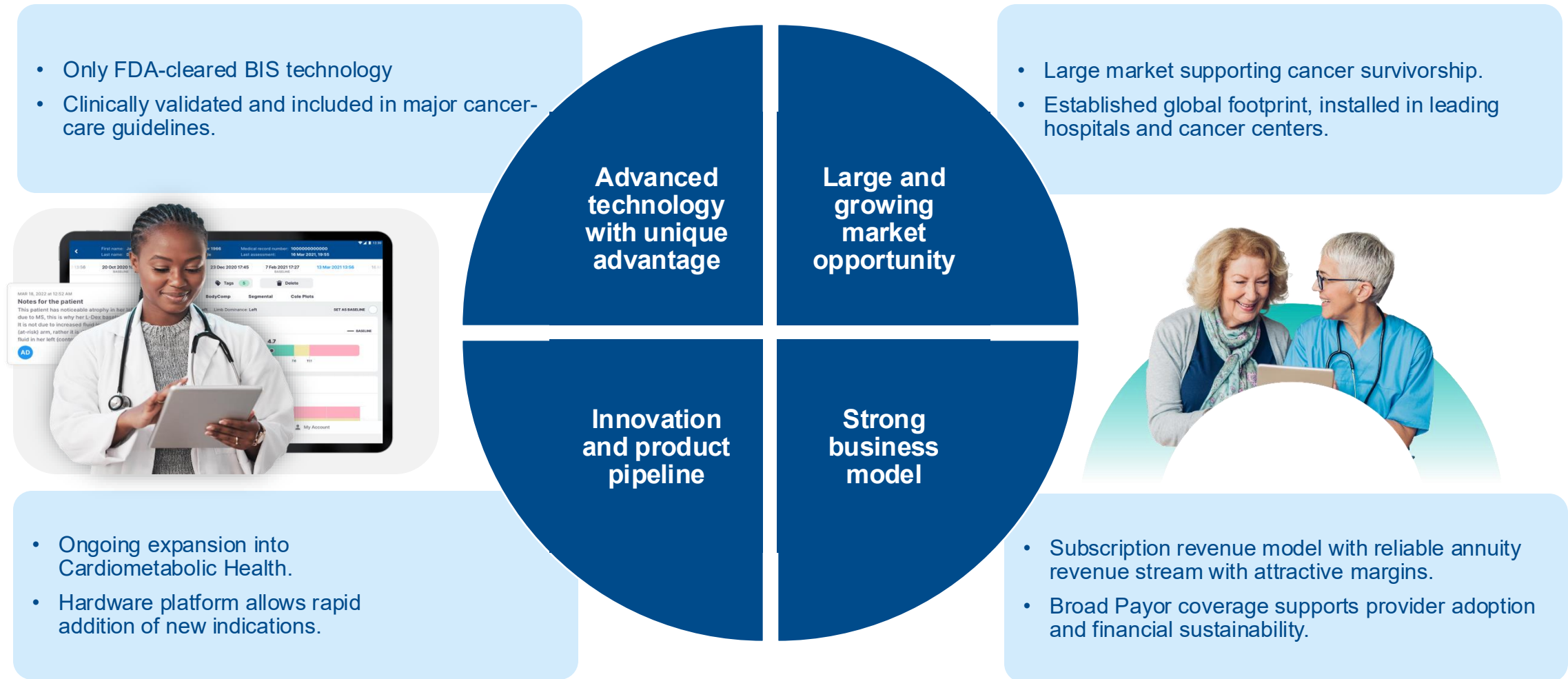


Sales Optimization

- **Lead Generation**

Using AcuityMD data and Seamless.ai we generate more targeted sales leads. We then validate them with an Outreach.io AI platform.

The ImpediMed Value Proposition



Thank You



Question Procedures

