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ASX ANNOUNCEMENT

ImpediMed Secures First Commercial Heart Failure Sales

Key Highlights:

- **First commercial sales of ImpediMed's SOZO® heart failure application, with an initial five SOZO units sold to Phoenix Healthcare Network**
- **The Phoenix Healthcare network of over 80 independent companies provide products and consultation services to skilled nursing facilities in the U.S. and Canada**
- **There are >15,500 skilled nursing facilities in the United States**
- **Approximately 25% of U.S. Medicare heart failure hospital patients are discharged to skilled nursing facilities**

Brisbane, Australia – ImpediMed Limited (ASX.IPD), a medical technology company that uses bioimpedance spectroscopy (BIS) technology to generate powerful data to maximise patient health, today announced the first order for its SOZO® Digital Health Platform to be used in the management of heart failure patients. Phoenix Healthcare Network, which operates cardio-pulmonary rehabilitation units within nursing homes and long-term care facilities, has initially purchased five SOZO units, with implementation to begin early next calendar year.

The Phoenix Healthcare network of over 80 independent companies provide products and consultation services to skilled nursing facilities in the U.S. and Canada. Phoenix Healthcare provides these companies with access to innovative, state-of-the-art, "game changing" products and consultation services within their scope of practice with a focus on cardio-pulmonary rehabilitation, remote monitoring, pharmacy, and training.

There are over 15,500 skilled nursing facilities in the U.S offering longer-term care to patients in need of assistance with the activities of daily life. Approximately 25% of first-time U.S. Medicare heart failure hospital patients are discharged to skilled nursing facilities, up from only 5% thirty years ago. These trends are being driven with the objective of reducing hospital readmissions and combatting chronic heart failure post-acute care costs which can comprise up to 70% of the total cost of care.

"At Phoenix Healthcare, we have a long history of reducing hospital readmissions and improving quality of care for patients with respiratory illnesses," said Tom Jordan, CEO of Phoenix Healthcare Network. "We are expanding our program to include cardiac rehabilitation, and SOZO will be at the center of our patient monitoring. Many of these patients come to our facilities after being discharged from the hospital for heart failure. SOZO's HF-Dex™ assessment provides real-time information about fluid status that our clinicians can use to help manage medication levels with the goal of preventing readmission," he continued.

"We are very excited to partner with Phoenix Healthcare to manage heart failure patients as part of a long-term program to reduce hospital readmissions and improve quality of life," said Richard Carreon, Managing Director and CEO of ImpediMed. "Skilled nursing facilities are a very important part of the continuum of care for elderly heart failure patients and provide ImpediMed a great opportunity to demonstrate the clinical utility of the SOZO Digital Health Platform," he continued.

The SOZO fluid analysis for heart failure is a novel tool for assessing fluid overload in heart failure patients. It utilises ImpediMed's HF-Dex™ heart failure index which is a measure of extracellular fluid as a percent of total body water. HF-Dex is presented on reference ranges derived from an analysis of heart failure patients from ImpediMed's heart failure home study and research performed on healthy subjects. The heart failure home study is an observational study that tracks recently hospitalised heart failure patients with daily SOZO tests at home. The analysis yielded BIS-derived reference ranges for normal fluid volumes, elevated fluid volumes, and fluid overload, which is defined as HF-Dex greater than 51%. Data from this study, combined with individual patient case reports illustrates the benefits of SOZO in heart failure patients:

- Differentiating between fluid and tissue-related weight changes
- Tracking response to medication changes
- A marker for readmission when HF-Dex is higher than 51%

Approved for release by the Managing Director and CEO, Mr Richard Carreon.

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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 a family of FDA cleared and CE Marked medical devices, including SOZO® for multiple indications including heart failure, lymphoedema, and protein calorie malnutrition sold in select markets globally.

For more information, visit www.impedimed.com.

About SOZO Digital Health Platform
SOZO, the world's most advanced, noninvasive bioimpedance spectroscopy (BIS) device, delivers a precise snapshot of fluid status and tissue composition in less than 30 seconds. Using ImpediMed's BIS technology, SOZO measures 256 unique data points over a wide spectrum of frequencies from 3 kHz to 1000 kHz. Results are available immediately online for easy data access and sharing across an entire healthcare system. The FDA-cleared, CE-marked and ARTG-listed digital health platform aids in the early detection of secondary lymphedema, provides fluid status for patients living with heart failure, and can be used to monitor and maintain overall health – all on a single device.

For more information, visit: https://www.impedimed.com/products/sozo/

About SOZO Fluid Analysis for Heart Failure
The SOZO fluid analysis for heart failure provides an objective measure of fluid overload in heart failure patients. It utilises ImpediMed's HF-Dex™ heart failure index which is a measure of extracellular fluid as a percent of total body water. HF-Dex is presented on BIS-derived reference ranges which indicate normal fluid volumes, elevated fluid volumes, and fluid overload, which is defined as HF-Dex greater than 51%. When used as part of a clinical assessment of heart failure patients, SOZO helps differentiate between fluid and tissue-related weight changes, track response to medication changes, and provides a marker for readmission when HF-Dex is higher than 51%.

For more information, visit: https://www.impedimed.com/healthcare/heart-failure/

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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.

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