



30 September 2021

ASX ANNOUNCEMENT

New Corporate Oncology Account with Icon Group

ImpediMed Limited (ASX:IPD) is pleased to announce an agreement with Icon Group for the roll out of 13 SOZO units to establish lymphoedema screening services for breast cancer patients across Australia and New Zealand. These initial units are scheduled to be installed over the coming weeks.

Icon Group is Australia's largest dedicated cancer care provider, with 31 cancer centres in Australia and a global footprint in New Zealand, Singapore, Hong Kong and mainland China. This footprint includes day oncology hospitals, radiation oncology facilities and comprehensive centres that bring both oncology disciplines together.

With a commitment to delivering the best care possible, closer to home for cancer patients through the use of innovative technology-based solutions, Icon offers the latest in cancer treatment including Australia's largest private cancer clinical trials program to improve health outcomes for men and women both in Australia and across the world.

"Through the implementation of lymphoedema screening at 13 Icon centres in Queensland, New South Wales, Victoria, Australian Capital Territory, Tasmania, and Wellington in New Zealand, we are helping patients take control from the very start of their cancer journey. SOZO facilitates the identification of each patient's individual risk of developing lymphoedema, ensuring the early detection of lymphoedema and the delivery of appropriate education and management to reduce its progression. At a time when there are so many uncertainties for a patient, this service arms them with important knowledge to manage their wellbeing throughout surgery, treatment and beyond," said Mark Middleton, Icon Group CEO.

As stated in July 2021 in the Q4 FY'21 Quarterly 4C, the Company has begun expanding its engagement with key corporate accounts. SOZO, as a digitally connected health platform, gives ImpediMed the ability to see patient testing in real-time, anywhere in the world. This real-time insight allows the Company to tailor its approach by better managing and reallocating resources when opportunities arise.

In recent months, the Company has reallocated resources with a renewed focus on corporate accounts. The work done has identified a deep pipeline of opportunities across the Asia-Pacific and U.S. markets., as large hospital systems are looking for innovative ways to improve patient care and grow as they work within a continued and evolving COVID-19 environment.

"We are proud to work with providers like Icon who strive for the highest levels of care for patients undergoing cancer treatment. This agreement opens the door to thousands of patients to participate in a state-of-the-art lymphoedema prevention program aimed at stopping chronic lymphoedema before it starts," commented Richard Carreon, Managing Director and CEO of ImpediMed.

"With PREVENT Trial results forthcoming, we believe the Icon account will be the first of many contracts and account expansions by our expanded corporate accounts team," he added.

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/>.

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.