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Companies Announcements Office
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CEO business update

Key highlights

- Two new leadership roles established, including Head of Commercial Operations and Head of Customer Success and Strategic Accounts. These are replacements of existing roles, focused on driving increased SOZO device sales, utilisation and customer retention
- Continued pipeline development following significant interest at two major annual conferences, leading to high levels of physician engagement
- Encouraging unit sales momentum in the current quarter compared with Q3 FY26
- Appointment of two new, highly regarded, Medical Advisory Board members - both experienced SOZO users

ImpediMed Limited (ASX: IPD) (**ImpediMed** or the **Company**) provides the following business update from its Chief Executive Officer and Managing Director, Erik Anderson.

Impedimed continues to focus on execution against its operational priorities, supported by an enhanced balance sheet following the completion of the Placement and Share Purchase Plan announced on 4 May 2026.

Organisation

Two new leadership roles have been established, both reporting directly to the Chief Executive Officer, replacing existing roles and maintaining the previously announced cost-out commitments.

Head of Commercial Operations commenced 1 June 2026: This position is responsible for forecasting, territory design, market segmentation, CRM integrity, quota architecture, and commercial analytics.

Head of Customer Success and Strategic Accounts: Recruitment for this role is underway. The position will be responsible for utilisation, retention, integrated delivery network (IDN) and strategic partnerships, and post-sale customer experience.



Cancer Survivorship / Breast Cancer Related Lymphoedema

The Company recently attended two major annual conferences: the American Society of Breast Surgeons (ASBrS) Annual Meeting in Seattle and the Australasian Lymphology Association (ALA) Conference in Cairns. Both events generated meaningful clinical and commercial engagement.

At ASBrS, the Company experienced substantial booth traffic and sponsored three customer-led poster presentations featuring SOZO in survivorship care. Feedback from existing and prospective customers reinforced the positioning of the SOZO platform's body composition capabilities as a "Lymphoedema+" story. Similar feedback was received by the Australian team at ALA, where the importance of SOZO in cancer survivorship was acknowledged. These and other conferences attended by ImpediMed are vital for education and awareness as well as a key component of the Company's pipeline-building activities.

Recent customer engagement across the United States has resulted in two new Medical Advisory Board appointments - experienced SOZO users committed to expanding patient access to baseline screening and ongoing surveillance. The Company has also met with leading lymphoedema surveillance researchers in the US and Australia, and with American Cancer Society leadership on survivorship.

The Company expects continued growth in unit sales relative to the prior quarter and is progressing initiatives to improve utilisation and reduce churn, including reactivation of previously churned systems, attributable to the improved reimbursement landscape.

The Company is also actively managing the heightened information security environment. This is an industry-wide dynamic following cyber incidents at peer medical device companies.

Weight Management / Body Composition

The Company is experiencing growing commercial traction in the weight management and body composition segment, with recent placements across medical spas, weight loss centres, bariatric programs, and elite athletic programs.

GLP-1 tailwinds continue to drive clinical demand for high-precision body composition monitoring. The fluid measurement capability of the SOZO is a key competitive differentiator in this context. Strategic partnerships and consumer-facing software capabilities are on the product roadmap, and the Company is maintaining a disciplined approach in the sequencing of these initiatives.

Heart Health

ImpediMed continues to advance its evidence-first approach to its Heart Health segment. The Company is engaging leading heart failure specialists in structured 30-day clinical trials, allowing clinical data to underpin the commercial case. One active trial involves a key opinion leader at a large, multi-site institution with more than 400 peer-reviewed publications. Master Services Agreements and IT frameworks are in place at target accounts, enabling efficient onboarding once trials conclude.



Chair of the Board Christine Emmanuel-Donnelly said “The Board is pleased with the strong support received from current and new shareholders in relation to the recent capital raising, which enhances the Company’s balance sheet and positions ImpediMed to execute against its strategic priorities. We are also confident that Erik Anderson brings the experience and leadership required to guide the Company through its next phase of development as it seeks to scale its commercial operations and deliver long-term value”

A copy of this announcement together with a recorded message from Erik Anderson is available on ImpediMed’s Investor Hub

For more information, contact Investor Relations at investorrelations@impedimed.com.

Approved for release by the Board of ImpediMed Limited



About ImpediMed

Headquartered in Sydney, 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 the SOZO® Digital Health Platform, which is FDA-cleared, CE-marked, and ARTG-listed for multiple indications, including lymphoedema, heart failure, and protein calorie malnutrition and sold in select markets globally.

In March 2024, the NCCN Clinical Practice Guidelines In Oncology (NCCN Guidelines®) for Survivorship continue to reference bioimpedance spectroscopy as the recommended objective tool to screen at-risk cancer patients for early signs of lymphoedema. With the SOZO Digital Health Platform and L-Dex®, ImpediMed is the only company to offer FDA-cleared technology that uses bioimpedance spectroscopy for the clinical assessment of lymphoedema. The connected digital health platform and large, attractive cancer-related lymphoedema market present an opportunity for continued strong growth through ImpediMed's SaaS subscription-based business.

For more information, visit www.impedimed.com.

Forward looking statements

This announcement 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).