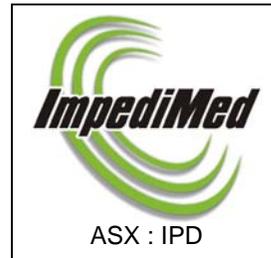


12th November 2007



ASX ANNOUNCEMENT/MEDIA RELEASE

ImpediMed US Distributor “Lymphedema Products, LLC” launch ImpTM XCA

ImpediMed is pleased to announce the commencement of product launch activities by one of its distributors, Lymphedema Products, LLC who are launching ImpediMed’s first US FDA cleared medical device, the XCA, for use in the clinical assessment of lymphoedema among breast cancer survivors.

Lymphedema Products, founded by Steve Norton, has commenced a campaign to targeted groups of therapists introducing the Imp XCA device, as well as providing a link to a professional “in-service” training video that demonstrates the use of the device. Mr. Norton is a highly regarded therapist and educator. The Norton School of Lymphatic Therapy is an educational institution for training therapists in the treatment of pathologies related to the lymphatic system. The video in-service can be accessed from either The Norton School or the Lymphedema Products websites:

<http://www.nortonschool.com>

http://www.lymphedemaproducts.com/media/xca_inservice/xca_inservice.html

ImpediMed CEO, Greg Brown said, “The comprehensive marketing collateral put together by Steve Norton, Executive Director and Founder of The Norton School*, are a testament to the professionalism of his Lymphedema Products organisation.

“ImpediMed is very fortunate to have someone of Steve Norton’s credibility in the US lymphoedema community weighing in behind our product both as an educator and as a distributor.”

Mr Norton said the Norton School of Lymphatic Therapy had already begun using ImpediMed’s XCA routinely in its clinic.

“Our therapists love the time savings, the ease of use and the improved clinical performance the XCA provides them as compared to a tape measure. The video in-service, filmed within our clinic, will serve as an excellent training tool for our new therapists and will help educate Norton School students across the United States and around the world about this advance in technology.”

ImpediMed is preparing for a pivotal clinical trial to be published on a potentially new lymphoedema management approach. In early 2007, the US National Institutes of Health plan to publish the results of a five year clinical research trial that indicates that the progression of secondary lymphoedema in newly diagnosed breast cancer patients may be prevented if diagnosed at a sub-clinical level and treated early with a low cost pressure gradient sleeve.

ImpediMed's devices are FDA cleared for the clinical assessment of lymphoedema and have been shown in clinical trials to detect lymphoedema in breast cancer survivors, in the range of one to ten months before clinically observable symptoms.

Mr Brown said the push is on among thought leaders in the US lymphoedema community to be proactive in managing the risk of Lymphoedema in cancer survivors.

"The NIH preliminary data suggests that the progression of lymphoedema beyond a sub-clinical condition may be preventable and could be managed very simply by clinicians using an early detection technology like ImpediMed's, and a simple low cost treatment regime.

"In the lead up to this key NIH publication, Steve Norton and the team at Lymphedema Products is starting to spread awareness among the large network of clinicians, therapists and health professionals who are associated with the Norton School."

ImpediMed's first clinic ready product with FDA clearance for use in the clinical assessment of lymphoedema is the Imp XCA which addresses the needs of newly diagnosed breast cancer patients and also survivor populations. The company is also developing a high end clinical device that will address the needs of both breast cancer and pelvic region cancer survivors, the latter of which can result in leg lymphoedema, along with an extended care device for prescription home use.

"We look forward to a long term mutually beneficial relationship with Steve Norton and the Lymphedema Products organisation as ImpediMed rolls out its full clinical product range over the next couple of years," Mr Brown said.

The marketing collateral included in the initial mailing campaign are attached.

For more information contact:

Mel Bridges	ImpediMed Limited - Chairman	Office: +61-7-3423-1777
Greg Brown	ImpediMed Limited - CEO	Office: +61-7-3423-1777
John Lamont	Phillips Group – Media Relations	Mobile: +61-408-737-450

- **About ImpediMed Limited:**

ImpediMed Limited was incorporated in 1999 by The University of Queensland's main technology commercialisation company, UniQuest Pty Ltd. The Brisbane-based company began operations in 2000 to commercialise technology developed by researchers from the University of Queensland and the Queensland University of Technology.

ImpediMed Limited develops and globally markets medical device systems for use in non-invasive screening and monitoring of human disorders and diseases.

ImpediMed's primary product range consists of a number of medical devices that enable the early detection and monitoring of secondary lymphoedema in cancer survivors before the onset of symptoms that are detectable using the most commonly used clinical technique.

ImpediMed has the only medical device with an FDA clearance in the United States for the clinical assessment by Health Care Providers of secondary lymphoedema in the arm. This device is targeted to be launched internationally before the end of the year.

www.impedimed.com

- **About Steve Norton and the Norton School of Lymphatic Therapy:**

Steve Norton is one of the thought leaders in Lymphoedema treatment and management in the US and founded the Norton School of Lymphatic Therapy. The Norton School of Lymphatic Therapy is one of the premier educational institutions for training therapists, clinicians and other medical professionals to become expert in the treatment of pathologies related to the lymphatic system.

A biography for Steve Norton can be found at: <http://www.nortonschool.com/faculty.html>

- **Lymphoedema Spelling:**

For those not closely associated with Lymphoedema it is worth highlighting that in the US it is spelt without an "o" (Lymphedema), where as in most other parts of the world it is spelt with an "o" (Lymphoedema). This is useful knowledge when searching on the topic.

ENDS

From: Lymphedema Products & Norton School [mailto:announce@lymphedemaproducts.com]
Sent: Friday, October 19, 2007 2:24 PM
To:
Subject: New Product Announcement



Manage lymphedema. Live your life.®



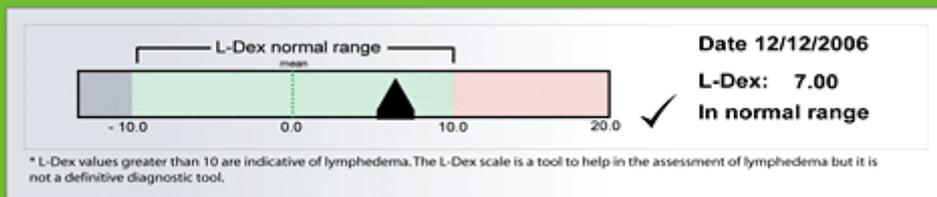
Imp XCA

Take a second... to help give your patients a better quality of life.

CLICK HERE TO VIEW A VIRTUAL IN-SERVICE OF THE XCA!

Imp™ XCA: A simple and valuable tool for the assessment of lymphedema

The Imp™ XCA is a low frequency impedance analyzer designed to assist in the clinical assessment of unilateral lymphedema of the arm. The Imp™ XCA references the L-Dex™ system which utilizes a simple linear scale. L-Dex™ values from -10 to +10 define the normal range of L-Dex™ values for a patient without lymphedema. The presence or absence of lymphedema is assessed by comparing the patient's L-Dex™ reading to this range.



Imp™ XCA: Quick and easy to use

1. Place five electrodes on patient - two on each hand and one on either the right or left foot.
2. Plug leads into the device.
3. Turn device on and specify affected arm and dominant arm.

4. Connect the leads to measure the right arm.
5. Press the "Measure" button.
6. Connect the leads to measure the left arm.
7. Press the "Measure" button.
8. Review your patient's L-Dex™ readings immediately using the real-time display options.



Imp™ XCA: Track patients and manage treatment with the Imp™ XCA software

Database driven software allows the tracking of a patient's L-Dex™ readings over time to enable accurate evaluation of treatment. The software includes advanced charting options and a single page printable report with the option of customized logos.

Impedimed Lymphoedema Analysis

System View Print Language Help

PRACTITIONER Dr. Brian Ziegelaar
Impedimed

CLIENT DETAILS Search Edit New

Given names: XCA example Family name: XCA example Date of birth: 14/08/1950 File number:
Address: Impedimed limited Gender: Female Height: 169.0 cm
Dominant: Right Affected: Right L-Dex baseline: -4.4 Done Cancel

CURRENT ANALYSIS L-Dex normal range mean
-10.0 0.0 10.0 20.0
Date: 28/03/2007
L-Dex: 17.4
Out of normal range

RESULTS

Date and time	Height	Weight	Age	L-Dex	Change from baseline	Change from previous	R(unaf)	Xc(unaf)	Z(unaf)	phi(unaf)	R
10/08/1998	169.0	75.0	48.0	1.5	5.8	-6.1	338.4	10.2	338.6	1.7	
30/11/1998	169.0	73.0	48.3	8.9	13.3	7.5	356.5	10.7	356.7	1.7	
12/02/1999	169.0	73.6	48.5	10.7	15.1	1.8	369.1	11.1	369.3	1.7	
7/04/1999	169.0	74.5	48.6	10.0	14.4	-0.7	336.6	10.1	336.8	1.7	
9/06/1999	169.0	74.5	48.8	11.7	16.0	1.7	339.3	10.2	339.5	1.7	
18/08/1999	169.0	74.5	49.0	11.8	16.2	0.1	349.4	10.5	349.6	1.7	
11/10/1999	169.0	73.7	49.2	13.5	17.8	1.7	346.1	10.4	346.3	1.7	
28/03/2007 9:21:55 AM	169.0	67.0	56.6	17.4	21.8	3.9	339.9	10.1	340.0	1.7	

NEW DATA

Impedances

Affected: Resistance, Reactance
Unaffected: Resistance, Reactance

Instrument: Impedance format: R, Xc (selected), Z, phi
Data presentation: Sorted (checked), Editable
Buttons: Add to table, Alter current entry, Delete current entry



Imp XCA Lymphedema Analysis



ImpedMed Limited
Tel: +41 7 3423 1777
Fax: +41 7 3423 1496
Web: www.impmed.com

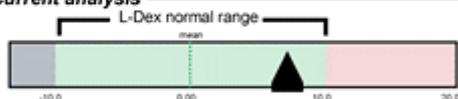
LYPHDEMA ANALYSIS REPORT

Patient details

Name: XCA Example
Date of birth: 30/7/1971
File number: H 214-03-087
Dominant: Right
Affected: Left

Practitioner: Dr Example
Report printed at: 11/12/2007 12:34:56

Current analysis



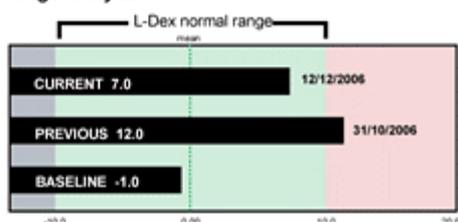
Date 12/12/2006

L-Dex: 7.0

✓ In normal range

* L-Dex values greater than 10 are indicative of lymphoedema. The L-Dex scale is a tool to help in the diagnostic and monitoring process of lymphoedema but is not a definitive diagnostic tool.

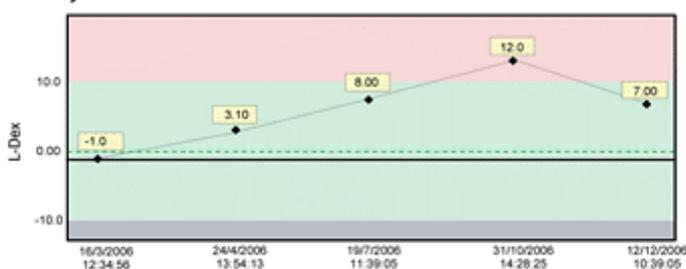
Change analysis



↘ Decrease from previous 5.0

↗ Increase from baseline 8.0

History



L-Dex is a trademark of ImpedMed limited



Imp™ XCA: Comparison to current clinical practice

	XCA	Symptom assessment	Tape measure	Perometer
Reliability	✓✓✓	✓	✓	✓✓
Validity	✓✓✓	✓	✓✓	✓✓
Ease of measure	✓✓✓	✓✓	✓	✓✓
Time to measure	✓✓✓	✓	✓	✓✓
Quantification	✓✓✓	✓	✓✓	✓✓
Portability	✓✓✓	✓✓✓	✓✓✓	✓
Evidence based	Yes	No	Yes	Yes
Anecdotal	No	Yes	No	No

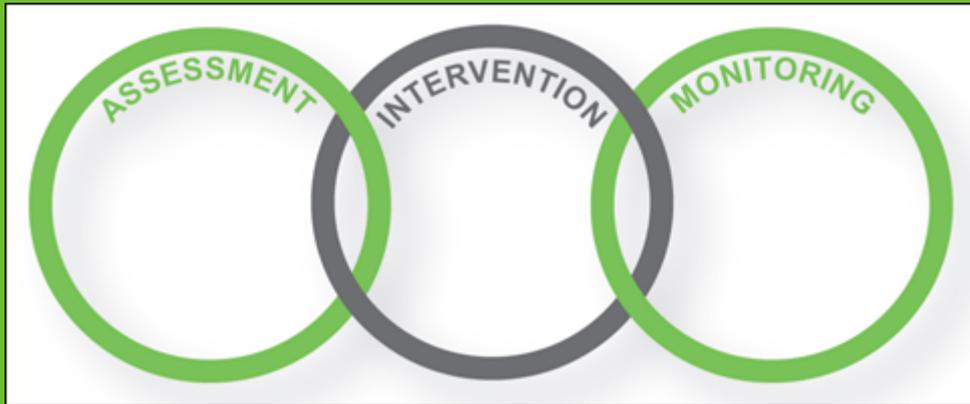
- **Objective:** The L-Dex™ system overcomes the known deficiencies of circumference measurements caused by inter- and intra-practitioner variability.
- **Sensitive:** The L-Dex™ system is a more sensitive method of assessment than circumference measurements [1-3].
- **Fast:** Total time of test is less than 5 minutes from start to finish.

lymphedema manifests and is therefore a more direct measurement methodology [3-9].

- **Standardized:** Provides a standard metric for lymphedema assessment worldwide.
- **Validated:** Independent research has shown that the technology behind the L-Dex™ system allows for the earlier detection of unilateral lymphedema of the arm when compared to the clinical practice of circumference measurements [3-9].

Imp™ XCA: The L-Dex™ system advantage

Effective assessment and monitoring tools should be capable of evaluating the early stages of lymphedema using an evidence based process that is reliable, efficient and easy to use.



The L-Dex™ system allows the assessment and monitoring of the:

- Presence of lymphedema by comparing a patient's results to a normal range established in a healthy population. Research has shown that detection of lymphedema can be achieved 1-4 months and up to 10 months earlier by this methodology.
- Extent of the condition by indicating variance outside the normal range.
- Change from a pre-surgical baseline measurement.
- "Target" range and when appropriate therapeutic intervention is clinically indicated.
- Effect of therapeutic intervention to document efficacy of care

L-Dex is a trademark of ImpediMed Limited

HOW TO GET THE Imp™ XCA

As part of our program to introduce our customers to the **Imp™ XCA**, the device can be purchased outright or can be leased through our **flexible lease program**. If you would like more information about how the **Imp™ XCA** can benefit your lymphedema therapy program, please contact **Kelly Thomson**, our **Director of Sales and Marketing**. She will be happy to answer your questions and assist you with the ordering process. She can be reached directly at **(866) 445-9674 ext. 101** or at Kelly.Thomson@LymphedemaProducts.com.

(866) 445-9674

(866) 854-7800 Fax

info@LymphedemaProducts.com

www.LymphedemaProducts.com

This message is sent to you by Lymphedema Products in association with the Norton School of Lymphatic Therapy. Your address has not been shared with any outside parties.

If you no longer wish to receive messages from us, please let us know at: announce@LymphedemaProducts.com