



29 July 2016

ASX ANNOUNCEMENT

IMPEDIMED TO PRESENT AT BIOSHARES BIOTECH SUMMIT 2016

Brisbane, Australia and Carlsbad, Calif. - ImpediMed Limited (ASX: IPD) a global provider of medical technology to measure, monitor and manage fluid status and body composition, today announced that Managing Director and CEO, Richard Carreon, will be presenting at the Bioshares Biotech Summit 2016 on Friday 29th July, 2016.

The topic for the presentation is "Opportunities for Digital Health Solutions." The presentation will include details of ImpediMed's current work on its next generation product, SOZO™, including a video describing the product.

SOZO™ is considered by ImpediMed to have the world's most accurate technology for use in body composition, fluid status and hydration management, combined with the technology of remote patient monitoring. This next generation system features convenient and easy-to-use characteristics along with compatibility to interact with either the medical clinic or the user's own device.

ImpediMed will update the market as SOZO™ receives appropriate regulatory clearances for the relevant indications.

A copy of the presentation will also be available on ImpediMed's website at <https://www.impedimed.com/newsroom/news/>.

Richard Carreon
Managing Director & CEO

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About ImpediMed

Founded and headquartered in Brisbane, Australia with U.S. offices in Carlsbad, Calif. and Bloomington, Minn., ImpediMed is the world leader in the development and distribution of medical devices employing bioimpedance spectroscopy (BIS) technologies for use in the non-invasive clinical assessment and monitoring of fluid status in patients. ImpediMed has the first medical device with FDA clearance in the U.S. to aid healthcare professionals to clinically assess secondary unilateral lymphoedema of the arm and leg in women and the leg in men. For additional information, visit www.impedimed.com.

Forward Looking Statements

Certain statements in the presentation may constitute forward-looking statements or statements about future matters that are based on management's current expectations and beliefs. The forward-looking statements in this release include statements regarding the timing of the launch of the next generation product, the ability of the new features to broaden the appeal of the product, and the ability of new product to meet the needs of the customer base, among others. These statements are subject to risks and uncertainties that are difficult to predict and are based on assumptions as to future events that may not prove accurate. Actual results may differ materially from what is expressed in the presentation.

There can be no assurance that any existing or future regulatory filings will satisfy the relevant authorities' requirements regarding SOZO™ nor can there be any assurance that SOZO™ will be approved for all applications by any authorities for sale in any market or that they will reach any particular level of sales. In particular, management's expectations regarding ImpediMed's ability to commercialise SOZO™, including its ability to obtain reimbursement for the products and its estimates of potential revenues, costs, profitability and financial performance could be affected by, among other things, unexpected trial results, including additional analysis of existing data, and new data; unexpected regulatory actions or delays, or government regulation generally; its ability to maintain patent or other proprietary intellectual property protection; competition in general; government, industry, and general public pricing pressures; and additional factors that involve significant risks and uncertainties about our products, product candidates, financial results and business prospects. Should one or more of these risks or uncertainties materialise, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated or expected.

The information in the presentation is subject to change and unless required by law, ImpediMed assumes no obligation to update the presentation or its contents for any matter arising or coming to ImpediMed's notice after the date of the presentation.



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12 **Bioshares**
Biotech
2016 Summit

Disclaimer

- The material contained in this document is a presentation of general information about the activities of ImpediMed Limited (“ImpediMed”) current as at the date of this presentation. The information is provided in a summary form, does not purport to be complete and should not be relied upon as advice for investment purposes. This presentation does not take into account the investment objectives, financial position or needs of any particular investor. Independent advice should be sought before making any investment decision.
- SOZO™ is intended only for use in countries in which it has received regulatory approval. Inclusion of products and information does not imply any official medical advice, recommendation or warranty. The information provided is not a substitute for the advice of an appropriate health professional. This website can be accessed from countries around the world and may contain references to products that have not been granted regulatory approval in your country. You should consult your health professional for detailed information regarding ImpediMed’s products and their suitability for you, as well as the regulatory approval status of such products in your country.
- To the extent permitted by law, no responsibility for any loss arising in any way (including by way of negligence) from anyone acting or refraining to act as a result of this presentation or its contents is accepted by ImpediMed or any of its officers, employees or agents.
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Opportunities for Digital Health Solutions



Session Topic Description

The Growth Challenge – Opportunities for Digital Health Solutions

In this session which will focus on the rapidly emerging opportunities for products/services offering digital health technology solutions, the following points could be canvassed around the decision to introduce a new cardiac diagnostic/monitoring digital health solution using your platform lymphedema measurement technology, in the context of chronic disease management (CDM):

- What are the changes in the commercial environment that you are responding to that for new product offerings?
- How are you leveraging off existing internal infrastructure and expertise to address this new opportunity? What are the differences between your lymphedema strategy and your CDM heart failure strategy?
- Do you need to add additional expertise and infrastructure?
- Are there previously successful examples of similar products/services that have been introduced?
- How does seeking a step change in growth change the risk profile of your business?
- What are the unknowns you face in this new business opportunity?
- What considerations need to be made with respect to the new risks the company will face? What are the most critical factors?
- What is the financial investment that needs to be made, and over what period, to penetrate this market opportunity?
- What is the commercial opportunity for your company?

Digital Health



The broad scope of digital health includes categories such as mobile health (mHealth), health information technology (IT), wearable devices, telehealth and telemedicine, and personalised medicine.

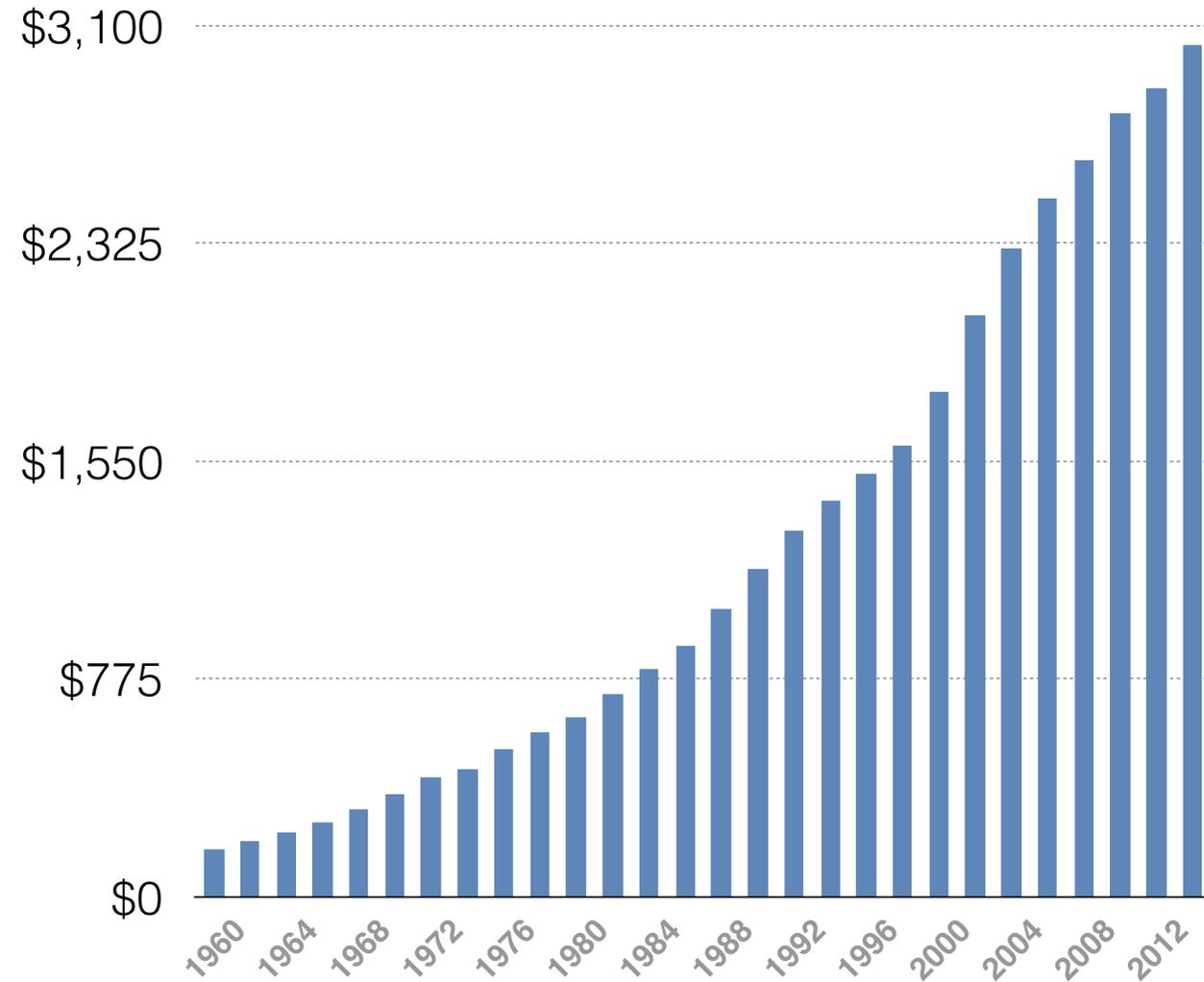
Providers and other stakeholders are using digital health in their efforts to:

- Reduce inefficiencies
- Improve access
- Reduce costs
- Increase quality
- Improve outcomes
- Make medicine more personalised for patients



US Healthcare Spending is Reaching a Tipping Point

Total National Health Expenditures 1960-2014
(Aggregate Spending, US \$ Billions, Adjusted for Inflation)

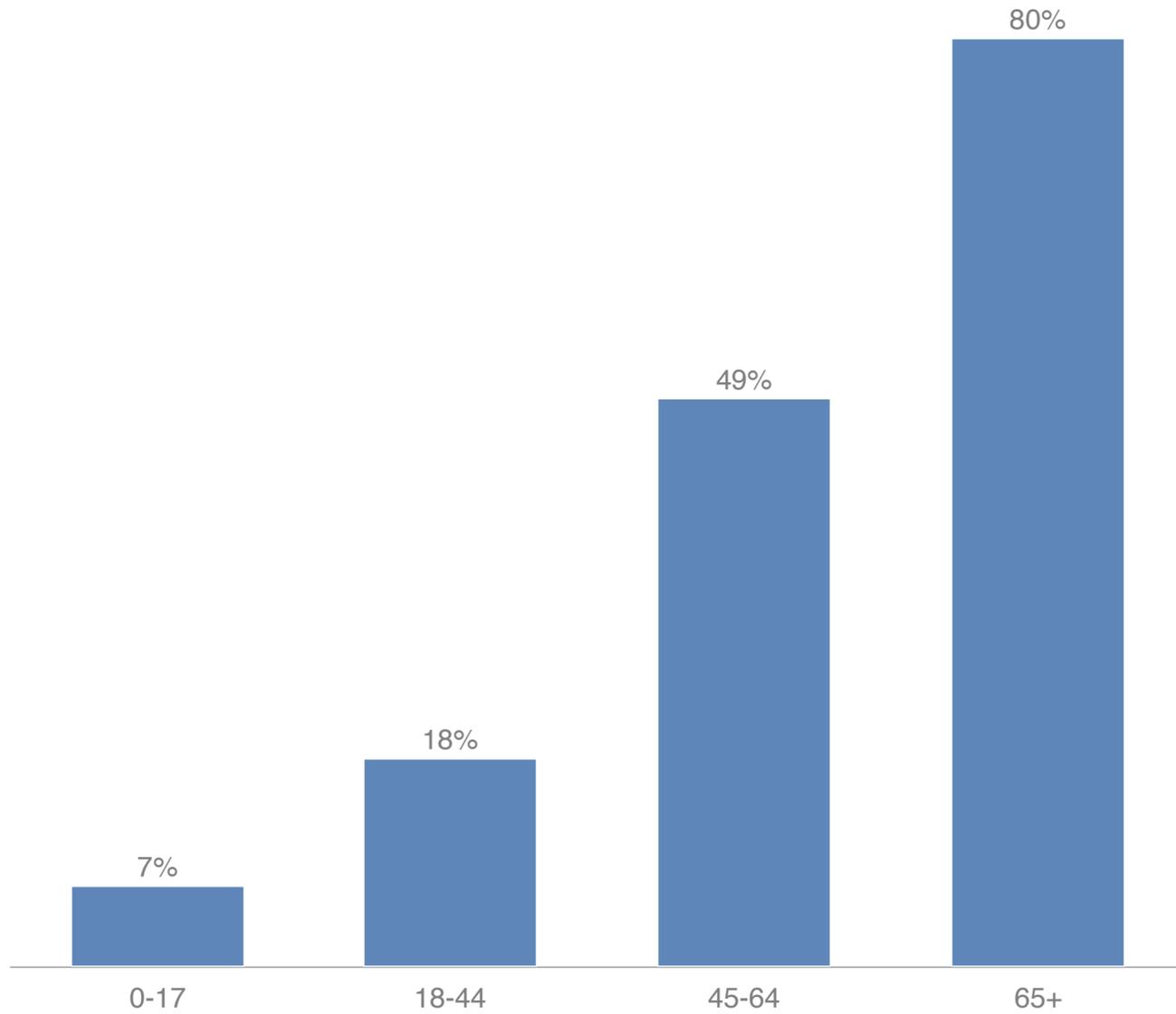


Projected National Healthcare Expenditures
2015 - 2025

Health spending is projected to grow 1.3 percentage points faster than Gross Domestic Product (GDP) per year over this period; as a result, the health share of GDP is expected to rise from 17.5 percent in 2014 to 20.1 percent by 2025.

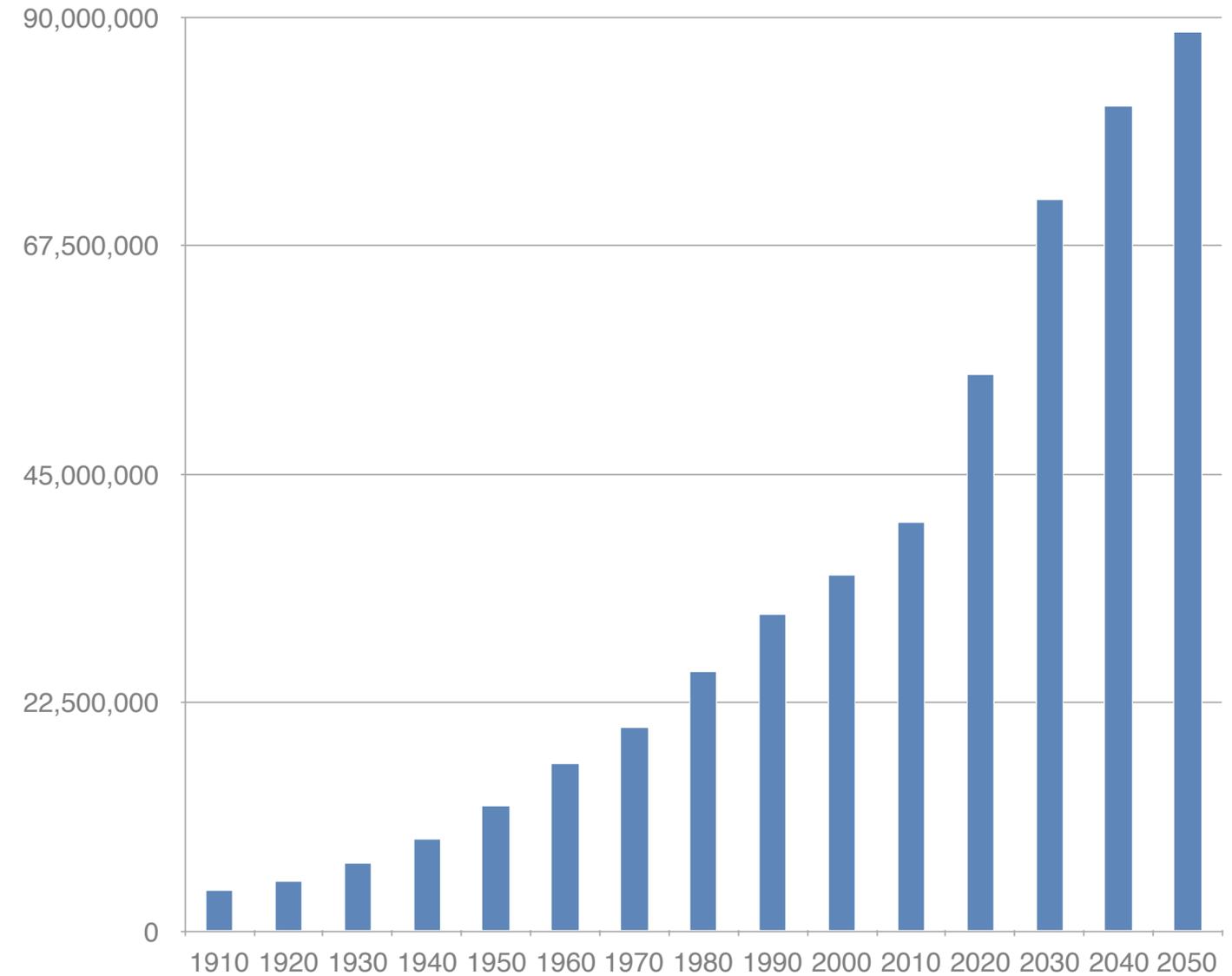
An Aging Population

The Prevalence of Chronic Disease Increases with Age



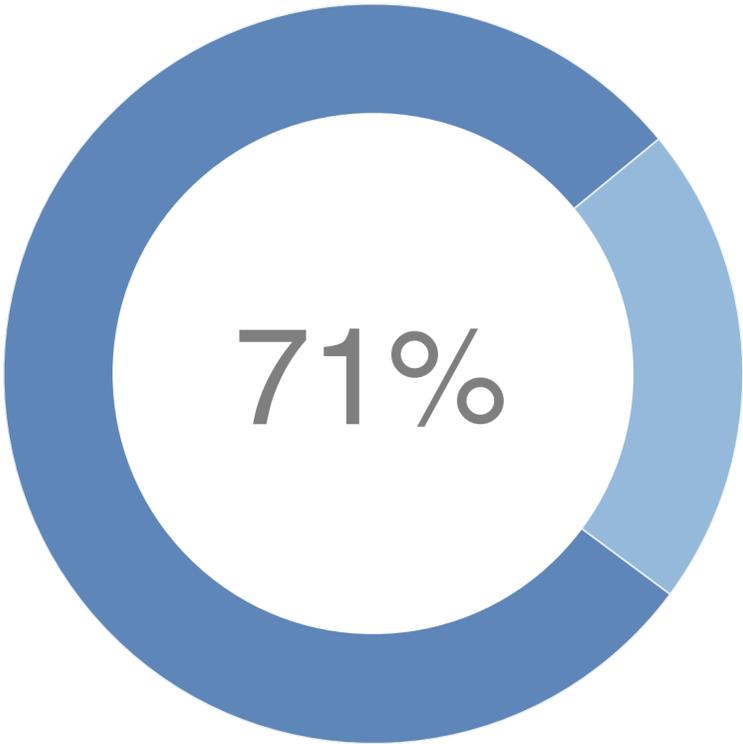
% of US Population with 2 or more chronic diseases by age

US Population 65+ by Age: 1910-2050



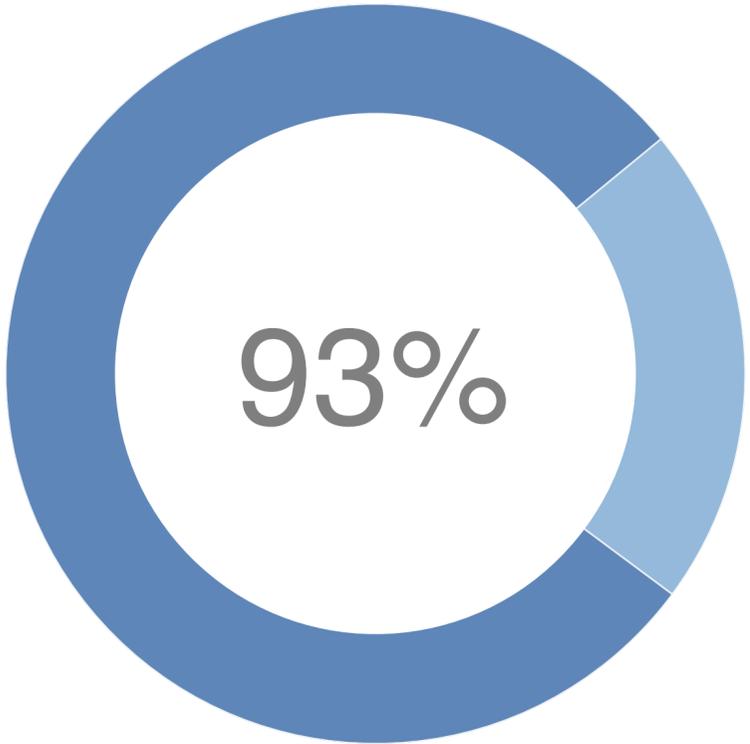
Chronic Disease

% of Every Dollar of Spending Goes to Treating People with Multiple Chronic Conditions

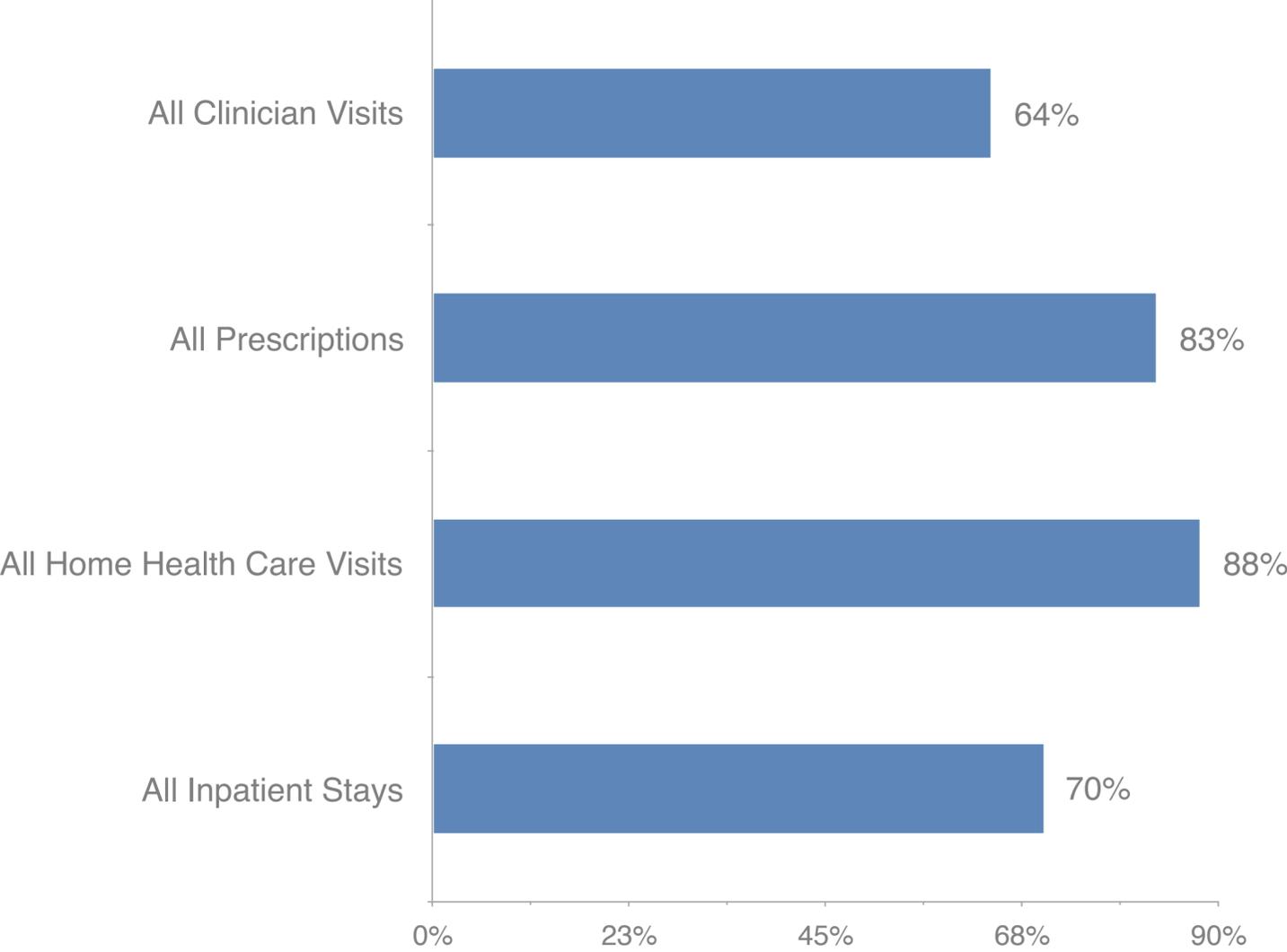


US Healthcare

% of Healthcare Services Used by People with Multiple Chronic Conditions



Medicare



CMS is Aggressively Addressing Escalation Costs

Chronic Care Quality Measures

Key CMS chronic care quality measurement programs includes Physician Quality Reporting System (PQRS): Provides incentives (0.5-2% bonus) to physicians and group practices.

Chronic care measures include:

- Diabetes
- Heart failure
- Coronary artery disease
- Stroke management
- COPD and asthma management

44% of eligible providers earned an incentive in 2014, totaling \$224 million

Hospital Readmission Reduction Plan (HRRP)

HRRP penalises hospitals with relatively higher readmission rates for Medicare patients.

Relative measures so hospitals need to outperform against their peers.

Penalties are a reduction in payment of up to 3% for every Medicare patient for 12 months.

Readmission is to any hospital for any reason (“all causes”) within 30 days.

Current focus on:

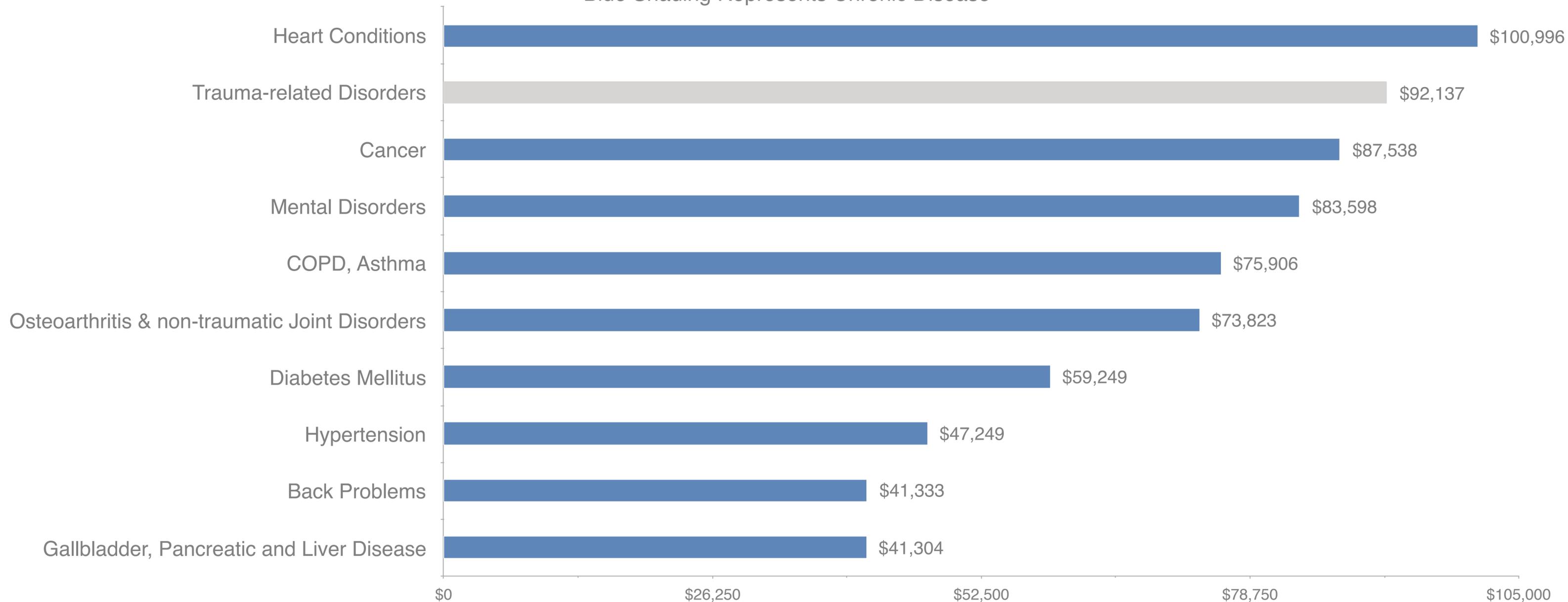
- Heart attack
- Heart failure
- COPD
- Hip or knee replacements

86% of the 9.5 million Medicare Readmissions resulted in penalties in 2014, totaling \$420 million

Chronic Disease

Top 10 Diagnoses Ranked by Average Aggregate Annual Expenditures 2012

Blue Shading Represents Chronic Disease

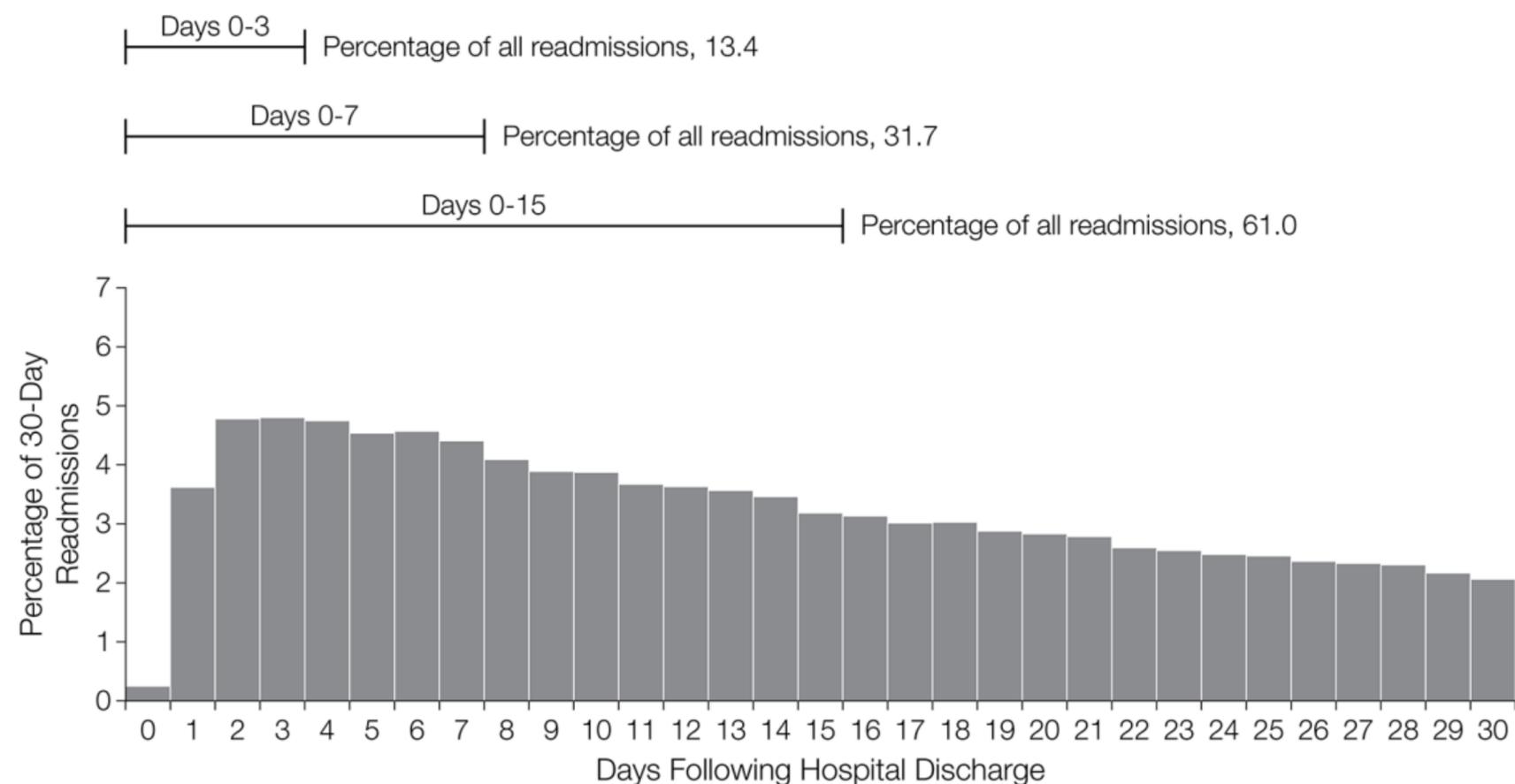


Heart Failure is a Major Burden on the US Healthcare System

CHF is Among the Most Expensive Diseases for Medicare

- Estimated 5.7 million people in the US have heart failure.
- 870,000 newly diagnosed cases per year.
- Heart failure costs the US an estimated US \$31 billion each year. By 2030 these costs are expected to increase to US\$70 billion.
- 80% of these costs are spent on hospitalisation.

Heart Failure Hospitalisation



Controlling Chronic Disease Costs

Potential economic impact of Healthcare Internet of Things (IoT) offerings by vertical

Vertical	Disease State	Total Savings Opportunity	Commercial Opportunity
Remote Patient Monitoring	Heart Disease, COPD/Asthma, Diabetes	\$200+ billion	~\$15 billion
Telehealth	Routine & Psychological Care	\$100+ billion	~\$12 billion
Behavior Modification	Obesity, smoking cessation, overall lifestyle improvement	Indefinitely large	~\$6 billion

Key Players

PHILIPS

Enterprise telehealth



 **Medtronic**



 **ST. JUDE MEDICAL**



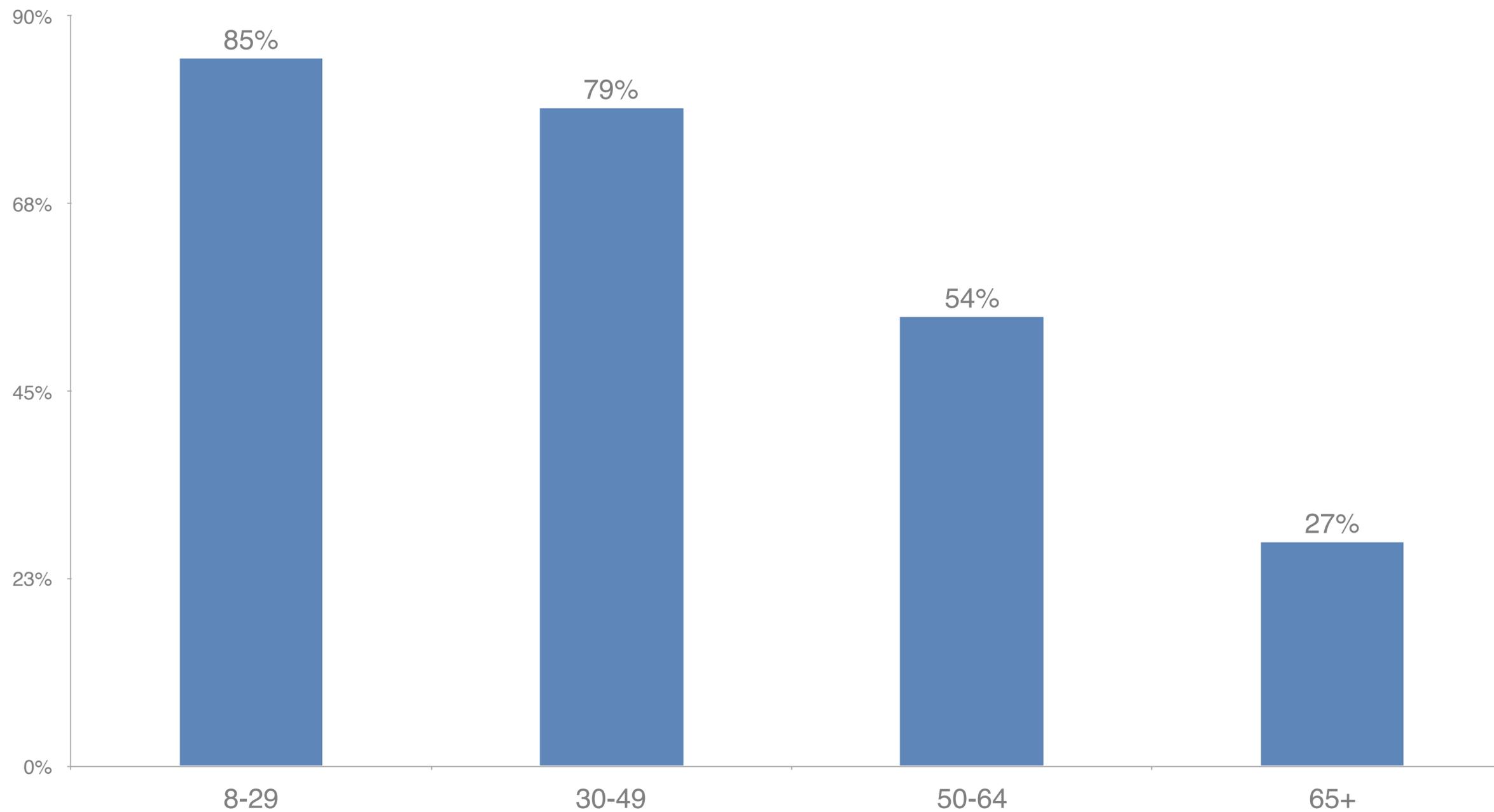
Honeywell | Life Care Solutions



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Smartphone Usage in the US by Age - Early 2015



Keys to Success

- Easy to Use
- Integrated
- Accurate
- Evidence Based
- Actionable Data
- Clinically Meaningful
- Reduce Costs
- Risk Stratification
- Artificial Intelligence
- Ecosystem



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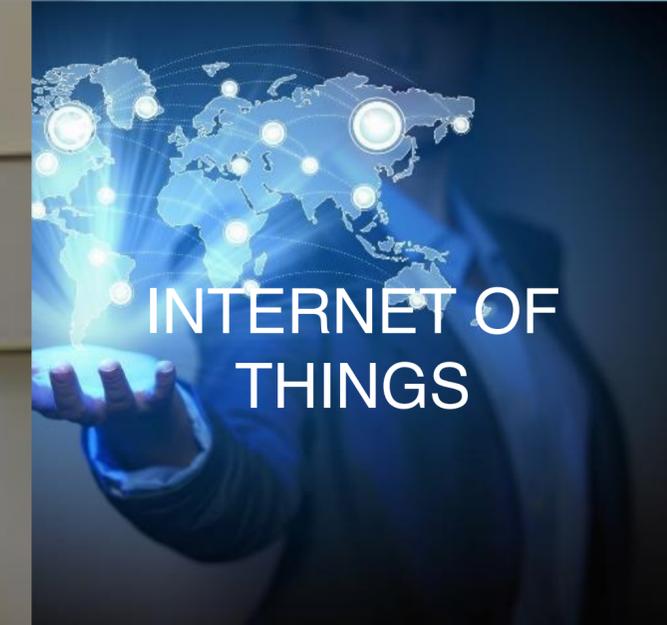
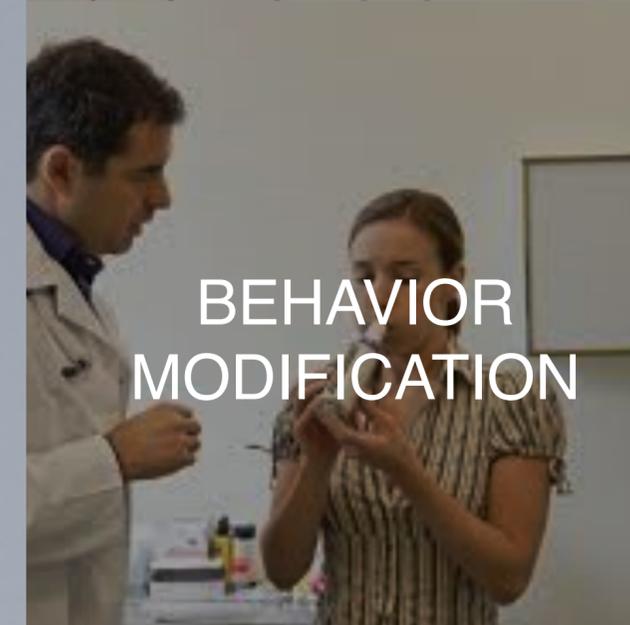
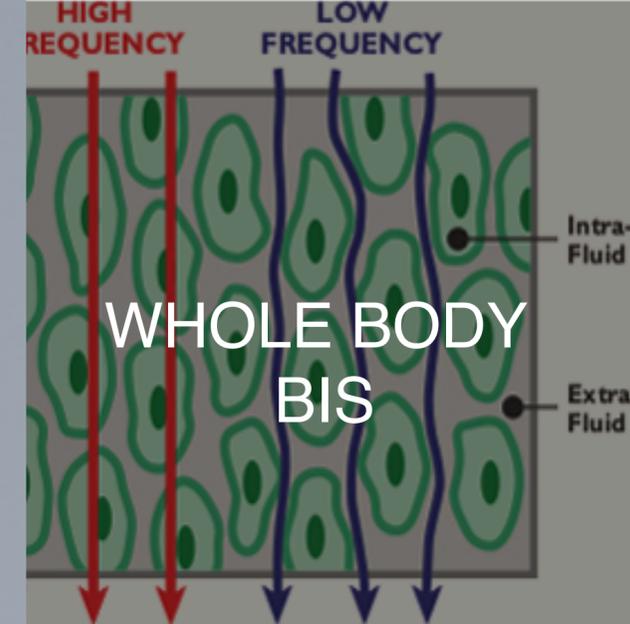
Product Overview



**" A t r u l y d i s r u p t i v e t e c h n o l o g y n o t
o n l y c h a n g e s t h e w a y t h a t p e o p l e t h i n k
b u t a l s o t h e w a y t h e y r e a c t . "**

Our challenge was clear.

To create a device that would include the following...





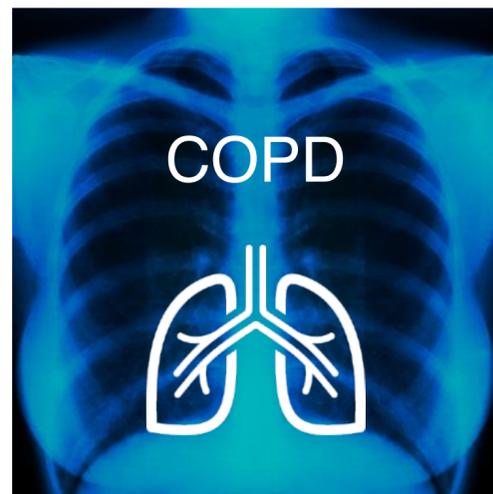
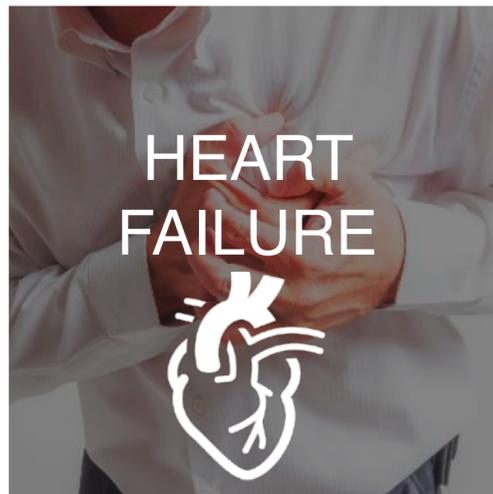
FLUID STATUS



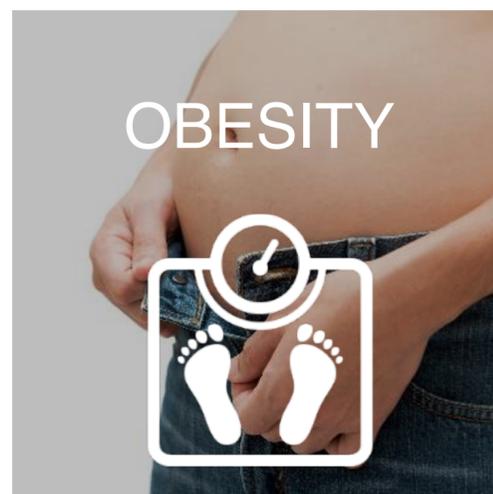
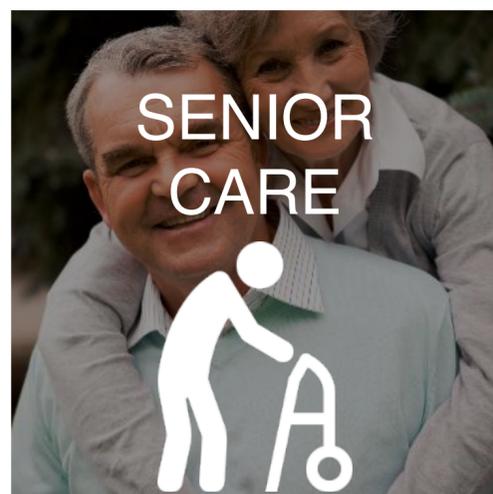
BODY COMPOSITION



HYDRATION



COMPLEX CHRONIC DISEASE MANAGEMENT





Say Hello to

SCZOTM
by impedimed

The world's most accurate technology for use in body composition, fluid status and hydration management combined with the technology of remote patient monitoring.



SAVE

SOZO's BIS technology has been clinically proven to be the new "Gold Standard" for fluid status and body composition.



HEAL

SOZO will work with patients who have and continue to overcome chronic diseases.



CREATE

SOZO will give users an opportunity to take charge of their health and wellness.

SOZO's meaning

Sozo is originally a Greek word that simply means "to save" or "to rescue". It also means "creation" or "to imagine" in Japanese.



HUMAN-CENTERED DESIGN

Countless hours of human factors engineering and human-centered design to create the ultimate user centric device.



SIMPLE YET ELEGANT PHYSICAL INTERFACE

It should never take more than one step to give the user what they need. This philosophy of keeping it simple is behind every SOZO experience.



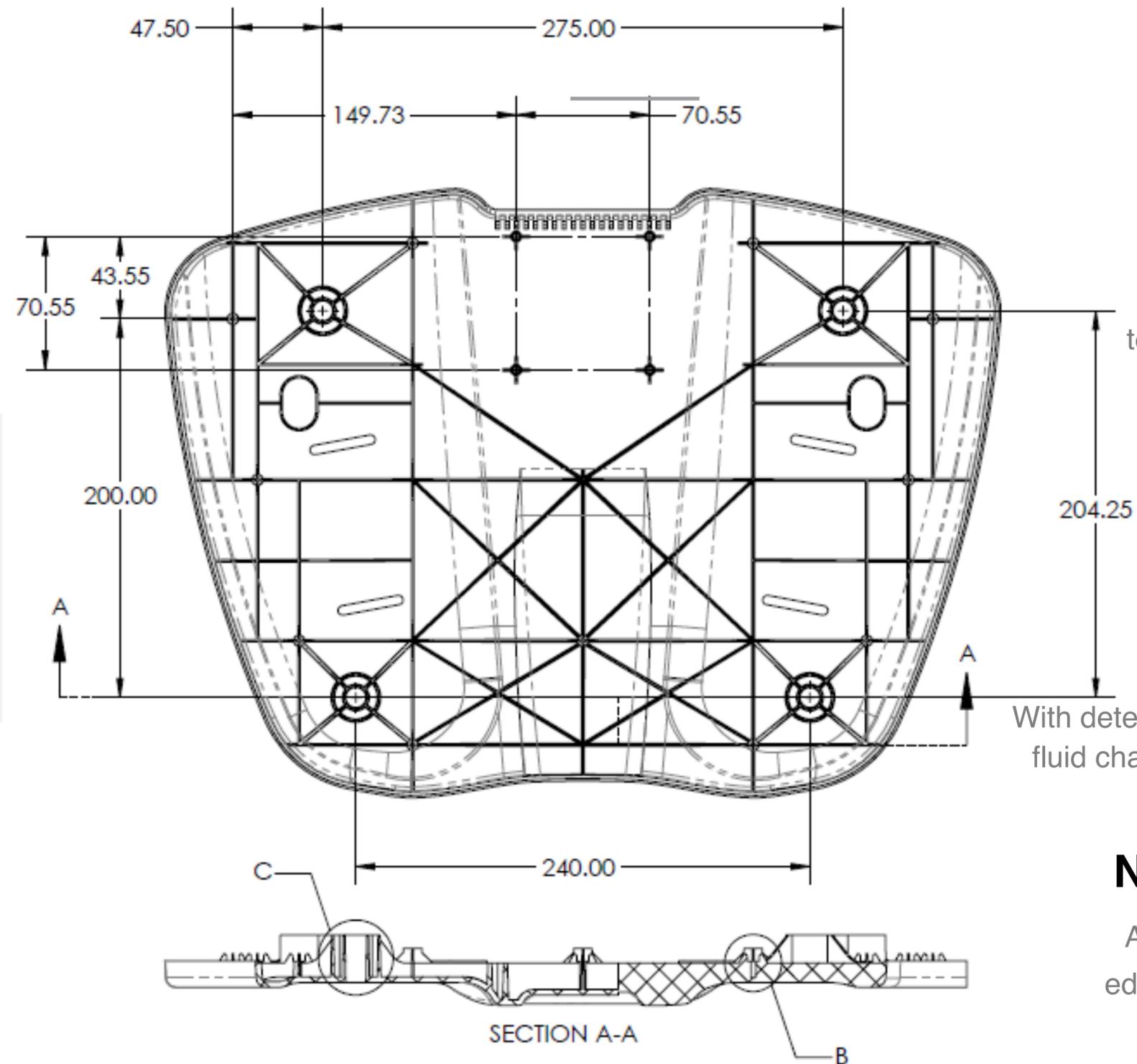
BUILT FOR THE USER INTERFACE

The ecosystem a user is living in, whether it is the medical clinic interfacing with their EMR system, or the home user interacting with the device in their own setting, all interfaces were designed to sculpt this innovative platform and product.

Highlights



- 4 Channels
- Device for clinic as well as in-home monitoring
- Real-time monitoring
- Direct Segmental – arms, legs and torso
- Both sides and full body
- Thorax region
- Segmental body composition without empirical estimation
- Hypertension / Hypotension
- Malnutrition indicator
- Hyper and hypo hydration assessment
- Baseline and longitudinal monitoring



Body of Evidence

Based on clinical research and involvement of leading healthcare institutions and professionals, BIS technology has demonstrated value and credibility.

Trending Data

Better quality of care when clinicians have precise and trending data.

Fluid Accumulation

With detection of as little as 1 tablespoon of fluid change, clinicians can better manage chronic diseases.

Non-invasive Solution

Allows for a fast, easy solution that educates patients about their overall outcomes.

Today, chronic disease makes up both the highest risk and highest cost amongst patients in the system.

ImpediMed's SOZO device, with BIS technology, provides value by delivering outcomes that patients and payers want at an affordable cost.



Our new product line is divided into two main categories.

Wellness & Health





Hello



Follow the link below to see
the future of healthcare.

https://youtu.be/0uMBA2II_qA