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# Investor Update

ASX:IPD April 2015



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# Investment Summary

**IPD's bioimpedance spectroscopy (BIS)** — provides a simple, non-invasive system for accurately measuring tissue composition and fluid status

**First product, L-Dex<sup>®</sup>, allows early identification of lymphoedema** — affects approximately 20% — 30% of cancer survivors

**US reimbursement in place** — L-Dex awarded a unique, dedicated CPT<sup>®</sup> Category I code providing US\$112 per patient assessment effective 1 January 2015

**Targeted commercial launch underway** — 3 leading, large US cancer centres already participating in pilot program of L-Dex in preparation for US national launch late CY2015

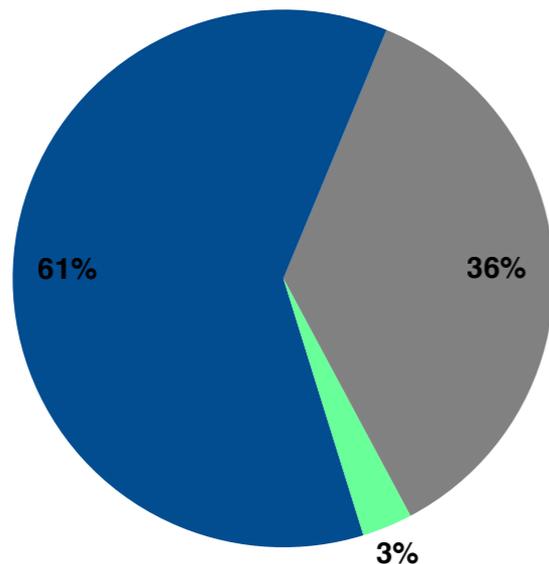
**Strong clinical endorsement** — premier US cancer centres and clinicians in various post-approval trials. L-Dex also increasingly incorporated into clinical practice guidelines

**Highly experienced management team and Board** — former Medtronic executives responsible for commercialisation of multiple products in the US and international markets

# Corporate Overview

- ASX listed (October 2007)
  - S&P/ASX 300 - added March 2015
- Operations in US (San Diego) and Aus (Brisbane)
  - Transformed Board & Management in 2013
  - 40 FTE staff
- Market capitalisation ~\$230M (~293M shares on issue)
  - Cash on hand \$36.0M (31 March 2015)
  - Revenue YTD FY15 – \$3.5M

## Share Register Breakdown



● Founder / Management   
 ● Institutional   
 ● Private

## Share Price Performance – 12 Month

**0.780** +0.010 (1.30%)

Apr 13 - Close  
 ASX data delayed by 20 mins - Disclaimer  
 Currency in AUD



## Substantial Shareholders

|                   |       |
|-------------------|-------|
| Allan Gray        | 17.7% |
| Starfish Ventures | 8.6%  |
| Fidelity          | 5.0%  |
| Top 20            | 54.0% |

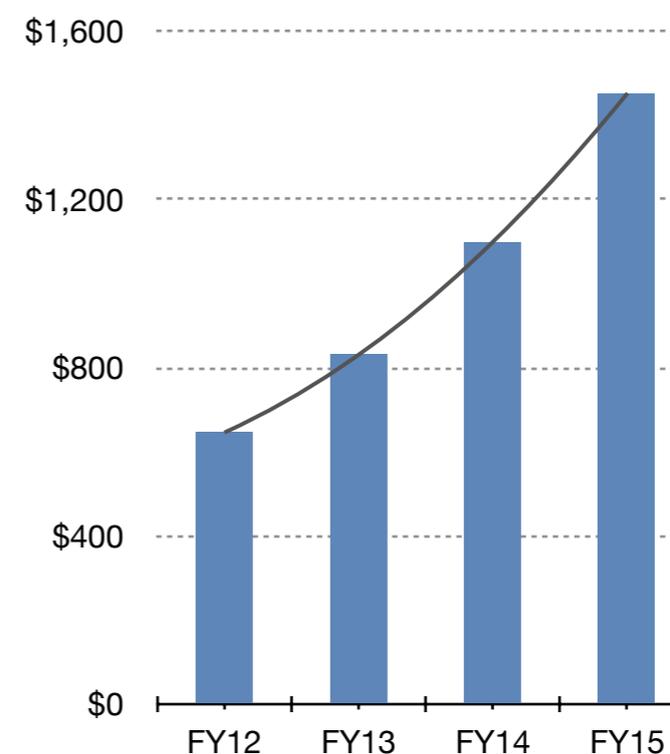
# Financial Year to Date (31 March)

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| 31 March (unaudited)       | YTD FY2015<br>\$000 | YTD FY2014<br>\$000 | % Change     |
|----------------------------|---------------------|---------------------|--------------|
| Lymphoedema Revenue        | 1,453               | 1,099               | 32% ↑        |
| Body Composition Revenue   | 686                 | 604                 | 14% ↑        |
| Test & Measurement Revenue | 1,411               | 795                 | 77% ↑        |
| <b>Total Group Revenue</b> | <b>3,550</b>        | <b>2,498</b>        | <b>42% ↑</b> |
| Operating Expenses         | 12,808              | 6,778               | 89% ↑        |
| <b>Operating Loss</b>      | <b>10,110</b>       | <b>5,258</b>        | <b>92% ↑</b> |

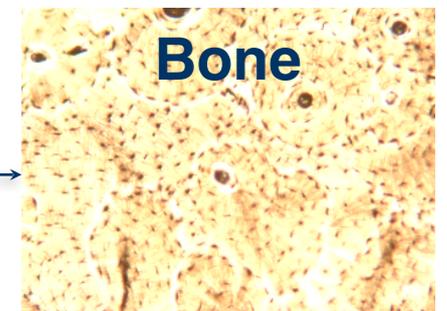
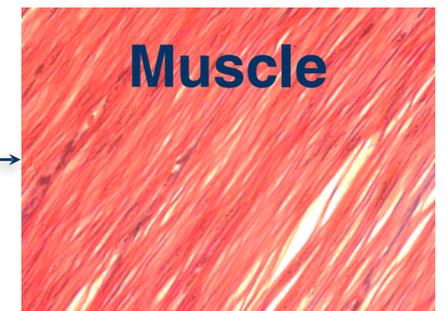
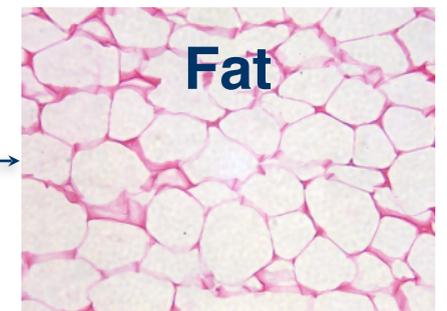
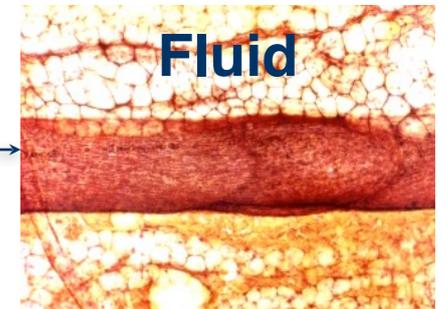
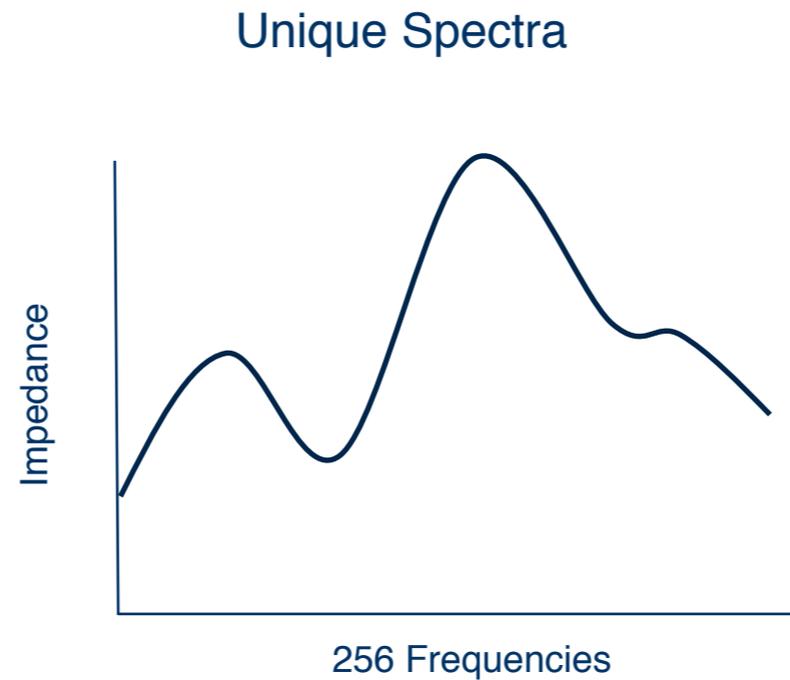
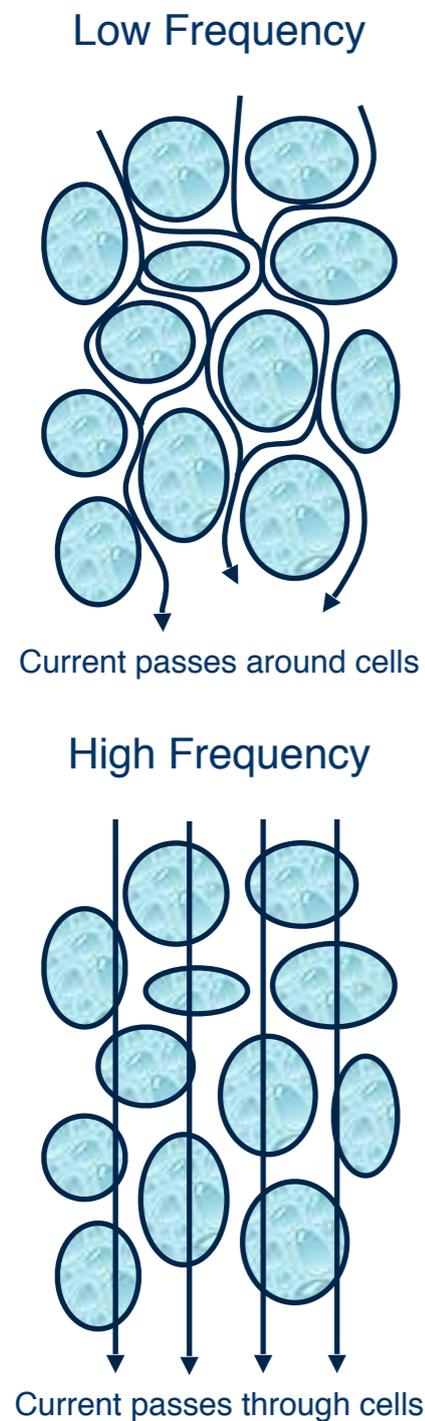
Cash Balance at  
31 March 2015:  
\$36.0 million

YTD Lymphoedema Revenue  
(in thousands)



# Core Technology – Simple Method for Measuring Fluid and Tissue Composition

**Bioimpedance spectroscopy – a rapid, non-invasive system that provides highly accurate data**



# Clinical Benefits Of Knowing Fluid Balance and Tissue Composition

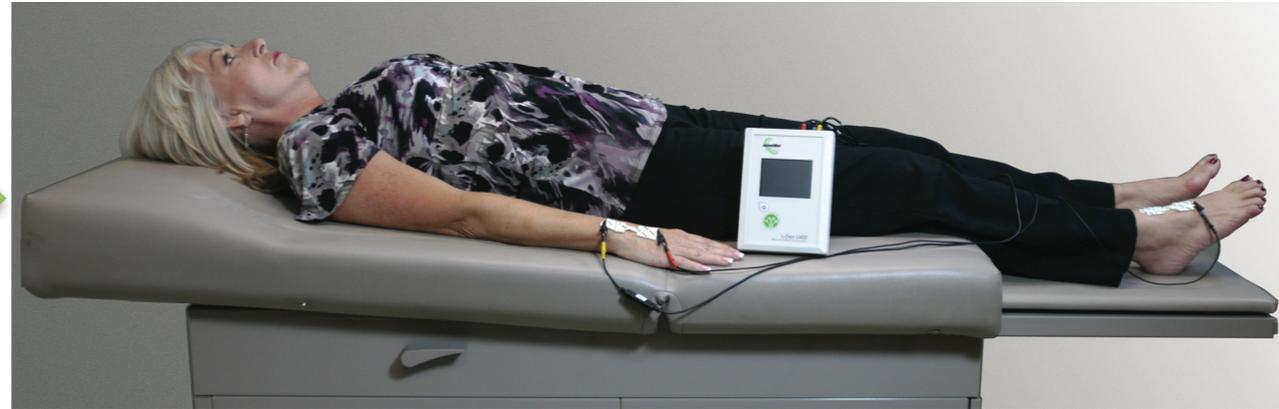
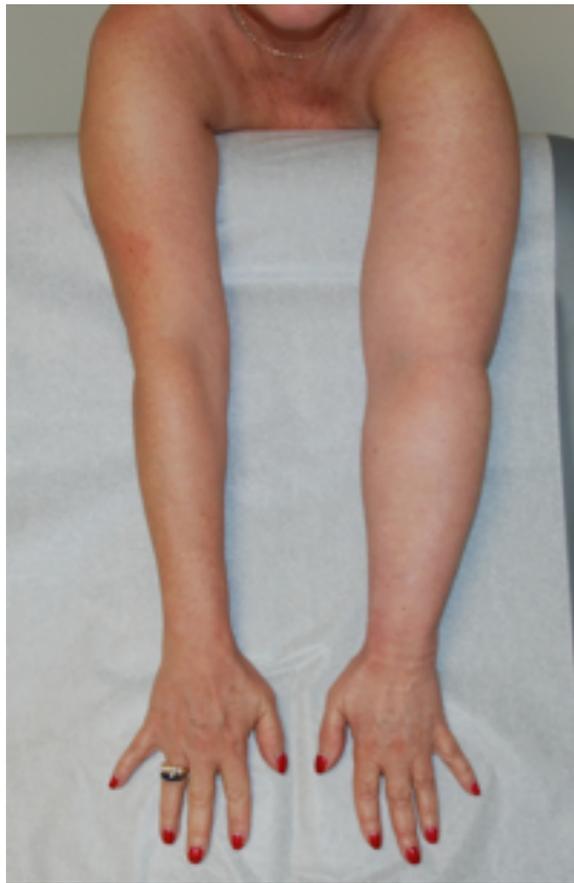
- Fluid imbalance has significant clinical implications
- Detailed knowledge of fluid levels are highly informative:
  - Chronic swelling, lymphoedema, cardiovascular complications, etc.
  - Identify heart failure and stages of progression
  - In dialysis patients they identify potential adverse events
- Accurate fluid and body composition measurements are critical to a patient's clinical diagnosis and treatment; improving these measurements results in better outcomes

# First Application – L-Dex for the Early Detection of Lymphoedema

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**Simple and accurate measurement of fluid in limbs allows early detection and intervention**

1. Treatment for cancer can damage the lymphatic system and result in fluid build up in the extremities



2. L-Dex is able to detect the onset of lymphoedema very early, 35 ml of fluid build up v 200 ml+ for other approaches



3. If detected early, the progression of lymphoedema can be prevented, and often reversed, by wearing a compression sleeve for ~4 weeks

If not treated, it can become an irreversible, life-long, debilitating condition that progressively gets worse

# A “Game Changing” Technology

- **Informative** – 256 frequency spectra provides detailed measurements of muscle, fluid, and fat
- **Simple to Use** – easy placement of electrodes
- **Fast** – 5-10 mins to measure
- **Non-invasive** – no dyes or radiation
- **Safe** – no safety concerns reported after thousands of measurements
- **Accurate** – precise algorithms analyse information and produce accurate and immediate results



# L-Dex Commercialisation Underway

- L-Dex has regulatory approval in many major markets:
  - Certificate of listing in Hong Kong
  - TGA in Australia
  - CE Mark in Europe
  - FDA clearance in US
- US Medicare reimbursement of US\$112 per patient assessment became effective in January 2015
- Cancer centre pilots underway to prepare for US national launch in 2015
- A number of leading institutions in the US and Australia routinely using L-Dex

# Potential Revenue Model for L-Dex

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|                                                   |                |
|---------------------------------------------------|----------------|
| Annual US Relevant Cancer Incidences <sup>1</sup> | <b>939,000</b> |
|---------------------------------------------------|----------------|

| Patient Testing Protocols<br>(assuming \$112 per reading - National Payment Amount) |        |             |             |             |           |               |
|-------------------------------------------------------------------------------------|--------|-------------|-------------|-------------|-----------|---------------|
| Per Patient                                                                         | Year 1 | Year 2      | Year 3      | Year 4      | Year 5    | Total         |
| Readings                                                                            | 5      | 1 - 4       | 1 - 4       | 1 - 2       | 0 - 2     | 8 - 17        |
| Revenue                                                                             | \$560  | \$112-\$448 | \$112-\$448 | \$112-\$224 | \$0-\$224 | \$896-\$1,904 |

| Addressable Per Annum US Lymphoedema Market |                                      |
|---------------------------------------------|--------------------------------------|
| Total                                       | <b>\$841 million – \$1.8 billion</b> |

Rest of World Market<sup>2</sup> is more than 5 times the US Market

1. Estimated cases in 2013, NCI Cancer Statistics, [http://seer.cancer.gov/csr/1975\\_2010/results\\_merged/sect\\_01\\_overview.pdf](http://seer.cancer.gov/csr/1975_2010/results_merged/sect_01_overview.pdf)  
 2. New Cases 2012, International Agency for Research on Cancer <http://globocan.iarc.fr/ia/World/atlas.html>

# Cancer Centre Pilots Underway

- Initial focus in US is on maximising adoption by select, large, leading cancer centres
- Targeting six major cancer centres over 12 months
  - 3 high profile sites signed up in first 3 months
- Establish best practices to maximise adoption of L-Dex:
  - Integrate into standard clinical practice and patient workflow
  - Incorporate into patient Electronic Medical Records (EMR)
  - Real-life clinical data for publications and podium presentations
  - Support expansion of reimbursement into private pay market

# US Targeted Launch Update

## Cancer Centre Pilots

- 3 pilot sites are underway
- 3 additional sites to be added

## Key Learnings

- Cancer care in the US is rapidly shifting to large multidisciplinary centres which may include surgeons, oncologists, radiologists, and physiotherapists
- These centres provide comprehensive treatment and long-term follow-up for patients with all cancer types
- Results in best adoption of L-Dex as strong alignment with integration into standard patient treatment programs

## Private Payors

- Coverage by regional and national payors expected as clinical evidence builds
- Small number of local private payors are reimbursing for patient assessments

# L-Dex Already Incorporated into Clinical Guidelines

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NATIONAL ACCREDITATION PROGRAM FOR BREAST CENTERS



KAISER PERMANENTE®



- Key position statements on early detection of lymphoedema – recommendations for BIS
  - Australasian Lymphology Association (ALA), Aus
  - National Lymphedema Network (NLN), US
  - National Accreditation Program for Breast Centres (NAPBC), US
- Formally published guidelines
  - Kaiser Permanente (the largest vertically integrated health care delivery system in the US)
  - Magee-Womens Hospital of the University of Pittsburgh Medical Center (top 25 Cancer Centre)

# Aim to Be Included In NCCN Guidelines<sup>®</sup>

**NCCN Guidelines<sup>®</sup>** – are the recognised standard for clinical policy in cancer care in the US

- Inclusion of BIS would make L-Dex the standard-of-care

## **Recent Changes** (First time lymphoedema included in Breast Cancer Guidelines)

- *Interim Guidelines for Breast Cancer (v2.2015)*
  - *Under Surveillance/Follow-up*
    - *“History and physical exam 1-4 times per year as clinically appropriate for 5 y, then annually.*
    - *Educate, monitor, and refer for lymphedema management.”*
- *Interim Guidelines for Survivorship (v1.2015)*
  - *Lymphedema*
    - *“Undergo baseline and periodic evaluation for development or exacerbation of lymphedema.”*

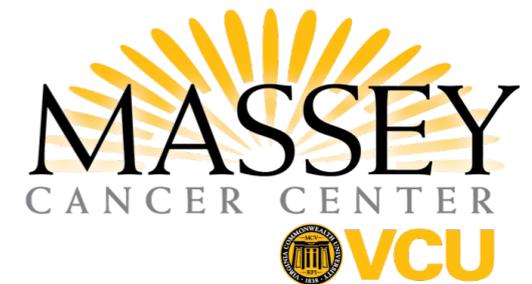
## **Next Steps**

- Meeting with NCCN to obtain specific feedback on guidelines — expected in next 3 to 6 months
- Planning to apply for inclusion in specific NCCN guidelines for different tumor types and survivorship programs

# Outstanding Support For Post-Market Approval Trial

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- 1,100 patient multicentre, randomised controlled study
- Early detection of lymphoedema using BIS allows early treatment which prevents progression to serious disease
- Several of the most prestigious US cancer centres are participating in the trial
- Leading lymphoedema clinicians are overseeing the trial:
  - Prof. Sheila Ridner
  - Dr. Frank Vicini



# Independent Clinical Trials Also Underway

## United States

- 2 randomised controlled trials (n ~100 each site) at large teaching hospitals
- Both investigating whether early intervention, identified with BIS, halts the progression of lymphoedema
- Comparing L-Dex with tape measure or water displacement
- Expect data from these trials may be available in next 6-12 months

## Europe

- **United Kingdom**
  - Large National Health Service (NHS) study (n > 1,000) to demonstrate the equivalence of BIS with perometry for detection of lymphoedema
  - Subset of participants will be in extended trial to demonstrate the efficacy of early intervention with compression sleeve
- **France**
  - Leading European oncology centre trial conducting multicentre, randomised trial (n>600) to study detection and treatment of lymphoedema related to breast cancer

# Platform Technology — Potential Applications and Markets

- BIS is a platform technology for precise measurements of tissue composition and fluid balance
- Current focus is on commercialisation of first product; L-Dex for early detection of lymphoedema in cancer survivors
- Potential clinical applications:
  - Fluid imbalance in dialysis patients
  - Remote monitoring of changes to extracellular fluid
  - Obesity
  - Drug toxicity
  - Hydration in elite athletes
- Existing regulatory approvals/clearances (FDA, TGA and CE Mark) cover a number of these potential applications; both at home and in the clinic
- Potential to develop or partner these product opportunities in the future

# Strong News Flow Over Next 12 Months

- Addition of new sites to pilot L-Dex program
- Regular updates on commercial usage and adoption of L-Dex
- Data from independent clinical trials
- Additional post approval study sites
- Progress on NCCN guidelines submissions
- Ongoing development of new BIS opportunities
- Full US commercial launch of L-Dex



Thank You



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# Appendix

# Management Team Has Deep and Broad Commercialisation Experience



**Rick Carreon**  
President and Chief  
Executive Officer

- Joined July 2012
- 30+ years experience
- Extensive experience in the medical device field and growth companies
- Previously Vice President at Medtronic (10 years)



**Frank Vicini, MD**  
Chief Medical Officer

- Joined September 2014
- 25+ years as radiation oncologist
- Completed his fellowship at Harvard Medical School, has authored over 200 peer reviewed publications, and participated in 6 NIH clinical trials and the MammoSite Registry trial



**Morten Vigeland**  
Chief Financial Officer

- Joined April 2011
- 15+ years in financial management in the medical technology industry
- Experience in med-tech start-ups and emerging growth companies



**Catherine Kingsford**  
VP Regulatory, Clinical  
Affairs, and Intellectual  
Property

- Joined January 2007
- 20+ years global clinical experience with medical devices
- Previously worked as a cardiac scientist at several world-class medical institutions including St. Andrew's War Memorial Hospital, The Prince Charles Hospital, and Royal Brompton Hospital



**Dennis Schlaht**  
VP Product Development,  
Quality and Marketing

- Joined October 2007
- 30+ years in engineering development and product marketing
- Previously Vice President of Marketing and Product development at XiTRON's Test and Measurement Business



**Mike Schreiber**  
VP Global  
Commercialisation

- Joined July 2013
- 20+ years in medical device arena
- Entrepreneurial business leader
- Previous founder of VendorClear



# Board of Directors



**Cherrell Hirst AO**

FTSE, MBBS, BEdSt, D.Univ (Hon), FAICD  
Non-Executive Chairman

- On Board since 2005
- Appointed Non-Executive Chairman in Nov 2011
- Leading medical practitioner in breast cancer screening/diagnosis
- Currently acting Chairman of the Board of Tissue Therapies Ltd and Director of Medibank



**James Hazel**

BEC, SF Fin, FAICD  
Non-Executive Director

- On Board since 2006
- Expertise in investment banking (previously Chief General Manager of Adelaide Bank)
- Experienced in ASX listed companies and corporate governance
- Currently a Director of Bendigo & Adelaide Bank Limited, Ingenia Communities Group and Centrex Metals Ltd.



**Michael Panaccio**

PhD, MA, BSc (Hons), FAICD  
Non-Executive Director

- On Board since 2005
- Investment principal and founder of Starfish Ventures (12+ years)
- Experienced at capital raising, ASX listed companies, med/tech, M&A, corporate governance
- Previously Director of numerous technology businesses in Australia and the US
- Currently a Director of MuriGen, NeuProtect, Ofidium, dorsaVi and Protagonist



**Scott R. Ward**

MS, BSc  
Non-Executive Director

- On Board since July 2013
- Venture capitalist with 30+ years experience in healthcare industry
- Previously Senior Vice President and President of the Cardiovascular business of Medtronic
- Chairman of the Board of Creganna-Tactx Medical Devices



**David Adams**

BS, JD  
Non-Executive Director

- On Board since November 2013
- Background as medical device investment & business development executive
- 25+ years experience in tax, financial planning, and business development
- Previously Vice President, Integrations and Divestitures at Medtronic

