

23 July 2018

ASX ANNOUNCEMENT

APPENDIX 4C – Quarter Ended 30 June 2018 (Q4 FY18)

Brisbane, Australia – ImpediMed Limited (ASX:IPD), a global provider of medical technology to measure, monitor and manage tissue composition and fluid status using bioimpedance spectroscopy (BIS), today released its Appendix 4C – Quarterly Cash Flow report for the period ended 30 June 2018.

Revenue and Financial Performance Highlights:

- \$1.4 million total revenue recognised for Q4, including medical revenue of \$1.1 million, of which \$0.4 million was recognised SOZO[®] revenue;
- \$1.9 million in Total Contract Valueⁱ for SOZO[®] signed during the quarter, up from \$0.9 million in Q3;
- Contracted Revenue Pipelineⁱⁱ increased to \$3.5 million, up from \$2.0 million in Q3;
- Annual Recurring Revenueⁱⁱⁱ for SOZO[®] contracts at 30 June was \$1.3 million; up from \$0.9 million in Q3;
- Net operating cash outflow for the quarter was \$5.7 million, down from \$6.1 million in Q3;
- Cash receipts from customers for the quarter were \$1.3 million, and cash on hand as of 30 June 2018, was \$31.3 million.

“We are very encouraged by the positive reception to SOZO[®] to date and with the early feedback we are receiving from clinicians using SOZO[®]. The launch of SOZO[®] and the introduction of our new subscription revenue model, is enabling us to build a high margin contracted revenue pipeline for strong recurring revenue growth in FY2019 and beyond.” said Richard Carreon, Managing Director and CEO of ImpediMed.

Other operational highlights for the quarter include:

- An abstract on SOZO[®] for the chronic heart failure indication, accepted for presentation at the 23rd World Congress of Heart Disease being held in Boston from 27-29 July;
- SOZO[®] abstract showing >87% correlation to CardioMEMS;
- L-Dex data presented at the American Society of Breast Surgeons meeting, in an abstract presented by Dr Lyndsay Kilgore of the University of Kansas Medical Centre;
- Added two Centres of Excellence;
- SOZO[®] workshop delivered to a large audience at the Australasian Lymphology Association.

“The large body of independent data being presented at leading conferences, continues to drive awareness and acceptance of our technology in the clinical setting. We are very excited to see data from the first of our studies in chronic heart failure being published, commencing with the abstract for the case study to be presented at the 23rd World Congress of Heart Disease later this week,” Mr Carreon concluded.

Investor Conference Call

An investor conference call will be held on Monday 23rd July at 9am AEST.

If you have not already pre-registered for the call you can access using the dial in details below:

Conference ID: 272656

Dial in numbers

Australia Toll Free:	1 800 558 698
Australia Local:	02 9007 3187
New Zealand Toll Free:	0800 453 055
China Wide:	4001 200 659
Belgium:	0800 72 111
Canada:	1855 8811 339
Hong Kong:	800 966 806
Singapore:	800 101 2785
United States:	(855) 881 1339

Richard Carreon
Managing Director & CEO

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About ImpediMed

Founded and headquartered in Brisbane, Australia with US and European operations, ImpediMed is the world leader in the design and manufacture of medical devices employing bioimpedance spectroscopy (BIS) technologies for use in the non-invasive clinical assessment and monitoring of tissue composition and fluid status.

ImpediMed produces a family of FDA cleared and CE Marked medical devices, including SOZO[®] for multiple indications including heart failure and lymphoedema, sold in select markets globally.

For more information, visit www.impedimed.com.

ⁱ **Total Contract Value:** Total value of customer contracts signed during the period including one-time and recurring revenue.

ⁱⁱ **Contracted Revenue Pipeline:** Future period revenue amounts related to TCV that are yet to be reported as recognised revenue.

ⁱⁱⁱ **Annual Recurring Revenue:** The amount of revenue reasonably expected to be booked for the next 12-month period based on existing signed contracts, and assuming installation upon sale.

Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

ImpediMed Limited

ABN

65 089 705 144

Quarter ended ("current quarter")

30 June 2018

Consolidated statement of cash flows

	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	1,305	4,597
1.2 Payments for		
(a) research and development	(897)	(3,241)
(b) product manufacturing and operating costs	(519)	(2,752)
(c) advertising and marketing	(323)	(938)
(d) leased assets	-	-
(e) staff costs	(3,201)	(16,677)
(f) administration and corporate costs	(2,172)	(7,352)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	119	425
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	(33)	(43)
1.7 Government grants and tax incentives	21	2,524
1.8 Other (provide details if material)	-	(1)
1.9 Net cash from / (used in) operating activities	(5,668)	(23,458)
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(60)	(155)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets (intangibles)	(984)	(1,060)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(1,044)	(1,215)
3. Cash flows from financing activities			
3.1	Proceeds from issues of shares	-	-
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	136	280
3.4	Transaction costs related to issues of shares, convertible notes or options	(2)	(24)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	134	256
4. Net increase / (decrease) in cash and cash equivalents for the period			
4.1	Cash and cash equivalents at beginning of quarter/year to date	36,711	54,884
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(5,668)	(23,458)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(1,044)	(1,215)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(134)	256
4.5	Effect of movement in exchange rates on cash held	1,212	878
4.6	Cash and cash equivalents at end of quarter	31,345	31,345

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5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1 Bank balances	3,045	4,329
5.2 Call deposits	28,300	32,382
5.3 Bank overdrafts	-	-
5.4 Other (provide details)	-	-
5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)	31,345	36,711

6. Payments to directors of the entity and their associates	Current quarter \$A'000
6.1 Aggregate amount of payments to these parties included in item 1.2	148
6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	

Item 6.1: Payments to directors consist of Directors' salaries and superannuation and Directors' fees for the quarter. These figures include only Non-Executive Directors. At 30 June 2018, there were nil Directors' fees accrued and unpaid.

7. Payments to related entities of the entity and their associates	Current quarter \$A'000
7.1 Aggregate amount of payments to these parties included in item 1.2	-
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

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9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	(400)
9.2 Product manufacturing and operating costs	(600)
9.3 Advertising and marketing	(300)
9.4 Leased assets	-
9.5 Staff costs	(5,700)
9.6 Administration and corporate costs	(2,100)
9.7 Other	2,700
9.8 Total estimated cash outflows	(6,400)

Item 9.7 Other: The cash outflows are expected to be offset by the receipt of the Group's R&D Tax Incentive refund in Q1 and the amount has been included in this line item.

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	N/A	N/A
10.2 Place of incorporation or registration	N/A	N/A
10.3 Consideration for acquisition or disposal	N/A	N/A
10.4 Total net assets	N/A	N/A
10.5 Nature of business	N/A	N/A

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Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here:  Date: 23 July 2018

(Company secretary)

Print name: Leanne Ralph

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

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