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Deltex Medical Group plc
(“Deltex Medical”, “Deltex” or “the Company”)

Two new US platform programme accounts opened and notice of results

Deltex Medical Group plc (AIM: DEMG), the global leader in oesophageal Doppler monitoring (“ODM”), is pleased to announce that it has added two new hospital accounts to its platform programme in the USA.

The first new hospital is a prestigious academic medical centre in the Company’s Mid-Atlantic sales territory. The hospital evaluated ODM in the third quarter of 2015 and becomes the fourth platform account in the territory since it was established in the final quarter of 2014.

The second new account is the first Veteran’s Affairs (‘VA’) hospital to decide to adopt ODM at sufficient scale to qualify as a platform programme account. Its decision to implement ODM follows a successful clinical evaluation in the second quarter of 2015 and the hospital becomes the fourth platform programme account in the Company’s West Coast sales territory. The VA provides the largest integrated health system in the USA and is entirely taxpayer funded: it operates over 150 medical centres across the USA including hospitals in most major cities. The Company hopes to make further progress into VA medical centres although this is likely to be in the medium to longer term.

Both new accounts have indicated that they expect to start implementation this month at around 50 probes a month and to expand usage over time.

These are the second and third new platform programme accounts that Deltex has secured in 2016 bringing the total number of US platform accounts to 20. This further illustrates the success of the Company’s ongoing strategy to focus on the USA as its key market.

Notice of results

The Company will be reporting its final results for the year ended 31 December 2015 on Tuesday, 12 April 2016.

Ewan Phillips, Deltex Medical’s Chief Executive, commented:

“We have seen the USA become our key territory for development as adoption rates continue to outperform our other areas of focus over the last year. Getting to 20 platform programme accounts is an important step towards delivering Deltex’s US expansion strategy. Establishing a first platform programme account in the VA system is in itself also a major development.”

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Notes for Editors

Deltex Medical manufactures and markets haemodynamic monitoring technologies. Deltex Medical's ODM is the only technology to measure blood flow in the central circulation in real time. Minimally invasive, easy to set up and quick to focus, the technology generates a low-frequency ultrasound signal, which is highly sensitive to changes in flow and measures them immediately. Deltex has been the only company in the enhanced haemodynamic space to build a robust and credible evidence base proving the clinical and economic benefits of its core technology, ODM. Randomised, controlled trials using Doppler have demonstrated that early fluid management intervention will reduce post-operative complications, reduce intensive care admissions, and reduce the length of hospital stay.

During 2013, the Company launched the CardioQ-ODM+ monitor that offers clinicians both of the two best-established technologies, Deltex Medical's ODM technology as well as Pulse Pressure Waveform Analysis ('PPWA') in one monitor. This allows clinicians to have unique real time insights into each of flow, pressure and resistance, the three pillars of haemodynamics.

Company goal

ODM is increasingly recognised as a standard of care for patients undergoing major surgery and in critical care. The broader clinical area of haemodynamic management of which ODM is a core constituent is also now becoming widely accepted as an important major new medical modality. Consequently, the Company's focus is on maximising value from the opportunities presented as enhanced haemodynamic management is adopted into routine clinical practice around the world.

The Company is currently in the implementation phase of achieving this goal in a number of territories worldwide, operating directly in the UK, USA, Spain and Canada and through distribution arrangements in a further 30 countries.

There are over 3,200 monitors installed in hospitals around the world and over 600,000 patients have been treated to date using Deltex Medical's single patient disposable probes.