

27 January 2016

**Deltex Medical Group plc**  
("Deltex Medical" or "the Company")

**New US platform programme account opened**

Deltex Medical Group plc (AIM: DEMG), the global leader in oesophageal Doppler monitoring ("ODM"), is pleased to announce that it has added a further new account to its platform programme in the USA.

The new hospital is the flagship hospital of a seven hospital system and is the third new platform programme account in the Company's Great Lakes sales territory since it was established in the first quarter of 2015.

The hospital evaluated ODM in December 2015 and has decided to introduce it into its new colorectal enhanced recovery surgical programme which it plans to launch in April 2016.

The hospital estimates that it will use 500 probes in the first year in colorectal surgery. In addition, the hospital has indicated that it plans to start to roll-out the colorectal programme into the other six hospitals in the system later in 2016 and to expand it into other types of surgery during 2017.

This is the first new platform programme account that Deltex has secured in 2016 bringing the total number of US platform accounts to 18. This further illustrates the success of the Company's ongoing strategy to focus on the USA and develop it as its key market.

**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. We look forward to working with the team at this new account and in due course through the wider system."*

**For further information, please contact:-**

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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.