

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

**Release and first sale of HD-ICG in France**

**21 September 2017** – Deltex Medical Group plc (AIM: DEMG), the global leader in oesophageal Doppler monitoring ("ODM") announces the release and first sales of its new High Definition Impedance Cardiography (HD-ICG) modality in France.

The Company released the French language version of the HD-ICG module on its CardioQ-ODM+ haemodynamic monitoring platform earlier this month and supported clinical demonstrations to key opinion leaders in France. Following the success of these evaluations, the Company's distributor in France has placed a small initial order, purchasing two HD-ICG consoles for demonstration purposes.

HD-ICG provides a continuous indirect, non-invasive measurement of central blood flow using disposable single patient sensor sets. The sensors are connected to the Deltex CardioQ-ODM+ platform via a small console which also provides power; values are displayed on specially designed screens on the Deltex monitor. It is ideally suited to awake patients in both critical care and surgery who do not tolerate ODM probes.

The Company expects to make margins of around 35% to 40% on sales to European distributors of both HD-ICG consoles and subsequent disposable sensor sets.

**Ewan Phillips, Deltex Medical's Chief Executive, commented:**

"We are delighted to have made the first sales of our HD-ICG module into France, which is, by volume of patients treated, our largest export market. We plan to release this new module into additional select overseas markets over the remainder of the year."

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**Notes for Editors**

Deltex Medical manufactures and markets haemodynamic monitoring technologies. Deltex Medical's proprietary 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 which is proven to reduce complications suffered by patients after surgery and save hospitals the costs of treating those complications.

Deltex Medical's CardioQ-ODM+ platform also now provides clinicians with two further advanced haemodynamic monitoring technologies. High Definition Impedance Cardiography is an entirely non-invasive monitoring technology which creates an electrical field across the chest and measures the disruption to this field when the heart pumps blood. Pulse Pressure Waveform Analysis uses peripheral blood pressure signal analysis to give doctors information on changes in the circulation and is particularly suited to monitoring lower risk or haemodynamically stable patients.

### **Company goal**

Haemodynamic management is 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 aims to provide clinicians with a single platform, a 'haemodynamic workstation', which offers them a range of technologies from simple to sophisticated to be deployed according to the patient's condition and skill and expertise of the user. Doing this will enable the Company to partner healthcare providers to support modern haemodynamic management across the whole hospital.

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 3,400 monitors installed in hospitals around the world and around 700,000 patients have been treated to date using Deltex Medical's single patient disposable products.