

3 October 2017

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

**New US hospital account**

Deltex Medical Group plc (AIM: DEMG), the global leader in Oesophageal Doppler Monitoring ("ODM"), is pleased to announce the addition of a significant new hospital account in the USA.

The new account is a 600 bed teaching hospital which initially plans to treat around 40 patients per month within its surgical enhanced recovery programmes. After the hospital's positive clinical evaluation of ODM was completed in the first half of 2015, implementation was delayed pending a hospital system merger. As a result of the combination, there are now ten further hospitals in the enlarged system. The procurement agreement covers the whole system, providing scope for relatively rapid conversion of future clinical acceptance of ODM into incremental revenues.

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

"We are delighted that this new account has now come through the pipeline. It is the sixth major hospital in our Mid-Atlantic sales territory and should further support the growth in one of our top-performing territories, where 2017 first half revenues were over 50% ahead of the first half of 2016."

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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.