

**AtCor Medical**  
**SphygmoCor®**

▶ Essential for hypertension management.



ASX release

7 June 2017

## **AtCor Signs New Network Health System Agreement**

AtCor Medical (ASX: ACG), the developer and marketer of SphygmoCor® for advanced hypertension management, today announced that it has signed a Healthcare Delivery Network Agreement with Nephrology Associates of Northern Illinois and Indiana (NANI). Under the 24 month agreement, AtCor will provide SphygmoCor systems to NANI practices throughout the region.

NANI is the second largest kidney specialist practice in the United States and the largest private nephrology practice group in the Midwest United States, with more than 90 physicians in over 40 offices. NANI received the prestigious Exemplary Practice Award from the US Renal Physicians Association (RPA) in 2016.

More than 30 SphygmoCor systems are expected to be sold during the first 12-15 months of the 24 month agreement, and sales have already commenced.

Nephrologists are a key target group for sales of SphygmoCor, due to the high correlation between high blood pressure and kidney disease. As a result, nearly all of their patients can benefit from the SphygmoCor test. The RPA sponsored the successful US CPT1 reimbursement code for this procedure which took effect in 2016.

Duncan Ross, AtCor Medical CEO said: "We are very pleased to have one of the premier nephrology groups in the USA adopt SphygmoCor into their medical practice. The benefits of central blood pressure waveform analysis are readily apparent to medical specialists with patients experiencing kidney disease and complex hypertension. While negotiating and contracting with local networks can take time, we remain committed to this strategy which is a cornerstone of our clinical market rollout in the US. Selling to larger networks allows economies of scale and provides strong market awareness in both local and regional markets."

In late February 2017, AtCor announced the signing of a similar network agreement with Emory University and Emory Healthcare Atlanta, GA. Further network agreements are expected to be signed in the near future.

## About AtCor Medical

AtCor Medical develops and markets products for the early detection of target organ damage and management of cardiovascular and renal disease. Its technology allows researchers and clinicians to noninvasively measure the central arterial pressure waveform, central aortic pressures and pulse wave velocity. Central arterial pressure waveform analysis, as measured by the company's SphygmoCor system, provides clinicians with better prognostic and diagnostic information to determine the need for and type of interventions, effects which cannot be detected with standard brachial blood pressure measurements. SphygmoCor is essential for hypertension management.

More than 4,000 SphygmoCor® systems are currently in use worldwide at major medical institutions, research institutions and in various clinical trials with leading pharmaceutical companies. The company's technology has been featured in over 1,000 peer-reviewed studies published in leading medical journals and thousands of citations. AtCor Medical has operations in Australia, the United States, and Europe. For further information, please visit our web site at [www.atcormedical.com](http://www.atcormedical.com).

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