

**AtCor Medical**  
**SphygmoCor®**

▶ Essential for hypertension management.



ASX release

31 July 2017

## **AtCor Signs New Agreement** ***Major entry point into New York health systems market***

AtCor Medical (ASX: ACG), the developer and marketer of SphygmoCor® for advanced hypertension management, today announced it has entered into a two year agreement with New York University (NYU). Under the agreement, AtCor will provide SphygmoCor® systems to NYU owned and affiliated locations and practices.

Up to 30 SphygmoCor® systems are expected to be placed during the first 15 months of the Agreement and an order for an initial tranche of 5 systems has already been received.

The NYU Langone Health network includes 5 hospitals, affiliated hospitals and over 175 outpatient and ambulatory care locations in the greater New York City area. NYU Langone Medical Center, a major teaching hospital, is ranked among the top ten best hospitals by US News and World Report. Local equity-based health systems or IDNs (Integrated Delivery Networks) consist of a number of hospitals, outpatient service centres and multi-specialty practices. Depending on the size of a metropolitan market, a number of IDNs will be present and together dominate local healthcare delivery. Contracting with IDNs affords companies substantial economies of scale in sales investment and is a catalyst for other IDNs in the local market to contract and adopt.

Duncan Ross, AtCor Medical CEO said: "We are very pleased to have secured this Agreement with NYU. It is our third IDN contracted within the past 5 months and provides a strong catalyst for accelerated penetration in AtCor's largest targeted metropolitan market. New York City healthcare is a dynamic, highly competitive market and clinicians strive to have the most state-of-the-art technology. We have worked with NYU researchers for a number of years and it is gratifying to see the relationship progress.

Following on from signing agreements with Emory University and Emory Healthcare Atlanta in February 2017 and with Nephrology Associates of Northern Illinois and Indiana in June 2017, further network agreements are expected to be signed in the near future. This is a core element of AtCor's clinical growth strategy.

## 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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