



ASX release

5 February 2016

US\$0.6 million new pharmaceutical trial contract
Vice President Sales – Americas appointed

AtCor Medical (ASX: ACG), the developer and marketer of the SphygmoCor® system which measures central aortic blood pressures and arterial stiffness noninvasively, today announced that it has signed a new contract to supply SphygmoCor systems and clinical trial support services to a major international pharmaceutical company. The minimum value of the contract, which will run for 15 months, is US\$0.6 million. The study will be conducted in Canada, USA and Spain.

Duncan Ross, CEO of AtCor Medical said, “We are pleased to have signed this new contract, as anticipated in our January 2016 market update. This leading pharmaceutical company is a new customer for AtCor, ranked within the top 10 globally, and prospects for additional business with the firm are also encouraging.”

VP Sales – Americas

AtCor is also pleased to announce the appointment of Scot MacDonell to the newly created position of Vice President Sales – Americas. He will focus on building sales of SphygmoCor in the US Clinical practice market. His appointment follows commencement of the CPT1 code on January 1, 2016 which covers the SphygmoCor test and enables equitable reimbursement for physicians. AtCor is also recruiting additional sales staff. Scot has 20 years' experience within the cardiovascular medical device industry, including 16 years with St Jude Medical (NYSE:STJ), where he held various positions of increasing responsibility. These included Area Vice President, Midwest and most recently, he was Vice President of Strategy and Disease Management, responsible for building the sales and service team and leading the launch of the CardioMEMS Pulmonary Artery Pressure Sensor for heart failure. This assignment included launching CardioMEMS with the benefit of a new CPT-1 code.

“We are delighted to have a seasoned executive of Scot MacDonell's calibre join AtCor”, said Duncan Ross. “We are confident that his experience and leadership ability will help drive growth as we move to aggressively penetrate the US clinical practice market.

About AtCor Medical

AtCor Medical develops and markets products for the early detection of cardiovascular risk and management of cardiovascular disease. Its technology allows researchers and clinicians to measure central aortic blood pressure non-invasively. The company's SphygmoCor® system visibly identifies the effects of reflected blood pressure in the central aortic pressure wave, effects which cannot be detected with standard blood pressure monitoring. 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 900 peer-reviewed studies published in leading medical journals. AtCor has operations in Australia, the United States, and Europe. For further information, please visit our web site at www.atcormedical.com.

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