

ASX release

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## **AtCor completes share placement**

AtCor Medical Holdings Limited (ASX:ACG), the developer and marketer of the SphygmoCor® system for advanced hypertension management, announced today that it has raised \$1.9 million before costs from sophisticated and institutional shareholders, including a new US institutional shareholder, at \$0.065 per share. The placement includes participation by AtCor Medical's directors for \$130,000, subject to shareholder approval.

The funds will be used to accelerate the rollout of AtCor Medical's clinical market strategy which aims to capitalise on the US CPT-1 code which allows doctors to claim reimbursement for performing the SphygmoCor test, and provide additional working capital. The level 1 code is the highest level attainable in the US and is reserved only for medical procedures with proven clinical efficacy.

AtCor is in the process of completing its pilot clinical sales rollout in four metropolitan markets and will expand its sales force at a measured pace, prioritising those metropolitan areas with the highest percentage of insurers covering the test. Currently 42% of the 290 million US insured lives are reimbursed for the SphygmoCor test, including 7 of the 12 Medicare regions. AtCor continues to work with its reimbursement advisors, key physicians and medical societies to further increase insurance coverage.

The capital raising follows approximately \$1 million of non-sales related cost reductions implemented by AtCor in recent months. With AtCor's FY2017 cash requirement forecast to decrease by approximately 60% from the prior comparable period, the combination of the raise and savings should provide adequate working capital into FY2018.

AtCor Medical CEO, Duncan Ross, said: "These funds will enable AtCor to continue to develop our US clinical business. We are making good progress implementing our refined sales strategy to focus on local health systems - known as Integrated Delivery Networks - and multi-doctor private specialist practices. Increased investment in quality marketing was made during the year and we expect increasing adoption of AtCor's technology as a result. There is a growing awareness of the preventative health benefits from understanding central aortic blood pressure and arterial stiffness allowing for better management of conditions that impact the heart, brain and kidneys."

Taylor Collison acted as lead manager for the placement.

A notice of meeting and explanatory memorandum will be sent to shareholders with details of the General Meeting of AtCor Medical shareholders as soon as practical. Shareholder approval will be sought for AtCor Medical directors to participate in the placement.

### **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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