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BIOTELEMETRY, INC. ANNOUNCES ACQUISITION OF TELCARE’S REMOTE DIABETES MANAGEMENT PLATFORM

Extends reach into rapidly expanding digital population health management market

Malvern, PA – (GLOBE NEWSWIRE) – December 1, 2016 – BioTelemetry, Inc. (NASDAQ:BEAT), the leading wireless medical technology company focused on the delivery of health information to improve quality of life and reduce cost of care, is pleased to announce the acquisition of Telcare Medical Supply, Inc. and associated assets (“Telcare”), increasing the Company’s presence in the large and rapidly growing digital population health management market. As an early stage technology-enabled service platform, Telcare was the first company to receive FDA clearance for a cellular-enabled Blood Glucose Monitoring (“BGM”) system. This wireless BGM system transmits real-time results to a cloud-based analytical engine, which synthesizes the data, monitors trends and provides caregivers with critical information about the patients’ health status and the potential need to intervene.

BioTelemetry acquired Telcare Medical Supply, Inc. and associated assets for upfront consideration of $7.0 million in cash with the potential for additional performance-based earn-outs of up to $5.0 million in cash. Telcare is expected to generate over $5.0 million in revenue on an annualized basis and be near breakeven by the end of 2017.

Joseph H. Capper, President and Chief Executive Officer of BioTelemetry, Inc., commented: “BioTelemetry is one of the few companies to successfully scale a profitable digital health business. We have a tremendous core competency in real-time remote data collection, analysis, storage and distribution. As we detailed on our last earnings call, we see digital population health management as a natural fit to leverage our expertise and existing partnerships to improve outcomes and reduce costs in some of the more widespread chronic conditions. We chose the diabetes market as our first major digital population health initiative because of its significant overall burden on the healthcare system, with estimated direct annual costs in the U.S. of over $245 billion.

“Having spent a large portion of my career leading companies focused on diabetes, I understand the complexities and challenges for patients, payors and providers of care. I have seen firsthand
the positive effect robust care management programs can have on the lives of people living with this condition. Furthermore, by incorporating the latest advancements in remote digital technology, we will provide the “critical missing ingredient” necessary to close the time and distance gaps endemic in traditional care management programs. Given our clear leadership position in the analysis and transmission of complex digital health information, we are uniquely positioned to accelerate the market penetration of Telcare’s digital population health management solution. Telcare, fueled by its wireless BGM system and highly sophisticated, cloud-based population analytics, provides us with a powerful platform from which to build. We are confident this business will provide a meaningful contribution to our growth over time.”

About BioTelemetry
BioTelemetry, Inc., formerly known as CardioNet, Inc., is the leading wireless medical technology company focused on the delivery of health information to improve quality of life and reduce cost of care. The company currently provides cardiac monitoring services, original equipment manufacturing with a primary focus on cardiac monitoring devices and centralized cardiac core laboratory services. More information can be found at www.gobio.com.

About Telcare
Telcare is a leading digital-health company whose pioneering work includes development of the first FDA-cleared cellular enabled blood glucometer and cloud-based diabetes data repository system. Following this initial success, the Company has focused on providing a comprehensive suite of offerings to support diabetes management, combining a connected glucometer, cloud-based analytics and care management tools that enhance care relative to the status quo. Ziegler’s Healthcare Investment Banking team advised Telcare in the transaction. For more information, visit www.telcare.com

Cautionary Statement Regarding Forward-Looking Statements
This document includes certain forward-looking statements within the meaning of the “Safe Harbor” provisions of the Private Securities Litigation Reform Act of 1995. These statements may be identified by words such as “expect,” “anticipate,” “estimate,” “intend,” “plan,” “believe,” “promises” and other words and terms of similar meaning. Such forward-looking statements are based on current expectations and involve inherent risks and uncertainties, including important factors that could delay, divert, or change any of these expectations, and could cause actual outcomes and results to differ materially from current expectations. These factors include, among other things, our ability to defend our patent portfolio and obtain favorable results, effects of changes in health care legislation, effectiveness of our cost savings initiatives, relationships with our government and commercial payors, changes to insurance coverage and reimbursement levels for our products, the success of our sales and marketing initiatives, our ability to attract and retain talented executive management and sales personnel, our ability to identify acquisition candidates, acquire them on attractive terms and integrate their operations into our business, the commercialization of new products, market factors, internal research and development initiatives, partnered research and development initiatives, competitive product development, changes in governmental regulations and legislation, the continued consolidation of payors, acceptance of our new products and services, patent protection, adverse regulatory action, litigation success, our ability to successfully create a new holding company structure and to anticipate the benefits of such structure. For further details and a discussion of these and other risks and uncertainties, please see our public filings with the Securities and Exchange Commission, including our latest periodic reports on Form 10-K and
10-Q. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events, or otherwise.