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New Data Shows Significant Potential Cost Savings with On-Site Hemodialysis in Skilled Nursing Facilities

On-site hemodialysis with NxStage System One provides cost-effective alternative to expensive transportation services associated with off-site dialysis

LAWRENCE, Mass., March 9, 2017 /PRNewswire/ -- [NxStage Medical, Inc.](#) (NASDAQ: NXTM), a leading medical technology company focused on advancing renal care, today announced a series of new research results that highlight the potential for on-site hemodialysis with the NxStage® System One™ in skilled nursing facilities to significantly reduce Medicare costs, as well as demonstrate the clinical benefits of more frequent home hemodialysis. The research will be presented at the Annual Dialysis Conference (ADC) 2017 being held March 11-14, 2017, in California.



On-Site Hemodialysis in Skilled Nursing Facilities:

According to a detailed analysis of data from the United States Renal Data System, Medicare payments for ambulance service to transport dialysis patients between skilled nursing and dialysis facilities totaled over \$310 million annually, or more than 1% of all Medicare spending on dialysis patients. In fact, the per diem cost of ambulance service exceeded Medicare's cost or payment for the dialysis treatment alone.

"At over \$310 million in annual spend, the cost of ambulance services for skilled nursing patients traveling to and from a dialysis facility is staggering," said author Dr. Eric Weinhandl, NxStage clinical epidemiologist and University of Minnesota-College of Pharmacy adjunct assistant professor. "Using the System One to provide on-site dialysis to these patients can directly reduce, and in some cases, eliminate transportation-related Medicare and Medicaid expenses."

"Considering the high cost burden of these transportation expenses, the potential cost savings associated with on-site dialysis with the System One are significant," said Joseph E. Turk, President of NxStage Medical, Inc. "Existing clinical data shows that when provided on-site, our therapy can help improve outcomes and quality of life for these frail patients. With this new data, we can now demonstrate that it can lower costs in a meaningful way, making it an even better choice for our health care system."

Dr. Weinhandl will present *Medicare Payments for Transportation between Nursing Institutions and Dialysis Facilities* on March 13th.

More Frequent Home Hemodialysis:

Additional research to be presented at ADC highlights the clinical benefits of more frequent home hemodialysis with the System One, including:

- 1 **Lower Blood Pressure:** On average, patients achieved pre-dialysis blood pressure significantly lower than in-center patients.
- 1 **Lower Ultrafiltration Rates:** Almost all patients achieved fluid removal rates below National Quality Forum-endorsed thresholds. Studies have shown ultrafiltration rates below 10 mL/hour/kg are associated with lower risks of death and hospitalization.

Dr. Weinhandl will present this research within the abstracts *Blood Pressure Control on More Frequent Home Hemodialysis* and *Ultrafiltration Rates with More Frequent Home Hemodialysis* on March 13th. Dr. Weinhandl's poster, *Post-Dialysis Recovery Time in the Frequent Hemodialysis Network*, will be available for viewing on March 12th and 13th.

Dr. Maxence Ficheux of CHU Hospital Clemenceau, will present data showing that the NxStage System One can be used to achieve effective clearance of small molecules and lower the use of blood pressure medications in patients across a broad range of body mass index (BMI) categories, including those with a normal BMI as well as obese patients. The abstract, *European Experience with NxStage System One for Home Hemodialysis across Diverse Body Mass Indices*, will be presented on March 13th.

About the NxStage System One

The NxStage System One is the first and only truly portable hemodialysis system cleared specifically by the FDA for home hemodialysis and home nocturnal hemodialysis. Its simplicity and revolutionary size (just over a foot tall) are intended to allow convenient use in patients' homes and give patients the freedom to travel with their therapy. When combined with the NxStage PureFlow™ SL Dialysis Preparation System, patients are able to further simplify, using ordinary tap water to create dialysis fluid on-site on-demand. Unlike conventional hemodialysis systems, the System One requires no special infrastructure to operate. Under the guidance of their physician, patients can use the NxStage System One, with their trained partners, where, how and when it best meets their needs, including while they are sleeping - at home or on vacation and at a medically appropriate treatment frequency. In addition, NxStage's Nx2me Connected Health® platform collects important NxStage System One and patient information for flexible viewing, monitoring and reporting that may improve patient management and patient retention, as well as simplify alternative site care. The System One is also used to provide a range of flexible therapy options in more traditional care settings such as hospitals and dialysis centers. Its safety and performance have been demonstrated by experience with more than 14 million treatments with over 30 thousand patients around the world. <https://protect-us.mimecast.com/s/vlZoBxc3XJr7UZ?domain=nxstage.com>.

About NxStage Medical

NxStage Medical, Inc. (Nasdaq: [NXTM](#)) is a leading medical technology company, headquartered in Lawrence, Massachusetts, USA, that develops, manufactures and markets innovative products for the treatment of end-stage renal disease (ESRD) and acute kidney failure. NxStage also has established a small number of dialysis clinics committed to the development of innovative care delivery models for patients with ESRD. For more information on NxStage and its products and services, please visit the Company's websites at <https://protect-us.mimecast.com/s/VAGKB8sKdv0ITa?domain=nxstage.com> and <https://protect-us.mimecast.com/s/g50DBnu38NL7Ur?domain=nxstagekidneycare.com>.

Forward-Looking Statements

This release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this release that are not clearly historical in nature are forward-looking, and the words "anticipate," "believe," "expect," "estimate," "plan," and similar expressions are generally intended to identify forward-looking statements. Actual results may differ materially from those indicated by these forward-looking statements as a result of various important factors including those that are discussed in NxStage's filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended December 31, 2016. NxStage is under no obligation to (and expressly disclaims any such obligation to) update or alter its forward-looking statements, whether as a result of new information, future events or otherwise.

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To view the original version on PR Newswire, visit: <http://www.prnewswire.com/news-releases/new-data-shows-significant-potential-cost-savings-with-on-site-hemodialysis-in-skilled-nursing-facilities-300420684.html>

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