



Innovating Technologies for Life

Bill Mobbs - CEO

# ITL Limited

*ITL (ASX: ITD, [www.itl-limited.com](http://www.itl-limited.com)) specialises in creating medical devices and procedure kits for global healthcare markets.*

*ITL manufactures in Australia and Malaysia, exports into 35 countries and has representative offices in North America, Europe, and Asia and employs 330 people worldwide.*

*ITL supplies over 200 private and public hospitals across Australia with its range of customised Procedure Packs and Kits.*



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# ITL Innovative Products

IPD has 15 families of patents and has been creating and selling products for 10 years

The **DonorCare®** Needleguard – now industry standard for whole blood collection worldwide

The **Platypus®** Needle guard - initially very successful, now in final stages of patent litigation US (appeal)

The **SampLok®** is a multi sample tube barrel holder for blood sample collection. This tube barrel holder is also designed for integration with the **DonorCare®** Needle Guard.

The **Samplok® Sampling Kit** provides a simple, safe solution for obtaining platelet samples for bacterial detection testing.

***ITL has 25 people in R&D creating our future products***

*Other products:*



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# ITL Healthcare

ITL is the largest Australian-owned supplier of Procedure Packs to operating theatres in Australia (for 25 years) and sells into 200+ hospitals with our range of

- Operating room packs (CPTs),
- Invasive blood monitoring packs
- Catheter lab packs
- General hospital procedure packs (*Clinical Choice*)



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# Manufacturing Facilities

ITL has fully accredited manufacturing facilities in

- Ipoh, Malaysia
- Melbourne, Australia



## Malaysia

- Employs over 200 people
- Runs 24 hrs, 7 days a week
- Full Manufacturing operation
- Tool manufacturing, plastic injection molding
- Clean room assembly and R&D



## Melbourne

- Employs 70+ people which allows us to customize the procedure packs down to individual surgeon's needs



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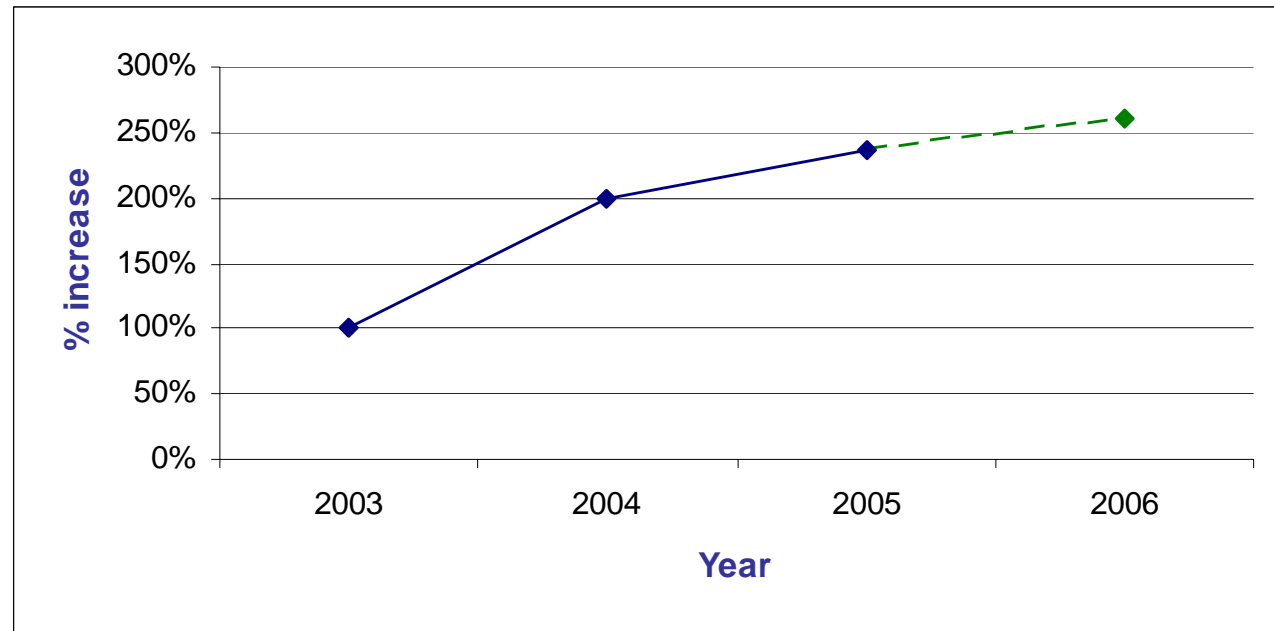
# Heal Marketing Acquisition

- Leading Malaysian Healthcare Company
  - Established 13 years
- Purchase in cash, shares & options
- Strong Management
  - Co-founder joined ITL
  - 50 people
  - 28 strong sales/support staff
- Profits immediately accretive to ITL
  - From 1 January 2006



# Revenue Performance

	2003	2004	2005	2006
Revenue	\$8.8M	\$17.6M	\$24.2M	\$30.0M



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# Six Month Comparisons

	<b>First Half Dec 2004</b>	<b>Second Half June 2005</b>	<b>First Half Dec 2005</b>
<b>Revenue</b>	\$11.1M	\$13.1M	13.3M
<b>Net Profit (before tax)</b>	(\$1.8M)	\$1.3M	\$1.3M
<b>EBITDA</b>	\$550K	\$2.2M	\$1.8M

- Revenue up by 20% (Dec 04 – Dec 05)

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# ITL Healthcare Australian Potential



- Operating room procedure kit potential      \$600-700 million p.a.  
(Growing at 7% p.a.)
- Current size of market      7.0% of potential market  
(90% realised in US)
- ITL market share      2.5% of potential  
(30% - Largest independent)

# Positive Outlook

- Comparisons positive
- Divisions are performing
- Strong organic growth
- Strategic growth
  - New markets
  - Acquisitions
  - Relationships with key players
- Return to profits



# Full Year 2006 Outlook



- Revenue \$30.0M
- Net Profit (before tax) \$2.7M - \$3.0M
- EBITDA \$3.5M - \$4.0M



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