

## Conference call – dial in details

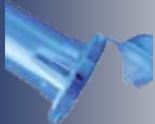
**Monday 25<sup>th</sup> August at 4:00pm (Australian Eastern Standard Time)**

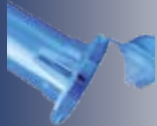
Please note that to participate in this conference call you will need a touchtone phone

**Dial in Numbers;**

Australia	03 8660 4908
International	+61 3 8660 4908
Reservation no:	7785422

- Approximately 10 minutes before the scheduled time, please dial the call-in number.
- A conference administrator who will note your name and telephone number will greet you. You may be asked to test your telephone to ensure that you will be able to register questions. You will then be placed on hold music until the conference is due to commence.
- At the start of the conference your line will be taken off hold music and you will be placed in Listen Only (mute) mode.
- If at any time during the conference you wish to ask a question or make a comment, press (\*1) to register your question. If you decide to cancel your question at any time press (\*2). All parties on the conference will hear your questions and the answers. When you have finished asking your questions and received answers you will be placed back in Listen Only mode.
- If you are disconnected for any reason during the conference redial the call-in number.
- At the end of the conference, the presenter will inform you that the conference has concluded.





# ITL Financial Year 2007/08

## Operational Review

25<sup>th</sup> August 2008

Presented by ITL CEO – Bill Mobbs



## Agenda

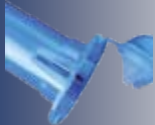
- Changing Global Environment
- Currency Influence
- 2007/08 Full Year Results
- Year in Review
- The Year Ahead...Major Initiatives & Growth Projects

## ITL Business Overview

ITL (ASX:ITD, [www.itl-limited.com](http://www.itl-limited.com)) is a diversified healthcare company. Specialising in innovative medical devices and procedure packs for global healthcare markets, ITL manufactures in Australia and Malaysia, and has sales offices in Australia, North America, Europe and Asia.

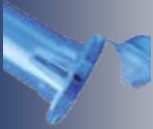
ITL's patented medical devices have a presence in over 35 countries and protect healthcare workers in millions of procedures annually.

ITL supplies its range of customised procedure packs to over 200 hospitals across Australia, and within Asia supplies procedure packs, medical equipment and instruments to over 160 hospitals.



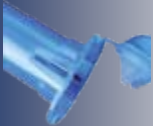
## Changing Global Environment

- Global financial crisis – lead by US sub prime
- Huge increase in Oil prices
- Significant rise interest rate
- Political instability in Malaysia (following elections)
- Market uncertainty, leading to volatility ASX
- Wildly fluctuating USD and Malaysian Ringgit
- Strengthening AUD



## Currency Influence

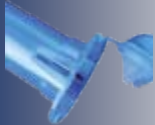
- Weakening USD vs AUD
- AUD has moved from USD 85 cents to 96 cents
- 60% of ITL's revenue is generated off-shore (USD and MYR)
- Net profit is affected by \$94,000 for every 1% in currency movement



## 2008 Full Year Results

- Revenue \$38.7M
- Operating Profit before Tax\* \$ 1.8M
- Pre Tax Profit \$ 786K
- Net Profit \$ 763K (forecast \$750K – 1.0M)
- EBITDA \$ 2.7 M
- Dividend 0.25 cents per share fully franked

\* Operating Profit = Profit before tax excluding one-off restructure charges and currency expenses



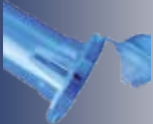
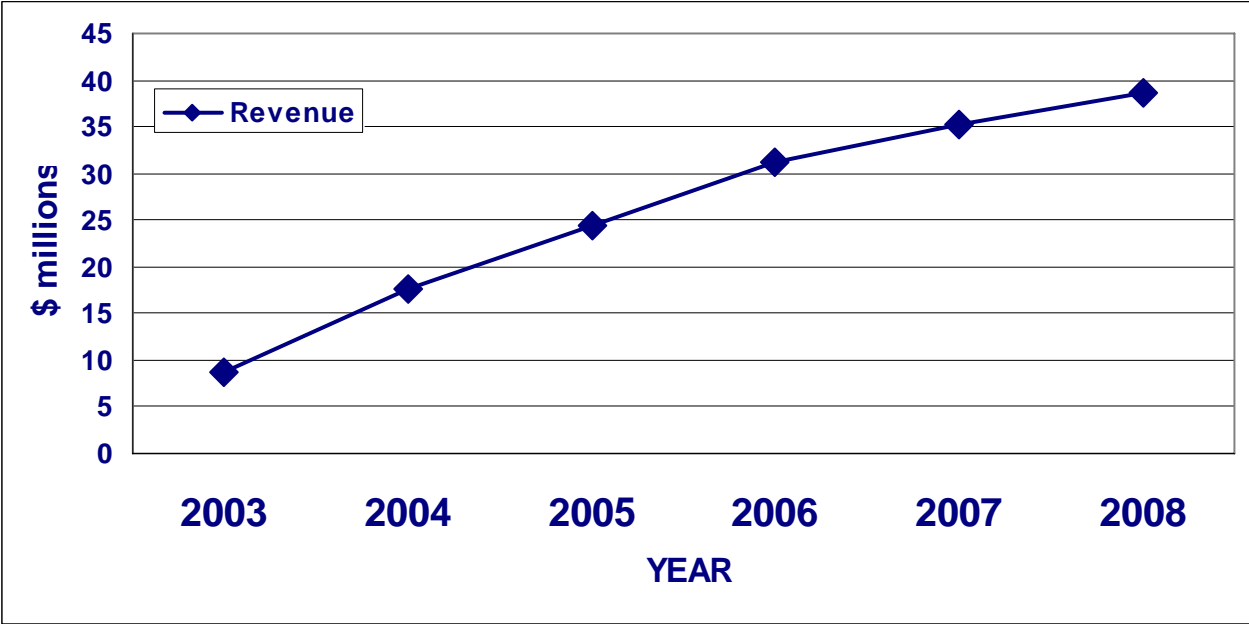
## 2008 Full Year Results



- Net Assets \$38.9M
- Cash \$ 3.4M
- Total Net Debt \$ 5.7M
- Gearing 13%
- Loan Facilities (not utilised) \$ 3.3M
- Net Asset Backing 30 cents per share

# Revenue Performance

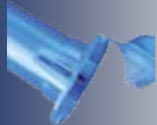
Year	2003	2004	2005	2006	2007	2008
Revenue	\$8.8M	\$17.6M	\$24.2M	\$31.3M	\$35.3M	\$38.7M



## Half Year Comparatives

	Financial Year 2006-07			Financial Year 2007-08		
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year
<b>Revenue</b>	\$20.2M	\$15.1M	\$35.3M	\$15.7M	\$23M	\$38.7M
<b>Operating Profit *</b>	\$2.8M	(\$0.3M)	\$2.5M	\$83K	\$1.01M	\$1.84M
<b>Net Profit After Tax</b>	\$1.9M	(\$0.2M)	\$1.7M	(\$402K)	\$1.17M	\$763K
<b>EBITDA</b>	\$3.1M	\$0.9M	\$4.0M	\$622K	\$2.1M	\$2.7M

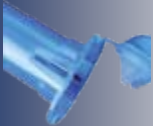
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## Year in Review

### “Growth Through Diversification” - Strategy

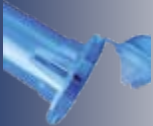
- Decentralisation into Autonomous Business Units
- Significant changes to Staffing and Infrastructure
- Acquisition of IVT/IVM Businesses in Malaysia
- Secured Contract Extensions & New Contracts



## Year in Review

### Significant Changes to Staffing

- New CFO (June 07)
- Relocation VP Manufacturing to Malaysia (October 07)
- Restructure ITL Healthcare Melbourne
  - New General Manager (September 07)
  - New Divisional Finance Manager
  - New Supply Chain Manager
  - Stabilised Sales Force
- Restructured group workforce
  - 381 Full time as at 30/6/07
  - 301 Full time as at 31/3/08 - 21% reduction



## Year in Review

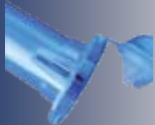
### Infrastructure

#### Systems

- Implemented Phase 1 Corporate ERP system
- Enhanced ITL Platforms and Networks
- Upgraded Quality Management System
- Reaccreditation ISO 13485, EN14001 and CE mark audit by TUV

#### Facilities

- Commissioned EO Steriliser (December 2007)
- Amalgamation of Sydney offices (Design & Manufacturing / Healthcare)
- KL office upgrade to incorporate IVT/IVM
- Renovations at ITL Asia Pacific Ipoh Manufacturing extended capacity & life



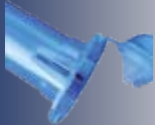
## Year in Review

### New Contracts/Renewals

- American Red Cross - 3 year contract extension
- Terumo - 3 year contracts extensions
- HemaQuebec - 3+1 year contract
- 3M - 3 year Manufacturing Agreement
- Ramsay Healthcare - 3+2 years agreement
- GHS - supply agreement for Gowns & Drapes (5+2 years)

### Awards

- *“Malaysian Medical Device Distributor of the Year 2008”*  
Frost & Sullivan Excellence in Healthcare Awards



## The Year Ahead...Major Initiatives and Growth Projects

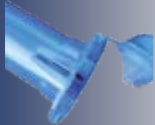
- IT Infrastructure & Business Solutions
- **Region 1 - Australian Healthcare Business**
  - Broadening the base, new products in Australian Healthcare range and innovative products
  - Ramsay preferred supplier agreement – Roll Out
  - Drapes & Gowns - GHS



## The Year Ahead... Major Initiatives and Growth Projects

### Region 2 - South East Asia Business

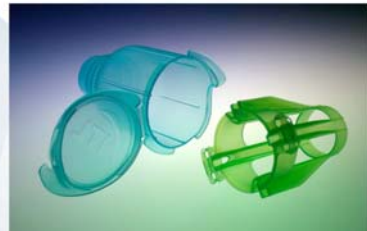
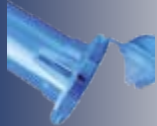
- Ultrasound Business through IVT/IVM
- Imaging Business with Siemens
- New Principal distribution
  - Stryker, Gelita, Bicakcilar
  - Potential Baxter Peritoneal Dialysis

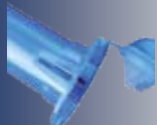


## The Year Ahead... Major Initiatives and Growth Projects

### Region 3 – Innovative Products

- New Product Releases
  - TiMO™ - Test tube organiser
  - Subculture Unit - Culture Access Device
- Blood Donation Kits – USA
- Major Projects Entering Commercialisation Phase
  - ABSS – Large Animal Blood Sample Collection
  - TINA – four new safety products





## Disclaimer

The information contained in this presentation provides only a general overview. To the extent that the presentation contains forward looking statements, ITL considers that the expectations reflected in these statements are reasonable. The statements are subject to known and unknown risk factors associated with the healthcare industry which could cause actual results or trends to differ materially.

The information is not intended to be taken as advice regarding any individual situation and should not be relied upon as such. Investors should seek appropriate professional advice in relation to their own objectives, financial situation and needs.