



Innovating Technologies for Life

ITL Newsletter

July 2006

From the CEO

HELLO and welcome to the latest edition of the ITL newsletter.

It's published at a time when we've announced further good news to the market.

On the back of consistently strong performances across all our divisions, the Board has announced a profit upgrade and its intention to pay a one cent per share fully franked dividend when our annual results are released in mid August.

On revenue of \$30 million, our previous before tax profit guidance was a range of \$2.7-\$3 million. On the same revenue figure, our revised range is \$3.3-\$3.5 million.

These outcomes reflect favourably on the efforts of everyone working at ITL.

At the end of another financial year ITL is in an excellent financial position, with strong potential for achieving similar

growth this financial year. Our plans are in place, the objectives are clear and everyone is playing their part in helping us achieve ongoing good results.

The new financial year will see two TINA projects – a second-generation DonorCare® product and a new safety retractable dialysis needle – approaching clinical trial phase with forecast release to the market in 2007. These developments will build on ongoing organic growth as well as our acquisition activity.

Acquiring companies is a valuable way to grow our business and has been well demonstrated by the successful integration of Heal Marketing into ITL Healthcare over the past six months.

Heal Marketing has held a strong position in South East Asian healthcare markets for 13 years and it's a pleasure to welcome them into the ITL team.



back, Dr Frank Kubik , Narinder Kanda, Vincent Lim, front, Connie Lee Siow Fung, Peppe Foo, ITL CEO Bill Mobbs, and Jaclyn Wong.

Heal's knowledge of this market combined with our other Malaysian assets, gives us the right skills and scale to make further progress in South East Asia.

Our strong position in this region was highlighted last month with the successful negotiation of a multi-million dollar contract with Malaysia's Prince Court Medical Centre. I'd like to thank and congratulate everyone involved with this project.

With these recent achievements and developments in mind, including the opening of Heal's magnificent new premises in Kuala Lumpur, we thought it appropriate to feature several stories from our Malaysian operations in this newsletter.

I hope you enjoy it and remember, "the future is what we make it".□

Bill Mobbs

CEO, ITL Limited

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Front row: Dr Frank Kubik, Bill Mobbs, Peppe Foo, Narinder Kanda (left to right) with Heal Marketing staff at the opening of the new Heal Marketing premises. Below: The new Heal Marketing premises in Subang, KL.

A new home in Kuala Lumpur

HEAL Marketing Sdn Bhd unveiled their new premises with a grand opening on May 5.

Located in Subang, Kuala Lumpur, the two modern units are a combined 1,423 square metres and feature office space, meeting rooms and warehouse for stock and servicing.

The modern property provides the Malaysian operation with a high-quality home after Heal outgrew its previous location due to an increase in sales and personnel.

The new premises were officially opened by ITL CEO Bill Mobbs and Heal Managing Director Peppe Foo, both dressed in traditional batik clothing.



Mr Mobbs said the new premises provide the infrastructure for Heal to expand its overall activities.

“Following the integration of Heal Marketing into ITL, we now have the scale and skills to make further inroads into the Malaysian and South East Asian health mar-

kets,” he said. “This new office space also gives us increased storage space, modern offices and a great environment for our employees to work in. It’s the ideal foundation from which we can grow”.

The need for larger premises reflects the success of Heal Marketing, according to Mr Foo.

“These premises are a tribute to our loyal customers and all the company staff. It’s an ideal facility of which we are very proud,” he said.

The opening was marked by two dancing lions performing a ritual blessing.

Since 1993, Heal Marketing has specialised in marketing medical instruments, equipment and consumables with a focus in surgical, critical and home care sectors.

The organisation is a wholly-owned subsidiary of ITL Healthcare and will operate under the Heal name eventually becoming part of ITL Healthcare. □

Heal Marketing offices toe the lion

THE opening of Heal Marketing's new premises last month featured a traditional lion dance.

The lion is regarded as a guardian in many Asian cultures.

The lion dance is performed in China, Malaysia, Japan, Vietnam, Korea, Taiwan and Thailand, with each country possessing their own distinct style and purpose.

The dance is especially popular in Chinese cultures with a history dating back 1,000 years.

The lion exhibits a variety of colour and has a distinctive head with large eyes. □



ITL CEO Bill Mobbs and Heal Managing Director Peppe Foo with a ceremonial lion at the opening of Heal Marketing's new Malaysian premises.

ITL signs \$6 million contract with leading Malaysian hospital

IN May, ITL's Heal Marketing signed a \$6 million (AUD) contract to supply medical equipment to Malaysia's prestigious Prince Court Medical Centre (PCMC).

PCMC, located in the heart of Kuala Lumpur, is owned by Malaysia's largest company, Petronas.

In a highly competitive tendering process, Heal won the right to supply high-end medical equipment to PCMC including operating room lights, anaesthesia equipment, ventilators and incubators, and monitors for

clinical information and electronic charting systems for intensive care.

"We acquired Heal Marketing to strengthen our presence in the Malaysian and South East Asian healthcare markets," ITL CEO Bill Mobbs said.

"In Malaysia alone there are 25 million people, 350 hospitals and 4,500 hospital beds. This deal with PCMC is a significant achievement for ITL in Malaysia."

The entire contract will be supplied to PCMC by September 2006. □

Walker joins ITL

ITL has appointed Mr Des Walker in the role of Chief Information Officer.

Des' role is to develop and oversee the implementation of ITL's Strategic Information Services Plan, and ensure the efficient and effective global operation of ITL's IT function.

Des has provided management consulting services to government and the private sector for many years and brings a wealth of experience within the IT industry to the company.

Des has undertaken many roles including application programmer, systems analyst, business analyst, risk manager, project manager and program manager.

Des' initial tertiary study was a Bachelor of Applied Science (Computing) and he holds a Graduate Diploma in Management Sciences.

He is also a certified Quality Analyst, and has formal qualifications in Prince 2 Project Management.

Des was the founder of the Canberra Chapter of the Data Management Association (DAMA) - an international professional association for data management practitioners.

I would like to welcome Des to the ITL senior management team and look forward to the guidance and support that he will provide in his new role. □

- Bill Mobbs, CEO

ITL Healthcare spreads the word

THE Australian College of Operating Room Nurses (ACORN) held its 12th biennial national conference at Canberra's Convention Centre on May 24-27.

The conference is for perioperative nurses and included guest speakers and seminars on a variety of topics from 'Skin Closures and Stapling Techniques' to 'Operating Theatres of the Future'.

ITL was present for all four days as an exhibitor at the conference trade show.

The event is always an excellent opportunity for the ITL sales team to meet with key customers and continue to spread the ITL story.

Prior to exhibiting, ITL Healthcare held their bi-annual sales conference at Rydges Capital Hill, Canberra.

"It was a great opportunity to get everyone together and ensure that we are all pulling in the same direction," ITL Healthcare's Dawn Cash said.

National Sales Manager Margaret Key said, "in addition to providing a forum to demonstrate ITL's products, the ACORN conference proved an invaluable networking opportunity.

"We were incredibly busy.

"It was a high-energy conference and we generated a lot of new contacts. We were delighted with the outcomes – it was definitely worth-

while."

Another motive for attending the conference was to raise awareness of ITL.

"Part of our purpose at the conference was a branding exercise to make people aware of ITL.

"While many people are aware of the operating procedure pack division of ITL Healthcare, many were unaware of the broader ITL brand.

"Customers left with a greater understanding of who ITL Healthcare is and what we do," Dawn said.

"We have a great story to tell and we found that people were extremely interested in what we are offering the market".

The main message at the conference was ITL's expertise in providing fully-customised procedure packs.

ITL Healthcare has unparalleled experience in delivering to surgeons and nurses their product of choice. ITL provides an holistic solution for the clinical business needs of the hospital.

"We're an extremely flexible company and we wanted to showcase our innovation and exceptional service," Dawn said.

The next ACORN conference will take place in 2008 on the Gold Coast. □



ITL Healthcare's Margaret Key, left, and Dawn Cash at the ACORN Conference held in Canberra last month.

News briefs...

Citibank conference

ITL was invited to present at the Citigroup Micro Caps Conference held in Sydney on April 4.

This was a great opportunity to showcase our company to over 100 business analysts and investment bankers. □

Mobbs nominated as top entrepreneur

ITL CEO Bill Mobbs has been nominated in the worldwide quest to find the 2006 Ernst & Young Entrepreneur of the Year.

Bill is one of 18 finalists for the NSW & ACT Eastern region.

Five winners will be selected on August 3 to progress to the national final in November.

From there the national winner will continue to the international competition in Monte Carlo in June 2007.

The competition – now two decades old – is designed "to honour the entrepreneurial men and women and the companies they build and grow".

The 'Entrepreneur of the Year' spans 35 countries throughout the world,

and aims to recognise contributions of "the leaders and creators who build and sustain world-class businesses that are a testament to vision, leadership, achievement, and social responsibility". □

ITL walks 24 hours for cancer cure

FOUR ITL staff were members of the Tuggy Lions Pride team that took part in the 'Relay for Life' at the Australian Institute of Sport athletics track on April 7 and 8.

The challenge involved teams of 10 or more completing a relay-style walk or run for 24 hours.

The purpose of the event was to raise funds for cancer research, education and patient support programs.

A generous sponsorship from ITL formed part of the \$2600 the Tuggy Lions Pride team raised for the Relay for Life.



Melissa Dixon, Tracey Wells, Pauline Keech and Max Arthur took part in the 24-hour 'Relay for Life' at the Australian Institute of Sport in April.

The Tuggy Lions Pride team consisted of 16 adults and one child. They completed an impressive 695 laps for a total of 278 kilometers.

Flying the ITL flag were Pauline Keech who completed 60 laps,

Max Arthur (44 laps), Tracey Wells (41 laps), and Melissa Dixon (12 laps) with daughter Charlotte (10 laps).

No injuries were reported and plenty of fun was had by all. □

ITL STAFF PROFILE: Connie Lee Siow Fung

CONNIE has 10 years experience in the Malaysian medical industry. She has experience in marketing emergency care, OT/OR anaesthesia, critical care, peri-natal care and home care products.

With her experience and background she has strong contacts and relationship with customers in the private and public sector, including the Ministry of Health.



Connie Lee Siow Fung.

Name: Connie Lee Siow Fung. **Position:** Business Unit Manager.

Department within ITL/Heal Marketing: Critical Care department.

What is your role within ITL?: Responsible for the sales and marketing management of the Critical Care department.

Marital status: Married with three children (one boy and two girls).

How long have you been with ITL/Heal Marketing?: Two years.

What was your working experience prior to joining Heal Marketing?: I was a medical equipment consultant for Mediconsult.

What do you enjoy about being part of ITL/Heal?: The teamwork between the management and within the Critical Care department.

What was your role in securing the contract with the Prince Court Medical Centre?: I was responsible for the overall tendering and evaluation of the project.

What does this new agreement mean for ITL?: It gives ITL/Heal an opportunity to provide a total solution in medical care (medical equipment and consumables) to a hospital.

What are your hobbies/favourite past times?: Reading and spending time with my family.

What is something that your colleagues don't know about you?: Nothing much – I am a very straight forward person.

If I were CEO for a day I would....: First I would spend the day understanding the role of the current CEO, so I could prepare myself for this position in future. At the end of the day, I would hold a dinner for all the staff to thank them for their support and effort in making my dream – of becoming CEO for the day – come true.

ITL PRODUCT FEATURE: DonorCare®

DonorCare® was one of ITL's first products. It was designed to safely withdraw and sheath needles to prevent needle stick injuries to the blood donor or phlebotomist (blood collector).

The DonorCare® was designed by Bill Mobbs and Jag Dillon in the early 1990's as a result of initial research into sharps protection.

At the time there were very few sharps protection devices on the market and with the spread of AIDS and other blood-borne diseases transmitted via needle stick injury, commercialisation of DonorCare® was encouraged.

There were some problems with the original design of the product and industrial designer Craig Wilson – now Vice President of ITL Design and Manufacturing – was contracted to make it functional.

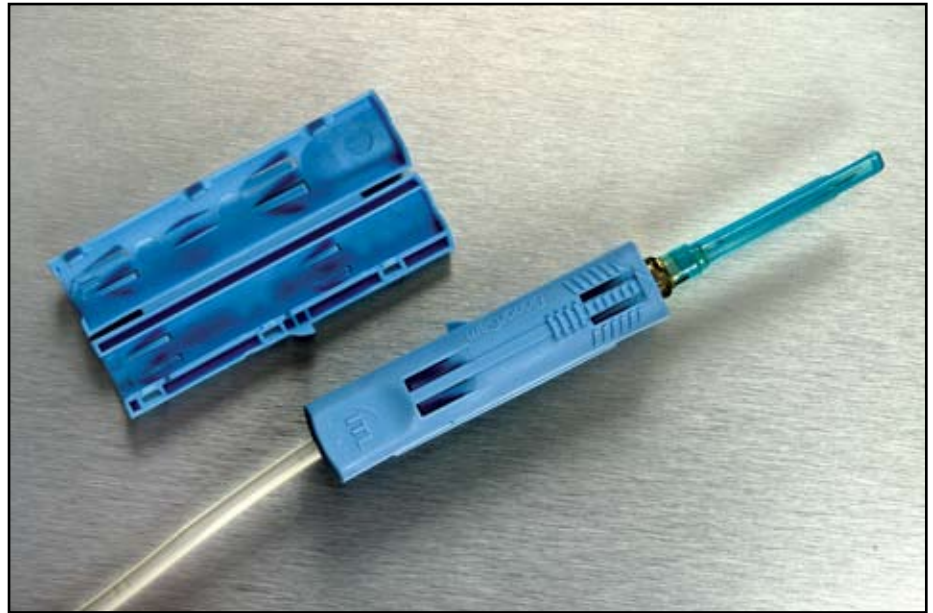
DonorCare's® final design protected the sharp immediately upon withdrawal from the patient, was easy to use and could be added after the bloodbag was manufactured.

This meant the bloodbag manufacturer did not have to change their manufacturing process and that ITL could sell to the end user rather than direct to the manufacturer.

Institutions, like the American Red Cross, who were pushing for sharps protection at the time, were immediately enthusiastic about DonorCare® and demanded that bloodbag suppliers include the product.

These suppliers were slow to move originally. However, DonorCare® now has 100 per cent marketshare of the US whole blood collection market and is used in most developed country markets.

DonorCare® is considered to be the 'industry standard' whole blood collection needle guard.



ABOVE AND BELOW: One of ITL's first products, DonorCare®.

About DonorCare®

DonorCare® is a safe, efficient and easy-to-use device that can be used with most manufacturers' bloodbag systems.

DonorCare® is:

- a single use protective plastic sheath;
- designed for blood packs;
- designed to shield the needle upon withdrawal; and
- uniquely designed for use throughout the donation process.

The bottom is flat and designed to rest on the donor's arm during the phlebotomy to stabilise the needle and tubing while the roughened arrows are designed to help properly orient the DonorCare® on the tubing and provide a surface for taping.

The teeth on the inside of the de-



vice help to keep the needle hub and tubing locked in position.

The front opening of DonorCare® is specifically designed to hold the needle hub in position during the phlebotomy to stabilise the needle and prevent the donor tubing from rolling.

There are a number of locking mechanisms on the side of DonorCare®. These locks ensure that the needle guard will not open and the sharps remain locked safely.

The main benefits of DonorCare® include:

- safer blood collection process;
- safe, fast needle withdrawal;
- reduced risk of needle stick;
- stabilisation of needle hub; and
- improved donor comfort on withdrawal. □



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