



Innovating Technologies for Life

**ITL Limited**  
ABN 16 088 212 088

**PO Box 139**  
**Fyshwick Canberra**  
**ACT 2609 Australia**

**Tel +61 2 6228 3300**  
**Fax +61 2 6228 3377**

[www.itl-limited.com](http://www.itl-limited.com)

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## **ITL awarded Malaysia Medical Device Distributor of the Year**

The Directors of ITL are pleased to announce that ITL Healthcare S.E.A Sdn. Bhd. has been awarded the 2008 Malaysia Medical Device Distributor of the Year at the Frost & Sullivan Excellence in Healthcare Awards ceremony in Singapore on Friday June 13.

The 2008 Frost & Sullivan Excellence in Healthcare Awards ([www.awards.frost.com](http://www.awards.frost.com)) recognises companies and individuals that have pushed the boundaries of excellence in the healthcare industry – rising above the competition and demonstrating outstanding performance across the region.

The Malaysia Medical Devices Distributor of the Year Award is given to the medical device distributor that has demonstrated exemplary growth and performance in Malaysia. The company is evaluated on the following criteria; revenue growth and market potential, company's strategy to strengthen position, initiatives towards customer satisfaction and loyalty, key value proposition.

ITL CEO Bill Mobbs comments "This prestigious Award is recognised worldwide by the media, the investment community and end-user markets and is a great compliment to ITL's team and growth strategy in the SE Asia market. Since establishing a marketing presence in Malaysia with ITL Healthcare S.E.A in January 2006, our emphasis was to provide superior customer service over a widening supply of world-class products. The recent acquisition of IVT & IVM in May this year continues our expansion strategy within the region, and we are proud to accept this award."

Frost & Sullivan commented in the award recognition that "ITL Healthcare S.E.A has a strong presence in both the public and private hospitals in Malaysia. Around 95 percent of all major public hospitals and 90 percent of all private medical centers and specialist hospitals in Malaysia purchased medical devices from ITL. The company also endeavors to enhance its presence in Malaysia and to build its presence in the SE Asian region, through alliances with local companies based in Singapore, Thailand and Indonesia."

CEO - Bill Mobbs

*ITL (ASX: ITD, [www.itl-limited.com](http://www.itl-limited.com)) is a diversified company within the healthcare industry. ITL specialises in innovative medical devices, customised procedure packs and distribution of capital equipment 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, capital equipment and instruments to over 160 hospitals.*