

ITL LIMITED 2013 ANNUAL GENERAL MEETING

31 October 2013



Innovating Technologies for Life



AGENDA

- 2012/13 Results
- Cash and Debt Management
- Divisional Reports
- Capital Management
- Financial Year 2013/14



2012 / 2013 Full Year Results

Profit and Loss Statement	2012/13	2011/12
Continuing Operations:		
Revenue	\$24.9m	\$28.3m
EBITDA	\$3.5m	\$4.0m
PBT	\$2.5m	\$3.0m
NPAT	\$2.5m	\$2.8m
Discontinued Operation:		
NPAT	-	\$(1.4)m
Group NPAT	\$2.5m	\$1.3m



30/6/13 Financial Position

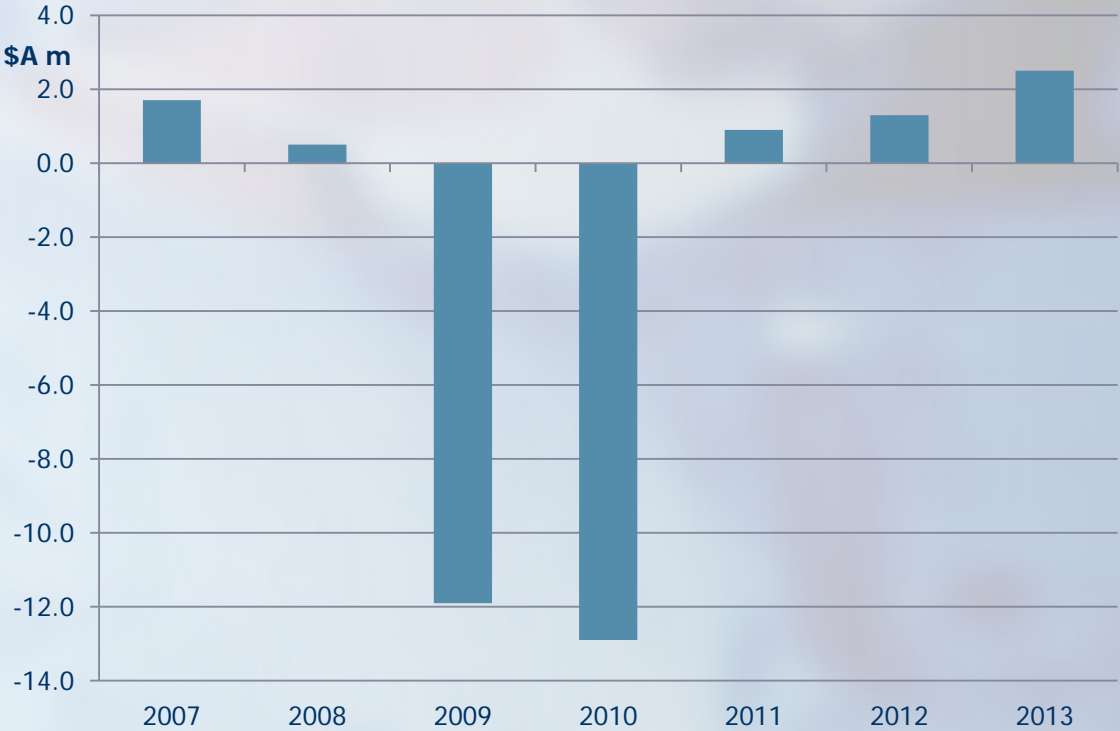
Balance Sheet Measures	30 June 2013	30 June 2012
Net Assets (Total Equity)	\$10.8m	\$12.8m
(including impact of share buyback)	(\$5.6m)	(\$4.4m)
Cash	\$0.4m	\$1.0m
Borrowings	\$1.7m	\$0.0m
Net Cash/(Debt)	\$(1.3)m	\$1.0m
Gearing (Net Debt / (Net Debt + Equity))	11%	Nil
Unused Loan Facilities (excl BAs)	\$2.1m	\$2.8m
Net Asset Backing per share	12.5 cents	11.9 cents
Net Tangible Asset Backing per share	10.1 cents	9.9 cents



2012/13 Highlights

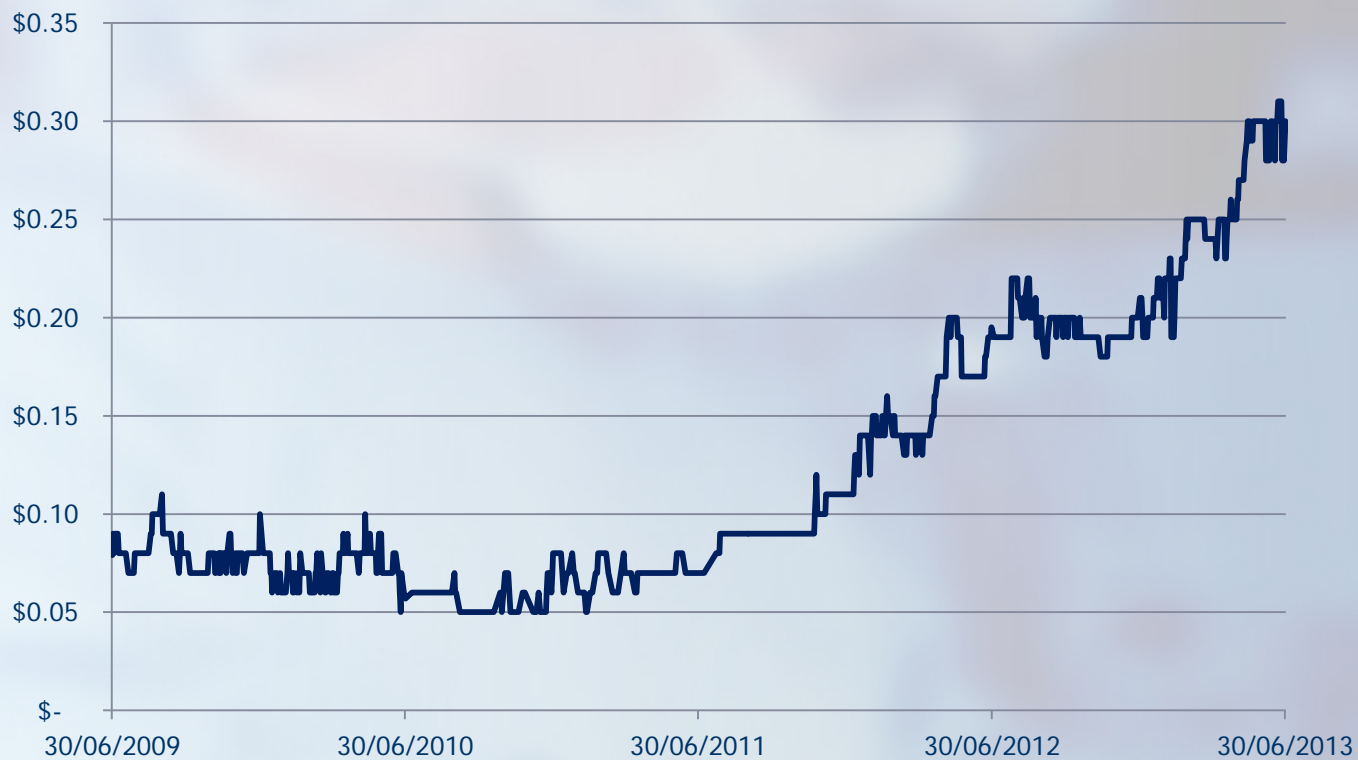
- Net profit after tax of \$2.5m (FY12: \$1.3m)
- EBITDA from Continuing Ops \$3.5m (prior year \$4.0m)
- EPS from Continuing Ops up from 2.19 cps to 2.54 cps
- Positive Operating Cash Flow of \$4.6m
- Low gearing of 11% with net debt of \$1.3m at 30/6/13
- Increased banking facilities in Malaysia & Australia to support growth
- Share price increases 50% from \$0.195 at 30/6/12 to \$0.30 at 30/6/13
- ITL pays first dividend since 2008 with fully franked interim & final dividends totalling 1.25 cps

NPAT Reaches 7 Year High

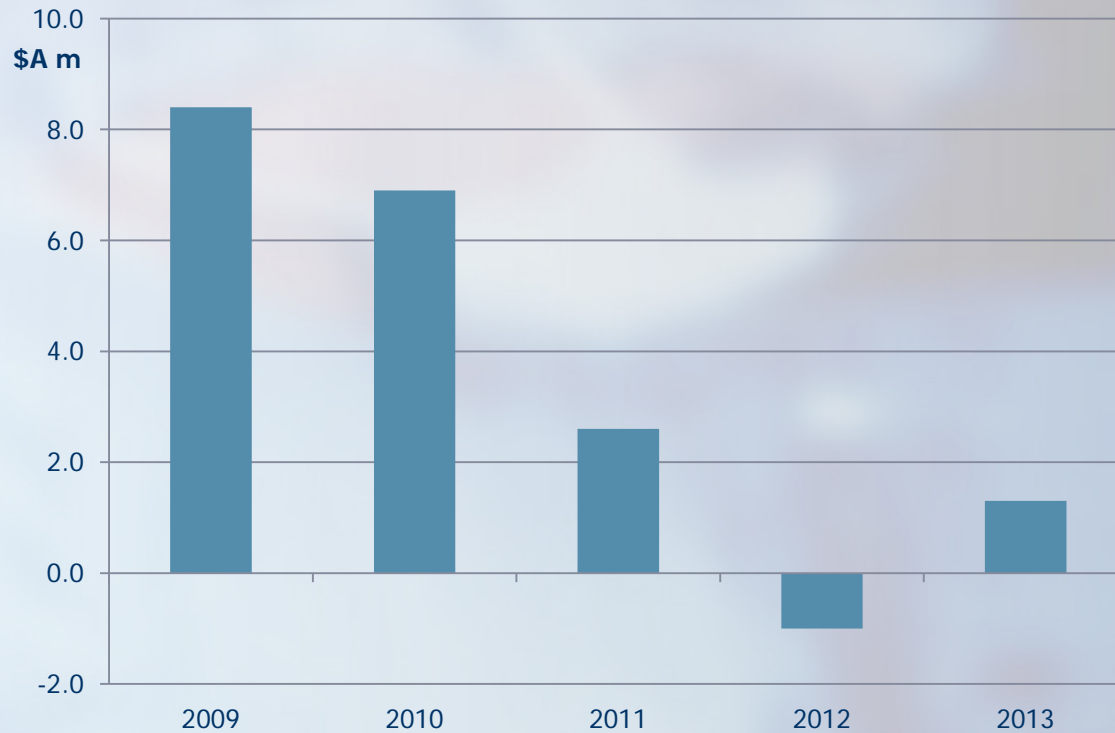




5 Year Share Price History



Significant Reduction in Net Debt over last 5 years (as at 30 June)





Performance by Segment for Continuing Operations

\$million	IPG	HCA	Other	Total
Revenue:				
2013	9.8	15.4	(0.3)	24.9
2012	10.8	17.9	(0.4)	28.3
EBITDA:				
2013	2.6	1.6	(0.7)	3.5
2012	3.1	1.4	(0.5)	4.0
EBIT:				
2013	2.2	1.1	(0.8)	2.5
2012	2.6	1.0	(0.6)	3.0



ITL Business Divisions

Healthcare Australia



Medical Devices & Procedure Packs

- Operating Room Procedure Packs
- Cath Lab Kits
- IV Monitoring Kits
- In-house Steriliser

Innovative Products



Biological Safety Sampling Devices

- Human Sample Collection and Processing
- Animal Sample Collection
- New Product Development



Healthcare Australia

ACHIEVEMENTS

- EBIT growth of 12% despite 14% lower revenue
- Improved purchasing & manufacturing efficiencies
- Appointed an approved supplier of packs to NSW public hospitals
- Improved inventory management with MRP system implemented

IN PROGRESS

- Strategy to grow profitable business, particularly in NSW, in market with major competitors and strong price competition
- Pursue opportunity to supply IV kits to W.A. public hospitals
- Further improvement in purchasing and logistics
- Pursuit of new product opportunities e.g. collapsible flexible bowl



Innovative Products

ACHIEVEMENTS

- Solid result with 16% EBIT & 8% revenue decrease despite adverse impact of strong AUD on USD revenue streams
- Market share & margins maintained through strong customer relationships in blood banking industry
- Ongoing strong cash flow generation

IN PROGRESS

- Strong pipeline of R&D for new product development
- Opportunities for low cost contract manufacture for HCA
- Expand US distribn & diversify into new geographical markets
- Enhanced AUD revenue streams due to stronger USD
- Acquisition of & relocation to modern spacious factory in Malaysia to support long term expansion plans



Capital Management

Share Buyback Scheme

The Directors believe that the Company's progress has not been reflected in the market capitalisation of the company, therefore we have established an ongoing share buyback as we believe this is one of the best value investments available to shareholders at this time.

During 2012/13, the Company has bought back 25.5m shares or 24% of issued capital at 1/7/12 at a cost of \$5.63m i.e. at an average price of \$0.22.

From 1/7/13 to 30/10/13, a further 5.9m shares were bought back for \$1.9m (average price \$0.31)

Current no. of shares on issue at 30/10/13 is 83.5m shares.

Under buyback scheme proposed for AGM approval, a further 16.7 shares can be bought back before 30/10/2014.



Financial Year 2013/14



Financial Year 2013/14

First Quarter Performance

Unaudited Management Accounts	3 months to 30/9/2013
Revenue	\$6.7m
EBITDA	\$0.96m
EBIT	\$0.7m
Profit Before Tax	\$0.7m
Net Debt	\$3.0m



Financial Year 2013/14

Strategic Objectives

- Investment in newly acquired Malaysian manufacturing facility as foundation for future IPG growth
- Grow HCA revenue & profitability through realising potential under recently acquired NSW & WA public hospital opportunities
- Pursue further growth options particularly new product development for IPG Division
- Improve business processes to deliver further cost efficiencies
- Maintain strong balance sheet with low gearing
- Ongoing proactive Capital Management through share buyback



Innovating Technologies for Life