

ITL HEALTH LIMITED 2018 ANNUAL GENERAL MEETING

26 October 2018





AGENDA

- 2017/18 Results
- Divisions
- Capital Management
- Looking ahead



2017/18 Full Year Results

Profit and Loss Statement*	2016/17	2017/18
Revenue	34.8m	24.3m
EBITDA	4.8m	3.7m
PBT	3.6m	2.4m
NPAT	3.4m	3.0m
Earnings per share	3.58	3.34

* Consolidated Group Results



2017/18 Extraordinary Items

Profit on divestment of ITL Healthcare	9.9m
Impairment of assets	(5.7m)
Write off of assets	(1.2m)

* Consolidated Group Results



30/6/18 Financial Position

Balance Sheet Measures	30 June 2017	30 June 2018
Net Assets (Total Equity)	17.6m	15.0m
Cash	2.7m	3.8m
Borrowings	5.3m	4.3m
Net Debt	2.6m	0.5m
Gearing (Net Debt / (Net Debt + Equity))	13%	1%
Unused Loan Facilities	2.6m	0.7m
Net Asset Backing per share	18.4cps	17.4cps
Net Tangible Asset Backing per share	11.5cps	14.0cps



2017/18 Highlights

- Strategic divestment of Australian custom procedure pack business.
- Subsequent separation of businesses involving regulatory issues, manufacturing transfers, customer novations, establishment of new offices and recruiting and training a new sales team
- Restructure of manufacturing operation
- Relocation of MyHealthTest to new premises inclusive of clinical suites and expanded laboratory facilities
- Continuation of investments in sales & marketing activities and new product development
- Continued development in MyHealthTest including commencement of the collaborative research project to develop 30+ new tests



ITL Business Divisions

ITL BioMedical



Medical devices serving global blood markets

- Biological safety sampling devices
- Invasive blood monitoring kits
- Intravenous bloodstream infection prevention kits
- New Product Development

MyHealthTest



Direct to Consumer Pathology Testing

- Finger prick sample at home
- Sent to & analysed at MHT laboratory
- Results received rapidly & securely



ITL BioMedical - Activities

- Undertook additional manufacturing transfers to Malaysian facility
- Completed further regulatory transfers and approvals
- Recruited and trained new sales team
- New office established for retained business
- Experienced some significant demand shifts in some older products sold in the US
- Ongoing innovative research and close customer relations saw the launch of new products



MHT - Activities

- 3 new tests developed – pending NATA accreditation
 - Prostate
 - Cholesterol
 - Thyroid
- Once approved MHT will have a portfolio of 4 commercially active tests
- Commenced \$2.6m CRC Project grant to develop over 30 new tests
- Actively working on tests for the Wellness Testing market. The new tests are for vitamin, hormones and metals.



Capital Management

Share Buyback Scheme

The company returned \$5.5m directly to shareholders via an on market buy-back program for 12.2m shares following the divestment of ITL Healthcare, which also delivered lower debt levels and reduced working capital needs.



Looking ahead

- Continued focus on global blood industry
- Higher margins on lower revenue post the CPP sale expected to continue
- Ongoing research and innovation to feed new product pipeline
- Benefits to come from manufacturing relocated to Malaysia
- MHT to commercialise new tests after NATA accreditation
- MHT to target the significant Wellness market with new tests in the pipeline



2018/19 Sept YTD Results

- Revenue is \$6.1m
- Consolidated Group EBITDA \$44k
- Consolidated Group PBT \$(171k)
 - MHT PBT \$(805k), R&D costs expensed