



MEDIA RELEASE -FOR IMMEDIATE RELEASE

## **Immunotec Announces Financial Results for the Third Quarter Ended July 31, 2011 and changes to its Board.**

- ***Network's sales in Mexico up by 320% and Adjusted EBITDA of \$325 thousand***

VAUDREUIL-DORION, QC, September 9, 2011 - Immunotec Inc. (TSX Venture Exchange: IMM), a Canadian based company and a leader in the wellness industry (the "Company"), today reported financial results for the third quarter of fiscal year 2011.

"We are very pleased with our overall performance" said Robert Henry, Immunotec's Executive Chairman and CEO; "We remain confident and focus on growing our markets despite a difficult worldwide economic climate".

At yesterday's meeting, the Board of Directors announced the resignation of Mr. Jean La Couture, Director and Chairman of the Audit Committee to be effective September 30, 2011. The Board of Directors also approved the nomination of Mr. Rod Budd for this role starting on October 1, 2011 and the nomination of Mr. Charles Orr as lead Director. Mr. Orr has been a Director of the Company since 2006.

On behalf of the Immunotec Board of Directors "We want to thank Jean for his five years of service on Immunotec's Board. Jean has been a valuable contributor to the Company. We acknowledge the work he did during the CEO transition.

"We are pleased to welcome Rod. His business experience through 25 years of partnership at Ernst & Young will be of great value to our Company." said Robert Henry, Immunotec's Executive Chairman and CEO.

On September 8, 2011 the Board of Directors approved two grants of options. One for Mr. Henry which entitles him to acquire up to 500,000 common shares of the Company and the other one to Mr. Orr which entitles him to acquire up to 25,000 common shares of the Company. Both grants will have an exercise price of \$0.24 per share, representing a premium over \$0.17, being the closing price of the Company's Shares on the TSX-Venture Exchange on September 7<sup>th</sup>, 2011 the trading day preceding the grant.

### **Highlights for Q3**

- ✚ Q3-Network sales reached \$9.5M an increase of 11% compared to the previous year.
- ✚ Total consolidated revenues, increased by 4% reaching \$31.7M in 2011 vs. \$30.3M in 2010.



- ✦ Q3-Sales incentives reached a rate of 50%, compared with 47% for the same period last year, as a result of strong new recruitment and moving up bonuses paid as part of the compensation plan. This increase in commission payout, compared to the previous year was a trend first noticed early in the new fiscal year and is in direct relation with strong recruitment in the Mexican territory.
- ✦ Q3-Selected expenses, as defined by Administrative, Marketing and selling, Quality and development costs reached \$2.8M a decrease of 10% over the previous year as a result of continued modernization effort and new tools announced and deployed to the field during the quarter.
- ✦ Net earnings and comprehensive income totalled \$99 thousand for the quarter ending July 31, 2011, compared to a net loss of (\$393) thousand for 2010. The total basic and fully diluted earnings per share for the same period was \$0.001 in 2011 compared to a loss of (\$0.006) per share for the same period in Fiscal 2010.
- ✦ Subsequent to the quarter, the Company signed a financing letter of offer with a leading Canadian institution. The offer comprises several financing facilities design to support the Company in its international development and general working capital need and will replace the existing debt currently in its balance sheet.

### ***About Immunotec Inc.***

Immunotec is a world class business opportunity supported by unique scientifically proven products that improve wellness. Headquartered with manufacturing facilities near Montreal, Canada, the Company also has distribution capacities to support its commercial activities in Canada and internationally to the United States, Europe, Mexico and The Caribbean.

The Company files its consolidated financial statements, its management and discussion analysis report, its press releases and such other required documents on the SEDAR database at [www.sedar.com](http://www.sedar.com) and on the Company's website at [www.immunotec.com](http://www.immunotec.com). The common shares of the Company are listed on the TSX Venture Exchange under the ticker symbol IMM.

"The TSX Venture does not accept responsibility for the adequacy or accuracy of this release."

**For further information:** Patrick Montpetit, VP and Chief Financial Officer, (450) 510-4527.



Immunotec Inc.

Interim Consolidated Balance Sheet  
(Unaudited)

	As at July 31, 2011	As at October 31, 2010
	\$	\$
<b>ASSETS</b>		
<b>Current</b>		
Cash	1,810,470	2,936,456
Accounts receivable	385,630	782,557
Income taxes receivable	10,123	-
Inventories	3,620,908	2,605,371
Prepaid expenses	536,268	382,794
Future income taxes	96,000	103,099
	6,459,399	6,810,277
<b>Long-term</b>		
Property, plant and equipment	5,369,498	5,674,090
Intangible assets	2,142,470	2,456,651
Goodwill	833,559	833,559
Future income taxes	2,767,757	2,382,148
Other assets	484,349	484,349
	18,057,032	18,641,074
<b>LIABILITIES AND SHAREHOLDERS' DEFICIT</b>		
<b>Current liabilities</b>		
Demand loan	866,667	1,000,000
Accounts payable	1,822,008	1,593,697
Accrued liabilities	3,108,392	2,707,076
Customer deposits	343,684	274,051
Income taxes payable	-	2,041
Other liability - current portion (note 3)	143,443	147,218
	6,284,194	5,724,083
<b>Other liability (note 3)</b>	124,732	239,622
	6,408,926	5,963,705
<b>Shareholders' deficit</b>		
Share capital (note 4)	3,465,548	3,465,548
Other equity - Stock options (note 5)	1,910,884	1,907,584
Contributed surplus	11,337,796	11,337,796
Deficit	(5,066,122)	(4,033,559)
	11,648,106	12,677,369
	18,057,032	18,641,074

Contingency (note 9)

The accompanying notes are an integral part of the consolidated financial statements.



Immunotec Inc.

Interim Consolidated Statements of Changes in Shareholders' Deficit  
(Unaudited)

	Number of common shares	Share capital \$	Other equity - Stock options \$	Contributed surplus \$	Deficit \$	Total \$
<b>Balance - October 31, 2009</b>	69,994,300	3,465,548	1,770,093	11,337,796	(2,646,399)	13,927,038
Net profit	-	-	-	-	9,419	9,419
Stock-based compensation (note 5)	-	-	106,815	-	-	106,815
<b>Balance - July 31, 2010</b>	69,994,300	3,465,548	1,876,908	11,337,796	(2,636,980)	14,043,272
<b>Balance - October 31, 2010</b>	69,994,300	3,465,548	1,907,584	11,337,796	(4,033,559)	12,677,369
Net loss	-	-	-	-	(1,032,563)	(1,032,563)
Stock-based compensation (note 5)	-	-	3,300	-	-	3,300
<b>Balance - July 31, 2011</b>	69,994,300	3,465,548	1,910,884	11,337,796	(5,066,122)	11,648,106

The accompanying notes are an integral part of the consolidated financial statements.



Immunotec Inc.

Interim Consolidated Statement of Earnings (Loss) and Comprehensive Income  
(Loss) (Unaudited)

	For the three-month period ended		For the nine-month period ended	
	2011	July 31, 2010	2011	July 31, 2010
	\$	\$	\$	\$
<b>Revenues</b>				
Network sales	9,540,766	8,550,885	27,473,893	25,893,200
Other revenue	1,115,894	1,406,377	4,218,179	4,363,615
	10,656,660	9,957,262	31,692,072	30,256,815
<b>Variable costs</b>				
Cost of goods sold (excluding amortization)	1,831,242	1,977,025	5,515,150	5,615,122
Sales incentives - Network	4,773,420	3,988,117	14,203,931	12,385,288
Other variable costs	961,154	940,940	2,869,059	2,733,874
<b>Margin before expenses</b>	3,090,844	3,051,180	9,103,932	9,522,531
<b>Expenses</b>				
Administrative	1,550,710	1,661,534	4,782,412	4,386,387
Marketing and selling	959,162	1,090,737	3,527,444	2,917,788
Quality and development costs	256,144	317,191	733,009	857,395
Amortization	295,430	295,819	878,402	871,130
Restructuring charges (note 7)	206,907	156,813	1,015,289	156,813
Recovery of an impaired investment (note 8)	(378,560)	-	(517,869)	-
Stock-based compensation (note 5)	10,043	29,299	3,300	106,815
Foreign exchange (gain) loss	17,924	(14,429)	(18,477)	(16,271)
	2,917,760	3,536,964	10,403,510	9,280,057
<b>Earnings (loss) from continuing operations before financing expenses and income taxes</b>	173,084	(485,784)	(1,299,578)	242,474
Financing expenses	23,948	-	91,791	-
<b>Earnings (loss) from continuing operations before income taxes</b>	149,136	(485,784)	(1,391,369)	242,474
<b>Income taxes (recovery)</b>				
Current	15,020	(12,062)	19,704	43,099
Future	35,276	(93,240)	(378,510)	35,890
<b>Earnings (loss) from continuing operations</b>	98,840	(380,482)	(1,032,563)	163,485
Loss from discontinued operations	-	(12,810)	-	(154,066)
<b>Net earnings (loss) and comprehensive income (loss)</b>	98,840	(393,292)	(1,032,563)	9,419
<b>Basic and diluted net earnings (loss) per share</b>				
Continuing operations	0.001	(0.006)	(0.015)	0.002
Discontinued operations	(0.000)	(0.000)	(0.000)	(0.002)
<b>Total basic and diluted net earnings (loss) per share</b>	0.001	(0.006)	(0.015)	0.000
<b>Weighted average number of common shares outstanding during the period</b>				
Basic and diluted	69,994,300	69,994,300	69,994,300	69,994,300

The accompanying notes are an integral part of the consolidated financial statements.



Immunotec Inc.

Consolidated Statements of Cash Flows  
(Unaudited)

	For the three-month period ended		For the nine-month period ended	
	2011	July 31, 2010	2011	July 31, 2010
	\$	\$	\$	\$
<b>Operating activities</b>				
Net earnings (loss)	98,840	(393,292)	(1,032,563)	9,419
Loss from discontinued operations	-	(12,810)	-	(154,066)
Earnings (loss) from continuing operations	98,840	(380,482)	(1,032,563)	163,485
Add (deduct) non cash items:				
Amortization of property, plant and equipment	135,898	150,044	409,398	443,767
Amortization of intangible assets	159,532	145,775	469,004	427,363
Net loss on disposal of property, plant and equipment	-	474	-	474
Other receivables	-	26,750	-	70,192
Gain on partial settlement of the other liability	(56,950)	-	(56,950)	-
Unrealized foreign exchange	5,741	-	(22,579)	-
Accreted interest	9,368	-	44,436	-
Future income taxes	35,276	(93,240)	(378,510)	35,890
Stock-based compensation	10,043	29,299	3,300	106,815
Cash received prior to working capital variation	397,748	(121,380)	(564,464)	1,247,986
Net change in non-cash working capital	382,911	198,387	(84,988)	(510,754)
<b>Cash (used) received from operating activities</b>	<b>780,659</b>	<b>77,007</b>	<b>(649,452)</b>	<b>737,232</b>
<b>Investing activities</b>				
Business acquisition	-	(403,510)	-	(403,510)
Additions to property, plant and equipment	(25,114)	(105,741)	(104,806)	(189,605)
Additions to intangible assets	(24,146)	(40,609)	(154,823)	(140,595)
Proceed from disposal of property, plant and equipment	-	400	-	400
<b>Cash used from investing activities</b>	<b>(49,260)</b>	<b>(549,460)</b>	<b>(259,629)</b>	<b>(733,310)</b>
<b>Financing activities</b>				
Reimbursement of demand loan	(50,000)	-	(133,333)	-
Reimbursement of other liability	(83,572)	-	(83,572)	-
<b>Cash used from financing activities</b>	<b>(133,572)</b>	<b>-</b>	<b>(216,905)</b>	<b>-</b>
Net (decrease) increase in cash from continuing operations	597,827	(472,453)	(1,125,986)	3,922
Net decrease in cash from discontinued operations				
Operating activities	-	(12,810)	-	(154,066)
<b>Net (decrease) increase in cash during the period</b>	<b>597,827</b>	<b>(485,263)</b>	<b>(1,125,986)</b>	<b>(150,144)</b>
<b>Cash at the beginning of the period</b>	<b>1,212,643</b>	<b>2,597,940</b>	<b>2,936,456</b>	<b>2,262,821</b>
<b>Cash at the end of the period</b>	<b>1,810,470</b>	<b>2,112,677</b>	<b>1,810,470</b>	<b>2,112,677</b>
<b>Supplemental information</b>				
Income tax paid (recovered) during the period	(53,011)	(45,097)	(47,634)	(33,683)

The accompanying notes are an integral part of the consolidated financial statements.