



IMMUNOTEC'S SALES INCREASE BY 4.3% IN 2008

Vaudreuil-Dorion, Quebec, February 12, 2009 – IMMUNOTEC INC.

(TSX Venture Exchange: IMM) (the "Company" or "Immunotec"), is engaged primarily in the development, manufacturing and marketing of health and wellness products which are classified as dietary supplements or natural health products. These products are distributed and sold in Canada and the United States through a network marketing system and in other countries under exclusive distributorship agreements.

NET SALES

Net Sales for the year ended October 31, 2008 were \$36,021,645 compared to \$34,528,236 for the same period in 2007, an increase of \$1,493,409 or 4.3%. This mainly reflects increases in volume in Canada of \$382,117 or 2.2%, in the United States \$170,889 or 1.2% and to other countries, \$997,744 or 39.4%. In US dollars, network sales in the United States were \$13,564,527 compared to \$12,496,985 in 2007, an increase of \$1,067,542 or 8.5%.

For the fourth quarter in 2008, net sales were \$9,254,877 compared to \$8,511,677 for the fourth quarter in 2007, an increase of \$743,200 or 8.7%. Increases were \$120,599, (2.7%) in Canada, \$389,451 (11.3%) in the United States and \$233,150 (36.2%) in other countries. In US dollars, network sales in the United States were \$3,385,374 compared to \$3,156,880, an increase of 7.2%.

SELECTED CONSOLIDATED ANNUAL INFORMATION

	Year Ended October 31, 2008 Audited (\$)	Year Ended October 31, 2007 Audited (\$)
Net Sales	36,021,645	34,528,236
Cost of Sales	6,522,675	6,364,645
Sales Incentives	14,734,152	14,356,993
Selling, General and Administrative	13,163,012	12,360,304
Earnings before income taxes	1,601,806	1,446,294
Net Earnings	941,801	884,785
Net Earnings per share:		
Basic	0.013	0.013
Diluted	0.013	0.013
Weighed average number of common shares outstanding:		
Basic	69,994,300	68,198,574
Diluted	70,034,549	69,573,727
Cash Dividends Declared	-	-

	As at October 31, 2008 Audited (\$)	As at October 31, 2007 Audited (\$)
<u>ASSETS:</u>		
Cash and equivalents	6,138,454	3,874,558
Accounts receivable	812,914	505,366
Other current Assets	4,683,255	3,728,109
Total current Assets	<u>11,634,623</u>	<u>8,108,033</u>
Other Assets	11,028,777	12,246,573
TOTAL ASSETS	<u>22,663,400</u>	<u>20,354,606</u>
<u>LIABILITIES:</u>		
Current Liabilities	4,552,187	3,475,800
Long Term Liabilities	-	393,600
TOTAL LIABILITIES	<u>4,552,187</u>	<u>3,869,400</u>
<u>SHAREHOLDERS' EQUITY:</u>		
Share Capital	3,465,548	3,465,548
Other Equity-Stock Options	1,414,885	736,416
Contributed surplus	11,332,143	11,326,406
Retained Earnings	1,898,637	956,836
TOTAL SHAREHOLDERS' EQUITY	<u>18,111,213</u>	<u>16,485,206</u>

OPERATING RESULTS FOR THE YEAR ENDED OCTOBER 31, 2008

Net earnings were \$941,801 for the year ended October 31, 2008, compared to \$884,785 for 2007. The increase in net earnings of \$57,016, is largely attributable to increase in network sales and sales to other countries, offset by changes made in key job positions to support the strategic plan of the Company, resulting in higher administrative and marketing remuneration expenses offset by income resulting from foreign exchange gains from the strengthening of the U.S. dollar and additional interest revenue on our increased cash and cash equivalents balances during the year.

The operating results of the Company are a direct result of certain key performance indicators. These indicators not only affect current performance but are indicative of future performance. New distributors are independent contractors that purchase a distributor kit and agree to market the products of the Company to their circle of acquaintances. New customers are those who agree to purchase the products of the Company on a regular basis through an auto ship program called ImmunoDirect. For the year, the number of new distributors recruited into the business opportunity increased by 24% and in the fourth quarter increased by 23%. The number of new customers increased by 16.5% for the year but decreased by 4.1% in the fourth quarter. This decrease in customer acquisition is due to increased emphasis on acquiring distributors versus customers as their average monthly purchase pattern is approximately 50% greater than a customer.

FINANCIAL SITUATION AND LIQUIDITY

As at October 31, 2008, the Company had a cash position of \$6,138,454 compared to \$3,874,558 as at October 31, 2007. The Company believes that cash requirements in the ordinary course of business for next year can be met with its available cash, cash generated from its operating activities and the reduction of income tax payments caused by the realization of prior years income tax losses. If required, the Company has access to operating credit facilities of \$2,000,000 at its bank's prime rate plus 1/2 %. The credit facilities were not drawn upon to date.

The Company shows a solid balance sheet with no long term debt as at October 31, 2008. As at October 31, 2008, the Company shows a working capital of \$7,082,436 for a ratio of 2.56 compared to a working capital of \$4,632,233 with a ratio of 2.33 as at October 31, 2007. The increase in working capital of \$2,450,203 is mainly attributable to the investment of the majority of the funds generated from the operations into short-term certificates of deposit and treasury bills with short term maturities.

RECENT DEVELOPMENTS

In September 2008, at the Company's annual convention in New Jersey, a number of marketing and sales tools designed to create a highly duplicatable system for acquiring new distributors into the business were launched. These tools included an attractive new distributor kit inclusive of brochures, catalogs, a DVD/CD as well as a redesigned web site which is the business center for the independent distributors.

These tools were augmented by a new product: FITT (Future in Thinning Technology) meal replacement system as well as an aggressive monthly promotional offering.

OUTLOOK

The Company has for many years sold product internationally under exclusive distribution agreements based on geographic territories. In fiscal 2008, distribution agreements were entered into with licensees in Malaysia, Ecuador and Poland. Going forward, the Company has made a decision to expand internationally using the same seamless network marketing model successfully employed in North America. As a result of this decision it is the Company's intent to open in the United Kingdom, Republic of Ireland and South Korea through wholly owned subsidiaries in the coming year.

In support of this more rapid expansion plan, the Company will be expanding its manufacturing capability at its production facility in Blainville, Quebec, adding packaging capability for its flagship Immunocal product.

Immunotec benefits from a solid balance sheet, skilled and motivated employees, well established suppliers, repeat customers and a dedicated network of distributors. Management believes that the new measures and sales and marketing initiatives being implemented will help increase sales and profits in the next year.

Moreover, management is of the opinion that its investment in current research in such areas as cancer cachexia, aging and aging related conditions will enable Immunotec to produce and bring to market more value added products which will continue to differentiate its products from competing products. Immunotec, following recommendations from its Product Development Committee, is constantly developing new products that are appropriate for its health and wellness markets.

FORWARD LOOKING STATEMENTS

Some statements included in this management report contain forward-looking information about the Company's future financial positions, operating results and sales. They may be based on market expectations, management opinions and assumptions. Such information involves significant risks and uncertainties that are difficult to predict and rely on assumptions that may prove inaccurate. Actual results and events may differ materially from these forward-looking statements.

ABOUT IMMUNOTEC

Immunotec operates from a 37,000 square foot facility located in Vaudreuil-Dorion, Quebec, Canada as well as a manufacturing facility located in Blainville, Quebec, Canada and a distribution centre located in Swanton, Vermont, USA. Immunotec is engaged primarily in the development and marketing of natural health products, dietary supplements, food, vitamins and personal care products, and natural health products, some of which are manufactured on its behalf by third parties. Immunotec's products are distributed and sold in Canada and the United States through a network marketing system and in other countries under exclusive distributorship agreements.

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

Contact: Richard Patte, CA, Executive Vice-President and Chief Financial Officer, tel.: (450) 510-4445