



**PRESS RELEASE**

**IMMUNOTEC ANNOUNCES THIRD QUARTER FINANCIAL RESULTS**

**Vaudreuil-Dorion, Quebec, September 24, 2008**

Immunotec Inc. (TSX-V: IMM) (the "Company" or "Immunotec"), is engaged primarily in the development, manufacturing and marketing of health and wellness products which are classified as nutraceuticals, 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 distributorship agreements.

**HIGHLIGHTS**

The Company, for the third quarter ended July 31, 2008, realized net sales of \$8,942,007 compared to \$8,526,260 in 2007, an increase of \$415,747 or 4.9%. By individual markets and in their respective local currencies, net sales in Canada posted an increase of 5%, the U.S. market posted an increase of 11.8% and International markets realized a 63.9% increase.

For the third quarter, net sales by final destination were as follows; 49.5% in Canada and 40.0% in the United States, with the remainder 10.5%, through export to other International markets.

**SELECTED CONSOLIDATED FINANCIAL INTERIM INFORMATION**

|  | For the three-month period ended<br>July 31, |                           | For the nine-month period ended<br>July 31, |                           |
|--|--|---------------------------|---|---------------------------|
|  | 2008<br>(\$)<br>unaudited                    | 2007<br>(\$)<br>unaudited | 2008<br>(\$)<br>unaudited                   | 2007<br>(\$)<br>unaudited |
|  | Net sales                                    | 8,942,007                 | 8,526,260                                   | 26,766,768                |
| Cost of sales  | 1,573,609                                    | 1,585,667                 | 4,940,520                                   | 4,646,780                 |
| Sales incentives   | 3,697,379                                    | 3,538,010                 | 10,971,475                                  | 10,808,460                |
| Selling, general and administrative                      | 3,173,318                                    | 2,700,585                 | 9,099,446                                   | 8,462,019                 |
| Earnings before income taxes                             | 497,701                                      | 701,998                   | 1,755,327                                   | 2,099,300                 |
| Net earnings   | 354,168                                      | 566,751                   | 1,099,278                                   | 1,497,579                 |
| Net earnings per share:                                  |  |                           |   |                           |
| Basic  | 0.005  | 0.008                     | 0.016                                       | 0.022                     |
| Diluted  | 0.005  | 0.008                     | 0.016                                       | 0.022                     |
| Weighted average number of<br>common shares outstanding: |  |                           |   |                           |
| Basic  | 69,994,300                                   | 69,994,300                | 69,994,300                                  | 66,593,421                |
| Diluted  | 69,994,805                                   | 69,994,300                | 70,055,400                                  | 69,431,995                |

|                                     | As at<br>July 31, 2008<br>(\$)<br><u>unaudited</u> | As at<br>April 30, 2008<br>(\$)<br><u>unaudited</u> | As at<br>October 31, 2007<br>(\$)<br><u>audited</u> |
|-------------------------------------|--|---|---|
| <b><u>ASSETS:</u></b>               |  |   |   |
| Cash and cash equivalents           | 6,879,139  | 5,863,208   | 3,874,558   |
| Accounts receivable                 | 490,579  | 601,836   | 505,366   |
| Other current Assets                | 4,194,403  | 3,749,327   | 3,728,109   |
| Total current Assets                | <u>11,564,121</u>                                  | <u>10,214,371</u>                                   | <u>8,108,033</u>                                    |
| Other Assets                        | 11,409,233   | 11,598,814  | 12,246,573  |
| <b>TOTAL ASSETS</b>                 | <b><u>22,973,354</u></b>                           | <b><u>21,813,185</u></b>                            | <b><u>20,354,606</u></b>                            |
| <b><u>LIABILITIES:</u></b>          |  |   |   |
| Current Liabilities                 | 4,814,493  | 4,052,410   | 3,475,800   |
| Long Term Liabilities               | 71,945   | 178,859   | 393,600   |
| <b>TOTAL LIABILITIES</b>            | <b><u>4,886,438</u></b>                            | <b><u>4,231,269</u></b>                             | <b><u>3,869,400</u></b>                             |
| <b><u>SHAREHOLDERS' EQUITY:</u></b> |  |   |   |
| Share Capital                       | 3,465,548  | 3,465,548   | 3,465,548   |
| Other Equity-Stock Options          | 1,233,111  | 1,088,016   | 736,416   |
| Contributed surplus                 | 11,332,143   | 11,326,406  | 11,326,406  |
| Retained Earnings                   | 2,056,114  | 1,701,946   | 956,836   |
| <b>TOTAL SHAREHOLDERS' EQUITY</b>   | <b><u>18,086,916</u></b>                           | <b><u>17,581,916</u></b>                            | <b><u>16,485,206</u></b>                            |

## NET SALES

For the quarter ended July 31, 2008, net sales were \$8,942,007 compared to \$8,526,260 for the same period in 2007, an increase of \$415,747 or 4.9%. Net sales in Canada and net sales to other countries rose by \$209,776 or 5% and \$367,716 or 63.9%, respectively. Net sales in the United States, when converted to Canadian dollars were lower by \$161,745 or 4.3%. In US dollars, network sales in the United States for the quarter ended July 31, 2008 were \$3,472,604 compared to \$3,105,888 in 2007, an increase of \$367,516 or 11.8%.

For the nine-month period ended July 31, 2008, net sales were \$26,766,768 compared to \$26,016,559 for the same period in 2007, an increase of \$750,209 or 2.9%. This mainly reflects increases in volume in Canada of \$685,492 or 5.3% and to other countries of \$764,595 or 40.5%. This was offset by a decrease of \$699,878 or 6.2% in the United States after converting US net sales into Canadian dollars. In US dollars, network sales in the United States were \$10,193,222 compared to \$9,340,105 in 2007, an increase of \$853,117 or 9.1%.

## OPERATING RESULTS

Net earnings were \$1,099,278 for the nine-month period ended July 31, 2008 (\$354,168 for the quarter), compared to \$1,497,579 (\$566,751 for the quarter) for the corresponding periods of 2007. The decrease in net earnings of \$398,301 for the nine-month period, is largely attributable to the hiring of new executives as well as sales and marketing personnel to support the strategic plan of the Company, resulting in higher administrative and marketing remuneration expenses of \$735,279 offset by income totalling \$346,562 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 period.

## **FINANCIAL SITUATION AND LIQUIDITY**

As at July 31, 2008, the Company had a cash position of \$6,879,139 compared to \$2,185,972 as at July 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.

As at July 31, 2008, the Company shows a working capital of \$6,749,628 for a ratio of 2.40 compared to a working capital of \$4,649,737 with a ratio of 2.73 as at July 31, 2007. This improvement of \$2,099,891 is mainly attributable to the investment of the majority of the funds generated from the operations into deposit certificates with short term maturities.

## **OUTLOOK**

Immunotec benefits from a solid balance sheet, skilled and motivated employees, well-established suppliers, repeat customers and a dedicated network of distributors. Since last year management implemented and continues to implement new measures in sales and marketing initiatives and it believes that these measures will help increase sales during the present year and the following years.

Management is of the opinion that its investment in current research in such areas as cancer cachexia, autism, aging and aging-related conditions as well as clinical trials will enable Immunotec to produce and bring to market more value-added products thereby continuing to differentiate its products from competing products.

Product development is on-going, based on recommendations from Immunotec's Product Development Committee, allowing the company to increase its product lines within the health and wellness market.

## **ABOUT IMMUNOTEC**

Immunotec operates out of 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 dietary supplements, food, vitamins, 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 distributorship agreements.

## **FORWARD LOOKING STATEMENTS**

This press release contains certain forward-looking statements concerning the future performance of the Company. These forward-looking statements are based on current expectations. We caution that all forward-looking information is inherently uncertain and actual results may differ materially from the assumptions, estimates or expectations reflected or contained in the forward-looking information, and that actual future performance will be affected by a number of factors, including technological change, economic conditions, regulatory change, competitive factors and changes in accounting rules or standards, many of which are beyond the Company's control. We disclaim any intention or obligation to update or revise any forward-looking statements.

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

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