



FOR IMMEDIATE RELEASE

IMMUNOTEC ANNOUNCES SECOND QUARTER 2013 FINANCIAL RESULTS

- Q2 year-to-date revenues increase by 11% -

VAUDREUIL-DORION, QC, 14 June 2013 - Immunotec Inc. (TSX Venture Exchange: IMM), a Canadian based company and a leader in the wellness industry (the "Company" or "Immunotec"), today released its second quarter 2013 financial results for the three- and six- month periods ended 30 April 2013.

"Immunotec's results are testimony to our founders' vision for bringing improved health and wellness to our product and opportunity customers. We thank our independent consultants, employees and external partners who collaborate every day to make this possible." said Mr. Charles L. Orr, Immunotec's Chief Executive Officer.

Highlights for the second quarter of fiscal 2013

- Total Revenue for the three-month period reached \$12.6M, an increase of 10.6% as compared to the same period in the previous year. Total revenue in the six-month period reached \$24.8M, an increase of 10.4% as compared to the same period in the previous year.
- Network sales in the three-month period reached \$11.2M, an increase of 9.0% as compared to the same period in the previous year. Network sales in the six-month period reached \$22.4M, an increase of 10.7% as compared to the same period in the previous year.
- Selected expenses,¹ defined as administrative, marketing and selling, quality and development expenses in the three-month period ended 30 April 2013, amounted to \$3.0M or 23.9% of total revenues, which compares favourably to 24.6% for the same period in the previous year. In the six-month period, these expenses amounted to \$5.9M or 23.9% of total revenues, also comparing favourably to 25.9% the same period of the previous year.
- Adjusted EBITDA,¹ in the three-month period ended 30 April 2013 improved to \$0.9M or 7.4% of total revenues, compared to \$0.2M or 1.6% of total revenues for the same period in the previous year, a significant improvement. For the six-month period, Adjusted EBITDA¹ amounted to \$1.8M or 7.1% of total revenues, also a significant improvement.

¹ Refer to the non-GAAP financial measures section of Management's Discussion and Analysis .



- Net profit for the three-month period ended 30 April 2013 amounted to \$0.7M; a significant improvement over a net loss of \$0.1M for the same period in the previous year. For the six-month period ended 30 April 2013, net profit amounted to \$1.2M, also a significant improvement over a loss of \$0.1M in the same period in the previous year.

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, Mexico, Europe 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 and on the Company's website at www.immunotec.com. The common shares of the Company are listed on the TSX Venture Exchange under the ticker symbol IMM.

Neither TSX Venture Exchange nor its Regulation Services Provider (as that term is defined in policies of the TSX Venture Exchange) accepts responsibility for the adequacy or accuracy of this release.

For further information:

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CAUTION REGARDING FORWARD-LOOKING STATEMENTS: Certain statements contained in this news release are forward-looking and are subject to numerous risks and uncertainties, known and unknown. For information identifying known risks and uncertainties and other important factors that could cause actual results to differ materially from those anticipated in the forward-looking statements, please refer to the heading Risks and Uncertainties in Immunotec's most recent Management's Discussion and Analysis, which can be found at www.sedar.com. Consequently, actual results may differ materially from the anticipated results expressed in these forward-looking statements.



SUPPLEMENTAL INFORMATION

Immunotec Inc. Interim Consolidated Statements of Financial Position

	30 April 2013	31 October 2012
(Canadian dollars)	\$	\$
ASSETS		
Current assets		
Cash	3,364,901	3,779,089
Trade and other receivables	1,308,887	1,688,279
Inventories	3,205,946	2,601,079
Prepaid expenses	478,595	374,774
	8,358,329	8,443,221
Non-current assets		
Property, plant and equipment	5,833,889	5,931,470
Intangible assets	1,407,804	1,621,830
Goodwill	833,559	833,559
Other non-current assets	3,824,319	3,102,151
	11,899,571	11,489,010
	20,257,900	19,932,231
LIABILITIES		
Current liabilities		
Bank indebtedness	-	5,000
Payables	1,597,624	1,545,310
Accrued liabilities	3,121,910	3,151,212
Provisions	233,488	491,776
Deferred revenue and customer deposits	476,840	630,240
Income taxes	28,596	54,859
Current portion of long-term debt	119,246	117,120
	5,577,704	5,995,517
Long-term debt	1,902,031	1,964,336
	7,479,735	7,959,853
EQUITY		
Share capital	3,448,285	3,462,503
Contributed surplus	13,223,374	13,259,401
Accumulated other comprehensive income	(151,266)	179,531
Deficit	(3,742,228)	(4,929,057)
	12,778,165	11,972,378
	20,257,900	19,932,231



Immunotec Inc.
Interim Consolidated Statements of Income (Loss)
For the three-and six-month periods ended 30 April

	Three months		Six months	
	2013	2012	2013	2012
(Canadian dollars except for the number of shares)	\$	\$	\$	\$
Revenues				
Network sales	11,200,095	10,277,123	22,400,589	20,238,165
Other revenue	1,430,248	1,142,964	2,409,113	2,225,090
	12,630,343	11,420,087	24,809,702	22,463,255
Cost of sales				
Cost of goods sold	2,231,194	1,935,261	4,219,646	3,791,383
Sales incentives — Network	5,596,762	5,407,413	10,978,737	10,371,660
Other variable costs	992,357	1,088,149	2,067,599	2,037,160
Margin before expenses	3,810,030	2,989,264	7,543,720	6,263,052
Expenses				
Administrative	1,536,284	1,378,453	2,975,830	2,999,778
Marketing and selling	1,256,541	1,248,505	2,495,615	2,405,769
Quality and development costs	225,685	183,460	452,720	406,133
Depreciation and amortization	219,924	223,658	440,596	463,262
Other expenses	16,063	11,706	20,514	21,847
Operating income (loss)	555,533	(56,518)	1,158,445	(33,737)
Net finance expenses (income)	(267,745)	124,857	(335,619)	80,373
Profit (loss) before income taxes	823,278	(181,375)	1,494,064	(114,110)
Income tax expense (recovery)				
Current	4,417	13,298	5,509	15,455
Deferred	160,285	(85,747)	301,726	(27,047)
Net profit (loss)	658,576	(108,926)	1,186,829	(102,518)
Total basic and diluted net profit (loss) common per share	0.01	(0.00)	0.02	(0.00)
Weighted average number of common shares outstanding during the period				
Basic and diluted	69,681,982	69,994,300	69,767,670	69,994,300



Immunotec Inc.
Interim Consolidated Statements of Cash Flows
For the six-month periods ended 30 April

(Canadian dollars)	2013	2012
	\$	\$
Operating activities		
Net profit (loss)	1,186,829	(102,518)
Adjustments for:		
Depreciation	197,712	185,685
Amortization	242,884	277,577
Unrealized foreign exchange differences	(331,625)	(46,253)
Net interest expense on financial liabilities measured at amortized cost	37,697	39,734
Deferred income taxes	301,726	(27,047)
Share-based compensation	20,514	21,847
Interest paid	(37,697)	(42,129)
Interest received	-	2,395
Cash prior to working capital variation	1,618,040	309,291
Net change in non-cash working capital	(1,649,133)	422,569
Net cash (used in) provided by operating activities	(31,093)	731,860
Investing activities		
Additions to property, plant and equipment	(77,907)	(314,823)
Additions to intangible assets	(27,423)	(83,057)
Net cash used in investing activities	(105,330)	(397,880)
Financing activities		
Bank indebtedness	(5,000)	-
Reimbursement of long-term debt	(60,179)	(55,982)
Repurchase of shares	(70,759)	-
Reimbursement of other liability	-	(200,203)
Net cash used in financing activities	(135,938)	(256,185)
Net (decrease) increase in cash during the period	(272,361)	77,795
Cash — Beginning of the period	3,779,089	2,561,969
Effect of foreign exchange rate fluctuations on cash	(141,827)	(13,627)
Cash — End of the period	3,364,901	2,626,137