

Immunotec Announces Financial Results for the Third Quarter Ended July 31, 2010

- Non-GAAP adjusted EBITDA¹ of \$1.4M after nine months, compared to a negative (\$148) thousand for 2009.

VAUDREUIL-DORION, QC, September 17, 2010 - 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. Revenues after nine months totalled \$30.3 M, compared to \$34.0 M for the corresponding period last fiscal year. Net earnings (Loss) and comprehensive income (loss) after nine month totalled \$9 thousand, versus (\$3.3) M last fiscal year. After nine months and despite absorbing this new acquisition in Mexico, the Company was able to maintain an adjusted EBITDA¹ of \$1.4M or 5% of revenues compared to a loss \$148 thousand or for Fiscal 2009.

"The integration of our new Mexican business is going even better than we expected", said James A. Northrop, President and CEO of Immunotec Inc. "We will not lose our focus and go after the US market despite challenges in the Economy".

Q3 of Fiscal 2010 Financial Results Highlights:

The Company's consolidated revenues totalled \$10.0M for the third quarter of Fiscal 2010, as compared to \$11.0M in the same period last year a decrease of 10% overall. This decrease in consolidated revenues is primarily due to:

- i. The strengthening of the Canadian dollar over the US currency, using an average conversion rate (\$1USD to CAD) of 1.0414 during third quarter of 2010 compared with an average rate of 1.2020 for the same period of 2009. This translated to fluctuations of approximately \$0.4M for the quarter and \$2.1M year to date.
- ii. Export revenues overall are lower by \$0.3M for the quarter and \$0.6M on a year-to-date basis. Management the impact of global economic conditions has contributed to this shortfall.

Despite softer revenues, the Company improved its margins before expenses to reach 31% of total consolidated revenues during the quarter and over the first nine months of 2010, as compared to 27% for the same period last year. This improvement in margins of approximately 4% comes mostly from needed adjustments to the variable costs, incentive programs and promotions.

¹ EBITDA means "Earnings before taxes, depreciation and amortization". For more information please refer to the section "Non-GAAP & Other Measures" of the Management Discussion and Analysis dated September 17, 2010.

Expenses, during the third quarter, increased as a result of consolidation the new entity in Mexico to totalled \$3.5M remaining lower than the previous year at \$3.7M that did not include the Mexican operation.

Net earnings (loss) and comprehensive income (loss) achieved a loss of (\$393) thousand for the quarter ending July 31, 2010, compared to a loss of (\$2,528) thousand for 2009. The total basic and fully diluted earnings per share for the third quarter of Fiscal 2010 was respectively (\$0.006), compared to f (\$0.036) for the same period in Fiscal 2009.

About Immunotec Inc.

Immunotec is a Network Marketing Company involved in the direct selling of scientifically validated natural health products and dietary supplements. The Company offers a lucrative business opportunity to its independent distributors. This business model provides Immunotec's network of people with an opportunity to earn a steady and recurring income, directly based on their level of involvement and performance. Individual distributors build their business by conveying product information and selling product to customers and by building teams of distributors to expand geographic penetration and market coverage to larger populations of customers.

Headquartered with manufacturing facilities near Montreal, Canada, the Company also subcontracts certain distribution logistics and capacity to support its activities in 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 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.

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

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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.

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Immunotec Inc.
Interim Consolidated Balance Sheet
(Unaudited)

	As at July 31, 2010	As at October 31, 2009
	\$	\$
ASSETS		
Current		
Cash	2,112,677	2,262,821
Accounts receivable	641,664	201,841
Income taxes receivable	-	70,306
Inventories	2,998,002	3,941,847
Prepaid expenses	747,199	436,251
Future income taxes	62,835	90,133
	6,562,377	7,003,199
Long-term		
Property, plant and equipment	5,813,277	6,068,313
Intangible assets	2,622,679	2,505,937
Goodwill	499,541	499,541
Future income taxes	1,960,811	1,969,403
Other assets	629,647	699,839
	18,088,332	18,746,232
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities		
Accounts payable	2,531,011	2,629,247
Accrued liabilities	1,201,259	1,881,390
Customer deposits	301,281	308,557
Income taxes payable	11,509	-
	4,045,060	4,819,194
Shareholders' Equity (Deficit)		
Share capital	3,465,548	3,465,548
Other equity - Stock options	1,876,908	1,770,093
Contributed surplus	11,337,796	11,337,796
Deficit	(2,636,980)	(2,646,399)
	14,043,272	13,927,038
	18,088,332	18,746,232



Immunotec Inc.

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

	Number of common shares	Share capital \$	Other equity -Stock options \$	Contributed surplus \$	(Deficit) Retained earnings \$	Total \$
Balance - October 31, 2008	69,994,300	3,465,548	1,414,885	11,332,143	1,898,637	18,111,213
Net loss	-	-	-	-	(3,346,944)	(3,346,944)
Stock-based compensation	-	-	277,312	5,653	-	282,965
Balance - July 31, 2009	69,994,300	3,465,548	1,692,197	11,337,796	(1,448,307)	15,047,234
Balance - October 31, 2009	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 6)	-	-	106,815	-	-	106,815
Balance - July 31, 2010	69,994,300	3,465,548	1,876,908	11,337,796	(2,636,980)	14,043,272



Immunotec Inc.

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

For the three-month period ended For the nine-month period ended

	2010 \$	July 31, 2009 \$	2010 \$	July 31, 2009 \$
REVENUES				
Network sales	8,550,885	9,044,505	25,893,200	28,557,800
Other revenue	1,406,377	1,959,164	4,363,615	5,403,880
	<u>9,957,262</u>	<u>11,003,669</u>	<u>30,256,815</u>	<u>33,961,680</u>
VARIABLE COSTS				
Cost of goods sold (excluding amortization)	1,977,025	2,239,316	5,615,122	5,985,430
Sales incentives - Network	3,988,117	4,748,852	12,385,288	15,550,988
Other variable costs	940,940	1,036,158	2,733,874	3,101,828
Margin before expenses	<u>3,051,180</u>	<u>2,979,343</u>	<u>9,522,531</u>	<u>9,323,434</u>
Expenses				
Administrative	1,647,105	1,710,268	4,370,116	4,766,793
Marketing and Selling	1,090,737	1,424,142	2,917,788	3,981,638
Quality and Development costs	317,191	207,443	857,395	723,436
Amortization	295,819	237,393	871,130	766,799
Restructuring charges	156,813	-	156,813	-
Other non cash expenses	29,299	84,152	106,815	282,965
	<u>3,536,964</u>	<u>3,663,398</u>	<u>9,280,057</u>	<u>10,521,631</u>
Earnings (Loss) from continuing operations before income taxes	(485,784)	(684,055)	242,474	(1,198,197)
Income taxes (Recovery)				
Current	(12,062)	(15,302)	43,099	22,699
Future	(93,240)	10,454	35,890	(180,687)
Earnings (Loss) from continued operations	<u>(380,482)</u>	<u>(679,207)</u>	<u>163,485</u>	<u>(1,040,209)</u>
Loss from discontinued operations	(12,810)	(1,848,996)	(154,066)	(2,306,735)
Net earnings (loss) and comprehensive income (loss)	<u>(393,292)</u>	<u>(2,528,203)</u>	<u>9,419</u>	<u>(3,346,944)</u>
Basic and diluted net earnings (loss) per share				
Continuing operations	(0.006)	(0.010)	0.002	(0.015)
Discontinued operations	0.000	(0.026)	(0.002)	(0.033)
Total basic and diluted net earnings (loss) per share	<u>(0.006)</u>	<u>(0.036)</u>	<u>0.000</u>	<u>(0.048)</u>
Weighted average number of common shares outstanding during the period				
Basic and diluted	69,994,300	69,994,300	69,994,300	69,994,300



Immunotec Inc.
Consolidated Statement of Cash Flows
(Unaudited)

	For the three-month period ended		For the nine-month period ended	
	2010	July 31, 2009	2010	July 31, 2009
	\$	\$	\$	\$
Operating activities				
Net earnings (loss)	(393,292)	(2,528,203)	9,419	(3,346,944)
Loss from discontinued operations	(12,810)	(1,848,996)	(154,066)	(2,306,735)
Earnings (Loss) from continuing operations	(380,482)	(679,207)	163,485	(1,040,209)
Add (deduct) non cash items:				
Amortization of property, plant and equipment	150,044	102,997	443,767	368,234
Amortization of intangible assets	145,775	134,396	427,363	398,565
Net loss (gain) on disposal of property, plant and equipment	474	(46,608)	474	(46,608)
Other receivables	26,750	-	70,192	-
Future income taxes	(93,240)	10,454	35,890	(180,687)
Stock-based compensation	29,299	84,152	106,815	282,965
Cash received prior to working capital variation	(121,380)	(393,816)	1,247,986	(217,740)
Net change in non-cash working capital	565,891	140,432	(143,250)	(1,891,660)
Cash (used) received in operating activities	444,511	(253,384)	1,104,736	(2,109,400)
Investing activities				
Business acquisition	(771,014)	-	(771,014)	-
Additions to property, plant and equipment	(105,741)	(441,261)	(189,605)	(525,466)
Additions to intangible assets	(40,609)	(64,362)	(140,595)	(376,025)
Proceed from disposal of property, plant and equipment	400	524,500	400	524,500
Research and development tax credits	-	(13,272)	-	(39,816)
Cash used in investing activities	(916,964)	5,605	(1,100,814)	(416,807)
Net increase (decrease) in cash from continuing activities	(472,453)	(247,779)	3,922	(2,526,207)
Net (decrease) in cash from discontinued activities				
Operating activities	(12,810)	(438,717)	(154,066)	(1,745,051)
Investing activities	-	(8,686)	-	(131,851)
	(12,810)	(447,403)	(154,066)	(1,876,902)
Net decrease in cash during the period	(485,263)	(695,182)	(150,144)	(4,403,109)
Cash at the beginning of the period	2,597,940	2,430,527	2,262,821	6,138,454
Cash at the end of the period	2,112,677	1,735,345	2,112,677	1,735,345
Supplemental information				
Income taxes (recovered) paid during the period	(45,097)	(8,670)	(33,683)	67,652