ASX RELEASE

Ellex Medical Lasers Limited (ASX:ELX)

Adelaide, Australia

Date: 27 February 2014

Release: Immediate

Topic: Financial Results for the half-year ended 31 December 2013



- 18% increase in revenues
- Substantial increase in profit before tax
- Outlook is that second-half sales are forecast to be higher than sales for the corresponding period in the 2013 financial year

Adelaide, Australia, 27 February 2014 – Ellex Medical Lasers Limited (ASX:ELX), a pioneer in medical technologies for the diagnosis and treatment of eye disease, today announced its financial results for the six months ended 31 December 2013.

Consistent with earnings guidance on 30 January 2014, profit before tax for the six months ended 31 December 2013 was \$654,000, recorded on revenues of \$25.9 million. This compares with a profit before tax of \$59,000 and revenues of \$22.0 million for the six months ended 31 December 2012.

The 18% increase in revenues was primarily attributable to growth in sales in the USA following the introduction in July 2013 of Ellex's world-leading Selective Laser Trabeculoplasty (SLT) range of ophthalmic lasers for the treatment of glaucoma. Sales in the USA were more than double (117%) the sales in the prior comparative period. Good improvements in sales were also recorded in our Asian and South American markets.

The impact of the factors that increased the sales was mitigated by falls in sales in Europe where poor and uncertain economic conditions continue to challenge our business and in Japan where the devaluation of the YEN lowered revenues.

"The impact our SLT lasers have had in the USA market has been very pleasing. We have managed to replicate our strong position outside the USA. An independent market assessment by Market Scope LLC now places Ellex as the leading supplier of SLT lasers in the world", commented Mr Tom Spurling, CEO.

Operating costs increased compared with the prior period, due to increase in production staff, our expansion of the USA sales team and engineering to support new product introductions.

The cash reserves of the business increased during the period following two successful capital placements (in September 2013 and December 2013) that raised a total of \$6 million and a further \$1.3 million of cash was generated from operations. Part of the cash generated was applied to reduce debt, acquire the iScience canaloplasty business on 31 December 2013 and to accelerate the LEAD trial for 2RT™.

Commenting on the outlook for the year, Mr Spurling said "The outlook for the second-half of the fiscal year is strong. SLT demand in the USA continues to be strong and demand in Japan is rising in this quarter as a result of consumption tax changes due on 1 April 2014. As a result, subject to continuation of these trends, we expect group sales for the second-half to be higher than sales for the half-year ended 30 June 2013."

For additional information about Ellex and its products, please visit www.ellex.com.

ABOUT ELLEX

Ellex Medical Lasers Limited (ASX:ELX) is a pioneer in the development of medical technologies for the diagnosis and treatment of eye disease. With more than 20,000 systems delivered to the market, Ellex has evolved since 1985 from a manufacturing company of primarily OEM products, to direct marketing of its own branded products through subsidiaries in the United States, Japan, France, Germany and Australia, and a network of distribution partners in more than 100 countries. In recent years, Ellex has diversified its product range beyond lasers and ultrasound equipment to include distribution of a number of complementary third-party ophthalmic products. Recently Ellex acquired the canaloplasty micro catheter glaucoma treatment, a recurring revenue stream, which Ellex manufactures at a plant in Menlo Park, California.

For further information on Ellex, please contact:

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CONSOLIDATED RESULTS FOR ANNOUNCEMENT TO THE MARKET

For the half year ended 31 December 2013

Ellex Medical Lasers Limited ACN 007 702 927

This results announcement is to be read in conjunction with the statutory financial statements attached to this announcement.

Consolidated Results

Consolidated Results				
Revenues from ordinary activities	Up	18%	То	\$A'000 25,883
Consolidated results Earnings before interest, tax, depreciation and amortisation (EBITDA)	Up	51%	to	1,403
Profit for the period, before tax	Up	1,008%	to	654
Profit from ordinary activities after tax	Up	171%	to	391
Net profit for the period attributable to members	Up	171%	to	391
Dividends (distributions)		unt per curity		d amount per security
Final Dividend				
Interim Dividend	Nil		Nil	
Previous corresponding period	<u> </u>	Vil		Nil
Record date for determining entitlements to the dividend		NOT AP	PLICABL	E

OTHER INFORMATION

For the half year ended 31 December 2013

Ellex Medical Lasers Limited ACN 007 702 927

Net Tangible Assets per Security	Half Year ended 31 December 2013	Half Year ended 31 December 2012
Net tangible asset backing per ordinary security* (excludes value attributable to goodwill, other intangible assets, deferred tax asset, capitalised development expenditure and related deferred grant income)	\$0.20	\$0.19

Dividends

Date the dividend (distribution) is payable

NOT APPLICABLE

Record date to determine entitlements to the dividend (distribution)

NOT APPLICABLE

If it is a final dividend, has it been declared?

NOT APPLICABLE

Amount per security

Amount per security			
	Amount per security	Franked amount per security at 30% tax	Amount per security of foreign source dividend
Final dividend:			
Current year	0.00 ¢	0.00 ¢	0.00 ¢
Previous year	0.00 ¢	0.00 ¢	0.00 ¢
Interim dividend:			
Current year	0.00 ¢	0.00 ¢	0.00 ¢
Previous year	0.00 ¢	0.00 ¢	0.00 ¢

Ellex Medical Lasers Limited ACN 007 702 927 Report for the half-year ended 31 December 2013

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Directors' report

The directors of Ellex Medical Lasers Limited (The Company) submit herewith the financial report of Ellex Medical Lasers Limited and its subsidiaries (the group) for the half-year ended 31 December 2013. In order to comply with the provisions of the Corporations Act 2001, the directors report as follows:

The names of the directors of the company during or since the end of the half-year are:

Name

Mr V Previn Chairman

Mr A Sundich
Mr G Canala
Mon-Executive Director
Mr Rahmon Coupe
Non-Executive Director
Dr Meera Verma
Non-Executive Director

Ms Maria Maieli Company Secretary

Principal Activities

The principal activities of the company during the course of the financial period were the manufacture, service and sale of ophthalmic equipment.

There were no significant changes in the nature of the activities of the company during the period.

Review of operations

Ellex Medical Lasers Limited (Ellex) generated a Net Profit After Tax of \$391 thousand for the half-year ended 31 December 2013 (2012: a Net Profit After Tax of \$144 thousand) on revenue of \$25,883 thousand (2012: \$22,020 thousand).

On 31 December 2013, Ellex acquired the business assets; inventory, accounts receivable, plant and equipment and intellectual property of iScience Interventional Inc's iTrack250 canaloplasty treatment microcatheter. The total purchase price of these business assets was \$1.7 million.

Distributors

Sales to distributors' area were up by 6.7%, compared with the prior comparative period, to \$6,365 thousand.

Direct

Sales direct to end-customers increased by 21.6%, compared with the prior comparative period, to \$19,518 thousand.

Auditor's independence declaration

The auditor's independence declaration is included on page 3 of the half-year report.

Rounding of amounts

The company is a company of the kind referred to in ASIC Class Order 98/100 and in accordance with that Class Order amounts in the directors' report and the half-year financial report are rounded off to the nearest thousand dollars, unless otherwise indicated.

Signed in accordance with a resolution of directors made pursuant to s.306 (3) of the Corporations Act 2001.

On behalf of the Directors

Giuseppe Canala

Director

Adelaide, 27 February 2014



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AUDITOR'S INDEPENDENCE DECLARATION TO THE DIRECTORS OF ELLEX MEDICAL LASERS LIMITED

In accordance with the requirements of section 307C of the Corporations Act 2001, as lead auditor for the review of Ellex Medical Lasers Limited for the half-year ended 31 December 2013, I declare that, to the best of my knowledge and belief, there have been:

- a no contraventions of the auditor independence requirements of the Corporations Act 2001 in relation to the review; and
- b no contraventions of any applicable code of professional conduct in relation to the review.

GRANT THORNTON AUDIT PTY LTD

Chartered Accountants

Grant Thompson

S J Gray

Partner – Audit & Assurance

Adelaide, 27 February 2014

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Consolidated statement of profit or loss and other comprehensive income for the half-year ended 31 December 2013

Consolidated Group

N	lote	Half-year ended 31 Dec 2013 \$'000	Half-year ended 31 Dec 2012 \$'000
Revenue		25,883	22,020
Other income / (expenses)		57	111
Changes in inventories of finished goods and work in progress		240	(1,641)
Raw materials and consumables used		(12,906)	(9,516)
Employee benefits expense		(7,570)	(6,547)
Depreciation and amortisation expense		(608)	(730)
Facilities expenses		(819)	(720)
Legal costs Advertising and marketing expanse		(159) (814)	(43) (506)
Advertising and marketing expense Finance costs		(141)	(141)
Product development raw materials and consumables used		(199)	(210)
Realised foreign exchange gain/(loss)		(475)	(90)
Other expenses		(1,835)	(1,928)
•			
Profit before tax		654	59
Income tax benefit/(expense)		(263)	85
Profit for the period		391	144
Other comprehensive income			
Exchange differences on translating foreign operations		(316)	(634)
Total comprehensive income for the period		75	(490)
Familian and share.			
Earnings per share:			
From continuing operations:		36	.04
Basic (cents per share) Diluted (cents per share)		.36 .43	.04 .04
Diluted (cents her share)		.43	.04

Consolidated statement of financial position as at 31 December 2013

Consolidated Group

	Note	31 December 2013 \$'000	30 June 2013 \$'000
Current assets			
Cash and cash equivalents		2,957	786
Trade and other receivables		11,113	10,242
Current inventories		14,958	13,587
Other current assets		1,206	1,347
Total current assets		30,234	25,962
Non-current assets			
Trade and other receivables		184	217
Non-current inventories		1,667	2,514
Property, plant and equipment		3,043	2,473
Capitalised development expenditure		8,764	8,266
Other intangible assets		806	814
Deferred tax assets		6,849	7,100
Total non-current assets		21,313	21,384
Total assets		51,547	47,346
Current liabilities			
Trade and other payables		6,269	6,482
Borrowings		3,382	6,369
Provisions		2,041	2,085
Deferred income		384	406
Total current liabilities		12,076	15,342
Non-current liabilities			
Borrowings		2,119	968
Deferred income		156	52
Provisions		354	155
Total non-current liabilities		2,629	1,175
Total liabilities		14,705	16,517
Net assets		36,842	30,829
Equity			
Issued capital	3	41,126	35,188
Reserves		(1,739)	(1,423)
Accumulated losses		(2,545)	(2,936)
Parent entity interest		36,842	30,829

Consolidated statement of changes in equity for the half-year ended 31 December 2013

	Issued Capital \$'000	Other Reserve \$'000	Foreign Currency Reserve \$'000	Non- Controlling Interest \$'000	Accumu- lated Losses \$'000	Total \$'000
Balance at 1 July 2012 Total comprehensive income for the period	35,188 -	142 -	(1,152) (634)	- -	(2,120) 144	32,058 (490)
Subtotal Dividends paid or provided for	35,188 -	142 -	(1,786)	-	(1,976) -	31,568
Balance at 31 December 2012	35,188	142	(1,786)	-	(1,976)	31,568
Balance at 1 July 2013	35,188	142	(1,565)	-	(2,936)	30,829
Total comprehensive income for the period	-	-	(316)	-	391	75
Shares issued during period	6,312	-	-	-	-	6,312
Transaction costs	(374)	-	-	-	-	(374)
Subtotal	41,126	142	(1,881)	-	(2,545)	36,842
Dividends paid or provided for	-	-	-	-	-	-
Balance at 31 December 2013	41,126	142	(1,881)	-	(2,545)	36,842

Consolidated statement of cash flows for the half-year ended 31 December 2013

Consolidated Group

		Half-year ended 31 Dec 2013	Half-year ended 31 Dec 2012
	Note	\$'000	\$'000
Cash flows from operating activities Receipts from customers Payments to suppliers and employees Interest and other costs of finance paid Income tax paid		25,566 (23,966) (141) (112)	21,534 (19,596) (174) (5)
Net cash provided by operating activities		1,347	1,759
Cash flows from investing activities Payment for acquisition of business assets Payment for property, plant and equipment Payment for intangible assets Proceeds from sale of PPE Payment for capitalised development costs Interest received		(1,681) (86) (24) - (827) 3	(318) (22) 3 (1,177) -
Net cash used in investing activities		(2,615)	(1,514)
Cash flows from financing activities Proceeds from issues of equity Payment for share issue costs Repayment of borrowings Repayment of leases		6,312 (374) (1,224) (6)	- - (253) (31)
Net cash (used in)/provided by financing activities		4,708	(284)
Net (decrease)/increase in cash and cash equivalents Cash and cash equivalents at the beginning of the period Effects of exchange rate changes on the balance of cash held in foreign curre Cash and cash equivalents at the end of the period	encies	3,440 (513) 30 2,957	(39) 1,203 (3) 1,161

Ellex Medical Lasers Limited

Notes to the Consolidated financial statements for the half-year ended 31 December 2013

Notes to the Consolidated financial statements for the half-year ended 31 December 2013

Note 1: Basis of preparation

These general purpose financial statements for the interim half-year reporting period ended 31 December 2013 have been prepared in accordance with requirements of the Corporations Act 2001 and Australian Accounting Standards including AASB 134: Interim Financial Reporting. Compliance with Australian Accounting Standards ensures that the financial statements and notes also comply with International Financial Reporting Standards.

This interim financial report is intended to provide users with an update on the latest annual financial statements of Ellex Medical Lasers Limited and its controlled entities (the Group). As such, it does not contain information that represents relatively insignificant changes occurring during the half-year within the Group. It is therefore recommended that this financial report be read in conjunction with the annual financial statements of the Group for the year ended 30 June 2013, together with any public announcements made during the half-year.

The interim financial statements have been prepared in accordance with the accounting policies adopted in the Group's last financial statements for the year ended 30 June 2013, except for the application of the following standards as of 1 January 2013

- AASB 10 Consolidated Financial Statements
- AASB 11 Joint Agreements
- AASB 13 Fair Value Measurement, and
- AASB 119 Employee Benefits (September 2011)

Management has reviewed the new requirements of the above standards and has concluded that there is no effect on the classification or presentation of balances as the group has no arrangements within the scope of the above standards.

Note 2: Operating Segments

(i) Segment performance

	Distributors \$'000	Direct \$'000	Total \$'000
Six months ended 31 December 2013			
Revenue External sales	6,365	19,518	25,883
Total segment revenue	6,365	19,518	25,883
Segment net profit before tax	1,797	2,475	4,272
Reconciliation of segment result to group net profit/(loss) before tax			
Amounts not included in segment result:			4
Depreciation and amortisation Unallocated items:			(608)
Corporate costs, quality and service charges			(2,871)
Finance costs			(141)
Interest revenue		_	2
Net profit before tax from continuing operations			654

Ellex Medical Lasers Limited

Notes to the Consolidated financial statements for the half-year ended 31 December 2013

	Distributors \$'000	Direct \$'000	Total \$'000
Six months ended 31 December 2012 Revenue			
External sales	5,965	16,055	22,020
Total segment revenue	5,965	16,055	22,020
Segment net profit before tax	1,646	2,086	3,732
Reconciliation of segment result to group net profit/(loss) before tax Amounts not included in segment result:			
Depreciation and amortisation Unallocated items:			(730)
Corporate costs, quality and service charges			(2,802)
Finance costs			(141)
Interest revenue		_	-
Net profit before tax from continuing operations		_	59

(ii) Segment assets

Distributors \$'000	Direct \$'000	Total \$'000
7,531	23,634	31,165
13,063	(9,100)	3,963
20,594	14,534	35,128
		6.849
		8,764
	_	806
	_	51,547
9,449	20,198	29,647
(1,918)	3,236	1,518
7,531	23,634	31,165
		7,100
		8,266
	_	814
		47,346
	\$'000 7,531 13,063 20,594 9,449 (1,918)	\$'000 \$'000 7,531 23,634 13,063 (9,100) 20,594 14,534 9,449 20,198 (1,918) 3,236

Ellex Medical Lasers Limited

Notes to the Consolidated financial statements for the half-year ended 31 December 2013

(iii) Revenue by geographical region

Revenue attributable to external customers below, based on the location of the external customer.

	Half-year ended 31 Dec 2013	Half-year ended 31 Dec 2012
	\$	\$
Region		
Australia	4,655,880	4,527,829
USA	9,627,521	4,440,268
Europe, Middle East and Africa	4,245,934	5,083,125
Japan	4,686,389	5,958,102
Asia	1,963,428	1,721,748
South America	704,237	288,335
	25,883,389	22,019,407

Note 3: Issued Capital

	Half-year ended 31 Dec 2013	Half-year ended 31 Dec 2012
	\$	\$
Opening balance	35,188	35,188
Issue of Equity Share issue costs	6,312 (374)	<u> </u>
Closing balance	41,126	35,188

Directors' declaration

Directors' declaration

The directors declare that:

- (a) The financial statements and notes are in accordance with the corporations Act 2001, including:
 - complying with Accounting Standard 134 "Interim Financial Reporting" and the Corporations Regulations 2001;
 - (ii) giving a true and fair view of the consolidated entity's financial position as at 31 December 2013 and of its performance for the half-year ended on that date.
- (b) in the directors' opinion, there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable; and

Signed in accordance with a resolution of the directors made pursuant to s.303 (5) of the Corporations Act 2001.

On behalf of the Directors

Giuseppe Canala

Director

Adelaide, 27 February 2014



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INDEPENDENT AUDITOR'S REVIEW REPORT TO THE MEMBERS OF ELLEX MEDICAL LASERS LIMITED

We have reviewed the accompanying half-year financial report of Ellex Medical Lasers Limited ("Company"), which comprises the consolidated financial statements being the statement of financial position as at 31 December 2013, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the half-year ended on that date, notes comprising a statement or description of accounting policies, other explanatory information and the directors' declaration of the consolidated entity, comprising both the Company and the entities it controlled at the half-year's end or from time to time during the half-year.

Directors' responsibility for the half-year financial report

The directors of Ellex Medical Lasers Limited are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such controls as the directors determine is necessary to enable the preparation of the half-year financial report that is free from material misstatement, whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express a conclusion on the consolidated half-year financial report based on our review. We conducted our review in accordance with the Auditing Standard on Review Engagements ASRE 2410 Review of a Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the Corporations Act 2001 including: giving a true and fair view of the Ellex Medical Lasers Limited consolidated entity's financial position as at 31 December 2013 and its performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001.

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As the auditor of Ellex Medical Lasers Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Independence

In conducting our review, we complied with the independence requirements of the Corporations Act 2001.

Conclusion

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Ellex Medical Lasers Limited is not in accordance with the Corporations Act 2001, including:

- a giving a true and fair view of the consolidated entity's financial position as at 31 December 2013 and of its performance for the half-year ended on that date; and
- b complying with Accounting Standard AASB 134 Interim Financial Reporting and Corporations Regulations 2001.

Grant Thomston

GRANT THORNTON AUDIT PTY LTD Chartered Accountants

S J Gray

Partner – Audit & Assurance

Adelaide, 27 February 2014

Corporate Directory

Directors

Mr Victor Previn BE (Chairman)

Mr Alex Sundich BEc, MComm, ACA, FFINSIA (Non-Executive Director)

Mr Giuseppe Canala

BTECH, BA, FAICD (Non-Executive Director)

Mr Rahmon Coupe

BEng (Hons) (Non-Executive Director)

Dr Meera Verma

PhD, FTSE, FAICD (Non-Executive Director)

Company Secretary

Ms Maria Maieli MPA, CPA

Registered Office

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Auditors

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Stock Exchange

The company Ellex Medical Lasers Limited is listed on the Australian Securities Exchange (ASX).

The ASX Code is: ELX-Ordinary Shares.