

TRINITY BIOTECH PLC  
Form 6-K  
November 01, 2017

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SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

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F O R M 6-K

REPORT OF FOREIGN PRIVATE ISSUER PURSUANT TO RULE 13a-16 OR 15d-16  
UNDER THE SECURITIES EXCHANGE ACT OF 1934

For the month of November, 2017

TRINITY BIOTECH PLC  
(Name of Registrant)

IDA Business Park  
Bray, Co. Wicklow  
Ireland  
(Address of Principal Executive Office)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

Form 20-F    Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1): \_\_\_\_\_

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): \_\_\_\_\_

Indicate by check mark whether by furnishing the information contained in this Form, the registrant is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes    No

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b):  
82-\_\_\_\_\_

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Press Release dated October 26, 2017

Contact: Trinity Biotech plc  
 Kevin Tansley  
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Lytham Partners LLC  
 Joe Diaz, Joe Dorame & Robert Blum  
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Trinity Biotech Announces Results for Q3, 2017

DUBLIN, Ireland (October 26, 2017).... Trinity Biotech plc (Nasdaq: TRIB), a leading developer and manufacturer of diagnostic products for the point-of-care and clinical laboratory markets, today announced results for the quarter ended September 30, 2017.

Quarter 3 Results

Total revenues for Q3, 2017 were \$25.6m which is broken down as follows:

|                     | 2016<br>Quarter<br>3<br>US\$'000 | 2017<br>Quarter<br>3<br>US\$'000 | Increase/<br>(decrease)<br>% |    |
|---------------------|----------------------------------|----------------------------------|------------------------------|----|
| Point-of-Care       | 4,903                            | 4,598                            | (6.2)                        | )% |
| Clinical Laboratory | 21,224                           | 21,006                           | (1.0)                        | )% |
| Total               | 26,127                           | 25,604                           | (2.0)                        | )% |

Point-of-Care revenues for Q3, 2017 decreased from \$4.9m to \$4.6m. This was primarily due to lower sales of HIV products in Africa.

Meanwhile, Clinical Laboratory sales for the quarter were \$21.0m versus \$21.2m for the corresponding period last year, thus representing a decrease of 1.0%. However, when the impact of recently culled products is taken into account, underlying Clinical Laboratory sales increased by approximately 2.6%. This growth was mainly driven by higher Premier revenues, including the impact of Premier Resolution, as well as higher autoimmune sales largely driven by strong laboratory services revenues.

The gross margin for the quarter was 43%, which compares to 44.7% in Q3, 2016. This decrease is largely due to lower high margin point-of-care revenues and foreign exchange factors, including the impact of exchange rates on distributor pricing. Whilst the gross margin is lower than in the comparative period it continues the trend of sequentially improving gross margins witnessed in recent quarters.

Research and Development expenses increased from \$1.3m in Q3, 2016 to \$1.5m in Q3, 2017. Meanwhile, Selling, General and Administrative (SG&A) expenses increased from \$7.5m to \$7.8m in Q3, 2017, an increase of approximately 3%. This increase was due to normal inflationary pressures and higher discretionary sales and marketing expenses such as trade shows and travel costs.

Operating profit for the quarter decreased from \$2.7m to \$1.5m. This was due to the combined impact of the lower revenues and gross margin and the higher indirect costs incurred during the quarter.

Both financial income and interest payable for the quarter remained static at \$0.2m and \$1.2m respectively. The interest payable arises mainly on the Company's exchangeable notes. A further non-cash expense of \$0.1m was recognised in this quarter's income statement, again in relation to the exchangeable notes. This was due to a non-cash interest charge of \$0.2m partially offset by a gain of \$0.1m arising on a decrease in the fair value of the derivatives embedded in these notes.

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Overall, the Company recorded a profit of \$0.4m for the quarter, which equates to earnings per share of 2.1 cents. However, excluding non-cash items the profit for the quarter was \$0.5m or an EPS of 2.4 cents. Fully diluted EPS for the quarter was 6.3 cents compared to 9.7 cents in Q3, 2016.

EBITDA before share option expense for the quarter was \$3.1m.

#### Share Buyback

During the quarter, the Company repurchased 281,000 ADRs at an average price of \$5.49 and with a total value of \$1.5m. This brings the total purchased since the beginning of the program to approximately 2.1m shares with a total value of \$15.8m.

#### Comments

Commenting on the results, Kevin Tansley, Chief Financial Officer, said "This quarter we demonstrated continued progress from a financial perspective. As well achieving underlying growth in our Clinical Laboratory revenues, we also reported an increase in gross margins for the third quarter in a row. However, this has not immediately translated into higher profits as our indirect costs were slightly higher this quarter, due to increased investment in both R&D and sales and marketing activities as we seek to drive future revenue growth. Another positive aspect was that we generated positive free cash flows this quarter, thus reflecting the improved cash flows of the Company following the suspension of the Meritas project in late 2016."

Ronan O'Caoimh, CEO of Trinity said "This quarter underlying growth in our key Clinical Laboratory segment was driven by higher haemoglobin and autoimmune revenues. Our haemoglobin revenues are now being boosted by new sales of our recently launched Premier Resolution instrument, which specifically targets the haemoglobin variant market. This instrument is building on the continued success of our Premier 9210 Diabetes instrument, which is now the market leader in a number of countries. Meanwhile, our autoimmune revenues are increasing as we grow our laboratory services business through a combination of increased testing menu and the ongoing development of key commercial relationships. We continue to retain our pre-eminent position in the confirmatory HIV testing market in Africa and whilst revenues were down this quarter, year to date sales are in line with last year. Future growth opportunities in the HIV market will come from our forthcoming entry into the HIV screening market in Africa.

We believe that the current strength of our product portfolio and the growth opportunities inherent in our business are not fully reflected in our current share price. Consequently we remain committed to buying back a significant number of Trinity shares at these levels."

Forward-looking statements in this release are made pursuant to the "safe harbor" provision of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that such forward-looking statements involve risks and uncertainties including, but not limited to, the results of research and development efforts, the effect of regulation by the United States Food and Drug Administration and other agencies, the impact of competitive products, product development commercialisation and technological difficulties, and other risks detailed in the Company's periodic reports filed with the Securities and Exchange Commission.

Trinity Biotech develops, acquires, manufactures and markets diagnostic systems, including both reagents and instrumentation, for the point-of-care and clinical laboratory segments of the diagnostic market. The products are used to detect infectious diseases and to quantify the level of Haemoglobin A1c and other chemistry parameters in serum, plasma and whole blood. Trinity Biotech sells direct in the United States, Germany, France and the U.K. and through a network of international distributors and strategic partners in over 75 countries worldwide. For further information please see the Company's website: [www.trinitybiotech.com](http://www.trinitybiotech.com).



Trinity Biotech plc  
Consolidated Income Statements

|   | Three<br>Months<br>Ended<br>September<br>30,<br>2017<br>(unaudited) | Three<br>Months<br>Ended<br>September<br>30,<br>2016<br>(unaudited) | Nine<br>Months<br>Ended<br>September<br>30,<br>2017<br>(unaudited) | Nine<br>Months<br>Ended<br>September<br>30,<br>2016<br>(unaudited) |  |   |
|---|---|---|--|--|--|---|
| (US\$000's except share data)   |   |   |  |  |  |   |
| Revenues  | 25,604  | 26,127  | 74,588   | 75,931   |  |   |
| Cost of sales   | (14,606 )   | (14,460 )   | (42,889 )  | (42,316 )  |  |   |
| Gross profit  | 10,998  | 11,667  | 31,699   | 33,615   |  |   |
| Gross margin %  | 43.0 %  | 44.7 %  | 42.5 %   | 44.3 %   |  |   |
| Other operating income  | 25  | 70  | 73   | 211  |  |   |
| Research & development expenses                                       | (1,469 )  | (1,296 )  | (4,119 )   | (3,711 )   |  |   |
| Selling, general and administrative expenses                          | (7,761 )  | (7,487 )  | (22,341 )  | (22,245 )  |  |   |
| Indirect share based payments   | (265 )  | (236 )  | (644 )   | (971 )   |  |   |
| Operating profit  | 1,528   | 2,718   | 4,668  | 6,899  |  |   |
| Financial income  | 212   | 212   | 584  | 657  |  |   |
| Financial expenses  | (1,168 )  | (1,179 )  | (3,506 )   | (3,545 )   |  |   |
| Net financing expense   | (956 )  | (967 )  | (2,922 )   | (2,888 )   |  |   |
| Profit before tax & non-cash financial income /<br>(expense)          | 572   | 1,751   | 1,746  | 4,011  |  |   |
| Income tax expense  | (56 )   | (148 )  | (331 )   | (462 )   |  |   |
| Profit for the period before non-cash financial income /<br>(expense) | 516   | 1,603   | 1,415  | 3,549  |  |   |
| Non-cash financial income / (expense)                                 | (71 )   | (2,120 )  | 1,178  | (3,308 )   |  |   |
| Profit / (loss) after tax and once-off items                          | 445   | (517 )  | 2,593  | 241  |  |   |
| Earnings per ADR (US cents)   | 2.1   | (2.3 )  | 11.9   | 1.0  |  |   |
| Earnings per ADR excluding non-cash financial income<br>(US cents)    | 2.4   | 7.0   | 6.5  | 15.4   |  |   |
| Diluted earnings per ADR (US cents)                                   | 6.3   | * 9.7   | * 18.0   | * 24.6   |  | * |

|   |            |            |            |            |
|---|------------|------------|------------|------------|
| Weighted average no. of ADRs used in computing basic earnings per ADR   | 21,379,422 | 22,797,208 | 21,773,874 | 23,032,885 |
| Weighted average no. of ADRs used in computing diluted earnings per ADR | 26,636,857 | 28,379,444 | 27,031,396 | 28,452,580 |

\* Under IAS 33 Earnings per Share, diluted earnings per share cannot be anti-dilutive. In a reporting period where it is anti-dilutive, diluted earnings per ADR should be constrained to equal basic earnings per ADR.

The above financial statements have been prepared in accordance with the principles of International Financial Reporting Standards and the Company's accounting policies but do not constitute an interim financial report as defined in IAS 34 (Interim Financial Reporting).

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Trinity Biotech plc  
Consolidated Balance Sheets

|   | September<br>30,<br>2017<br>US\$ '000<br>(unaudited) | June 30,<br>2017<br>US\$ '000<br>(unaudited) | March 31,<br>2017<br>US\$ '000<br>(unaudited) | Dec 31,<br>2016<br>US\$ '000<br>(unaudited) |
|---|--|--|---|---|
| <b>ASSETS</b>   |  |  |   |   |
| Non-current assets                                      |  |  |   |   |
| Property, plant and equipment                           | 15,191   | 14,462                                       | 14,163  | 13,403                                      |
| Goodwill and intangible assets                          | 92,185   | 90,438                                       | 88,996  | 87,275                                      |
| Deferred tax assets                                     | 15,074   | 15,352                                       | 14,669  | 14,556                                      |
| Other assets  | 904  | 873  | 828   | 870   |
| Total non-current assets                                | 123,354  | 121,125                                      | 118,656                                       | 116,104                                     |
| Current assets  |  |  |   |   |
| Inventories   | 32,711   | 33,620                                       | 32,659  | 32,589                                      |
| Trade and other receivables                             | 24,603   | 24,856                                       | 22,683  | 22,586                                      |
| Income tax receivable                                   | 1,427  | 1,220  | 1,290   | 1,205                                       |
| Cash and cash equivalents                               | 62,529   | 63,977                                       | 69,851  | 77,108                                      |
| Total current assets                                    | 121,270  | 123,673                                      | 126,483                                       | 133,488                                     |
| <b>TOTAL ASSETS</b>                                     | <b>244,624</b>                                       | <b>244,798</b>                               | <b>245,139</b>                                | <b>249,592</b>                              |
| <b>EQUITY AND LIABILITIES</b>                           |  |  |   |   |
| Equity attributable to the equity holders of the parent |  |  |   |   |
| Share capital   | 1,224  | 1,176  | 1,176   | 1,224                                       |
| Share premium   | 16,077   | 16,122                                       | 16,122  | 16,187                                      |
| Accumulated surplus                                     | 89,878   | 90,977                                       | 93,171  | 93,004                                      |
| Other reserves  | (792 )   | (1,409 )                                     | (1,193 )                                      | (1,688 )                                    |
| Total equity  | 106,387  | 106,866                                      | 109,276                                       | 108,727                                     |
| Current liabilities                                     |  |  |   |   |
| Income tax payable                                      | 502  | 582  | 181   | 175   |
| Trade and other payables                                | 22,923   | 22,572                                       | 20,893  | 25,028                                      |
| Provisions  | 75   | 75   | 75  | 75  |
| Total current liabilities                               | 23,500   | 23,229                                       | 21,149  | 25,278                                      |
| Non-current liabilities                                 |  |  |   |   |
| Exchangeable senior note payable                        | 95,316   | 95,245                                       | 95,462  | 96,491                                      |
| Other payables  | 582  | 640  | 698   | 735   |
| Deferred tax liabilities                                | 18,839   | 18,818                                       | 18,554  | 18,361                                      |
| Total non-current liabilities                           | 114,737  | 114,703                                      | 114,714                                       | 115,587                                     |
| <b>TOTAL LIABILITIES</b>                                | <b>138,237</b>                                       | <b>137,932</b>                               | <b>135,863</b>                                | <b>140,865</b>                              |
| <b>TOTAL EQUITY AND LIABILITIES</b>                     | <b>244,624</b>                                       | <b>244,798</b>                               | <b>245,139</b>                                | <b>249,592</b>                              |



The above financial statements have been prepared in accordance with the principles of International Financial Reporting Standards and the Company's accounting policies but do not constitute an interim financial report as defined in IAS 34 (Interim Financial Reporting).

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Trinity Biotech plc  
Consolidated Statement of Cash Flows

| (US\$000's)  | Three<br>Months<br>Ended<br>September<br>30,<br>2017<br>(unaudited) | Three<br>Months<br>Ended<br>September<br>30,<br>2016<br>(unaudited) | Nine<br>Months<br>Ended<br>September<br>30,<br>2017<br>(unaudited) | Nine<br>Months<br>Ended<br>September<br>30,<br>2016<br>(unaudited) |
|--|---|---|--|--|
| Cash and cash equivalents at beginning of period       | 63,977  | 84,920  | 77,109   | 101,953  |
| Operating cash flows before changes in working capital | 3,672   | 5,164   | 9,679  | 12,950   |
| Changes in working capital                             | 313   | 393   | (2,262 )   | (3,469 )   |
| Cash generated from operations                         | 3,985   | 5,557   | 7,417  | 9,481  |
| Net Interest and Income taxes (paid)/received          | 86  | (171 )  | 324  | (263 )   |
| Capital Expenditure & Financing (net)                  | (3,727 )  | (5,555 )  | (10,559 )  | (16,982 )  |
| Free cash flow   | 344   | (169 )  | (2,818 )   | (7,764 )   |
| Share buyback  | (1,543 )  | -   | (6,472 )   | (6,026 )   |
| Payment of HIV-2 licence fee                           | -   | -   | (1,112 )   | (1,112 )   |
| 30 year Exchangeable Note interest payment             | -   | -   | (2,300 )   | (2,300 )   |
| Once-off items   | (249 )  | -   | (1,878 )   | -  |
| Cash and cash equivalents at end of period             | 62,529  | 84,751  | 62,529   | 84,751   |

The above financial statements have been prepared in accordance with the principles of International Financial Reporting Standards and the Company's accounting policies but do not constitute an interim financial report as defined in IAS 34 (Interim Financial Reporting).

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

TRINITY BIOTECH PLC

(Registrant)

By: /s/ Kevin Tansley  
Kevin Tansley  
Chief Financial Officer

Date: 1 November 2017

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