

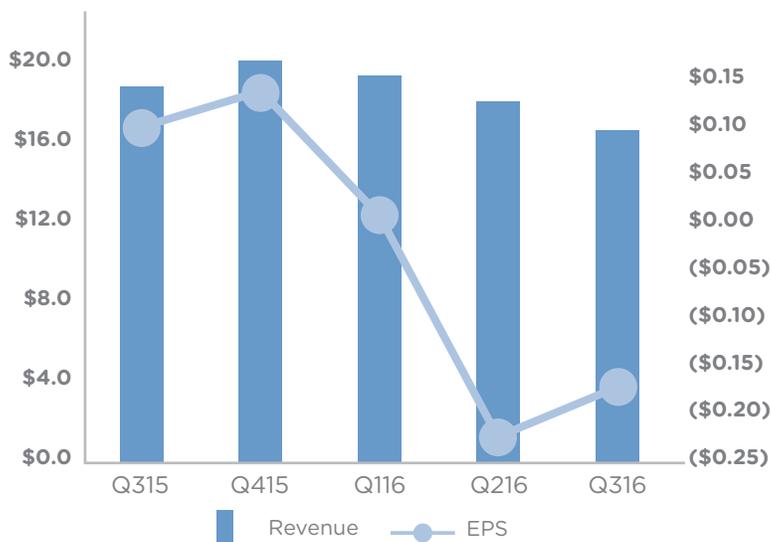
Corporate **FACT SHEET**



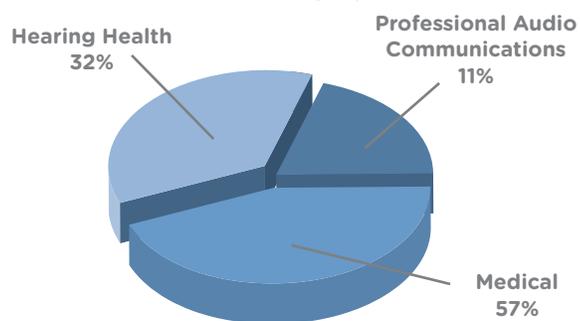
Corporate Profile:

IntriCon Corporation (NASDAQ: IIN), a medical device company based in Arden Hills, MN, is committed to enhancing the mobility and effectiveness of body-worn devices that connect people to people and to devices around them. IntriCon serves the body-worn device market by designing, developing, engineering, distributing and manufacturing micro-miniature products, microelectronics, micro-mechanical assemblies and complete assemblies, primarily for medical bio-telemetry devices, value hearing health, professional audio communication devices. Over the past several years, IntriCon has increased investments in the continued development of four critical core technologies: Ultra-Low-Power Digital Signal Processing, Ultra-Low-Power Wireless, Microminiaturization, and Miniature Transducers. These four core technologies serve as the foundation of current and future product platform development, designed to meet the rising demand for smaller, portable more advanced devices. IntriCon is focused on three key markets: medical, value hearing health, and professional audio communications. Utilizing this expertise IntriCon is moving to: improve margins by actively increasing the percentage of proprietary content; increase core business revenue and margins by maximizing product research and development; strengthen its leadership position in the body-worn device market by pursuing merger and acquisition opportunities. More information about the company and its products can be found at www.intricon.com.

Revenue & EPS Quarterly Trends



TTM Revenue by Market from continuing operations



Stock Performance:

IIN (COMMON STOCK)	
Exchange	NASDAQ GM (US Dollar)
Price	\$5.79
Volume Change	142%
Volume	7,900
52 Week Range	\$4.18 - \$8.50
Market Cap	\$39,379
EPS from Continuing Rolling Operations	(\$0.32)
PE Ratio	N/A
Shares Outstanding	6,801,180



Data as of 9/30/2016

For more up-to-date stock performance information, visit our investor relations section of our website. www.intricon.com.

Investor Contact:

SCOTT LONGVAL

Chief Financial Officer, Secretary & Treasurer

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Recent Events:

November 14, 2016

The Company has acquired a 20-percent stake in DeKalb, Illinois-based Hearing Help Express, a direct-to-consumer mail order hearing aid provider. The Company expects to exercise its option to acquire the remaining 80 percent of Hearing Help Express before the end of the year. Terms of the transaction, assuming exercise of the option, include approximately \$1.3 million in cash, guaranty of a \$2 million note and an earn-out.

Purchasing Hearing Help Express is a key evolution in IntriCon's value-based hearing healthcare (VBHH) strategy. Over the last decade, the company has invested in the technical and low-cost manufacturing (establishing facilities in Singapore and Indonesia) to design and build superior devices and fitting solutions to address the estimated \$1 billion annual value hearing health market. With the addition of Hearing Help Express, IntriCon now has the channel infrastructure to directly reach the consumer and—importantly for millions of consumers—the ability to offer high-quality hearing healthcare at a fraction of the cost.

Said Gorder, "Through our VBHH initiatives and tests, we have formed alliances with other key partners, which have given us experience and key learnings as we move aggressively into a more consumer-facing role. Our Hearing Help Express purchase provides an efficient, established direct-to-consumer channel that we can build on and expand via technology—and one that's complementary with many of our existing relationships."

June 7, 2016

In June 2016, the National Academies of Sciences, Engineering and Medicine provided recommendations to improve hearing health access and affordability for consumers. Over the past 12 months several institutions including the U.S. Food and Drug Administration, the President's Council of Advisors on Science and Technology and now, the National Academies of Sciences, Engineering and Medicines, have recognized that untreated hearing loss in the United States is a substantial national problem. High device costs and inadequate innovation in distribution channels are creating significant barriers to access for most Americans. Each institution, individually, has released statements indicating their support for improving hearing health access and affordability for consumers, thereby improving market penetration.

As a company, we are aligned with the FDA, PCAST and NASEM's efforts to overcome barriers to device access and spur development and innovation in cost-effective technology. All of these pivotal events point to a groundswell for fundamental change. They highlight the need for an outcomes-based hearing healthcare model in which the best value-added devices and software technology are combined with varying levels of practitioner intervention, to provide the most efficient, lowest cost solution, to consumers across the country.

Financial Update:

November 14, 2016

IntriCon Reports 2016 Third-Quarter Results

For the 2016 third quarter, the company reported net sales of \$16.0 million, compared to \$17.3 million in the prior-year period. IntriCon posted a net loss attributable to shareholders of (\$1,304,000), or (\$0.19) per share, versus net income attributable to shareholders of \$628,000, or \$0.10 per diluted share, for the 2015 third quarter. "Third-quarter results reflect the continued timing shift in orders from our largest medical customer," said Mark S. Gorder, president and chief executive officer of IntriCon. "Despite this challenge, we were able to deliver year-over-year gains in hearing health and professional audio. And we anticipate medical revenues will begin to rebound in our fourth quarter."

Corporate Governance:

Mark S. Gorder	President, CEO & Founder
J. Scott Longval	CFO, Secretary & Treasurer
Mike Geraci	VP, Sales & Marketing
Dennis Gonsior	VP, Global Operations
Greg Gruenhagen	VP, Quality & Regulatory Affairs

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