

**TRISTEL plc**  
**INTERIM RESULTS**

Tristel plc ("Tristel"), the healthcare business specialising in infection control, today announces its maiden interim results for the 26 weeks ended 31 December 2005.

**Highlights**

- Total sales of **£1.79m** (eight months to 28 February 2005 [34 weeks]: £1.95m), an underlying increase of 20%
- Profit before tax during the first six months of the financial year was **£327,481** (eight months to 28 February 2005 [34 weeks]: £5,455)
- Interim dividend of **0.275p** net per share (maiden interim dividend)
- First appointments of overseas distributors concluded in Spain, Portugal, Belgium, Holland, Luxembourg, Turkey, Pakistan and New Zealand
- Alliance with Johnson Diversey to develop a product range for the pharmaceutical clean room market

Commenting on current trading Paul Swinney, Chief Executive of Tristel, said:

*"The infection control marketplace is vibrant and our core business of supplying instrument sterilants (in solution and wipe form) to United Kingdom hospitals continues to grow. We are increasing our share of the domestic market. Having established a solid platform in our home market in recent years, one of the main reasons for the IPO was to develop the Company into an international business and that initiative is now underway. Our first export sales have been made to overseas distributors that we have selected and appointed since the beginning of this current financial year.*

*We are also pleased to announce the pan-European alliance with Johnson Diversey. It is the first time that our infection control technology has broken into a major marketplace outside of hospitals. To achieve this with such an important market force as Johnson Diversey is great testimony to our chemistry."*

For further information, please contact:

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## **Chairman's Statement**

I am pleased to announce our first interim results as a public company.

We have made good progress during the first half of the 2005/2006 financial year. Total sales in the first six months were £1.79m compared with £1.95m in the eight months to 28 February 2005, the accounting period used for the purposes of the AIM admission which was completed on 1 June 2005. The underlying increase in first half sales is 20% compared with last financial year.

Our core products are the sterilising solutions and wipes that we supply to NHS and private sector hospitals for use in endoscopy, day case surgeries, theatres, ear nose and throat (ENT) and ultrasound departments. We are continuing to increase our customer base and market share. Additionally, we have expanded the number of makes of endoscope washing machines that our chemistry can be used in.

The Tristel Duo product, which applies our chlorine dioxide chemistry onto hard surfaces, has made an encouraging start, having been trialled successfully in the intensive care and organ transplant units of a major inner London teaching hospital. We are exploring co-branded distribution opportunities for Duo with major suppliers of surface cleaning products to the Health Service.

Employing a similar co-branded distribution model, we are entering a new market for Tristel – pharmaceutical clean rooms – in partnership with Johnson Diversey. The Tristel chemistry will initially be incorporated in a sporidical surface disinfectant for distribution throughout the European Community. The intention is to develop further chlorine dioxide products for this marketplace.

During the first half we have appointed our first overseas distributors and made our first export sales. The interest shown in the Tristel chemistry at the major medical trade shows that we have attended has been extremely encouraging. As we had anticipated when deciding to join AIM, the background reasons for Tristel's success in our home market clearly exist overseas. We will continue to pursue international expansion vigorously.

Operating profits (before exceptional items and net interest income/expense) were £0.307m in the first half compared with £0.332m in the first eight months of the previous year, whilst pre-tax profits amounted to £327,481 compared with £5,455.

## **Dividend**

We are declaring an interim dividend of 0.275 pence per share, in line with our progressive dividend policy. The dividend will be paid on 6 April 2006 to shareholders on the register at the close of business on 10 March 2006.

## **Current trading**

We have entered the second half with good sales momentum in our existing domestic product portfolio and the appointment of our first overseas distributors augurs well for the future.

Furthermore, we are expanding the number of makes of instrument washing machines that our chemistry can be used in and we have won a number of substantial contract awards so far this year.

The pipeline of new business opportunities is strong. With our exciting technology there are many market sectors to target outside of our core hospital marketplace and there remain applications for our chemistry within hospitals for which we have still to build a significant level of sales.

To date we have served the United Kingdom hospital market through our own sales organisation. A complementary strategy for building the Tristel business is to co-label our chemistry with a partner who has a strong market position in its sector and is looking for new innovative technology. By pursuing this strategy we believe we can access distribution whilst continuing to build the Tristel brand. The partnership with Johnson Diversey is an important development in this direction. We expect to see more co-branding distribution partnerships emerge in the months and years ahead.

In summary, the first half result is very pleasing. We will continue to grow and develop the business and to do so we must exploit the existing product portfolio to its maximum potential, which means taking it into new sectoral and geographical markets. We must also continue to innovate with our core technology and possibly develop or acquire new technologies. The timing of when new products will make a significant impact on the business is always uncertain, but we do have a healthy pipeline of new ideas and initiatives.

Francisco A. Soler  
Chairman

13<sup>th</sup> February 2006

# GROUP PROFIT & LOSS ACCOUNT

For the 6 months ended 31 December 2005

	Note	6 months ended 31/12/05 (unaudited) £	8 months ended 28/02/05 (audited) £	Year ended 30/06/05 (audited) £
<b>Turnover</b>		<b>1,787,447</b>	1,946,794	3,009,115
Cost of sales		<b>814,080</b>	891,412	1,448,048
<b>Gross profit</b>		<b>973,367</b>	1,055,382	1,561,067
Administrative costs		<b>666,749</b>	723,372	1,121,215
Other operating income		-	-	-
<b>Operating profit</b>		<b>306,618</b>	332,010	439,852
Loss on sale of subsidiary		-	( 22,275)	( 22,275)
Employee share option costs		-	( 278,000)	( 279,956)
		<b>306,618</b>	31,735	137,621
Interest receivable and similar income		<b>20,863</b>	1,475	5,775
Interest payable and similar charges		-	( 27,755)	( 39,200)
<b>Profit on ordinary activities before taxation</b>		<b>327,481</b>	5,455	104,196
Taxation	2	<b>( 81,870)</b>	( 36,115)	( 65,440)
<b>Profit/(loss) on ordinary activities after taxation</b>	3	<b>245,611</b>	( 30,660)	38,756
Dividends		<b>( 65,551)</b>	-	( 119,184)
<b>Retained profit/(deficit) for the period</b>		<b>180,060</b>	( 30,660)	( 80,428)
<b>Earnings/(loss) per share</b>	4			
Basic		<b>1.03p</b>	(0.20)p	(0.24)p
Diluted		<b>1.03p</b>	(0.20)p	(0.22)p

The group has no recognised gains or losses other than as shown above.

**GROUP BALANCE SHEET**

As at 31 December 2005

	Note	As at 31/12/05 (unaudited) £	As at 28/02/05 (audited) £	As at 30/06/05 (audited) £
<b>Fixed assets</b>				
Intangible fixed assets		<b>852,971</b>	498,430	828,832
Tangible fixed assets		<b>123,769</b>	92,618	83,168
		<b>976,740</b>	591,048	912,000
<b>Current assets</b>				
Stocks		<b>329,248</b>	184,606	224,710
Debtors		<b>604,623</b>	538,676	546,489
Cash at bank and in hand		<b>860,168</b>	88,493	1,212,112
		<b>1,794,039</b>	811,775	1,983,311
<b>Creditors:</b>				
Amounts falling due within one year		<b>929,423</b>	946,099	1,234,015
<b>Net current assets/(liabilities)</b>		<b>864,616</b>	( 134,324)	749,296
<b>Total assets less current liabilities</b>				
Provisions for liabilities and charges		<b>( 96,456)</b>	( 303,232)	( 96,456)
<b>Net assets</b>		<b>1,744,900</b>	153,492	1,564,840
<b>Capital and reserves</b>				
Called up share capital		<b>238,368</b>	30,667	238,368
Share premium account		<b>1,455,980</b>	183,964	1,455,980
Merger reserve		<b>478,526</b>	478,526	478,526
Profit and loss account	3	<b>( 427,974)</b>	( 539,665)	( 608,034)
<b>Equity shareholders' funds</b>	3	<b>1,744,900</b>	153,492	1,564,840

## GROUP CASH FLOW STATEMENT

For the 6 months ended 31 December 2005

	Note	6 months ended 31/12/05 (unaudited) £	8 months ended 28/02/05 (audited) £	Year ended 30/06/05 (audited) £
<b>Net cash (outflow)/inflow from operating activities</b>	1	<b>( 62,210)</b>	166,891	312,543
Returns on investment and servicing of finance	2	<b>20,863</b>	( 25,980)	( 39,018)
Capital expenditure	2	<b>( 126,595)</b>	( 182,308)	( 244,006)
Equity dividends paid		<b>( 119,184)</b>	-	-
Acquisitions and disposals	2	-	( 2,216)	( 1,816)
		<b>( 287,126)</b>	( 43,613)	27,703
Financing	2	<b>( 5,980)</b>	60,059	1,170,268
<b>(Decrease)/increase in cash in the period</b>		<b>( 293,106)</b>	16,446	1,197,971
<b>Reconciliation of net cash flow to net funds/(debt)</b>	3			
(Decrease)/increase in cash		<b>( 293,106)</b>	16,446	1,197,971
Cash outflow from decrease in debt and lease financing		-	37,301	423,714
<b>Change in net debt resulting from cash flows</b>		<b>( 293,106)</b>	53,747	1,621,685
Other movements		-	-	-
<b>Movement in net debt</b>		<b>( 293,106)</b>	53,747	1,621,685
Net funds at 1 July		<b>1,153,274</b>	( 373,425)	( 468,411)
<b>Net funds at 31 December</b>		<b>860,168</b>	( 319,678)	1,153,274

**NOTES TO THE GROUP CASH FLOW STATEMENT**

For the 6 months ended 31 December 2005

	<b>6 months ended 31/12/05 (unaudited)</b>	8 months ended 28/02/05 (audited)	Year ended 30/06/05 (audited)
Note	£	£	£
<b><u>1. Reconciliation of operating profit to net cash (outflow)/inflow from operating activities</u></b>			
Operating profit	<b>306,618</b>	332,010	439,852
Depreciation charges	<b>75,737</b>	42,631	64,902
Loss on disposal of fixed assets	<b>273</b>	1,082	1,082
Increase in stocks	<b>( 118,693)</b>	( 174,006)	( 214,110)
Increase in debtors	<b>( 58,134)</b>	( 174,904)	( 190,723)
(Decrease)/increase in creditors	<b>( 268,011)</b>	140,078	211,540
<b>Net cash (outflow)/inflow from operating activities</b>	<b>( 62,210)</b>	166,891	312,543

**2. Analysis of cash flows for headings netted in the cash flow statement****Returns on investment and servicing of finance**

Interest received	<b>20,863</b>	1,475	5,775
Interest paid	-	( 27,139)	( 44,478)
Interest element of hire purchase payments	-	( 316)	( 315)

Net cash inflow/(outflow) for returns on investments and servicing of finance	<b>20,863</b>	( 25,980)	( 39,018)
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**Capital expenditure**

Purchase of intangible fixed assets	<b>( 80,236)</b>	( 52,985)	( 197,838)
Purchase of tangible fixed assets	<b>( 49,359)</b>	( 137,350)	( 54,195)
Sale of tangible fixed assets	<b>3,000</b>	8,027	8,027

Net cash outflow for capital expenditure	<b>( 126,595)</b>	( 182,308)	( 244,006)
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**Acquisitions and disposals**

Disposal of subsidiary	-	( 2,216)	( 1,816)
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Net cash outflow for acquisitions and disposals	-	( 2,216)	( 1,816)
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**Financing**

New loans in year	-	20,000	20,000
Loan repayments in year	-	( 53,587)	( 440,000)
Hire purchase capital repayments in year	-	( 3,714)	( 3,714)
Directors' loans repaid	<b>( 5,980)</b>	-	( 7,952)
Share issues	-	17,001	1,596,575
Share buyback	-	-	( 75,000)
Government grant received	-	80,359	80,359

Net cash (outflow)/inflow from financing	<b>( 5,980)</b>	60,059	1,170,268
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<b>3. Analysis of changes in net debt</b>	<b>At 1.7.05</b>	<b>Cash flow</b>	<b>At 31.12.05</b>
	<b>£</b>	<b>£</b>	<b>£</b>
<b>Net cash:</b>			
Cash at bank and in hand	1,212,112	( 351,944)	860,168
Bank overdrafts	( 58,838)	58,838	-
	1,153,274	( 293,106)	860,168
<b>Debt:</b>			
Hire purchase	-	-	-
Debts falling due within one year	-	-	-
Debts falling due after one year	-	-	-
	-	-	-
<b>Total</b>	1,153,274	( 293,106)	860,168

## NOTES TO THE INTERIM REPORT

For the 6 months ended 31 December 2005

### 1. Basis of preparation

The accounts of the Group for the 6 months ended 31 December 2005, which are unaudited, were approved by the Board on 6 February 2006. They have been prepared in accordance with the accounting policies set out in the Annual Report and Accounts for the year ended 30 June 2005.

The results contained in this statement do not constitute statutory accounts as defined in Section 240 of the Companies Act 1985. The financial information for the full preceding year is based on the statutory accounts for the year ended 30 June 2005. Those accounts, upon which the auditors, Hedges Chandler, issued an unqualified audit opinion, have been delivered to the Registrar of Companies.

The financial information for the 8 months ended 28 February 2005 is based on the accounts for that period prepared by Deloitte & Touche LLP for the purpose of the AIM Admission Document in May 2005.

### 2. Taxation

Taxation for the 6 months ended 31 December 2005 is provided at 25% on profit on ordinary activities, being the anticipated rate of taxation for the period.

### 3. Reconciliation of movements in shareholders' funds

	<b>6 months ended 31/12/05 (unaudited)</b>	<b>8 months ended 28/02/05 (audited)</b>	<b>Year ended 30/06/05 (audited)</b>
	<b>£</b>	<b>£</b>	<b>£</b>
Profit/(loss) for the financial period	<b>245,611</b>	( 30,660)	38,756
Dividends	<b>( 65,551)</b>	-	( 119,184)
	<b>180,060</b>	( 30,660)	( 80,428)
New share capital subscribed	-	187,003	1,666,719
Share related charges (UITF 17)	-	228,000	207,600
Purchase of own shares	-	( 75,000)	( 75,000)
<b>Net additions to shareholders' funds</b>	<b>180,060</b>	309,343	1,718,891
Opening shareholders' funds	<b>1,564,840</b>	( 154,051)	( 154,051)
<b>Closing shareholders' funds</b>	<b>1,744,900</b>	155,292	1,564,840
Equity interests	<b>1,744,900</b>	155,292	1,564,840

#### 4. Earnings per share

	<b>6 months ended 31/12/05 (unaudited) £</b>	<b>8 months ended 28/02/05 (audited) £</b>	<b>Year ended 30/06/05 (audited) £</b>
Profit/(loss) for the financial period after taxation	<b>245,611</b>	( 30,660)	38,756
Weighted average number of ordinary shares for basic earnings per share	<b>23,836,820</b>	15,297,247	16,050,830
Weighted average number of ordinary shares for diluted earnings per share	<b>23,836,820</b>	15,297,247	18,002,893

The weighted average number of shares for the periods shown above takes account of a four for one bonus issue of shares on 23 May 2005.

#### 5. Copies of Interim Report

Further copies of the Interim Report may be obtained from the Company's Registered Office at, Tistelford, Lynx Business Park, Fordham Road, Snailwell, Cambs, CB8 7NY, UK.