



Tristel Interim Results – Shareholder Q&A

Following the Interim results www.tristelresults.com shareholders were asked to send in their questions via email. The Q&A is detailed below.

Question 1

With regards to India - In the last presentation, you said that two separate distribution agreements were in late stage negotiations - one with GE Healthcare India covering large metropolitan areas and universities and the other with Genworks Health covering the rest of the country. Is the geographical scope of the Genworks Health agreement still as previously reported and what is the status of the GE Healthcare India negotiations?

As previously reported, we remain hopeful that a second and complementary distribution agreement for India will be completed in the coming weeks. This second route to market will be with GE Healthcare and will cover the major metropolitan areas of India which they reserve for their supply to ultrasound departments in hospitals.

Genworks, which is a separate company in which GE is a major equity owner, serves the hospital and community clinic market outside of the major metropolitan areas. As you can see, the two companies work in tandem to cover the entire country.

Question 2

Are there any plans to sell the Cache product range in India in the near to medium future?

Tristel will, in time, seek regulatory approval for the Cache product range in India.

The route to market may involve Genworks. It would not involve GE.

Question 3

In reference to the RNS titled: License & Product Supply Agreement with Byotrol RNS Number : 1028H Tristel PLC 23 March 2020, could you please confirm when the Tristel8 product will be released?

Jet Pro will be available to UK hospitals in the next two months alongside the entire Cache range.
