



**30 JUNE 2021  
PRELIMINARY RESULTS  
INVESTOR PRESENTATION**

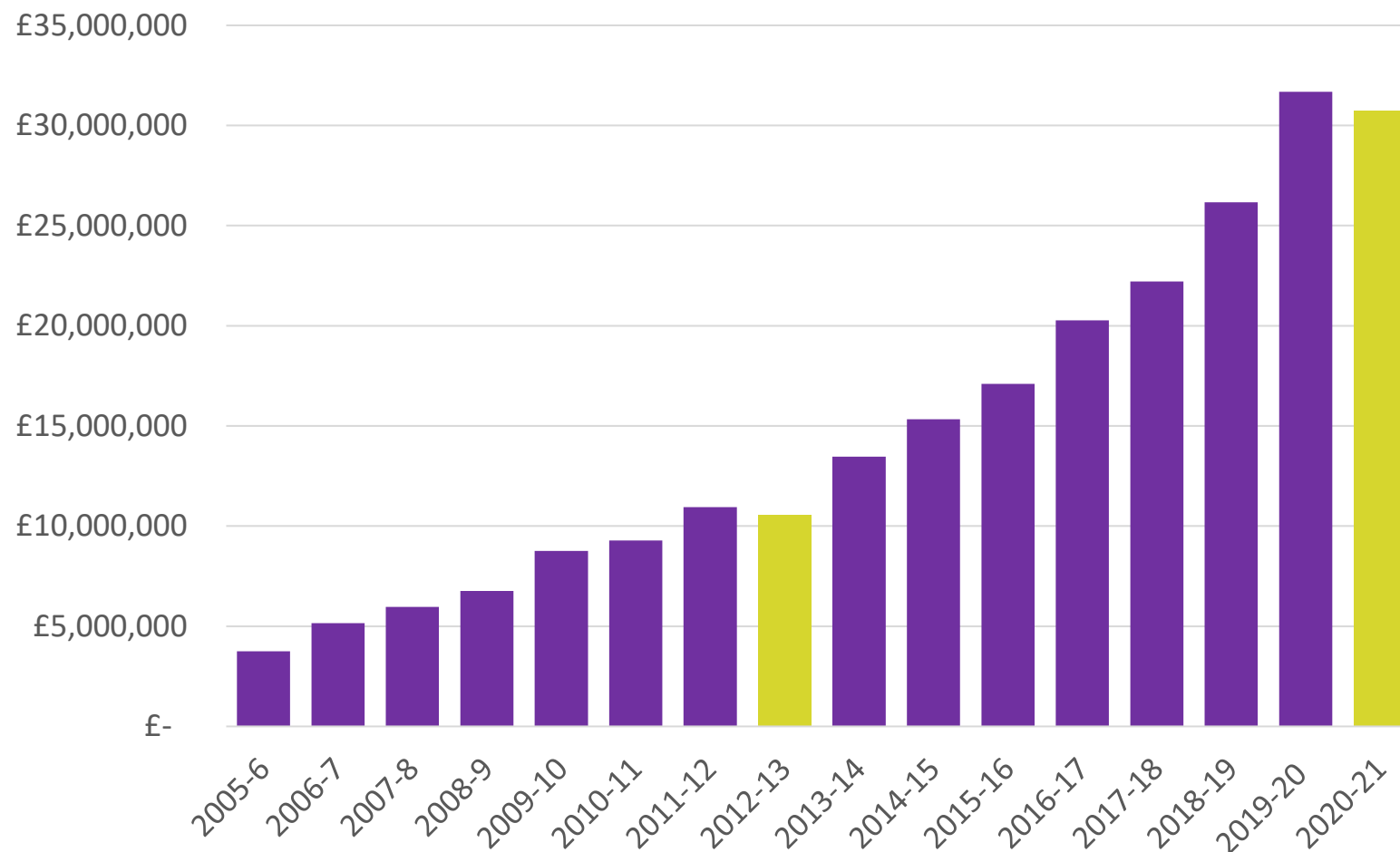
**PAUL SWINNEY, CEO  
LIZ DIXON, CFO**

**18-19 OCTOBER 2021**

# FINANCIAL HIGHLIGHTS

- Turnover down 2% to £31m (2020: £31.7m)
- Overseas sales up 3% to £19.6m (2020: £19m), representing 63% of total sales (2020: 60%)
- Gross margin remained steady at 80% (2020: 80%)
- Pre-tax profit before share-based payments (£0.8m) and adjustment in fair value of investment in Israeli medtech company (£0.8m), down 24% to £5.4m (2020: £7.1m)
- Pre-tax margin before share-based payments and fair value adjustment decreased to 17% (2020: 22%)
- EPS before share-based payments down 34% to 8.16p (2020: 12.35p). Unadjusted down 44% to 6.39p (2020: 11.38p)
- Dividend per share for the full year increased by 6% to 6.55p (2020: 6.18p)
- Strong operating cashflow of £6.5m (2020: £7m)
- Net cash of £8.1m (2020: £6.2m)

# SALES HISTORY SINCE IPO



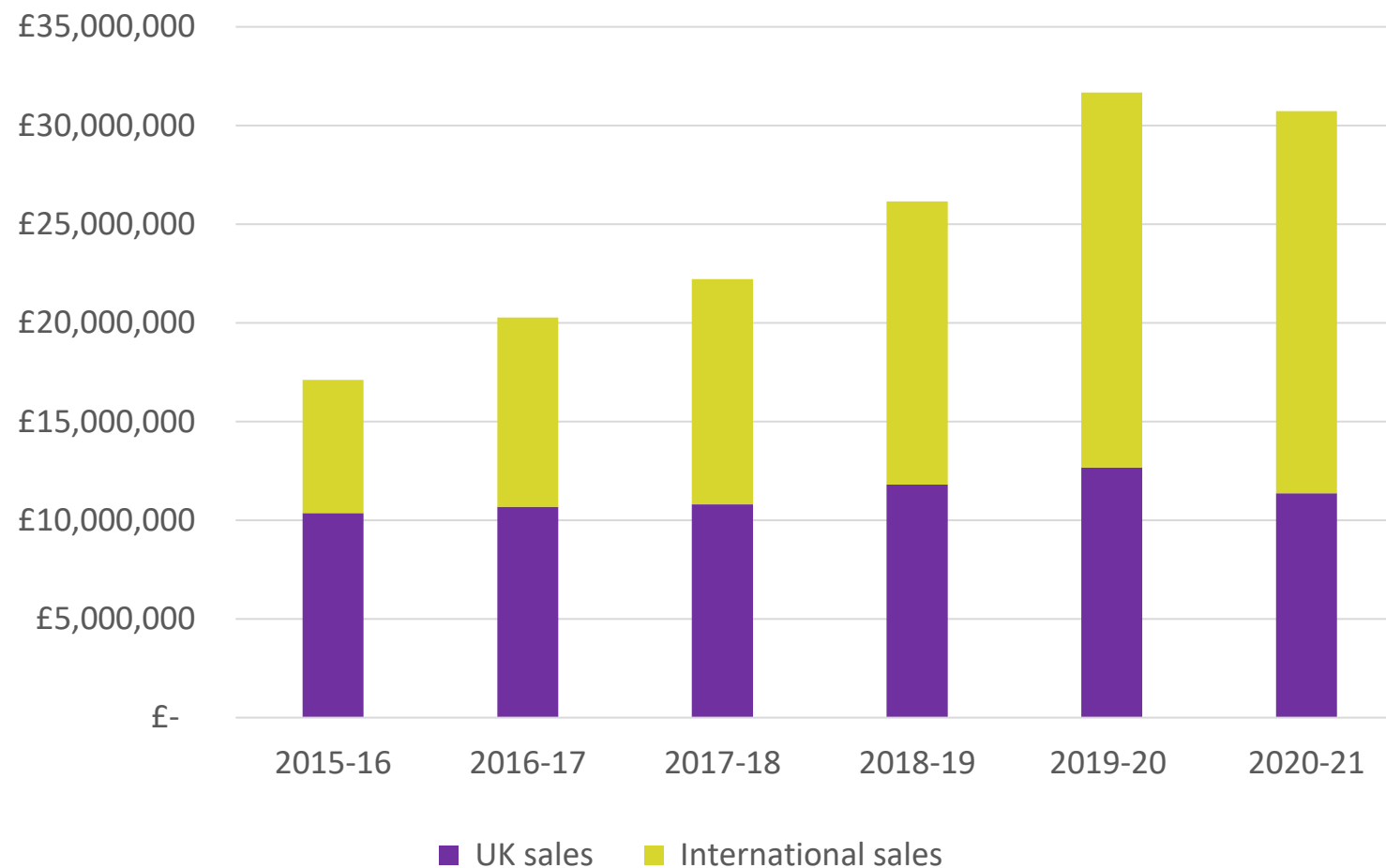
## 2020-21 in summary

- 2% y-o-y sales decline due to COVID-19 impact on hospital service levels

# SALES HISTORY BY GEOGRAPHY

## 2020-21 in summary

- International sales growth 3%
- UK sales decline 10%
- Overall sales decline 2%
- Historic drag on sales growth from declining products now eliminated

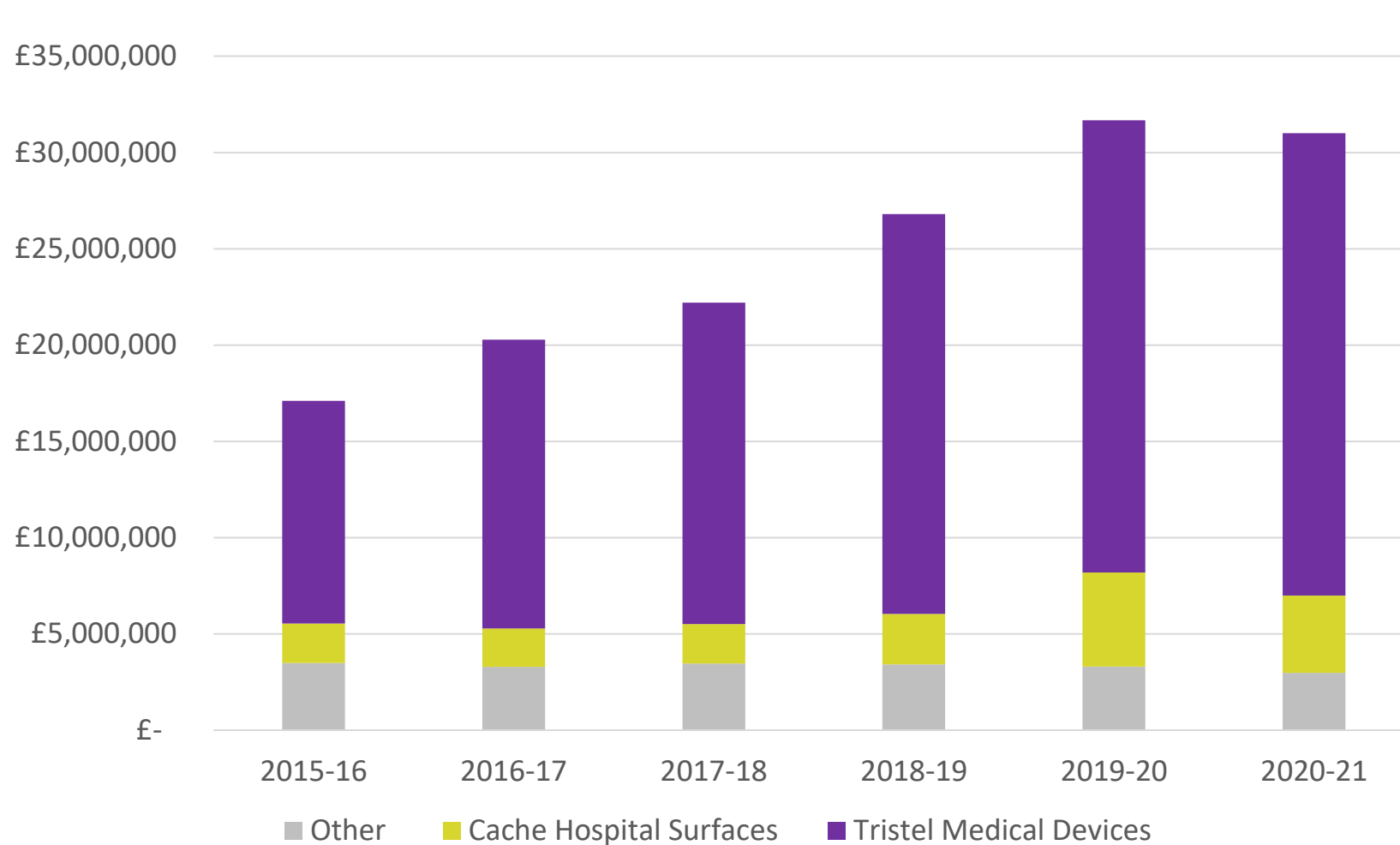


# SALES GROWTH BY GEOGRAPHY

£m	2019-20	2020-21	Year on year change	% change
Australasia	3.53	3.80	0.27	8%
China & Hong Kong	1.62	1.60	(0.02)	(1%)
Malaysia *	-	0.58	0.58	-
Western Europe	4.60	4.89	0.29	6%
Central Europe	5.25	5.38	0.13	2%
Italy	0.67	0.79	0.12	18%
Overseas distributors*	3.34	2.60	(0.74)	(22%)
<b>Total overseas sales</b>	<b>19.01</b>	<b>19.64</b>	<b>0.63</b>	<b>3%</b>
Total UK sales	12.67	11.36	(1.31)	(-10%)
<b>Global sales</b>	<b>31.68</b>	<b>31.00</b>	<b>(0.68)</b>	<b>(2%)</b>

\* Malaysia reclassified from overseas distributor to subsidiary in year

# SALES HISTORY – BY PRODUCT



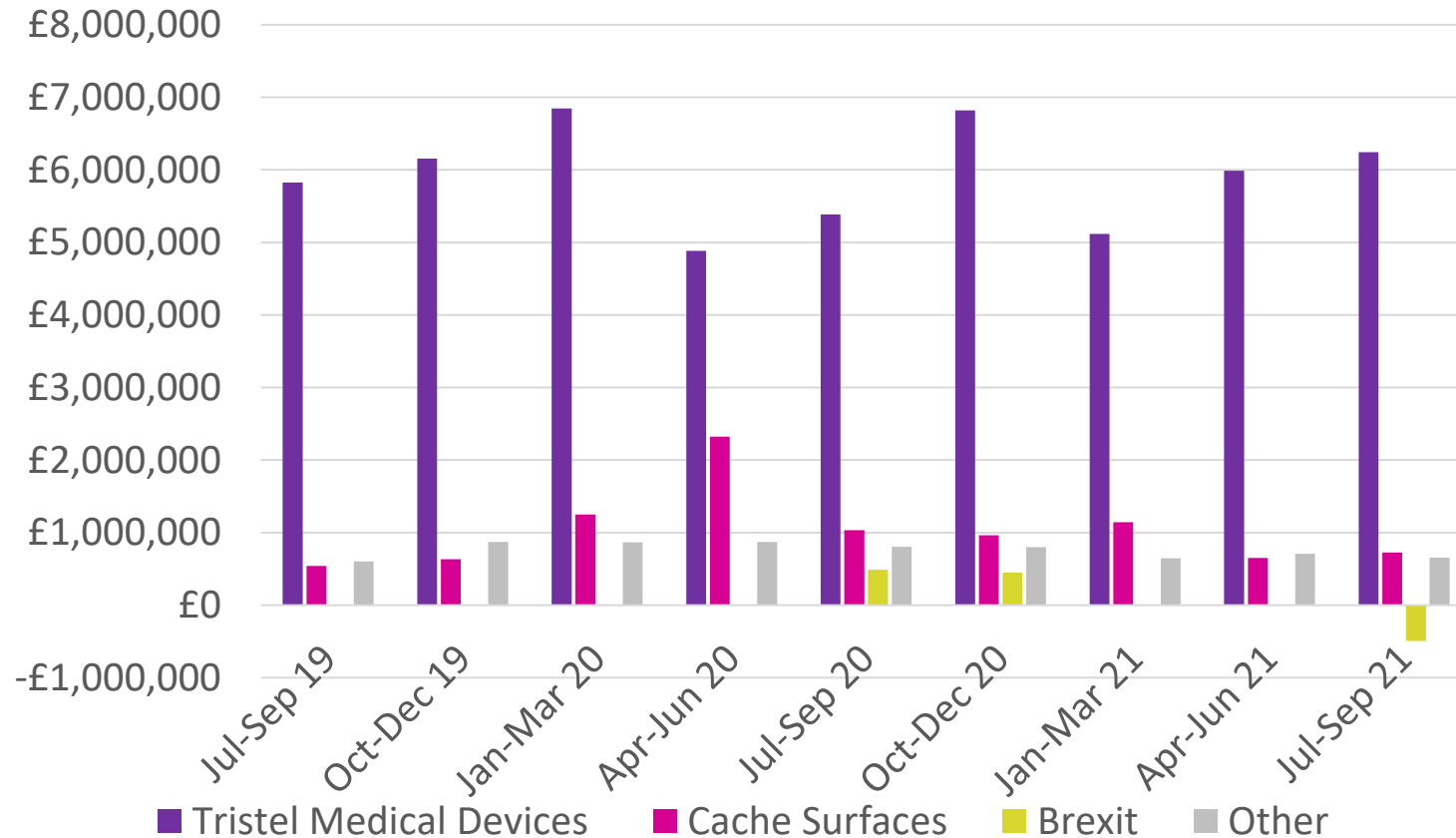
## 2020-21 in summary:

- Y-O-Y £0.5m or 2% growth in Tristel medical device sales.
- Impact of COVID-19: loss of £2m of anticipated medical device sales growth.
- Y-O-Y £0.9m or 18% reduction in Cache surface sales

# SALES GROWTH BY CHANNEL

£m	2019-20	2020-21	Year on year change	% change
<b>Tristel Hospital Medical Device Decontamination</b>				
UK direct	7.85	6.91	(0.91)	(11%)
Europe direct	8.96	9.99	1.03	12%
APAC direct	4.61	5.02	0.41	9%
Distributors	2.12	2.09	(0.04)	(2%)
	<b>23.50</b>	<b>24.00</b>	<b>0.50</b>	<b>2%</b>
<b>Cache Hospital Surface Disinfection</b>				
UK direct	2.93	2.78	(0.15)	(5%)
Europe direct	0.96	0.47	(0.49)	(51%)
APAC direct	0.23	0.66	0.43	186%
Distributors	0.76	0.10	(0.66)	(87%)
	<b>4.88</b>	<b>4.02</b>	<b>(0.86)</b>	<b>(18%)</b>
<b>Other (all geographies and channels)</b>	<b>3.30</b>	<b>2.98</b>	<b>(0.32)</b>	<b>(10%)</b>
<b>Total</b>	<b>31.68</b>	<b>31.00</b>	<b>(0.68)</b>	<b>(2%)</b>

# PANDEMIC IMPACT



## Sales impact of COVID-19:

- Jan–June 2020 First Wave: Hospitals build stocks of all infection prevention products; non-critical care services scaled back
- Jul-Dec 2020 First Recovery: Out-patient services resume & NHS purchase product in preparation for Brexit
- Jan-Mar 2021: Second Wave: Non-critical care services scaled back. Controlled buying of surface disinfectants.
- Apr-Sep 2021: Second Recovery & Third Wave combination: Out-patient services resume & NHS release Brexit stock



# FINANCIAL TARGETS

## FY 2020-2022

- Sales growth in the range of 10% to 15% per annum as an annual average over the three years;
- EBITDA margin (excluding share-based payment charge) of at least 25%, and
- To increase profit before tax (excluding share-based payments) year-on-year, independently of the other two targets.

COVID-19 has impacted sales growth and, as a consequence, we have fallen short of our average revenue growth and EBITDA targets. We have also failed to increase pre-tax profit.

£m	Revenue	Annual revenue growth	Average revenue growth	EBITDA margin %	Increase in profit before tax
FYE 30.6.19 – base year	26.2				
FYE 30.6.20	31.7	21%	21%	30%	Yes
FYE 30.6.21	31.0	-2%	9%	24%	No

# OPERATIONAL HIGHLIGHTS

- New regulatory approvals for medical device disinfectants gained during the year in India, South Korea, Canada and for our surface disinfectant from the United States EPA
- Further investment in people and systems to ensure the Company can meet the ever-more stringent requirements of regulators worldwide

# NORTH AMERICA

## USA



Duo ULT: Ultrasound Probe  
FDA Approval in Progress

## USA



JET: Hospital Surfaces Disinfection  
EPA Approved

## CANADA



Duo OPH: Ophthalmic Devices  
Canada Approved

# NORTH AMERICA FY 2021 to FY 2026

## Building a global business

FY21

FY22

FY23

FY24

FY25

FY26

### Medical Device Decontamination

Canada Duo OPH

Canada Duo ULT

Canada Duo ORL

USA Duo ULT

USA Duo OPH

USA Duo ORL

### Hospital Surface Disinfection

Canada Cache

USA Jet

USA Cache

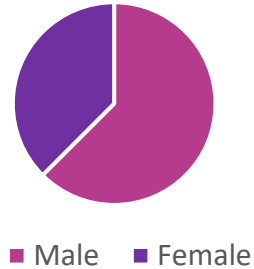


EPA No 2

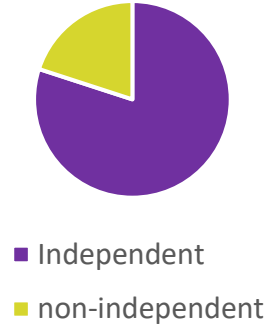
State by state

# ESG HIGHLIGHTS

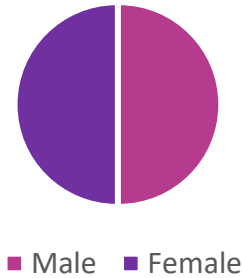
Board gender split



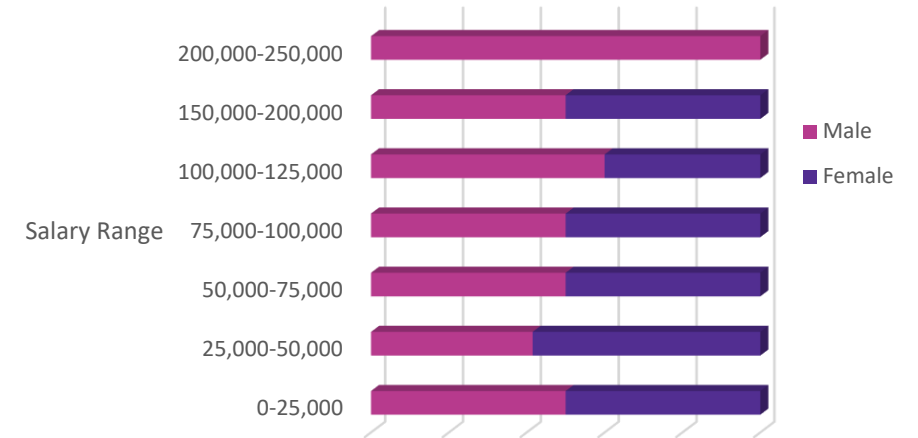
Independent NEDs



Leadership roles (ex-BOD)



Salary range by gender



## ESG actions:

- First carbon emission calculation completed, to be offset in 2021-22 achieving carbon net zero
- Launch of Cache – enabling hospitals to eliminate single use plastic wipes
- Launch of Tristel Hive – our in-house Sustainability, Equality, Diversity and Inclusivity initiative
- Complimentary and plastic free: healthy snacks, period products, kitchen supplies

# SUMMARY

- Overseas expansion continues despite COVID-19
- Profitable, cash generative, debt-free
- Dividend pay-out maintained despite lower profits
- Workforce in good shape
- Growth resuming post pandemic

**THANK YOU**

# APPENDIX – INCOME STATEMENT

	Year ended 30.06.21 £'000	Year ended 30.06.20 £'000
Turnover	30,998	31,678
Cost of sales	(6,255)	(6,431)
Gross profit	24,743	25,247
Gross margin %	80%	80%
Administrative expenses	(16,344)	(15,449)
Net interest	(194)	(166)
Operating profit before amortisation & shared based payments	8,205	9,632
Amortisation & Depreciation	(2,813)	(2,558)
Movement in fair value of investment	(807)	-
Share based payments	(824)	(435)
Pre-tax profit	3,761	6,639
Tax charge /(credit)	(789)	(1,539)
Profit after tax	2,972	5,100
Basic EPS – pence	6.39	11.38
Diluted EPS – pence	6.19	10.88



# APPENDIX – BALANCE SHEET

	30.06.21	30.06.20
	£'000	£'000
Non-current assets		
Goodwill	5,265	5,626
Investments	-	807
Intangible assets	6,704	7,624
Property, plant and equipment	8,542	8,080
Deferred tax	1,805	1,544
	22,316	23,681
Current assets		
Inventories	4,266	4,619
Trade and other receivables	5,255	6,422
Cash and cash equivalents	8,094	6,220
	17,615	17,253
Total assets	39,931	40,934

Continued...

# APPENDIX – BALANCE SHEET ...Continued

	30.06.21	30.06.20
	£'000	£'000
Capital and reserves		
Share capital	471	453
Share premium account	13,600	12,634
Merger reserve	2,205	2,205
Foreign exchange reserve	(203)	397
Retained earnings	14,003	12,767
Non-controlling interests	7	7
Total equity	30,083	28,463
Current liabilities		
Trade and other payables	3,476	4,672
Current tax	(170)	1,182
Other current liabilities	629	817
Total current liabilities	3,935	6,671
Deferred tax	637	615
Other non-current liabilities	5,276	5,185
Total liabilities	9,848	12,471
Total equity and liabilities	39,931	40,934

# APPENDIX – CASH FLOW RECONCILIATION

	Year ended 30.06.21	Year ended 30.06.20
	£'000	£'000
Profit before tax	3,761	6,639
Add back non-cash items	4,512	3,108
Working capital movements	131	(1,617)
Purchase of tangible fixed assets	(1,159)	(1,770)
Purchase of intangible assets	(608)	(610)
Purchase of investments	-	(595)
Payment of lease liabilities (IFRS16)	(797)	(614)
Dividends paid	(3,017)	(2,621)
Shares issued	984	1,214
Corporation tax paid	(1,925)	(1,140)
Increase/(Decrease) in cash	1,882	1,994