



Investor Presentation

Edinburgh

12 May 2022

CEO: Paul Swinney

# THE WORLD OF INFECTION PREVENTION



MEDICAL DEVICES

SURFACES

CORE TECHNOLOGY: ClO<sub>2</sub> Chlorine dioxide

# MEDICAL DEVICE DISINFECTION

## UNIQUE SELLING POINTS



Trio Wipes System

The only manually applied high level disinfectant (HLD) for medical devices



Duo Foam

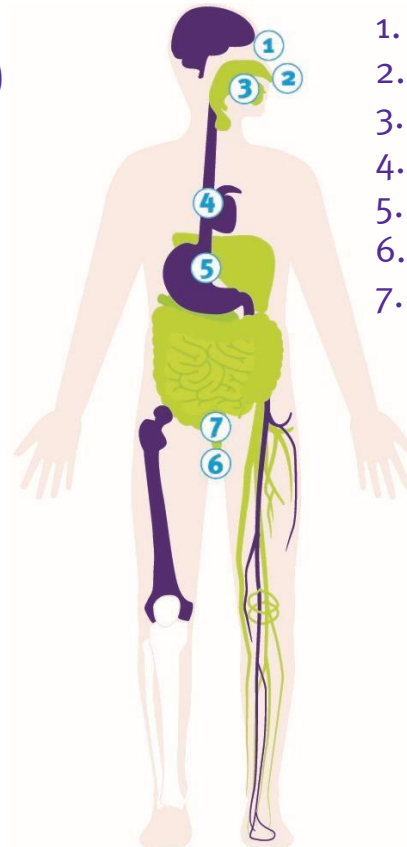
The only Chlorine Dioxide (ClO<sub>2</sub>) HLD for medical devices



3T

The only HLD combining with mobile digital traceability

## MULTIPLE USE SITES



1. Ophthalmology: Tonometers
2. ENT: Nasendoscopes
3. A&E: Intubation Laryngoscopes
4. GI Endoscopy: Manometry Catheters
5. Cardiac surgery: TEE Ultrasound Probes
6. Obs & Gynae: Vaginal Ultrasound Probes
7. Radiology: Rectal Ultrasound Probes

# SURFACE DISINFECTION

Around the patient and in critical areas within the hospital

## UNIQUE SELLING POINTS

- Sporicidal disinfectant
- Effective against all pathogens of concern (including coronaviruses)
- Effective in the shortest known contact times
- Excellent safety profile

## MULTIPLE USE METHODOLOGIES



Mopping

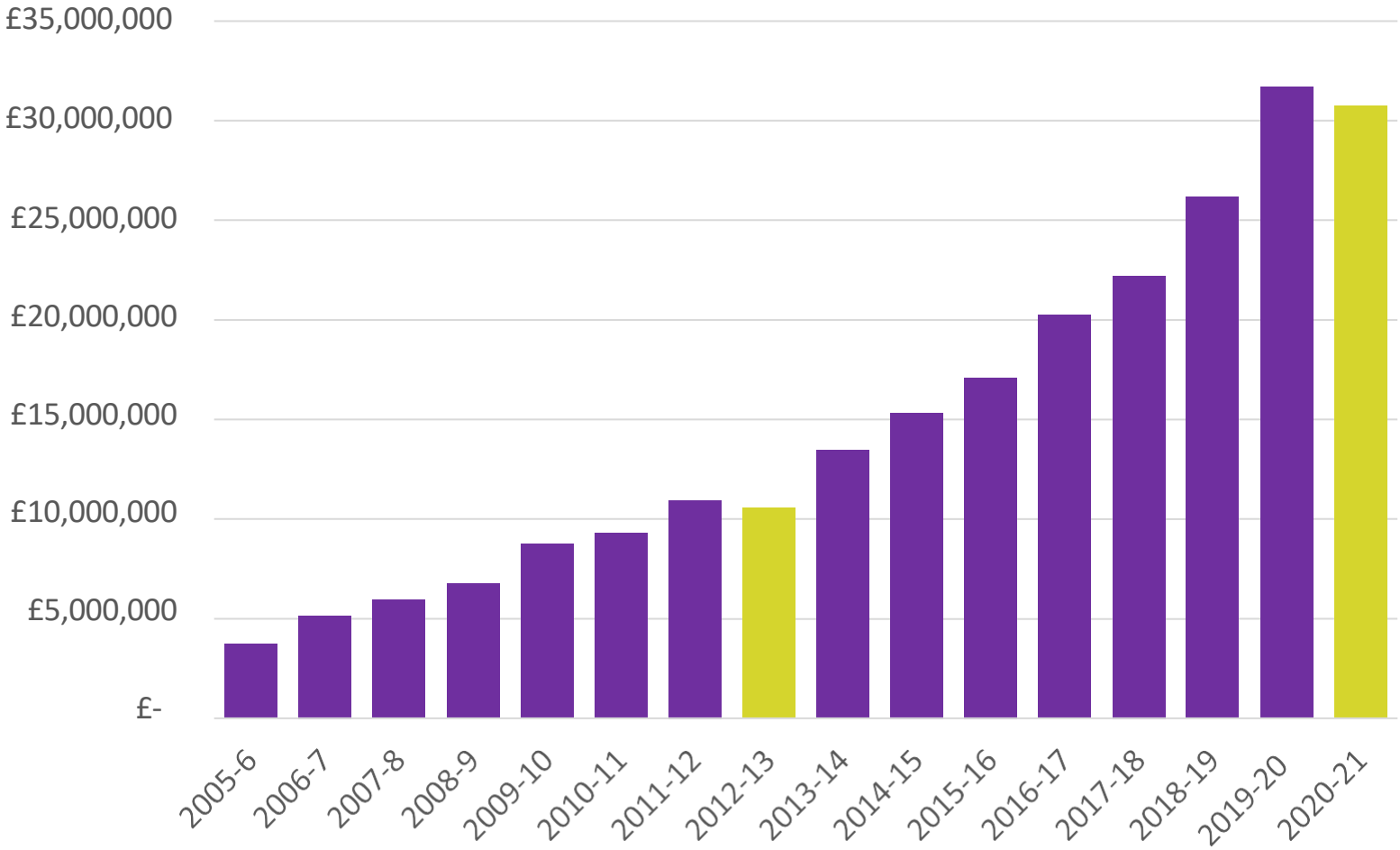


Wiping

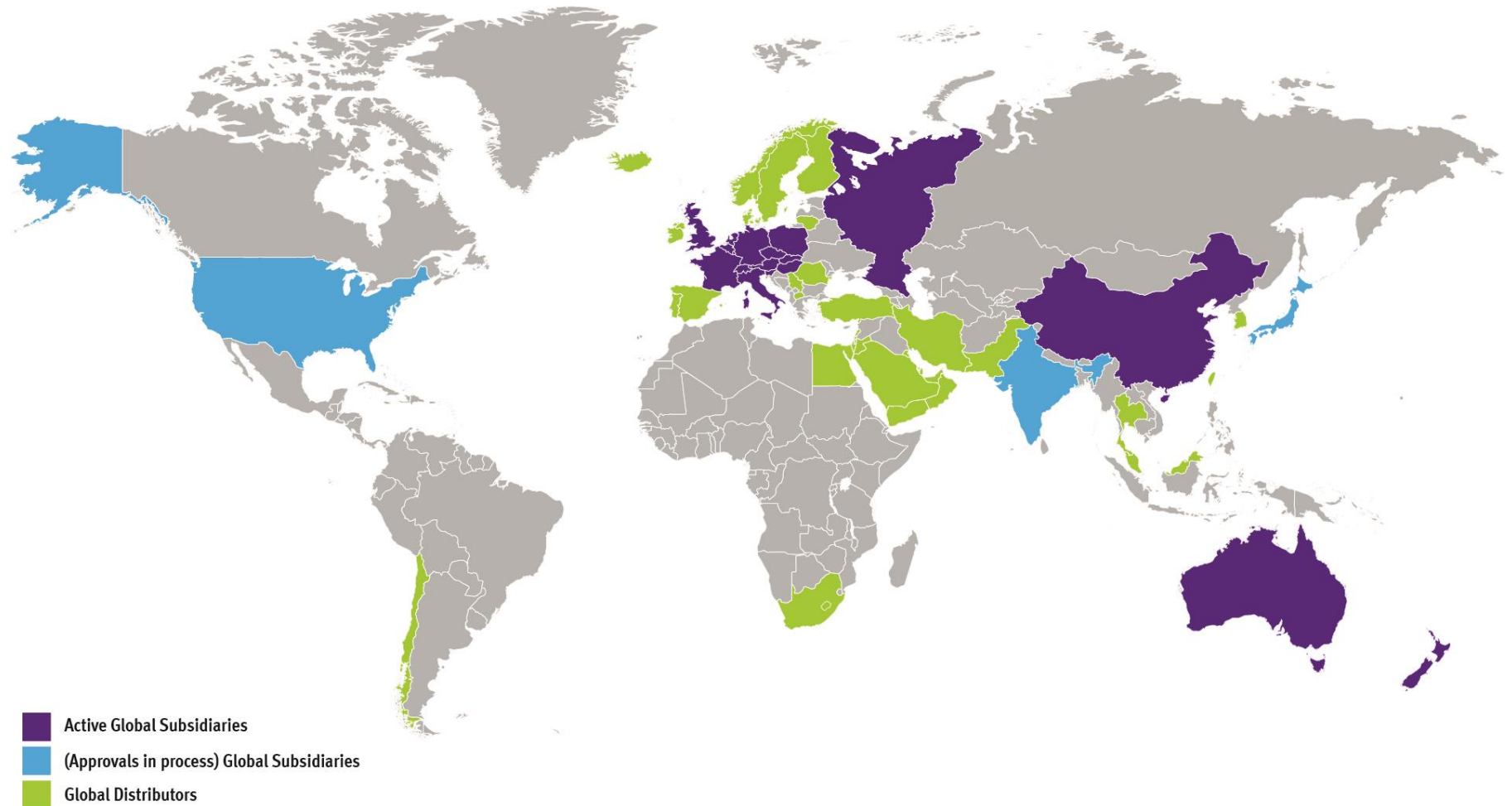


Spraying

# SALES HISTORY SINCE IPO



# GROWTH DRIVERS – GEOGRAPHICAL EXPANSION



# NORTH AMERICA: GOOD PROGRESS

- EPA state-by-state registrations: Jet & Duo
  - Completion target September 2022
  - Skin surface ultrasound opportunity
- FDA dossier preparation phase: Duo ULT
  - Submission target June 2022
- Canada distribution plan in preparation: Duo OPH



# FINANCIAL TARGETS

## FY2020 - 2022

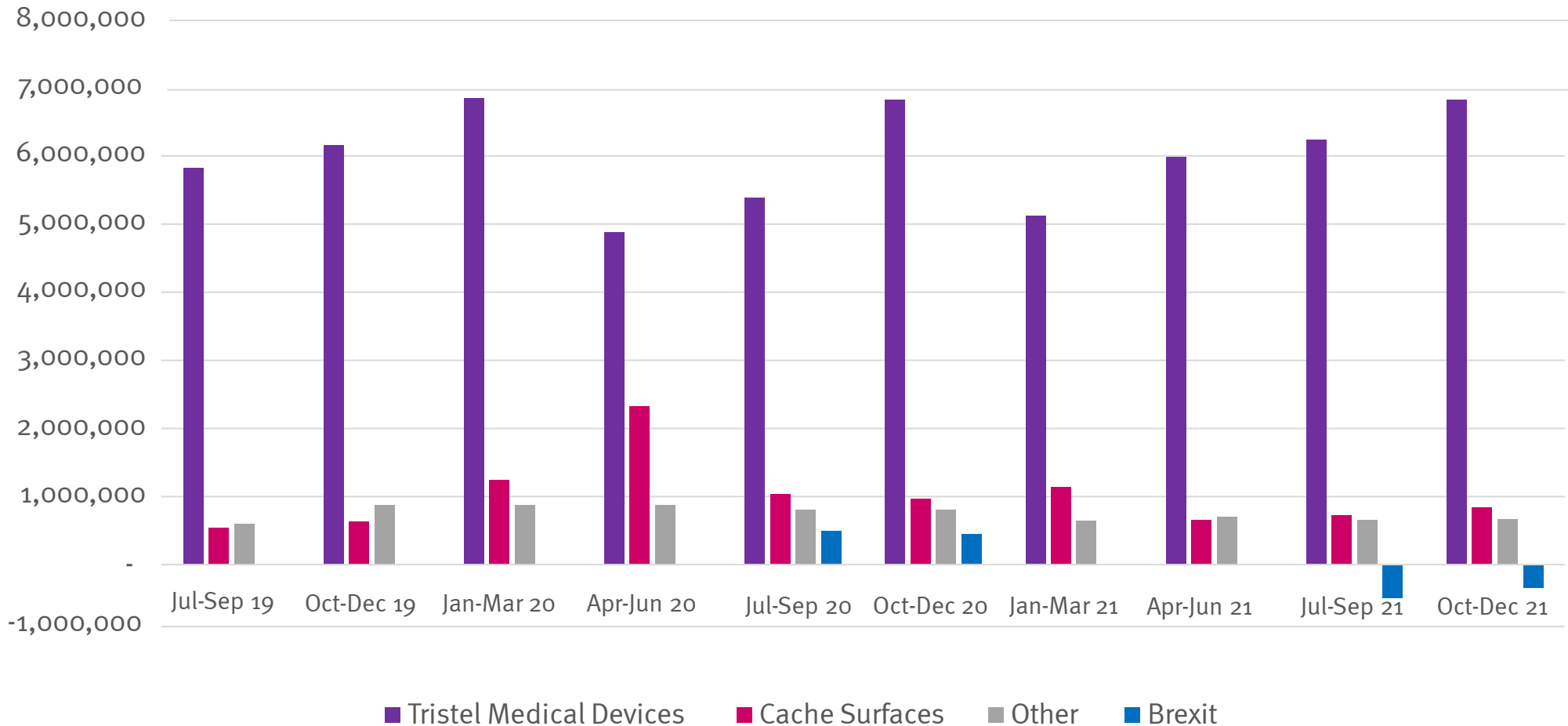
- Sales growth in the range of 10% to 15% per annum as an annual average over the three years.
- EBITDA margin (excluding share-based payment charge) of at least 25%.
- To increase profit before tax (excluding share-based payments) year-on-year, independently of the other two targets.

COVID-19 has impacted sales growth and, as a consequence, we have fallen short of our targets.

£m	Revenue	Annual revenue growth	Average revenue growth	EBITDA margin %	Increase in profit before tax
FY 30.6.19 – base year	26.2				
FY 30.6.20	31.7	21%	21%	30%	Yes
FY 30.6.21 (Continuing Operations)	27.2	-14%	9%	24%	No
FY 30.6.22 (Continuing Operations)	28.4	4%	3%	26%	Yes



# SALES GROWTH THROUGH THE PANDEMIC



**Tristel**<sup>™</sup>  
WE HAVE CHEMISTRY.