

Tristel™

Shareholder Open Day

Snailwell

18 July 2022

CEO: Paul Swinney

CFO: Liz Dixon

THE WORLD OF INFECTION PREVENTION



MEDICAL DEVICES

SURFACES

CORE TECHNOLOGY: ClO₂ Chlorine dioxide

MEDICAL DEVICE DISINFECTION

High-Level Disinfection (HLD)

UNIQUE SELLING POINTS

Trio Wipes System

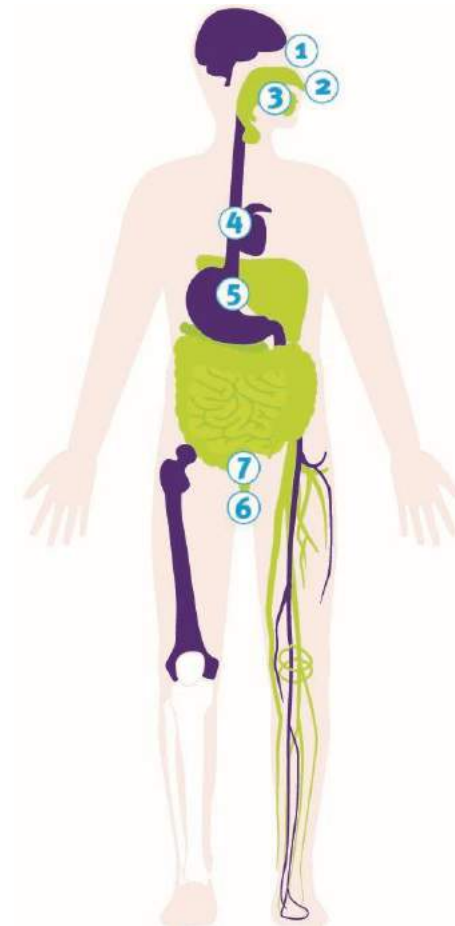
The only manually applied HLD for medical devices

Duo Foam

The only Chlorine dioxide (ClO₂) HLD for medical devices

3T

The only HLD combining with mobile digital traceability



MULTIPLE USE SITES

DEPARTMENT

INSTRUMENT

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

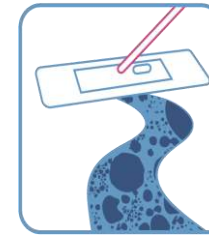
SURFACE DISINFECTION

Around the patient and in critical areas within the hospital

UNIQUE SELLING POINTS

- Chlorine dioxide (ClO₂)
- Sporocidal disinfectant
- Effective against all pathogens of concern (including coronaviruses)
- Effective in the shortest known contact times
- Excellent safety profile

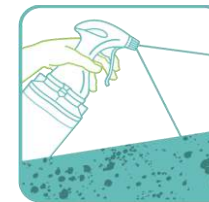
MULTIPLE USE METHODS



Mopping

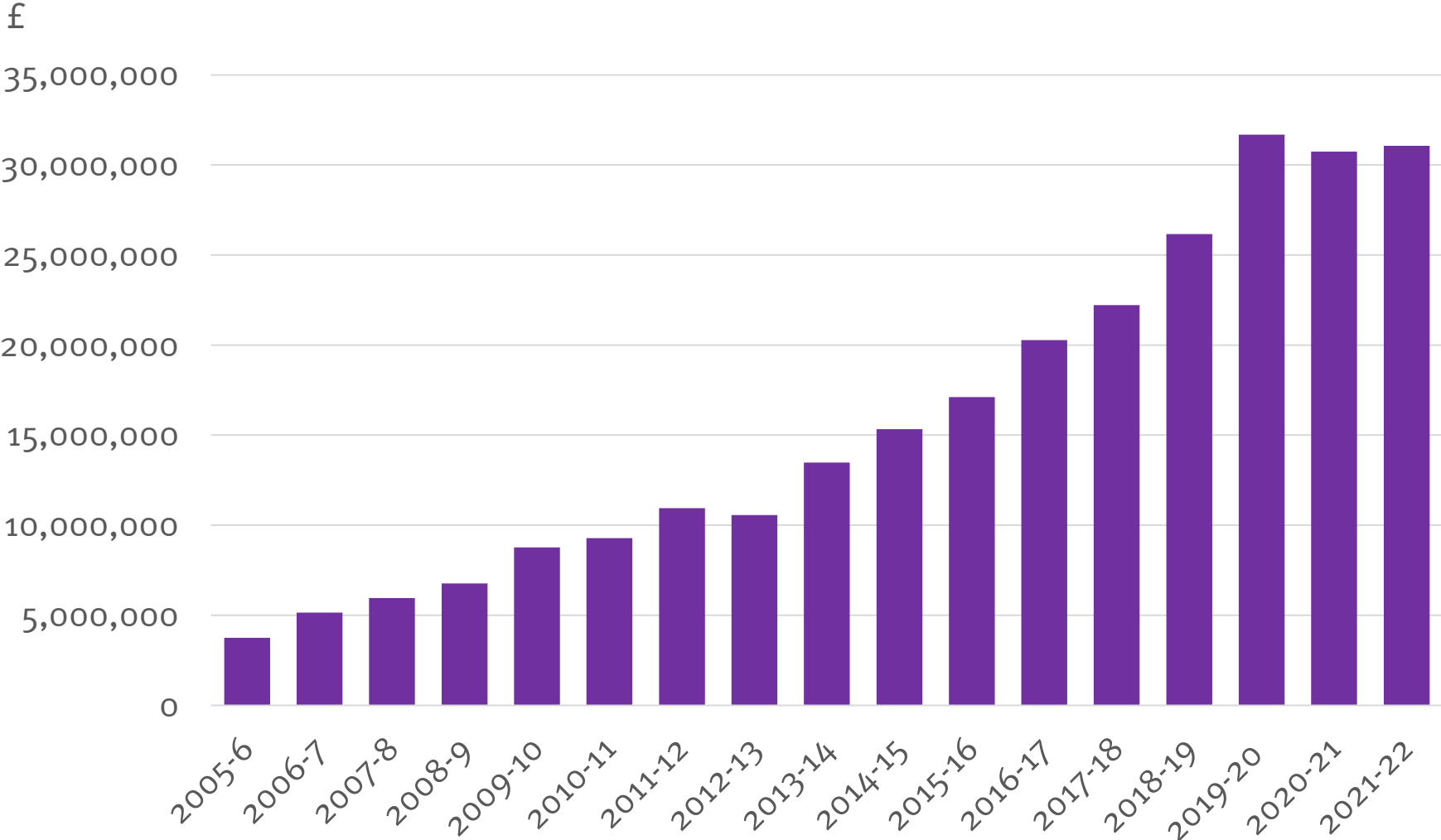


Wiping

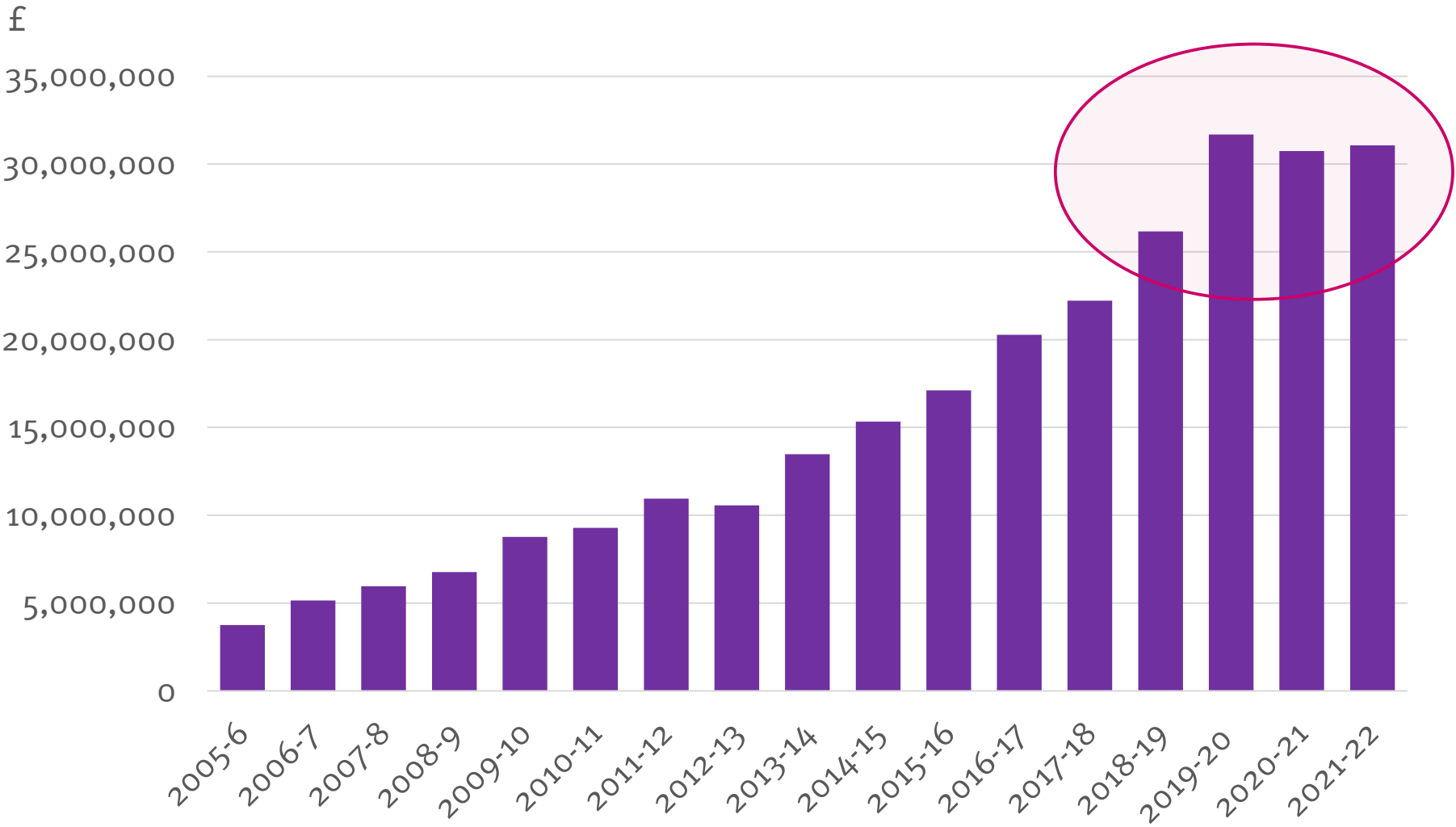


Spraying

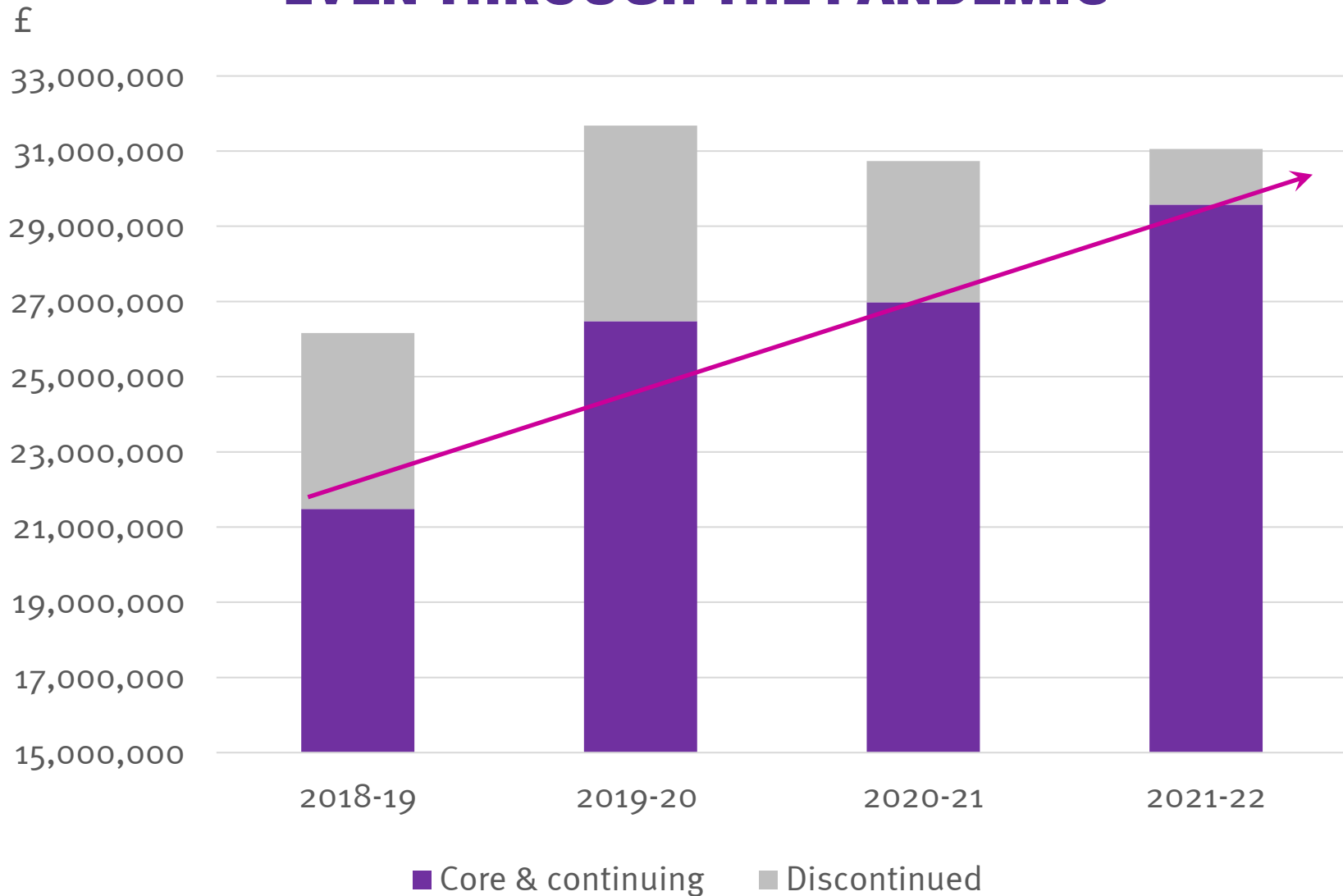
SALES HISTORY SINCE IPO



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SALES GROWTH IN CORE PRODUCTS EVEN THROUGH THE PANDEMIC



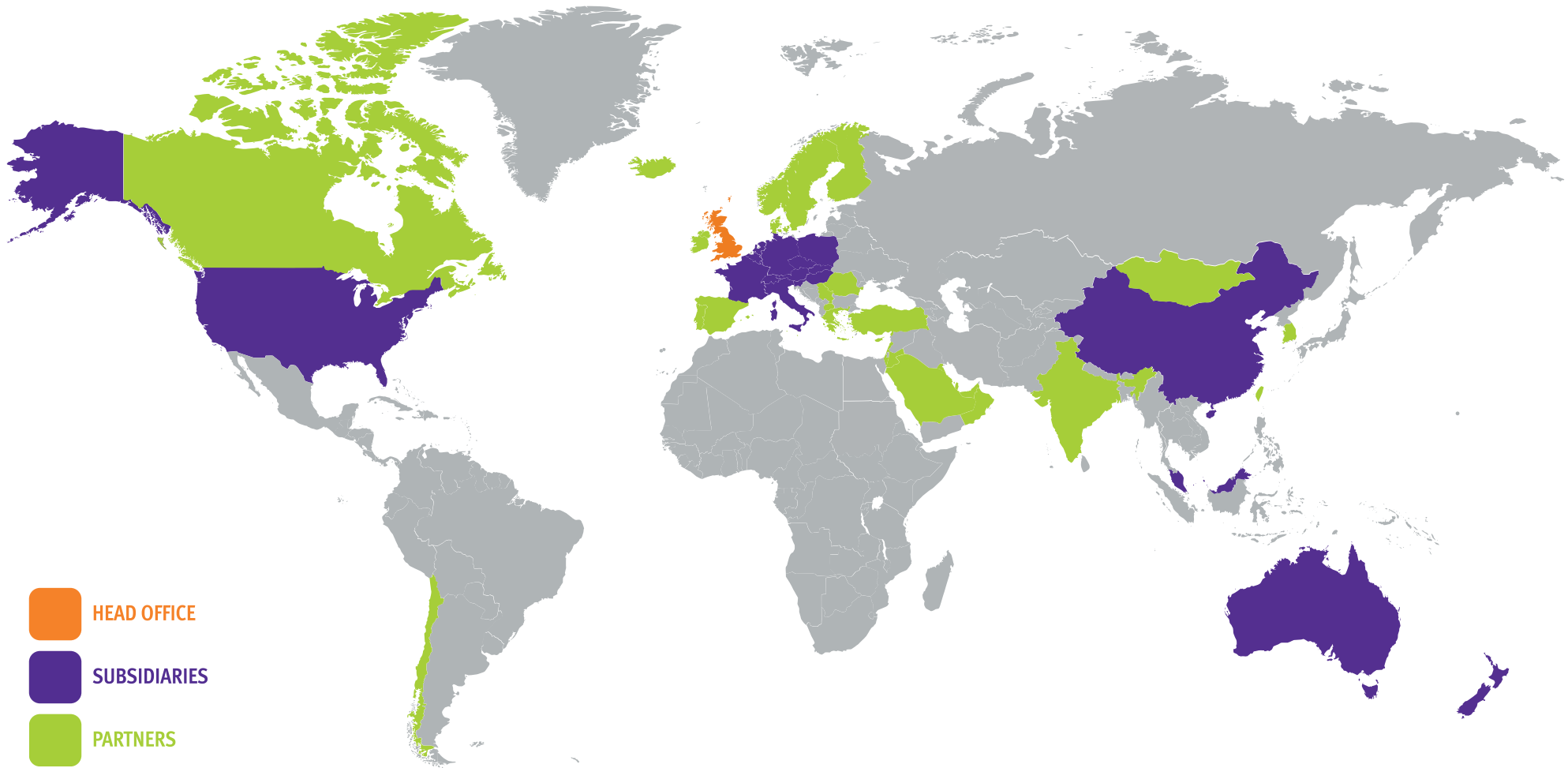
FINANCIAL TARGETS

FY23 – FY25

- Sales growth of 10% to 15% per annum over the three years
 - EBITDA margin of at least 25% each year

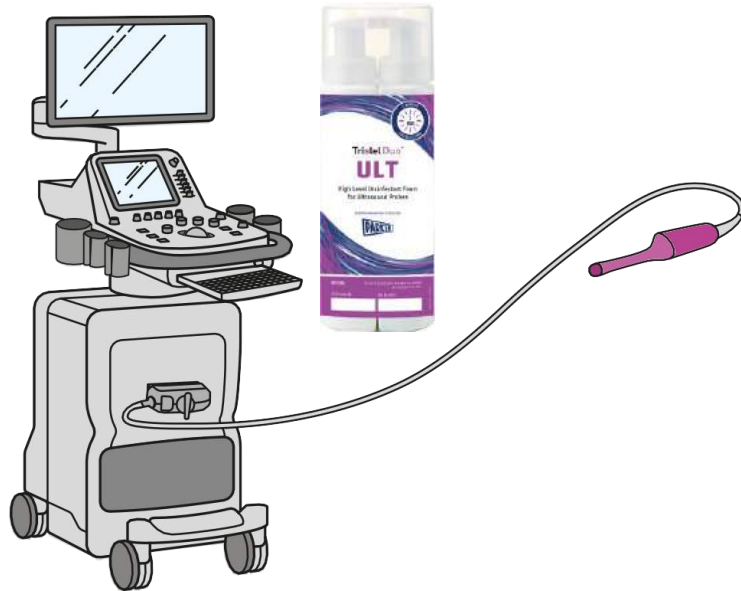


GROWTH DRIVER – GEOGRAPHICAL EXPANSION



NORTH AMERICA: OUR NEW FRONTIER

Duo ULT: FDA submission



Duo OPH: Canada approval




Within the coming decade Tristel and Cache product ranges to be launched in North America.

INNOVATION


Tristel Medical Device Decontamination




OUR AMBITION




To develop our chlorine dioxide high-level disinfection process to be recognised as a gold standard, and deemed equivalent to any automated process




OUR CHEMISTRY




-  Chemistry
-  Coverage
-  Contact Time




OUR DIGITAL PLATFORM



-  Train
-  Track
-  Test

OUR FUTURE



-  Observed
-  Verified
-  Validated

Intellectual property: 6 new patent applications: 4 examined and going to grant

INNOVATION

Cache Surface Disinfection

Enabling Chlorine dioxide to replace pre-wetted plastic wipes



Ambition: global market leader in sporicidal surface disinfection



Tristel

CONSIDERATE • NO-NONSENSE • ENERGETIC