

SHAREHOLDER OPEN DAY

25 July 2023

Paul Swinney, CEO Tristel plc

Liz Dixon, CFO Tristel plc

TSTL

Our Company

- Global infection prevention
- Focus on the hospital
- Unique proposition: chlorine dioxide

Achieving decontamination of medical instruments by hand



Eliminating plastic wipes by separating the disinfectant from the wipe



Our Markets

Tristel medical device decontamination

Diagnostic services in every hospital in every country

- Ear, nose and throat
- Obstetrics and gynaecology
- Cardiology
- Urology
- Ophthalmology
- Emergency Medicine

Year to 30 June 2023 = 17 million procedure

TAM = >1bn procedures

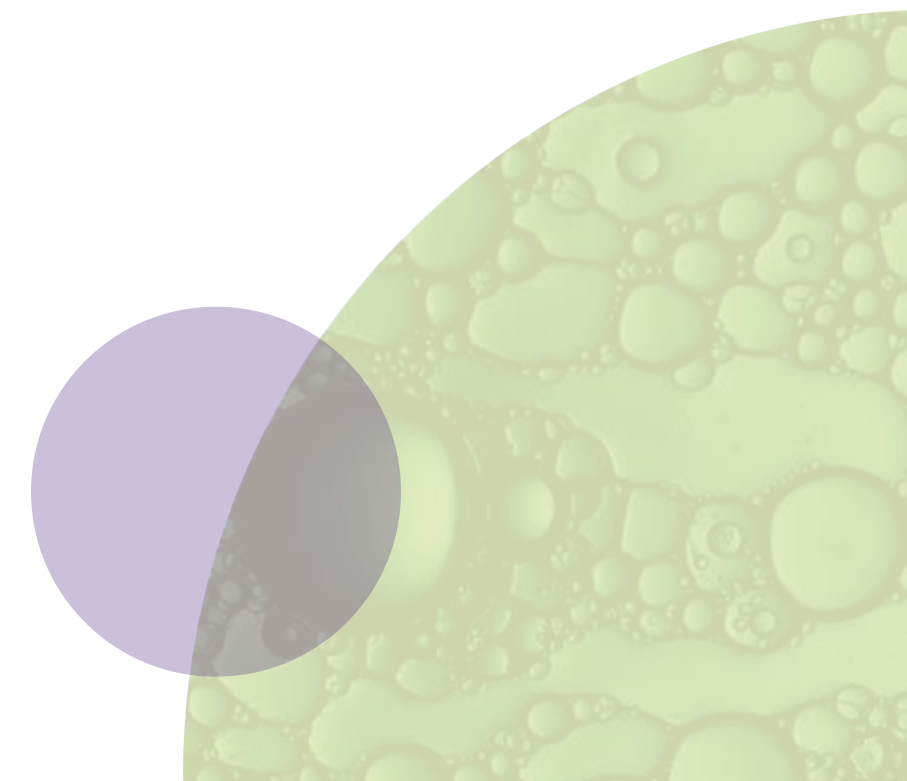
110 million procedures in past decade

Cache sporicidal surface disinfection

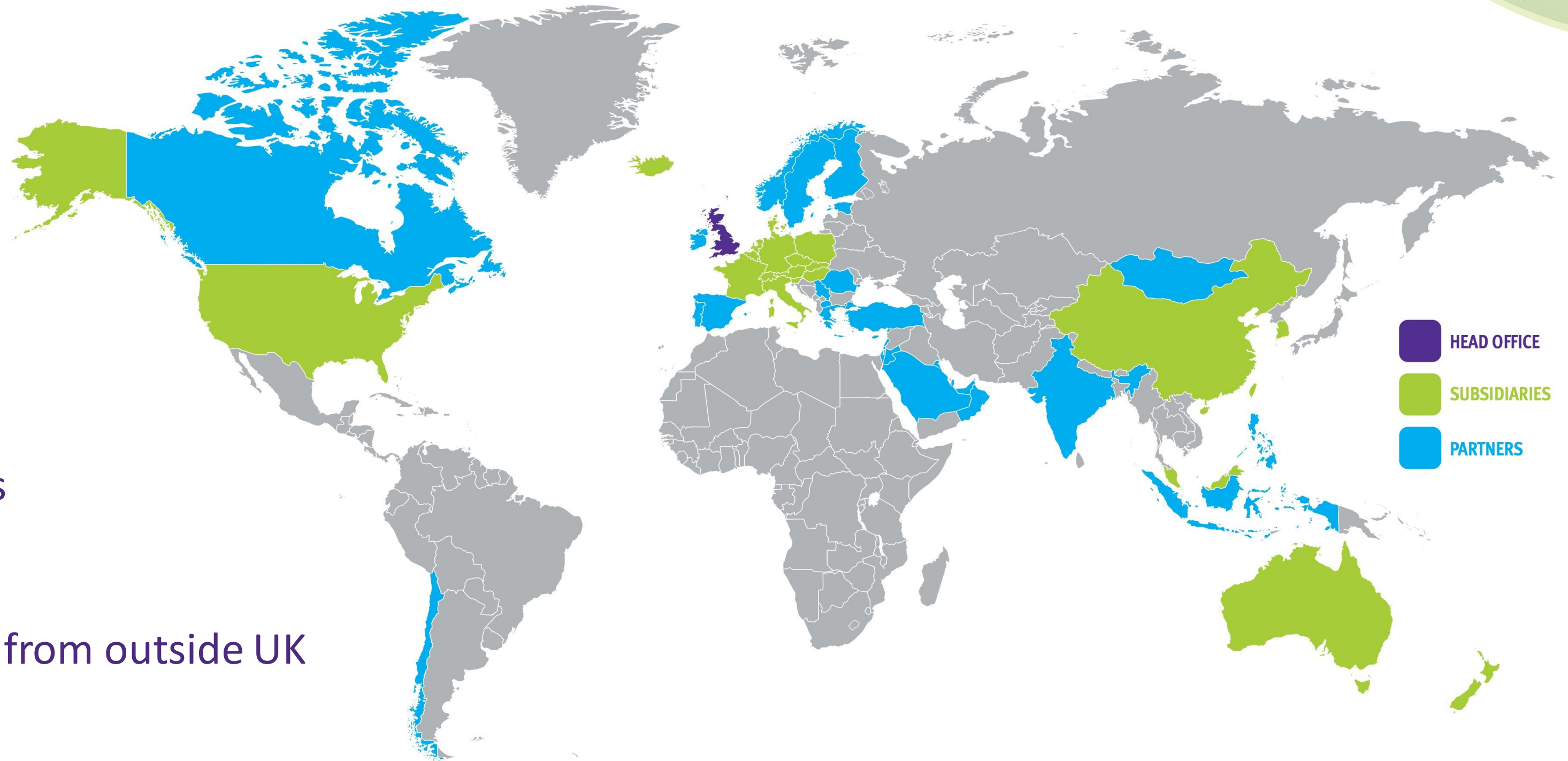
Every surface in every hospital in every country

Year to 30 June 2023 = £3.4m

TAM = >£4bn



Our Global Footprint



14 Subsidiaries

33 Countries

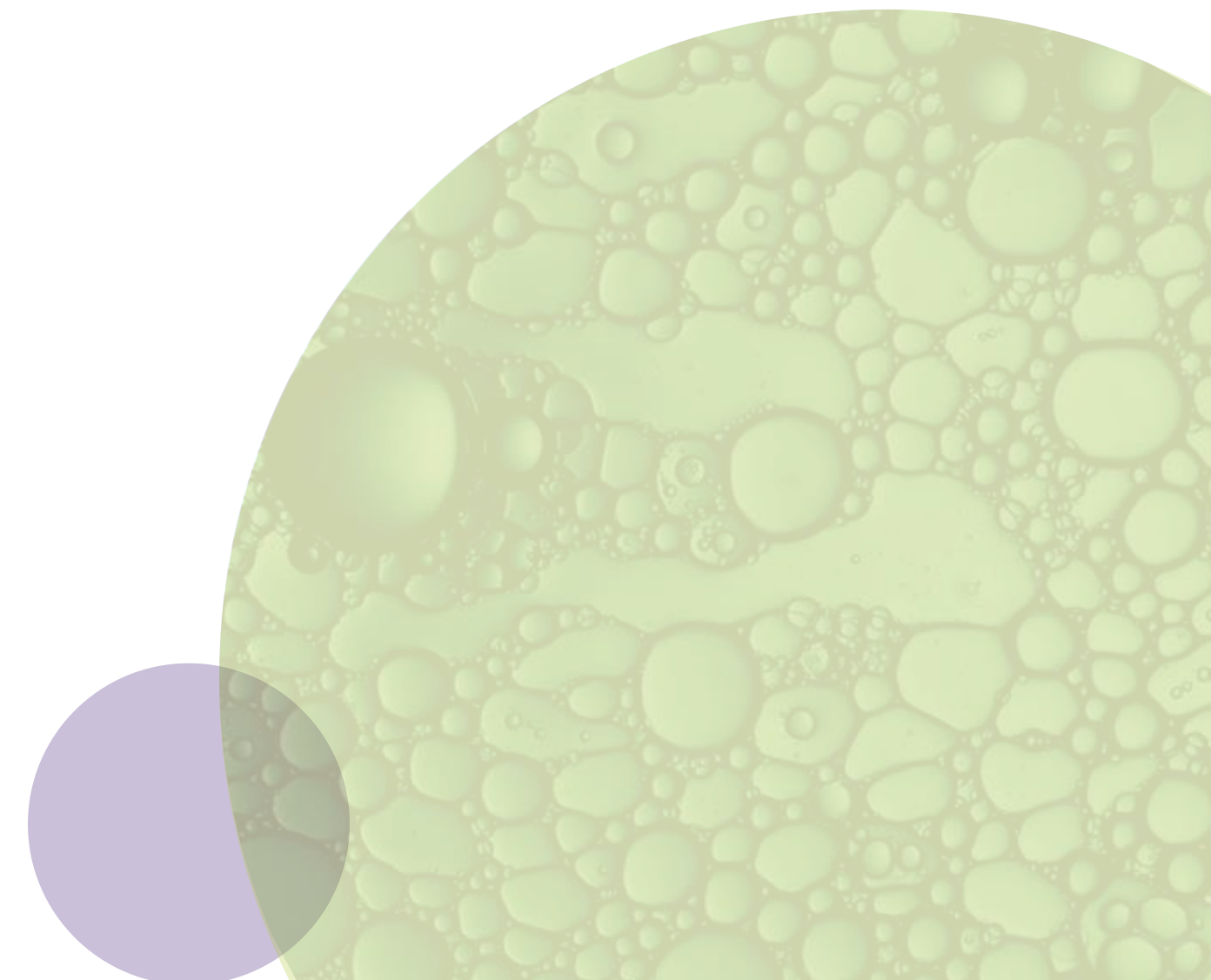
65% Revenues from outside UK

Financial Goals

Current:

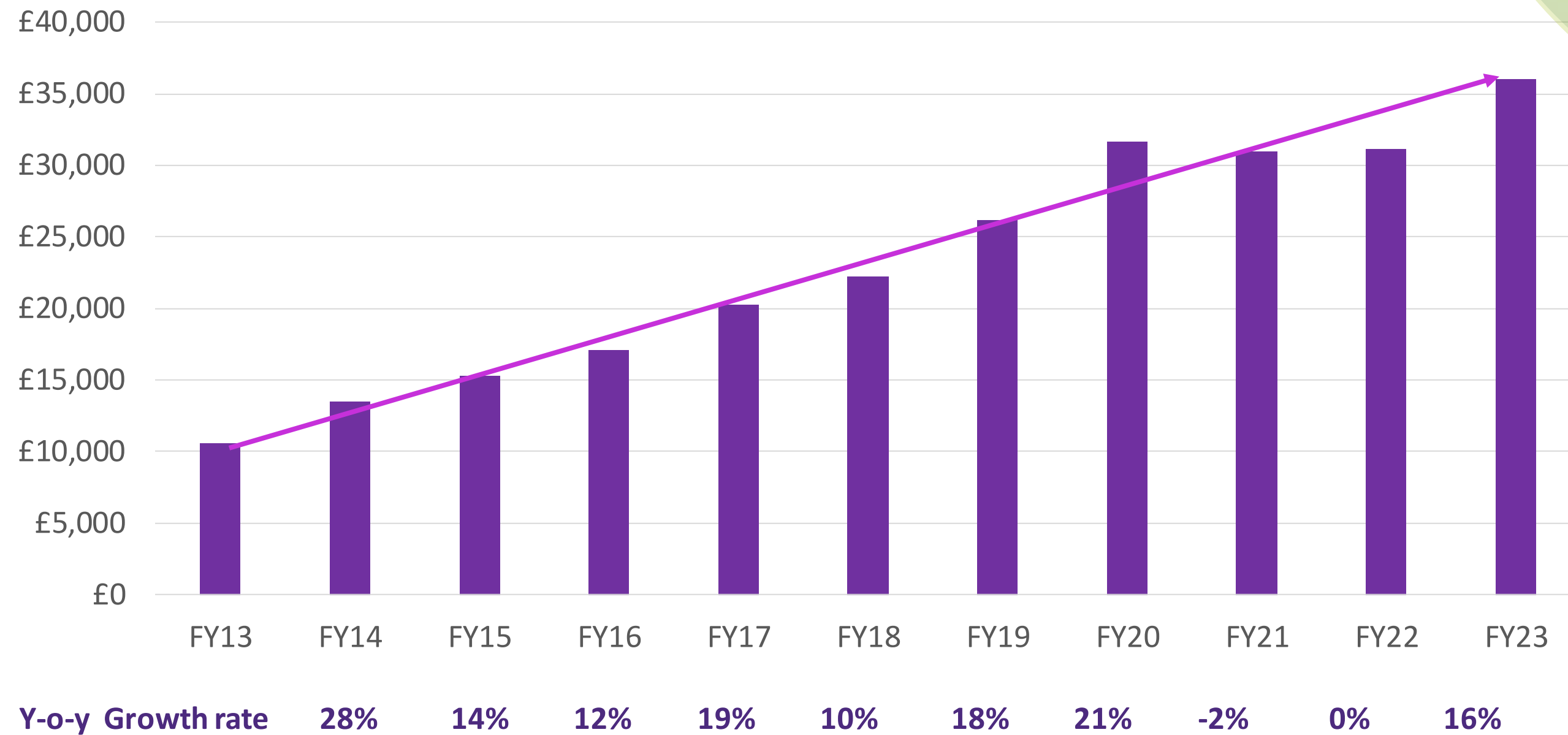
- Target annual revenue growth of 15% p.a. between 2022 & 2025
- Achieve an EBITDA margin of 25% as a minimum

Both to be reviewed (and improved) at Interims



Global Revenue - Retrospective

10 years of growth – CAGR 13%



Ambition: Double Revenue

1. Sell more to existing customers:

- Expand penetration in every hospital in all our existing country markets

2. Create and sell new products:

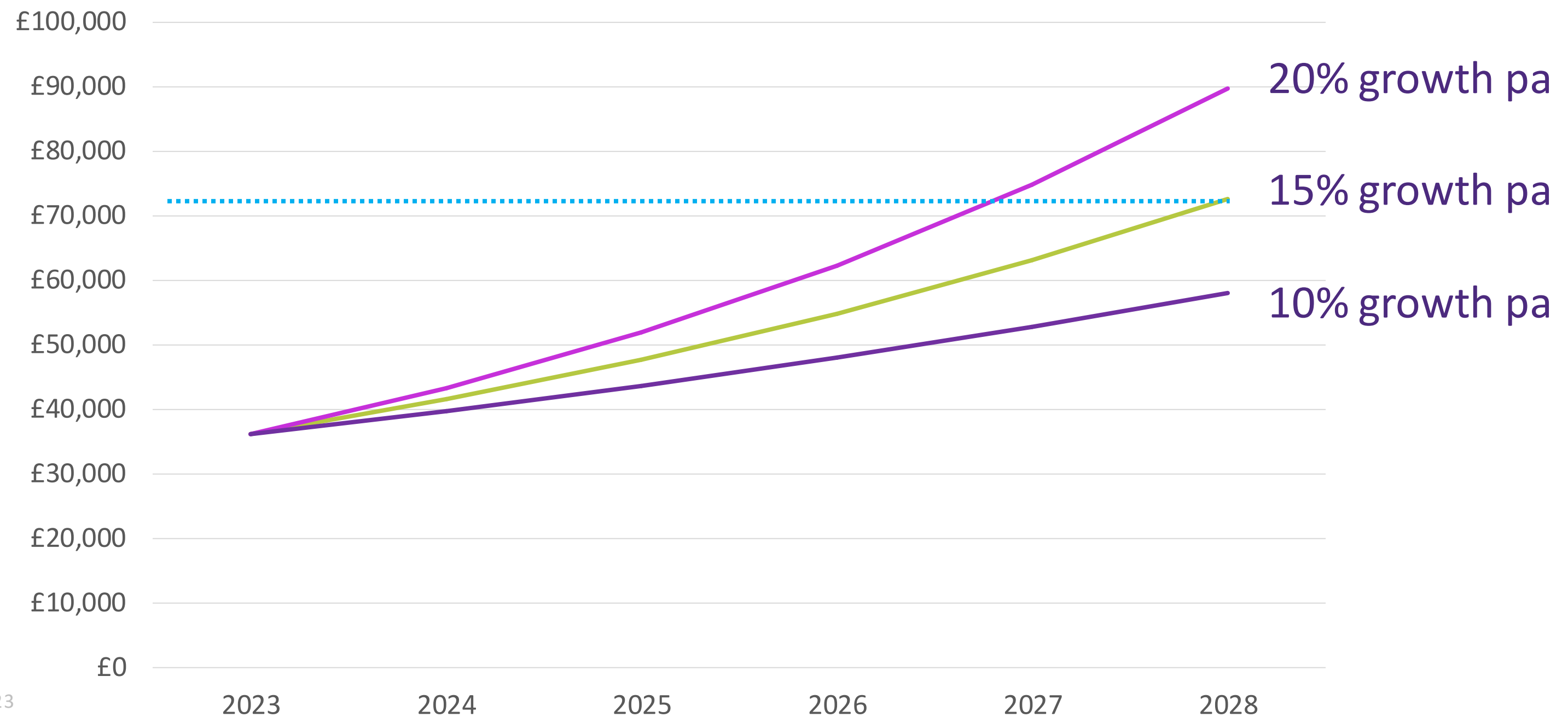
- Sustainable surface disinfection - Cache
- Digital traceability - 3T
- Visible compliance - VisiBlu
- Complete assurance - AI

3. Enter new countries:

- USA: multi-product strategy
- Canada: multi-product strategy
- India: new approach
- Philippines
- Indonesia
- Central & South America

Ambition: Double Revenue

Doubling revenue over the medium term



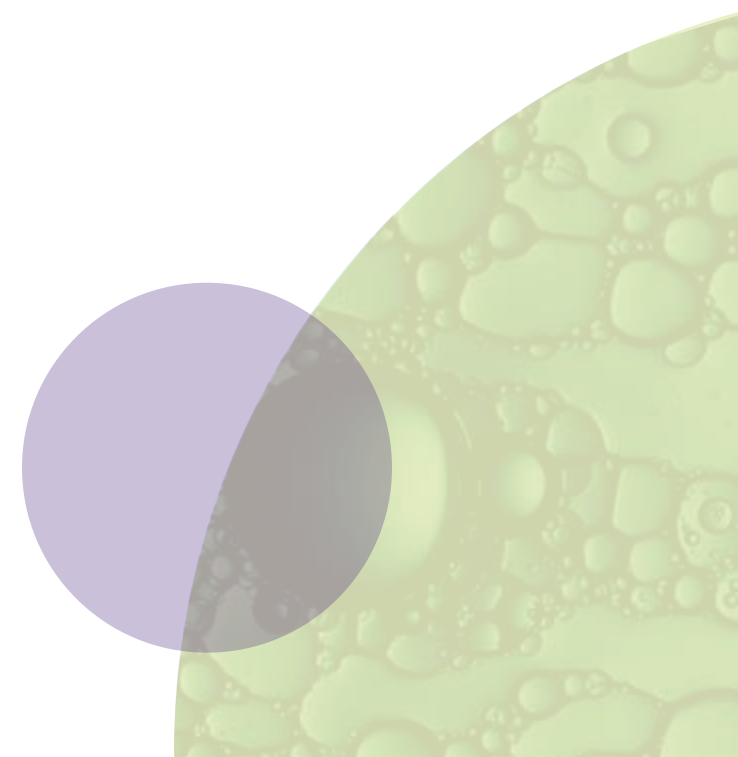
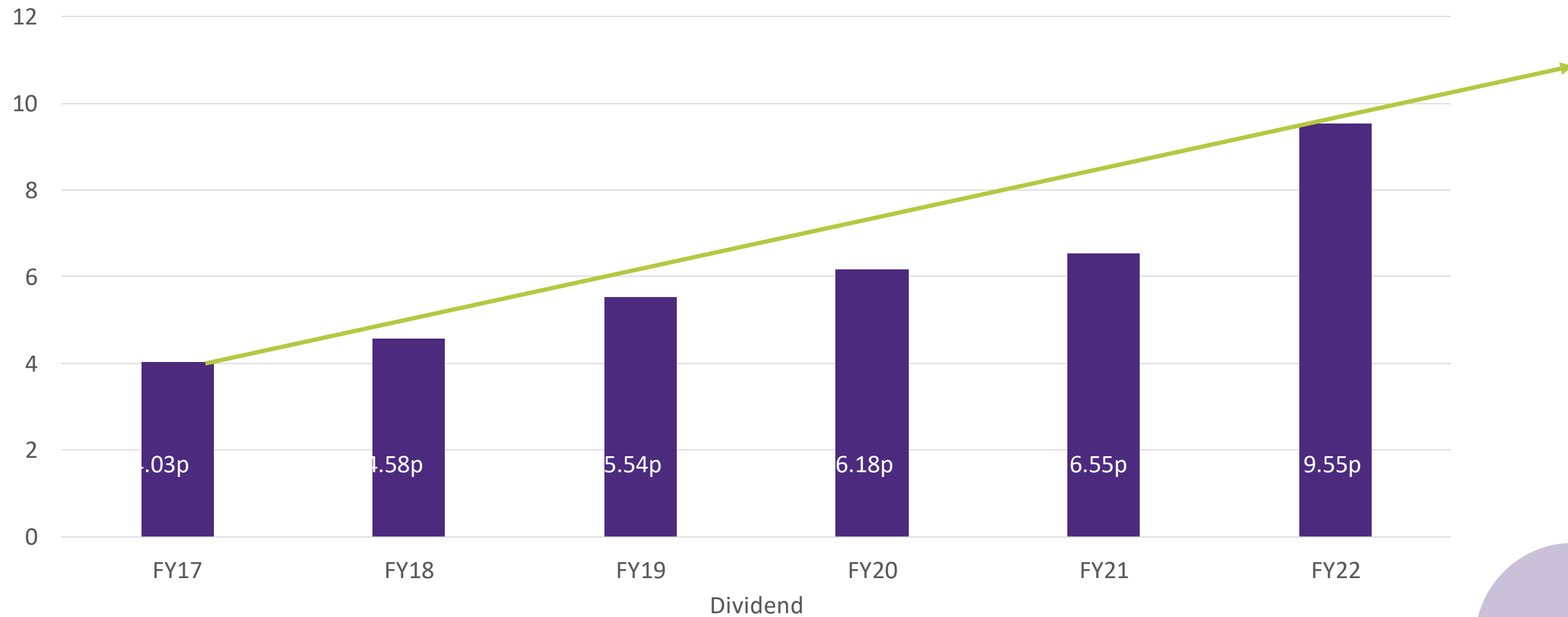
A Very Profitable Business

Gross profit
margin
80%

EBITDA
margin
25%

ROCE
21%

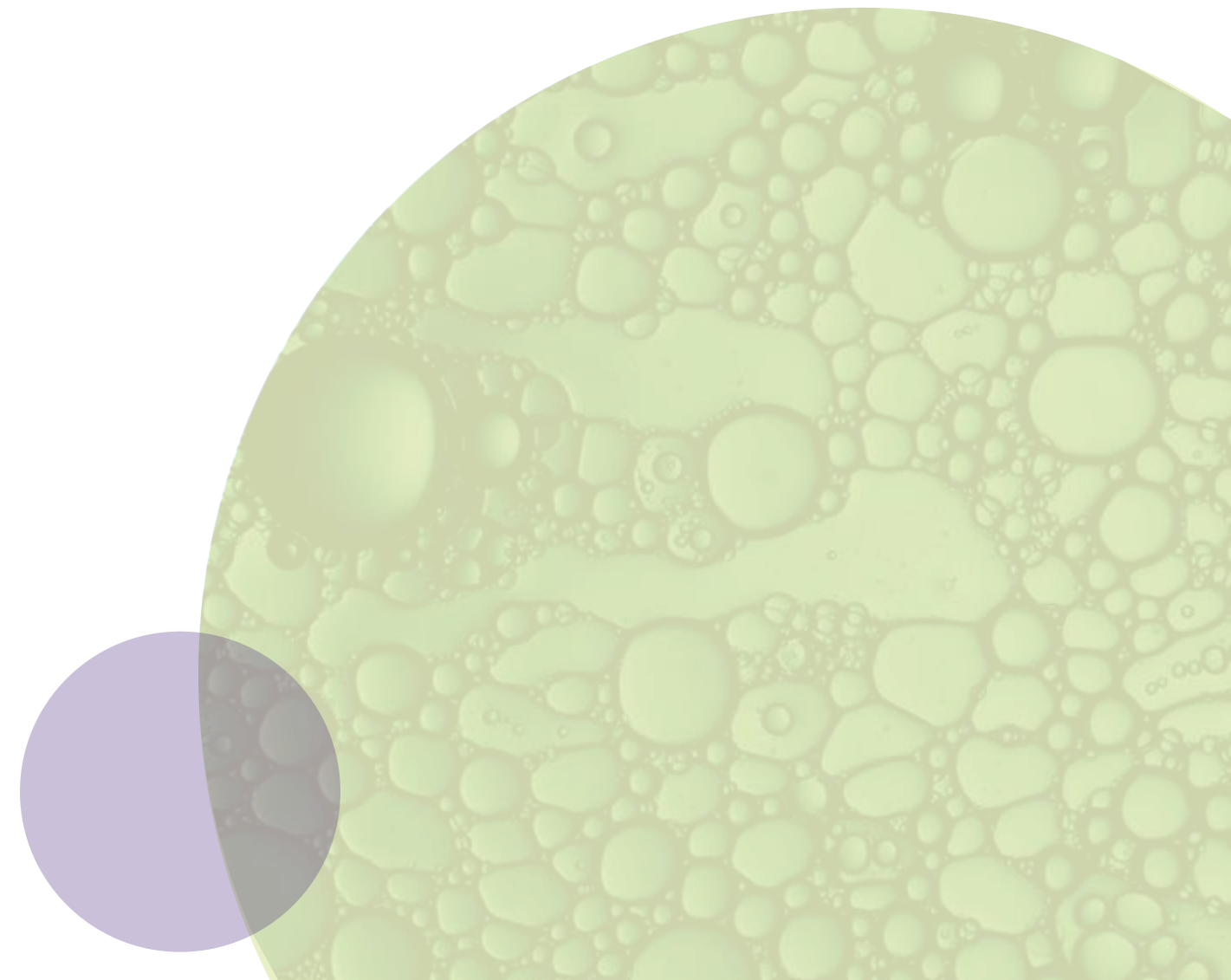
Consistent Cash Generation and Dividend Growth



Shareholder Returns

Float price 2005	37p
Current price	355p
Cumulative dividends paid since 2005	62p (£26.4m)

Simple, focussed, global opportunity



Thank you

Any Questions:

Please email tristel@walbrookpr.com

TristelTM