



**SHARE SOC
PRESENTATION**

**Paul Swinney, CEO
Liz Dixon, CFO**

19 October 2023

Our Company

- Global infection prevention
- Focus on healthcare
- Unique proposition: chlorine dioxide

TristelTM



A photograph showing Tristel products: a large white container of Tristel ULT WIPES, a smaller white container of Tristel ULT FOAM, and a smartphone on a stand displaying a Tristel app. To the right, a hand in a purple glove is shown sanitizing a white foam applicator.

Achieving decontamination of medical instruments by hand

cacheTM



A photograph showing a hand in a purple glove pouring yellow liquid from a bottle into a white wipe. To the right, a hand in a purple glove holds a clear plastic container labeled 'TANK' containing blue liquid.

Eliminating plastic wipes by separating the disinfectant from the wipe

Simple, focussed, global opportunity

Our Markets

Tristel™

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™

Cache sporicidal surface disinfection

Every surface in every hospital in every country

Year to 30 June 2023 = £3.4m

TAM = >£4bn

Financial Highlights FY23

- 22% revenue growth from continuing products to £36m (2022: £29.6m)
- Overseas revenue up 17% to £23.5m (2022: £20.1m)
- Gross margin 81% (2022: 80%)
- Adjusted EBITDA* margin of 25% (2022: 24%)
- Adjusted pre-tax profit* of £6.2m (2022: £4.5m)
- Adjusted EPS* of 10.67p (2022: 7.68p)
- Full year dividend up 10% to 10.50p (2022: 9.55p)
- Strong operating cashflow of £8.5m (2022: £5.6m)
- Net cash of £9.5 (2022: £8.9m)

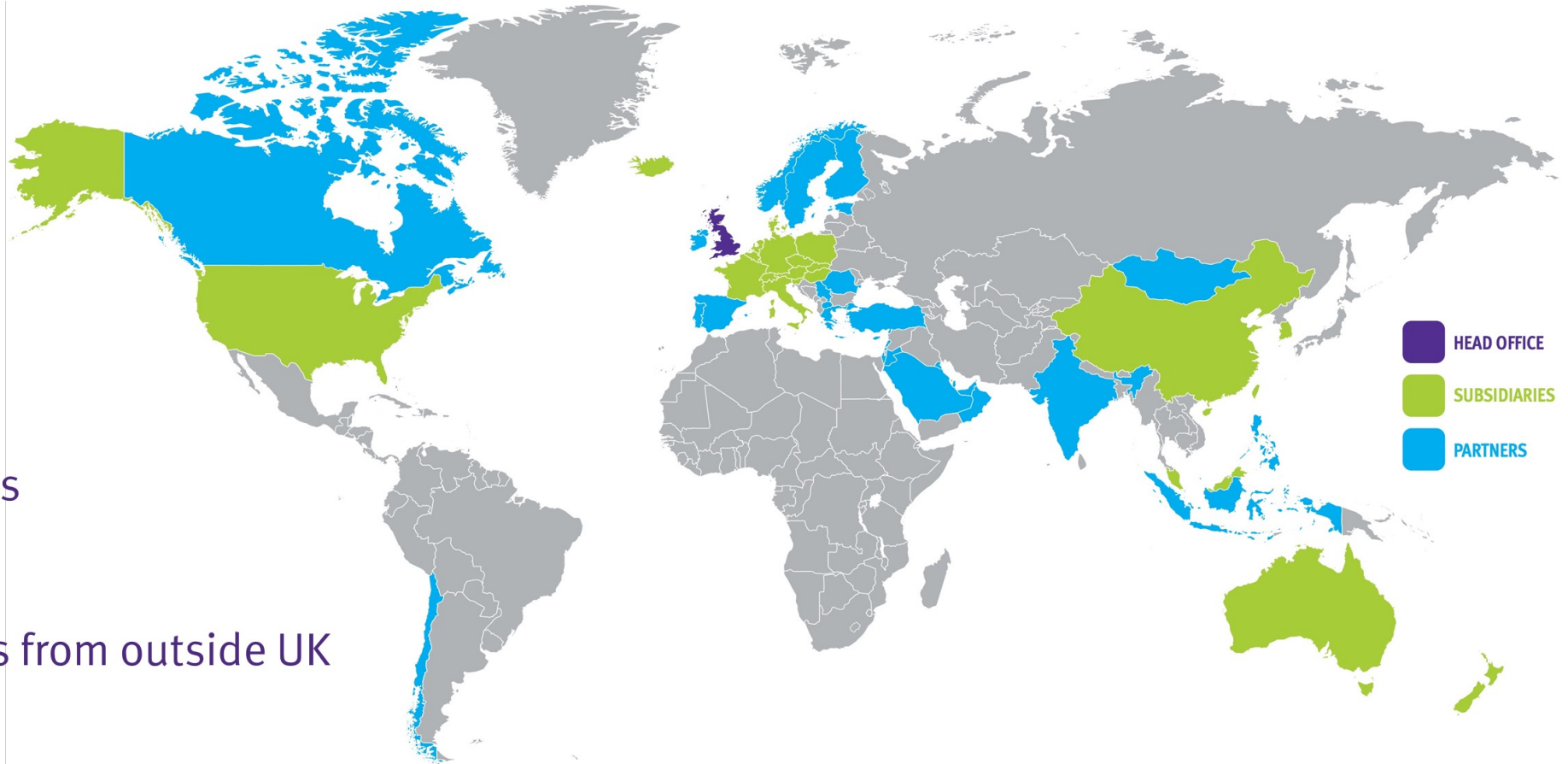
** before share-based payments and 2022 impairment of intangibles*

Our Global Footprint

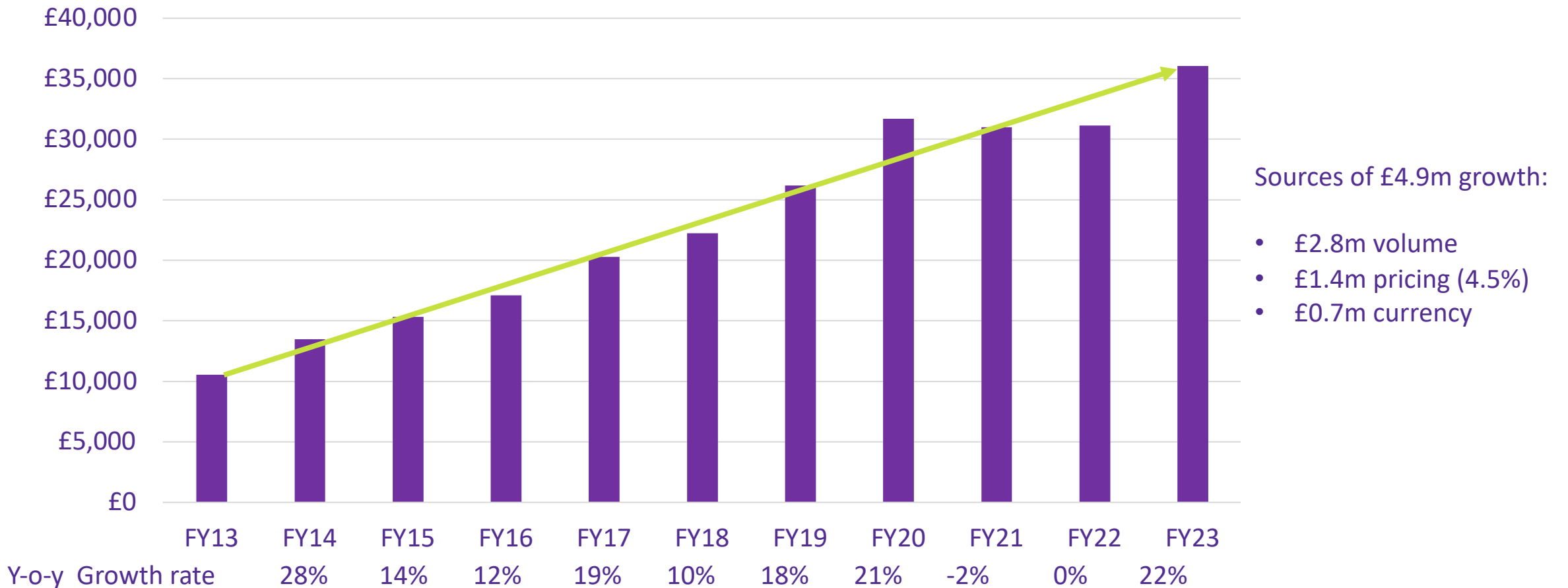
14 Subsidiaries

33 Countries

65% Revenues from outside UK



10 Year Growth - CAGR 13%



FY23 - FY25 Internal Financial Targets

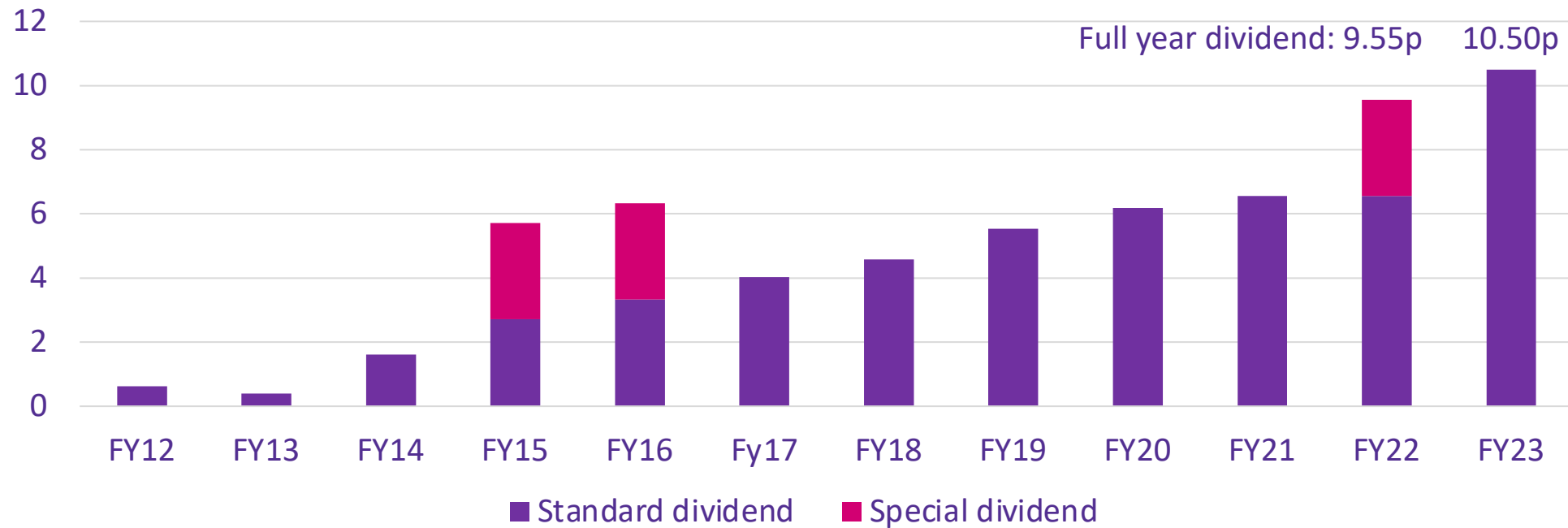
Growth & Profitability

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

Targets to be updated at Interims (February 2024)

Dividend

- New progressive year-on-year dividend policy. Increase in line with EPS with a minimum of 5%
- Full year dividend 2023 10.5p.
- Final dividend 2023 7.88p payable 22 December 2023
- Ex-dividend date 23 November 2023



Summary

Shareholder returns

- Float price (2005) of 37p
- Current price 390p
- Cumulative dividends since IPO 70p (£29m)

Your Company

- Revenue growth, profitable, no debt, progressive dividend
- Simple, focused, global opportunity

TSTL

Thank you
any questions?

Tristel™