



19 July 2017

Tristel plc
("Tristel" or "the Company")

Trading update & Notice of results

Tristel plc (AIM: TSTL), the manufacturer of infection prevention products, provides a trading update for the year ended 30 June 2017 in conjunction with today's Shareholder Open Day at its headquarters in Snailwell, Cambridgeshire.

For the year ended 30 June 2017 Tristel will record turnover in excess of £20 million (2016: £17.1 million) and pre-tax profit (before share-based payments) of at least £4 million (2016: £3.3 million). Both turnover and pre-tax profit are ahead of market expectations. In the second half, revenue from overseas markets contributed 50% of the Group total compared to 43% in the first half, and for the full year overseas revenue represented 47% of Group revenue – a record level. Tristel has continued to generate significant levels of cash and at 30 June 2017 cash balances were £5.1 million (30 June 2016: £5.7 million). The Company has no debt.

During the year ended 30 June 2017, the Company spent £0.95 million on the acquisition of its Australian distributor, distributed an aggregate £2.8 million in dividends including a special dividend announced in July last year, incurred costs of £0.5 million in association with its North American market entry – the fruits of which were announced earlier in the month with our first submission to the EPA. The Company also invested US\$0.75 million in Mobile ODT, a business combining smartphone technology with hand-held medical devices for point-of-care diagnostics.

The Company will declare a final dividend for the year at the time of the preliminary results to be announced in October. The Board is currently considering its dividend policy and the ongoing cash requirements of the business as it continues its global expansion.

Shareholder Open Day

Tristel is today hosting an Open Day for Shareholders at the Company headquarters in Snailwell, Cambridgeshire. A presentation will be made during the Open Day; however, it will contain no new material information and will be available on the Company website: www.tristel.com/investor-centre

Notice of results

The Company expects to announce its preliminary results for the year ended 30 June 2017 on 19 October 2017.

Francisco Soler, Chairman of Tristel plc, comments: *"The Company enjoyed a very strong second half with overseas sales continuing to drive progress. The Australian acquisition that we announced at the Open Day event in July last year made a significant contribution to this growth and we consider it as having been a success. We are pleased that overseas sales in the year represented almost half of the total and we anticipate that our overseas operations will continue to expand."*

The information communicated in this announcement is inside information for the purposes of Article 7 of Regulation 596/2014

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