



29 July 2025

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

Trading Update
Results in line with market expectations

Tristel plc (AIM: TSTL), the manufacturer of infection prevention products, announces a trading update for the year ended 30 June 2025. The Company confirms another year of significant growth with results expected to be in line with market expectations and the Company's own performance targets.

The Company continues to see strong demand for its infection prevention products, with second half revenues increasing by 15% on a constant currency basis. Consequently:

- Revenues for the year were up 11% to £46.5m (FY 2024: £41.9m), in line with the Company's performance target for revenue growth (an annual average of 10-15% over three years).
- Strong growth (23%) in adjusted profit before tax* which is expected to be no less than £10.1m, in line with expectations (FY 2024: £8.2m).
- Tristel continues to be debt free and cash generative. Cash balances on 30 June 2025 were £12.8m (30 June 2024: £11.8m).

Matt Sassone, Chief Executive Officer of Tristel, commented: *"As I approach the one year mark as CEO, we are pleased to have delivered another year of strong growth, fully aligned with our strategic targets. Demand for our infection prevention technologies remains robust across all regions, including our newly established North American markets."*

"Achieving 11% revenue growth and a 23% uplift in adjusted profit before tax reflects both the resilience of our business model and the commitment of our global team. We have further strengthened our Board with the addition of our new CFO, Anna Wasyl, who will join us in September, and we look forward to capitalising on her expertise as we enter the next phase of growth. We remain debt-free, cash-generative, and confident in our ability to sustain this momentum as we look to the year ahead."

*adjusted for share based payments and exceptional items

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About Tristel plc

Tristel plc is a global infection prevention company focussed on the manufacture and supply of products using its unique proprietary chlorine dioxide (ClO₂) chemistry. The Company is a market leader in manual decontamination of medical devices, supplying hospitals under the **Tristel** brand, and under the **Cache** brand provides products for sporicidal surface disinfection, a more sustainable alternative to commonly used pre-wetted plastic wipes.

Tristel's head office and manufacturing facility is located in Snailwell, near Cambridge, and operates globally employing approximately 270 people across 16 subsidiaries selling into 40+ countries. The Company targets annual revenue growth of between 10% and 15% and an EBITDA margin of at least 25% and the business is profitable, with no debt and has a progressive dividend policy.

The Company has been listed on the London Stock Exchange's AIM market since 2005 (AIM: TSTL).

For more information about Tristel's product range please visit: <https://tristel.com>