



**31 DECEMBER 2023
TRISTEL PLC INTERIM RESULTS
INVESTOR PRESENTATION**

Paul Swinney, CEO
Liz Dixon, CFO
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26–28 February 2024

Our Company

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

Tristel



Decontamination of medical instruments by hand

cache™



Hospital surface disinfection: sporicidal efficacy & sustainability

Simple, focussed, global opportunity

Multiple Revenue Sources Within The Hospital

Tristel

Department	Medical Device	% of Group revenue
Obs & gynae	Trans-vaginal u/sound probes	38%
Radiology	Trans-rectal u/sound probes	
Hospital wide	Skin-surface u/sound probes	
ENT	Nasendoscopes	20%
Cardiology	Echo cardio probes	18%
A&E & theatres	Intubation laryngoscopes	4%
Ophthalmology	Tonometers	3%
Urology	Cystoscopes	2%
Other	Various	7%

Status: "Global market leader in manual high-level disinfection of medical devices"

cache™

Area	Surface	% of Group revenue
Hospital wide	Mattresses	8%
	IV Poles	
	Trolleys	
	Commodes	
	Floors	
	Walls	
	High touch points	

Ambition: "Global market leader in emerging niche - sporidical surface disinfectants"

Financial Highlights

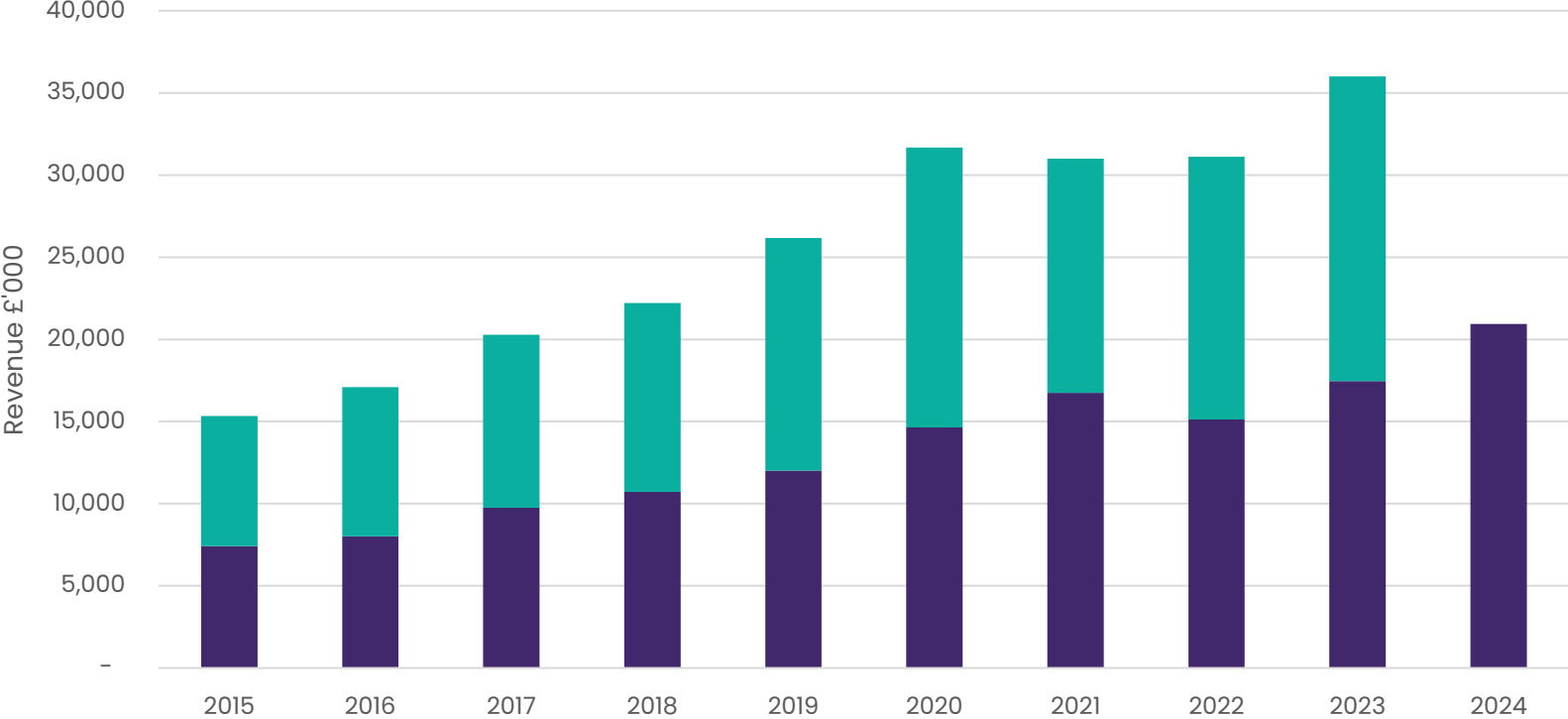
- 20% growth in turnover to a record level of £20.9m (2022: £17.5m)
- Overseas sales continue to grow, up 13% to £12.7m (2022: £11.2m)
- Reported EBITDA up 21% to £4.7m (2022: £3.9m)
- Adjusted* EBITDA up 18% to £5.4m (2022: £4.6m), a margin of 26% (2022: 26%)
- Reported profit before tax up 44% to £3.4m (2022: £2.4m)
- Adjusted* profit before tax up 34% to £4.1m (2022: £3.1m)
- Reported EPS up 104% to 6.50p (2022: 3.19p)
- Adjusted* EPS of 8.68p up 87% (2022: 4.65p).
- Doubling of interim dividend to 5.24p per share (2022: 2.62p)
- Cash and deposits of £10.8m (2022: £8.4m), no debt

* before share-based payments

Operational Highlights

- First manufacture and launch of Tristel ULT into the United States ultrasound market
- Approval of Tristel ULT by Health Canada post period end
- UK & EU Medical Device Regulation reviews of Cache Tank and Capsule successfully concluded and positive recommendation for UKCA and MDR certification has been made (post-period end)

10 Year H-O-H Sales Growth Record



Sources of £3.4m period on period growth:

- £1.5m volume
- £1.9m pricing

Y-o-y Growth rate

14% 12% 19% 10% 18% 21% -2% 0% 16% 20%

Sales Growth by Geography

£m	Geography	2023-24	2022-23	Period on period change	% change
Direct	Australasia	2.3	2.2	0.1	5%
Direct	China & Hong Kong	1.0	1.0	-	-
Direct	Malaysia & Singapore	0.4	0.4	-	-
Direct	Western Europe	3.0	2.7	0.3	11%
Direct	Central Europe	3.3	2.9	0.4	14%
Direct	Southern Europe	0.7	0.6	0.1	17%
3rd party distributors	31 countries	2.0	1.4	0.6	43%
	Total overseas sales	12.7	11.2	1.5	13%
Direct	Total UK sales	8.2	6.3	1.9	30%
	Global sales	20.9	17.5	3.4	20%

Sales Growth by Portfolio and Channel

£m	Channel	2023-24	2022-23	Period on Period change	% change
Tristel Hospital Medical Device Decontamination	UK direct	6.6	4.6	2.0	43%
	EMEA direct	6.6	5.8	0.8	14%
	APAC direct	3.3	3.1	0.2	6%
	Worldwide distributors	1.8	1.2	0.6	50%
		18.3	14.7	3.6	25%
Cache Hospital Surface Disinfection	UK direct	1.2	1.2	-	-
	EMEA direct	0.2	0.2	-	-
	APAC direct	0.2	0.3	(0.1)	(33%)
	Worldwide distributors	0.1	0.1	-	-
		1.7	1.8	(0.1)	(6%)
Other	All geographies and channels	0.9	1.0	(0.1)	(10%)
Total		20.9	17.5	3.4	20%

North America – Ultrasound Opportunity

- Tristel ULT: high-level disinfectant for endo-cavity probes & skin surface transducers approved by both FDA and Health Canada
- 50m ultrasound scans in North America require high-level disinfection annually
- Translates to a US\$100m p.a. Tristel/Parker revenue opportunity
- The incumbent market leader in ultrasound HLD is a machine. Not all probes can fit inside it, so an alternative must be found. The alternatives involve soaking – the least preferred option for Infection Preventionist. Several of our first adopters are using Tristel ULT in the same department as the HLD machine to overcome this.



North America – Ultrasound Progress

- 2018–2023:** Commercial partnership with Parker Laboratories developed for the manufacture and distribution of Tristel ULT in the USA and Canada
- June 2023:** USA FDA approves Tristel ULT
- June 2023:** Tristel ULT is launched at the American Infection Prevention Congress (APIC), Orlando
- October 2023:** Parkers manufactures first batch of Tristel ULT
- October 2023:** Product sampling with leads generated at APIC and user feedback collected
- November 2023:** First sales of Tristel ULT
- January 2024:** Health Canada approves Tristel ULT
- Ongoing:** Parker is expanding its national sales force and Tristel is establishing a Boston office and transferring 2 of its senior business developers to North America

North America – Ophthalmology Opportunity

- Devices touching cornea require high-level disinfection (Spaulding Classification)
- Universally, they are only low-level disinfected
- Eye-related infection risks well known: conjunctivitis affects ~ 6m people annually in United States
- Devices are known to be a vector of transmission – eye clinic closures!
- Tristel OPH is the only high-level disinfectant in world specifically designed and approved for ophthalmology
- Tristel OPH global sales FY 24 ~ £1m (UK, France, Germany)
- Legal force of a regulatory approval could transform ophthalmic disinfection practice in North America – procedure numbers are substantial – 3m people in North America have glaucoma: multiple examinations throughout treatment.



North America – Ophthalmology Progress

Canada:

Canada Health approved Tristel OPH in June 2021

Innova Medical Ophthalmics, Toronto, appointed as national distributor for Canada in 2022

Alberta Health Services becomes first user

24 repeat users across Canada, 12% market penetration

USA:

510(K) submission based on Tristel ULT as the predicate is underway

FDA pre-submission meeting request scheduled on 6 March

Assuming a submission in Q1 FY25, the FDA's 90 day review timeframe will enable an approval by end calendar 2024

Distribution channel TBD

Manufacturing:

Parker Laboratories

Product Development



3T platform:

App-based Train, Trace and Test tool to record all steps of the decontamination process.



AI:

Capabilities incorporated into the app for objective verification that the key steps are performed correctly.



Colour change technology:

Visual indicators to ensure key steps in the decontamination process are performed correctly.

31 patent applications, 6 applications went to grant in the period. £100k invested in product development and £77k in securing and maintaining intellectual property protection.

FY23 – FY25 Financial Targets

- Sales growth in the range of 10% to 15% per annum as an annual average over three years
- EBITDA margin (excluding share-based payment charge) of at least 25%

Due to CEO succession new targets deferred until October 2024

ESG Highlights

- ESG strategy published
- Carbon Zero target of 2030 and route to success defined
- Carbon profiling of key products underway with packaging adjustments and reductions planned
- Partnership with ESG consultants to ensure best practice adhered to
- Recruitment into specialist sustainability officer role underway
- Board evaluation completed, assisted by external advisors. Resulting actions undertaken
- Numerous staff wellbeing and support initiatives in place, alongside local community connections

Doing the right thing, in the right way

Summary & Outlook

- A record set of results on all levels
- Significant growth opportunity in both portfolios
- Profitable, cash generative, debt free, progressive dividend
- Exciting future ahead

Simple, focussed, global opportunity



Any questions?



APPENDIX – INCOME STATEMENT

	Period ended 31.12.23	Period ended 31.12.22
	£'000	£'000
Turnover	20,943	17,463
Cost of sales	(3,401)	(3,322)
Gross profit	17,542	14,141
Gross margin %	84%	81%
Distribution expenses	(274)	(198)
Administrative and distribution expenses less other operating income	(11,833)	(9,353)
Net interest received / (paid)	58	(96)
Other operating income	-	13
Operating profit before amortisation & shared based payments	5,493	4,507
Amortisation and depreciation	(1,365)	(1,431)
Share based payments	(691)	(688)
Pre-tax profit	3,437	2,388
Tax charge /(credit)	(355)	(882)
Profit after tax	3,082	1,506
Basic EPS – pence	6.50	3.19
Diluted EPS – pence	6.31	3.14

APPENDIX – BALANCE SHEET

	31.12.23	31.12.22
Non-current assets	£'000	£'000
Goodwill	5,152	5,325
Intangible assets	4,579	3,828
Property, plant and equipment	8,369	7,968
Deferred tax	626	1,058
	18,726	18,179
Current assets		
Inventories	4,450	4,668
Trade and other receivables	6,226	6,394
Income tax receivable	625	1,160
Cash and short term investments	10,767	8,421
	22,068	20,643
Total assets	40,794	38,822

Continued...

APPENDIX – BALANCE SHEET ...Continued

	31.12.23	31.12.22
Capital and reserves	£'000	£'000
Share capital	475	473
Share premium account	14,530	14,010
Merger reserve	2,205	2,205
Foreign exchange reserve	(215)	123
Retained earnings	14,127	12,095
Non-controlling interests	7	7
Total equity	31,129	28,913
Current liabilities		
Trade and other payables	3,671	3,697
Other current liabilities	814	828
Total current liabilities	4,485	4,525
Deferred tax	41	654
Other non-current liabilities	5,139	4,730
Total liabilities	9,665	9,909
Total equity and liabilities	40,794	38,822

APPENDIX – CASH FLOW STATEMENT

	Period ended 31.12.23	Period ended 31.12.22
	£'000	£'000
Profit before tax	3,437	2,388
Add back non-cash items	1,997	2,121
Working capital movements	(222)	(316)
Interest received	125	-
Purchase of tangible fixed assets	(218)	(128)
Purchase of intangible assets	(300)	(295)
Payment of lease liabilities (IFRS16)	(426)	(450)
Dividends paid	(3,735)	(3,273)
Shares issued	342	14
Corporation tax paid	181	(533)
FX	41	10
Increase/(decrease) in cash	1,222	(462)