



**SHARE SOC  
PRESENTATION**

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

**19 October 2023**

# Our Company

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



Simple, focussed, global opportunity

# 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

# 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)

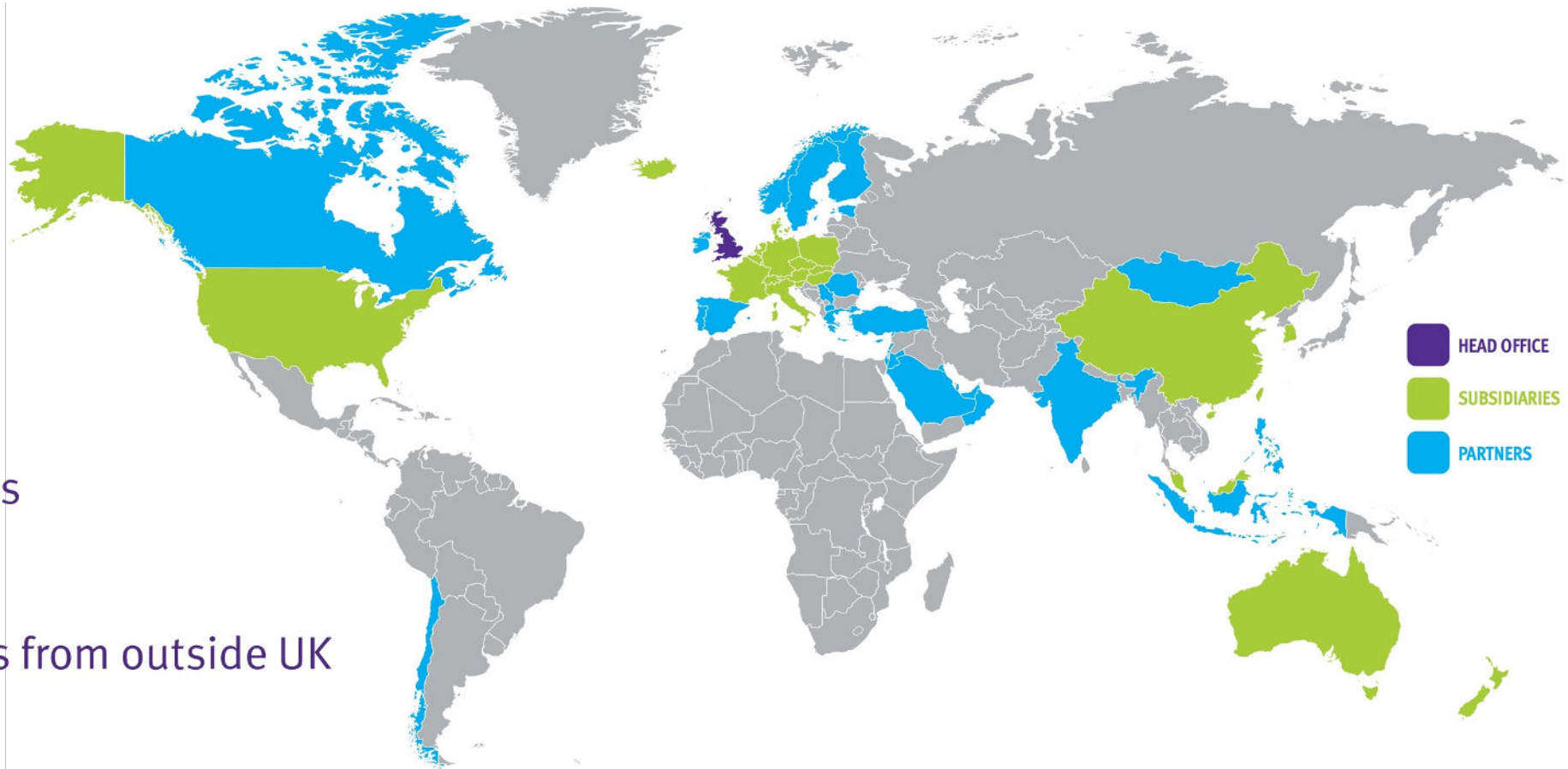
*\* before share-based payments and 2022 impairment of intangibles*

# Our Global Footprint

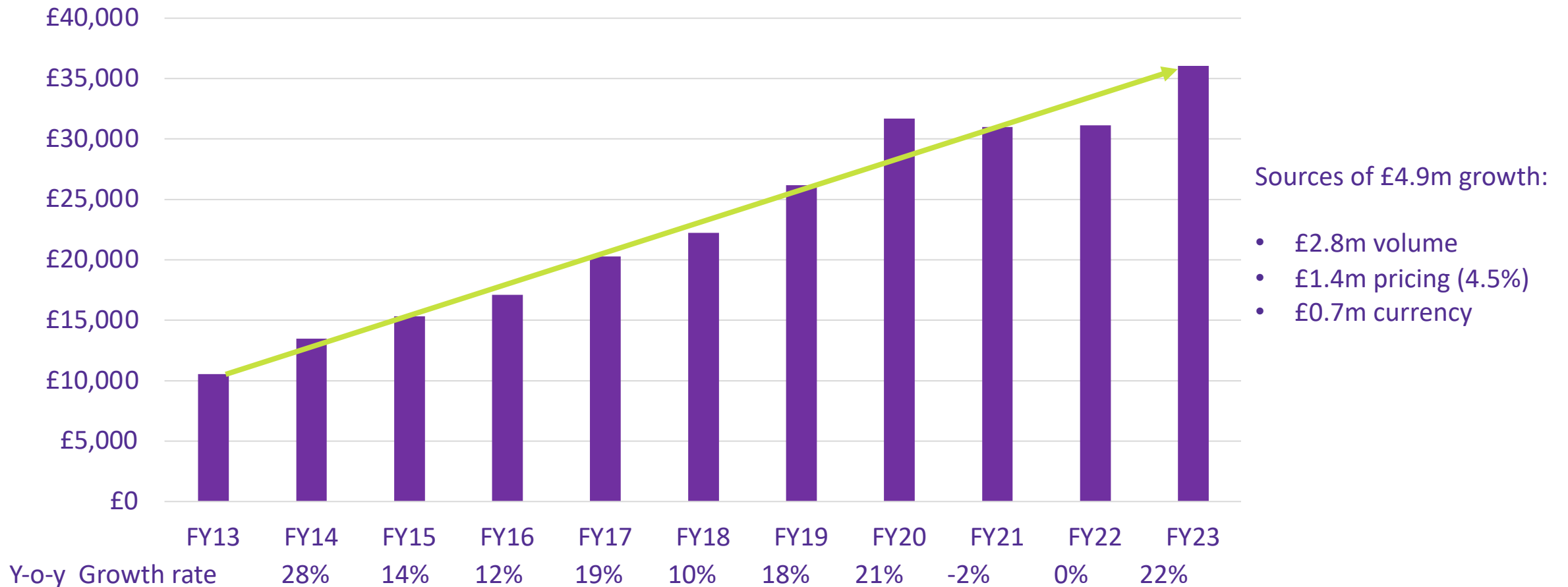
14 Subsidiaries

33 Countries

65% Revenues from outside UK



# 10 Year Growth - CAGR 13%



# FY23 - FY25 Internal Financial Targets

---

## Growth & Profitability

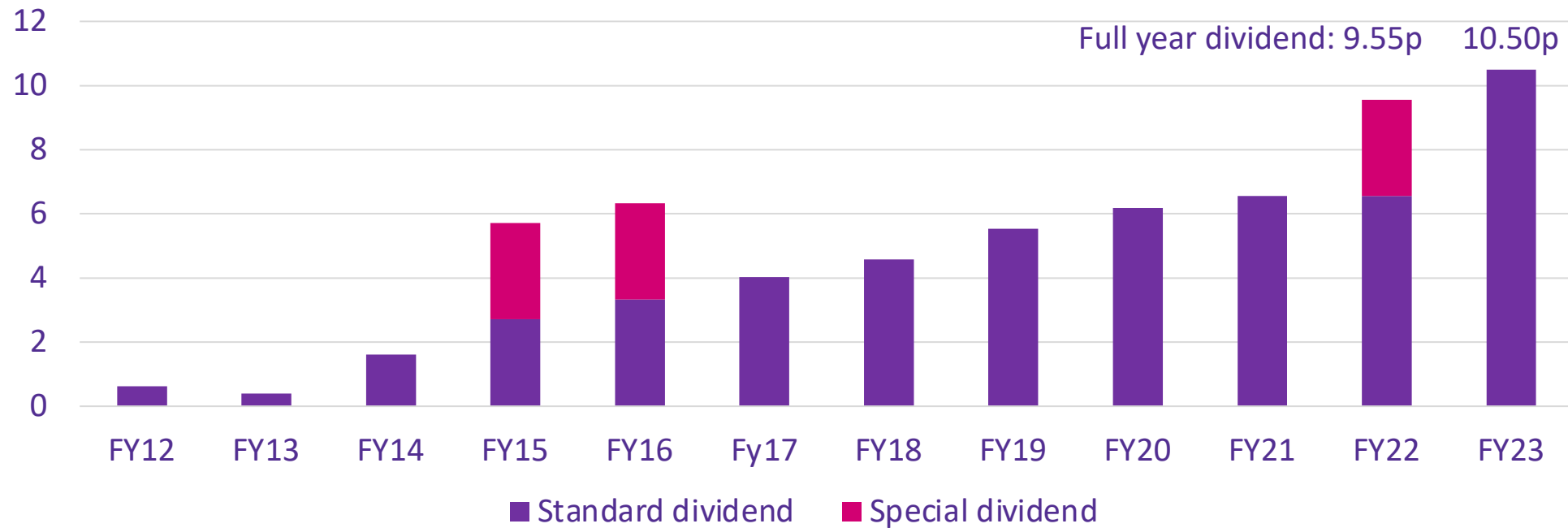
- Target annual revenue growth of 15% p.a. between 2022 & 2025
- Achieve an EBITDA margin of at least 25%

*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<sup>TM</sup>