

26 February 2024

# TRISTEL plc ("Tristel", the "Company" or the "Group")

# Half-year Report

#### Unaudited Interim Results for the six months ended 31 December 2023

Tristel plc (AIM: TSTL), the manufacturer of infection prevention products utilising proprietary chlorine dioxide technology, announces its interim results for the six months to 31 December 2023, exceeding internal growth targets by delivering 20% revenue growth and 44% growth in pre-tax profits. The Company also announces a doubling of its interim dividend payment.

The Company's core business is the sale to hospitals of its proprietary chlorine dioxide chemistry used for the decontamination of medical devices under the **Tristel** brand, and for the sporicidal disinfection of environmental surfaces under the **Cache** brand.

### **Financial highlights**

- Revenue up 20% to a record £20.9m (2022: £17.5m)
- Overseas sales 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)
- 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)
- No debt and cash of £10.8m (2022: £8.4m)

# **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 made post-period end

**Commenting on the interim results, Paul Swinney, Chief Executive of Tristel, said**: "We are delighted to report a record performance on all levels, alongside first sales into the North American market. Total revenue increased by 20% on last year, exceeding our internal revenue growth target.

"Adjusted profit before tax increased by 34% to £4.1m, and we have doubled our interim dividend, putting the Company on track for a record earnings year.

"Looking forward, we expect to make our second FDA submission, a 510(k) for Tristel OPH, our ophthalmic device high level disinfectant, in time for an approval by the end of 2024. Post period end, all reviews under both UK and EU Medical Device Regulations for Tank and Capsule, the newest additions to the Cache range, have been successfully concluded and a positive recommendation for UKCA and MDR certification has been made. This enables us to expand into the largely untapped sporicidal surface disinfection market.

"This six-month period represents the highest sales and profit performance that the Company has experienced in its thirty-year history, including during the early COVID era when demand for our products was unprecedented.

"I am thrilled that the Company continues to thrive and grow, with a pipeline of new product launches planned for the near term."

# CFO video overview & investor presentations

Please find a link to a video overview relating to the Company's interim results from the Group's Chief Financial Officer, Liz Dixon here: <a href="https://stream.brrmedia.co.uk/broadcast/65d7330135af67d51a41bd95">https://stream.brrmedia.co.uk/broadcast/65d7330135af67d51a41bd95</a>.

<sup>\*</sup>Adjusted for share-based payments of £0.7m (2022: £0.7m)

Paul Swinney, CEO, and Liz Dixon, CFO, will present the Company's results via the Investor Meet Company platform today at 11:30am GMT. The presentation will also be available for playback after the event. Investors can sign up to Investor Meet Company for free and add to meet Tristel plc via: https://www.investormeetcompany.com/tristel-plc/register-investor

An in-person presentation will take place today at 4:15pm for a 4:30pm start at 85 Gresham Street, London, EC2V 7NQ followed by refreshments. Please register to attend by contacting Walbrook PR on 020 7933 8780 or email <a href="mailto:tristel@walbrookpr.com">tristel@walbrookpr.com</a>.

# For further information please contact:

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Geoff Nash / Charlie Beeson (Corporate Finance) Sunila de Silva (ECM)

# **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 (ClO<sub>2</sub>) chemistry. The Company is a market leader in manual decontamination of medical devices, supplying hospitals under the <u>Tristel</u> brand, and under the <u>Cache</u> brand provides products for sporicidal surface disinfection, in a format which is a 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 250 people across 14 subsidiaries selling into 40 countries.

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: <a href="https://tristel.com">https://tristel.com</a>

#### Chairman's statement

#### Revenue

During the half revenue increased by 20%, reaching a record level of £20.9m.

Higher sales volume accounted for £1.5m of the £3.4m revenue growth and price increases accounted for the remaining £1.9m. This represents an average price increase of 12%, reflecting the global inflationary environment. In the UK the increase has been higher because of supply agreements which require fixed pricing extending into the future.

Tristel medical device sales grew by 25%, reaching £18.3m. In all counties in which we sell we continue to build our market leadership position. We are also benefiting from an increase in diagnostic procedure numbers as hospitals worldwide continue to tackle backlogs caused by the pandemic.

Post period end, we received confirmation that all reviews under the Medical Devices Regulation 2002 ("UK MDR") and the European Union Medical Device Regulation 2017/745 ("EU MDR") for approval of the Company's TANK ClO₂ Sporicidal Disinfectant system have successfully concluded and a positive recommendation for UKCA and MDR certification has been made. This now allows us to accelerate our sales activity throughout Europe. Cache sales were impacted by this delayed approval, decreasing slightly from £1.8m to £1.7m.

The Other revenue segment includes carriage and third-party products which are complementary to the Company's key strategic focus on infection prevention. Sales within this category declined marginally in the period.

### **Profits and margins**

Our gross margin increased to 84% in the half (2022: 81%), due to a combination of product mix and price increases.

Sales, general and administrative expenses were £11.9m (2022: £9.5m), a 27% increase. This cost growth is due to a combination of inflationary increases and the recruitment of an additional 27 staff into our sales, marketing and distribution areas. We implemented pay increases during 2023 to ensure our pay rates remain competitive and to secure staff retention.

Reported Group profit before tax increased by 44% to £3.4m (2022: £2.4m), and Group profit before tax and share-based payments increased by 34% to £4.1m (2022: £3.1m).

#### **Earnings and Dividend**

Reported earnings per share (EPS) were 6.50p, an increase of 104% from 3.19p last year.

EPS adjusted for share-based payments of £0.7m (2022: £0.7m) was 8.68p (2022: 4.65p). The increase in adjusted EPS relates in part to a lower tax rate of 10% (2022: 37%). The effective tax rate on operational results is 20%, however, the tax impact of the Group's share option plans decreased the overall effective tax rate for the period to 10%.

The share-based payment charge of £0.7m is derived from the Group's All-Staff share option scheme which is based upon periodic share option grants to staff members (£0.5m), and the Executive Management LTIP scheme (£0.2m). The All-Staff scheme is valued via the Black-Scholes model; the Executive Management scheme, which is linked to share price and profit targets, is valued via the Monte Carlo method. The Board believes that these share schemes help to retain staff and link their interests to shareholders. The value of share-based payments is significantly influenced by the volatility of the Company's share price, a factor that is out of the Board's control. As consequence, profit and earnings are reported on both an adjusted basis, adding back share-based payments, alongside unadjusted, so that the underlying profitability of the Company can be understood.

The Board is recommending an interim dividend of 5.24 pence (2022: 2.62 pence) to be paid on 12 April 2024. The associated ex-dividend date will be 21 March 2024 with a record date of 22 March 2024.

# **North America**

We now have clearance from both the FDA and Health Canada to sell Tristel ULT, our high-level disinfectant foam for use on endo-cavity ultrasound probes and skin surface transducers. We also have approval from Health Canada for Tristel OPH, our high-level disinfectant foam for use on ophthalmic and optometry medical devices. We will make a 510(K) submission to the FDA for this product during the summer of 2024 and expect clearance by the end of 2024.

We have established a manufacturing base for both products with our partner Parker Laboratories Inc., New Jersey, and will utilise Parker's national distribution network for the US and Canadian ultrasound markets. We are selling Tristel OPH through Innova Medical Inc., a specialist supplier of ophthalmic instruments into the Canadian market. We will put in place a distribution arrangement for the United States ophthalmic market in the second half of the year.

Parker's manufacturing processes have been validated by our quality team and production is now underway. The product has been through beta testing at a number of healthcare institutions in the United States, with very positive feedback. Parker Laboratories plans an extensive

marketing and trade show programme throughout 2024 and is in the process of expanding its salesforce in order to capitalise on the potential that Tristel ULT represents. During the first ten weeks of activity our revenue and royalty income from North America totalled £46k. We are very encouraged by this positive start.

In the second half of the year, we will procure office premises and recruit a small number of United States based staff to support Parker's marketing and sales efforts and establish a local regulatory capability.

# **CEO** succession

At the time of our AGM in December, Paul Swinney, the Company's founder and CEO of 30 years, announced his plans to retire in 2024 following a successful transition of leadership. A competitive selection programme is currently underway.

#### Outlook

With North America now an active territory for us and further product approvals in the pipeline, the business is in good shape. We continue to look forward to the future positively.

Bruno Holthof Chairman 26 February 2024

			Restated*	
		6 months ended	6 months ended	Year ended
		31-Dec-23	31-Dec-22	30-Jun-23
		(unaudited)	(unaudited)	(audited)
	Note	£'000	£'000	£'000
Revenue	2	20,943	17,463	36,009
Cost of sales		(3,401)	(3,322)	(6,834)
Gross profit	_	17,542	14,141	29,175
Distribution expenses	_	(274)	(198)	(323)
Admin expenses – share-based payments		(691)	(688)	(1,061)
Admin expenses – depreciation and amortisation		(1,365)	(1,431)	(2,618)
Admin expenses – other (sales, general and administration)		(11,833)	(9,353)	(19,896)
Total Admin expenses	_	(13,889)	(11,472)	(23,575)
Other operating income		-	13	4
Operating profit	_	3,379	2,484	5,281
Finance income		125	-	10
Finance costs		(67)	(96)	(179)
Profit before taxation	_	3,437	2,388	5,112
Taxation		(355)	(882)	(651)
Profit/(loss) for the period from continuing operations	<u>-</u> -	3,082	1,506	4,461
Profit/(loss) for the period attributable to the Group's equity shareholders	- -	3,082	1,506	4,461
Earnings per share from continuing operations				
attributable to equity holders of the parent				
Basic (pence)	5	6.50	3.19	9.44
Diluted (pence)	<del>-</del>	6.31	3.14	9.34

Earnings from continuing operations before interest, tax depreciation, amortisation and impairment for the period ended 31 December 2023 were £4,744,000. (Period ended 31 December 2022 restated £3,915,000). Year ended 30 June 23 £7,899,000. Restatement of 31 December 2022 was in relation to a restatement of figures relating to IFRS 16.

# Condensed Consolidated Statement of Comprehensive Income for the six months ended 31 December 2023

	6 months ended	6 months ended	Year ended
	31-Dec-23	31-Dec-22	30-Jun-23
	(unaudited)	(unaudited)	(audited)
	£'000	£'000	£'000
Profit for the period	3,082	1,506	4,461
Items that will be reclassified subsequently to Profit and loss			
Exchange differences on translation of foreign operations	64	188	(214)
Other comprehensive income for the period	3,146	188	4,247
Total comprehensive income for the period  Attributable to:	3,146	1,694	4,247
Equity holders of the parent	3,146	1,694	4,247
	3,146	1,694	4,247

Non-current assets		6 months ended	Restated	Year ended
Kon-current assets         (unaudited)         (unaudited)         (audited)         (audited) <th></th> <th>24 D 22</th> <th></th> <th>20 1 22</th>		24 D 22		20 1 22
Non-current assets         £ 1000				
Non-current assets         Solution         5,152         5,325         5,156           Intangible assets         4,579         3,828         4,757           Right of use assets         5,590         5,286         4,000           Property, plant and equipment         2,770         2,682         4,000           Deferred tax asset         626         1,058         1,286           Deferred tax asset         626         1,058         1,286           Deferred tax asset         626         1,058         1,286           Term of tax receivable         4,450         4,668         4,569           Trade and other receivables         6,226         6,394         7,018           Income tax receivable         625         1,610         7,018           Income tax receivable         6,500         6         2,432           Pother-term investments         6,000         6         2,432           Income tax receivable         4,776         8,421         7,11           Total assets         4,079         8,421         7,11           Total acquivalents         4,79         4,72         2,42           Share pernium account         14,53         14,01         14,18 <td< th=""><th></th><th>•</th><th></th><th></th></td<>		•		
Goodwill         5,152         5,325         5,156           Intangible assets         4,579         3,828         4,757           Right of use assets         5,599         5,286         4,905           Property, plant and equipment         2,770         2,682         2,922           Deferred tax asset         626         1,058         1,286           Every plant and equipment         1,070         2,682         2,922           Deferred tax asset         626         1,058         1,286           Income tax receivable         6,226         6,394         4,569           Trade and other receivables         6,226         6,394         7,081           Income tax receivable         6,260         6,394         7,081           Short-term investments         6,000         -         2,432           Caphal cash equivalents         4,079         3,421         7,111           Short-term investments         40,794         38,222         14,120           Caphal cash equivalents         40,794         38,222         14,120           Short-term investments         40,794         38,222         14,120           Share premium account         14,530         14,010         14,188	Non-current assets	1 000	1 000	1 000
Intangible assets         4,579         3,828         4,757           Right of use assets         5,599         5,286         4,905           Property, plant and equipment         2,770         2,682         2,922           Deferred tax asset         66         1,058         1,286           Ediffered tax asset         66         1,058         1,286           Current assets         8         4,450         4,668         4,668           Trade and other receivables         6,226         6,394         7,081           Income tax receivable         6,000         -         2,432           Short-term investments         6,000         -         2,432           Cash and cash equivalents         4,767         8,421         7,113           Total assets         4,767         8,422         7,113           Total assets         4,076         8,422         2,431           Share premium account         4,533         14,010         14,188           Merger reserve         2,205         2,205         2,205           Foreign exchange reserves         (2,15)         123         (2,79)           Retained earnings         1,112         2,809         3,674           Total eq		5 152	5 225	5 156
Right of use assets         5,599         5,286         4,905           Property, plant and equipment         2,770         2,682         2,922           Deferred tax asset         626         1,058         1,286           Current assets         18,726         18,179         19,006           Current assets         4,450         4,668         4,568           Inventories         4,450         4,668         4,568           Trade and other receivables         6,226         6,394         7,081           Income tax receivable         6,000         1,160         4,432           Short-term investments         6,000         4,432         4,711           Short-term investments         6,000         4,432         7,113           Short-term investments         6,000         4,432         7,113           Short-term investments         4,000         4,821         7,113           Take and cash equivalents         4,079         8,421         7,113           Short-term investments         4,079         8,421         7,113           Total assets         4,079         4,73         4,74           Short-term investments         1,102         4,70         4,72           Share pr				
Property, plant and equipment         2,770         2,682         2,928           Deferred tax asset         626         1,058         1,286           Current assets         18,726         18,179         19,026           Eventa sets         1 <th< td=""><td></td><td></td><td></td><td></td></th<>				
Deferred tax asset         66         1,058         1,286           Current assets         18,726         18,179         19,026           Inventories         4,450         4,668         4,559           Trade and other receivables         6,226         6,394         7,081           Income tax receivable         65         1,160         1,146           Short-term investments         6,000         -         2,432           Captal and cash equivalents         4,767         8,211         7,113           Total assets         22,068         20,643         22,431           Total and reserves         22,008         20,643         22,431           Share premium account         40,794         38,22         41,367           Share premium account         44,55         473         474           Share premium account         14,530         14,010         14,188           Merger reserve         2,205         2,205         2,005           Foreign exchange reserves         (215)         123         (279)           Retained earnings         14,127         2,905         3,077           Total equity         3,671         3,697         4,81           Current liabilities				
Current assets         18,709         18,179         19,026           Inventories         4,450         4,668         4,568           Trade and other receivables         6,226         6,394         7,081           Income tax receivable         6,500         1,160         1,146           Short-term investments         6,000         -         2,432           Cash and cash equivalents         4,767         8,421         7,11           Total assets         20,643         20,433         22,431           Captal and reserves         2,006         4,782         4,736           Called up share capital         475         473         474           Share premium account         14,530         14,010         14,188           Merger reserve         2,205         2,205         2,205         2,205           Foreign exchange reserves         (215)         12,3         (279)           Retained earnings         14,127         12,095         14,089           Equity attributable to equity holders of parent         31,122         28,906         30,671           Total equity         3,671         3,697         4,801           Turent liabilities         3,671         3,697         4,801		•		
Current assets         Inventories         4,450         4,668         4,569           Trade and other receivables         6,226         6,394         7,081           Income tax receivable         625         1,160         1,146           Short-term investments         6,000         -         2,432           Cash and cash equivalents         4,767         8,421         7,113           Cash and reserves         40,794         38,822         41,367           Capital and reserves           Called up share capital         475         473         474           Share premium account         14,530         14,010         14,188           Merger reserve         2,205         2,205         2,205           Foreign exchange reserves         (215)         12,309         14,089           Retained earnings         14,127         12,095         14,089           Equity attributable to equity holders of parent         31,122         28,906         30,684           Equity attributable to equity holders of parent         31,122         28,906         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         -         - <td>Deferred tax asset</td> <td></td> <td></td> <td></td>	Deferred tax asset			
Inventories         4,450         4,668         4,569           Trade and other receivables         6,226         6,394         7,081           Income tax receivable         625         1,160         1,146           Short-term investments         6,000         -         2,432           Cash and cash equivalents         4,767         8,421         7,113           Cash and reserves         40,794         38,822         41,367           Capital and reserves           Called up share capital         475         473         474           Share premium account         14,530         14,010         14,188           Merger reserve         2,205         2,205         2,205           Foreign exchange reserves         (215)         12,205         1,209           Retained earnings         14,127         12,095         1,009           Retained earnings         31,122         28,906         30,677           Total equity         31,122         28,906         30,677           Total equity         3,671         3,697         4,801           Income tax payable         -         -         -         -           Current leased asset liabilities         4,88	Current assets		10,175	
Trade and other receivables         6,226         6,394         7,081           Income tax receivable         625         1,160         1,146           Short-term investments         6,000         -         2,432           Cash and cash equivalents         4,767         8,421         7,113           Cash and cash equivalents         40,794         38,822         41,367           Total assets         40,794         38,822         41,367           Capital and reserves         8,475         473         474           Share premium account         14,530         14,010         14,188           Merger reserve         2,205         2,205         2,205           Foreign exchange reserves         (215)         123         (279)           Retained earnings         14,127         12,095         14,089           Equity attributable to equity holders of parent         31,122         28,906         30,677           Minority interest         7         7         7           Total equity         33,122         28,913         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         10           Co		4.450	4 668	4 569
Income tax receivable         625         1,160         1,44           Short-term investments         6,000         -         2,432           Cash and cash equivalents         4,767         8,421         7,113           Cash and cash equivalents         40,794         38,822         20,643           Total assets         40,794         38,822         41,367           Capital and reserves           Called up share capital         475         473         474           Share premium account         14,530         14,010         14,188           Merger reserve         2,205         2,205         2,205           Foreign exchange reserves         (215)         123         (279)           Retained earnings         14,127         12,095         14,089           Equity attributable to equity holders of parent         31,122         28,906         30,677           Minority interest         7         7         7           Total equity         3,671         3,697         4,801           Income tax payable         -         -         103           Current leased asset liabilities         4,485         4,525         5,763           Total current liabilities         4,485		•		
Short-term investments         6,000         -         2,432           Cash and cash equivalents         4,767         8,421         7,113           Cash and cash equivalents         4,767         8,421         7,113           Total assets         22,068         20,643         22,431           Total assets         40,794         38,822         41,367           Capital and reserves         2         475         473         474           Share premium account         475         473         474           Share premium account         14,530         14,010         14,188           Merger reserve         2,205         2,205         2,205         2,205           Foreign exchange reserves         (215)         123         (279)         14,010         14,188           Merger reserve         2,205         2,205         2,205         2,205         2,205         2,205         2,205         2,205         12,305         14,010         14,188         14,010         14,018         14,019         14,019         14,019         14,019         14,019         14,019         14,019         14,019         14,019         14,019         14,019         14,019         14,019         14,019         14,019				
Cash and cash equivalents         4,767         8,421         7,113           Total assets         20,648         20,643         22,431           Total assets         40,794         38,822         41,367           Capital and reserves         8,421         4,767         4,767         4,767         4,767         4,767         4,767         4,767         4,767         4,767         4,767         4,767         4,767         4,767         4,767         4,77         4,77         4,77         4,77         4,77         4,77         4,77         4,77         7			-	
Total assets         22,068         20,643         22,431           Total assets         40,794         38,822         41,367           Capital and reserves         8         475         473         474           Share premium account         14,530         14,010         14,188           Merger reserve         2,205         2,205         2,205           Foreign exchange reserves         (215)         123         (279)           Retained earnings         14,127         12,095         14,089           Equity attributable to equity holders of parent         31,122         28,906         30,677           Minority interest         7         7         7         7           Total equity         31,122         28,913         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current leased asset liabilities         41         654         599           Total liabilities         9,665         9,909         10,683		•	8.421	
Total assets         40,794         38,822         41,367           Capital and reserves         Called up share capital         475         473         474           Share premium account         14,530         14,010         14,188           Merger reserve         2,205         2,205         2,205           Foreign exchange reserves         (215)         123         (279)           Retained earnings         14,127         12,095         14,089           Equity attributable to equity holders of parent         31,122         28,906         30,677           Minority interest         7         7         7           Total equity         31,129         28,913         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current leased asset liabilities         41         654         599           Total liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909				
Capital and reserves         Called up share capital       475       473       474         Share premium account       14,530       14,010       14,188         Merger reserve       2,205       2,205       2,205         Foreign exchange reserves       (215)       123       (279)         Retained earnings       14,127       12,095       14,089         Equity attributable to equity holders of parent       31,122       28,906       30,677         Minority interest       7       7       7         Total equity       31,129       28,913       30,684         Current liabilities       3,671       3,697       4,801         Income tax payable       -       -       103         Current leased asset liabilities       814       828       859         Total current liabilities       4,485       4,525       5,763         Non-current leased asset liabilities       41       654       599         Non-current leased asset liabilities       5,139       4,730       4,321         Total liabilities       9,665       9,909       10,683	Total assets			
Called up share capital         475         473         474           Share premium account         14,530         14,010         14,188           Merger reserve         2,205         2,205         2,205           Foreign exchange reserves         (215)         123         (279)           Retained earnings         14,127         12,095         14,089           Equity attributable to equity holders of parent         31,122         28,906         30,677           Minority interest         7         7         7           Total equity         31,129         28,913         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current leased asset liabilities         41         654         599           Deferred tax         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683     <				
Share premium account       14,530       14,010       14,188         Merger reserve       2,205       2,205       2,205         Foreign exchange reserves       (215)       123       (279)         Retained earnings       14,127       12,095       14,089         Equity attributable to equity holders of parent       31,122       28,906       30,677         Minority interest       7       7       7         Total equity       31,129       28,913       30,684         Current liabilities       3,671       3,697       4,801         Income tax payable       -       -       -       103         Current leased asset liabilities       814       828       859         Total current liabilities       4,485       4,525       5,763         Non-current liabilities       41       654       599         Non-current leased asset liabilities       5,139       4,730       4,321         Total liabilities       9,665       9,909       10,683		475	473	474
Merger reserve         2,205         2,205         2,205           Foreign exchange reserves         (215)         123         (279)           Retained earnings         14,127         12,095         14,089           Equity attributable to equity holders of parent         31,122         28,906         30,677           Minority interest         7         7         7           Total equity         31,129         28,913         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current leased asset liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683				
Foreign exchange reserves         (215)         123         (279)           Retained earnings         14,127         12,095         14,089           Equity attributable to equity holders of parent         31,122         28,906         30,677           Minority interest         7         7         7           Total equity         31,129         28,913         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683	·			
Retained earnings         14,127         12,095         14,089           Equity attributable to equity holders of parent         31,122         28,906         30,677           Minority interest         7         7         7           Total equity         31,129         28,913         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current leased asset liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683				
Equity attributable to equity holders of parent         31,122         28,906         30,677           Minority interest         7         7         7           Total equity         31,129         28,913         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current leased asset liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683				
Minority interest         7         7         7           Total equity         31,129         28,913         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current leased asset liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683	-			
Total equity         31,129         28,913         30,684           Current liabilities         3,671         3,697         4,801           Income tax payable         -         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current leased asset liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683	Minority interest	-		
Current liabilities         Trade and other liabilities       3,671       3,697       4,801         Income tax payable       -       -       103         Current leased asset liabilities       814       828       859         Total current liabilities       4,485       4,525       5,763         Non-current liabilities       41       654       599         Non-current leased asset liabilities       5,139       4,730       4,321         Total liabilities       9,665       9,909       10,683		31,129	28,913	30,684
Income tax payable         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683			· · · · · · · · · · · · · · · · · · ·	<u> </u>
Income tax payable         -         -         103           Current leased asset liabilities         814         828         859           Total current liabilities         4,485         4,525         5,763           Non-current liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683	Trade and other liabilities	3,671	3,697	4,801
Total current liabilities         4,485         4,525         5,763           Non-current liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683	Income tax payable	-	, -	
Non-current liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683	Current leased asset liabilities	814	828	859
Non-current liabilities         41         654         599           Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683	Total current liabilities	4,485	4,525	5,763
Non-current leased asset liabilities         5,139         4,730         4,321           Total liabilities         9,665         9,909         10,683	Non-current liabilities			
Total liabilities         9,665         9,909         10,683	Deferred tax	41	654	599
Total liabilities         9,665         9,909         10,683				
		-		
	Total equity and liabilities	40,794	38,822	

# Condensed Consolidated Statement of Changes in Equity for the six months ended 31 December 2023

	Share Capital	Share Premium	Merger reserve	Foreign exchange reserve	Retained earnings	Total attributable to owners of the parent	Non-controlling interests	Total Equity
	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
30 June 2022 (restated)	473	13,996	2,205	(65)	13,078	29,687	7	29,694
Transactions with owners								
Dividends paid					(3,273)	(3,273)		(3,273)
Shares issued	-	14				14		14
Share-based payments					688	688		688
Deferred tax through equity					96	96		96
Total transactions with owners	-	14			(2,489)	(2,475)		(2,475)
Profit for the period ended 31 December 2022					1,506	1,506		1,506
Other comprehensive income: -								
Exchange differences on translation of foreign operations				188		188		188
Total comprehensive income				188	1,506	1,694		1,694
31 December 2022	473	14,010	2,205	123	12,095	28,906	7	28,913
Transactions with owners								
Dividends paid					(1,238)	(1,238)		(1,238)
Shares issued	1	178				179		179
Share-based payments					373	373		373
Deferred tax through equity					(96)	(96)		(96)
Total transactions with owners	1	178			(961)	(782)		(782)
Profit for the period ended 30 June 2023					2,955	2,955		2,955
Other comprehensive income: -								
Exchange differences on translation of foreign operations				(402)		(402)		(402)
Total comprehensive income				(402)	2,955	2,553		2,553
30 June 2023	474	14,188	2,205	(279)	14,089	30,677	7	30,684
Transactions with owners								
Dividends paid					(3,735)	(3,735)		(3,735)
Shares issued	1	342				343		343
Share-based payments					691	691		691
Total transactions with owners	1	342	-	-	(3,044)	(2,701)	-	(2,701)

# Condensed Consolidated Statement of Changes in Equity for the six months ended 31 December 2023 (continued)

Share Capital	Share Premium	Merger reserve	Foreign exchange reserve	Retained earnings	Total attributable to owners of the parent	Non-controlling interests	Total Equity
£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
1	342	-	-	(3,044)	(2,701)	-	(2,701)
				3,082	3,082		3,082
			64		64		64
-	-	-	64	3,082	3,146		3,146
475	14,530	2,205	(215)	14,127	31,122	7	31,129
	£'000	£'000 £'000 1 342	£'000 £'000 £'000 1 342 -	£'000         £'000         £'000         £'000           1         342         -         -           64         -         -         64	£'000         £'000         £'000         £'000         £'000           1         342         -         -         (3,044)           3,082         -         -         64         -         -         64         3,082	Share Capital         Share Premium         Merger reserve         Following reserve         Retained earnings reserve         owners of the parent owners of the parent owners of the parent owners of the parent reserve           £'000 <t< td=""><td>Share Capital         Share Premium         Merger reserve         Following reserve         Retained earnings reserve         owners of the parent interests         Mount of the parent interests           £'000</td></t<>	Share Capital         Share Premium         Merger reserve         Following reserve         Retained earnings reserve         owners of the parent interests         Mount of the parent interests           £'000

		6 months ended	6 months ended	Year ended
		31-Dec-2023	31-Dec-2022	30-Jun-2023
		(unaudited)	(unaudited)	(audited)
Cash flows from operating activities	Note	£'000	£'000	£'000
Group profit/(loss) before tax for the period		3,437	2,388	5,112
Adjustments to cash flows from non-cash items				
Depreciation of leased assets		505	500	1,000
Depreciation of plant, property & equipment		350	323	734
Amortisation of intangible asset		477	577	816
Impairment of intangible asset		33	33	68
Share-based payments - IFRS 2		691	688	1,061
Loss on disposal of PPE and intangible assets		-	-	69
Lease interest		66	92	177
Other interest		-	-	2
Finance income		(125)	-	(10)
	-	5,434	4,601	9,029
Working capital adjustments	-			
(Increase)/decrease in inventories		119	(248)	(149)
(Increase)/decrease in trade and other receivables		855	(543)	(1,230)
Increase/(decrease) in trade and other payables		(1,130)	475	1,330
Lease interest paid		(66)	(92)	(177)
Corporation tax paid		181	(533)	(313)
Net cash flow from operating activities	=	5,393	3,660	8,490
Cash flows from investing activities	-			
Interest received		125	-	10
Purchase of intangible assets		(300)	(295)	(1,570)
Purchase of property plant and equipment		(218)	(128)	(853)
Cash deposit to short-term investments		(3,568)	-	(2,432)
Net cash used in investing activities	=	(3,961)	(423)	(4,845)
Cash flows from financing activities	=			_
Payment of lease liabilities		(426)	(450)	(1,126)
Share issues		342	14	193
Dividends paid	4	(3,735)	(3,273)	(4,511)
Net cash used in financing activities	=	(3,819)	(3,709)	(5,444)
Net (decrease)/increase in cash and cash equivalents	=	(2,387)	(472)	(1,799)
Cash and cash equivalents at the beginning of the period		7,113	8,883	8,883
Exchange differences on cash and cash equivalents		41	10	29
Cash and cash equivalents at the end of the period	_	4,767	8,421	7,113
	-			_

# 1 Accounting policies

# **Basis of Preparation**

For the year ended 30 June 2023, the Group prepared consolidated financial statements under UK adopted international accounting standards. These condensed consolidated interim financial statements (the interim financial statements) have been prepared under the historical cost convention. They are based on the recognition and measurement principles of UK adopted international accounting standards which are effective from 1 July 2023.

**Forthcoming requirements:** This table lists the recent changes to the Standards that are required to be applied for annual periods beginning after 1 January 2023 and that are available for early adoption in annual periods beginning on 1 January 2023.

Effective date	
1 January 2024	Amendment to IAS 1 – Non-current liabilities with covenants
1 January 2024	Amendment to IAS 7 and IFRS 7 – Supplier finance
1 January 2024	Amendments to IAS 21 – Lack of exchangeability

There are no other standards that are not yet effective and that would be expected to have a material impact on the Group in the current or future reporting periods and on foreseeable future transactions.

None of the standards, interpretations and amendments effective for the first time from 1 July 2023 have had a material effect on the financial statements.

### **Accounting Policies**

The interim report is unaudited and has been prepared on the basis of IFRS accounting policies.

The accounting policies adopted in the preparation of this unaudited interim financial report are consistent with the most recent annual financial statements being those for the year ended 30 June 2023.

The financial information for the six months ended 31 December 2023 and 31 December 2022 has not been audited and does not constitute full financial statements within the meaning of Section 434 of the Companies Act 2006.

The financial information relating to the year ended 30 June 2023 does not constitute full financial statements within the meaning of Section 434 of the Companies Act 2006. This information is based on the Group's statutory accounts for that period. The statutory accounts were prepared in accordance with UK adopted international accounting standards and received an unqualified audit report and did not contain statements under Section 498(2) or (3) of the Companies Act 2006. These financial statements have been filed with the Registrar of Companies.

# 2 Segmental Analysis

At financial year end (June 2023), the Group reassessed its operating segments and considered that they should be based on geography rather than by product category as previously was the case. Group revenue lines are split into fourteen geographic regions, which span the different Group entities. In accordance with IFRS 8, aggregation criteria have been applied to six operating segments where similar economic characteristics are shared. The directors consider the operating segments to have similar economic characteristics as they have similar operating margins, and the nature of products sold, and customers are similar. Management considers these operating regions under six reportable segments. The geographic segments consider the location of the sale and product type sold, which is split into three subdivisions. The Company's operating segments are identified initially from the information which is reported to the chief operating decision maker which for Tristel is the CEO.

The first product division concerns the manufacture and sale of medical device decontamination products which are used primarily for infection control in hospitals. These products generate approximately 87% of Company revenues (2022: 84%).

The second division which constitutes 8% (2022: 10%) of the business activity, relates to the manufacture and sale of hospital environmental surface disinfection products.

The third division addresses the pharmaceutical and personal care product manufacturing industries, veterinary and animal welfare sectors and has generated 5% (2022: 6%) of the Company's revenues this year. A number of the products contained within this division were discontinued during the prior year.

The operation is monitored and measured on the basis of the key performance indicators of each segment, these being revenue and profit before tax, and strategic decisions are made on the basis of revenue and profit before tax generating from each segment.

#### 6 months ending 31 December 2023 (unaudited)

	Hospital medical device decontamination	Hospital environmental surface disinfection	Other revenues	Total 2023	Profit Before Tax
	£000	£000	£000	£000	£000
UK to UK and Overseas distributors	8,483	1,251	528	10,262	2,957
Australia	1,762	7	130	1,899	85
Germany	2,673	27	43	2,743	123
Western Europe	2,707	114	148	2,969	133
Italy	721	1	1	723	33
Other ROW	1,956	242	149	2,347	106
Total	18,302	1,642	999	20,943	3,437

# 6 months ending 31 December 2022 (unaudited)

	Hospital medical device decontamination	Hospital environmental surface disinfection	Other revenues	Total	Profit Before Tax
	£000	£000	£000	£000	£000
UK to UK and Overseas distributors	5,673	1,287	527	7,487	1,940
Australia	1,671	12	70	1,753	79
Germany	2,375	22	46	2,443	109
Western Europe	2,501	130	179	2,810	126
Italy	681	3	-	684	31
Other ROW	1,798	328	160	2,286	103
Total	14,699	1,782	982	17,463	2,388
Year ending 30 Ju	ne 2023 (audited)				
	Hospital medical device decontamination	Hospital environmental surface disinfection	Other revenues	Total	Profit Before Tax
	£000	£000	£000	£000	£000
UK to UK and Overseas distributors	11,895	2,381	1,017	15,293	4,179
Australia	3,504	22	134	3,660	165
Germany	4,979	40	89	5,108	230
Western Europe	5,244	240	347	5,831	262
Italy	1,429	5	-	1,434	65
Other ROW	3,766	608	309	4,683	211
Total	30,817	3,296	1,896	36,009	5,112

# 6 months ending 31 December 2023 (unaudited)

	Hospital medical device decontamination	Hospital environmental surface disinfection	Other revenues	Total	
	£000	£000	£000	£000	
Revenue					
From external customers	18,302	1,642	999	20,943	
Cost of material	(2,358)	(641)	(402)	(3,401)	
Gross profit	15,944	1,001	596	17,542	
Gross margin	87%	61%	60%	84%	
Centrally incurred ir individual segments:  Distribution costs	ncome and expense	es not attributable	e to		
	rtication of non finan	sial assats		(274)	
Depreciation and amo Other administrative e		ciai assets		(1,365) (11,833)	
Share-based payments				(691)	
Other income				-	
Operating profit	3,379				
Operating profit can be reconciled to Group profit before tax as follows:					
Finance income	58				
Total profit before tax	3,437				

# 6 months ending 31 December 2022 (unaudited)

	Hospital medical device decontamination	Hospital environmental surface disinfection	Other revenues	Total		
	£000	£000	£000	£000		
Revenue						
From external customers	14,699	1,782	982	17,463		
Cost of material	(2,226)	(719)	(387)	(3,332)		
Gross profit	12,473	1,063	595	14,131		
Gross margin	85%	60%	61%	81%		
Centrally incurred ir individual segments:	ncome and expense	es not attributable	to			
Distribution costs				(400)		
Depreciation and amo	rtisation of non-finan	cial assets		(188) (1,431)		
Other administrative e	expenses			(9,353)		
Share-based payments	S			(688)		
Other income				13		
Operating profit	2,484					
Operating profit can be reconciled to Group profit before tax as follows:						
Finance costs (expense)						
Total profit before tax				2,388		

# Year ending 30 June 2023 (audited)

	Hospital medical device decontamination	Hospital environmental surface disinfection	Other revenues	Total 2023		
	£000	£000	£000	£000		
Revenue						
From external customers	30,817	3,296	1,896	36,009		
Cost of material	(4,494)	(1,437)	(903)	(6,834)		
Gross profit	26,323	1,859	993	29,175		
Gross margin	85%	56%	52%	81%		
Centrally incurred in individual segments:	ncome and expense	es not attributable	e to			
Distribution costs				(222)		
Depreciation and amo	ortisation of non-finan	cial assets		(323) (2,618)		
Other administrative of	expenses			(19,896)		
Share-based payment	S			(1,061)		
Other income	4					
Operating profit	5,281					
Operating profit can be reconciled to Group profit before tax as follows:						
Finance (expense)				(169)		
Total profit before tax				5,112		

# 3 Income tax

The tax on profit before tax for the year is lower than the standard rate of corporation tax in the UK (2022 - higher than the standard rate of corporation tax in the UK) of 25% (2023 – 20.50%).

The differences are reconciled below:

	6 months ended 6 months ended		Year ended
	31 December 2023	31 December 2022	30 June 2023
	(unaudited)	(unaudited)	(audited)
	£000	£000	£000
Profit/(loss) before tax	3,437	2,388	5,112
Corporation tax at standard rate	859	490	1,048
Adjustment in respect of prior years	-	-	(529)
Expenses not deductible for tax purposes	266	17	285
(Decrease) from effect of patent box	(392)	-	(643)
Increase from effect of foreign tax rates	(5)	18	46
Tax losses not utilised and other differences	(341)	341	464
Remeasurement of deferred tax due to changes in tax rate	-	114	78
Enhanced relief on qualifying scientific research expenditure	(32)	(98)	(98)
Total tax charge	355	882	651

# 4 Dividends

Amounts recognised as distributions to equity holders in the year:

	6 months ended	6 months ended	Year ended
	31 December 2023	31 December 2022	30 June 2023
	(unaudited)	(unaudited)	(audited)
	£000	£000	£000
Ordinary shares of 1p each			
Final dividend for the year ended 30 June 2023 of 7.88p (2022: 3.93p) per share ** $$	3,734	1,856	1,856
Special dividend for the year ended 30 June 2023 Of 3.00p (2022: 3.00p)	-	1,417	1,417
Interim dividend for the year ended 30 June 2023 of 2.62p (2022: 2.62p) per share	-	-	1,238
	3,734	3,273	4,511
Proposed interim dividend for the year ended 30 June 2024 of 5.24p (2023: 2.62p) per share	2,485	1,237	-
=			-

<sup>\*\*</sup> Based on shares in issue at 22 December 2023 of 47,390,993 (14 December 2022 of 47,227,993).

The proposed interim dividend has not been included as a liability in the financial statements.

# 5 Earnings per share

The calculations of earnings per share are based on the following profits and number of shares:

	6 months ended	6 months ended	Year ended
	31 December 2023	31 December 2022	30 June 2023
	(unaudited)	(unaudited)	(audited)
	£000	£000	£000
Retained (loss)/profit for the period attributable to equity holders of the parent	3,082	1,506	4,461
	Shares	Shares	Shares
	'000	'000	'000
	Number	Number	Number
Weighted average number of ordinary shares for the purpose of basic earnings per share	47,420	47,227	47,247
Share options	1,404	723	111
<del>-</del>	48,824	47,950	47,358
Earnings per ordinary share			
Basic (pence)	6.50p	3.19p	9.44p
Diluted (pence)	6.31p	3.14p	9.34p
	£'000	£'000	£'000
Retained profit for the financial year attributable to equity holders of the parent	3,082	1,506	4,461
Adjustments:			
Impairment of intangible assets	-	-	-
Share-based payments	691	688	1,061
Tax on share-based payments	341	-	(483)
Net adjustments	1,032	688	578
Adjusted earnings	4,114	2,194	5,039
Adjusted basic earnings per ordinary share (pence)	8.68p	4.65p	10.67p