

# Tristel<sup>TM</sup>

**SHAREHOLDER OPEN DAY**

21 JULY 2016

**CHAIRMAN:** FRANCISCO SOLER

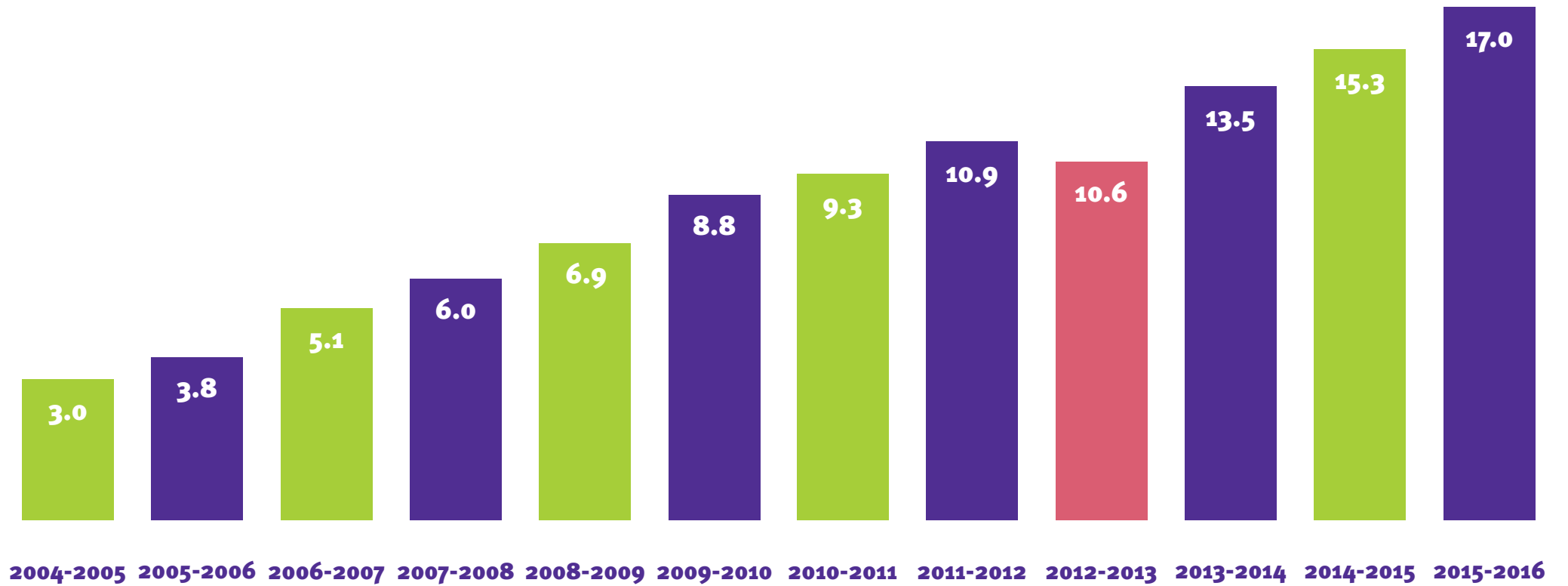
**CHIEF EXECUTIVE:** PAUL SWINNEY

**FINANCE DIRECTOR:** LIZ DIXON

# REVENUE

£ MILLIONS

COMPOUND ANNUAL GROWTH RATE OVER 11 YEARS: 17%



# REVENUE BY PORTFOLIO

£ MILLIONS

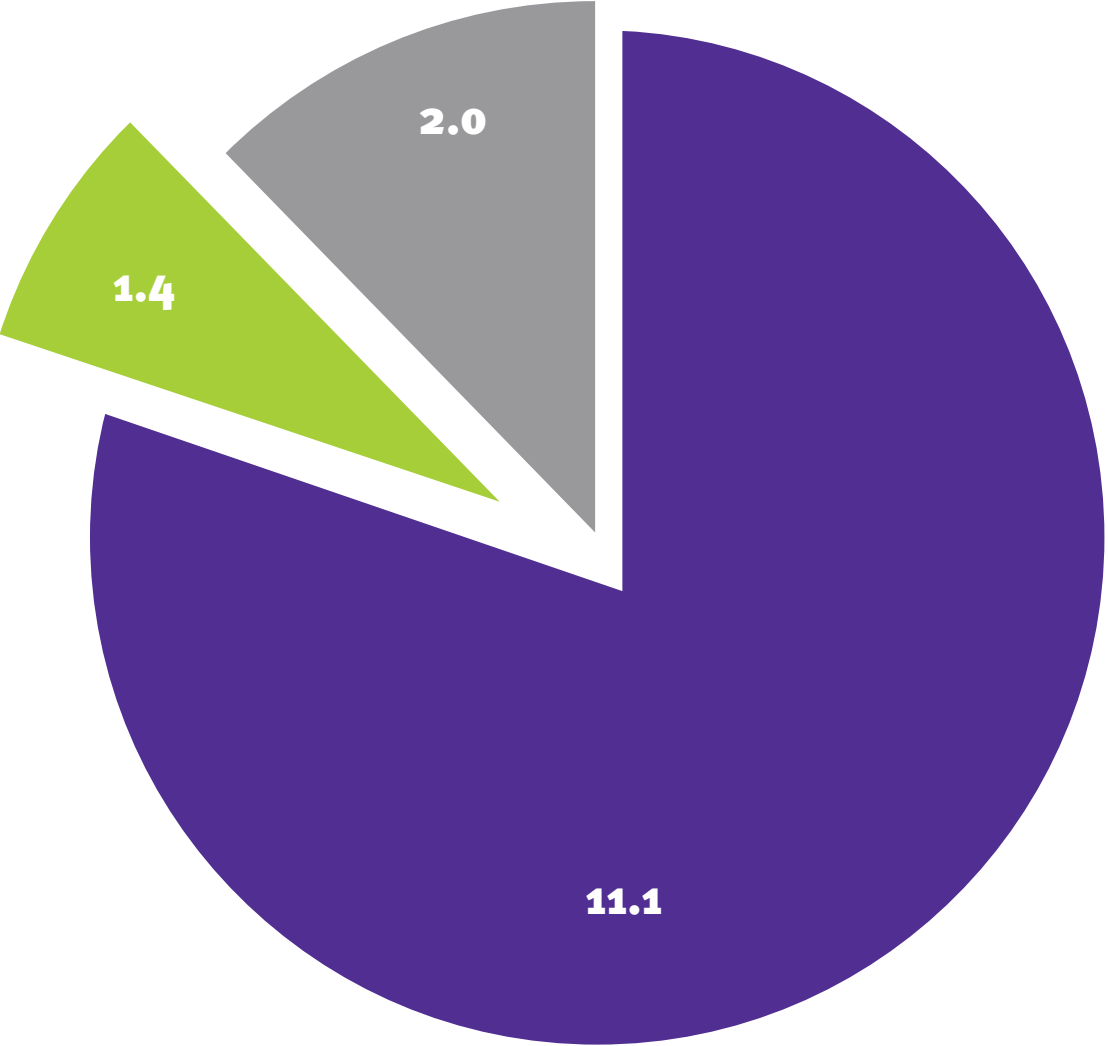
- Human Healthcare
- Contamination Control
- Animal Healthcare



# GLOBAL HOSPITAL REVENUE

£ MILLIONS

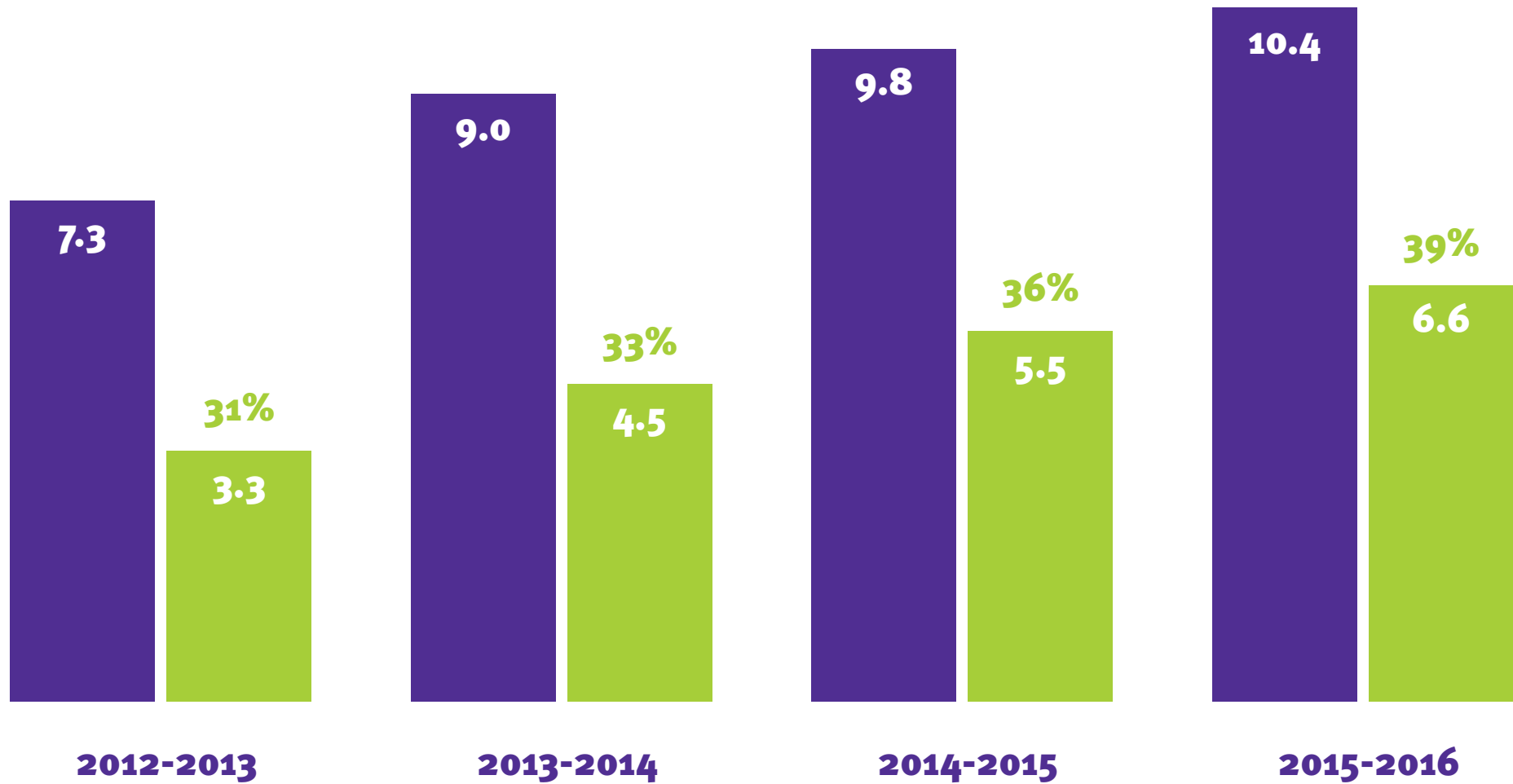
- Instruments
- Surfaces
- Other



# SALES BY GEOGRAPHY

£ MILLIONS

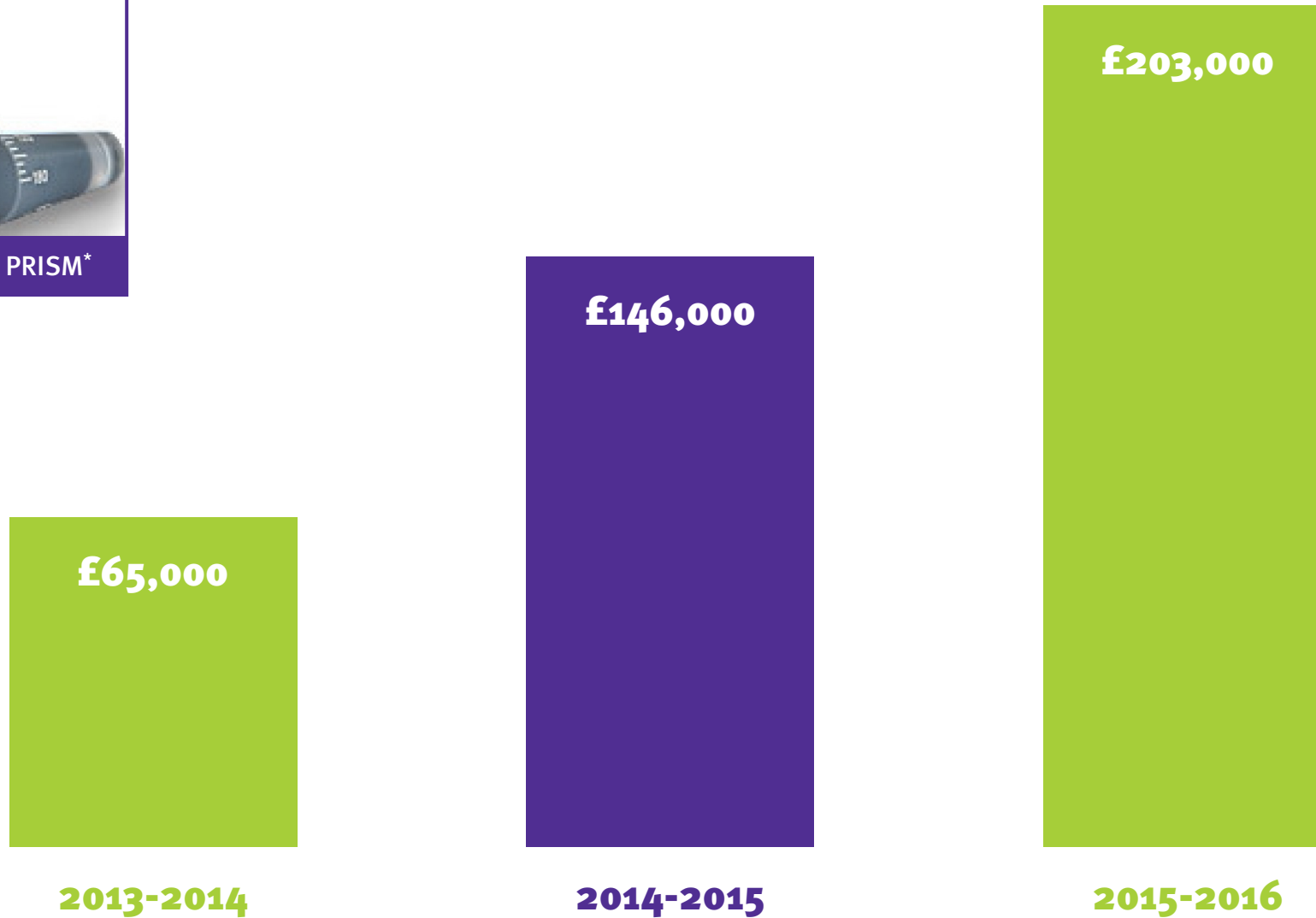
- UK
- Overseas



# GROUP OPHTHALMOLOGY REVENUE



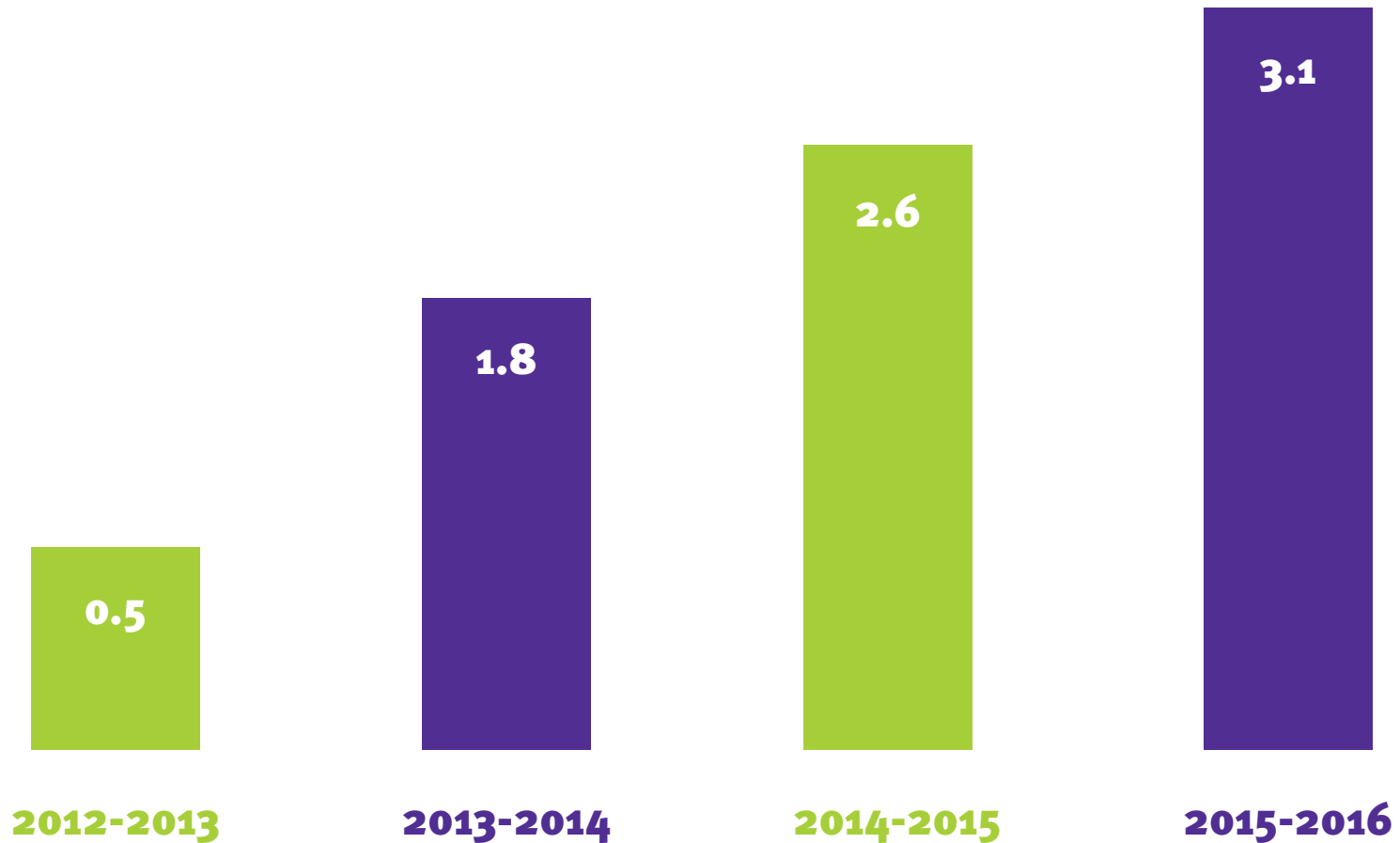
TONOMETER PRISM\*



\*[http://www.haag-streit-fareast.com/uploads/RTEmagicC\\_Selector\\_Prisms\\_26.jpg](http://www.haag-streit-fareast.com/uploads/RTEmagicC_Selector_Prisms_26.jpg)

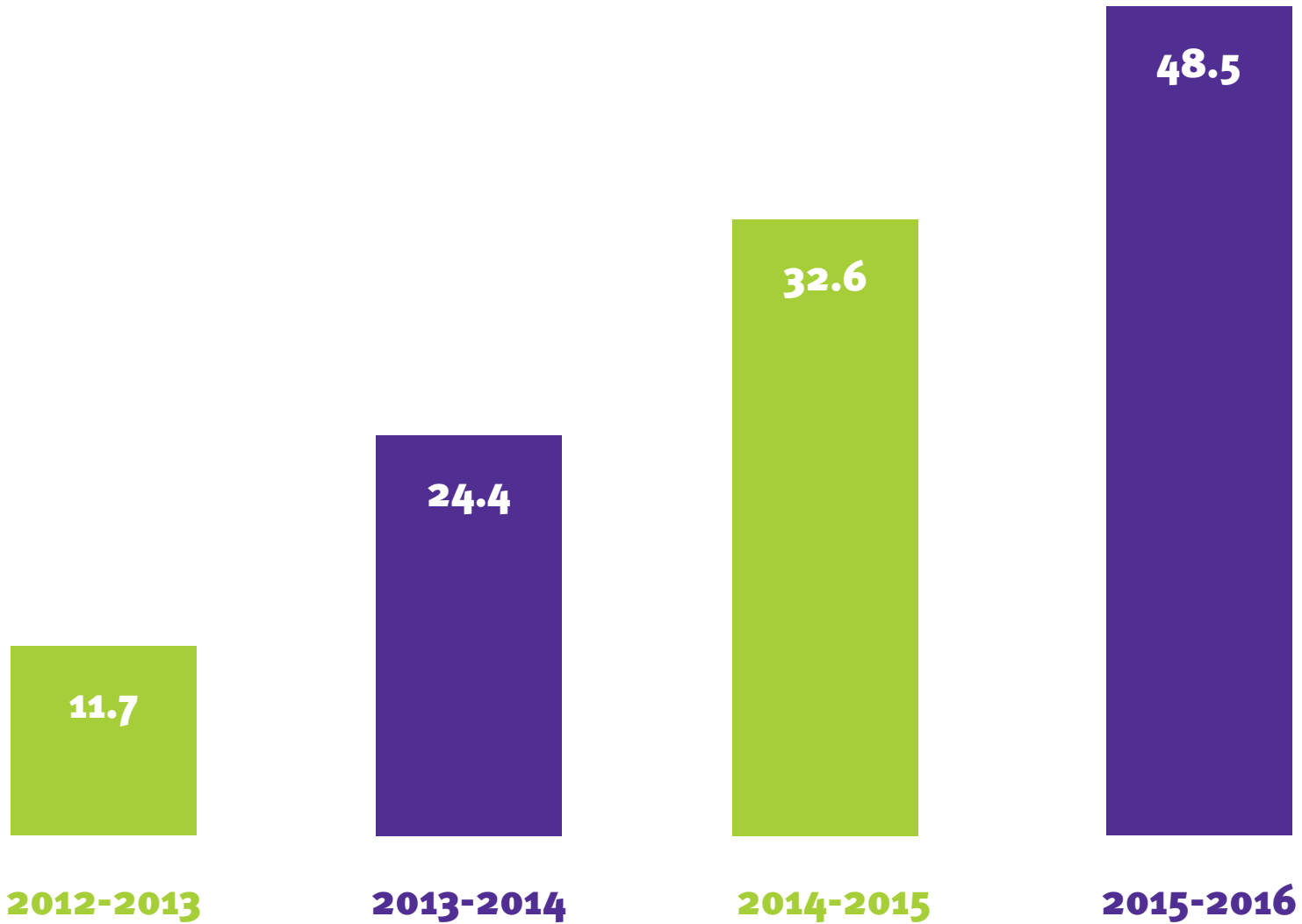
# PROFIT BEFORE TAX (BEFORE SHARE BASED PAYMENTS)

£ MILLIONS



# AVERAGE MARKET CAPITALISATION

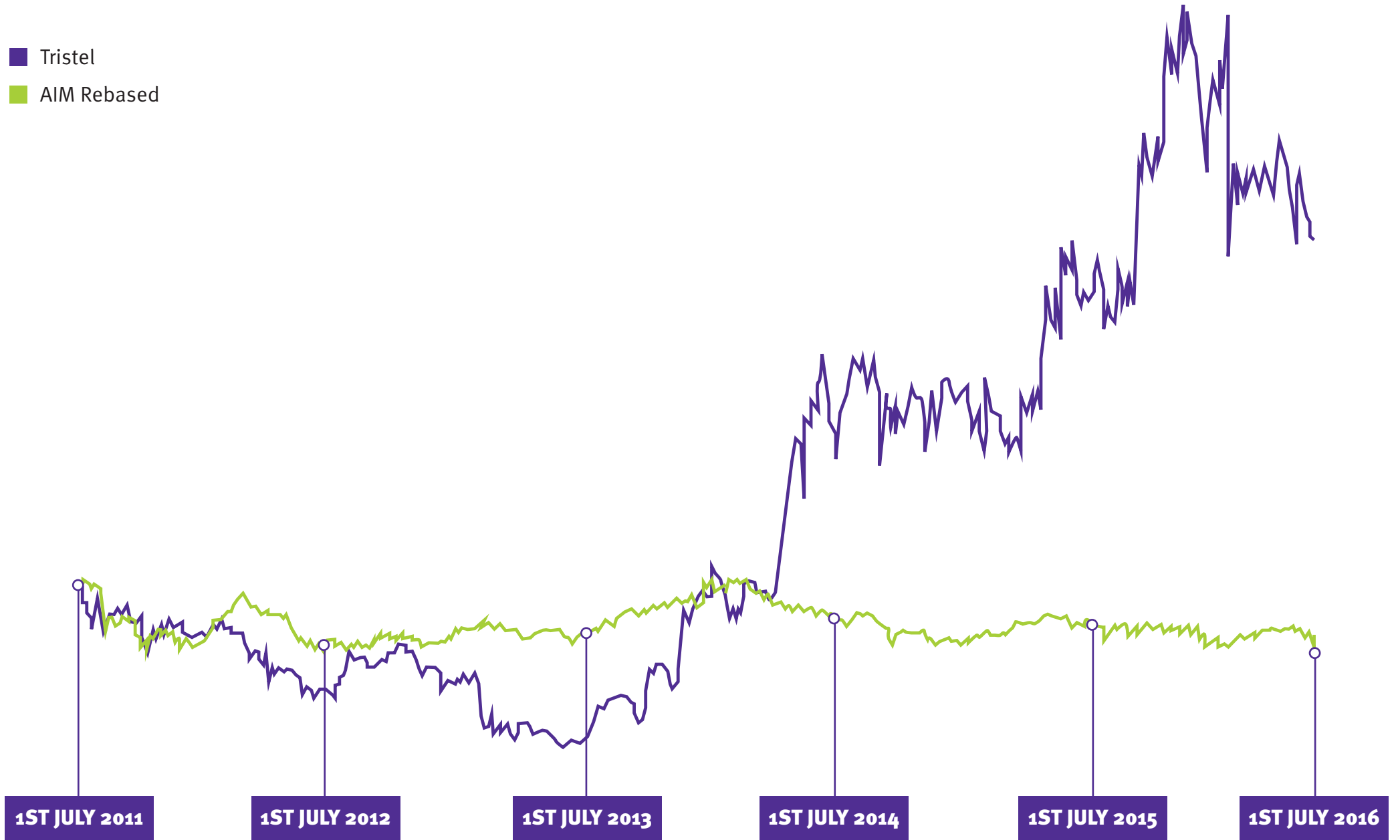
£ MILLIONS





# TRISTEL SHARE PRICE VS AIM INDEX

■ Tristel  
■ AIM Rebased



# **AUSTRALIAN ACQUISITION**

**TGA Regulatory approval gained by Tristel for Tristel Wipes System in May 2011**

**Appointment of exclusive distributor for Australia in 2011**

**Previous success in building and selling distributorships in Australia  
in neurology, orthopaedics and urology**

**Focus on ultrasound and ENT**

**2016 Tristel sales to distributor £750k**

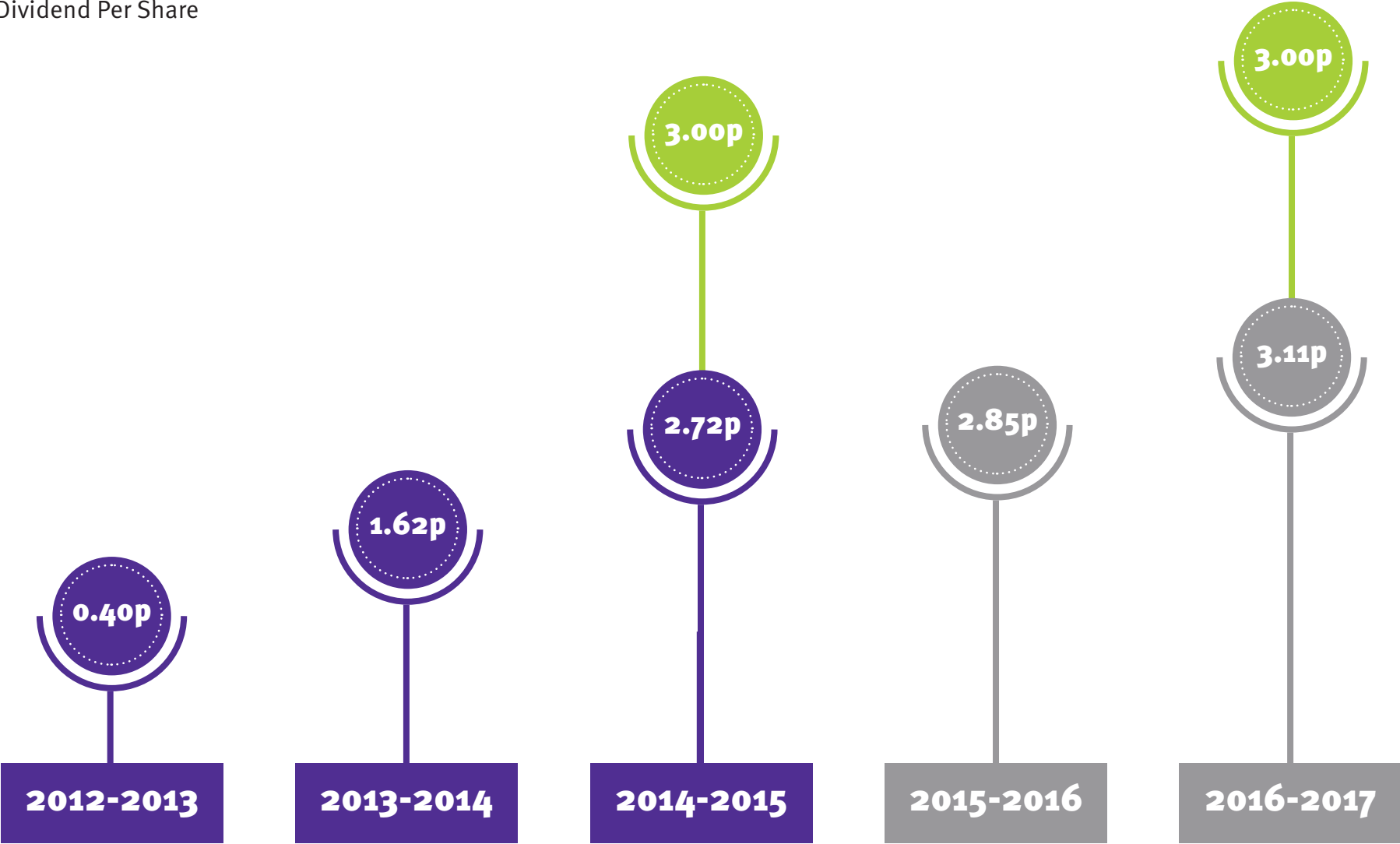
**2016 Distributor sales to Australian market £1.5m**

**Four employees**

**Formation of wholly-owned Australian subsidiary - Tristel Pty Ltd**

# DIVIDEND PER SHARE

- Special Dividend Per Share
- Analyst's Forecast Dividend Per Share
- Normal Dividend Per Share



# YEAR-END CASH

£ MILLIONS

