

## Byotrol plc

### FINAL AUDITED RESULTS FOR THE YEAR ENDED 31 MARCH 2022

Byotrol plc (AIM: BYOT), (“Byotrol” or “the Company”) the specialist infection prevention and control company is pleased to present its audited results for the year ended 31 March 2022.

Our results for the year to 31 March 2022 reflect the return to some degree of normality in our markets following the Covid pandemic. Our sales are ahead of the partially covid-driven FY 2020, but behind the fully covid-driven FY2021, and reflect an increased investment across the business from extra resources generated during the pandemic. Byotrol has exited the Covid pandemic as a significantly stronger business than it entered.

#### Financial Highlights

- Sales £6.3m (versus £11.2m in 12m to 31 March 2021, and £6.0m in 12m to 31 March 2020)
- Gross profit pre-exceptional charges £3.0m (versus £4.9m and £2.9m respectively)
- Operating costs from continued business: £3.3m (versus £3.5m and £2.7m respectively)
- Adjusted EBITDA: £0.04m (versus £1.78m and £0.47m respectively)
- Debt free with cash at year end of £1.1m (versus £1.6m and £1.7m respectively)
- Post year end issue of £1m convertible loan notes, subscribed for by Directors, Senior Management and certain shareholders

#### Operational Highlights

- Restructuring of team and concentration of activities and reporting in Chester, including hires of a full time CFO and full time CGO, both with blue-chip backgrounds and experience. Consolidation of the Byotrol and Medimark sales and marketing functions, under the new CGO
- Reorganised our technical team to concentrate on innovation rather than testing, under a new CTO
- Increased investment in systems, including upgraded reporting and accounting, IT and HR systems and processes
- Launched a programme to reduce inefficiencies in the business, including reducing skus from over 200 to 170, and substantially concentrating our proactively-served customer base.

#### IP/Licencing Highlights

- First commission now generated from Solvay SA on its sales of Actizone 24 hours surface sanitiser. Solvay continues with its global launches of Actizone – both in its own right and via global FMCGs - boosted by receiving full approval from the US EPA for long-lasting sanitisers
- Sale of our own proprietary EPA registered, long-lasting germ kill product (Byotrol24) in the US to Integrated Resources Inc (“IRI”) for gross cash of \$1.4m over four years, plus ongoing royalty payments and a share of upside if the formulation is sold on.
- Post year-end two new IP agreements reached
  - in conjunction with IRI, an exclusive sub-licence over Byotrol24 to an internationally-recognised brand in US institutional markets
  - a 7 year license with Rentokil Initial Plc in alcohol-free hand sanitisers for serviced washrooms

**Commenting on the results, John Langlands, Chairman of Byotrol plc, said:**

*“Our confidence in Byotrol’s strategy remains undiminished and as expected we are seeing many examples of competitors withdrawing from some of our markets as biocide regulations bite in the UK and EU. Additionally stability is starting to return to the marketplace with ordering patterns returning to more regular levels which we expect to settle further in the second half of this new financial year.*

*We now need to focus on the markets and technologies that offer the greatest, sustainable long-term returns and then invest carefully to maximise profits for the lowest risk profile. Our markets do continue to offer significant opportunities and we remain highly confident that we are on the right path to taking advantage of them. We remain optimistic about future growth and profitability. “*

*The information communicated in this announcement contains inside information for the purposes of Article 7 of the Market Abuse Regulation (EU) No. 596/2014.*

**For further information, visit [www.byotrolplc.com](http://www.byotrolplc.com), follow on twitter @byotrol, or contact**

Byotrol plc

David Traynor - Chief Executive Officer

Chris Sedwell – Chief Financial Officer

01925 742 000

finnCap

Geoff Nash/ James Thompson - Corporate Finance

Richard Chambers - ECM

020 7220 0500

Flagstaff Strategic and Investor Communications

Tim Thomson/Andrea Seymour/Fergus Melon

020 7129 1474

byotrol@flagstaffcomms.com

Notes to Editors:

Byotrol plc (BYOT.L), quoted on AIM, is a leading infection prevention and control company, operating globally in the animal health, human health, facilities management, and consumer sectors.

Byotrol develops unique antimicrobial technologies for use on surfaces, skin and instruments, which it then commercialises through market-leading distribution partners in each sector.

Byotrol's antimicrobial technologies can be licensed for use in leading brands, to significantly improve their product claims, while reassuring consumers and end-users of their efficacy and quality.

Founded in 2005, the Company develops technologies and products with the aim of providing easier, safer and cleaner lives for everyone.