

**ASX RELEASE****Chair's Address – 2021 AGM**

Good morning, everyone,

It gives me enormous pleasure to welcome you to Trajan Group Holdings inaugural AGM as a publicly listed company. This morning, or this evening my time, I come to you from New York, where I have recently spent some time at one of our manufacturing facilities in Bethel CT.

My association with Trajan began in 2017 when the company was announced as one of Westpac's twenty "Businesses of Tomorrow" winners. I was introduced to Stephen Tomisich and was impressed with his personal and business values, his skills as a business leader and the business that he and his wife, Angela, were building.

It was a meeting that set me on a course to be your Chair at today's AGM. For our shareholders you are at the start of your association with our company, and I'm pleased to be able to share with you our success over the last 12 months. Importantly, our success is measured by the impact we have had on society as much as it is on the commercial value of what we have achieved.

While each of our histories with Trajan vary, our future is shared, and that future has been further enabled by our successful listing on the ASX in June.

Trajan's potential sits across the intersection of four key aspects of our business: our purpose, our culture of innovation, our role in addressing the demand for precision scientific measurement, and the significant and growing societal trends that we service.

Trajan's purpose, to work with **science that benefits people** is simple and powerful as it drives the entire Trajan staff, serving as a guiding force for all levels of our business, including the board.

We want to ensure that important and deliberate aspects of our culture, like, our drive to be innovative, our openness to forge meaningful collaborations with educational institutions and our customers, and our relentless focus on creating world leading practices and products, continue to be fostered and enhanced.

Trajan has built its reputation on designing and manufacturing precision componentry and products. These enhance the validity of analytical data by protecting the integrity of the sample, as that sample moves within the analytical and life sciences workflows. The nature of the sample to be analysed could be biological such as blood, environmental such as water, or related to food safety or nutrition. Through the quality and uniqueness of Trajan's products, that sample is protected and passed through its journey from collection, to preparation, and finally, analysis, so that precise, untarnished, and more meaningful data is delivered.

To comprehend the future of Trajan is to understand that our purpose, our culture of innovation, and the essential role we play within the process of scientific measurement, position us strongly within a huge and growing market.



Our business is well-positioned for long-term growth with global trends such as the drive towards decentralised health care, aging global populations and personalised medicine each relying on the precision measurement to which Trajan is a critical player.

Whilst we remain most focussed on our longer-term aspirations, we are very pleased with our achievements over the last 12 months.

Our financial performance in FY21 exceeded our prospectus forecast achieving revenues of \$76.6M and a proforma EBITDA of nearly \$10M.

Transcending this great result, was the impact of our work throughout the year, which Stephen will be covering in his address shortly.

During our IPO we were clear on the deployment of funds, to accelerate the commercialisation of our new technologies, influence margin improvements, and support our strong organic growth through a highly strategic acquisition program.

Acquisition has been a core pillar of our business growth starting with Grale Scientific, LEAP Technologies and SGE Analytical Science a decade ago. At the commencement of our IPO, we had completed seven acquisitions with an eighth – MyHealthTest occurring during the process.

Just this last week we've completed a further acquisition – German company Axel Semrau.

Axel Semrau employs just over 50 staff in Europe and develops and manufactures laboratory automation and chromatography software and detection systems and is highly synergistic with our existing business.

Axel Semrau is significant in our continued focus on improving the analytical workflow, expanding our manufacturing footprint and our product suite, and increasing our team.

We also made a strategic investment into UK based 'direct-to-consumer' health monitoring business Humankind Ventures which trades as FORTH. Forth provides a range of at-home sampling and testing services based on micro-sampling approaches and supports Trajan's strategy towards health technology that interfaces directly with the consumer.

As you can see Trajan continues to evolve, even in its short time as a public company.

As a board and management team we are driven by the potential of our future and will continue to focus on what we can control. Our goal remains as true today as it was at our origin; to maximise shareholder value and returns over decades and not over reporting periods. While we will make the tough decisions as needed, we will also seek to make the right decisions, for we are confident that if we continue to prioritise our purpose, our culture, and our business practices we will serve your long-term interests as shareholders of Trajan.

I'd like to take the opportunity to thank my fellow Directors, Stephen and his executive management team, the entire Trajan team and you, our shareholders. We thank you all, for your support and I look forward to continuing to serve you as Chair of our business.

**END**

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**About Trajan**

Trajan is a global developer and manufacturer of analytical and life sciences products and devices founded to have a positive impact on human wellbeing through scientific measurement. These products and solutions are used in the analysis of biological, food, and environmental samples. Trajan has a portfolio and pipeline of new technologies which support the move towards decentralised, personalised data-based healthcare.

Trajan is a global organisation of 450 people, with five manufacturing sites across the US, Australia, and Malaysia, and operations in Australia, the US, Asia, and Europe.