



Science that benefits people

Through our values and actions,
we aim to impact human
wellbeing in a meaningful way.

2021 Annual General Meeting

Stephen Tomisich, CEO and Managing
Director, 24 November 2021



Respect



Integrity



Discipline



Empowerment



About Trajan

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Global developer and manufacturer of analytical and life sciences products and devices. Founded to have a positive impact on human wellbeing through scientific measurement.

- Products and solutions used in the analysis of biological, food and environmental samples.
- Portfolio and pipeline of new technologies supporting the move towards decentralised, personalised data-based healthcare.



About Trajan

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Now over 500 people,
six manufacturing
sites across the US,
Europe, Australia, and
Malaysia.



● Manufacturing
sites

◆ Operational sites



Trajan in FY21

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\$76.6M

Total
Revenue

16%*

Organic
Revenue
Growth

\$9.95M

Proforma
EBITDA

* Constant currency basis

- FY21 results demonstrated the consistent performance of the core business.
 - Revenue, margins and profitability in line with prospectus forecast.
 - Growth across most product categories and key customers.
 - Strong customer relationships, broad product portfolios, globally diverse but highly integrated geographical supply.

Trajan FY22 Update

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- In the FY21 report we reinforced confidence in achieving the pre-IPO FY22 revenue forecast of **\$82.56M and \$10.68M EBITDA**.
- In FY21 we reported organic revenue growth of 16% on a constant currency basis. Achievement of the FY22 revenue forecast from that elevated starting point requires **FY22 growth of just under 8%**.
- Our FY22 experience thus far is that the **growth trends of FY21 are continuing**, in line with reports from other global industry participants.
- The trend is consistent across multiple product areas; chromatography and pathology consumables and accelerated growth in target areas such as precision fluidics, and across a broad spread of customers.
- We intend to revisit our full year projections at the half year report.

Accelerating progress towards our vision

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A future of personalized, preventative, data based healthcare.



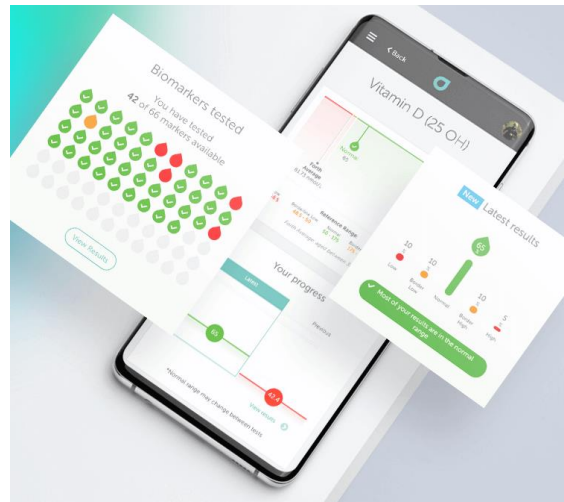
ASX:TRJ Target investment areas

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- Activity underway to leverage IPO funds:
 - Progressing **acquisition** targets.
 - Delivering margin gains through operational infrastructure and improvements. **Neptune**
 - Accelerating commercialization of **new technologies**.



- Building on the **"My Health Test"** acquisition completed in May.
 - Build the laboratory capability for translation.
- Investment into Humankind Ventures, **"FORTH"**.
 - Develop expertise in the consumer portal.
- Acquisition of **Axel Semrau**.
 - Build the laboratory automation.



Why My Health Test?

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Trajan now has its own laboratory operations

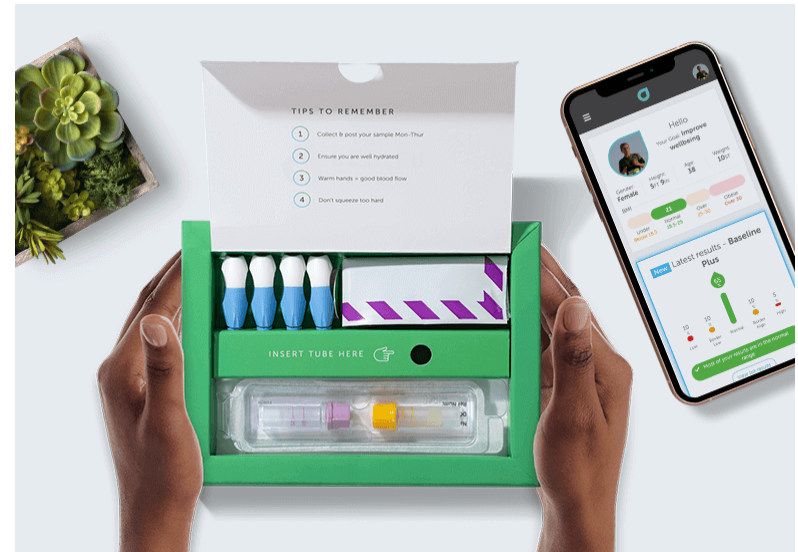
- Personal, preventative, measurement requires remote sampling. **Prevention is about monitoring not testing.**
- Adoption of **remote micro-sampling** formats requires easy to adopt, productive downstream analytical laboratory workflows.
- **Future value is in the data**, more than the device. The cost disruption required is in the laboratory more than the tools. The future value enhancement, for example smart device-embedded chemistries that optimise selectivity, sensitivity at a lower cost points will also be realised in the lab.
- **New layer of commercialisation will develop** through provision of the lab services and/or delivery of turn key systems to our existing laboratory customers.
- New Trajan labs in Melbourne constructed, equipment relocated from My Health Test and now operational!

Why Forth?

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Analytical information empowering the consumer

- Realisation of **personalised health care** requires **consumer engagement with actionable information**.
- Technology interfaces to the non-technical (“direct to consumer”) is new to Trajan.
- Forth in the UK is demonstrating a growing level of consumer engagement and now **progressing to AI tools to deliver insightful information**.
- They too are about monitoring, a series of measurements to enable **prevention, more than a single “test”**.
- It's the beginning of a partnership that has **many pathways for growth** coupled with Trajan's global areas of competence in sampling, laboratory workflows and services.
- Trajan now has a Board position and just under 10% of the voting shares.



Why Axel Semrau?

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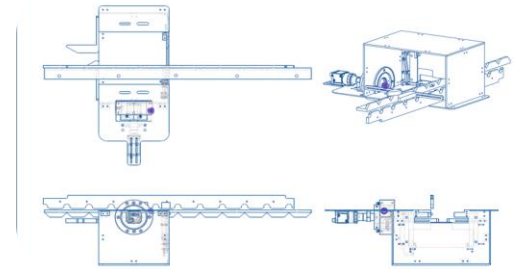
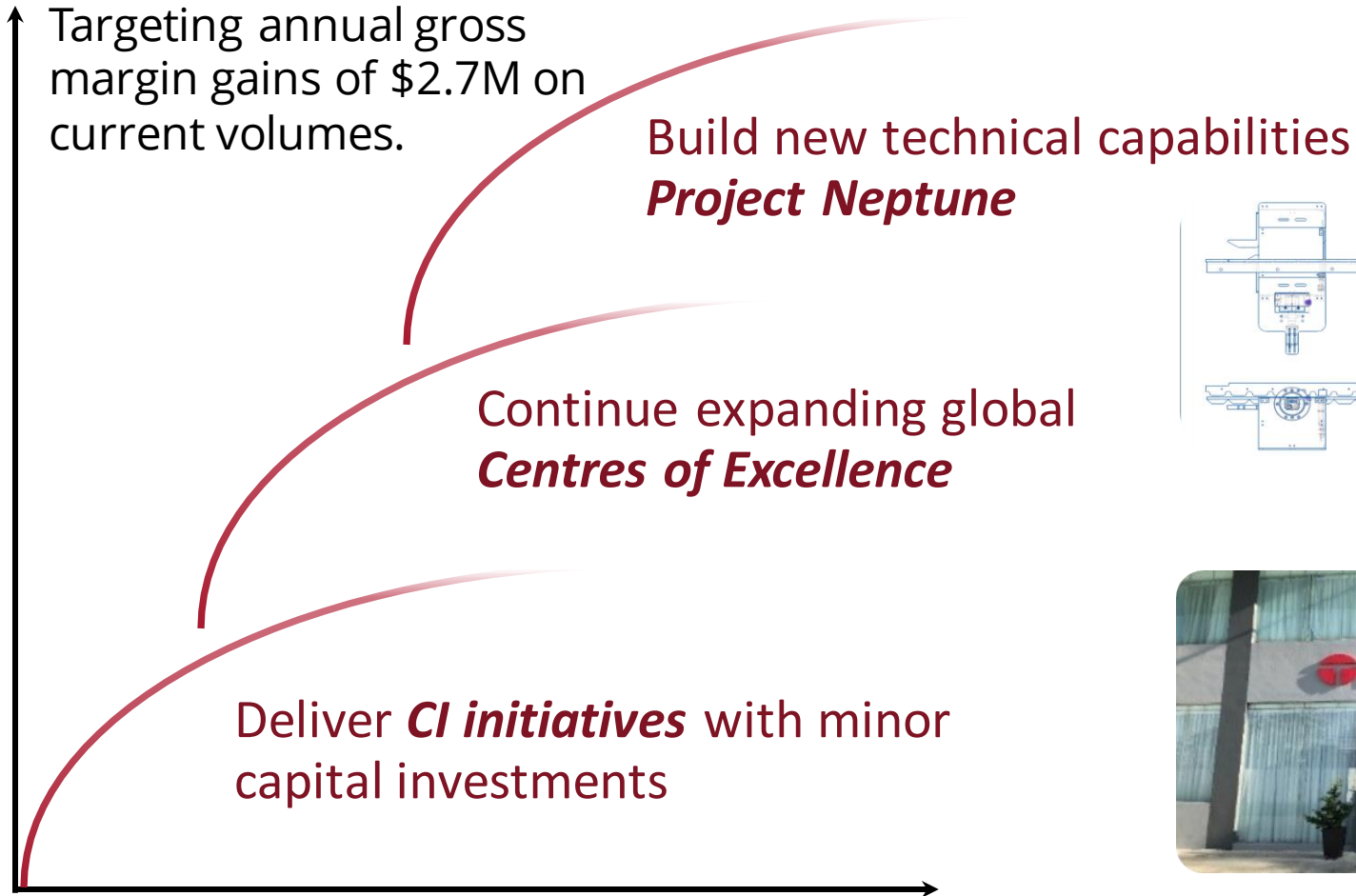
Building a global laboratory automation capability and business

- Axel Semrau is a “sibling” of Trajan’s existing Automation business; the two companies have worked closely together.
- Trajan’s presence is weighted to North America, Axel Semrau is in Europe
- Trajan’s application expertise is in Pharmaceutical and Clinical, Axel Semrau’s is in Food and Environmental
- Both businesses highly dependent on the foundation software platform CHRONOS that Axel Semrau owns and develops.



Operations, Neptune and beyond

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Production Automation



Technology Commercialisation

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- Key roles being recruited to drive;
 - **hemaPEN®**: “Healthy heart” related biomarker monitoring, COVID-19 Antibody response and Therapeutic Drug Monitoring.
 - **Hummingbird**: Decentralized measurements in the Pharmaceutical Industry.
 - **μLLE Automation**: Organic contaminants in drinking water.
- These initiatives are expected to add between \$1M to \$1.5M in OPEX.



ASX:TRJ as a Founder and CEO

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- Transition to a public company has gone very well.
 - Constructive Board.
 - Staff well engaged.
 - Governance practices working well.
- COVID Impact.
 - Operational and market risk diminished.
- Supply chain responsiveness and cost escalation loom, but thus far not material.



What our customers are saying?

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Pathology customers in Australia:

"Your team is so responsive..."

"...it's about having suppliers like Trajan that we know we can rely on."

"In times of COVID, Trajan's service levels have stood out even more."

Monash University on Trajan's new MS Emitter Tip technology:

"A direct comparison to previously installed emitter tips showed that these prototypes increased the overall intensity of the recorded total ion chromatograms (TIC) and thus, improved the sensitivity of our mass spectrometers. Although we have only tested 5 prototype emitters so far, they have delivered a stable spray throughout the runs in addition to being robust and long lasting."

A/PROF RALF SCHITTENHELM

Director of Monash Proteomics
& Metabolomics Facility

Looking forward

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- With partial contribution from acquisitions we now expect full year FY22 revenues to approach \$100M, with an underlying annual run rate well above that level as we head into FY23.
- As we consider full year revenue and profitability guidance several factors come into play:
 - Growth rate of the underlying business.
 - Contribution from acquired businesses.
 - Project Neptune cost and margin impact.
 - Technology acceleration investments cost and impact.
- We expect to provide updated full year guidance at the H1 report in February 2022.
- Thank you for your continued support!

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Q&A

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