

ASX RELEASE**Chair's Address**

18th October 2022 – Good morning and welcome to Trajan's second Annual General Meeting.

It's great to see people back in the room as well as continuing to provide the flexibility for shareholders who wish to join us virtually. When I presented my Chair's address last year, we had only been listed for three months and we were immersed in enabling the natural momentum of our business, diligently working through multiple acquisitions options, and navigating life as a listed company. Fast forward to today and I can proudly say we have been successful on all three fronts.

Trajan is a humble business that is culturally action orientated and prefers to report on what has been done, not what it's going to do. These important tenets of Trajan put me as Chair in a comfortable position to speak with confidence of the impact our business and work has on our OEM partners, research collaborators, and laboratories around the world. And most importantly people like you and me who ultimately benefit from faster, more accurate, and more specific scientific testing that can prevent illness and support healthy living, as well as guide personalised treatments to improve recovery from illness.

Our business strategy was clearly articulated during our IPO and restated this time last year; to build a global business guided by our purpose of science benefiting people. We achieved this strategy through double digit organic growth and via acquisitions.

Our four major acquisitions this last Financial Year, Axel Semrau, LEAP PAL Parts and Consumables, Neoteryx and Chromatography Research Supplies have all either built on our current areas of strength, complemented our capabilities where there have been gaps in our offering, or, in the case of Neoteryx, propelled us forward into an important business segment for the future. We also invested in Humankind Ventures, a UK private company that supports our strategy towards health technology that interfaces directly with the consumer.

These acquisitions and investment provide a compelling combination of driving the economic, cash-generating, components of our business, while also laying strong foundations for some of the longer term, innovation, and growth opportunities. As we embed these acquisitions it will allow us to build on the strong underlying performance of our business to outpace many of our peers.

What is increasingly evident is that Trajan's work has become ingrained in the analytical processes and workflows of our customers, which flows directly to having a positive influence on society. The thematic driving the market opportunities for Trajan remain consistent with decentralised health care, aging global populations and personalised medicine, continuing to drive demand for Trajan's goods and services. We are strongly placed to continue to benefit from these tailwinds.

The resilience of our business is not by chance. We've intentionally built a diverse business across product, customer, and geography and this places us in a strong position to navigate the inevitable volatility in any given



year. This year we faced continued supply chain disruption because of COVID and then the Ukraine conflict, inflationary pressures, and listed market turbulence. Despite these having varying impacts on our business we produced a record year commercially with revenue up more than 40% to \$107.6M and normalised EBITDA up 26% to \$12.5M.

The people who make up the Trajan team – now numbering more than 650 - are central to the strength of our business today. We are proud of our Australian heritage but we are truly a global business with more than 95% of our revenue generated from international markets. I'd like to extend our welcome to the teams at Neoteryx, CRS, LEAP Pal Parts and Axel Semrau who have embraced the opportunity to be part of the Trajan family. Thank you to our CEO and Founder Stephen Tomisich and the entire Trajan team for your dedication and diligence over the last 12 months. I would also like to thank my fellow Directors as they have been an enormous support for me in my role as Chair.

Finally, to our shareholders, we appreciate your support, and we look forward to sharing another successful year together.

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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 more than 650 people, with seven manufacturing sites across the US, Australia, Europe and Malaysia, and operations in Australia, the US, Asia, and Europe.