



AGM

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CEO and Managing Director
October 2022

Science that benefits people

In FY22 Trajan Continued to Deliver to Plan

Consistent performance in line with guidance

	IPO Prospectus \$M	Actual (excluding acquisitions) \$M
FY21 Revenue	74.6	76.6
FY22 Revenue	82.6	84.9
FY21 *EBITDA	9.5	10.0
FY22 *EBITDA	10.7	10.4

	FY22 acquisitions Expected \$M	FY22 acquisitions Actual \$M
FY22 Revenue	20.9	22.7
FY22 *EBITDA	1.4	2.1

	Feb 22 guidance \$M	June 22 guidance \$M	FY22 Actual \$M
Revenue	104.0-110.0	104.0-110.0	107.6
*EBITDA	12.5-13.5	11.2-12.0	12.5

* Normalised EBITDA

- Resilience and strength of Trajan's diverse business and mitigation actions have enabled the company to effectively navigate macro global volatility throughout the year:
 - Prevailing covid impacts, particularly on staff absenteeism.
 - Ongoing supply chain disruption.
 - Increasing freight costs.
 - Ukraine conflict.
 - Inflationary pressures.

FY23 Q1 Update

Continuation of FY22 trends

- Order intake remains strong and aligned with plan.
- Supply chain delays unchanged.
 - Capital equipment order backlog continues to grow along with related WIP/inventory.
- AUD/USD depreciation dual effect.
 - Monthly realised benefit, major trading currency is USD.
 - Continued devaluation of future hedging contracts.
- Cost escalations seem to have stabilised.
- Benefits from pricing uplifts minor in Q1, but will phase in over remainder of FY23.



We Continue to Execute at Pace

- Penang operations.
- One Trajan in Japan.
- Consolidation in Raleigh.
- CRS already “Trajan”.
- Neoteryx integration.
- Strategy, strategy, strategy.



Executing at Pace: Trajan Penang

- In September I was able to visit the Penang site for the first time post-COVID restrictions.
- Now 145 staff.
- Process sophistication expanding as Neptune takes shape.
- Commercial Neoteryx product already shipping to global Trajan locations!
- First Axel Semrau commercial staff hired in Malaysia.



Executing at Pace: One Trajan at JASIS September 2022

- At the Japan Analytical and Scientific Instruments Show (“JASIS”) in September, Trajan was already presenting as one company including all four FY22 acquisitions.
- Customer engagement accordingly broadened across the portfolio.



Executing at Pace: Consolidation in North Carolina by Q3

- Trajan currently has two locations in North Carolina; Trajan Automation and the recently acquired Leap Pal Parts.
- Along with the two teams I toured the proposed new combined facility in October.
- Once agreements are executed we expect to consolidate by the end of Q3.



Executing at Pace: CRS is already “Trajan Louisville”

- ST visited in early October.
- Site identity already transformed.
- Trajan parts already in production.
- Globalisation of sales on track for 1st November.
- Engineering team to visit Trajan Bethel CT site this month.



Executing at Pace: Neoteryx

- All Trajan micro-sampling product lines consolidated.
- Neoteryx product already being produced in Penang. Californian production site already closed.
- Neoteryx now on Trajan global ERP.
- FDA briefing book submitted to unlock next phase of growth



Execution Comes from Strategy

- In 2019 we set “impossible” goals for 2022;
 - Be \$149M+ in revenue.
 - Have more than 50% of staff outside Australia.
- Evolve the customer mix.
- We are there!



Strategic planning Melbourne February 2019

- In Q1 we set our aspirations again;
 - Where will we be in 2026?
 - What seems impossible that we will make possible?



Strategic planning Austin TX, September 2022

The Trajan Vision, made simple.



To enrich personal health
through scientific tools and
systems.



**Introducing Nigel Gilligan
Chief Operating Officer**

Global Business Service Continuity



- Trajan delivered strong service continuity throughout global turmoil of FY21 & FY22
- Dynamic changes to product supply sources due to COVID labour challenges
- Ongoing proactive collaboration with suppliers & logistics providers
- However, Supply Chain responsiveness for consumables portfolio has decreased slightly hence dedicated focus through FY23

Journey towards Supply Chain Excellence

Industry 4.0 initiatives delivering smart supply chain

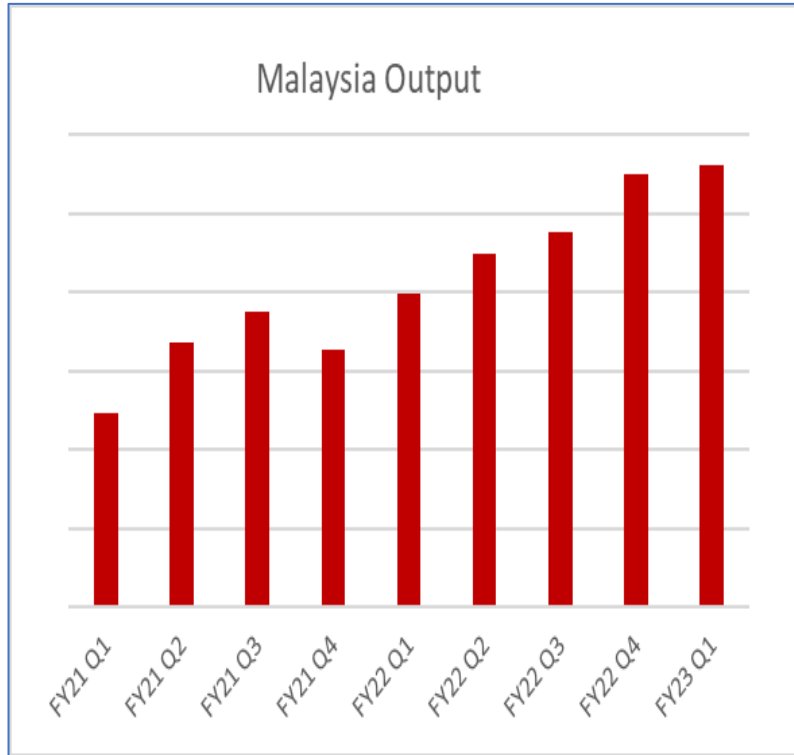
- Continuing deployment of High Precision Automated Manufacturing solutions (*Neptune*)
- Digitisation tools enabled globally for enhanced Business Intelligence & driving improvements
- Integrated *Point of Sale* demand visibility to global production lines for maximum responsiveness & optimisation of working capital

Growing Global Talent & Technology deployment

- Americas – CRS Technical Engineering team focussed on improvements across US manufacturing sites
- AsiaPac – Axel Semrau (DE) deploying automated food analytical workflow solutions across Japan & SE Asia



Changing Gears *Post* Pandemic



Margin Enhancements

- Malaysia Assembly CoE progressing strongly - FY22 assembly grew 14% Qtr-on-Qtr[^] & 46% compared to FY21.
- Automation platform design & development progressing to plan. First platforms commissioned during 1H'FY23.
- Global supply chain disruptions impacted Automation platform standardized & CAPEX but not material
- Acquisition integrations progressing to plan including;
 - Neoteryx Microsampling portfolio transferred to Malaysia Assembly CoE
 - CRS Analytical consumables globalised Oct'22 enabling improved local access & revenue

[^]Quarter on Quarter compound manufacturing output (Std Cost)



 **TRAJAN**
Q&A

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