

Global Corporate Headquarters  
7 Argent Place, Ringwood  
Victoria 3134, Australia  
Tel: +61 (0) 3 9837 4200  
[www.trajanscimed.com](http://www.trajanscimed.com)

Trajan Group Holdings Limited  
ACN 152 617 706

**ASX RELEASE**

## Trajan presents at Wilson Rapid Insights and Morgans Value in the Vines investment conferences

**17 November 2022** – Global analytical science and device company Trajan Group Holdings Limited (**ASX: TRJ**) (**Trajan** or **the Company**) today releases a copy of the investor presentation to the Wilson Rapid Insights and Morgans Value in the Vines investment conferences.

**Authorised for ASX release by the Disclosure Committee of Trajan Group Holdings Limited.**

**END**

**Contact:****Investors**

Rebecca Wilson  
WE Communications  
[investorrelations@trajanscimed.com](mailto:investorrelations@trajanscimed.com)

**Media**

Amy Miller  
WE Communications  
[amymi@we-worldwide.com](mailto:amymi@we-worldwide.com)

**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 680 people, with seven manufacturing sites across the US, Australia, Europe and Malaysia, and operations in Australia, the US, Asia, and Europe.





## Investor Presentation

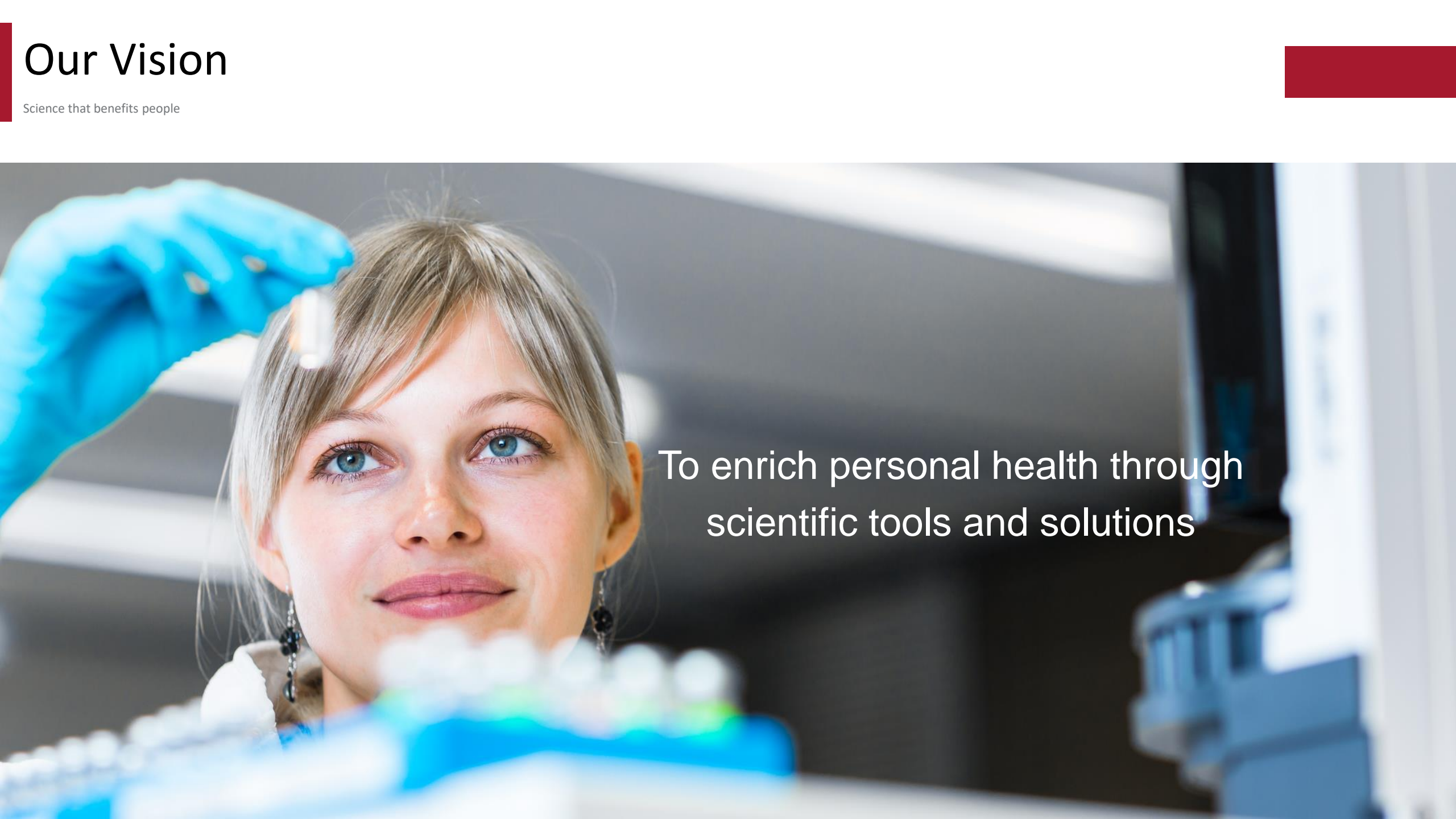
Nigel Gilligan  
Chief Operating Officer  
17<sup>th</sup> November 2022

Science that benefits people



# Our Vision

Science that benefits people

A woman with blonde hair and blue eyes, wearing a white lab coat, is looking up at a pipette tip held by a gloved hand. The background is a laboratory setting with various equipment and a blurred view of the lab.

To enrich personal health through  
scientific tools and solutions



Respect



Integrity



Discipline



Empowerment



Diversity

**Our vision is becoming a reality.**

In FY22 we transformed to a new scale, expanded our customer sets, drove new technology adoption, delivered on all financial metrics, and there is more to come.



Science that benefits people



# About Trajan

Science that benefits people

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

- Co-founded in 2011 by Stephen and Angela Tomisich, Trajan is dedicated to the design, development and supply of technologies that can impact the quality and accessibility of analytical data, particularly in the fields of chromatography and mass spectrometry.

## Our view?

- The quality of data will impact the quality of information supporting future healthcare decisions. Anything that touches the sample can impact data quality. It's about physical precision and chemistry.
- Our biology, the food we consume and the environment in which we live all impact our health outcomes and are often interrelated.





# A Business with Resilience

Science that benefits people

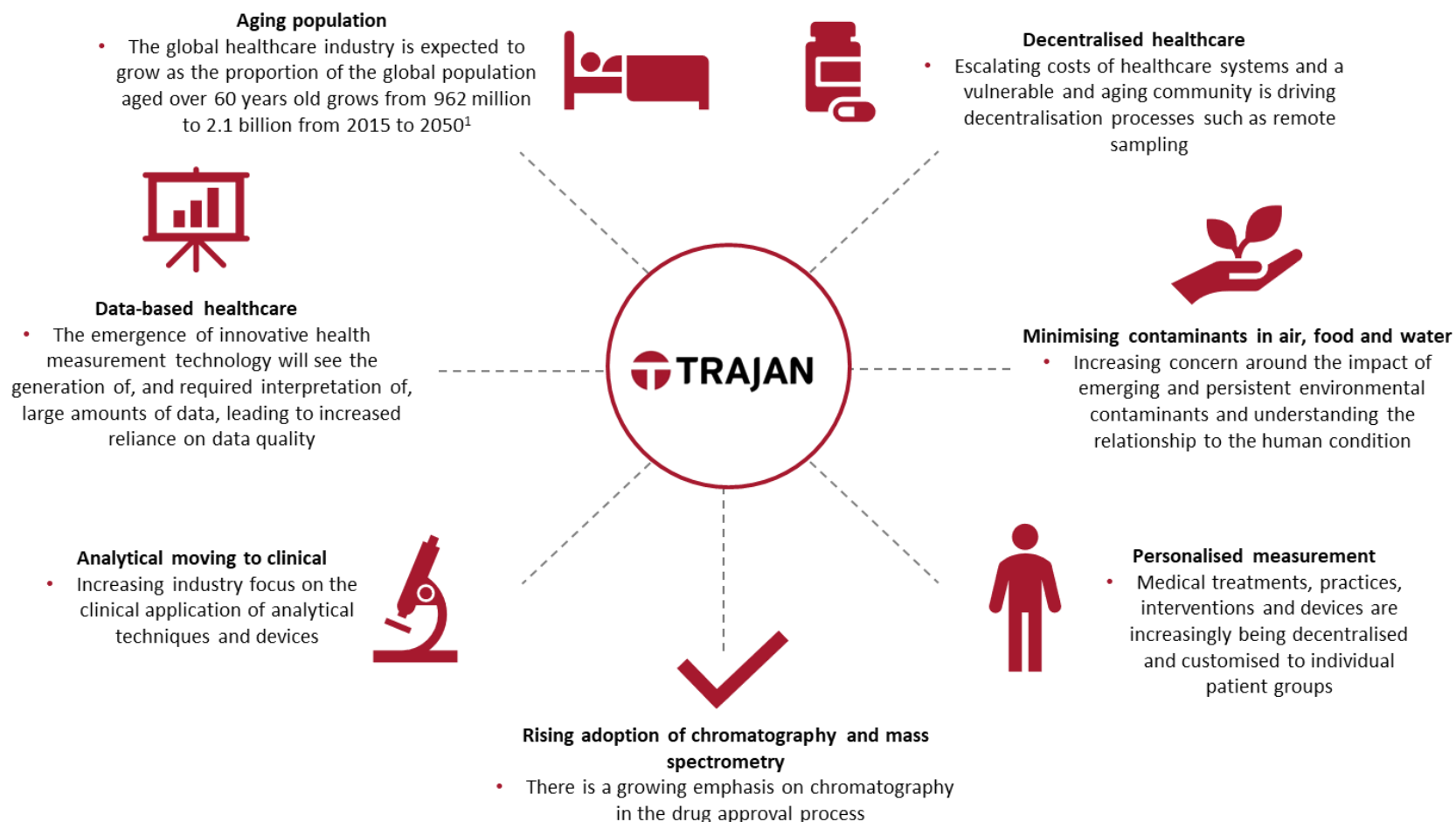
## Global platform with significant organic and inorganic growth opportunities

	<b>A focus on being best practice</b>	Strategic market position built in precision componentry over 10 years via a combination of targeted complementary acquisitions and investment in R&D and product development across the analytical workflow has positioned Trajan as a valued strategic solutions partner and become embedded across the customer supply-chain.
	<b>'Sticky' global blue-chip customer set</b>	Established long-term relationships with global 'blue-chip' customers including global OEMs, pharmaceutical companies and CROs.
	<b>Highly defensible market position with high barriers to entry</b>	High-end specialized products designed, developed and manufactured on scale via proprietary IP and know how. Barriers to entry and a defensible market position.
	<b>Global platform</b>	Global infrastructure footprint including manufacturing and distribution operations, systems and certifications designed for customer proximity – platform established for future growth.
	<b>High quality and experienced management</b>	High quality global management team of proven industry leaders, led by founders, assembled to provide the human capital platform required to execute on Trajan's organic and acquisition growth strategy.
	<b>Significant growth opportunities</b>	Deep technology commercialisation pipeline supported by strong IP and knowhow, and globally identified, complementary acquisition targets, provides significant upside potential to the strong underlying existing consumable and components business.

# Convergence of Key Trends

Science that benefits people

Trajan is well-positioned to capitalise on tailwinds underpinning the future of healthcare and importance of data





# Global Footprint

Science that benefits people

- 680 staff across ten locations
- Structured for further growth
- Australian HQ, but 95%+ of revenues and 55% of staff outside of Australia.

**ISO 19001:**  
**Surveillance audit for**  
**Melbourne, Penang**  
**and Austin completed**  
**10 November 2022**



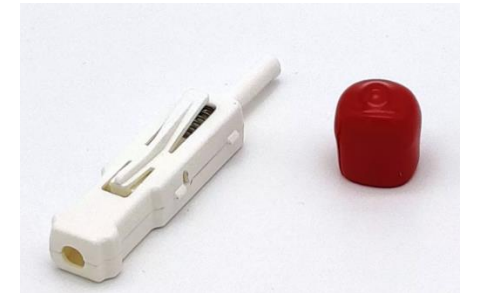
● Manufacturing sites    ◆ Operational sites

# The Future: Trajan Leading the World in Microsampling

Science that benefits people

## The key to decentralisation, personalisation and preventative healthcare

- Innovative quantitative microsampling technologies, easy to use and amenable to manual and automated analysis in the lab.
- Trajan has two released products:
  - hemaPEN® (top right): a microsampling tool that enables the collection of four volumetrically fixed, accurate and precise, samples from a single source, advancing both capillary and DBS (dried blood spot) technologies.
  - Mitra® (below right): powered by Volumetric Absorptive Microsampling (VAMS®), which facilitates more convenient and accurate remote sampling. The samples require no more than 10-20 µL (microliters) of blood volume compared with up to 10 ml for traditional blood tests, as much as 500 to 1,000 times the size of microsamples.
- Trajan has in development at the prototype stage:
  - Harpera™ (RUO) (centre); a skin microbiopsy solution to enable minimally invasive collection of skin cells for convenient, scar-free biopsy procedures.
- Trajan acquired Neoteryx in 2021 and is considered the world leader in the commercialisation of microsampling. In FY23, all microsampling devices are integrated under the Neoteryx brand. Strong progress:
  - Order rate accelerating.
  - Trajan devices supporting more than a dozen pharmaceutical drug trials.
  - Proposals on the table for in-pharmacy and at-home use for companion diagnostics, direct-to-consumer digital health, and monitoring of infectious disease immunity and inflammation.





# Vision to Reality; “MonitorYou” Launching

Science that benefits people

## Personalised preventative data-based healthcare

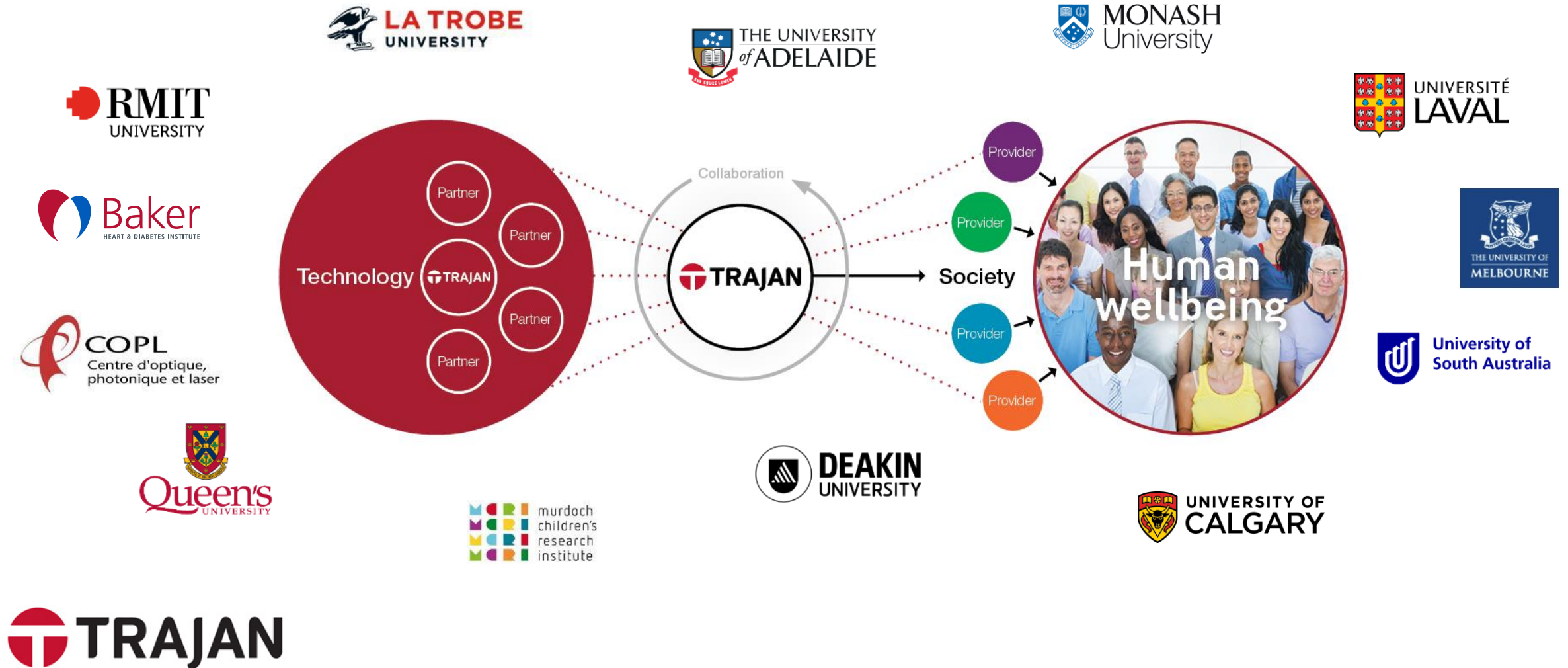
- To drive adoption of microsampling tools and decentralised measurement.
- Starting with “healthy heart” program.
- <https://monitoryou.com/>
- Progressing towards ISO 15189 medical laboratory accreditation.



# Impact Beyond Our Scale Through Collaboration

Science that benefits people

## Accelerated technology development and market delivery





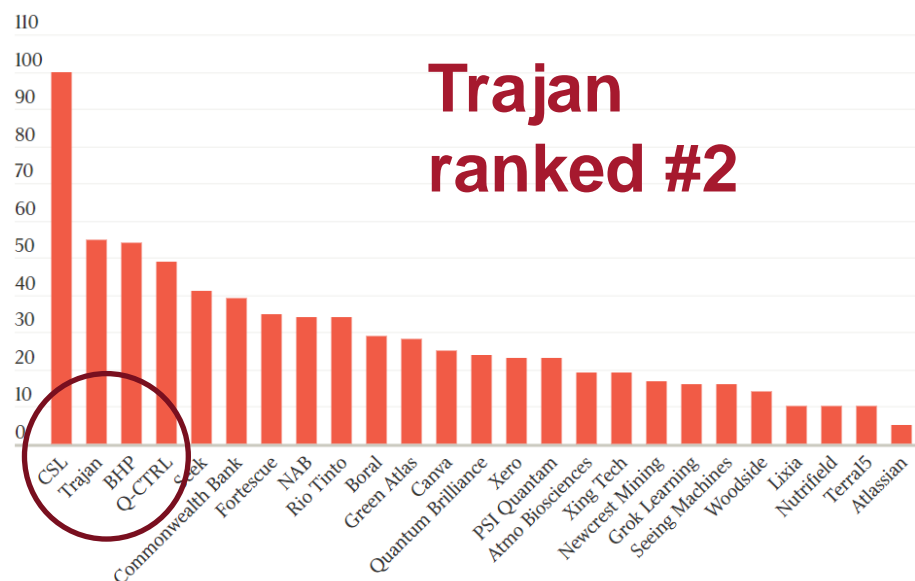
# Collaborating with the Baker Institute Metabolomics' team

Science that benefits people

## Australia's top 25 collaborating companies

Leading Australian companies ranked by the number of papers their researchers have co-authored with Australian university researchers.

Index: CSL (101 papers) = 100



THE AUSTRALIAN



- Trajan and The Baker Heart and Diabetes Institute have been working together since 2019 on an AI tool to assess cardiovascular risk from blood microsamples.
- Tool measures hundreds of biomarkers that should allow cardiologists to differentiate patients who require therapeutic intervention by determining “Metabolic Age”.
- This is the Trajan vision. Microsampling, lab automation and method development brought together by the accelerated investment in our lab activities.
- We intend to take the complete solution from “research only” to a registered diagnostic.
- The method development and Trajan lab operations made possible by the IPO.



# Financials & Commercial Strategy



Science that benefits people



# The Trajan Journey is Accelerating

Science that benefits people

With no external capital the business grew revenues to over \$75M before listing in June 2021.

From 2011 to 2021 the business completed seven acquisitions, built global infrastructure, developed a deep technology pipeline and recruited a talented global team of almost 450 staff.

By 2021 we were ready for round two!

In the first year since listing the business has completed four additional acquisitions and has maintained strong organic growth.

We are now 660 staff with annualised revenues of more than \$150M



# Compelling M&A Impact

Science that benefits people

## Acquisition characteristics



Collaborative process working alongside the founder to provide a succession plan that benefits both Trajan and the target



Provides a solution within the analytical workflow



Complementary to one or multiple current business segments and/or technologies, with a clear integration strategy



Focus on becoming industry best practice once integrated into the Trajan ecosystem



Earnings accretive or strategic opportunity that enhances shareholder value in the short-to-medium-term and increasing in the long-term

Our acquisitions aren't simple "bolt on" capabilities, we focus on attributes that enhance Trajan as a whole



**2011 and 2014:** Entered through **Grale Scientific** and then **built through HD Scientific** the foundation of today's successful pathology business

**2013:** Entered through **SGE Analytical Science** into analytical products which provided the platform for today's chromatography products

**2016:** **Built through Epic Extrusion** a position in analytical products enabling Trajan today to deliver polymer tubing to the analytical community

**2018:** Entered through **Soltec** into sample containment, providing sealing septa to help preserve sample and data integrity

**2016 and 2021:** Entered through **Leap Technologies** and then **built through Axel Semrau and LEAP PAL Parts** laboratory automation. Applications today include proteomics, drug discovery and food contamination testing

**2021:** **Built through Neoteryx** microsampling with a strengthened position in the emerging microsampling segment

**2021:** Entered through **MyHealthTest** into our own laboratory, and we are now establishing the resource and infrastructure to support future growth

**2021:** Entered through **FORTH** into consumer portals through strategic investment with Board representation and potential partnering opportunities

**2022:** **Built and enhanced through Chromatography Research Supplies (CRS)** Trajan's gas chromatography workflow



# Building and Extending in the Analytical Workflow

Science that benefits people

Through both internal developments and M&A we are:

- **Building**

- **Adding critical mass** to existing product areas and striving to be industry best practice in specialised areas that impact data quality and productivity

- **Extending**

- Strategically **entering new adjacent areas** where we see a natural extension to our current product areas and capabilities



# Financial Highlights – FY22

Science that benefits people

## Strong sales and profit growth across the group

**\$107.6M**

**Total Revenue**

↑  
40.5%<sup>1</sup>

**\$12.5M**

**Normalised EBITDA**

↑  
26%<sup>1</sup>

**41.9%**

**Gross Margin**

↑  
1.7 pts<sup>1</sup>

- Revenue of \$22.7M and \$2.1M of EBITDA added from new acquisitions.
- Organic revenue growth of 10.8%<sup>1</sup>.
- Revenue growth of 15.0%<sup>1</sup> in Analytical Products segment.
- Revenue growth of 95.8%<sup>1</sup> in Life Science Solutions segment.
- Normalised EBITDA for the year ended 30 June 2022 was \$12.5M (2021: \$10.0M), up by 26.0%<sup>1</sup>.

1. Over PCP



# FY23 Outlook

Science that benefits people

In just one year Trajan has changed scale

**\$150.0M  
to \$160.0M\***  
Expected Revenue  
range

**\$21.0M  
to  
\$25.0M\***  
Expected Normalised  
EBITDA range

*Trajan's business (Revenue and EBITDA) is running at double the rate of its IPO starting point just over a year ago.*







# Disclaimer

Science that benefits people

The material in this presentation is general background information about Trajan Group Holdings Limited (Trajan) and is current at the date of the presentation, 17 November 2022. The information in the presentation is provided for information purposes only, is in summary form and does not purport to be complete. It should be read in conjunction with Trajan's other announcements to the ASX, including the FY22 Full Year Results announcement. It is not intended to be relied upon as advice to current shareholders, investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular shareholder or investor, taxation situation or needs of any particular investor. A shareholder, investor or potential investor must not act on the basis of any matter contained in this presentation but must make its own assessment of Trajan and conduct its own investigations and analysis. No representation is made as to the accuracy, completeness or reliability of the presentation. Trajan is not obliged to, and does not represent that it will, update the presentation for future developments.

All currency figures are in Australian dollars unless otherwise stated. Totals and change calculations may not equate precisely due to rounding.

This presentation contains statements that are, or may be deemed to be, forward-looking statements. These forward-looking statements may be identified by the use of forward-looking terminology, including the terms "believe", "estimate", "plan", "target", "project", "anticipate", "expect", "intend", "likely", "may", "will", "could" or "should" or similar expressions, or by discussions of strategy, plans, objectives, targets, goals, future events or intentions. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. You are cautioned not to place undue reliance on such forward-looking statements. Such forward looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Trajan or any of its related entities which may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements.

Past performance is also not indicative of future performance and no guarantee of future returns is implied or given. Nothing contained in this presentation is, or shall be relied upon as, a promise, representation, warranty or guarantee as to the past, present or the future performance of Trajan.

By reading this presentation you agree to be bound by the limitations set out in this disclaimer. No representation or warranty, express or implied, is made as to the accuracy, reliability, completeness or fairness of the information, opinions, forecasts, reports, estimates and conclusions contained in this presentation. To the maximum extent permitted by law, neither Trajan nor any of its related entities, or their respective directors, employees or agents, nor any other person accepts liability for loss arising from the use of or reliance on information contained in this presentation or otherwise arising in connection with it, including without limitation any liability from fault of negligence.

# Global Leadership Team

Science that benefits people

