



FY23 H1 FINANCIAL RESULTS

Stephen Tomisich
CEO and Managing Director
27th February 2023

Science that benefits people



Respect



Integrity



Discipline



Empowerment



Diversity

Our vision

**To enrich personal health through
scientific tools and solutions**



Science that benefits people

A business operating at global scale

- **Global developer and manufacturer** of analytical and life sciences products and devices enriching human well-being through **scientific measurement of biological, food, and environmental samples**.
- Strategy informed by a view that the quality of **analytical data is increasingly important** in understanding the factors that **impact human health**.
- Our technologies **enhance the sensitivity, selectivity, reliability and integrity** of the analytical data, laboratory workflow, and data analysis.
- Our customers are **large OEMs, pharmaceutical and life science companies, research labs, pathology labs, and consumers**. This represents large and accessible markets.
- With operations in Australia, USA, Asia and Europe our footprint **is scaled and strategically organised to provide capacity for growth**, ensure reliable and flexible responsiveness and to deliver proximity to key clients.

>8000

Products manufactured
or sold

>1000

Customers

6

Countries with
dedicated Operations

7

Manufacturing
sites

Trajan Results Summary

Consistent high performance for more than a decade

Revenue:

\$80.1M up 83.2% PCP (\$43.7M).

Normalised EBITDA:

\$10.3M, up 115.9% on PCP (\$4.8M).

Strong Organic Growth:

\$7.6M, up by 18.6% on PCP (\$40.8M v \$48.4M).

Gross Profit Margin 40.7%.

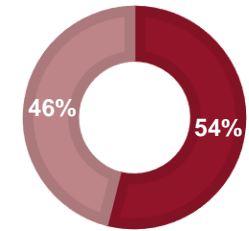
3 pt gain Q2/Q1. Now ahead of FY22.

H1 Highlights: 11th consecutive year of growth

- Compelling performance across all financial metrics:
 - Revenue and normalised EBITDA **guidance upgraded** for full year.
 - Strong cash generation, working capital and cash balance.
 - Net debt reduced.
 - Increasing contribution from acquisitions since IPO.
 - Underlying performance supported by continued double digit (18.6%) organic growth.
 - Operational expenses managed despite inflation and other macro-economic forces.

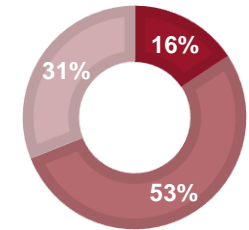
REVENUE BY SEGMENT

■ Analytical products ■ Life Science Solutions



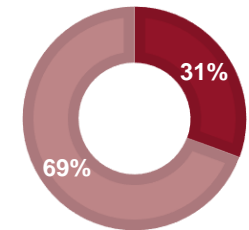
REVENUE BY LOCATION

■ Asia Pacific ■ USA ■ EMEA



REVENUE BY TYPE

■ Capital Equipment ■ Consumables



Leveraging opportunities and delivering beyond plan

Continued strong revenue growth:

- Strong product demand from existing and new customers - best in class and superior products, strong customer relationships and innovation-first approach.
- Benefit from global trends towards automation, personalised care, data-led decision making, and preventative technologies.

Impact of inflation, covid and global conflict

- Higher manufacturing input costs due to inflation, now offset by product price increases.
- Forward-thinking approach to risk mitigation allowing us to navigate issues outside of our control effectively.
- Business resilience is grounded in our diverse operations, products, and channels and a highly experienced leadership team.

**UPGRADED
REVENUE
\$155.0M-
\$165.0M**

**UPGRADED
Normalised
EBITDA
\$21.7M-
\$25.8M**

Acquisition Program

Integration on track, contribution growing

- Acquired revenues of the acquired businesses are tracking to expectations.
- Integration of acquired businesses on or ahead of plan.
- Latest acquisition of HDExaminer demonstrating active and diverse program of identifying opportunities to build out Trajan's capabilities at all value levels.

\$31.7M

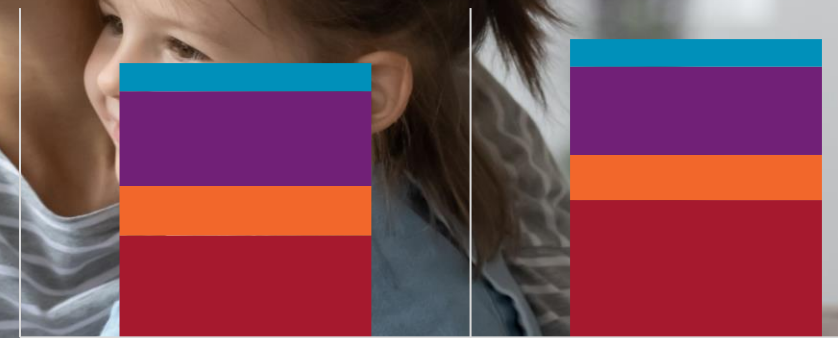
H1 contribution to Revenue from businesses recently acquired

\$4.8M

H1 contribution to normalised EBITDA from businesses recently acquired

ACQUIRED REVENUE

■ Axel Semrau ■ Leap Pal Parts ■ CRS ■ Neoteryx

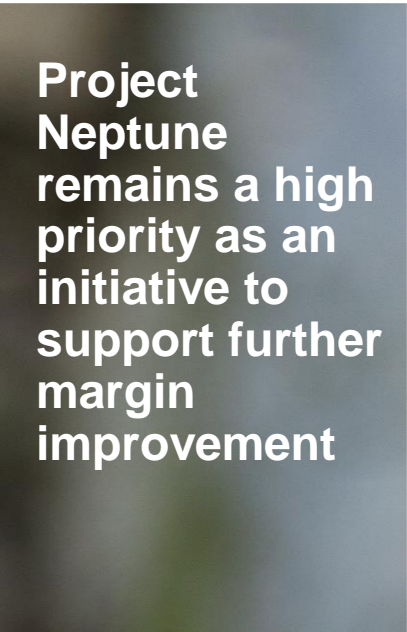


RUN RATE AT ACQUISITION

FY23 H1

Operational Status Update

Focus on strategy execution: Progress on many levels



Project Neptune remains a high priority as an initiative to support further margin improvement



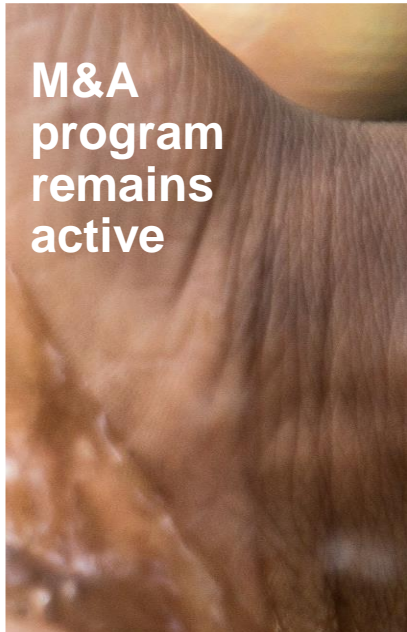
Transfer of additional manufacturing capability to Penang provides efficiency, scalability and agility



Continued focus on developing and commercialising new products



Acquisition integrations leveraging global infrastructure delivering further synergies



M&A program remains active



More than 30 active industry and academic collaborations enabling us to extend our R&D capabilities

HY2023 Detailed Financial Performance

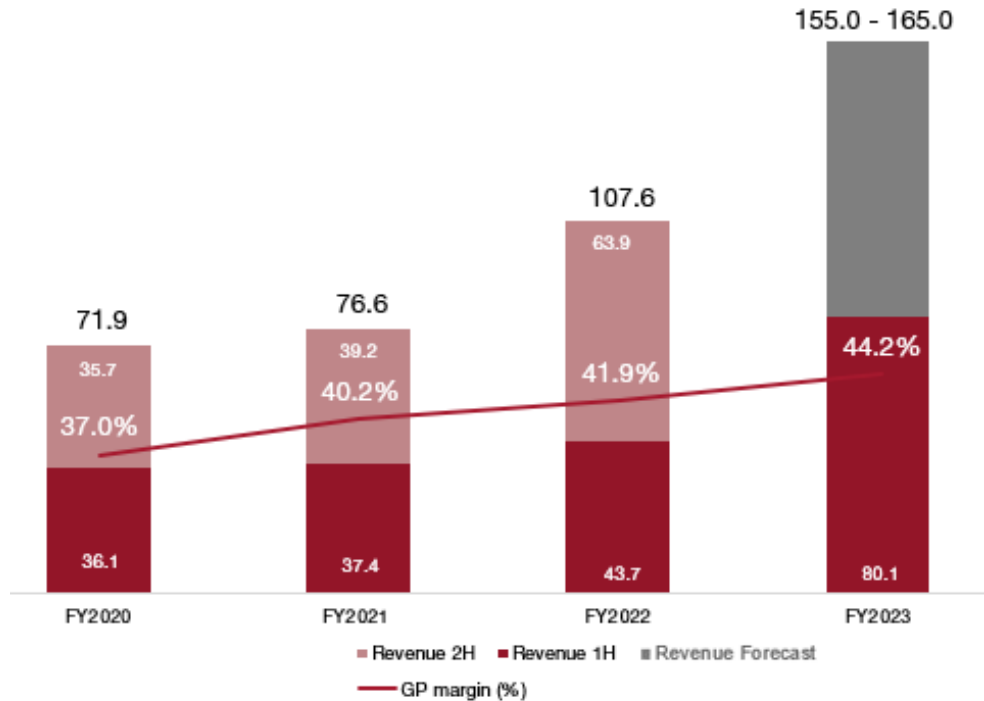
Strong organic growth and acquisitions increased our size and scale

Revenue (\$m) & Gross Profit Margin^ %

Trajan reported overall revenues for the half-year ended 31 December 2022 of \$80.1M (2021: \$43.7M), up by 83.2% on pcp. The revenue for the period comprises organic \$48.4M and acquisitions \$31.7M. Strong organic growth of \$7.6M (18.6%) on pcp and growth from acquisitions of \$28.8M on pcp.

Upgrading the full year revenue guidance range to \$155.0M - \$165.0M.

Gross margin^ for the half-year ended 31 December 2022 was 40.7% (2021: 41.5%). The Group experienced increased supply chain costs during the period. The impact of these costs, offset through product price increases passed onto customers, was phased during the period. The full benefit of the price increases to be realised in 2H FY23.

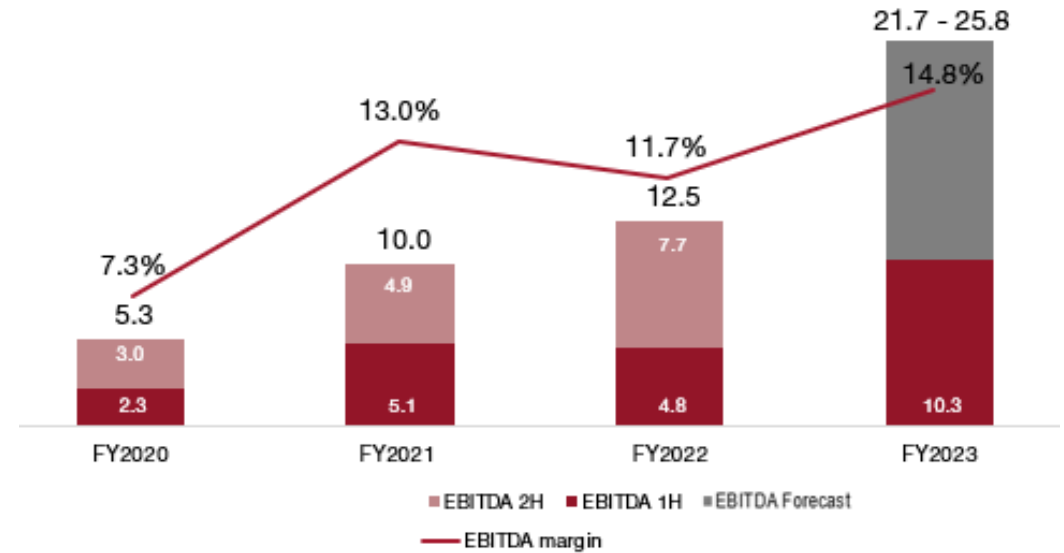


Normalised EBITDA (\$m) & Normalised* EBITDA Margin %

Normalised EBITDA for the half year ended 31 December 2022 was \$10.3M (2021: \$4.8M), up by 115.9% on pcp. The Normalised EBITDA for the period comprises organic \$5.5M and acquisitions of \$4.8M. The increase was driven by organic growth of circa \$1.5M and contributions from acquisitions of circa \$4.0M.

Upgrading the full year normalised EBITDA guidance range to \$21.7M - \$25.8M.

The acquisitions will continue to be integrated in combination with organic growth enabling the delivery of continued returns in future financial performance.



FY2023 Gross Profit margin and EBITDA margin percentages are calculated using the mid point of the indicative revenue and EBITDA ranges.

^Gross profit excludes depreciation on assets and right of use assets, and interest expense on lease liabilities.

*Normalised EBITDA FY2021 excludes PPP loan forgiveness, ongoing listed costs, IPO related expenses and share-based payment expenses.

Normalised EBITDA FY2022 and FY2023 excludes acquisition related costs, costs to accelerate investment in manufacturing infrastructure, and costs to accelerate commercialisation of new products and technologies.



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HY2023 Segment Breakdown

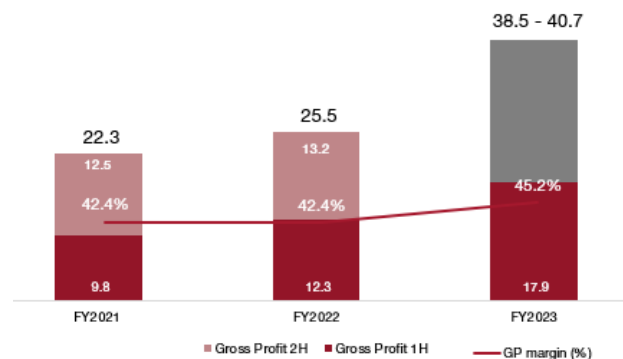
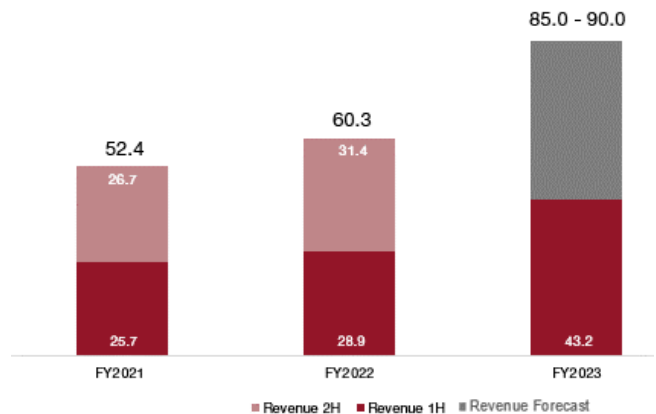
Acquisitions elevate underlying business portfolio

Analytical Products

Revenue for the period was \$43.2M (up by 49.2% on pcp) and gross profit[^] grew by \$5.6M (up by 45.2%).

The revenue for the period comprises organic \$31.8M and acquisitions \$11.4M.

The increase in revenue benefitted from organic growth (\$2.8M, up by 9.6% on pcp) and the contribution from acquired entities (\$11.4M).

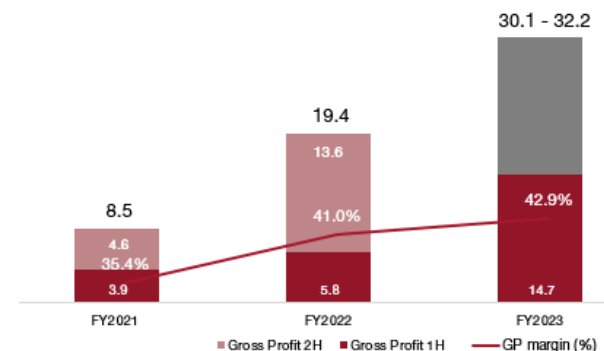
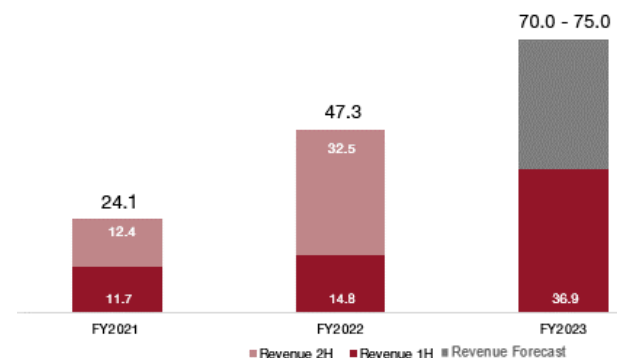


Life Science Solutions

Revenue for the period was \$36.9M (up by 149.8% on pcp) and gross profit[^] grew by \$8.9M (up by 152.0%).

The revenue for the period comprises organic \$16.6M and acquisitions \$20.3M.

The performance of Life Science Solutions reflects organic revenue growth (\$4.8M, up by 40.6% on pcp) complemented by the contribution from acquired entities (\$17.3M, up by 592.1% on pcp).



[^]Gross profit excludes depreciation on assets and right of use assets, and interest expense on lease liabilities.
FY2023 Gross Profit margin percentages are calculated using the mid point of the indicative revenue and EBITDA ranges.

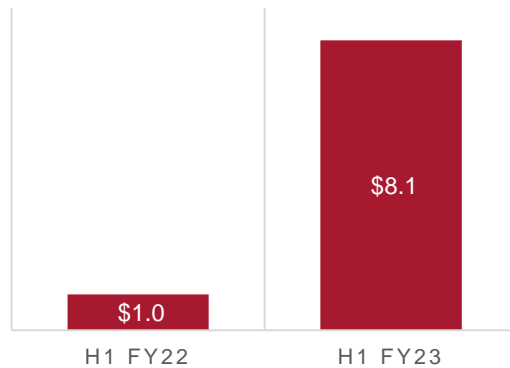
HY2023 Cash Summary

Growing operating cash flow

Commentary

- Growing operating cash flow (compared to HY22) benefiting from HY2023 earnings growth.
- Increase in net working capital during the half year due to increase in payables (\$4.9M) and decrease in receivables (\$0.6M), offset by increase in inventories (\$1.4M).
- Finance costs relates to interest on bank loans and borrowings utilised to fund FY22 acquisitions.
- Non-cash items include cost of Trajan's long term employee share options plan and foreign exchange revaluations.
- Capital expenditure included acquisition of new warehouse in Germany (\$1.6M).

FREE CASH FLOW



27.8%

Reduction in Net Debt
from 30 June 2022

\$21.1M

Cash Balance

1.12

Cash Conversion Ratio

A\$ million	HY2022	HY2023
Normalised EBITDA*	4.8	10.3
Income tax payments	0.1	(0.2)
Changes in working capital	(2.4)	3.9
Finance costs	(0.1)	(1.6)
Non-cash items	0.2	(0.9)
Normalised Operating cash flow*	2.6	11.5
Capital expenditure	(1.6)	(3.4)
Free cash flow*	1.0	8.1
Cash conversion ratio (EBITDA to Operating Cashflow)	0.54	1.12

*Normalised HY2022 excludes a total of \$2.6M of acquisition related costs, costs to accelerate investment in manufacturing infrastructure, and costs to accelerate commercialisation of new products and technologies.

Normalised HY2023 excludes a total of \$1.5M of acquisition related costs, costs to accelerate investment in manufacturing infrastructure, and costs to accelerate commercialisation of new products and technologies.





Q&A

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