

A circular inset image showing a close-up of green plant leaves with prominent veins, overlaid on the main image of a woman smiling at a market stall. The text 'Science that benefits people' is written in white, sans-serif font across the center of the circular inset.

FY23 FINANCIAL RESULTS

28 AUGUST 2023

**STEPHEN TOMISICH CEO AND
MANAGING DIRECTOR**

Building Trajan to Global Scale



Respect



Integrity



Discipline



Empowerment



Diversity

Trajan is a **globally scaling business** providing **products and services** essential to sample handling and analysis in the **Clinical, Pharmaceutical, Environmental and Food sectors**.

We are both a **manufacturer and product** innovator embedded into our customers' business as a partner.

With a commitment to research, collaboration and technological excellence, **we are shaping the future of the world we live in** from the quality of the food we eat to disease prevention.





FY23 FINANCIAL RESULTS

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- SUMMARY

FINANCIAL HIGHLIGHTS

STRONG SALES AND PROFIT GROWTH ACROSS THE GROUP

↑ **\$162.2M**
Net Revenue
Up 50.7%

↑ **\$21.1M**
Normalised EBITDA
Up 67.9%

↑ **14.5%**
Organic Growth
8.6% on constant
currency basis

↑ **43.2%**
Proforma Gross
Margin
Up 1.3% points

↓ **29.0%**
Gearing Ratio
Down 7.0% points

↓ **\$37.6M**
Net Debt
Down 9.8%

- Continued sales momentum across all markets and segments. **12th consecutive year of growth.**
- Organic Net Revenue (excluding acquisitions) growth of 14.5%.
- Revenue growth of 41.0% in Analytical Products segment.
- Revenue growth of 63.2% in Life Science Solutions segment.
- Normalised EBITDA of \$21.1M, up 67.9%, inclusive of \$0.6M FEC hedge book revaluation expense.
- Gross Margin expansion continues toward 50.0% target, with positive progress with Project Neptune.
- Cash generation used to pay down debt, strengthening Balance Sheet, and enabling investment in product innovation.

GROWING GLOBAL FOOTPRINT

OUR MAJOR MARKETS AND CUSTOMERS ARE IN THE NORTHERN HEMISPHERE



● Manufacturing sites ◆ Operational sites

* Percentage of Total Revenue

- Trajan is strategically diverse in terms of our product portfolio, geographies we operate in, customer set, and the industries we touch.
- Our customers sit across three channels. We are deeply embedded in many of their businesses:
 - Original Equipment Manufacturers.
 - Component and consumable suppliers.
 - Direct sales to end-user laboratories.
- This approach has profound advantages, enabling us to establish ourselves as a top-tier global analytical science business focused on human health that is resilient to external macro-economic forces, while also increasing the likelihood of near-term success.

EXECUTING ON OUR STRATEGY

PRECISE DATA IS THE RESULT OF BEST PRACTICE SAMPLE COLLECTION, HANDLING AND ANALYSIS

Executing a strategy targeting the areas of Environmental, Clinical, Pharmaceutical, and Food applications. We know our work is underpinning the quality of analytical data being generated.

Examples include:

- A market-leading automated measurement system to detect the presence of carcinogenic contaminants in the global food chain used by major manufacturers and testing authorities world-wide.
- Automated HDX technology enabling scientists working in drug discovery and development deeper insights into protein structures.
- Blood microsampling tools into kits now being delivered to homes in the USA to test for exposure to "forever chemicals" toxic pollutants.

8000+

Products SKUs

1000+

Unique Customers

653

Employees

7

Manufacturing Sites

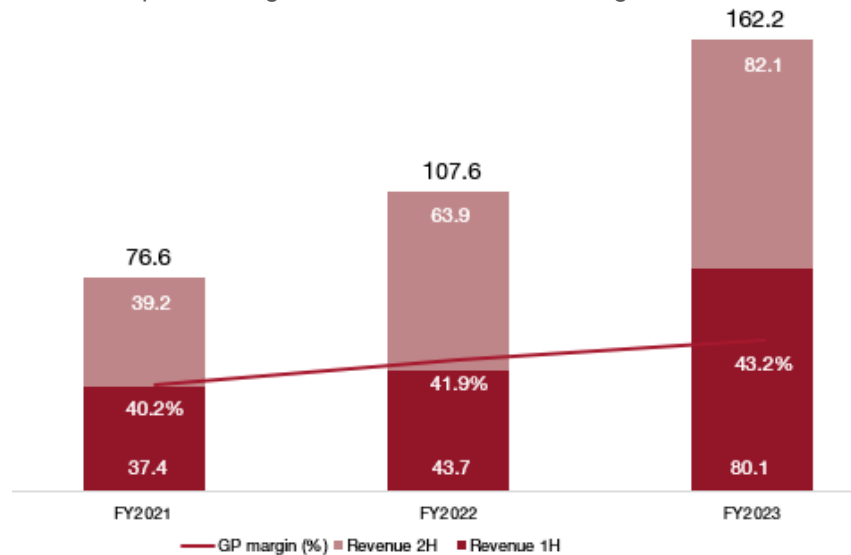


FY23 COMMERCIAL GROWTH

CONTRIBUTIONS FROM ORGANIC GROWTH AND ACQUISITIONS

REVENUE & GROSS MARGIN

- Trajan reported overall revenues for the year ended 30 June 2023 of \$162.2M (2022: \$107.6M), up by 50.7%. The revenue for the period comprises organic \$97.2M and acquisitions \$65.0M. Strong organic growth of \$12.4M (14.5%) and growth from acquisitions of \$42.2M (185.5%).
- During the year, gross margin[^] increased from 41.9% to 43.2%. The Group's overall revenue growth, increased efficiency gains from the transfers of additional manufacturing capability to Penang, and price changes, drove an increase in margins.



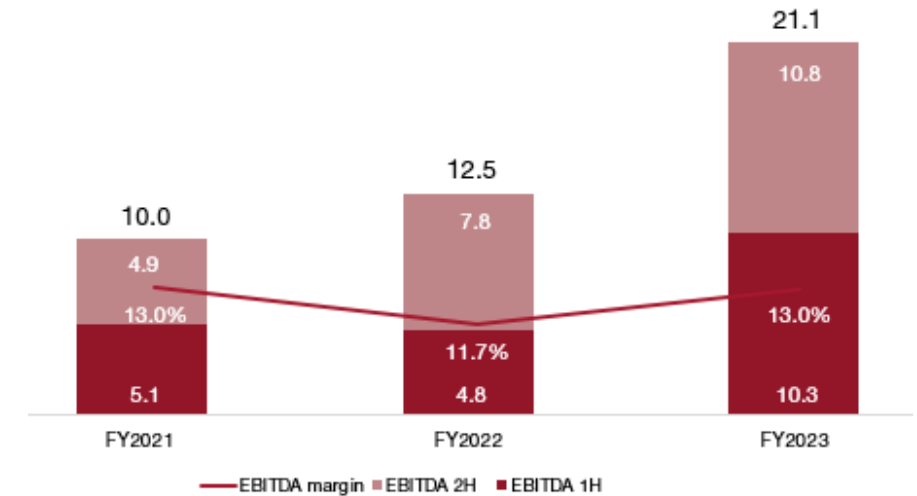
[^]Gross profit excludes depreciation on assets and right of use assets, and interest expense on lease liabilities.

*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, non-recurring restructuring costs and costs to accelerate commercialisation of new products and technologies.

nEBITDA & nEBITDA MARGIN

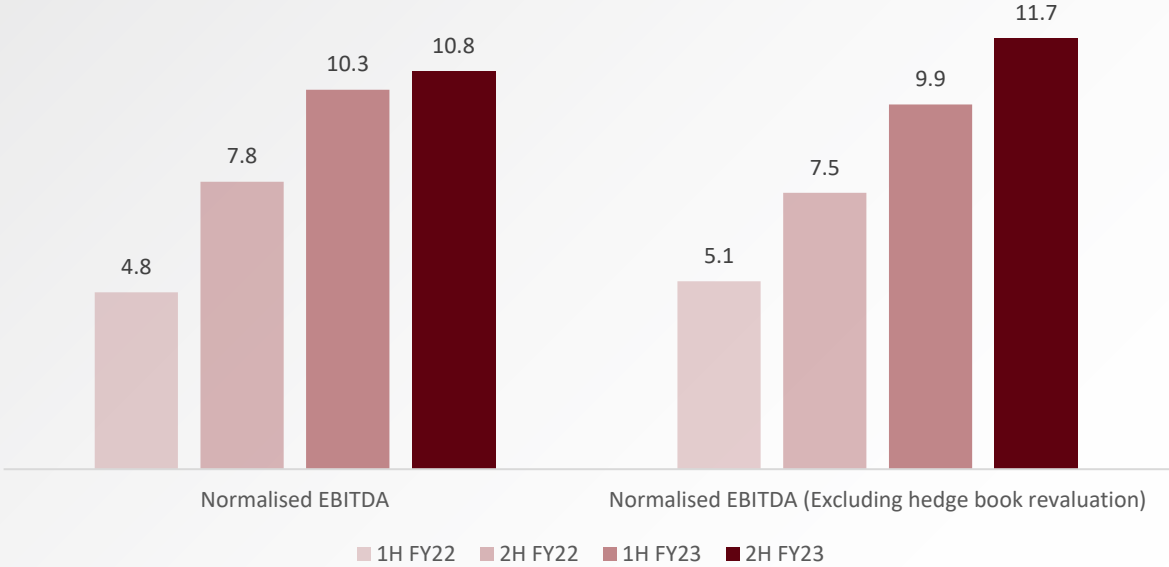
- Normalised EBITDA for the year ended 30 June 2023 was \$21.1M (2022: \$12.5M), up by 67.9%. The Normalised EBITDA for the period comprises organic \$11.1M and acquisitions of \$10.0M.
- The acquisitions will continue to be integrated in combination with organic growth enabling the delivery of continued returns in future financial performance.



nEBITDA TRENDING POSITIVELY

CONSISTENT HALF-ON-HALF IMPROVEMENT

- Excluding the impact of FEC hedge book revaluation, the company’s nEBITDA grew to \$21.6M (2022 \$12.6M).
- 2H FY23 nEBITDA (excluding FEC hedge book revaluation) of \$11.7M (1H FY23 \$9.9M), up by 19.0%.
- The FEC contract revaluations have negatively impacted the nEBITDA (excluding hedge book) by \$0.6M (2022 \$0.1M).



ANALYTICAL PRODUCTS AND LIFE SCIENCE SOLUTIONS

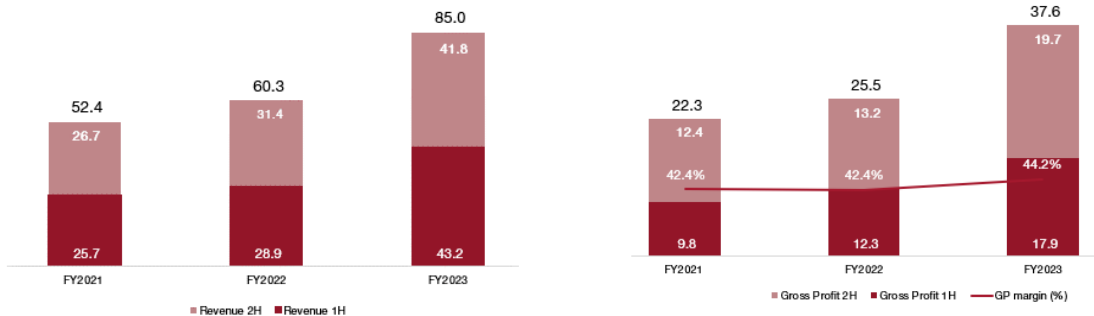
OPERATING SEGMENTS PERFORMING STRONGLY

ANALYTICAL PRODUCTS

- Revenue for the period grew by \$24.7M (up 41.0%) from \$60.3M to \$85.0M and gross profit[^] grew by \$12.1M (up by 47.5%).
- The revenue for the period comprises organic \$62.6M and acquisitions \$22.4M. The increase in revenue benefitted from organic growth (\$4.9M, up by 8.6%) and the contribution from acquisitions (\$19.7M).

REVENUE

GROSS PROFIT

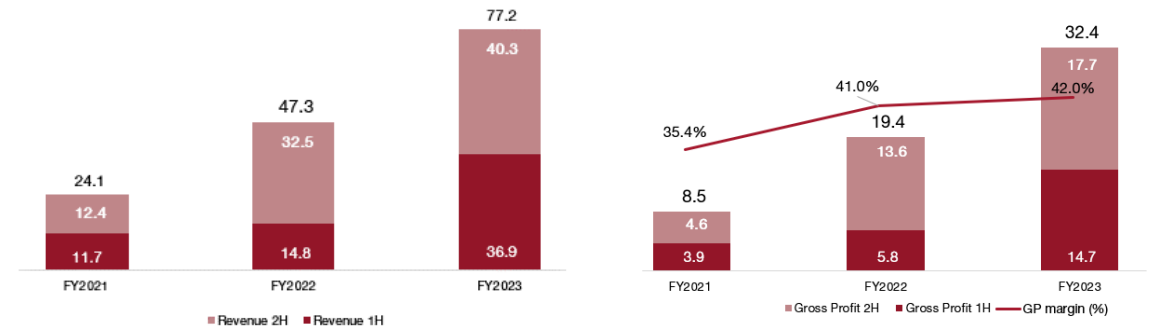


LIFE SCIENCE SOLUTIONS

- Revenue for the period grew by \$29.9M (up 63.2%) from \$47.3M to \$77.2M, driven by the addition of Neoteryx LLC, LEAP PAL Parts and Axel Semrau. Gross profit[^] grew by \$13.0M (up by 67.0%).
- Revenue for the period comprises organic \$34.7M and acquisitions \$42.5M. The performance of Life Science Solutions reflects organic revenue growth (\$7.4M, up by 27.3%) complemented by the contribution from acquisitions (\$24.5M, up by 112.1%).

REVENUE

GROSS PROFIT



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

A large white industrial robotic arm is the central focus, positioned in a factory environment. The background is filled with various industrial machinery, including conveyor belts and structural frames, all bathed in a cool blue light. The overall scene conveys a sense of modern manufacturing and automation.

CONTINUING TO BUILD AND IMPROVE MARGIN EXPANSION

- Project Neptune continued to deliver gains. Next phase of the program to be scoped in FY24
- Further production automation roll out in global operations.
- Continued transfer of production processes to Trajan's Malaysia operation.
- Scale effect - dilution of fixed manufacturing costs across the growing revenue line.

CASHFLOW

CASH GENERATION ALLOWS TRAJAN TO SELF-FUND INVESTMENT

- Growing operating cash flow (compared to FY22) benefiting from FY2023 earnings growth.
- Decrease in net working capital due to increase in inventories \$3.6M, increase in receivables \$3.2M, and increase in trade payables and accruals \$2.6M.
- Finance costs relate to interest on bank loans and borrowings utilised to fund acquisitions and interest on lease liabilities.
- Non-cash items include cost of Trajan’s long term employee share options plan.
- Free Cash Flow* remains comparable with prior year as Trajan continues to invest in manufacturing facilities as planned in Project Neptune.
- This is evidenced in “capital expenditure” including:
 - Acquisition of new warehouse in Germany (\$1.6M).
 - HDExaminer software and North Carolina office consolidation (\$1.0M).
 - Project Neptune automation (\$1.9M).
 - Additions in Property, Plant and Equipment.

A\$ million	FY2022	FY2023
Normalised EBITDA*	12.5	21.1
Income tax payments	(2.0)	(0.9)
Changes in working capital	(1.8)	(4.3)
Finance costs	(0.7)	(4.0)
Non-cash items	0.1	1.4
Normalised Operating cash flow (OCF)*	7.9	13.3
Capital expenditure	(3.4)	(8.6)
Free cash flow (FCF)*	4.5	4.7
Cash conversion ratio (Normalised OCF to Normalised EBITDA)	0.63	0.63

*Normalisation excludes acquisition related costs, costs to accelerate investment in manufacturing infrastructure, and costs to accelerate commercialisation of new products and technologies.

UNREALISED VALUE EMBEDDED

TWO IMPORTANT BUSINESS STREAMS BUILDING A STRONG FUTURE

Since inception Trajan has supported two parallel business growth streams that are both highly valuable.

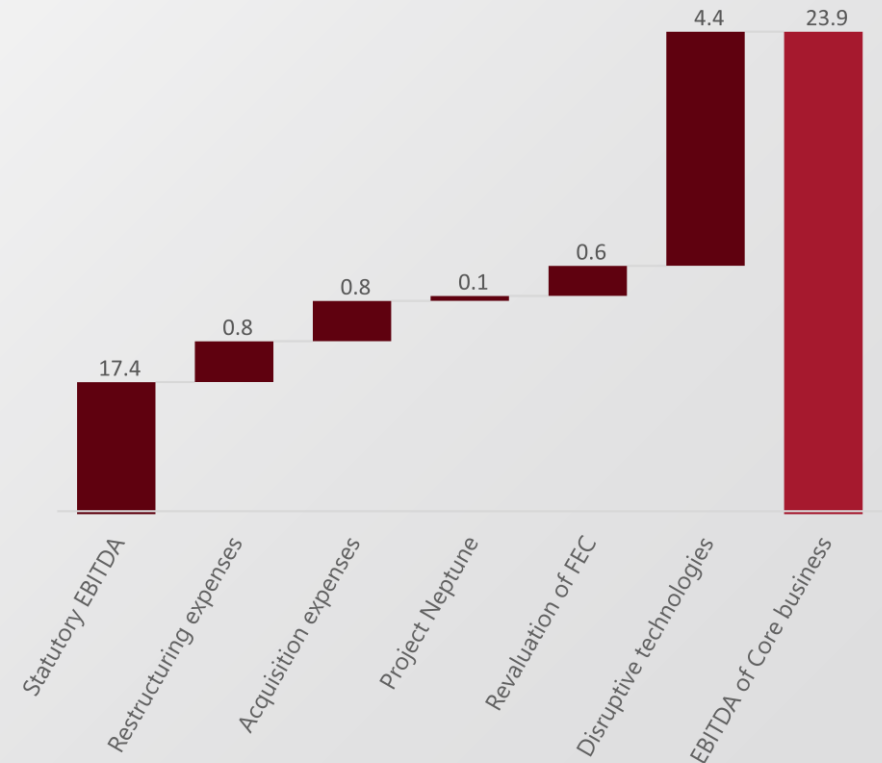
1. The “Core” business and all the related activities such as Operations, Commercial and R&D programs is the resilient high growth and increasingly profitable foundation of Trajan.

The **Core business stream generated \$23.9M EBITDA** in FY23.

2. The “Disruptive Technologies” business stream represents a range of investments in high potential new technologies that will contribute to future performance. These include clinical pathology, related biological micro-sampling tools and the “Hummingbird” modular miniaturised instrument platform.

The **Disruptive Technologies** stream investment was **\$4.4M.**

The long-term future market potential of Disruptive technologies is increasingly evident and exciting.



UNLOCKING VALUE

REVIEW OF REPORTING AND FUNDING MODEL OF DISRUPTIVE TECHNOLOGIES

- Trajan believes a review of the reporting, funding and potentially the structure of these Disruptive technologies could unlock significant value.
- The strength of the underlying Core business can be better understood and valued with a higher degree of transparency.



MICROSAMPLING IS AN EMERGING BUT HIGH POTENTIAL COMPONENT OF THE FUTURE TRAJAN SUCCESS STORY

OUTLOOK

CONTINUED CONFIDENCE TO DELIVER GROWTH

- Trajan's growth has been rapid with above industry organic growth ongoing contributions from acquisitions.
- This has provided positive accelerated growth rates since IPO.
- With the maturing of Trajan's business, we will no longer be normalising costs of commercialisation.

Net Revenue Guidance Range

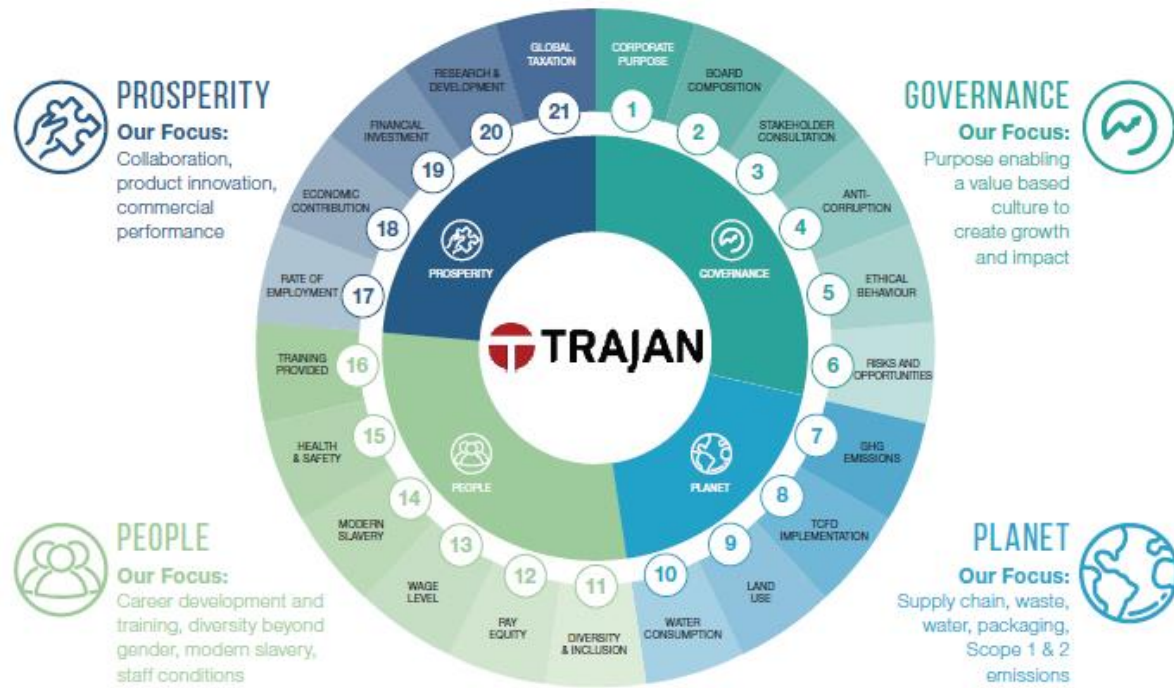
FY23:	\$162.2M
FY24:	\$170.0M- \$180.0M

nEBITDA – Core Business

FY23:	\$23.9M
FY24:	\$25.7M- \$27.5M

FORMALISING OUR APPROACH TO ESG

GROUNDED IN OUR VALUES AND PURPOSE



- Cross functional team formalising our ESG framework. Policy now in place; endorsed and supported by the Board.
- Our purpose of “Science that benefits people” is at the centre of our culture and operations. Many of the components contributing to this program are already established.
- We firmly believe that our success goes beyond financial performance; it is intrinsically tied to the positive impact we create on the world around us.
- Established a clear focus targeting areas where we have the potential to have the biggest impact – packaging, water, energy consumption, and supply chain.
- We are committed to being a force for good, fostering sustainability, empowering our workforce, and contributing to the industries in which we operate.
- Reporting our progress at least annually.

SUCCESS DRIVERS

- Exceptional commercial track record with 12 consecutive periods of growth.
- Dual focus on maintaining momentum in Trajan's highly profitable Core business and investing in Disruptive technologies to contribute to future success.
- Global infrastructure in place supporting further scale with current cost base.
- Continued focus on being best practice and supporting leader position in the analytical workflow.
- Sticky global blue-chip customers.
- Highly defensible market position with high barriers to entry.
- High quality and experienced management.





Q&A