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Trajan Group Holdings Limited
ACN 152 617 706

ASX RELEASE**2023 Annual General Meeting Chair Address and Presentation**

5 October 2023 – Global analytical science and device company Trajan Group Holdings Limited (**ASX: TRJ**) (**Trajan** or **the Company**) advises, in accordance with Listing Rule 3.13.3, a copy of the address by the Chairman Mr John Eales and slides to be presented at today's Annual General Meeting are attached.

An extension to this year's AGM is Trajan's inaugural shareholder day on Monday, 30 October 2023, where the CEO and other business leaders will make presentations. These presentations will be released to the ASX and also available on the Company investor relations portal.

Register for this event at investorrelations@trajanscimed.com.

Authorised for ASX release by the Board of Trajan Group Holdings Limited.

END

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About Trajan

Trajan is a global developer and manufacturer of analytical and life sciences products and devices founded to enable science that benefits people by enriching personal health through scientific tools and solutions. 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.



Chair's Address

I'm pleased to present my report for the Trajan 2023 Annual General Meeting and share our commercial achievements, as well as the profound impact our products have on enhancing the health and well-being of our communities.

As we reflect on our journey, Trajan has experienced strong growth, doubling in size since our IPO just over two years ago. As we reported 5 weeks ago, our full year revenue exceeded \$162 million with our normalised EBITDA exceeding \$21 million. This growth reflects our commitment to building a healthcare company of substantial size and scale to have a global presence.

As we flagged at the full year results announcement in August, the business has experienced, continued softness in orders in Q1. This is mostly related to the ongoing destocking activity in the downstream supply chain. The expectation is for some lingering impact in Q2 and a return to the long-term growth trend in H2 driven by the continued underlying demand in the end markets. So, while we expect some impact on our H1 results **we maintain our full year guidance.**

Trajan's accomplishments are the result of robust organic expansion, the contributions of our acquired businesses, and the successful commercialisation of innovative products that address the evolving needs of our customers and their customers alike – ultimately people like you and me.

Our products provide invaluable data and insight into the safety of the food we consume, the water we drink, and the environment we live in. They aid in the process of early disease diagnosis and the prevention of future illnesses.

Trajan's approach is rooted in a dual commitment to innovation and collaboration. By partnering with our customers, academic institutions, and research organisations, we have harnessed collective knowledge and expertise to propel our research and development endeavors both within and beyond the general scope of our business. This strategy has not only allowed us to expand our business but has also informed the evolution of our technology and products. It has paved the way for us to explore new markets and cultivate enduring customer relationships based on invaluable insights and a collaborative approach to product development.

In environmental applications, Trajan's products are used in monitoring and assessing pollution levels, identifying contaminants, and evaluating their impact on ecosystems. In Germany, our team is engaged in an environmental testing program with a leading European institute to measure mineral oil contaminants in food. Closer to home, we are collaborating with ADE Consulting in Australia to trial a portable and compact "point of sampling" measurement platform for the analysis of soil pollutants.

In healthcare applications, our products are indispensable for diagnostics, treatment monitoring, and disease comprehension. Through chromatography, spectroscopy, and mass spectrometry, we achieve precise measurements of biomarkers, drugs, metabolites, and other substances in biological samples. The resulting data empowers disease diagnosis, therapeutic drug monitoring, personalised medicine, and drug discovery, ultimately enhancing patient outcomes and healthcare delivery.

One particularly exciting partnership is with The Baker Heart and Diabetes Institute, a collaboration that dates back to 2019. Together, we are developing an AI-based tool capable of measuring an individual's blood microsample for their risk of heart disease. This innovative tool assesses hundreds of lipid biomarkers and holds the potential to help cardiologists differentiate patients in need of therapeutic intervention by determining their "Lipid Risk Score". It embodies our vision of integrating microsampling, lab automation, and method development through accelerated investment in our lab activities.



In our full-year results, we provided insight into the performance of our core business, which continues to exhibit steady growth, bolstering EBITDA expansion, and increasingly generating cash. In parallel, Trajan has invested in the development of next-generation products, some of which I've outlined today, with the aim of delivering further value to our shareholders in the future. We are fortunate to offer our shareholders a business marked by strong predictability in its commercial profile as well as a focus on groundbreaking innovation in the near term, positioning Trajan at the forefront of our industry.

In 2015, Stephen and the team considered Trajan's core competency and landed on Trajan's capacity and capability to collaborate. Why? Because Trajan is independent. We develop and deliver industry solutions. We are seamlessly global, and our technology and fabrication capabilities are highly translatable to other verticals, meaning we can control, evolve, and modify products to continue to meet the demands of our customers and their customers today and in the future. If we were to ask this same question today, the answer would be the same.

Our team has embraced collaboration as a guiding principle. They work cohesively across departments and functions, applying their passion, expertise, and collaborative spirit to drive our collective goals.

I'd like to thank Stephen and his global leadership team, our partners, customers, and every Trajan employee around the world. Together, we are forging new frontiers in analytical science, especially in how it relates to human health. I am excited about the future and confident that our collective efforts will continue to drive our success. As mentioned, we are inviting shareholders to join us for our inaugural shareholder day in person in Melbourne on Monday, 30 October 2023. This is a companion event to today's AGM and will provide deeper insight into the various parts of our business. We hope you can join us.

And finally, thank you to you, our shareholders. We are confident that this coming year will see continued growth across our business in line with the strong global operational progress of Trajan.

Thank you.

A circular inset showing a microscopic view of numerous pink, spherical cells, likely red blood cells, with some showing darker, more complex internal structures.

Science that benefits people

**2023
Annual
General
Meeting**

5 OCTOBER 2023

YOUR BOARD



John Eales AM
Non-Executive Chair



Stephen Tomisich
Founder, CEO and
Executive Director



Robert Lyon
Executive Director



Tiffany Lewin
Non-Executive
Director



Sara Watts
Non-Executive
Director



Dr Rohit Khanna
Non-Executive
Director

QUESTION PROCESS

HOW TO ASK A QUESTION

- To ask a written question select the Q & A icon
- Select the topic your question relates to from the drop-down list
- Type your question in the text box and press the send button
- To ask a verbal question follow the instructions below the broadcast window

The screenshot displays a web interface with four tabs: 'Broadcast', 'Vote', 'Q & A', and 'Documents'. The 'Q & A' tab is active, indicated by a purple underline. Below the tabs is a large text area labeled 'Your question(s)'. Underneath this is a smaller text box with a 'Send' button. The text box has a character count of '0 character(s)' and a note stating 'Questions are limited to 2000 characters.' A dropdown menu labeled 'Select Topic' is positioned above the text box.

VOTING PROCESS

HOW TO VOTE

- When the poll is open, select the vote icon at the top of the screen
- To vote, select either For, Against or Abstain
- You will see a vote confirmation
- To change or cancel your vote “click here to change your vote” at any time until the poll is closed

The screenshot displays a web interface for a voting process. At the top, there is a navigation bar with four icons: a monitor for 'Broadcast', a document with a red '1' for 'Vote' (which is the active tab), a speech bubble for 'Q & A', and a folder for 'Documents'. Below the navigation bar, a grey header reads 'Items of Business'. The first item is '2A Re-elect Mr Sam Sample as a Director'. Below this, there are three buttons: 'FOR', 'AGAINST', and 'ABSTAIN'. The second item is '2B Re-elect Ms Jane Citizen as a Director'. Below this, there is a green checkmark icon, followed by the text 'We have received your vote For' and a link 'Click here to change your vote.'.



**ADDRESS BY THE
CHAIRMAN**
MR. JOHN EALES

BUSINESS OF THE MEETING



ORDINARY BUSINESS

FINANCIAL STATEMENTS AND REPORTS

The first item of business is to receive and consider the Company's Annual Financial Report, including the Directors' Report and Audit Report for the year ended 30 June 2023.

ORDINARY BUSINESS

RESOLUTION 1 – ADOPTION OF REMUNERATION REPORT

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

“That, for the purposes of Section 250R(2) of the Corporations Act and for all other purposes, the Remuneration Report as contained in the Directors’ Report for the year ended 30 June 2023, be adopted.”

Note: The vote on this resolution is advisory only and does not bind the Directors or the Company

PROXY VOTING RESULTS

RESOLUTION 1 – ADOPTION OF REMUNERATION REPORT

	Number	% ²
For	32,934,981	99.68
Against	55,041	0.17
Open – Chair ¹	47,062	0.14
Other	2,860	0.01
Abstain/Exclude	78,259,187	N/A

¹ To be voted in favour of the resolution

² Of proxies cast

ORDINARY BUSINESS

RESOLUTION 2 – RE-ELECTION OF MR. JOHN EALES AS A DIRECTOR

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

“That, John Eales, who retires in accordance with clause 12.5 of the Company’s Constitution and, being eligible, offers himself for re-election, be re-elected as a Director of the Company.”

PROXY VOTING RESULTS

RESOLUTION 2 – RE-ELECTION OF MR. JOHN EALES AS A DIRECTOR

	Number	% ²
For	110,837,200	99.63
Against	369,712	0.33
Open – Chair ¹	47,062	0.04
Other	2,860	0.00
Abstain/Exclude	42,297	N/A

¹ To be voted in favour of the resolution

² Of proxies cast

ORDINARY BUSINESS

RESOLUTION 3 – RE-ELECTION OF MS. TIFFINY LEWIN AS A DIRECTOR

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

“That, Tiffiny Lewin, who retires in accordance with clause 12.5 of the Company’s Constitution and, being eligible, offers herself for re-election, be re-elected as a Director of the Company.”

PROXY VOTING RESULTS

RESOLUTION 3 – RE-ELECTION OF MS. TIFFINY LEWIN AS A DIRECTOR

	Number	% ²
For	111,158,343	99.93
Against	36,886	0.03
Open – Chair ¹	47,062	0.04
Other	2,860	0.00
Abstain/Exclude	53,980	N/A

¹ To be voted in favour of the resolution

² Of proxies cast



QUESTION & ANSWERS

VOTING AND MEETING CLOSE

THANK YOU

If you have not yet voted, please proceed with voting now.

The final results of the meeting will be advised to the ASX and will be available on Trajan's investor website after the meeting.

Thank you for your attendance.