

ASX RELEASE**TRAJAN SHAREHOLDER DAY PRESENTATIONS**

30 October 2023 – Global analytical science and device company Trajan Group Holdings Limited (**ASX: TRJ**) (**Trajan** or **the Company**) is today hosting its inaugural Shareholder Day at the Company's Australian manufacturing facility and Head Office in Ringwood, Victoria.

The following formal presentations are available via the ASX and Trajan's Investor Centre [Trajan Investor Site \(trajanscimed.com\)](http://www.trajanscimed.com).

- **An insight into Trajan's global customers, presented by Sam Evans, Senior Vice President - Customer Relationships - Components and Consumables.**

Trajan has established long-term relationships with global 'blue-chip' customers including OEMs, pharmaceutical companies and CROs. This session provides deep insight into Trajan's customer relationship, growth profile, and the drivers to customer longevity.

- **A New Era in Analytical Workflow at Trajan, presented by Carl Beckett, Senior Vice President, Workflow Solutions.**

Trajan has organised its business to deliver best-practice analytical workflows in line with the needs of the growing global healthcare industry. This session provides insight into the four industry verticals – Clinical, Pharmaceutical, Environmental, and Food, the significant market opportunities in each pillar and the products, services, and customers Trajan has today.

- **Around the world view of Trajan's global operations, presented by Nigel Gilligan, Chief Operating Officer.**

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. This session explores Trajan's centres of excellence, assists investors to understand the role of the Australian manufacturing site, and the impact of Project Neptune on the global footprint.

- **Product excellence, disruption, and innovation: How you should view Trajan's Technology, know-how and IP, presented by Andrew Gooley, PhD. Chief Scientific Officer.**

This session explores Trajan's core know how and IP embedded in the current portfolio, and the Company's approach to science and technology development, enhancements, extensions, and disruption. For the first time new data from Hummingbird will be shared along with the next steps in the commercialisation of this product – an example of Trajan's disruptive technologies evolving to near term commercialisation.



In commenting on the Shareholder Day, Founder, CEO and Managing Director Mr. Stephen Tomisich said:

“We are pleased with the strong response from our existing shareholders and other investors registered to attend today’s inaugural Shareholder in-person event. Our aim is to strengthen the understanding and context of Trajan in a robust and growing analytical science global industry, provide exposure to our business leaders and our Board of Directors, and provide a hands-on product and manufacturing experience.”

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.



Science that benefits people



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An Insight into Trajan's Global Clients

SAM EVANS, SENIOR EVP
CUSTOMER RELATIONSHIPS -
COMPONENTS AND
CONSUMABLES

GROWING NEED FOR ANALYTICAL SOLUTIONS TRAJAN WELL POSITIONED TO CAPITALISE

- There are hundreds of thousands of laboratories globally, running analytical processes every day.
- In each case products such as analytical consumables, sampling devices, pathology consumables, and automated sample preparation systems cover the benches.
- Trajan's current focus is largely around chromatographic analytical, and pathology workflows.
- Broader analytical techniques are constantly evolving.
- Let's explore how we deliver impact in the analytical space.....



TRAJAN OPERATES IN HIGH GROWTH INDUSTRIES WITH STRONG THEMATICS SUPPORTING CONTINUED BUSINESS EXPANSION

AN INDUSTRY PARTNER INNOVATIVE SOLUTIONS

- End users in all laboratories require a constant stream of technologies and consumables to deliver impact and achieve their goals.
- Trajan offers many of those solutions today, and regardless of how end users prefer to acquire solutions - Trajan has it covered.
- The potential to deliver yet broader impact is enormous.

OEM PARTNERS

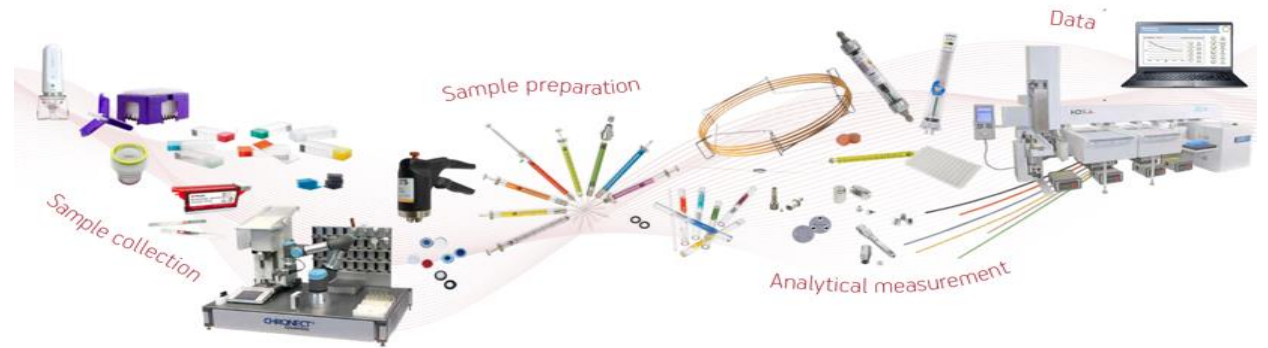
We provide OEM partners with custom-made components, consumables and automation collaborations. Adding intrinsic value to their commercial offerings and brand.

DISTRIBUTION PARTNERS

Our Distribution partners offer a sales channel that expands our reach.

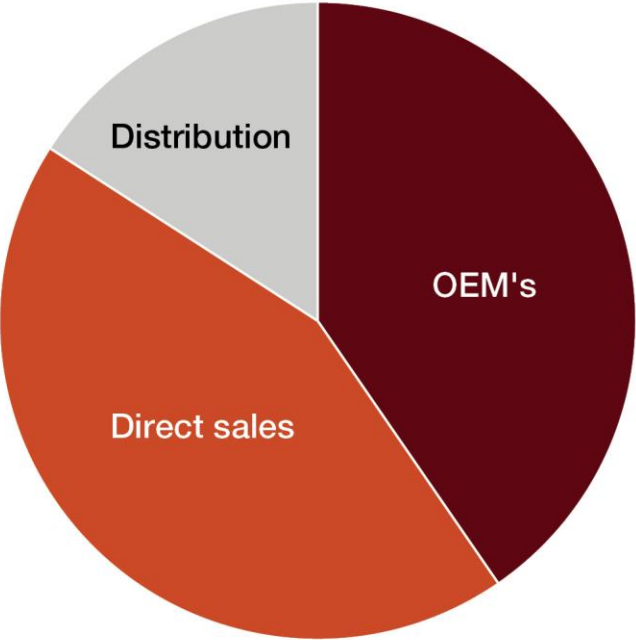
END USER DIRECT

Our direct relationships with end users allow us to deliver holistic workflow solutions, and 'white glove' individualised service to customers across all segments (Pharma; Food; Environmental and Clinical).

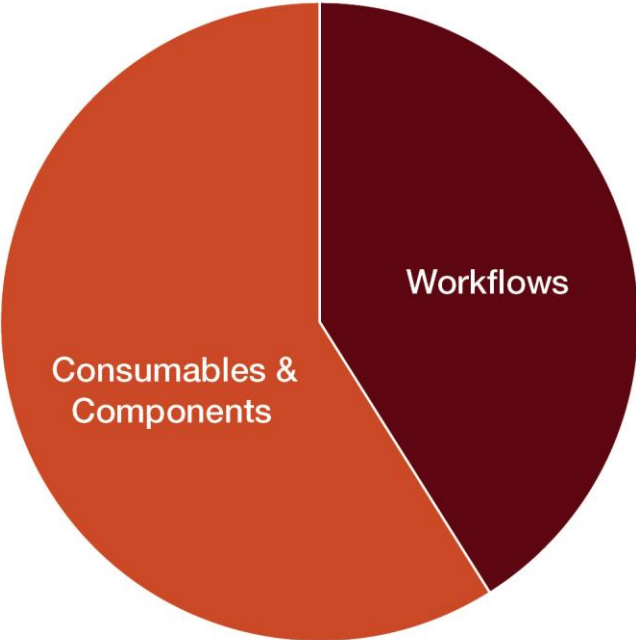


AN INDUSTRY PARTNER DIVERSIFICATION AT A GLANCE

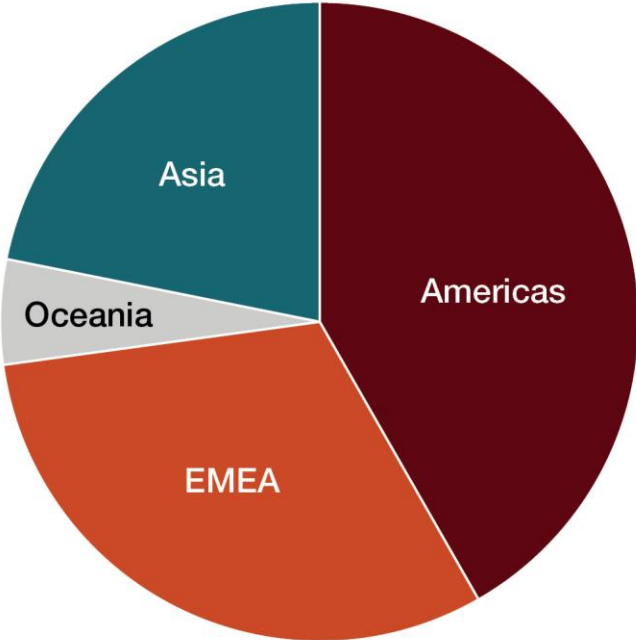
Path to market



Solution type



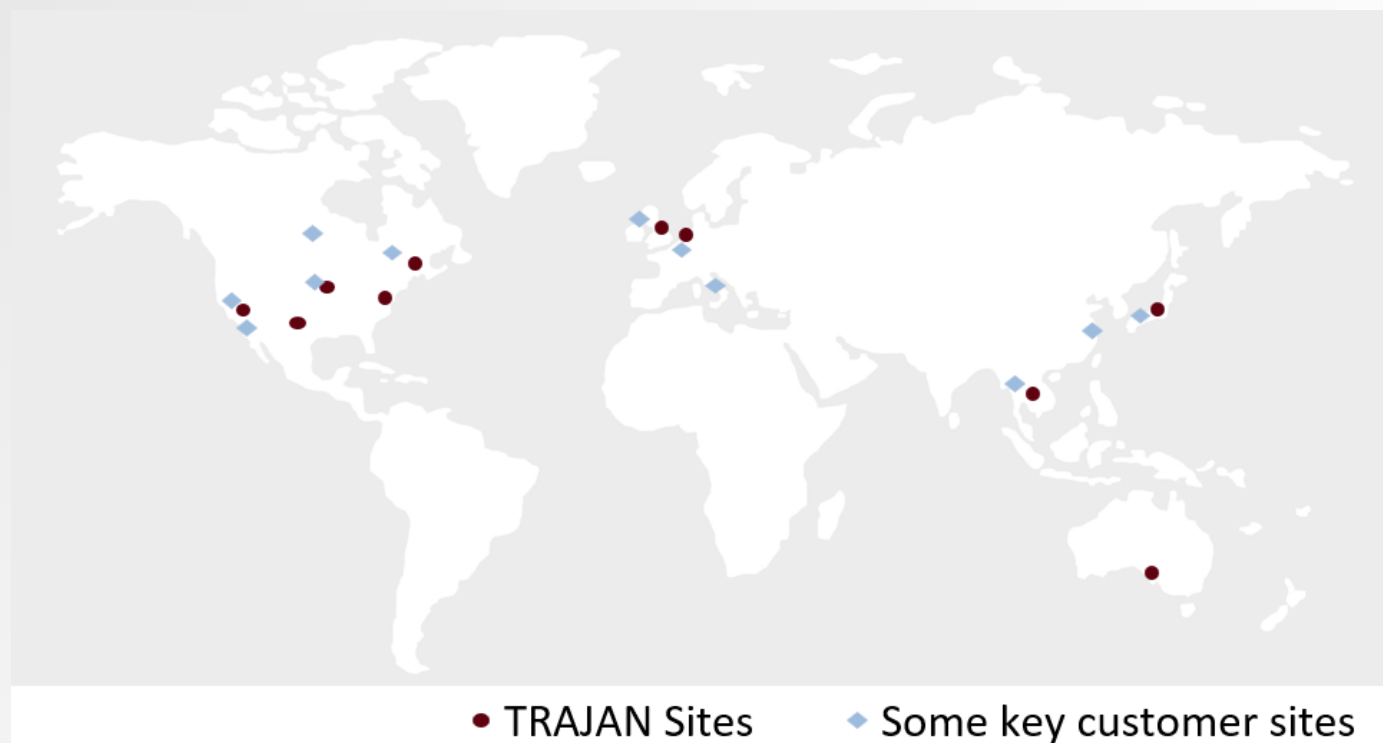
Customer region



OEMs

OUR PATH TO HAVE IMPACT AT SCALE

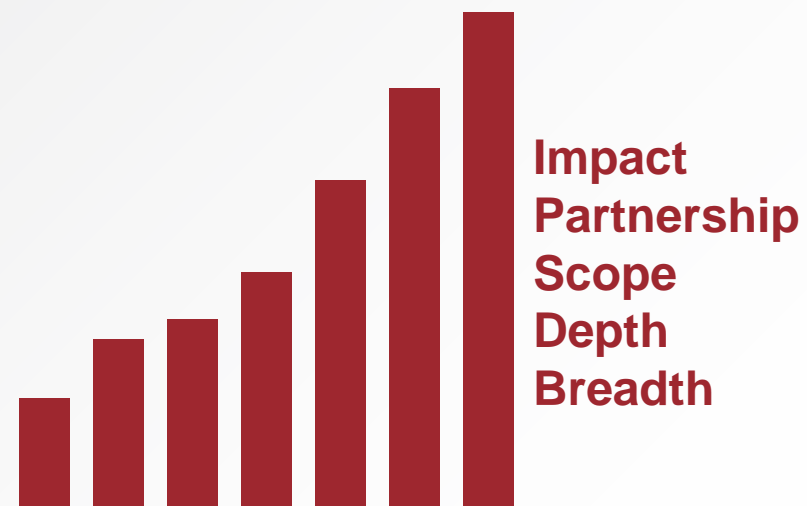
- Trajan was founded upon these relationships; they remain the cornerstone of our business.
- An 'Impact Multiplier' - Trajan collaborates globally with OEMs to support their brands execution of impact at scale.
- A “corporate partner” - we work how our OEMs work.
- Sharing their burden - truly global and scientific, operational, and logistical partnerships.
- Trajan’s channel breadth allows us to invest in and deliver industry leading solutions and capabilities.
- ‘Side-by-side’ workflow automation partners.



OEMs

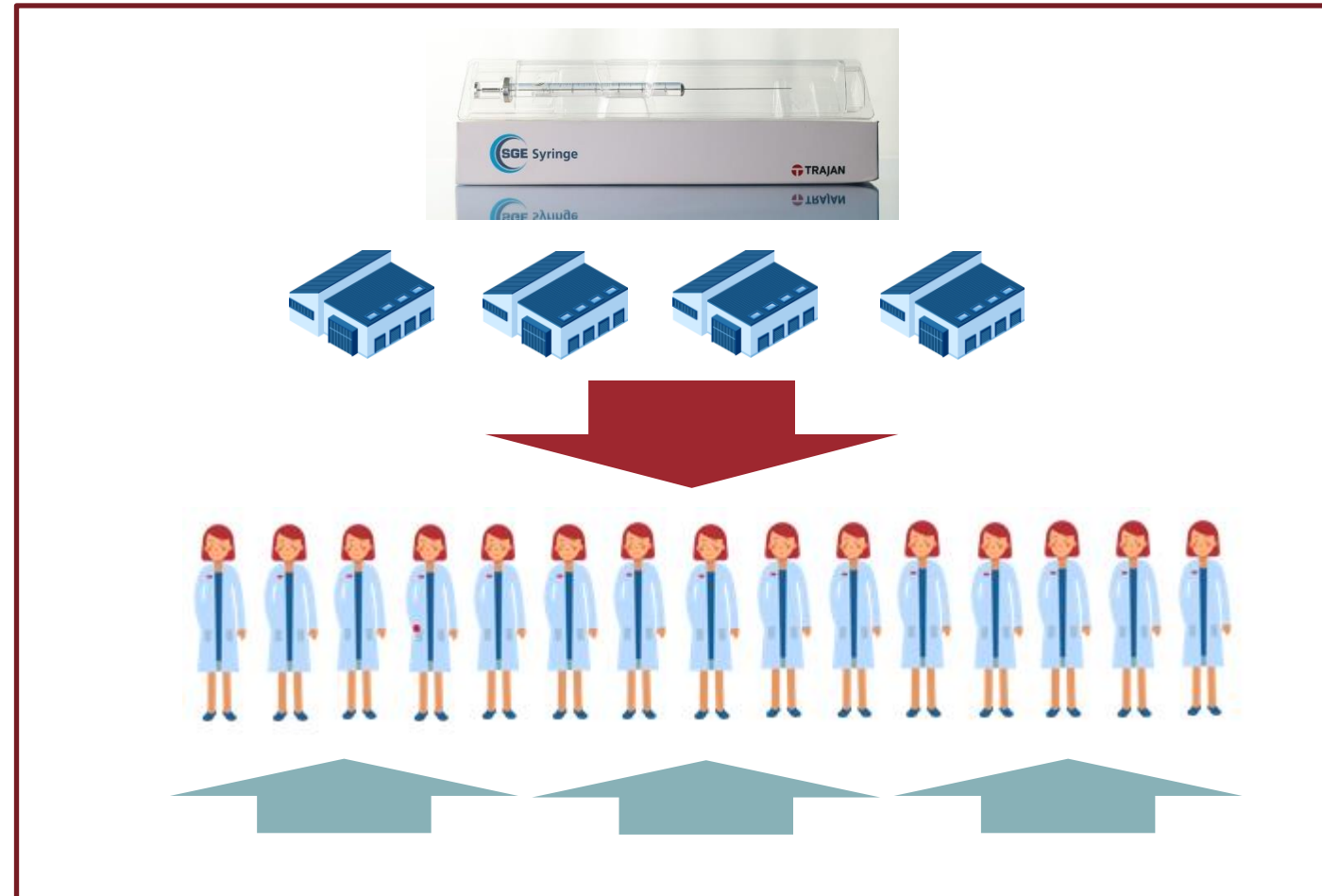
A TYPICAL PARTNERSHIP EXAMPLE

- Trajan has had a 10+ relationship.
- Relentless customer advocacy by dedicated global account managers.
- Originally built on Trajan foundational technologies.
- Impact expanded organically across product lines and analytical platforms.
- Each Trajan acquisition adds to our ability to provide value, broaden the relationship.
- What does that look like today?
 - Consistent expansion of depth, breadth, and value of partnership.
 - Discipline to discipline relationships globally.
 - The supply of hundreds of customer branded specific products and solutions.
 - Solutions across platforms and product categories that no other partner can match.
 - Talking hourly to the customers wherever they are in the world - in their own language.
 - Deeply customer-centric logistics interaction to and from high numbers of global sites.
- All in a regulated, and risk averse industry that is critical to our community's wellbeing.



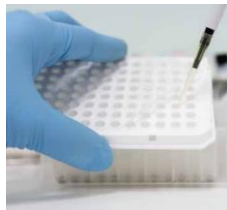
GLOBAL DISTRIBUTORS SUPPORTING END USER SOURCING STRATEGIES

- A global network of distribution partners.
- Supports end users sourcing strategies, partnerships.
- Facilitates Trajan branded product impact, exposure.
- Key to the broader Trajan value creation lifecycle.



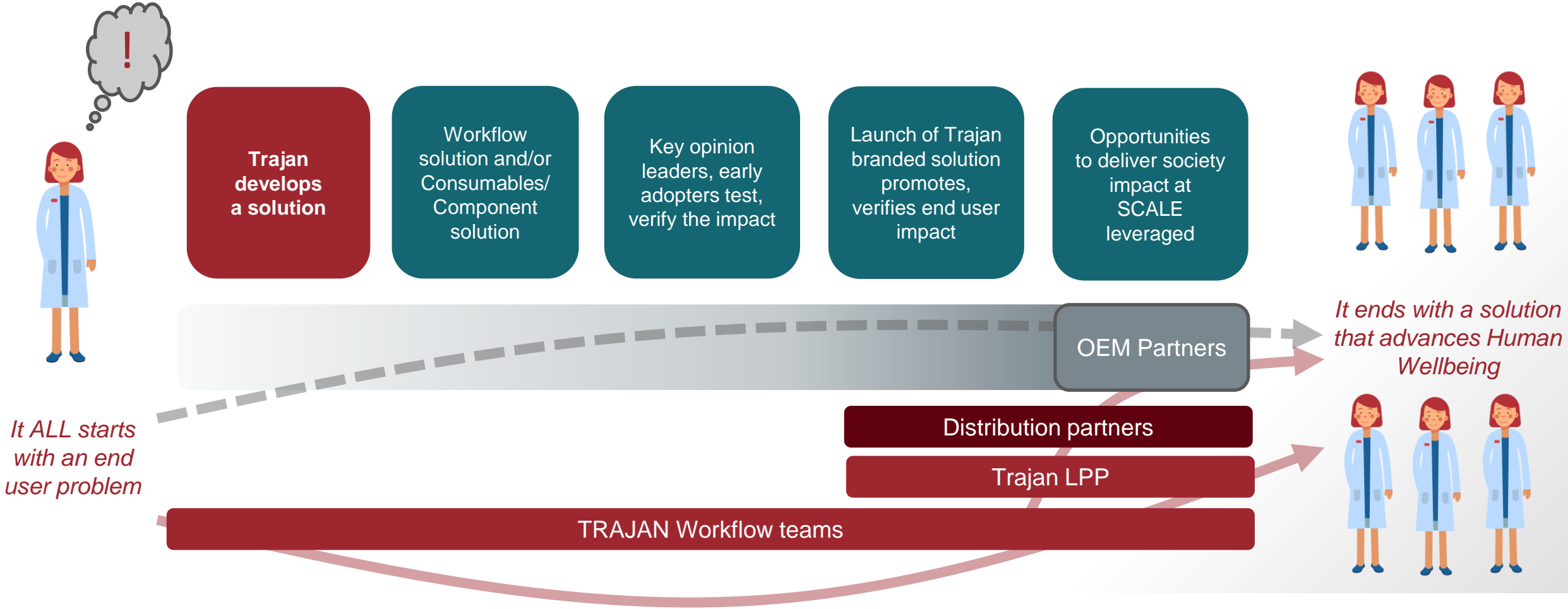
DIRECT END USER RELATIONSHIPS OUR INNOVATION MOTOR

- Trajan's direct relationships with end users facilitate critical insight into evolving end user needs. They are the engine of our workflow and consumables innovation.
- Market segment focused teams deliver breakthrough holistic solutions across the entire workflow.
- Capabilities such as Trajan LPP ensure we support those users for the life of the workflow.
- Frequent delivery of Trajan's workflow impact to the end user, side-by-side with our OEM partners, benefits all parties.



BRINGING IT ALL TOGETHER TO DRIVE IMPACT

THE LIFE OF A SOLUTION



IN SUMMARY... **TRAJAN WELL POSITIONED TO CAPITALISE**

If you walk into any of those global analytical process laboratories.....and pick up a consumable or component in our area of core competency..... regardless of the brand on the box.....or how it was acquired

...there is a strong chance that Trajan made it, adding to both our reach and stability!



Science that benefits people



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A New Era in Analytical Workflow at Trajan

Carl Beckett, Senior Vice President
Workflow Solutions

ANALYTICAL SCIENCE INTEGRATED BY ORGANISING AROUND KEY END MARKET SEGMENTS

- Critical to diagnostics, monitoring treatments, and understanding diseases.
 - Chromatography, spectroscopy, and mass spectrometry enable accurate measurement of biomarkers, drugs, metabolites, and other substances in biological samples.
 - Data aids in disease diagnosis, therapeutic drug monitoring, personalized medicine, and drug discovery, ultimately improving patient outcomes and healthcare delivery.
-
- Ensures drug quality, safety, and efficacy through methods that identify, characterize, and quantify substances.
 - Supports drug discovery, formulation development, quality control, regulatory compliance, and pharmacokinetic studies, ultimately benefiting patient health and well-being.



- Ensures food safety and quality through methods that detect and quantify contaminants, additives, and nutritional components.
 - Supports quality control, regulatory compliance, labeling accuracy, and the detection of food fraud, ultimately safeguarding consumer health and promoting transparency in the food industry.
-
- In environmental applications aids in monitoring and assessing pollution levels, identifying contaminants, and evaluating the impact on ecosystems.
 - Enables the quantification of pollutants, characterization of air, water, and soil quality, and facilitates environmental risk assessment, guiding environmental conservation and remediation efforts.

DEEP INDUSTRY AND LEADERSHIP EXPERIENCE

CROSS FUNCTIONAL AND GEOGRAPHICALLY SPREAD



Cathy Cordova

Experience:

- Trajan
- Neoteryx
- Phenomenex



Education: BS – Biomedical Engineering, MBA

Dr. Kyle Bachus

Experience:

- Trajan



Education: PhD – Analytical Chemistry

Dr. Andreas Bruchmann

Experience:

- Trajan
- Axel Semrau



Education: PhD Analytical Chemistry

Fraser Smith

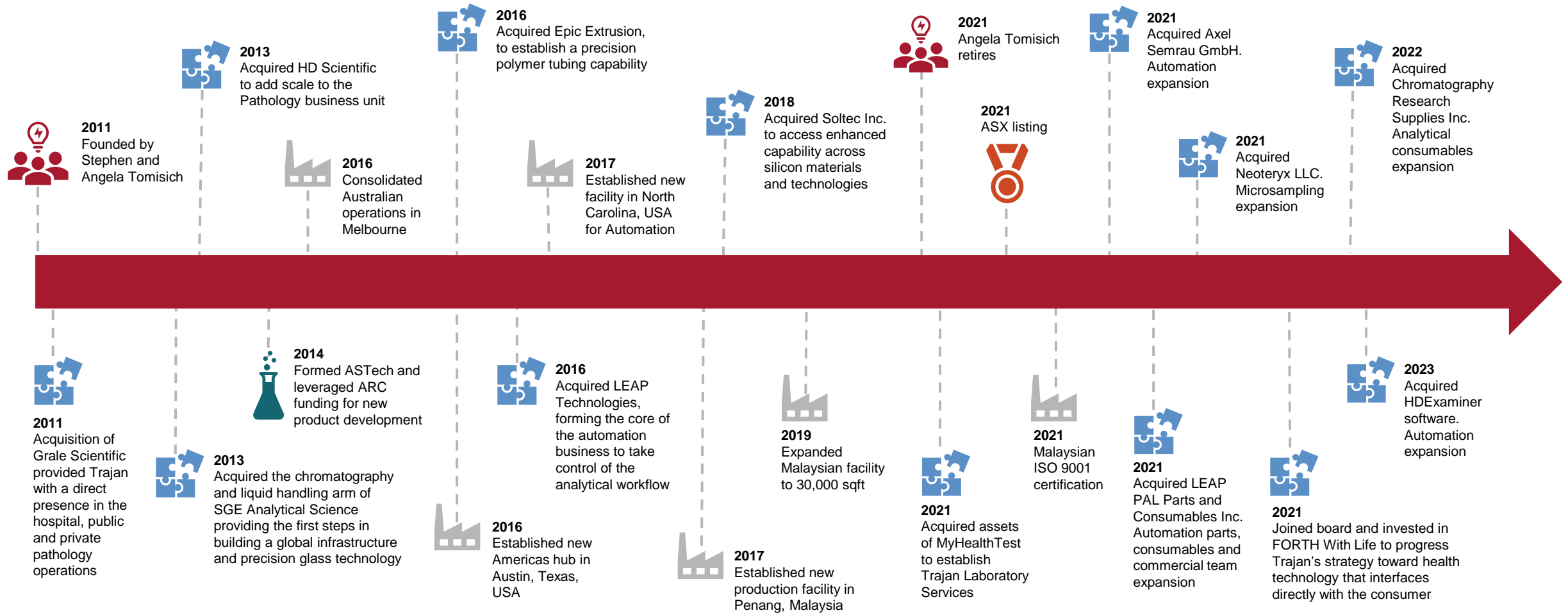
Experience:

- Trajan
- Thermo Fisher
- PerkinElmer



Education: MS –Applied Chemistry

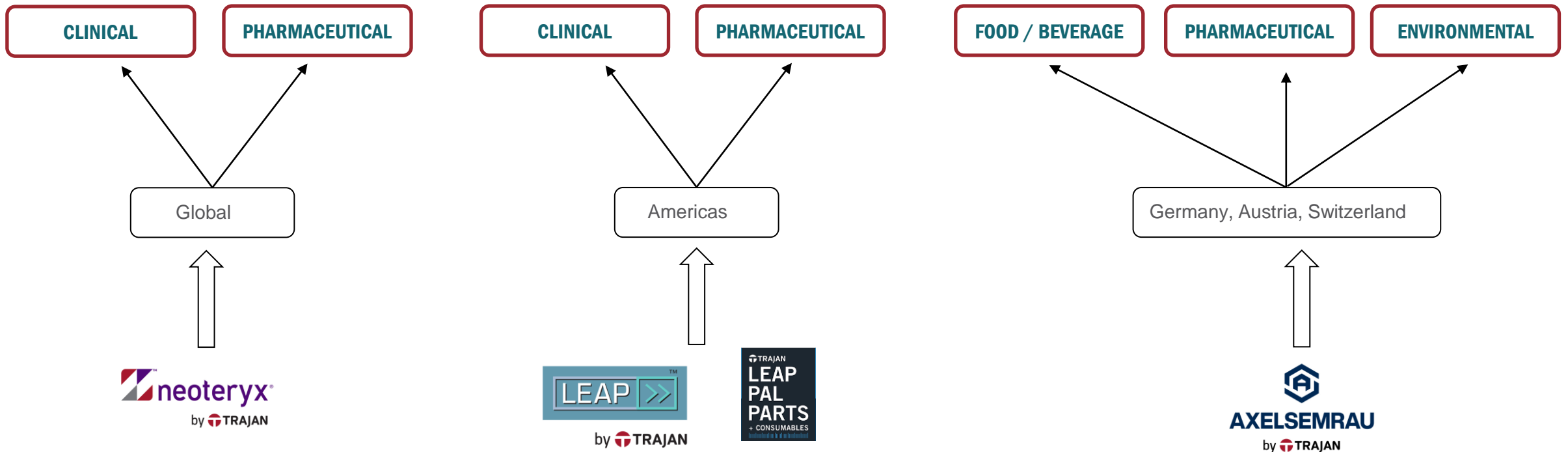
THE JOURNEY SO FAR



ACQUISITION STRATEGY

STRONG END USER TOUCH POINTS IN CORE MARKETS

Deep knowledge in key applications (HDX, MOSH/MOAH, Microsampling)



HEMAPEN[®]

MonitorYou[®]
by TRAJAN

Mitra[®]

HDExaminer

HDX[™]

L-MARK[®]

by TRAJAN

CHRONECT XPR

LARGE AND DIVERSE PORTFOLIO

TOUCHING EACH STAGE OF THE ANALYTICAL WORKFLOW

Overall workflow automation,
software control of experiments

Initial sample collection

Mitra®, hemaPEN®, Harpera

Sample preparation

Vials, caps, plates

Sample introduction

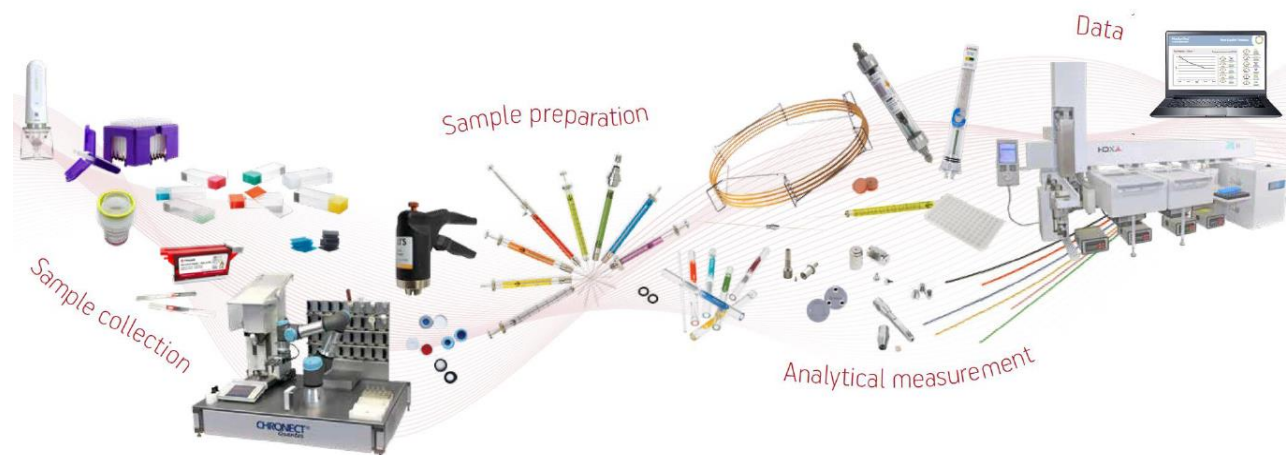
Syringes, fittings

Separation products

Columns, liners

Data analysis

HDExaminer



UNDERSTANDING OUR CUSTOMERS

PART OF THE TRAJAN DNA



Understand end user **APPLICATIONS/WORKFLOWS**
Apply the full range of Trajan products and capabilities



INCREASING TRAJAN IMPACT

APPLYING THE BROADER CAPABILITY TO DELIVER MORE VALUE

Deeper and better-informed market strategies

- Repository/aggregate of knowledge.
- Market trends, technologies, regulations, KOL relationships, competition.
- To deliver customer 'value', we need to understand the application workflow and how we improve our customers business.
- Simplified customer touch points.
- Previously multiple Trajan touch points with the same customers.
- 'Solution' centric problem solving provides broader consideration of the portfolio.
- Synergies can enable higher contribution, and more efficient resource utilisation.

Bring the full Trajan expertise to problem solving

- Considerable technical capability across the organisation.
- Shared, enhanced application development capability.
- Leverage mechanical system architecture and core product design capabilities.
- Centralised software development.

More effective services and supports

- Cross training and shared resources regionally.



LEVERAGE SHARED RESOURCES AND REGIONAL OPERATIONAL DEPLOYMENT TO GAIN EFFICIENCY AND INCREASE CUSTOMER INTIMACY



Analytical/Mechanical/Liquid Handling Core elements/supply chain		
Software roadmap, development, support (incl LIMs, CFR 21) Broad Chronos Development, Testing		
Americas: Service/support – transactional/Core	EMEA: Service/support – transactional/Core	Oceania/Asia: Service/support – transactional/Core
Americas: Sales/Customer Service	EMEA: Sales/Customer Service	Oceania/Asia: Sales/Customer Service
Americas: Customer Service	EMEA: Customer Service	Oceania/Asia: Customer Service

WHILE BUILDING A UNIFIED GLOBAL BRAND SOLVING COMPLEX, DIFFICULT ANALYTICAL WORKFLOW PROBLEMS



Product Brands



Technology Brands



OUR OPPORTUNITIES IN MOTION

EARLY TRACTION FOR WORKFLOW SOLUTIONS

A microsampling customer was needing the lab automation/analytical capability in place to enable adoption of microsampling products

- We were able to provide the methods and equipment needed to implement the analytical lab.

A major OEM partnering evaluation for a new market opportunity

- Shared software team quickly demonstrated capability.
- Regional service enabled timely end user customer support.

A major OEM using our clinical products for PFAS testing, was then interested in environmental PFAS testing capabilities.

- Significant new offering potential under discussion.

A key Clinical customer of consumables, required workflow automation capability.

- Direct opportunity to quote package valued at several hundred thousand \$.

Expanding Food/Beverage outside Central Europe.

- Deployed Trajan reach in ASIA/OCEANIA to serve key market expansion of palm oil analysis.

Expanding Pharma into other regions via regional sales/marketing resources.

- More efficient global deployment of HDX install and service.



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An Insight into Trajan's Global Operations

NIGEL GILLIGAN, CHIEF
OPERATING OFFICER



GLOBAL OPERATIONS FOOTPRINT

DRIVING OPERATIONAL CENTRES OF EXCELLENCE (CoE)

	Melbourne, AU Headquarters	Penang, MY	Austin, TX, US	Louisville, KY, US	Bethel, CT, US	Torrance, CA, US	Raleigh, NC, US	Sprockhövel, DE
CoE	<ul style="list-style-type: none"> High Precision Glass Manufacturing R&D Centre - Products & Processes Clinical solutions 	<ul style="list-style-type: none"> State-of-the-art micro assembly and fabrication facility Strategically positioned in a lower cost region 	<ul style="list-style-type: none"> Complementary High Precision Glass Manufacturing Supply chain flexibility and redundancy Precision processing nano-bore tubing 	<ul style="list-style-type: none"> Separation Science and Sample Preparation Technologies High Precision automated Ferrule machining Plasma coating innovation 	<ul style="list-style-type: none"> High Purity silicone technologies and production automation 	<ul style="list-style-type: none"> Microsampling & Clinical workflow solutions 	<ul style="list-style-type: none"> Pharma Workflow Automation for analytical systems Spare parts & consumables distribution 	<ul style="list-style-type: none"> Food & Enviro. Workflow Automation Spare parts & consumables
Facility	66k ft ²	32k ft ²	10k ft ²	19k ft ²	20k ft ²	7k ft ²	13k ft ²	53k ft ²
HC	281	159	23	45	20	24	27	58
Portfolio	<ul style="list-style-type: none"> Inlet Liners, Analytical Syringes GC Columns Emitters, PEEKsil tubing, GLT, Connectors, Medical Products & Services 	<ul style="list-style-type: none"> Analytical Syringes, Ferrules, Medical products 	<ul style="list-style-type: none"> Inlet Liners, PEEK Tubing, OEM kitting 	<ul style="list-style-type: none"> Ferrules, GC Septa, O-rings, Gas purifiers, Vial crimpers, Well plates & Sealing mats 	<ul style="list-style-type: none"> Vial Cap & Septa, Mats, Calendar rolls 	<ul style="list-style-type: none"> Microsampling device design & development 	<ul style="list-style-type: none"> Automation platforms, servicing, spare parts & consumables 	<ul style="list-style-type: none"> Automation platforms, servicing, spare parts & consumables

ORCHESTRATING GLOBAL SUPPLY NETWORK

A COMPETITIVE ADVANTAGE

Deliver Fundamental Value Proposition

High Quality

Optimal Cost

Service

People

Drive E2E Supply Chain Alignment & Optimization

Expand Operations Centres of Excellence

Procurement Strategy & Vendor Engagement

Improve Supply Chain Digitisation

Alignment on Service Offer

Transform to Drive Growth

Process Design & Automation

Neptune 1.0 - Borosilicate modular development & implementation

Global Supply Network Optimisation

Global Technology Deployment



RINGWOOD, AUSTRALIA

TRANSITIONING SITE

Historically sole global design, development and manufacturing location for analytical consumables' portfolio.

Ringwood facility has progressively transformed post 2013 SGE acquisition.

Site evolution:

- Establishment of Global Operational CoEs, Australia being **High Precision Glass Automation CoE**.
- **Project Neptune** deliverables.
- Strategic focus on analytical and clinical development driving expansion of **High-Tech laboratories**.
- Accelerating product & process automation, machine learning and AI programs driving **Innovation & Development Centre**.
- Post COVID **hybrid working** environment.

Future facility footprint designed for next growth phase and projected to be 30% smaller.



MARGIN ENHANCEMENT ACTIONS

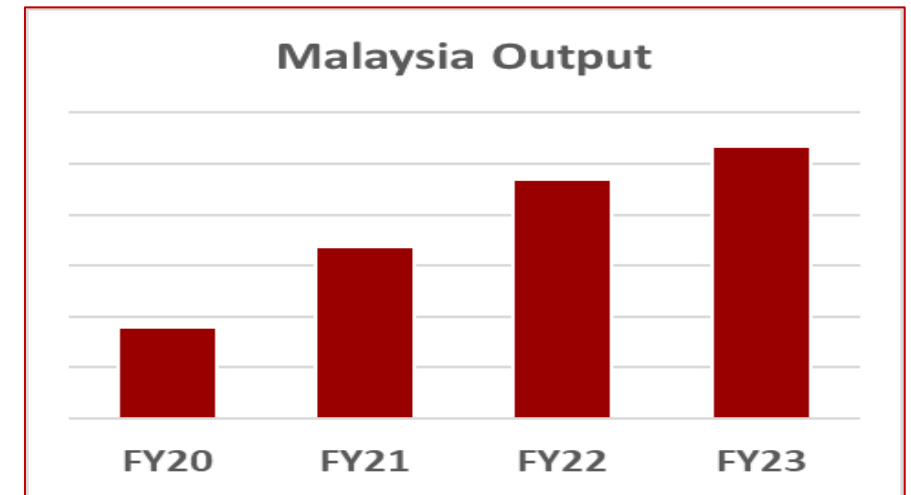
PROJECT “NEPTUNE”

Some of Trajan's product lines require labor intensive operations.

For those product families we have funded a targeted program called “Project Neptune”. Two work streams;

A) Micro Assembly, High Precision Machining & Fabrication in lower cost region Penang, Malaysia.

- Established 2017, consistent year-on-year growth by all measures; Output, Portfolio breadth, Supply Chain complexity, Headcount.
- Continually expanding technical capabilities, including global enabling functions such as IT.
- Numerous successful regulatory & customer audits.



MARGIN ENHANCEMENT ACTIONS

PROJECT “NEPTUNE”

B) Flexible Modular Manufacturing Automation.

- Automated modular approach key enabler for broad diverse portfolio.
- Delivering high reproducibility and consistency, in turn improved analytical outcomes.
- Reducing the risk of skills shortages due to an aging workforce of manual manufacturing processes.
- Facilitate global capabilities and enable green benefits.

Run-rate saving of \$2.1m based on FY23 production volumes achieved.
Accelerating automation deployment through FY24, contributing an additional circa. \$800k run-rate p.a by end FY24.

Beyond Neptune global consolidation offers potential further operational savings.





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A circular inset showing a microscopic view of tissue, likely skin or a similar biological structure, with a reddish-pink hue and visible cellular details.

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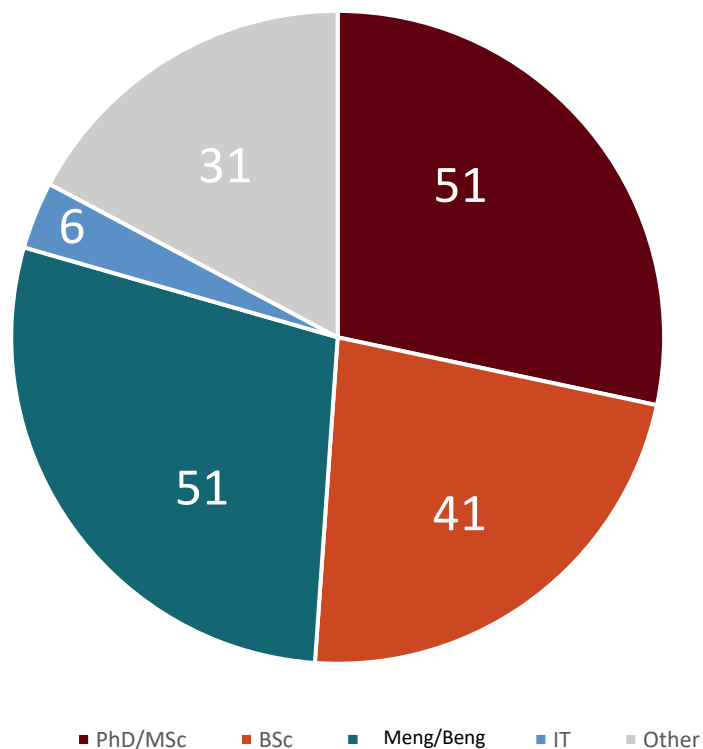
Science & Engineering

ANDREW GOOLEY, PHD. CHIEF
SCIENTIFIC OFFICER

EMPLOYEE BREAKDOWN BY FUNCTION

SCIENCE & ENGINEERS

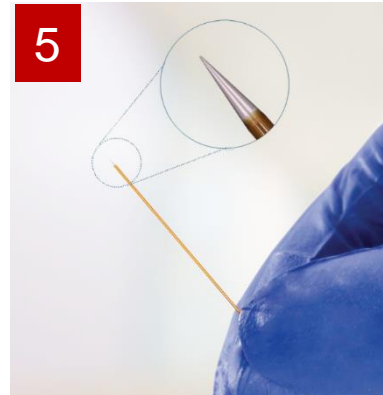
Science & Engineers Team Breakdown



- Trajan is well supported by a global team of experienced engineers and scientists.
- Many have post-graduate qualifications in areas of specialisation such as analytical chemistry, mechanical engineering, chromatography and technology development.
- The majority of Trajan's commercial team are graduates/post-graduates specialising in fields related to Trajan's core markets of food chemistry, life sciences and environmental analysis.

CORE CAPABILITIES

PRECISION FABRICATION CAPABILITIES



Trajan's global operations infrastructure is equipped with custom and "State-of-the-Art" fabrication systems:

1. One piece glass-tube flow with modular, interchangeable, value-add and "inspection" modules.
2. High vacuum "plasma enhanced" chemical vapor deposition for applying inert coatings onto polymers, glass and metal products.
3. "State-of-the-Art" Laser system for automated precision welding, drilling and cutting of metal parts.
4. High speed, fully automated precision drilling of ferrule products – the fastening and sealing component of precision tubing.
5. Precision machining and polishing of ultrafine constant bore quartz tubing – custom geometries of glass tubing at the micron scale.

CORE CAPABILITIES

PRECISION GLASS TUBING



- Automated processing and forming accurate diameter borosilicate glass tubing - both outer and inner diameters.
- Volumetric precise and accurate analytical syringe barrels – precision wire forming at the submicron scale for mandrels and plungers.
- Automation of complex glass geometries for GC inlet liners – tapers, baffles and joining glass of different wall thickness.
- Automated 4-colour printing on cylindrical glass – scales, branding, product differentiation.
- Extruding and forming composite PEEK polymer tubing with synthetic fused silica tubing – Trajan's proprietary PEEKsil high pressure tubing for chromatography and life science applications.

CORE CAPABILITIES

PRECISION GC & LC CONSUMABLES



- High purity GC inlet silicone seals – low bleed and high temperature performance.
- High vacuum plasma treatment of silicones and polypropylenes – inert surface.
- Polymer, Graphite and Steel ferrules – essential sealing components for glass capillary connections.
- High pressure (20,000 psi) LC tubing connections
- Precision extruded PEEK tubing.
- High purity vial cap enclosures – low bleed silicones.
- Diffusion bonded high temperature microfluidic switches – comprehensive & 2D GC separations.
- Industry standard bonded phase chemistries for GC columns.
- Precision borosilicate autosampler syringes and GC inlet liners.

CORE CAPABILITIES

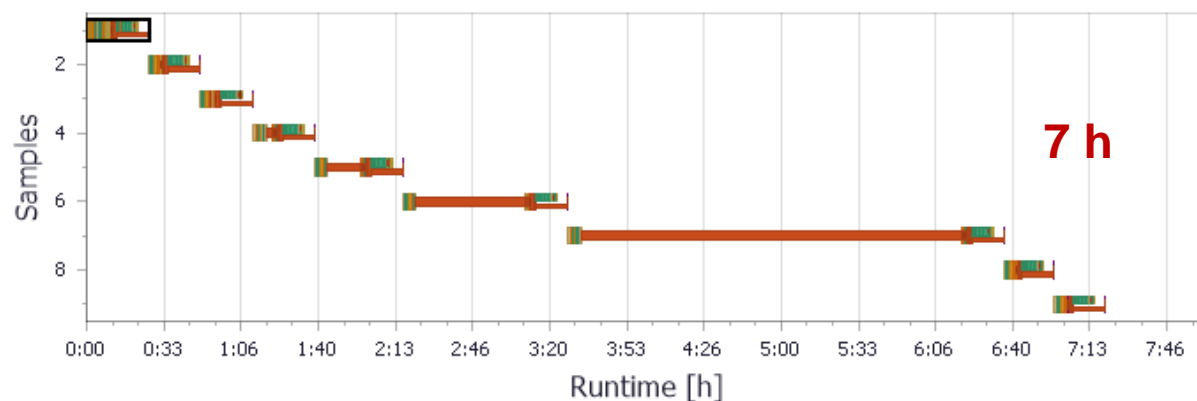
WORKFLOW AUTOMATION



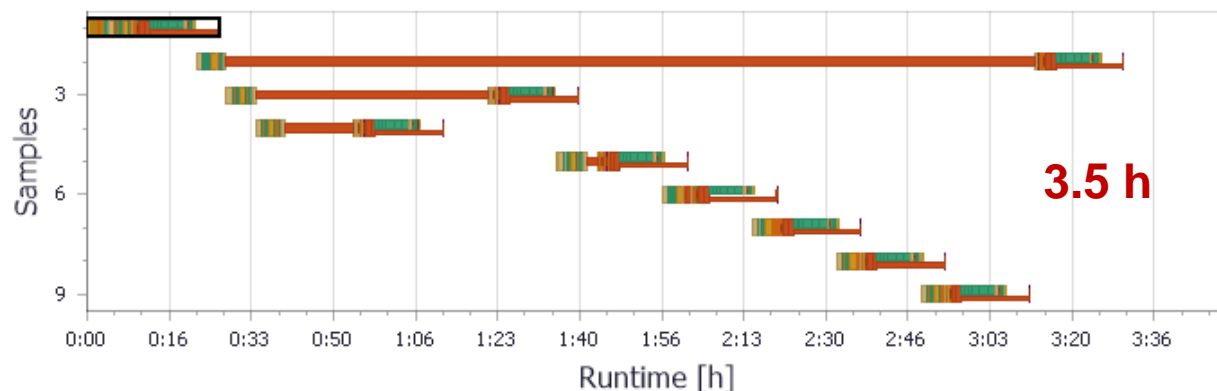
- Synchronised programming of complex sample preparation – CHRONOS software programming.
- Automated analysis of edible oils for mineral oil contaminants – MOSH/MOAH.
- Automated epitope mapping of next generation therapeutics using Hydrogen-Deuterium. Exchange (HDX) protein structure analysis
- Automated Active Pharmaceutical Ingredient (API) powder dispensing.
- Automated measurement of “forever chemicals” in food, soil and water samples.

CORE CAPABILITIES

WORKFLOW AUTOMATION – CHRONOS ENABLED



- Traditional laboratory workflows are too often dependent on batch processing.
- Each preparation step of each sample within the batch is processed sequentially.
- Ultimately the batch of samples are left idle waiting for the rate limiting step to finish.



- CHRONOS improves the laboratory workflow by “smart” sequencing of sample preparation steps.
- Optimal sample processing is programmed based on synchronising different stages of the sample preparation.
- Complex procedures that are time sensitive are effectively managed.



CORE CAPABILITIES

MICROSAMPLING SOLUTIONS

- Precise and accurate volumetric blood microsampling (10-30 μL) onto a diverse range of substrates – improved efficiency in sample collection from anywhere.
- Minimally invasive skin micro biopsies – molecular diagnostics of skin type and sensitive skin conditions.
- Sampling solutions for the preservation of nucleic acids and oxygen-sensitive lipids.
- Transportable solutions without cold-chain.

COLLABORATIONS - CLINICAL WORKFLOWS

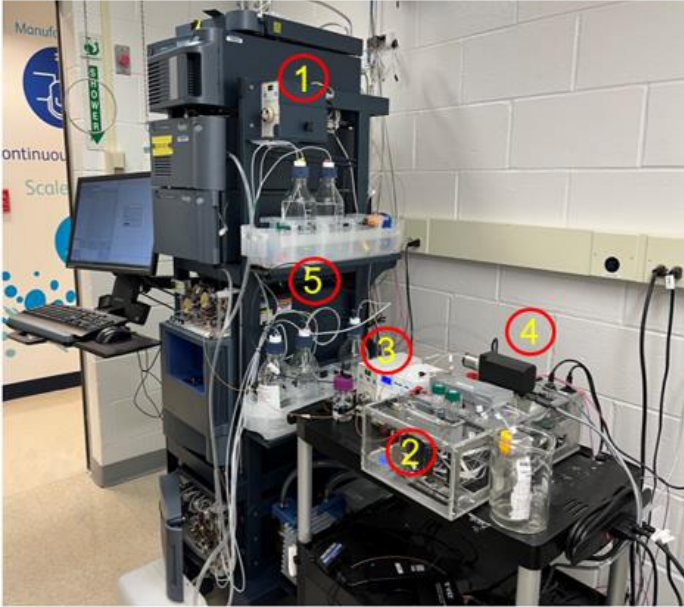
CLINICAL LIPIDOMICS



- Collaboration with the Baker Heart & Diabetes Institute.
- Unique panel of lipid biomarkers collected using Trajan's microsampling devices.
- CHRONOS sequenced sample preparation followed by fast LC-MS/MS analysis of several hundred lipids.
- Real-time AI analysis of the LC-MS/MS data produces a unique "Risk Score" indicative of an individual's cardiovascular disease risk.
- The Baker's licensed "Risk Score" enables improved segmentation of the community into categories of low, intermediate and high risk of a cardiovascular event.

COLLABORATIONS – PHARMACEUTICAL WORKFLOW

HUMMINGBIRD



- Collaboration with major US pharmaceutical company.
- Hummingbird is the development of a compact and modular monitoring system for the FAST workflow – Flexible API Supply Technology (API – active pharmaceutical ingredient).
- Hummingbird provides equivalent performance to commercial HPLC at a fraction of the size and cost.
- The compact and modular nature of Hummingbird enables the measurement to be performed in close proximity to the FAST reactor in real time.

REACTION MONITORING - PHARMA

1. Current “state-of-the-art” HPLC
2. Hummingbird prototype HPLC
3. Sample transfer pump
4. Hummingbird injection port
5. Transfer line from reactor



Proposed design for the commercial version of Hummingbird

COLLABORATIONS – ENVIRONMENTAL WORKFLOW

HUMMINGBIRD – PORTABLE LCMS, A PFAS GAME CHANGER



WHAT IS IT USEFUL FOR?

- Remote or large sites.
- Contamination source tracing.
- Validation or treatment optimisation.
- Informed delineation.
- High throughput activities.
- High impact samples.



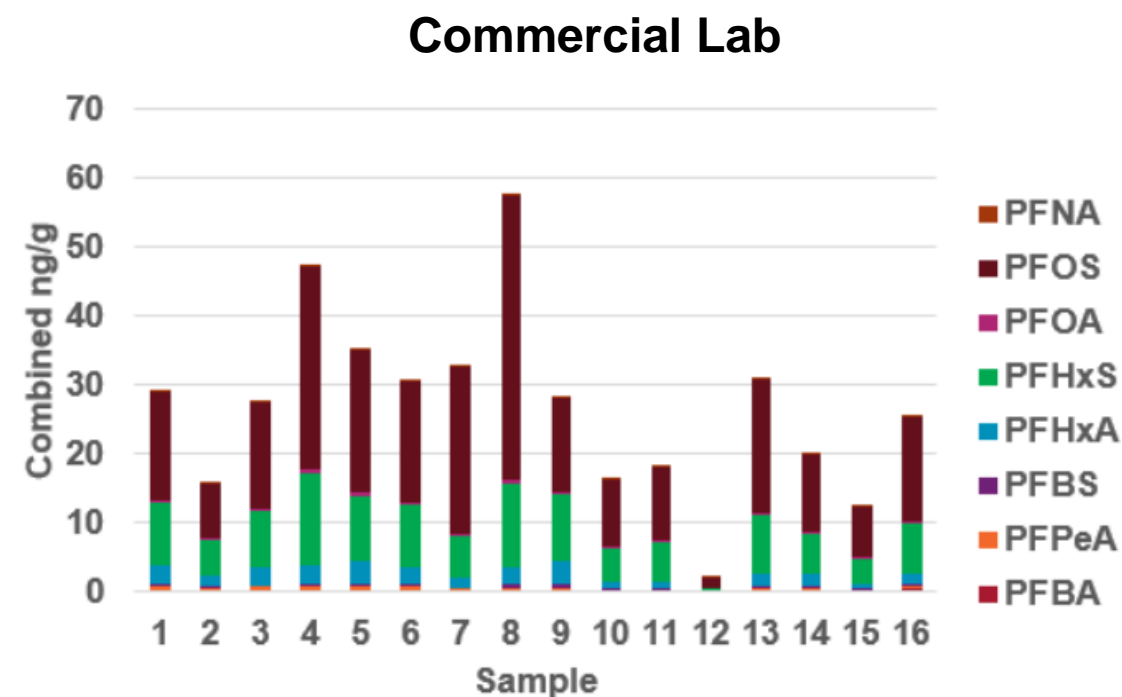
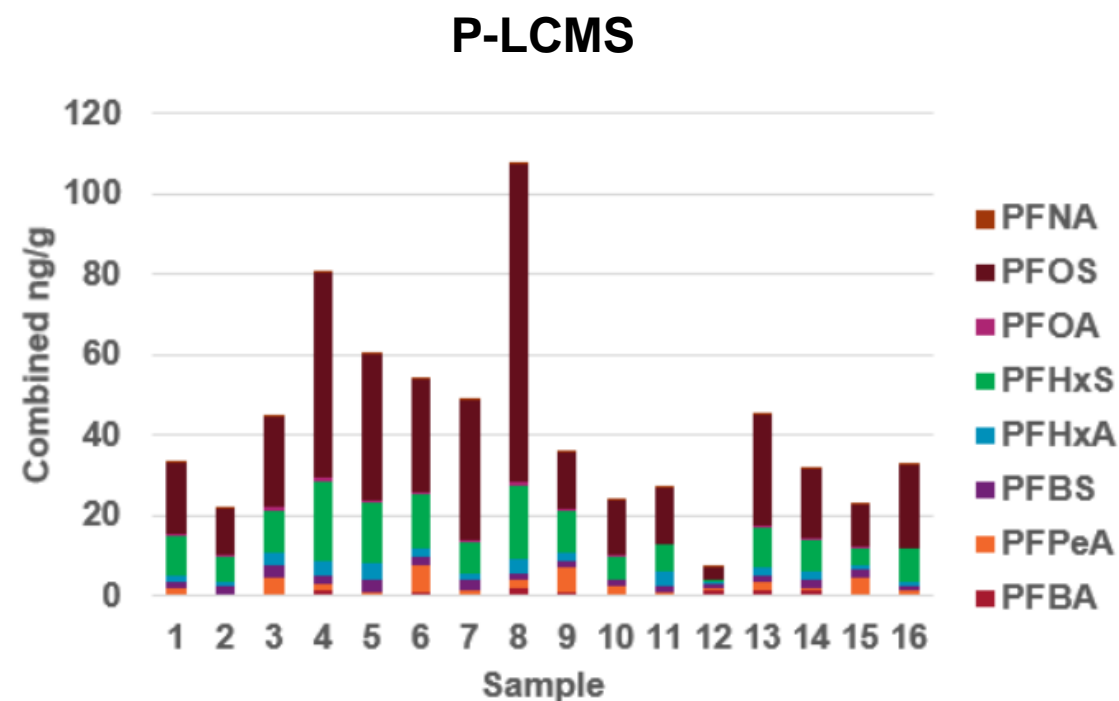
CASE STUDY

- Recently deployed to an Australian Airport.
- Informed delineation works in low impact areas (0.1 mg/kg).
- Assessed high impact evaporation basin with [PFOS] over 600 mg/kg.



COLLABORATIONS – ENVIRONMENTAL WORKFLOW

HUMMINGBIRD – PORTABLE LCMS, A PFAS GAME CHANGER



AUSTRALIAN AIRPORT CASE STUDY

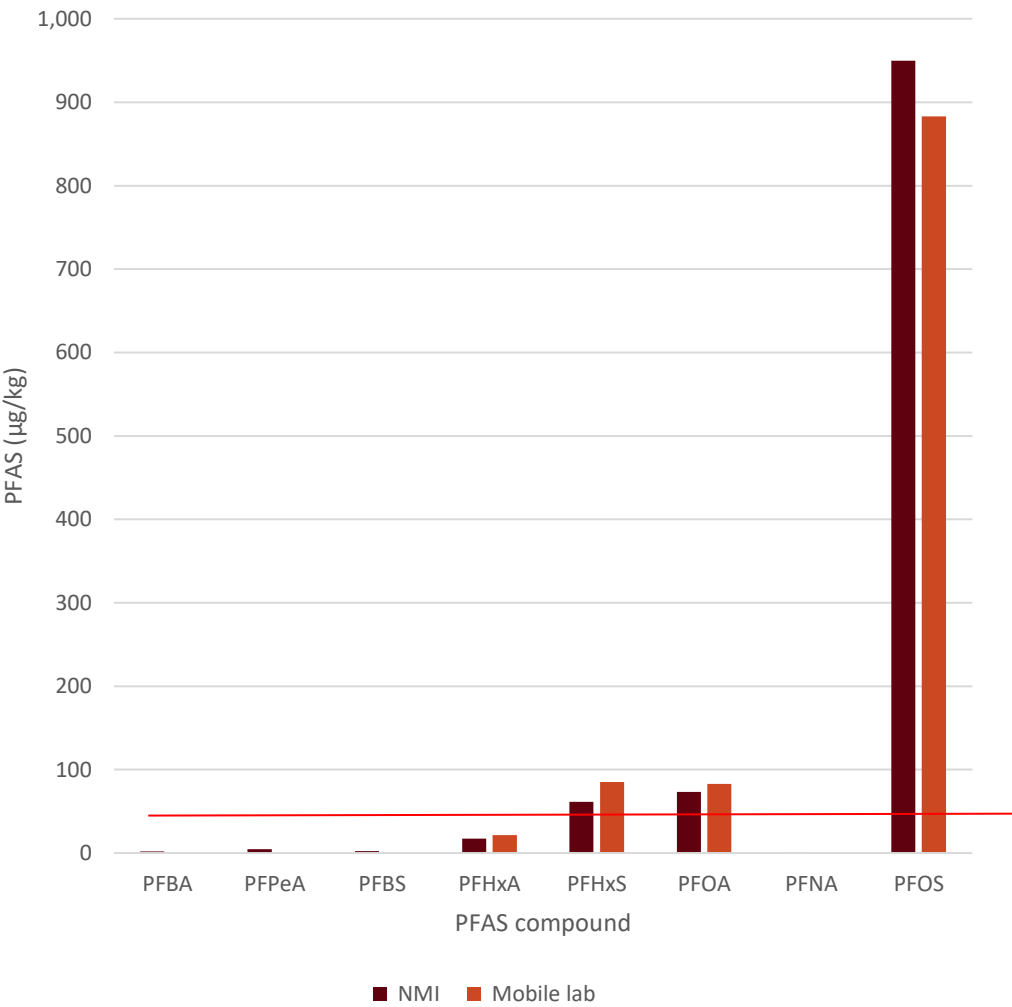
- Samples collected on site and analysed same day using the portable LCMS platform provided acceptable quantitative data as determined by a centralised commercial laboratory.

Portable LCMS, A PFAS Game Changer

HUMMINGBIRD



Comparison (Sample MX019)



Certified Reference Material MX019 – National Measurement Institute



- Sample run “live” at Ecoforum 2023 Oct 11th 2023.
- Comparative recoveries of PFAS certified values.

