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Enriching personal health through scientific tools and solutions

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TRAJAN

Full Year FY24 Financial Results

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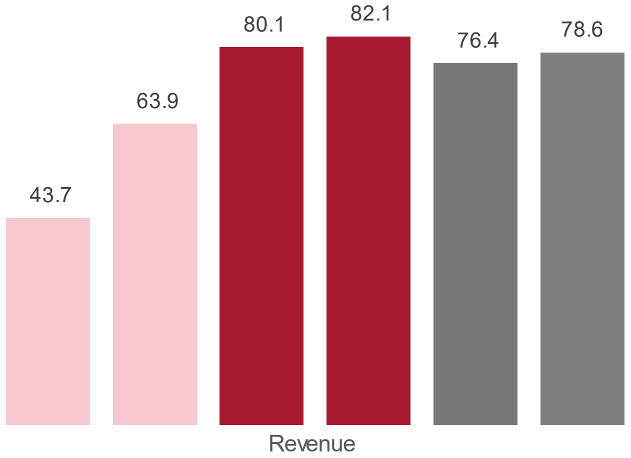
Challenges to Opportunities: A Year in Review

- Extraordinary industry wide issues impacting TRJ’s FY24 result:
  - H1 – Destocking in the Components & Consumables Segment.
  - H2 – Slowdown in pharmaceutical sector capital equipment orders.
  - Proforma Gross margin influenced by under-utilisation of manufacturing infrastructure.

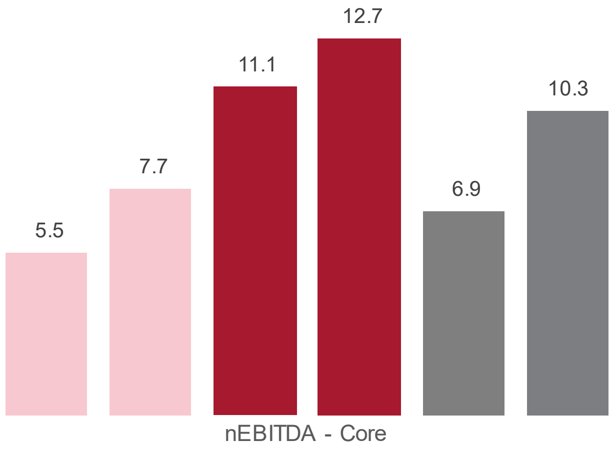
- Fundamentals of TRJ remain strong and supported our ability to navigate these factors and achieve Net Revenue within 5% of the previous year.
- H2 returned to growth with stronger Net Revenue and nEBITDA result compared to H1.
- Commercialisation of products within the Disruptive Technologies segment progressing, with the Microsampling portfolio to be nEBITDA breakeven in FY25.

Financial Summary

Net Revenue
$155.0M
FY23: $162.2M



nEBITDA Core[1]
$17.2M
FY23:$23.9M



H1 FY22 H2 FY22 H1 FY23 H2 FY23 H1 FY24 H2 FY24

Cash Balance
$11.2M
31 December 2023
$11.2M

Proforma Gross Margin
41.1%
FY23: 43.2%

Operating NPATA[2]
$0.6M
FY23 $5.8M

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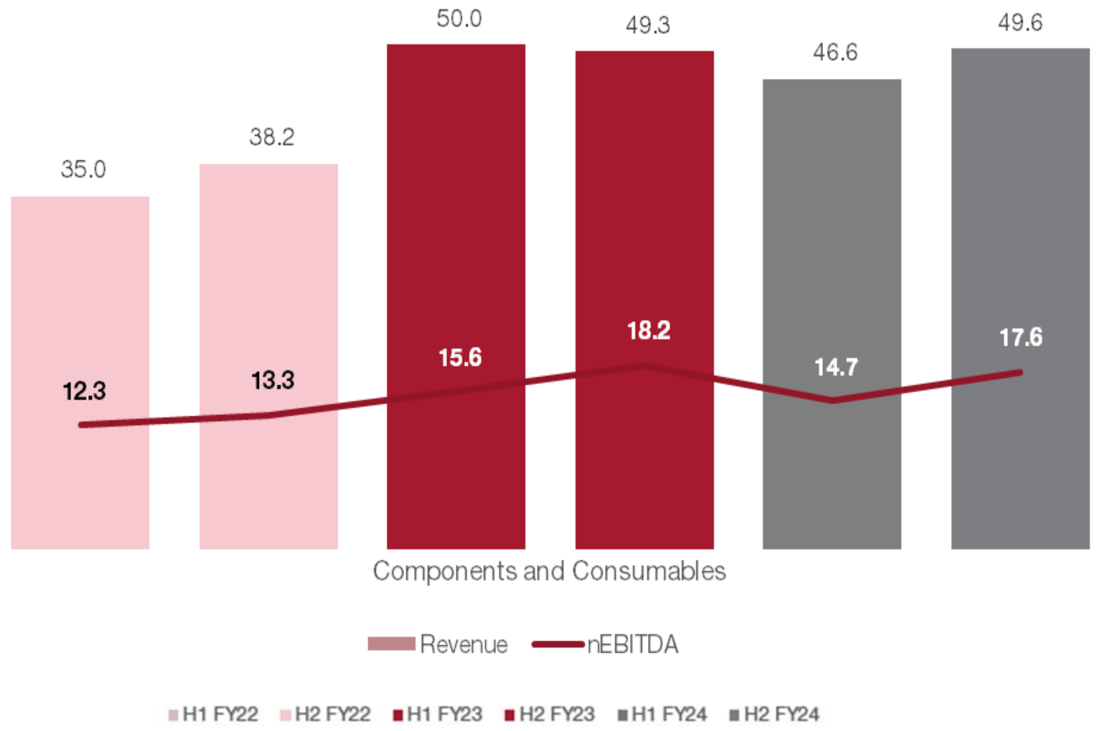
1. Statutory EBITDA Core adjusted for restructuring costs, acquisition costs, impairment expenses, Project Neptune related costs, and impact on FEC revaluation.
2. Operating Net Profit After Tax plus Amortisation (NPATA) is Statutory NPAT excluding restructuring costs, acquisition costs, Project Neptune related costs, impairment expenses impact on FEC revaluation, and amortisation of acquired intangible assets.

Segment Reporting – Components & Consumables (Core)

Net Revenue:
$96.2M
(FY23:$99.3M)

Proforma
Gross Profit
Margin 41.1%
(FY23:44.7%)

nEBITDA of
$32.3M
(FY23:$33.8M)



Components & Consumables:
Includes parts, supplies, components, and consumable products across the Group.

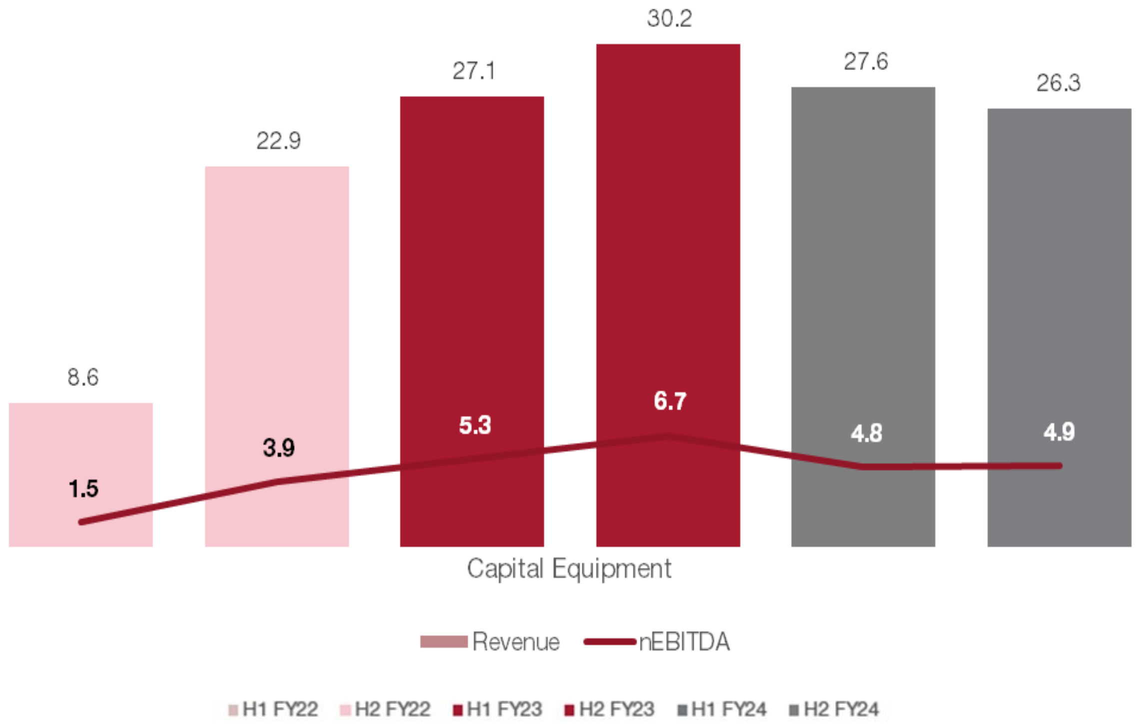
- Industry wide destocking activity in FY23 Q4 & FY24 Q1.
- Completion of industry destocking with H2 demand back to normal levels.
- H2 was within $0.4M of highest revenue level for this segment (H1FY23).
- Proforma Gross Margin was impacted by lower H1 sales volume and higher H2 variable production costs once sales returned to normal levels.

Segment Reporting – Capital Equipment (Core)

Net Revenue:
$53.9M
(FY23:$57.3M)

Proforma
Gross Profit
Margin 40.2%
(FY23:40.3%)

nEBITDA of
$9.7M
(FY23:$12.0M)



Capital Equipment: Includes robotic workflow automation systems, online and laboratory instruments, and parts and services related to them.

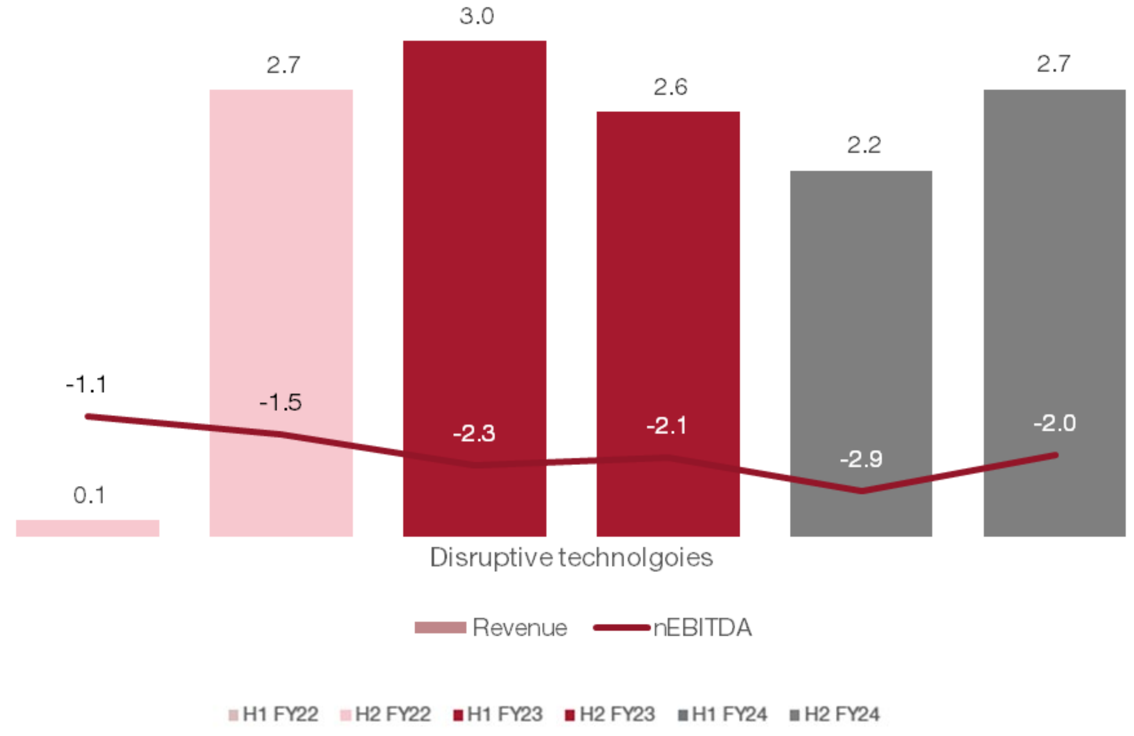
- Softening of demand in the pharmaceutical sector for Trajan's specialised automation platforms due to timing and budget cycles
- Expect softness to continue in 1H FY25.
- No indication that market share or longer-term demand has fundamentally changed.
- Growing demand for automated environmental testing such as PFAS. Launch of CHRONECT Workstation PFAS in FY25.

Segment Reporting – Disruptive Technologies

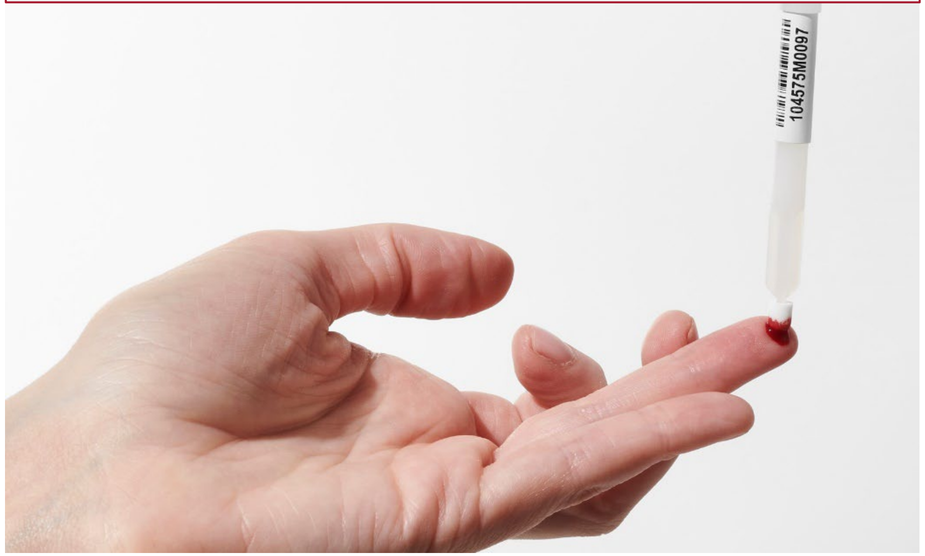
Net Revenue: $4.9M
(FY23:$5.6M)

Proforma Gross Profit Margin 52.7%
(FY23:46.5%)

nEBITDA of ($4.9M)
(FY23:($4.4M)



Disruptive Technologies: includes products and services related to micro-sampling, (devices, services, and other related investments) as well as miniaturised, portable instrumentation (i.e. Hummingbird).



- Revenue predominantly derived from Microsampling products with demand growing circa 30% in H2 over H1.
- Revenue growth expectations support TRJ's commitment to Microsampling being nEBITDA breakeven in FY25.
- Progressing pathways to commercialisation for the "Hummingbird" project. Expanded field testing building pre-launch demand.

Balance Sheet

	June 2023 ($M)	June 2024 ($'M)
Cash	11.0	11.2
Receivables	23.5	20.2
Inventories	31.9	27.9
Other current assets	3.6	2.3
Non-current assets	159.3	126.3
Total Assets	**229.3**	**188.0**
Payables	16.8	16.8
Debt (current)	9.9	44.1
Other current liabilities	12.8	11.2
Debt (non-current)	38.7	0
Other non-current liabilities	21.6	13.0
Total Liabilities	**99.8**	**85.1**
Net Assets	**129.5**	**102.9**

- Non-current assets movement predominantly due to impairment expenses of $26.7M and FX revaluation on goodwill.
- Net Debt reduction of $4.7M.

The outstanding loan facility balance of $44.1M is presented as a current liability in 2024 due to a breach of covenant clause. Excluding the reporting impact resulting from the covenant breach, the debt (current) would have been $14.7M, which it returned to on 1 July 2024.

Cashflow Summary

	June 2023 ($M)	June 2024 ($'M)
Normalised EBITDA[1]	19.5	12.3
Income tax payments	(0.9)	(1.8)
Changes in working capital	(4.3)	8.6
Finance costs	(4.0)	(4.3)
Non-cash items	1.4	(1.9)
Normalised Operating cash flow (OCF)	11.7	12.9
Capital expenditure	(8.6)	(3.0)
Free cash flow (FCF)	6.7	9.9
Cash conversion ratio (Normalised EBITDA to Normalised OCF)	0.60	1.05

- Movement in net working capital due to decrease in inventories $4.0M, decrease in receivables $3.1M and decrease in other assets $1.3M.
- Non-cash items relates to cost of Trajan's long term employee share option plan and FX gain/loss – trading activities.
- Improved cash conversion ratio from 0.6 to 1.05.
- Capital expenditure in FY23 mainly relates to acquisition of new warehouse in Germany ($1.6M), HD examiner software and North Carolina office consolidation ($1.0M), Project Neptune automation ($1.9M) and other addition in property plan and equipment.

1. Statutory EBITDA Core adjusted for restructuring costs, acquisition costs, impairment expenses, Project Neptune related costs, and impact on FEC revaluation.

Environment Social Governance

Trajan is in the early stages of building an ESG program from a strong foundation of being a purpose-led business. We are balancing our commitment to ESG with maintaining focus on our commercial success.

THE JOURNEY SO FAR:

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FY22

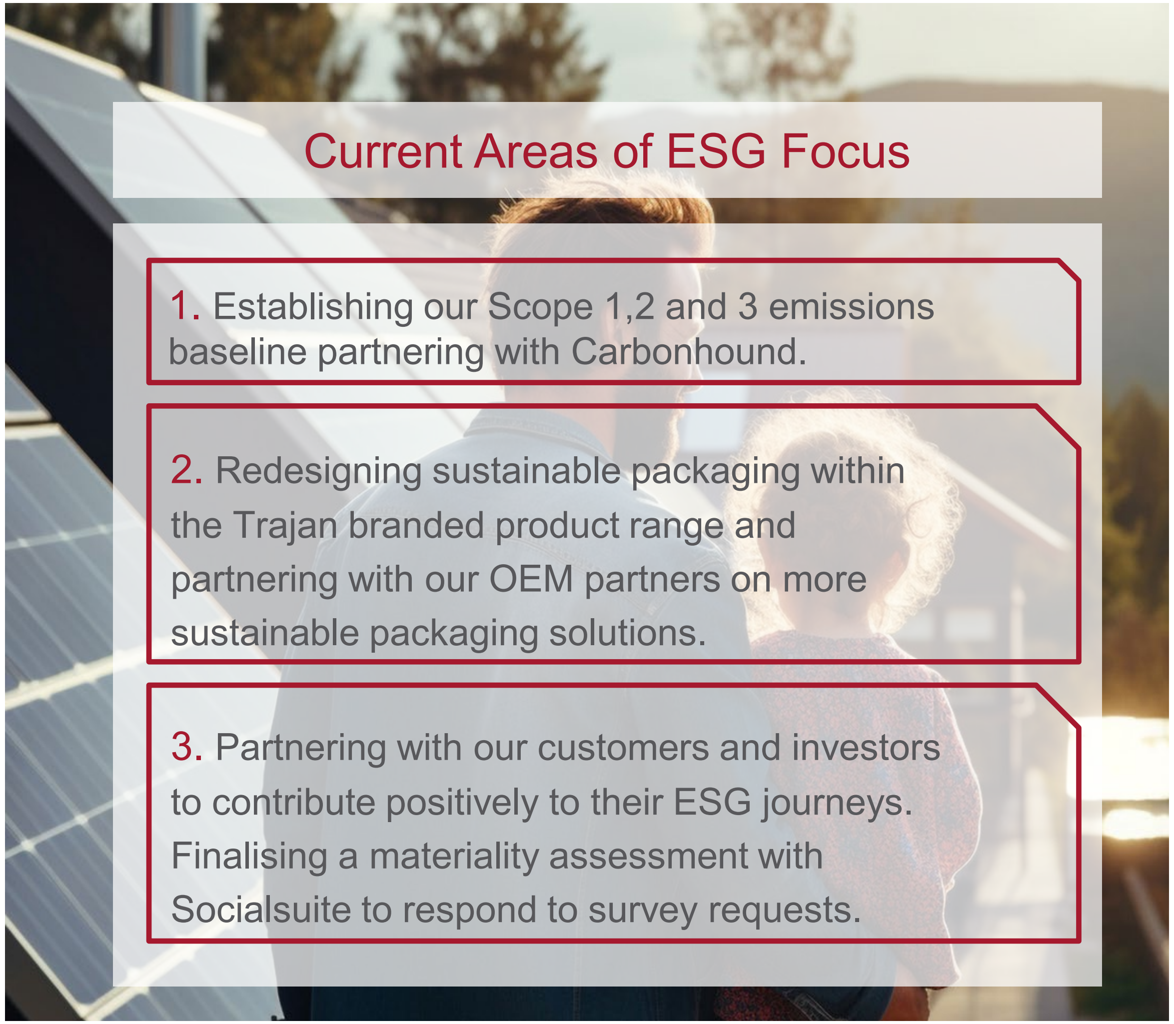
- Established cross functional ESG workstream
- Partnered with Socialsuite to establish ESG approach
- ESG approach referenced in Annual Report

FY23

- Internal review of Trajan's ESG position
- Gap analysis undertaken
- Purpose, mission and initiatives collated
- High level focus areas reported in Annual Report

FY24

- 2024 ESG Strategy developed
- Partnering with Carbonhound to establish carbon emissions baseline
- Materiality Assessment underway



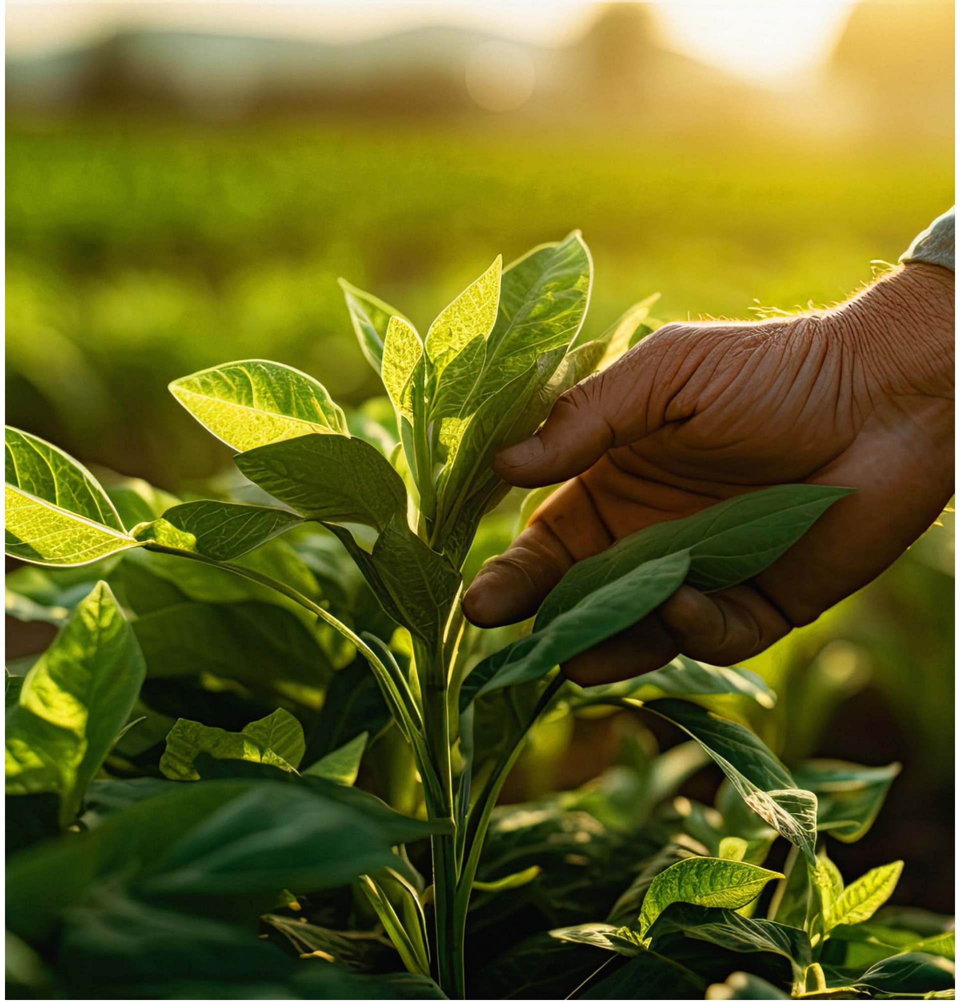
Current Areas of ESG Focus

1. Establishing our Scope 1,2 and 3 emissions baseline partnering with Carbonhound.

2. Redesigning sustainable packaging within the Trajan branded product range and partnering with our OEM partners on more sustainable packaging solutions.

3. Partnering with our customers and investors to contribute positively to their ESG journeys. Finalising a materiality assessment with Socialsuite to respond to survey requests.

Financial Guidance and Outlook



Net Revenue	Group nEBITDA
$160.0M-$165.0M	$17.0M-$19.0M

- Components & Consumables expected to continue at historical growth rates following the completion of destocking activity in FY24.
- Capital Equipment H1 softer demand is expected within the pharmaceutical sector. Expected to return to typical order demand in CY25.
- Microsampling, within the Disruptive Technologies, to be nEBITDA breakeven. Disruptive Technologies nEBITDA of circa ($1.0M).
- Proforma Gross Margin expected to return to growth trend after compromised FY24.
- Continued focus on strengthening of the Balance Sheet.
- Project Neptune Phase 2 to be launched with a focus on expanded automation technologies and sustainability improvements.

Fundamentals Drive Growth Despite an Unprecedented FY24

- Return to growth is supported by a strong track record over 13 years.
- Easing of supply chain volatility due to destocking provides greater certainty of short-to-medium-term performance.
- Large defensive end-markets with structural growth drivers.
- Robust business model, pursued with discipline.
- Bluechip, sticky customer base.
- High barriers to market entry with significant investment in global infrastructure in place to support further scale on existing cost base.
- Well diversified by customer, geography, segment and product portfolio.
- Focussed on long-term shareholder value – profitability, cash generation, debt reduction, and return on capital.
- Demonstrated track record of acquisition integration.
- High quality and experienced management team.

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