

#### Trajan Scientific and Medical

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Trajan Group Holdings Limited ACN 152 617 706

#### **ASX RELEASE**

2024 Annual General Meeting Chair Address and Presentation

**29 October 2024 –** 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.

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 databased healthcare.

Trajan is a global organisation of more than 600 people, with seven manufacturing sites across the US, Australia, Europe and Malaysia, and operations in Australia, the US, Asia, and Europe.



#### Chair's Address

Good morning and welcome to Trajan Scientific and Medical's Annual General Meeting for the 2024 financial year. I'm John Eales, Chairman of the Board.

This past year was marked by two distinct halves. In the first half, we faced, industry-wide de-stocking challenges that impacted our performance. Customer ordering patterns returned to long term normal growth rates late in H1 that underpinned a strong rebound in the second half.

This resilience highlights the strength of Trajan's position in bringing best practice products to sustainable market segments across a diversity of application areas, customers and geographies.

While we are disappointed that our results fell short of our expectations, we are reassured by our ability to navigate the challenges we faced. Achieving revenue within 5% of our target from the previous year, coupled with a more than 50% increase in EBITDA in the second half, gives us confidence moving into this new financial year.

As a board and management team, we're encouraged by the improved operating environment, but risks remain—particularly in the pharmaceutical sector. Shortly, you'll hear from Non-Executive Director Rohit Khana, whose 40 years of experience across major OEMs provides us with valuable insights. Rohit will share his thoughts on the cyclical nature of pharmaceutical growth, where periods of strong performance are often followed by a temporary softness.

At Trajan, we are driven by our purpose: **Science that Benefits People**. This principle guides our global operations and causes us to constantly seek best practice as we head towards a world of personalised, preventative, and data-driven healthcare. It's not just an ideal but, along with our five core values, is a practical commitment seen in our daily work. We also believe strongly and have demonstrated that as a guiding purpose it drives behaviours which will deliver results that in time translate into shareholder value.

I'm proud of our continued progress as a global business—and, more importantly, of the positive impact we are making on the health and well-being of society. Our products are used in the analysis of biological, food, and environmental samples, and our expanding portfolio supports the move toward decentralised, personalised healthcare.

I'd like to extend my thanks to Stephen and our global leadership team, as well as every employee across our operations worldwide. To my fellow directors, thank you for the diligence and expertise you bring to the board. Lastly, to our shareholders: we've seen significant consolidation in our register, and we greatly appreciate your continued faith in Trajan. While short-term valuation pressures are frustrating, particularly given our commercial scale since IPO, we remain focused on delivering our growth strategy. And we are confident that success will ultimately drive a positive reset in valuation.

Thank you.





Annual General Meeting (ASX:TRJ)

Trajan Scientific and Medical, Virtual Meeting, 29 October 2024, AEDT 10am

### YOUR BOARD



John Eales AM Non-Executive Chair



Stephen Tomisich Founder, CEO and **Executive Director** 



Robert Lyon **Executive Director** 



Tiffiny Lewin Non-Executive Director



Sara Watts Non-Executive Director

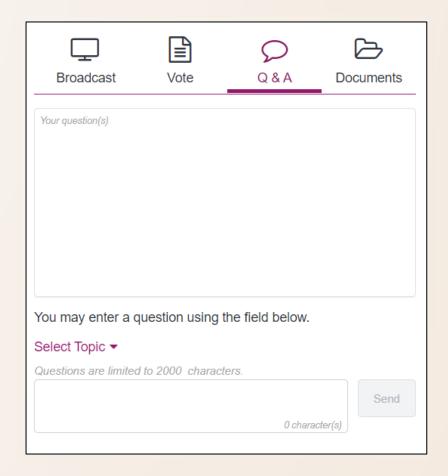


Non-Executive Director

### QUESTION PROCESS

#### HOW TO ASK A QUESTION

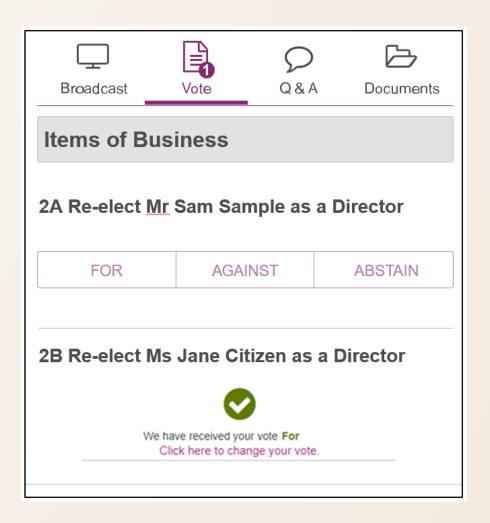
- To ask a written question select the Q & A icon
- Select the topic your question relates to from the drop-down list
- Type your question in the text box and press the send button
- To ask a verbal question follow the instructions below the broadcast window



### **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



# Address by the Chairman

### Mr John Eales, AM

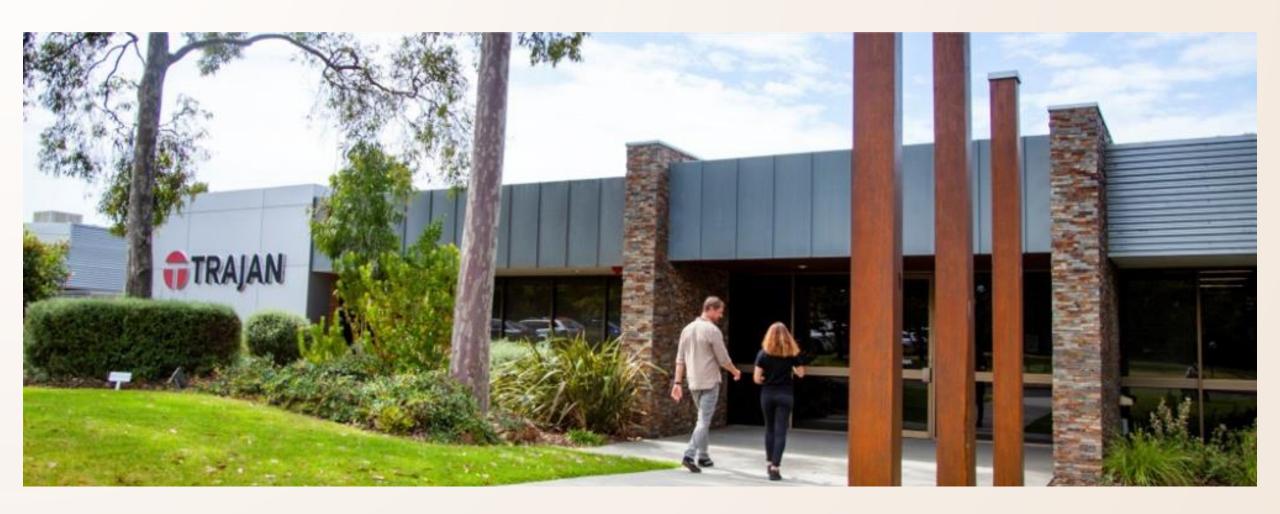


### **CEO's Presentation**

### Mr Stephen Tomisich



# Business of the Meeting



### Item 1

#### 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 2024.

Note: There is no vote required for this item.



#### 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 2024, be adopted."

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



#### Adoption of Remuneration Report

	Number	<mark>%2</mark>
For	38,690,896	99.38
Against	211,945	0.54
Open – Chair¹	28,480	0.07
Other	2,558	0.07
Abstain/Exclude	1,570,410	N/A



<sup>&</sup>lt;sup>1</sup> To be voted in favour of the resolution

<sup>&</sup>lt;sup>2</sup> Of proxies cast

#### Re-election of Mr Robert Lyon as a Director

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

"That, Robert Lyon, 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."



#### Re-election of Mr Robert Lyon as a Director

	Number	% <sup>2</sup>
For	40,144,038	99.63
Against	118,212	0.29
Open – Chair¹	28,480	0.07
Other	2,558	0.01
Abstain/Exclude	211,001	N/A



<sup>&</sup>lt;sup>1</sup> To be voted in favour of the resolution

<sup>&</sup>lt;sup>2</sup> Of proxies cast

#### Renewal of Long Term Incentive Plan

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

"That, for the purposes of ASX Listing Rule 7.2, exception 13(b) and for all other purposes, Shareholders approve the Company's Long Term Incentive Plan (Plan) and approve the granting of equity securities under the Plan on the terms which are described in the Explanatory Memorandum, during the three years following the date of the 2024 AGM."



#### Renewal of Long Term Incentive Plan

	Number	%2
For	38,728,396	99.47
Against	176,945	0.45
Open – Chair¹	28,480	0.07
Other	2,558	0.01
Abstain/Exclude	1,567,910	N/A



<sup>&</sup>lt;sup>1</sup> To be voted in favour of the resolution

<sup>&</sup>lt;sup>2</sup> Of proxies cast

#### Grant of Options to Director – Mr John Eales

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

"That, subject to the passing of Resolution 3, for the purposes of ASX Listing Rule 10.14 and for all other purposes, Shareholders approve the issue of up to 79,533 Options to Mr John Eales (or his nominee), under the Plan on the basis set out in the Explanatory Memorandum."



### Grant of Options to Director – Mr John Eales

	Number	% <sup>2</sup>
For	38,371,770	98.55
Against	533,045	1.37
Open – Chair¹	28,480	0.07
Other	2,558	0.01
Abstain/Exclude	1,568,436	N/A



<sup>&</sup>lt;sup>1</sup> To be voted in favour of the resolution

<sup>&</sup>lt;sup>2</sup> Of proxies cast

#### Grant of Options to Director - Dr Rohit Khanna

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

"That, subject to the passing of Resolution 3, for the purposes of ASX Listing Rule 10.14 and for all other purposes, Shareholders approve the issue of up to 53,022 Options to Dr Rohit Khanna (or his nominee), under the Plan on the basis set out in the Explanatory Memorandum."



#### Grant of Options to Director - Dr Rohit Khanna

	Number	% <sup>2</sup>
For	39,736,843	98.60
Against	533,045	1.32
Open – Chair <sup>1</sup>	28,480	0.07
Other	2,558	0.01
Abstain/Exclude	203,363	N/A



<sup>&</sup>lt;sup>1</sup> To be voted in favour of the resolution

<sup>&</sup>lt;sup>2</sup> Of proxies cast

#### Grant of Options to Director – Ms Tiffiny Lewin

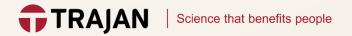
To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

"That, subject to the passing of Resolution 3, for the purposes of ASX Listing Rule 10.14 and for all other purposes, Shareholders approve the issue of up to 53,022 Options to Ms Tiffiny Lewin (or her nominee), under the Plan on the basis set out in the Explanatory Memorandum."



### Grant of Options to Director – Ms Tiffiny Lewin

	Number	% <sup>2</sup>
For	39,736,843	98.60
Against	533,045	1.32
Open – Chair <sup>1</sup>	28,480	0.07
Other	2,558	0.01
Abstain/Exclude	203,363	N/A



<sup>&</sup>lt;sup>1</sup> To be voted in favour of the resolution

<sup>&</sup>lt;sup>2</sup> Of proxies cast

#### Grant of Options to Director – Ms Sara Watts

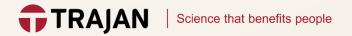
To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

"That, subject to the passing of Resolution 3, for the purposes of ASX Listing Rule 10.14 and for all other purposes, Shareholders approve the issue of up to 53,022 Options to Ms Sara Watts (or her nominee), under the Plan on the basis set out in the Explanatory Memorandum."



#### Grant of Options to Director – Ms Sara Watts

	Number	% <sup>2</sup>
For	39,736,843	98.60
Against	533,045	1.32
Open – Chair <sup>1</sup>	28,480	0.07
Other	2,558	0.01
Abstain/Exclude	203,363	N/A



<sup>&</sup>lt;sup>1</sup> To be voted in favour of the resolution

<sup>&</sup>lt;sup>2</sup> Of proxies cast

#### Renewal of Proportional Takeover Bid Provision in the Constitution

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

"That, the Proportional Takeover Bid Provision in clause 22 of the Company's Constitution requiring prior Shareholder approval for a proportional takeover of the Company be renewed for a further period of three years from the date of the 2024 AGM in accordance with Sections 136(2) and 648G of the Corporations Act as described in the Explanatory Memorandum."



#### Renewal of Proportional Takeover Bid Provision in the Constitution

	Number	% <sup>2</sup>
For	40,253,238	99.91
Against	6,012	0.01
Open – Chair¹	28,480	0.07
Other	2,558	0.01
Abstain/Exclude	214,001	N/A



<sup>&</sup>lt;sup>1</sup> To be voted in favour of the resolution

<sup>&</sup>lt;sup>2</sup> 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.





### Emerging trends in our industry

#### Dr Rohit Khanna



Our speaker is Trajan's US-based NED Rohit Khana who has more than 40 years' experience with OEMs as an executive leader, non-executive director and advisor with organisations such as Waters Corporation and Danaher. Rohit also works closely with Analytical, Life Science & Diagnostics Association and will share his views on the current OEM environment, the opportunities and emerging trends.

