

A circular inset image showing a close-up of green, leafy plants, possibly a vine or herb, with small white flowers. The text 'Science that benefits people' is overlaid in white, sans-serif font across the center of the image.

**BELL POTTER  
HEALTHCARE  
CONFERENCE**

16th NOVEMBER 2023

STEPHEN TOMISICH, FOUNDER,  
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, Environment 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.





# COMPANY OVERVIEW

- Global developer of analytical and life sciences products and devices enriching human well-being through the design, manufacturing and supply of products which facilitate scientific measurement of biological, food, and environmental samples.
- Strategy informed by a view that the quality of analytical data is increasingly important in understanding the factors that impact human health.
- Our technologies enhance the sensitivity, selectivity, reliability and integrity of analytical data, laboratory workflow, and data analysis.
- Our customers are large scientific instrument OEMs, pharmaceutical and life science companies, research labs, pathology labs, and consumers. This represents large and accessible markets.
- With operations in Australia, USA, Asia and Europe our footprint is scaled and strategically organised to provide capacity for growth, ensure reliable and flexible responsiveness and to deliver proximity to key clients.

>8000

Products  
manufactured or sold

>1000

Customers

6

Countries with  
dedicated Operations

7

Manufacturing  
sites

# 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.

# 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

## OEM PARTNERS

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

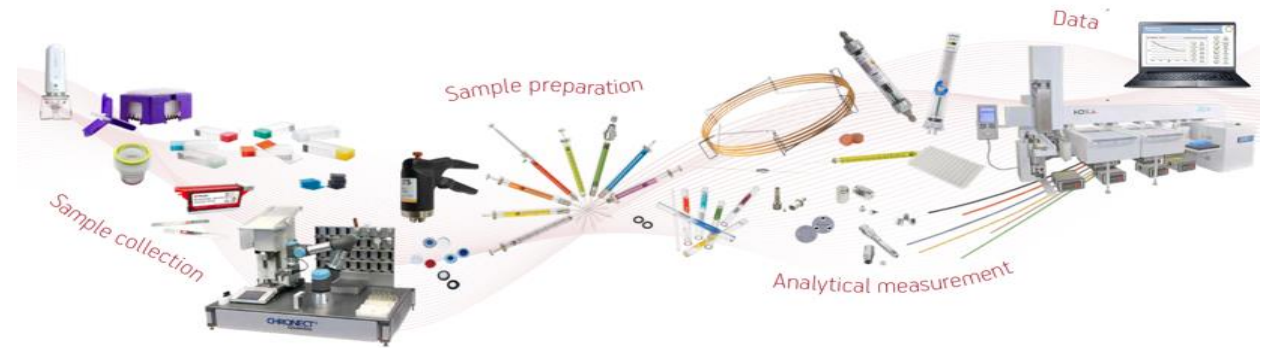
## DISTRIBUTION PARTNERS

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).

- 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.

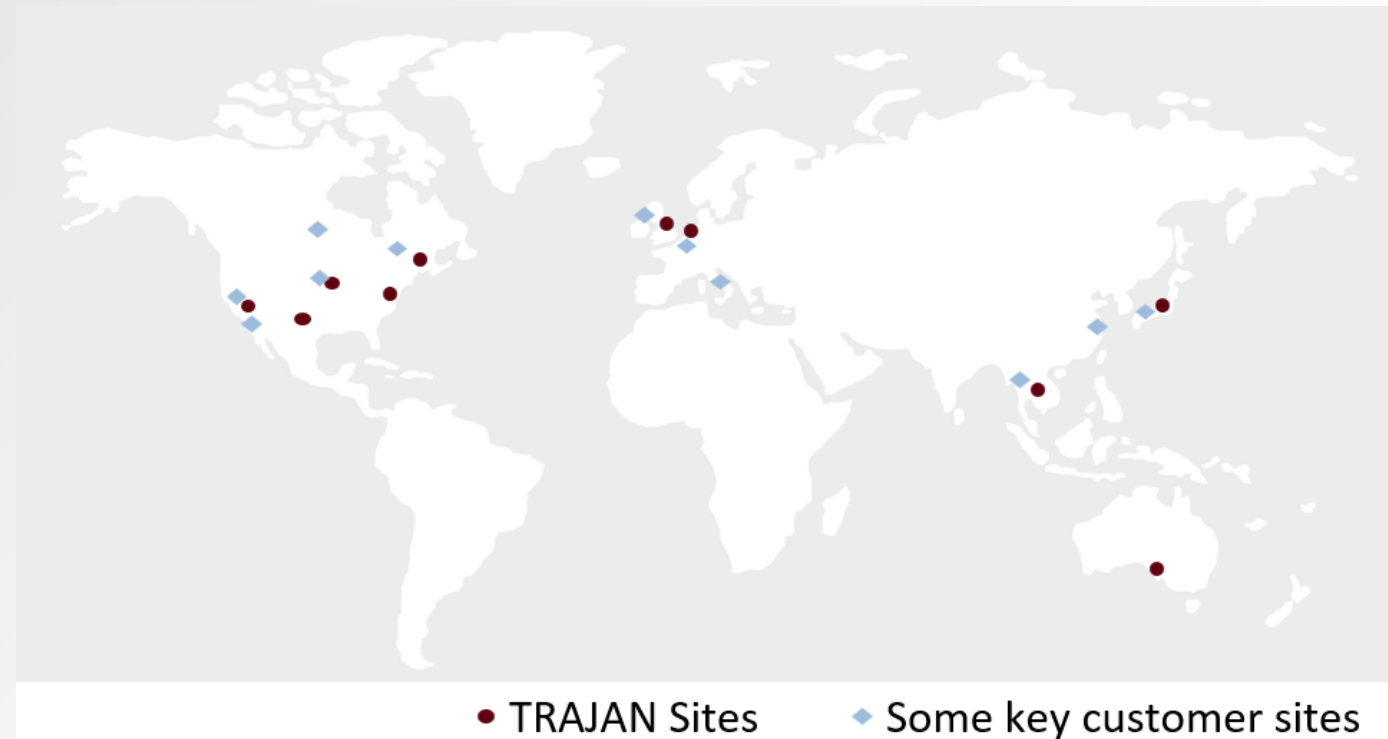




# OEMs

## OUR PATH TO HAVE IMPACT AT SCALE

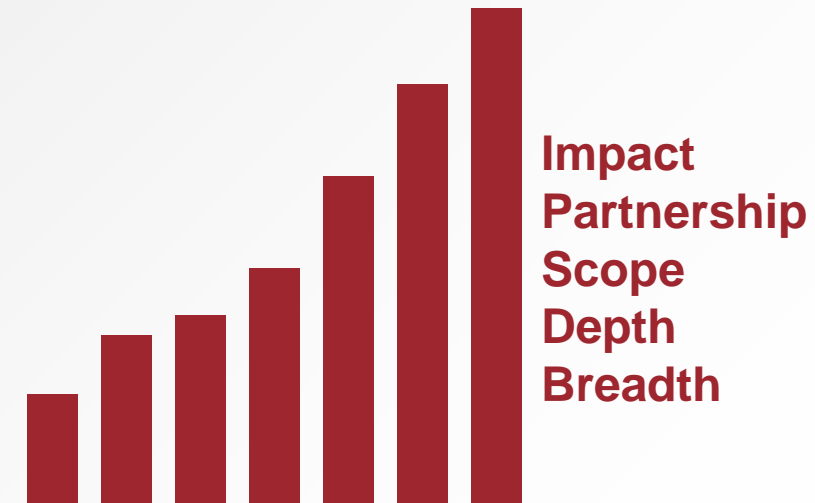
- Trajan was founded upon these relationships; they remain the cornerstone of our business.
- An 'Impact Multiplier' - Trajan collaborates globally with OEMs to support their brands execution of impact at scale.
- A “corporate partner” - we work how our OEMs work.
- Sharing their burden - truly global 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

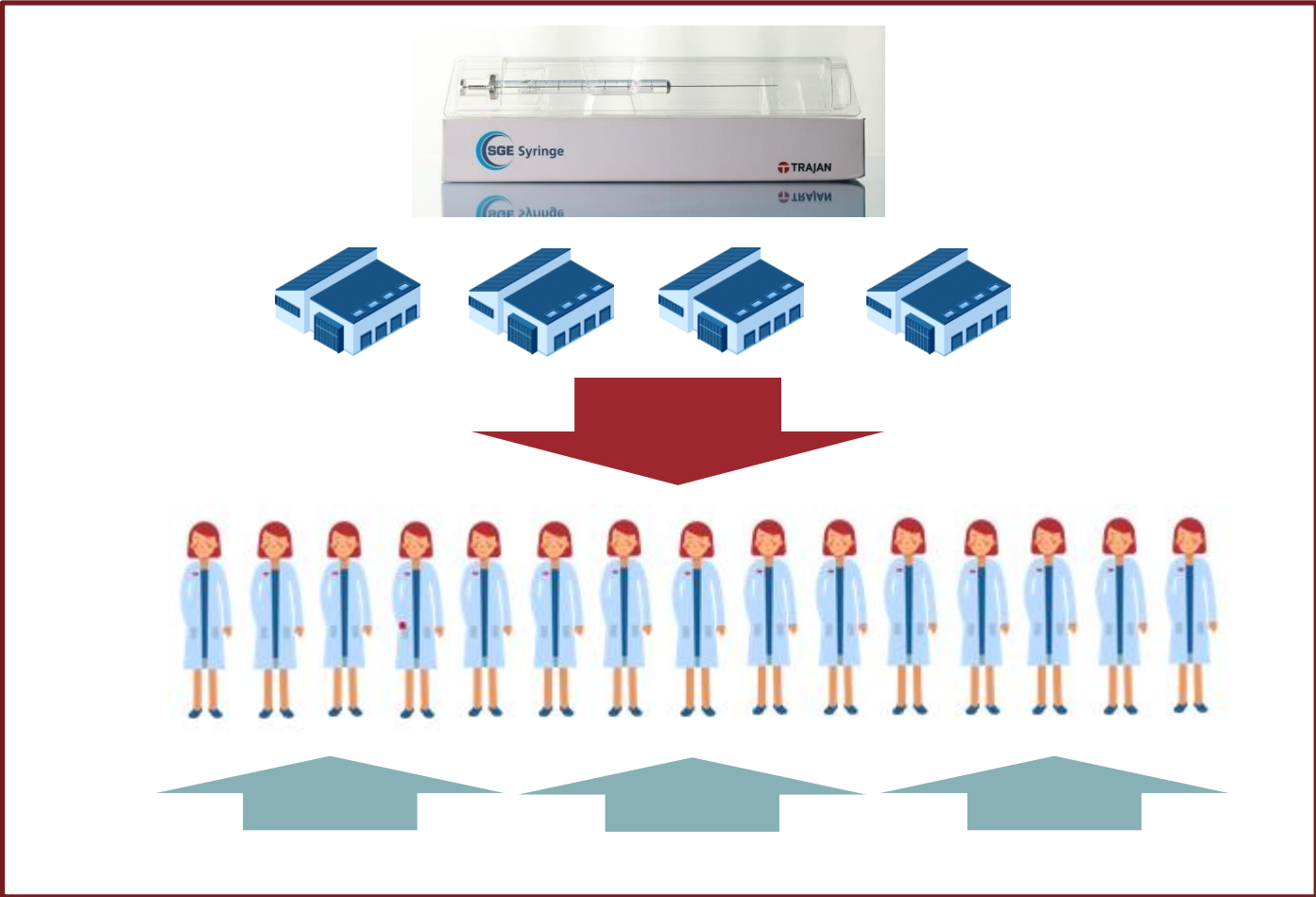
- Trajan has had a 10+ relationship.
- Relentless customer advocacy by dedicated global account managers.
- Originally built on Trajan foundational technologies.
- Impact expanded organically across product lines and analytical platforms.
- Each Trajan acquisition adds to our ability to provide value, 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.





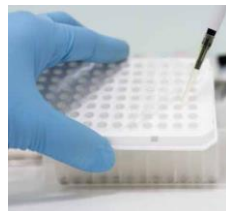
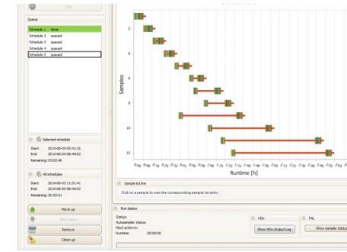
# GLOBAL DISTRIBUTORS SUPPORTING END USER SOURCING STRATEGIES

- 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.



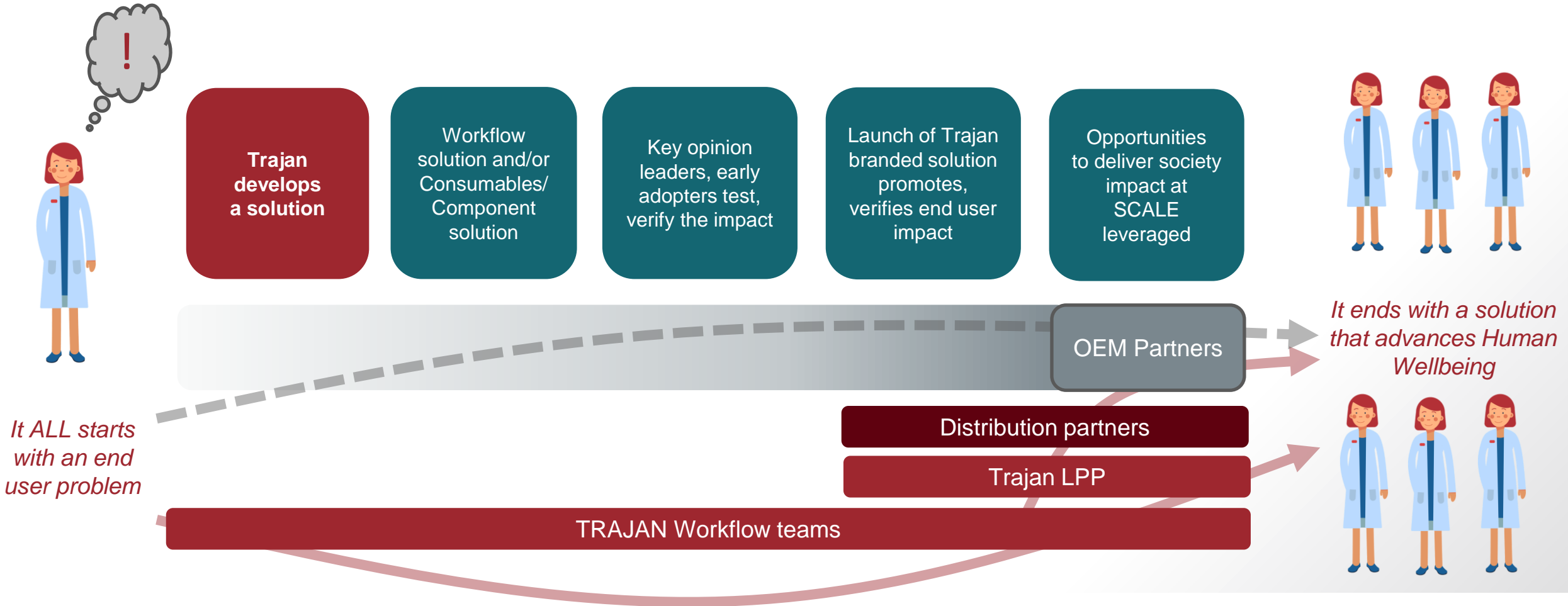
# DIRECT END USER RELATIONSHIPS OUR INNOVATION MOTOR

- 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.



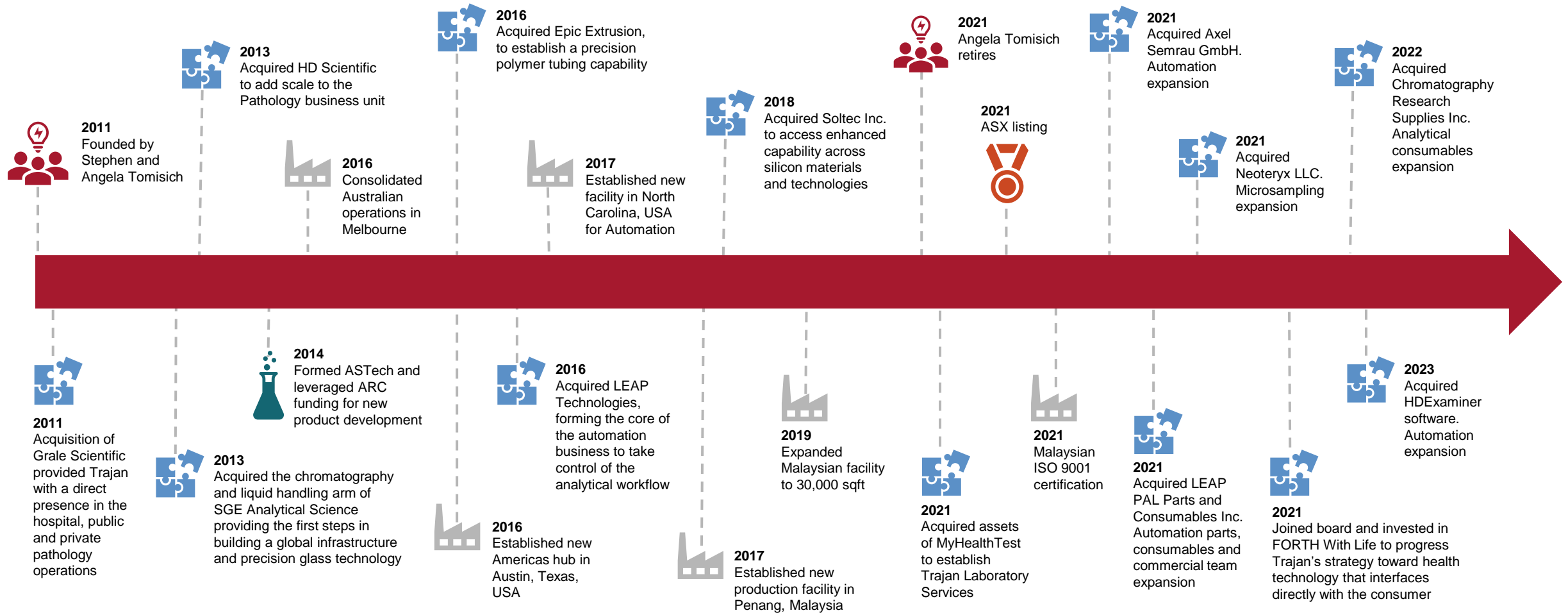
# BRINGING IT ALL TOGETHER TO DRIVE IMPACT

## THE LIFE OF A SOLUTION





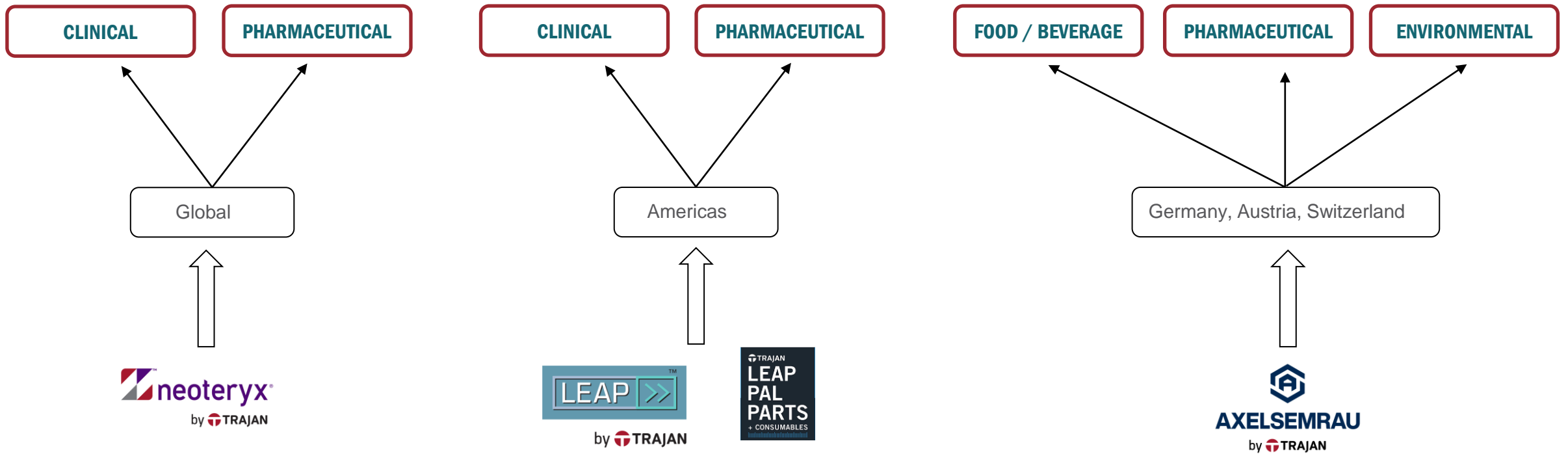
# THE JOURNEY SO FAR



# ACQUISITION STRATEGY

## STRONG END USER TOUCH POINTS IN CORE MARKETS

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



HEMAPEN<sup>®</sup>  
MonitorYou<sup>®</sup> by TRAJAN  
Mitra<sup>®</sup>

HDExaminer  
HDX™  
L-MARK<sup>®</sup>  
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<sup>®</sup>, hemaPEN<sup>®</sup>, Harpera

### Sample preparation

Vials, caps, plates

### Sample introduction

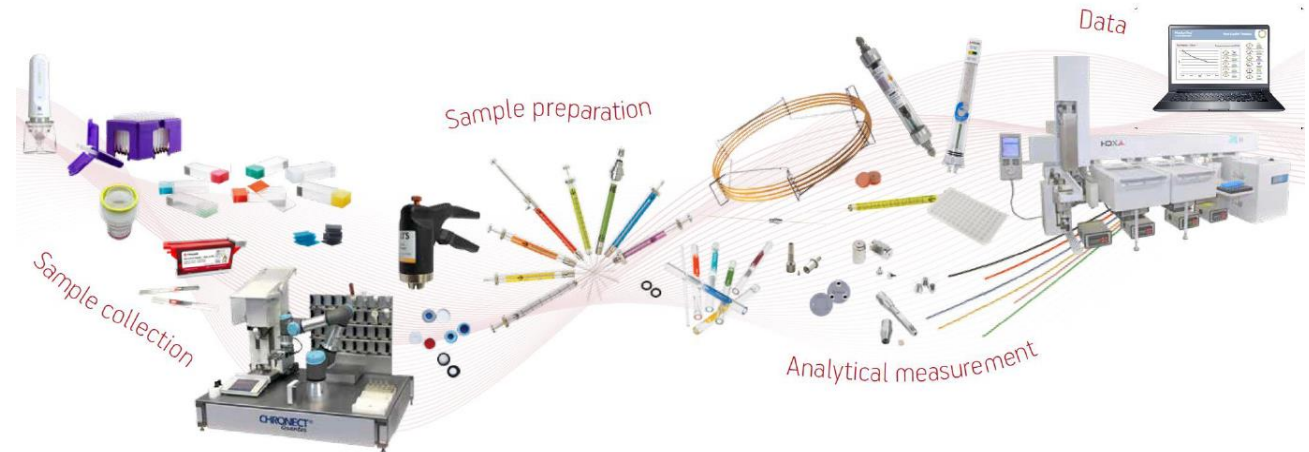
Syringes, fittings

### 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

CLINICAL

PHARMACEUTICAL

CLINICAL

ENVIRONMENTAL

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



# SPOTLIGHT: DISRUPTIVE TECHNOLOGY

## 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



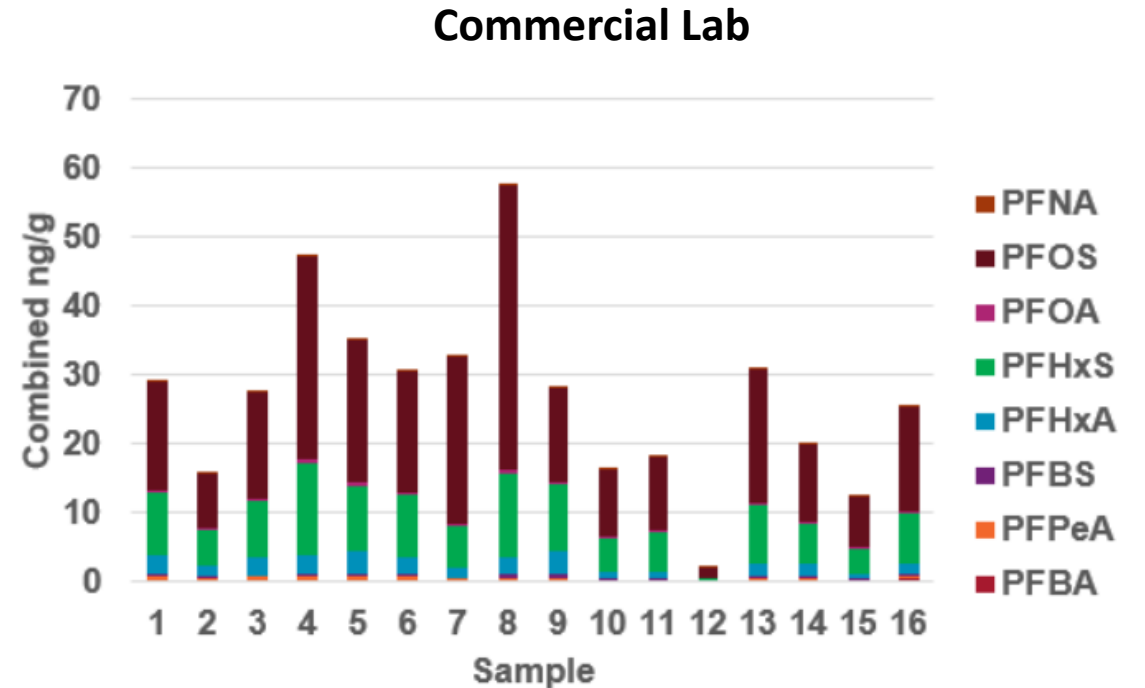
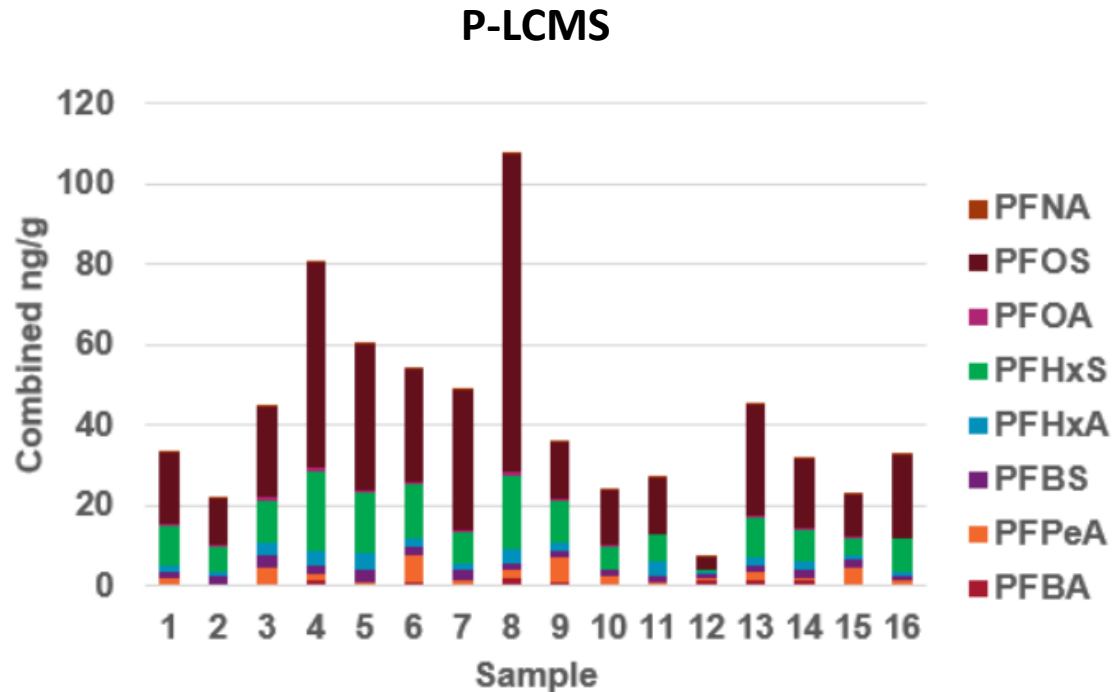
### CASE STUDY

- 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.



# COMPELLING DATA SUPPORTING COMMERCIALISATION

## HUMMINGBIRD – PORTABLE LCMS, A PFAS GAME CHANGER



### AUSTRALIAN AIRPORT CASE STUDY

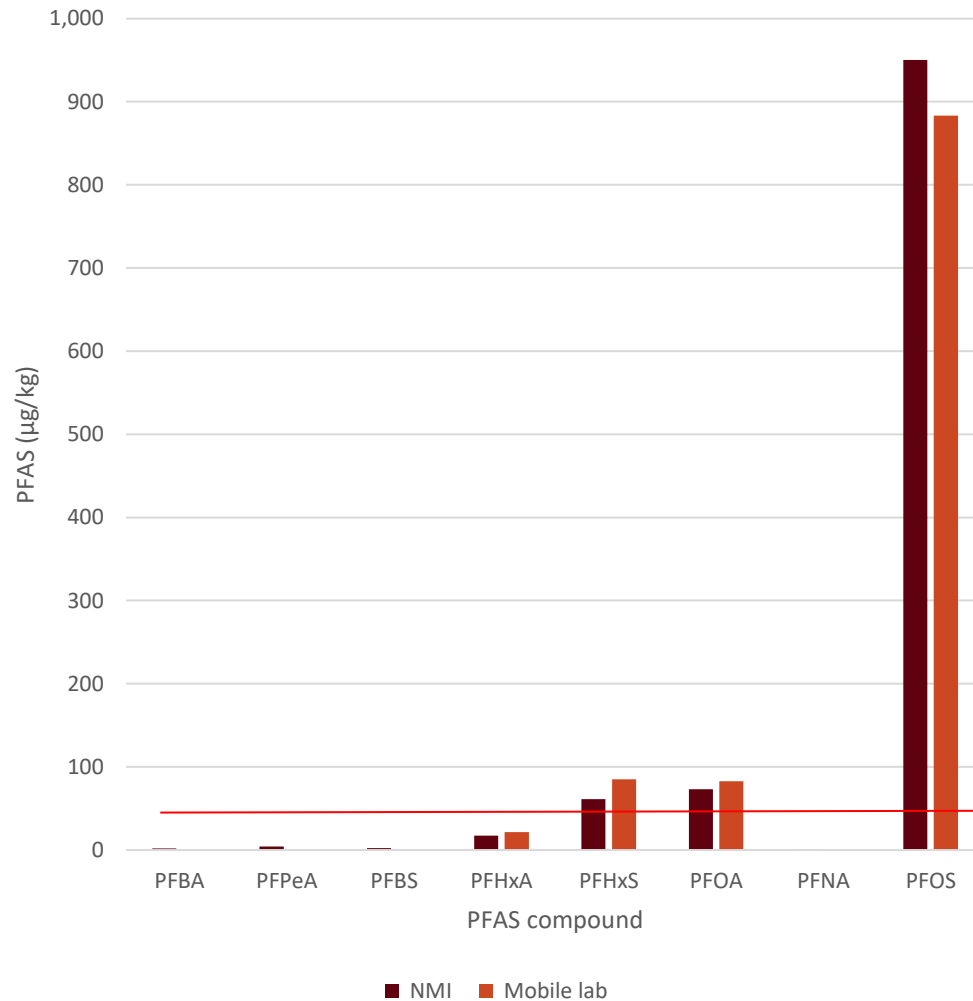
- Samples collected on site and analysed same day using the portable LCMS platform provided acceptable quantitative data as determined by a centralized commercial laboratory.

# Portable LCMS, A PFAS Game Changer

## HUMMINGBIRD



Comparison (Sample MX019)



### Certified Reference Material MX019 – National Measurement Institute



**Australian Government**  
Department of Industry,  
Science and Resources

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





# INVESTMENT SUMMARY

- 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