



Science that benefits people



**Bell Potter  
Securities  
Healthcare  
conference**

Q&A with  
STEPHEN TOMISICH  
CEO & MANAGING DIRECTOR

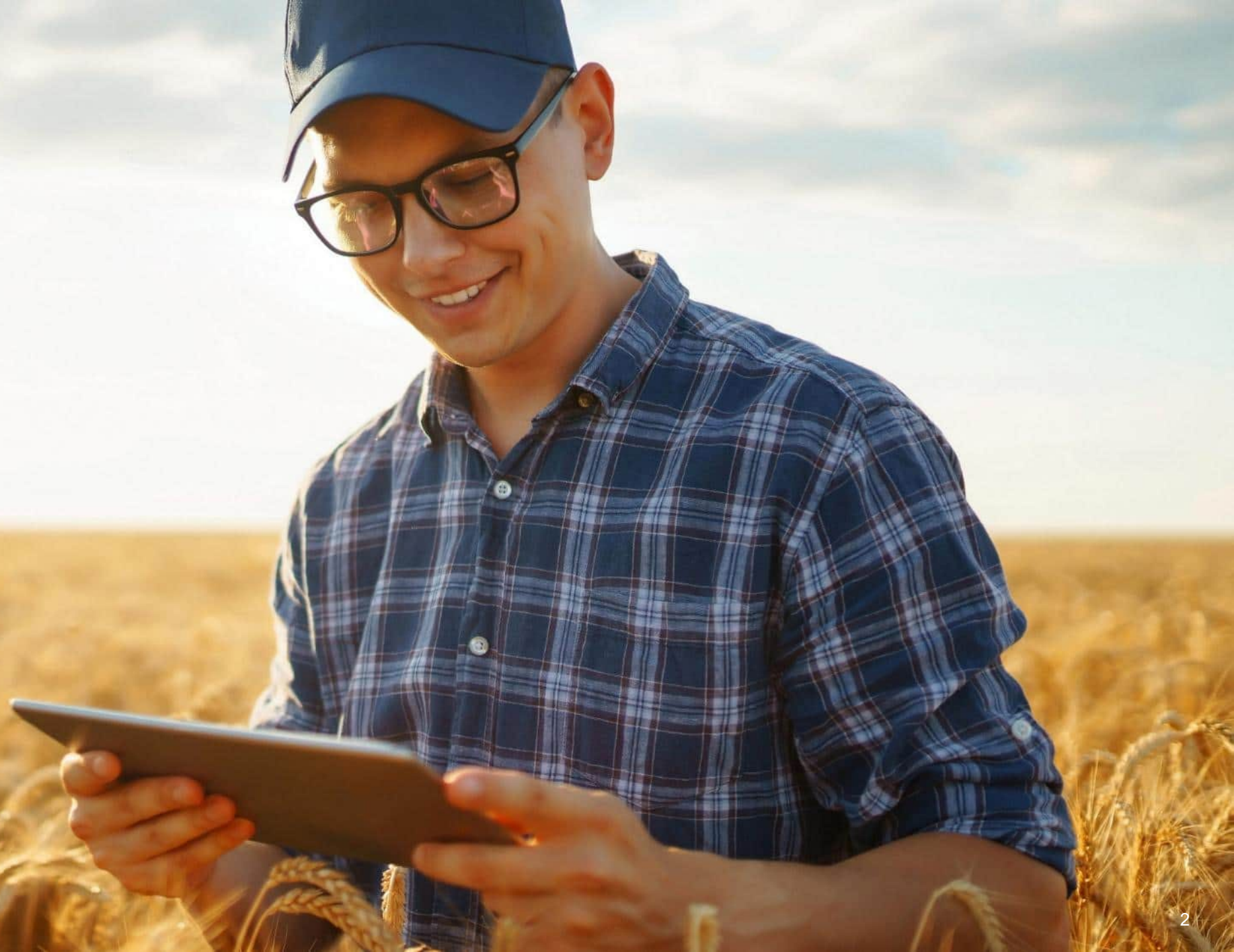
November 2024

## Trajan is about “doing good”.

Our foundation is grounded in science, therefore our purpose is:

*“Science that benefits people”.*

Our basic test is “is the world, are people, better off because of what we do?”



# What does Trajan do?

To understand what is present in a drop of blood, drinking water, a food product or even a pharmaceutical formulation, scientific laboratories use analytical instruments.

Trajan provides the physical tools, (like components, consumables and devices), software and services that underpin the **quality and accessibility of the data generated by those instruments.**

Trajan products include items like precision tubing, connections, injection devices, micro fluidics, robotics and surface coatings.



# Why?

## Growing demand for our products

Areas that relate to human health are increasingly being examined with analytical tools.

Those measurements are translated into actionable information.

Examples are measurements related to the environment, food and biology.

Further, we believe that if data-based information is going to become increasingly important then so will the quality and accessibility of the underlying data itself, **hence Trajan's focus to differentiate our products based on the impact on the quality and accessibility of analytical data.**



# What is the end game?

## Strong thematic supporting our growth and relevancy

### Personalised, preventative, data-based health care.

Current “health” systems are based on diagnosis and treatment of the sick are costly and not sustainable.

A future “prevention-based” world in our view will be data based. Quality data can reveal trends, over time, over populations, that allows intervention and deployment of prevention strategies.

In the interim our strategy delivers advantages for today’s applications.



# Where is Trajan having impact today?



**Single Cell sorting  
made possible by  
precision PEEK**  
extrusion; 250um ID,  
360um OD,  
concentric, 2-4mm  
length.

# 13 years in, and we're making a difference

The **Trajan emitters** delivered an improvement across all metrics used by the MPMF to assess emitter performance.

*“Without the use of the automated workflow from Trajan we would not be able to analyse our **MOSH/MOAH** samples in required time frame.”*

*“With the **Trajan CHRONECT XPR**, we can do 3-4 drug screens per week; without it, we can only do 1-2 screens manually.”*

**Trajan HDX** helps us narrow the “pool” of optimal clinical candidates for Pharma partners and bring better drugs to market, faster.

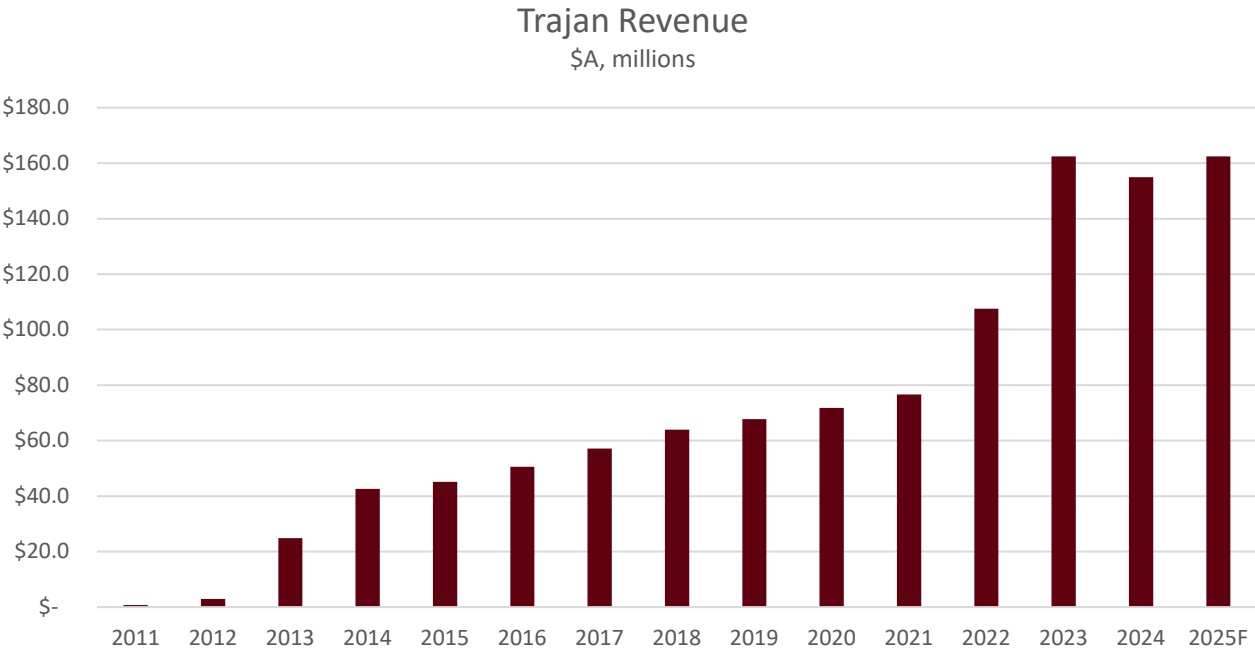
**Trajan coated well plates** for analysis of biomolecules and highly polar samples reduce the risk of absorption and deliver **better reproducibility and recovery rates** in bioanalysis.

In 2023 6.15M **Trajan Series 2** and 3 adhesive slides globally impacted more than **950,000 clinical diagnoses**.

# Financial Guidance and Outlook FY25, back to growth



<b>Net Revenue</b>	<b>Group nEBITDA</b>
<b>\$160.0M- \$165.0M</b>	<b>\$17.0M-\$19.0M</b>





# INVESTMENT THESIS

- Exceptional commercial track record.
- 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 entry markets 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.



A photograph of two women in outdoor gear crouching on a rocky riverbank. They are looking at a portable water filtration device that is open and sitting on the ground. The background shows a river and a forest with green and yellowing trees, suggesting an autumn setting. A red rectangular box is overlaid on the left side of the image, containing the text 'Q&A'.

**Q&A**

The logo for TRAJAN, featuring a stylized white 'T' icon to the left of the word 'TRAJAN' in a bold, white, sans-serif font, all set against a dark red rectangular background.

**TRAJAN**