

Understanding Trajan

Our progress so far and the journey ahead

(ASX:TRJ)

Stephen Tomisich, CEO and Managing Director
Sharewise Webinar



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Trajan Scientific and Medical Snapshot

A **global** purpose-led developer and manufacturer of **analytical** and **life science** products and devices, founded in 2011 to have a **positive impact** on human wellbeing.

Trajan's products and solutions are used in the analysis of **biological**, **food**, and **environmental samples**.

These technologies support the move towards **decentralised**, **personalised data-based healthcare**.

An organisation of approximately **600 people**, based across **ten manufacturing and operations sites** in the US, Australia, Europe and Asia.

Operating Segments Approx. % Revenue

Components & Consumables

Recurrent Revenue; multiple channels to market; regional agility. 70% Rev.



Capital Equipment

Unique software; customised automation; for clinical, pharmaceutical, food and environmental sample analysis. 30% Rev.



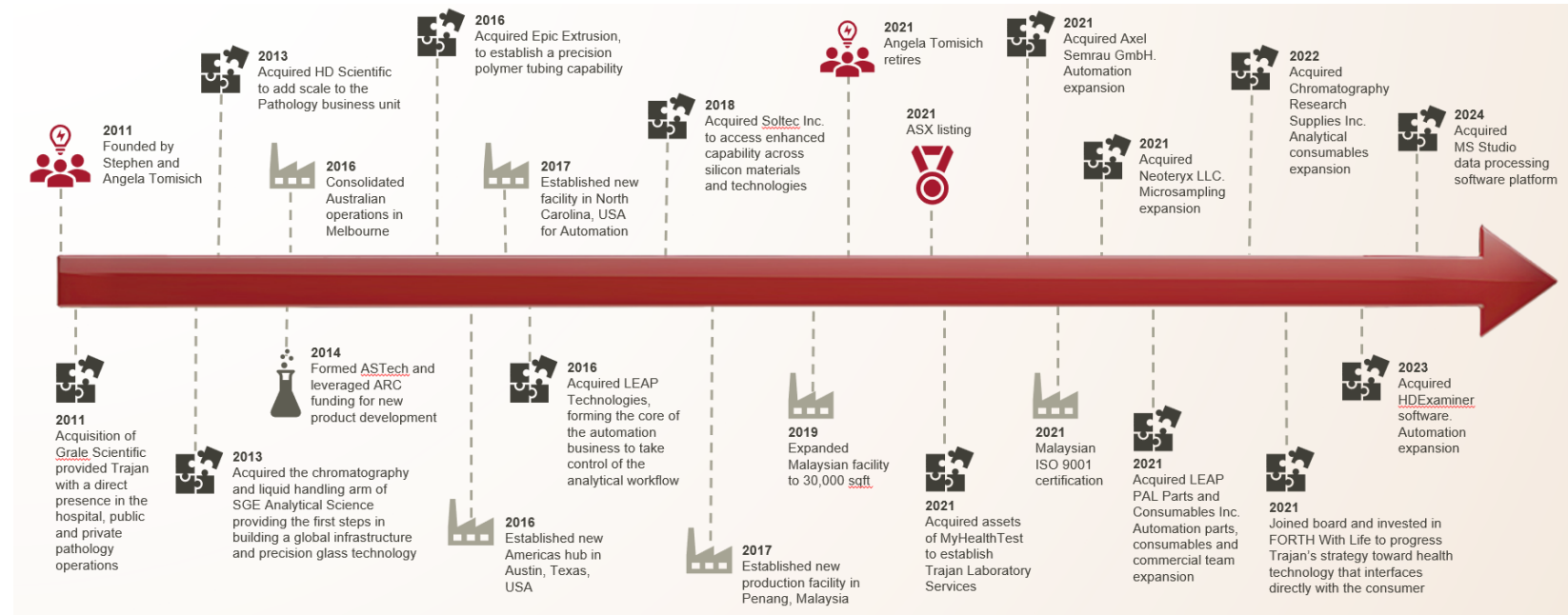
Disruptive Technologies

Decentralised analytical sample monitoring; accessible devices and platforms. <1% Rev.



Trajan's Journey thus far

Founded in 2011.
Organic and acquired
growth over 15 years.
Approx. 600 FTE staff
based across 4
continents.



John Eales

Independent Non-Executive Chair



Stephen Tomisich

CEO & Founder



Robert Lyon

Executive Director & Head of Corporate Development and General Counsel



Tiffany Lewin

Non-Executive Director



Dr Rohit Khanna

Non-Executive Director

Building Trajan

- Trajan has a **step-wise approach** to acquisitions and subsequent **integrations**
- **Efficiencies** are **realised** and **momentum** builds whilst **talent** is **retained**
- **Resource capacity** exists for **future scale**
- **Confidence** in long-term **business strategy**
- **Timing** and **costs** are controlled to **allow sustainable growth**
- Reporting metric of choice is **nEBITDA** to ensure transparent **underlying business health**



Global Footprint

Strategically diverse in terms of: Product portfolios; geographies; customer sets and Industries we touch.

Channels to market: OEM; distributors; direct sales.

Approx. 600 FTE staff across **ten locations**

REALLY Global, with >95% of revenue and 61% of staff located outside of Australia

Ability to pivot to “in-region, for-region” manufacturing



● Manufacturing sites ◆ Operational sites

Operating Segments and Addressable Markets

Risk Mitigation, Innovation and Synergies

- **Broad product portfolio** serves **multiple market segments** across **diverse geographies**
- Direct access to end-users and trusted commercial partnerships, allow for **innovation** – **manufacturing expertise adds value.**
- Manufacturing to **scale** across multiple geographies allow us to **pivot** as needed.
- Products address multiple markets, meaning we can take advantage of **manufacturing and technology synergies.**
- End-users across multiple market segments can utilize **Capital Equipment, Components & Consumables, and Disruptive across their workflows.**





FY26 Financial Summary Plus, Q1 FY27 update

FY2026 Financial Summary

REVENUE & EARNINGS

Group Revenue
[PCP: \$166.5M] **\$161.4M**
Down 3.1%

Group nEBITDA
[PCP: \$15.5M] **\$13.2M**
Down 14.7%

Proforma Gross Margin
[PCP: 39.8%] **38.9%**
Down 0.8pts

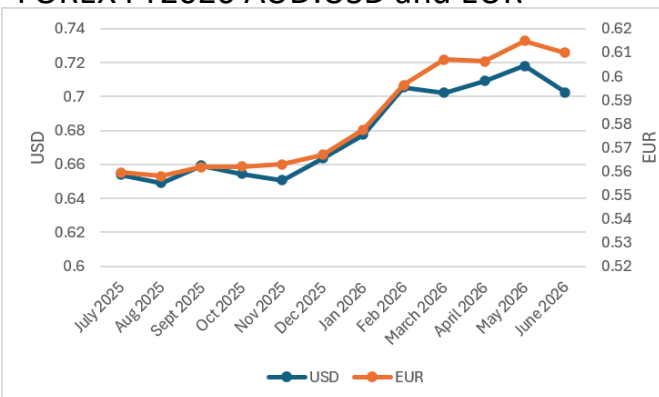
Operating NPATA
[PCP: \$0.8M] **\$2.2M**
Up 191.3%

FINANCIAL POSITION

Cash
[PCP \$11.9M] **\$12.6M**
Up 6.5%

Net Debt
[PCP: \$29.5M] **\$34.6M**
Up 17.0%

FOREX FY2026 AUD:USD and EUR



KEY POINTS

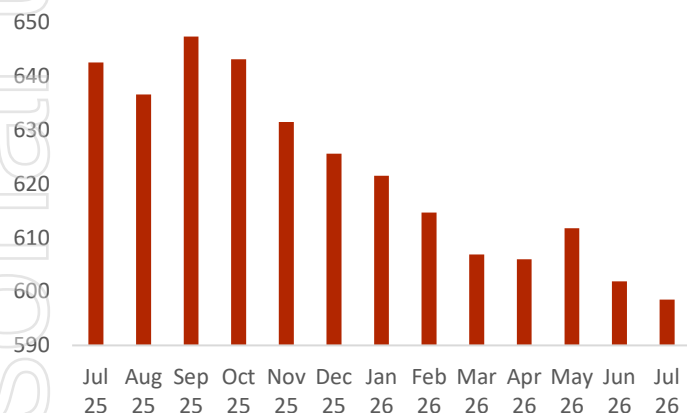
- **Revenue:** Reported revenue declined due to forex volatility. Underlying H2 FY26 revenue was impacted by circa \$5.0M due to AUD appreciation.
- **nEBITDA:** H2 FY26 nEBITDA increased to \$8.1M, up 61.8% from H1 FY26 \$5.0M, driven by the realisation of cost efficiency measures. With group H2 nEBITDA rising to \$10.5M on a fixed currency basis (AUD adjusted to H1 Forex rates).
- **Proforma Gross Margin:** Reported margin declined during H1. In H2 FY26 it increased to 40.6% (+3.2 pts vs H1), and 41.2% in H2 at H1 Forex rates.
- **NPATA:** Growth of NPATA reflects improved underlying profitability and disciplined cost management, particularly in H2.
- **AUD appreciation:** Sustained appreciation in H2 FY26. Approximately 85% of Trajan revenues derived in USD and EUR.

Impact of Improvements in H2 FY26

Tangible operational initiatives were realised:

- **Project Neptune cost reductions** in headcount and facilities gave an **uplift of \$1.2M in H2.**
- **Reduction in Corporate Services** headcount achieved a **further uplift of \$1.2M in H2.**
- **Pricing actions** effective 01 January 2026 contributed to an **increase in Gross Profit Margin in H2 of 3.2pts over H1.**
- **Supply chain growth initiative** also contributed a **reduction of approximately \$0.9M in H2.**

Trajan Staff FTE



Future Cost Structure Position

- FTE (Full-time Equivalents) reduced by 45.4 from September to June 2026
- We entered FY27 under 600 FTE



FY27 begins with promising momentum

FY27 Q1 Update

Management accounts* indicate:

- nEBITDA momentum has continued with a result of circa \$3.5M in the quarter, taking the rolling 12-month nEBITDA to \$16.2M
- Net revenue is up 3.8% compared to FY26 Q1 with:
 - Components & Consumables up by 5.2%
 - Disruptive Technologies up by 12.7%
 - Capital Equipment, still challenged though, down by 1.2%
- Net Debt reduced in Q1 by \$1.6M

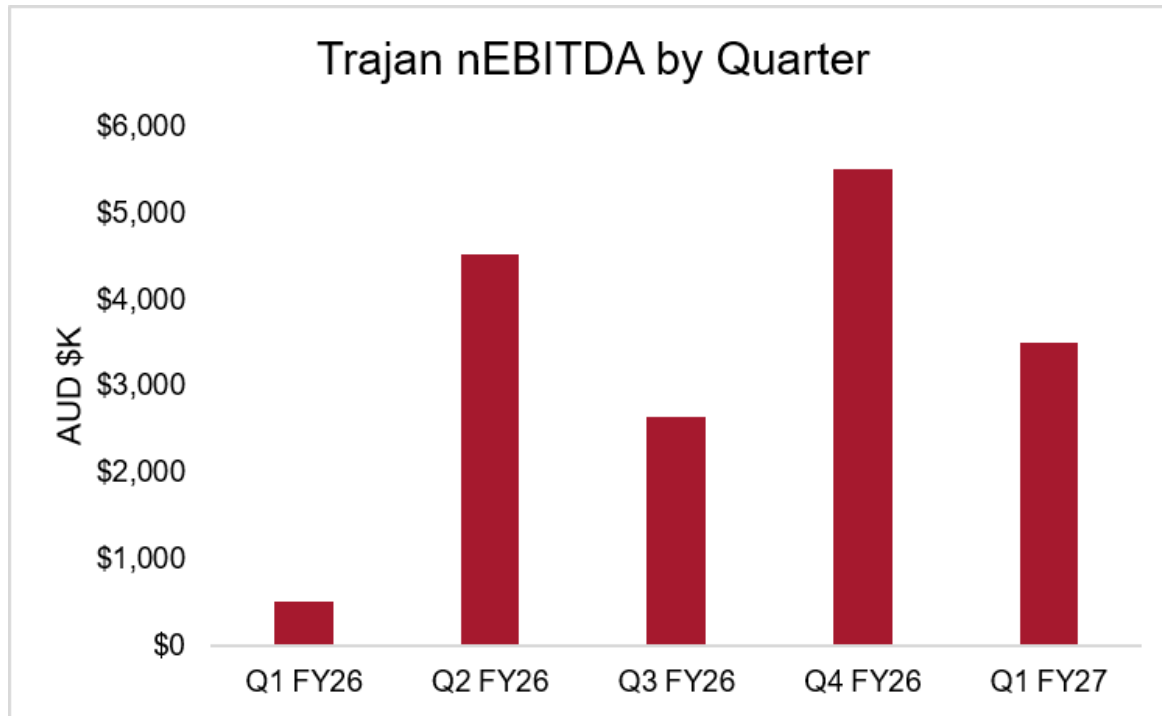
(*unaudited FY27 Q1 financial results)



Evidence of Building Momentum

Uplift in nEBITDA across the group since Q2 FY26

- As FY26 actions took hold, we saw momentum build, despite the adverse impact of AUD appreciation.



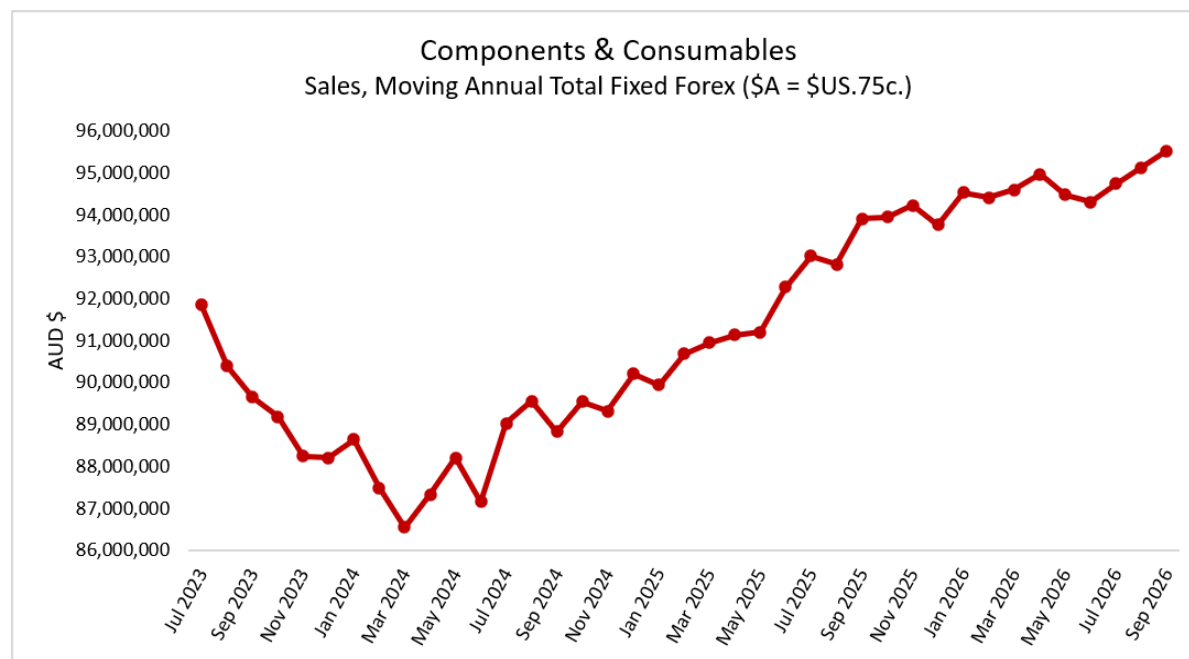
(*unaudited FY27 Q1 financial results)



Demonstration of Consistent Growth

Resilience in, Components and Consumables, our largest Business Segment is evident.

Annualised revenue, at monthly resolution and fixed Forex rates, reveals that post destocking (March 2024), growth rate is back to normal.



FY27 Guidance

Given improved momentum seen since Q2 FY26, the company expects to achieve:

- Mid-single digit organic revenue growth in FY27 and
- Double-digit nEBITDA growth in FY27 over pcp*

(* pcp prior comparable period)

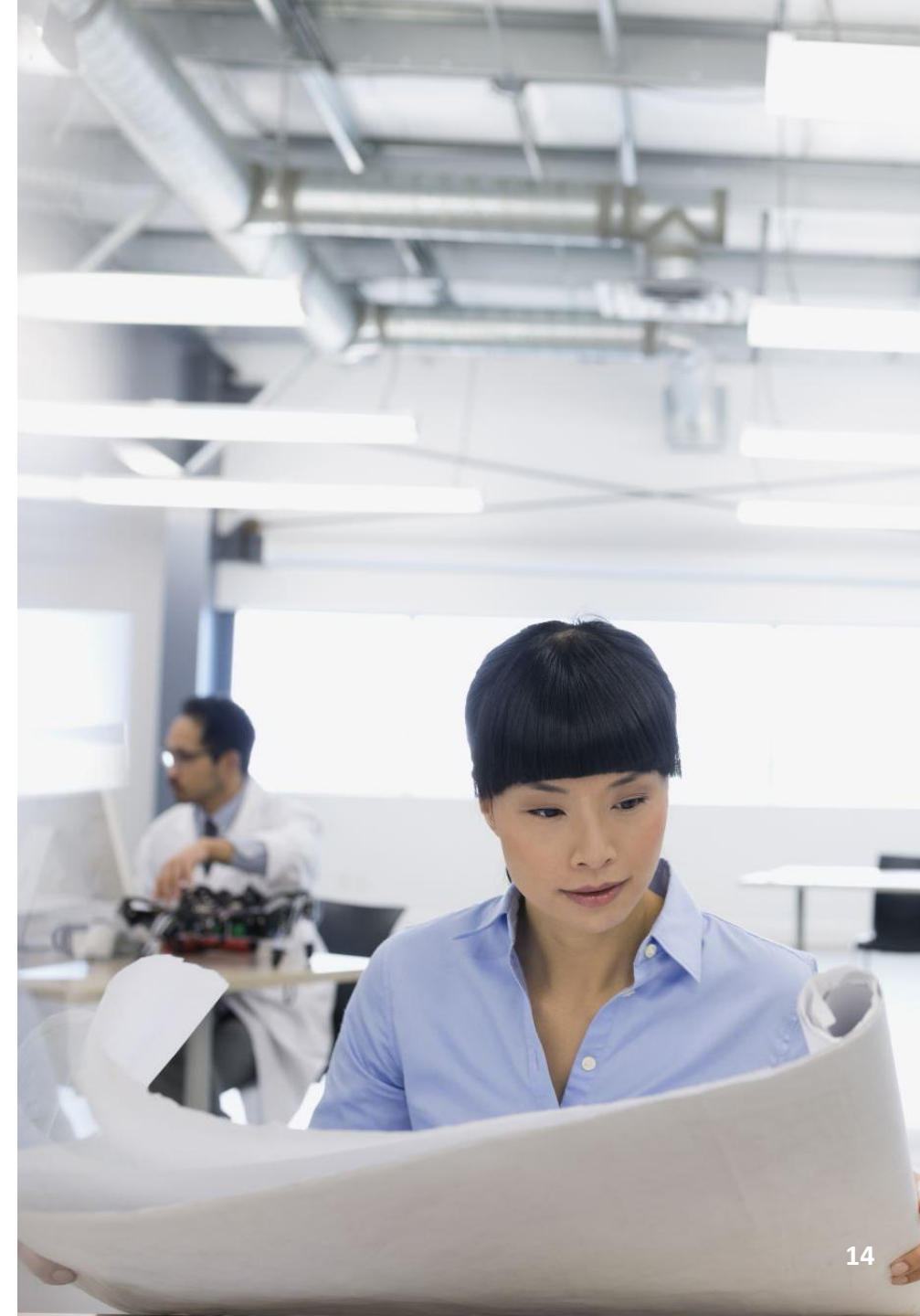
We anticipate to provide more specific guidance on FY27 revenue and nEBITDA targets at the upcoming Annual General Meeting

Shareholders have been invited to register:

Annual General Meeting of Trajan Group Holdings Limited

Date: Wednesday 28 October 2026

Time: 10:00 am (AEDT)



Investors:
investorrelations@trajanscimed

Media:
media@trajanscimed.com

Q&A

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media@trajanscimed.com

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