

## ASX RELEASE

### Trajan exceeds FY21 Prospectus forecast; revenue and profitability ahead of plan

#### Highlights

- Revenues of \$76.57M, 6.6% increase on prior corresponding period (PCP); 16.0% organic growth on a constant currency basis
- Proforma EBITDA significantly exceeded forecast at \$9.95M, up 89.0% on PCP
- Growth across most product categories and key customers
- Revenue and proforma EBITDA 2.6% and 5.2% respectively ahead of Prospectus forecast
- The FY21 EBITDA of \$5.47M is inclusive of IPO related expenses of \$4.39M, share-based payment expenses of \$1.87M, and PPP loan forgiveness of \$1.26M. As a result, the Group's underlying EBITDA margin for the year ended 30 June 2021 was 13.68%.
- Proforma gross profit margin was in line with forecast at 40.2%, up from 37.0% in the PCP
- Strong cash position of \$51.72M

**25th August 2021** – Global analytical science and device company Trajan Group Holdings Limited (**ASX: TRJ**) (Trajan or the Company) today reported its Full Year Results for FY21.

The Company reported revenues of \$76.57M representing an increase of 6.6% on the previous corresponding period (PCP), 16.0% growth on a constant currency basis. EBITDA was up 89.0% on PCP to \$9.95M. Compared to the financial forecast in the Company's Prospectus released in May 2021, revenue was 2.6% ahead, and proforma EBITDA was 5.2% ahead of projection. Gross profit margin was in line with forecast at 40.2%

Commenting on the results, Chief Executive Officer Stephen Tomisich said: "The FY21 results reinforce the Trajan model; that we deliver value through achieving meaningful impact. Technologies such as our precision bore tubing, automation solutions, best practice pathology products and microfluidics all contributed strongly to growth because they make a difference to the quality, integrity, sensitivity and productivity of scientific processes and resultant data that can ultimately impact human health."

During the period, revenue growth was multifactorial with increases across most product lines and with 18 of Trajan's top 20 customers, who are some of the world's largest life science, bio-pharmaceutical and analytical companies.

With these strong partnerships in place, Trajan's customers continue to rigorously test its products driving significant progress and impact.



Trajan is a global business with operations in Australia, the US, Asia, and Europe with around 90% of Trajan's revenue generated outside of the Oceania region.

During the period, Trajan acquired its eighth business, MyHealthTest, which provides the company with the laboratory infrastructure and capability to develop and deliver analytical methods to accelerate adoption of its emerging new technologies. The acquisition did not contribute to revenue in FY21.

Trajan is actively working on several potential acquisitions with revenue ranging from <\$1M p.a. to circa \$25M p.a. and EBITDA accretive. Generally, targeted companies operate in the fields of precision liquid handling, data analytics, automation, chromatography consumables and consumer portals. These are all potentially valuable to Trajan's long-term vision.

"The focus now turns to FY22 that we commence in a strong position to execute on our accelerated growth plans. We have several target acquisitions in process and a solid plan to deliver further margin expansion through operational initiatives. Additionally, our new disruptive technologies like hemaPEN® and Hummingbird are continuing to prove their value propositions with key clients. We remain confident to deliver on the FY22 forecast included in the prospectus," Mr. Tomisich concluded.

**Authorised for ASX release by the Board of Trajan Group Holdings Limited.**

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**Investor Webcast**

Investors are invited to join a live webcast and Q&A hosted by Trajan CEO and Managing Director, Stephen Tomisich and Chief Financial Officer Alister Hodges, on Wednesday 25 August 2021 at 11:00am Australian Eastern Standard Time (AEST). To register for the webcast, please follow this link:

[https://trajanscimed.zoom.us/webinar/register/WN\\_n-gTHA9aRoCrosIEPfG7ww](https://trajanscimed.zoom.us/webinar/register/WN_n-gTHA9aRoCrosIEPfG7ww)

**About**

Trajan is a global developer and manufacturer of analytical and life sciences products and devices founded to have a positive impact on human wellbeing through scientific measurement. 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 data-based healthcare.

Trajan is a global organisation of 450 people, with five manufacturing sites across the US, Australia, and Malaysia, and operations in Australia, the US, Asia, and Europe.