

ASX RELEASE

Trajan reports strong organic growth and successful strategic acquisitions, meeting or exceeding prospectus forecasts

Highlights

- Revenues of \$43.7M up 16.8% on prior corresponding period (PCP) and 20.6% on a constant currency basis
- Full year FY22 revenue forecast to be between \$104.0M and \$110.0M (Prospectus forecast \$82.6M) driven by organic growth and contributions from strategic acquisitions
- Normalised EBITDA aligned with prospectus plan at \$4.8M (1H2021 \$5.1M)
- Full year forecast normalised EBITDA in the range of \$12.5M to \$13.5M, (Prospectus forecast \$10.5M)
- Gross margin was 41.5%, up 2.1% from 39.4% on PCP. Forecasting gross margin of 41.9% for the full year
- Reported revenue in Analytical Products segment up 12.6% on PCP and gross profit increased by \$1.5M, up 14% on PCP
- Reported revenue in Life Science Solutions segment up 26.2% and gross profit increased by \$1.9M, up 49.1% on PCP
- Effective deployment of IPO funds with three acquisitions and one strategic investment
- Acquisition strategy remains active and accretive to strong underlying business performance

24th February 2022 – Global analytical science and device company Trajan Group Holdings Limited (**ASX: TRJ**) (**Trajan** or **the Company**) today reported its Half Year Results for the 2022 financial year (1H FY22).

The Company reported revenues of \$43.7M representing an increase of 16.8% on the previous corresponding period (PCP), and 20.6% growth on a constant currency basis. Trajan achieved a 1H Normalised EBITDA of \$4.8M (\$5.1M PCP). It has executed a growth strategy by targeting strategic acquisitions and investing in proprietary technology and its product portfolio.

Gross margin strengthened 2.1% points to 41.5% (39.4% PCP) mainly driven by efficiency and scale benefits.

The company has updated its full year forecast guidance to reflect continued positive organic growth and the contribution of acquisitions with revenue between \$104.0M and \$110.0M and EBITDA between \$12.5M and \$13.5M. Gross margin is expected to improve further to 41.9% for the full year.



Segment Performance

Trajan's two business segments Analytical Products and Life Science Solutions reported improved revenue and EBITDA on PCP. Analytical Products reported revenue up 12.6% to \$28.9M and a gross profit of \$12.3M, up \$1.5M.

In the Life Science Solutions segment revenue was \$14.8M, up 26.2% on PCP with gross profit up 49.1% to \$5.8M. This segment is expected to grow significantly in 2H with high impact from acquisitions completed in 1H FY22.

Operational Highlights

Trajan has a dual growth strategy focused on continued strong organic growth and strategic acquisitions and investments.

The Company reported growth across the product portfolio with several product lines achieving circa 50% increases in revenue. Fluidic devices, proteomics-related products such as tubing, and HDX all performed strongly with chromatography consumables growth rates remaining above 10%. Revenue from top ten customers grew on average 18% over PCP. Revenue growth was reported with 15 out of the top 20 customers.

Investment in commercialisation of new products and services is accelerating, particularly in microsampling.

Following the MyHealthTest acquisition in March 2021, Trajan invested rapidly to build and resource an analytical laboratory in Melbourne, creating Trajan Analytical Services. This strategy is intended to address barriers to broad adoption of microsampling, and other disruptive technologies, which is the cost and deployment of the laboratory workflow.

Through Trajan's internal development programs and commercialisation of hemaPEN[®] and via strategic acquisitions, the company is now considered a global leader in microsampling and is well positioned to capitalise on current and future opportunities.

Additional investment in the commercialisation of new products and services has been forecast to be between \$1.0M and \$1.5M for the full year.

Strategic Acquisitions and Investments

During the period Trajan acquired the businesses of Axel Semrau in November 2021, and both Neoteryx and LEAP Pal Parts and Consumables in December 2021. These businesses provide additional capability, resources, services, and products in the areas of laboratory automation, blood microsampling, and laboratory consumables respectively.

In addition, Trajan made a strategic investment in consumer health monitoring business Forth with Life in November 2021.

Commenting on the results, Chief Executive Officer Stephen Tomisich said: "Our IPO raised \$50.0M to fund acquisitions and the commercialisation of products and services that would enable us to deliver on our vision to enable personalised, preventative, data-based healthcare. We have made significant progress on both fronts with smart acquisitions that build or create capabilities where there is a growing demand from our customers today, as well as enabling a culture of innovation and new product development to remain a step ahead of what our customers will need in the future."

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

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About Trajan

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 more than 550 people, with six manufacturing sites across the US, Australia, Europe and Malaysia, and operations in Australia, the US, Asia, and Europe.

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