

## SHAREHOLDER DAY 2023

**Monday 30 October 2023**

### AGENDA

Time	Description
9.30am-9.45am	Arrival – coffee / tea served
9.45am	<b>Welcome</b> Beck Wilson, Director IR
9.50am	<b>Introduction</b> Stephen Tomisich, Founder, CEO and Managing Director
10.00am	<b>An insight into Trajan’s global customers</b> <i>Trajan has established long-term relationships with global ‘blue-chip’ customers including OEMs, pharmaceutical companies and CROs. This session will provide deep insight into Trajan’s customer relationship, growth profile, and the drivers to customer longevity.</i>  <b>Presented by Sam Evans, Senior Vice President - Customer Relationships - Components and Consumables</b>
10.45am	<b>A New Era in Analytical Workflow at Trajan</b> <i>Trajan has organized its business to deliver best-practice analytical workflows in line with the needs of the growing global healthcare industry. This session will provide insight into the four industry verticals – Clinical, Pharmaceutical, Environmental, and Food, the significant market opportunities in each pillar and the products, services, and customers we have today.</i>  <b>Presented by Carl Beckett, Senior Vice President, Workflow Solutions.</b>
11.30am	<b>A best practice portfolio of products touching every part of the analytical workflow</b> <i>An experiential presentation of Trajan’s industry leading products. We’ll walk you through the Trajan portfolio covering how a sample is collected through to the analysis and data outputs our technologies provide.</i>  <b>Presented by Stephen Tomisich and Andrew Gooley, PhD. Chief Scientific Officer.</b>
12.15pm-1.00pm	Group 1: Lunch and Q&A Group 2: Tour <i>Given the size of the group, 50% will tour Trajan’s Australian manufacturing site and witness the growing role of laboratory automation, world leading precision manufacturing, and the company’s innovation hub.</i>  <i>The second group will join company leaders for an interactive facilitated Q&amp;A over lunch with Marie Krstic PhD. Chief Marketing Officer, Rick Barber PhD. Chief Corporate Systems Officer, and Board Non-Executive Directors to discuss a range of subjects including ESG and sustainability, marketing and brand awareness, and governance. An opportunity to get to know further Trajan leaders.</i>
1.00pm-1.45pm	Group 1: Tour Group 2: Lunch and Q&A As above.

1.45pm	<p><b>Around the world view of Trajan’s global operations</b>  <i>Trajan is a global organisation of more than 650 people, with seven manufacturing sites across the US, Australia, Europe and Malaysia, and operations in Australia, the US, Asia, and Europe. This session will explore Trajan’s centres of excellence, assist investors to understand the role of the Australian manufacturing site, and the role of Project Neptune on our global footprint.</i></p> <p><b>Presented by Nigel Gilligan, Chief Operating Officer.</b></p>
2.30pm	<p><b>Fireside chat with CEO Stephen Tomisich and CFO Alister Hodges</b>  <i>An interactive facilitated session to address important investor questions and areas of interest. We will explore and comment on:</i></p> <ul style="list-style-type: none"> <li>- <i>FY23 performance, growth, margins, cash generation and conversion, capex, and outlook</i></li> <li>- <i>Approach to segment reporting, Capital Equipment, consumables, and the disruptive technologies</i></li> <li>- <i>Inventory and de-stocking trends</i></li> <li>- <i>Workflow organization structure and impact</i></li> </ul>
3.15pm	<p><b>Product excellence, disruption, and innovation: How you should view Trajan Technology, know-how and IP</b>  <i>In this session we discuss Trajan’s core know how and IP embedded in the current portfolio, and our approach to science and technology development, enhancements, extensions and disruption. We will for the first time unveil new data from Hummingbird and share the next steps in the commercialisation of this product – an example of our disruptive technologies evolving to near term commercialisation.</i></p> <p><b>Presented by Andrew Gooley, PhD. Chief Scientific Officer.</b></p>
4.15pm	<p>Conclusion and drinks.</p>