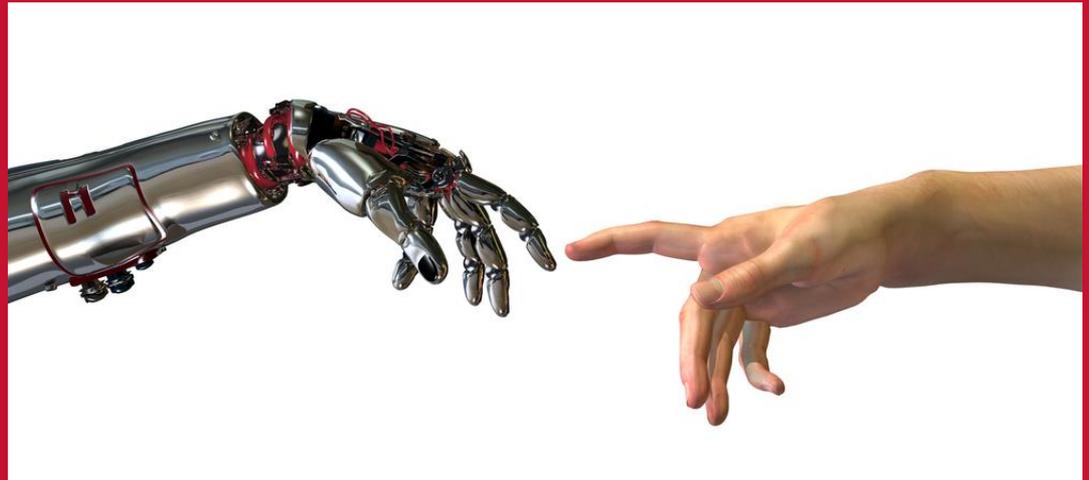




Welcome to Trajan Scientific and Medical

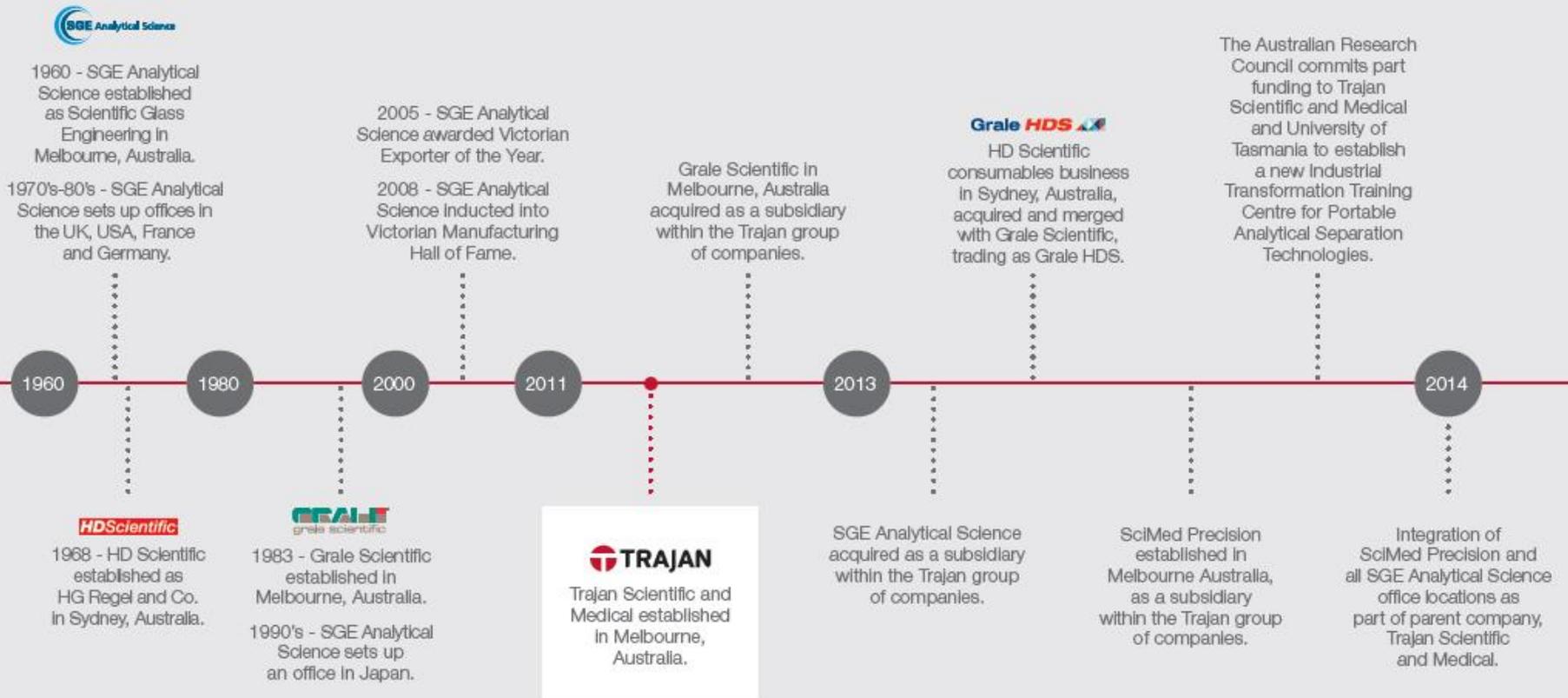


Our Brands



# Who is Trajan?





# Trajan today = critical components for science

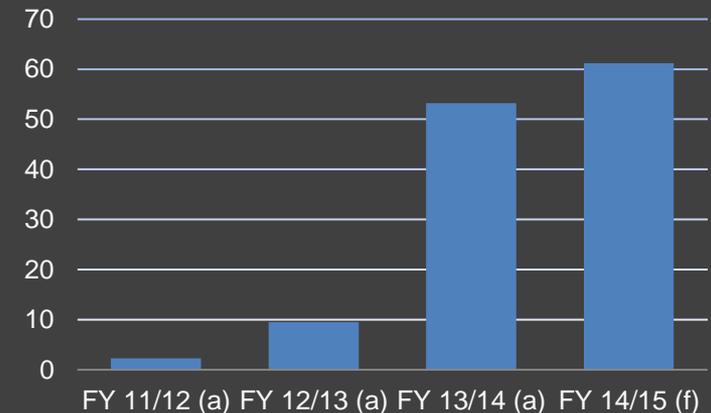


# The Trajan journey, end of chapter 1.

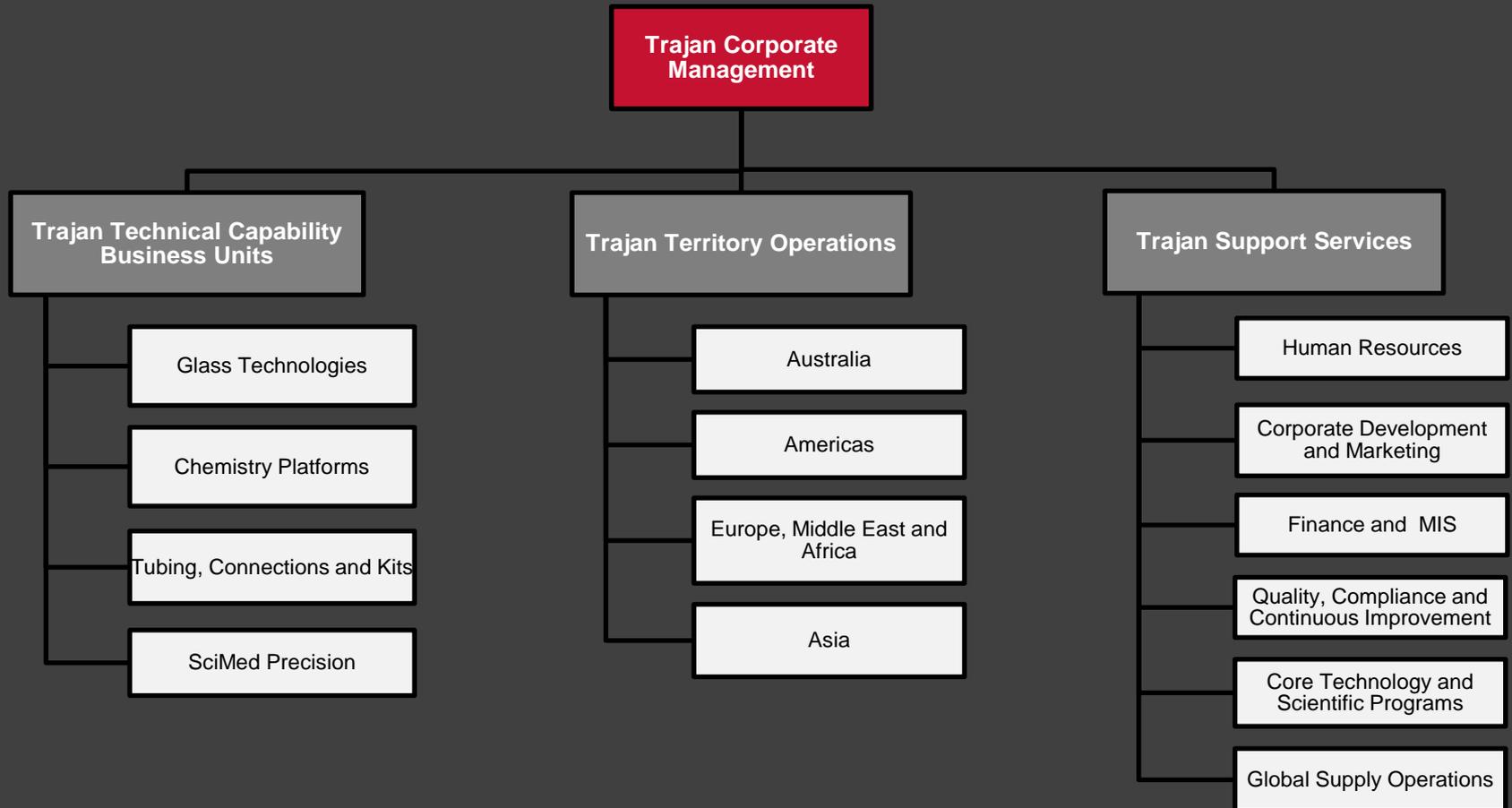
Trajan now has global operations with growing hubs in Australia, Europe, the US and Asia.

Trajan now employs over 300 staff globally and exports 98.5% of manufactured product.

World wide in the last 24 months Trajan has added another 25 professional staff in science, engineering and senior commercial roles.



# Trajan; now structured for global growth



# Now to the main game; the world is getting personal!

The world of analytical and medical science is on a journey – from laboratory to sample source and ultimately into the home, informing the individual, *and then back again*.

TRAJAN aspires to align with that view in ways that can have a meaningful impact on human wellbeing.



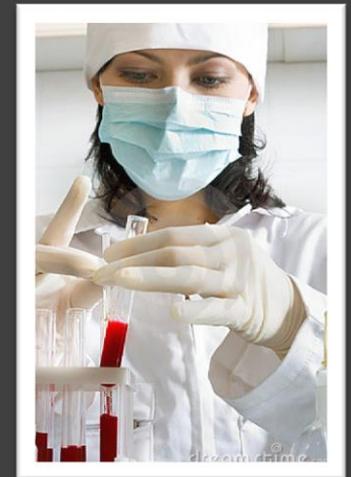
Our vision; measurement technologies that will be:

*Enriching the wellbeing of a growing number of communities*



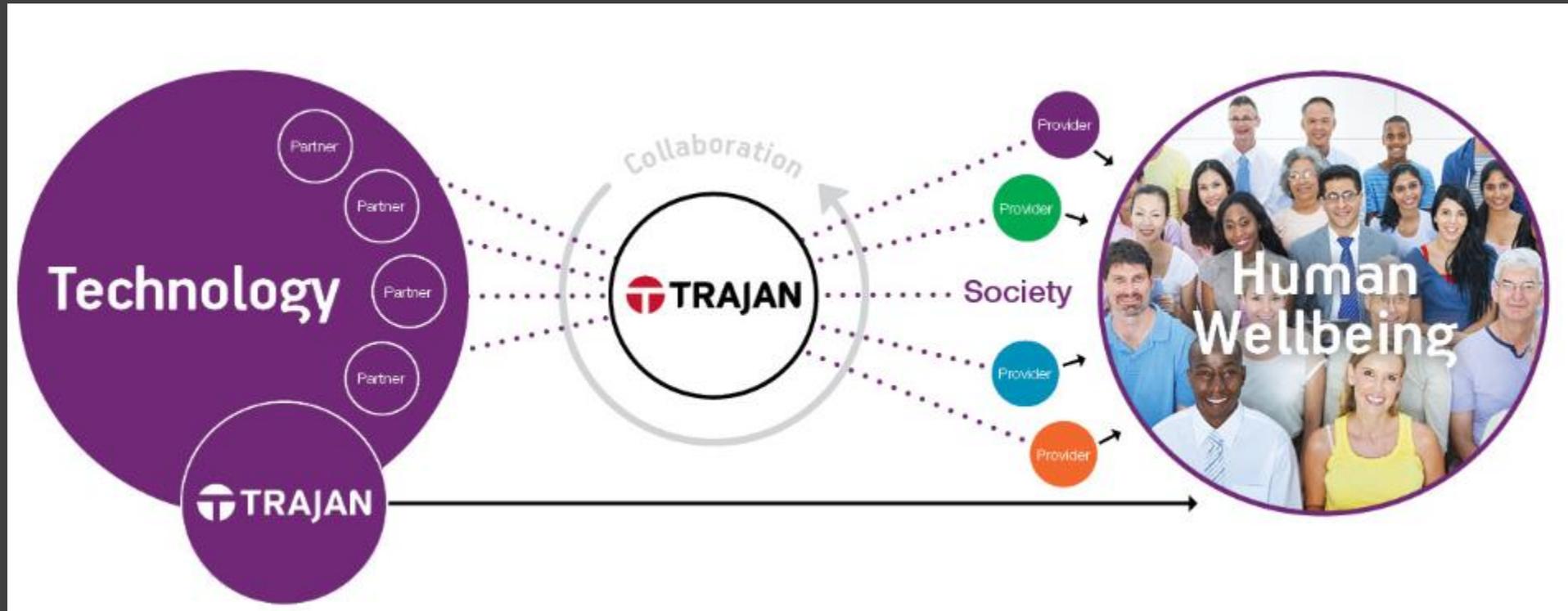
# The Trajan strategic direction

*Impact Wellbeing through biological, environmental or food related measurements.*



# Trajan's growing core competency

With both in house and collaborative initiatives our technology pipeline is highly leveraged and diversified.



# Example of Collaboration.



## Sampling & Sample Preparation

Micro-sampling  
Enzyme reactors & trap technology  
Micro SPE  
Lab-in-a-syringe/Lab-on-a-chip

## Separation

Multidimensional Strategies (LC & GC)  
Packed micro channels  
Microchip Columns  
Bio-Selective Phases

## Detection

Interfaces for miniaturized MS  
Optical Biosensors  
IHC microscopy systems  
Platform Integration

Post doc work progressing well in micro-sampling and lab-in-a-syringe.

US Patent granted on CDF MEPS

Student work commenced on 2D LC.

Students identified and coming on board from global locations.



Australian Government  
Australian Research Council



UNIVERSITY of  
TASMANIA  
AUSTRALIA



# How “integration” looks in the Trajan collaborative model



Trajan has gone above and beyond;

- Four Directors drive the Steering Committee
- Created “ASTech”, identity, web site
- Subsidized post doc funding to secure the world’s best
- Documenting every step, every detail, with the goal of delivering ARC feedback
- Taken the program global across the industry
- Created ASTech Handbook
- Introduced a Commercialization unit to the course
- Investing well beyond the commitment, passion to improve the model.
- Trajan to sponsor and additional two staff candidates.



**Australian Government**  
**Australian Research Council**



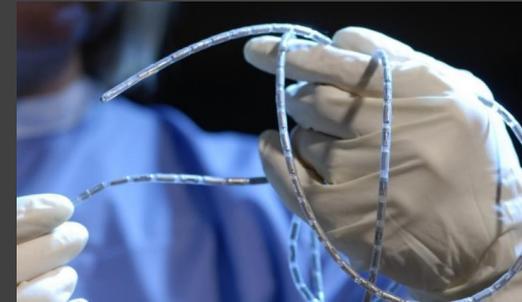
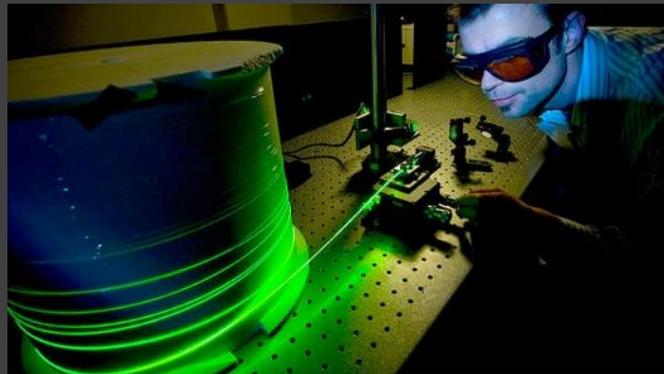
**UNIVERSITY of**  
**TASMANIA**  
AUSTRALIA



# IPAS: The Next Major Collaborative Program

## Institute for Photonic and Advanced Sensing.

Trajan intends to announce new manufacturing and R&D node in glass modification, complex glass fibre fabrication for optical analytical and sensing applications



Fibre Optic Manometry



# Trajan, building further collaborations, Some examples...

- Monash University; MOU now in place Histopathology, mAbs
- University of Queensland in development
- Medical University of South Carolina, cytology in trial
- Trajan Innovation Fund, ACROSS then next,
- IP commercialization “Millispot”
- ILS, ILE, AMT other commercial collaborations.



# Supporting and now working in the home.



# Core to our model is to work with the global commercial leaders in the field.

The three pillar approach to global commercialization:

- KOL/Laboratory to connect with needs and usage
- Distribution for end user coverage.
- Major brand adoption for global acceleration of niche technologies: Trajan target customers ARE the conduit to global market adoption (*and are on similar strategic journeys*).





Growing global business is about *critical technologies for scientific analysis.*

Motivated by a vision to *impact human wellbeing*

Passionately and innovatively driving *industry-academic collaboration* and wants to be a role model