

Annual Shareholders Meeting

TruScreen Group Limited
7 September 2021
ASX | NZX: TRU



truScreen



The path to a healthy

TruScreen's is a Cervical Cancer Screening Device which offers the latest technology in cervical screening, providing real-time detection of pre-cancerous and cancerous cervical cells to help improve the health and well-being of women around the world.

TruScreen is¹:

- Non-invasive
- Affordable
- Easy to learn
- Independent from laboratory infrastructure

future



The World Health Organisation has set a target to eliminate cervical cancer by the end of the century⁴

Traditional methods to screen women for cervical cancer have not been successful in LMICs³.

Innovative screening models are required if LMIC's are to meet WHO's three targets by 2030.



70% of women screened with high performance tests by the age of 35



90% coverage of HPV vaccination for girls <15 years old



Treatment or management of 90% of women with pre-cancer or invasive cancer



FY2021 Results

April 2020 – March 2021



FY2021 Highlights

- Market development in Central & Eastern Europe (CEE)
- Successfully dual listed on ASX
- Commenced first evaluation in the Middle East
- Completed initial phase of establishing local assembly in China
- Achieved 156 commercial installations (+100% YoY)



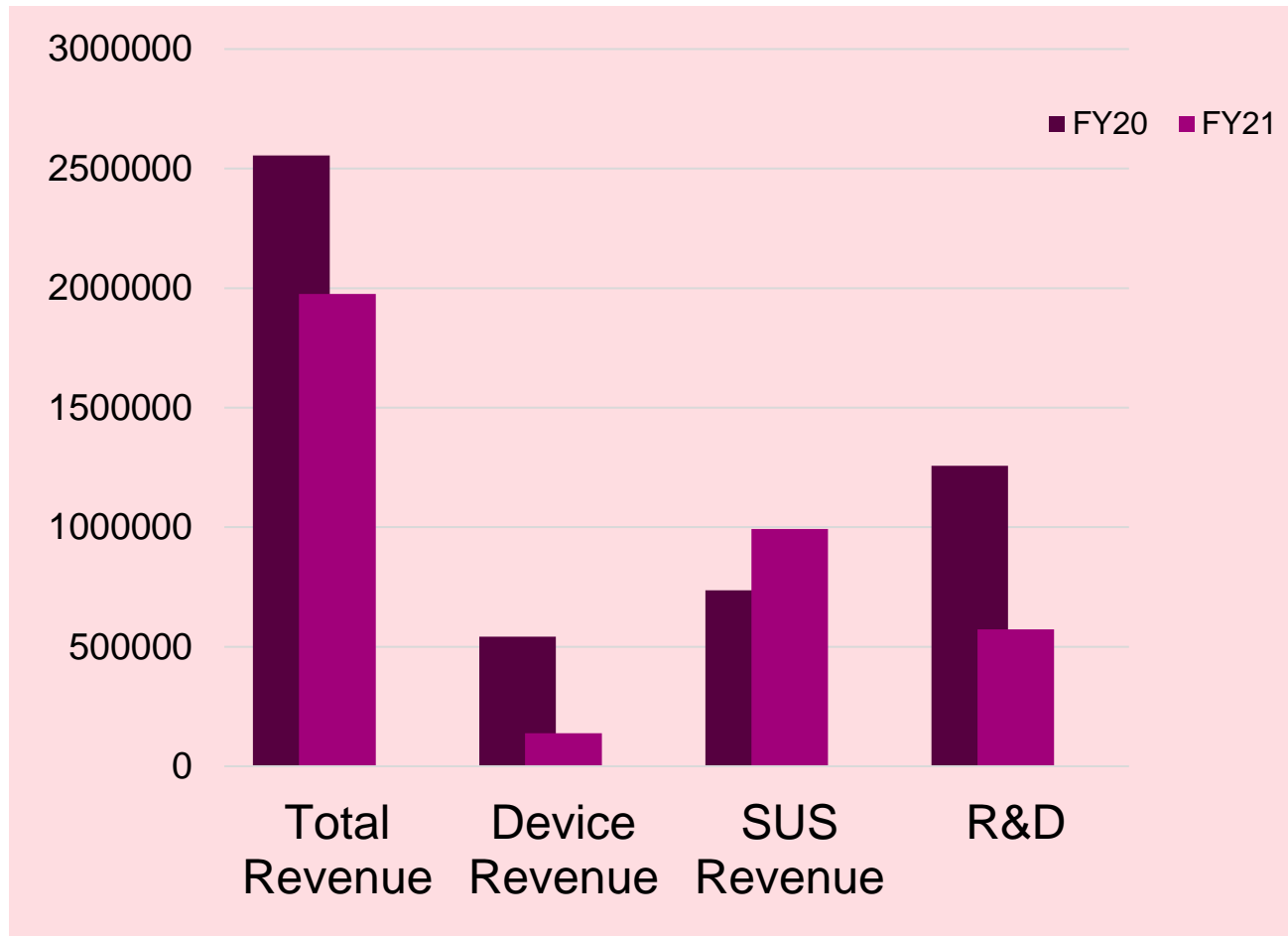
FY2021 Financials

KEY FINANCIALS NZD (m)	FY19 Actual	FY20 Actual	FY21 Actual	FY21/FY20
Sales	1.9	1.3	1.1	-12%
Total Revenue	3.1	2.5	1.9	-23%
COGS	1.4	0.8	0.7	
R&D	1.7	1.1	1.3	
EBITDA	(2.8)	(2.1)	(2.8)	-33%
Net Assets	11.3	7.2	11.3	
Cash	1.7	1.0	5.2	+413%

- Sales down 12% to NZ\$1.13m, COVID-19 delays in all regions
- Total revenue down 23% to NZ\$1.97m



Revenue, \$NZ



Device and SUS Revenue

- SUS revenue will grow at a higher rate than Device revenue
- SUS revenue will become a sustainable recurring revenue stream
- The device has an estimated lifetime of 5 Years, and the SUS is used once per test per patient

China Market Update

TruScreen's most established market with a growing sales trend.
China is the focus of TruScreen's commercial strategy

CHINA

FY2021 Market Progress:

- +65% commercial users
- Increase published clinical data
- COGA trial progress
- 78% of FY21 Sales

Pipeline to be driven by*:

- Local assembly
- Results from COGA project



Other Key Markets

Although impacted by COVID-19, our markets continued to make progress in FY21

Russia

- National education campaign
 - 2,800 doctors trained
- Preparation for clinical evaluations to restart

Mexico

- New distributor appointed
- +24 commercial users
- Service centre

Central Europe

- 2 new distributors appointed
- Establishment of Central Europe Advisory Board
- Dedicated Central Eastern Europe Lead

Saudi Arabia

- First clinical evaluation in the region

Vietnam

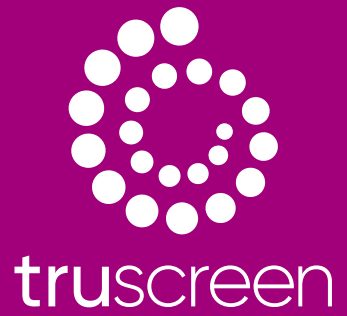
- First commercial sale
- MOH support +4 top tier hospitals



Strengthening of Medical Affairs

In FY21 TruScreen strengthened its Medical Affairs capabilities putting in place a structure for better market access and rapid growth.

- ▶ Engaged a dedicated, experienced Medical Affairs Lead in Sept 2020, Dr Beata Edling.
- ▶ Creation of International Experts Group (IEG), an independent committee to advise on;
 - ▶ International screening practices
 - ▶ Market registration & reimbursements
 - ▶ Clinical data collection, analysis, and publication
 - ▶ Partnerships
 - ▶ Screening guidelines
- ▶ Creation of CE Advisory Board to facilitate market access throughout the region
- ▶ Establishment of online training platform, to remotely train end users around the world



Our plans for FY2022

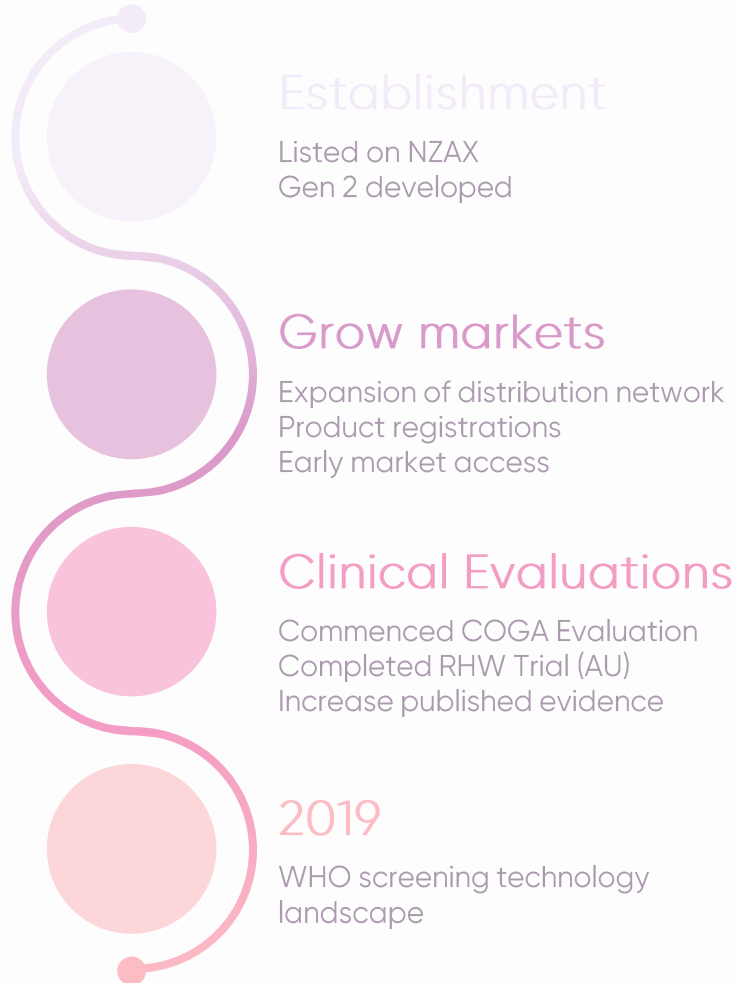
April 2021 – March 2022



Our path for growth*



Setting the foundations 2014–2020



Transformation 2020–2022



Rapid Growth 2023*+



* Subject to COVID-19 and geopolitical situation

Our Strategic Plan FY2022 + beyond

Continuous product improvement & innovation

- ▶ Ongoing improvement of products
 - ▶ Market feedback
 - ▶ Software improvements
 - ▶ Cost reduction
- ▶ Further research and development of TruScreen technology
 - ▶ KOL & IEG input
- ▶ Proactively seek opportunities for product diversification

Rapid expansion in China

- ▶ TruScreen to transition to Domestic Product
 - ▶ Local assembly
 - ▶ New sale channels
- ▶ Continue to roll-out through current pipeline (100+ hospitals)
- ▶ Strengthening of KOLs, NGOs and Govt. support
- ▶ Continuous increase in global commercial user base

Continued growth in other key markets

- ▶ Drive adoption in new markets post COVID-19
 - ▶ Focus on CE markets
 - ▶ Build local awareness through KOL engagement
 - ▶ Commencement of local evaluations and trials
- ▶ Continue to roll-out in more established markets
 - ▶ Russia, Mexico, Vietnam
- ▶ Strategic partnerships with KOL, NGOs, & Govt

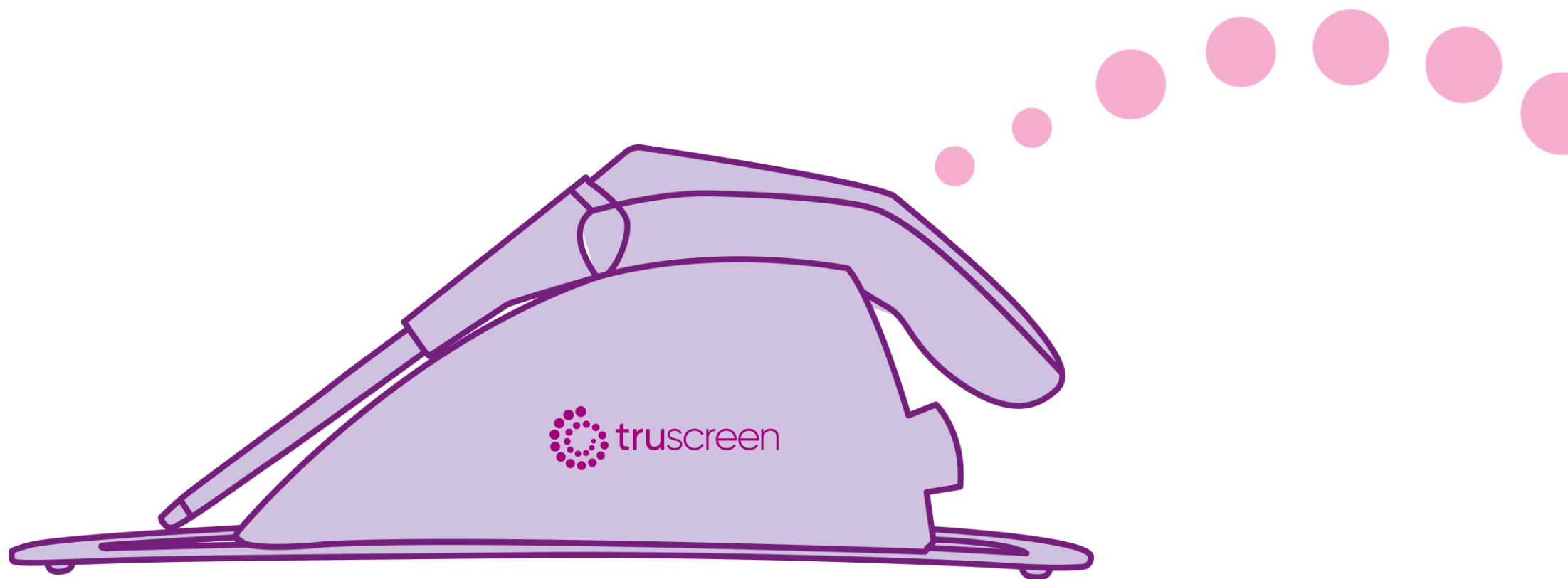
FY2022 Progress

Sales **+36%** YTD vs. last year*

Unit sales of SUS **+30%** YTD vs last year*

- COGA Evaluation concluded
 - 15,661 women screened in total
 - Results are expected to be released in FY2022
- First sale to Serbia
- Held initial two International Experts Group meetings focussing on;
 - Data generation
 - Technology development
- Presented at IFCCPC 2021 Eliminating Cervical Cancer – Call for action
- Zimbabwe NAC pilot project commenced

Simple.
Life changing.





Questions

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References



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2. WHO, *HPV and Cervical Cancer Fact sheet*, 11 November 2020, [https://www.who.int/news-room/fact-sheets/detail/human-papillomavirus-\(hpv\)-and-cervical-cancer](https://www.who.int/news-room/fact-sheets/detail/human-papillomavirus-(hpv)-and-cervical-cancer)
3. . WHO guideline for screening and treatment of cervical pre-cancer lesions for cervical cancer prevention, second edition. Geneva: World Health Organization; 2021. Licence: CC BY-NC-SA 3.0 IGO. <https://www.who.int/publications/i/item/9789240030824>
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5. WHO, *World Health Assembly adopts global strategy to accelerate cervical cancer elimination*, 19 August 2020, <https://www.who.int/news/item/19-08-2020-world-health-assembly-adopts-global-strategy-to-accelerate-cervical-cancer-elimination>

**A world
without
cervical
cancer.**



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