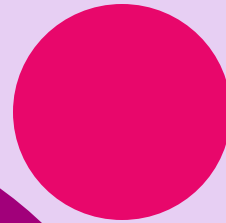
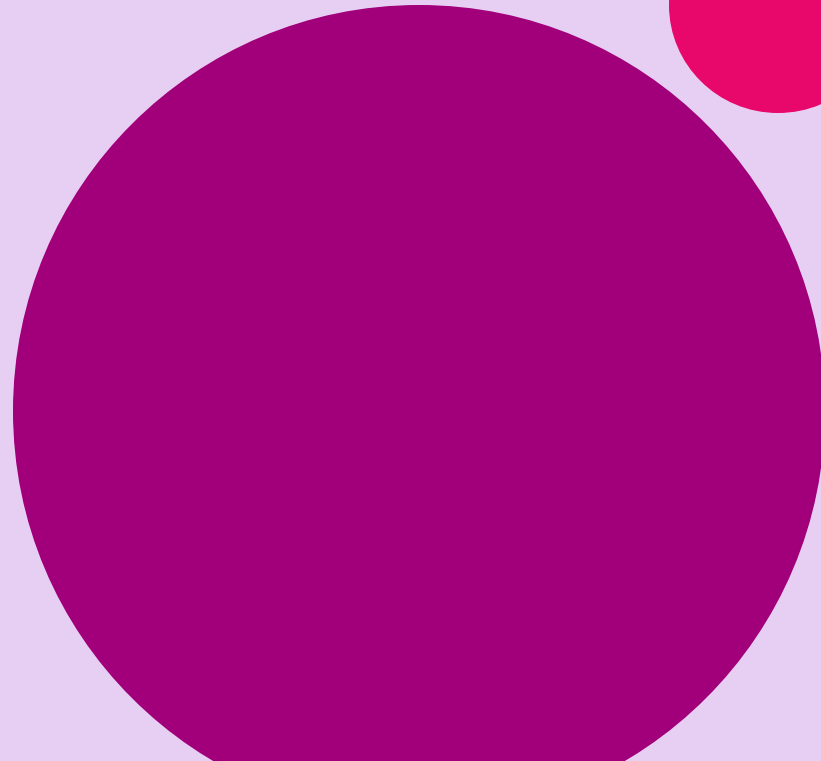


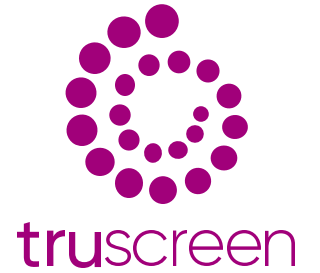
Annual Shareholders Meeting

CEO Update
NZX | ASX: TRU

September 2022



truscreen



Our Vision

a world without cervical cancer

Cervical cancer can be prevented

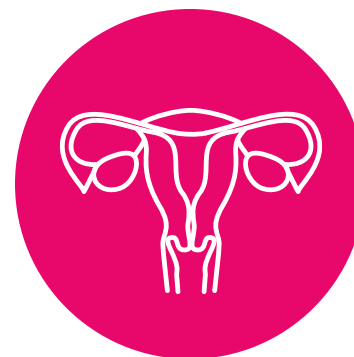
During 2022, TruScreen continued to provide accurate, real-time screening solution, with over 170,000 women screened in China, Vietnam, Zimbabwe, Mexico & Saudi Arabia

WHO Global Targets for 2030

The World Health Organisation (WHO) has set a target to eliminate cervical cancer by the end of the century.¹



90% coverage of HPV
Vaccination of girls
(by 15 years of age)



70% coverage of
screening* and 90%
treatment of
precancerous lesions



Management of 90% of
invasive cancer cases



*70% of women screened with high performance tests by the ages of 35 and 45 years

FY2022 Opportunities & Challenges



Opportunities

- Sales remained in growth
- New firmware
- Completion of major COGA clinical trial
- Zimbabwe government project
- International Expert's Group
- Made in China device
- New markets in Eastern Europe



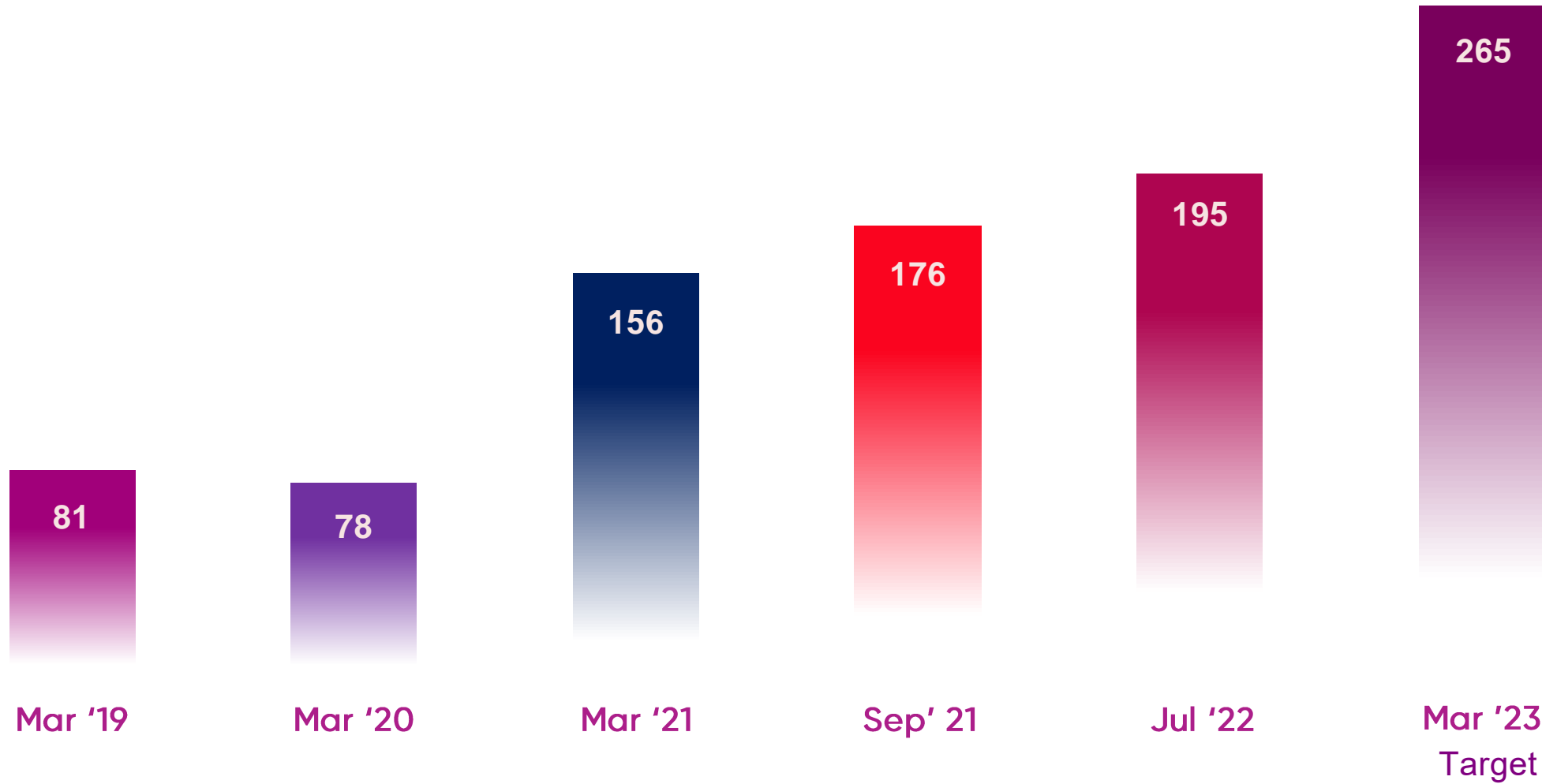
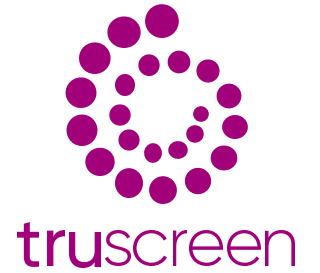
Challenges

- COVID-19 impact
- Geopolitical uncertainty
- Increase in global costs

FY2022 Highlights

- Progress in global rollout +20% YOY
- China continues to show strong growth +29% YOY
- Key clinical trials completed, such as COGA in China, as well as in Vietnam and Saudi Arabia
- 5 clinical papers were published globally, further validating TruScreen technology
- First sales to Eastern European markets
- Development and rollout of new Firmware (FW)
- Established the International Experts Group covering USA, UK, Nigeria & Hong Kong

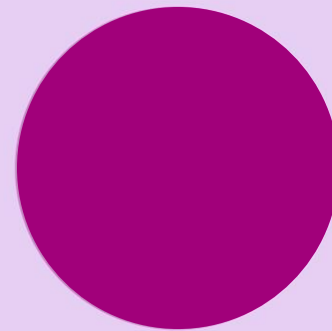
Number of installed TruScreen devices



* Subject to COVID-19 and geopolitical situation



Financial Performance & Strategic Progress



FY2022 Financial Results



Key Variances

- Product revenue +48% YOY
- Sales of SUS +43% YOY
- FY23 cost savings 22%

KEY FINANCIALS NZD (m)	FY 20 Actual	FY 21 Actual	FY 22 Actual
Sales	1.3	1.1	1.7
Total Revenue	2.5	2	2.7
COGS	0.8	0.7	1.3
R&D	1.1	1.3	1.5
EBITDA	-2.2	-2.8	-2.7
Write off of Non-Current Assets	-2.4	-	-4.6
Amortisation & Depreciation	-0.6	-0.6	-0.6
LOSS FOR YEAR	-5.2	-3.4	-7.9
Net Assets*	7.2	11.3	3.4
Cash	1	5.3	2.8



Why TruScreen?

TRUSCREEN

Patients

- Real-time results
- Painless & non-invasive
- Single visit required

Clinics

- Objective results
- Minimal training
- Cost effective
- Single visit
- Portable

Technology

- No laboratory required
- User friendly
- Accurate results

PAP TEST

Patients

- Requires repeat visits
- Delay in results and treatment
- Scraping of the cervix results in patient discomfort

Clinics

- Subject to human error
- Labour intensive
- Delay in results

Technology

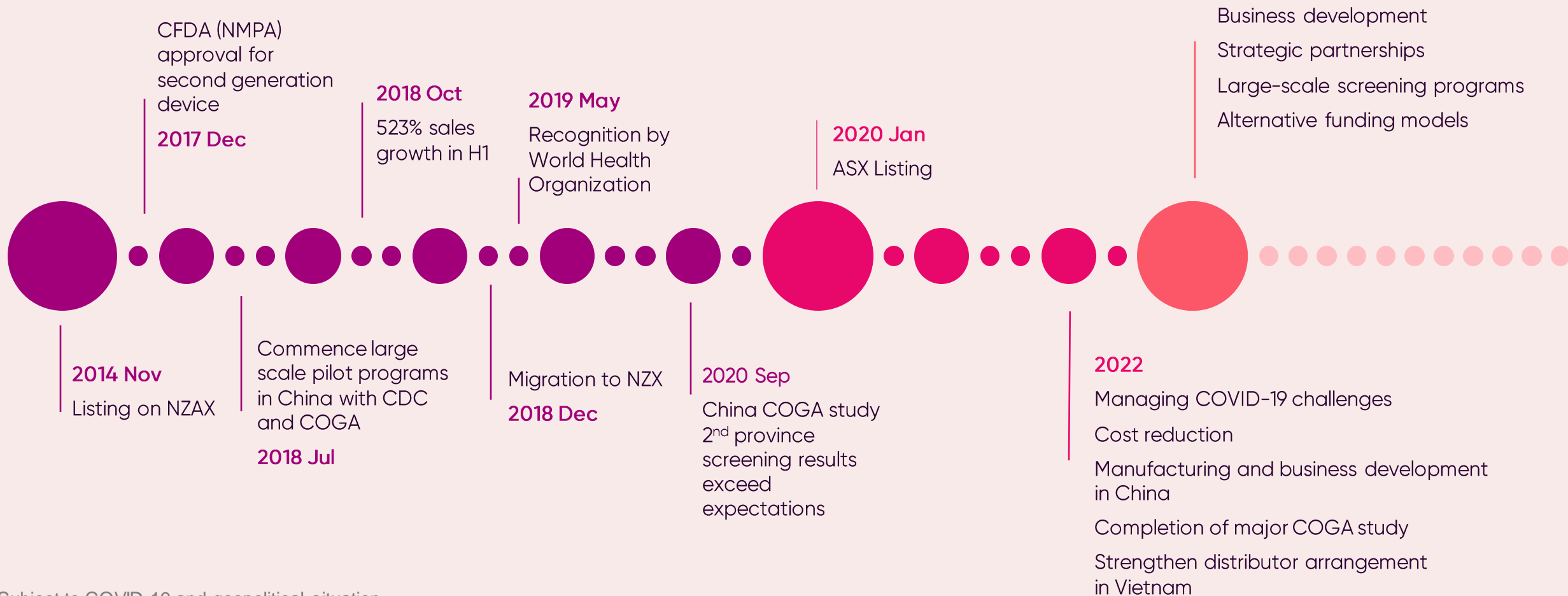
- Dependant on lab
- Requires highly trained cytologists
- Accuracy varies greatly

TruScreen's Path Forward*

Building the Fundamentals 2014 – 2020

Building for the Future 2020 – 2022

2023 & Beyond



* Subject to COVID-19 and geopolitical situation

Future Strategy



Drive adoption in key markets

- Continue roll-out in more established markets (China, Zimbabwe & Mexico)
- Drive adoption in Vietnam
- Clinical validation in promising market Saudi Arabia

Focus on product quality and innovation

- Upgrade Quality Assurance (QA) systems
- Ongoing improvement of device in line with feedback from markets

Expanding clinical support

- New clinical publications under MAC supervision
- Continue local trials to ensure local KOL support
- Provide online education with certification
- Facilitate TruScreen Symposium for global KOLs

The Opportunity for TruScreen



Improve **market access** and take advantage of **post-COVID opportunities**



Leverage **new strong clinical data** that further validates **TruScreen technology**



Barrier to entry to China removed with the addition of **Made in China TruScreen device to National Pricing Approval**



Locally assembled product in China



Further **strengthening relationships** with **KOLs** and other **key stakeholders**

TruScreen's Outlook

Driving adoption in key and new markets



China

TruScreen's biggest market with a growing sales trend, and huge potential

The Opportunity

- 404m women of screening age⁶
- No centralised screening programs
- Government's efforts and desire to meet WHO screening target
- Made in China expands market reach

2022 Market Progress

- FY22 SUS sales volume + 22%, despite COVID-19
- Expanded distribution network with new Xinjiang partner, access to 194 tertiary public hospitals recommended by local MoH
- Completed major COGA trial, +15k subjects, 64 hospitals, 9 provinces
- Won new tenders with Made In China device

Pipeline*

- COGA and CSCCP consensus of TruScreen in cervical cancer screening
- Working with government backed association in health check segment, 100 devices and 1 mil screening in 3 years, to commence later this year



Vietnam

Strengthened distribution, renewed focus on public hospital rollout

The Opportunity

- 24m women of screening age⁶
- No centralised screening programs
- Lack of laboratory facilities and personnel for HPV or cytology based screening

2022 Market Progress

- Extensive clinical training for KOL
- Strengthened distribution agreement in May 2022
- First commercial installations in a large hospital completed, growth forecasted with easing of COVID restrictions

Pipeline*

- 7 more major public hospitals have completed evaluation trials and expected to obtain MoH approval soon
- 70 top level public hospitals in sales pipeline





Other Key Markets

TruScreen has seen continued progress in our key markets throughout FY2022, with strong pipelines for FY23 and beyond

Mexico

- Establishment of TruScreen-based screening centre
- Launched a leasing model with a large leasing company
- Opened dialogues with government bodies to replace existing method used in screening programs

Zimbabwe

- Completion of initial pilot phase for Govt. screening program, phase 2 underway FY23
- Service centre established in early FY23

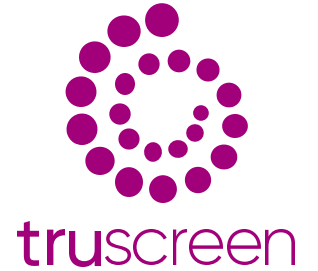
Saudi Arabia

- Completion of SHMG (Sulaiman Al Habib Medical Group) evaluation project with results expected H1 FY23
- Commercial rollout expected to follow from in Q4 FY23

Eastern Europe

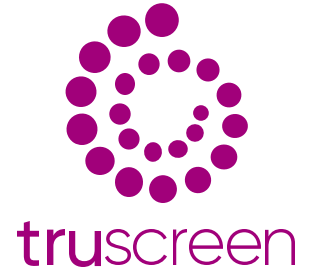
- Two new distributors covering 7 countries
- Strengthening KOL relationships in Poland & Serbia

Our Goals for 2023 and Beyond*



- Execute expansion and commercial roll-out in China, Vietnam & Zimbabwe
- Achieve >250 commercially installed devices across key markets (+41% YoY)
- Obtain COGA consensus in China on TruScreen as primary cervical cancer screening tool
- Commercial roll-out in Mexico, Eastern Europe & Saudi Arabia
- Review opportunities to expand product range, leverage distribution capabilities

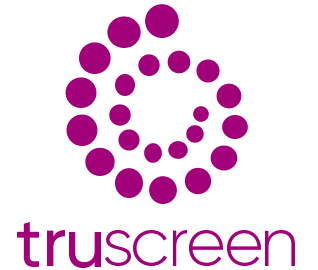
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6. CIA World Factbook, <https://www.cia.gov/the-world-factbook/>

**A world
without
cervical
cancer.**

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