



TruScreen Group Ltd

NZX|ASX: TRU

A Growth Company

27 March 2024

Martin Dillon
CEO TruScreen

TruScreen Group Ltd

- **TruScreen Group Ltd - ASX and NZX TRU - is a revenue generating company with annual sales exceeding NZD \$2m.**
- **The Revenue Model:**
 - TruScreen manufactures and SELLS:
 - the TruScreen Real Time Cervical Cancer Screening DEVICE and
 - the TruScreen Disposable SINGLE USE SENSOR - a consumable product delivering recurring revenue.
- **For each patient screened with the TruScreen device a new Single Use Sensor must be used.**
- **Two devices are manufactured - one made in China for use in China, where locally products have preferential market access, and one made in Australia for other markets**

Key achievements

Sales growth FY2024



truscreen®

Top achievements FY2024

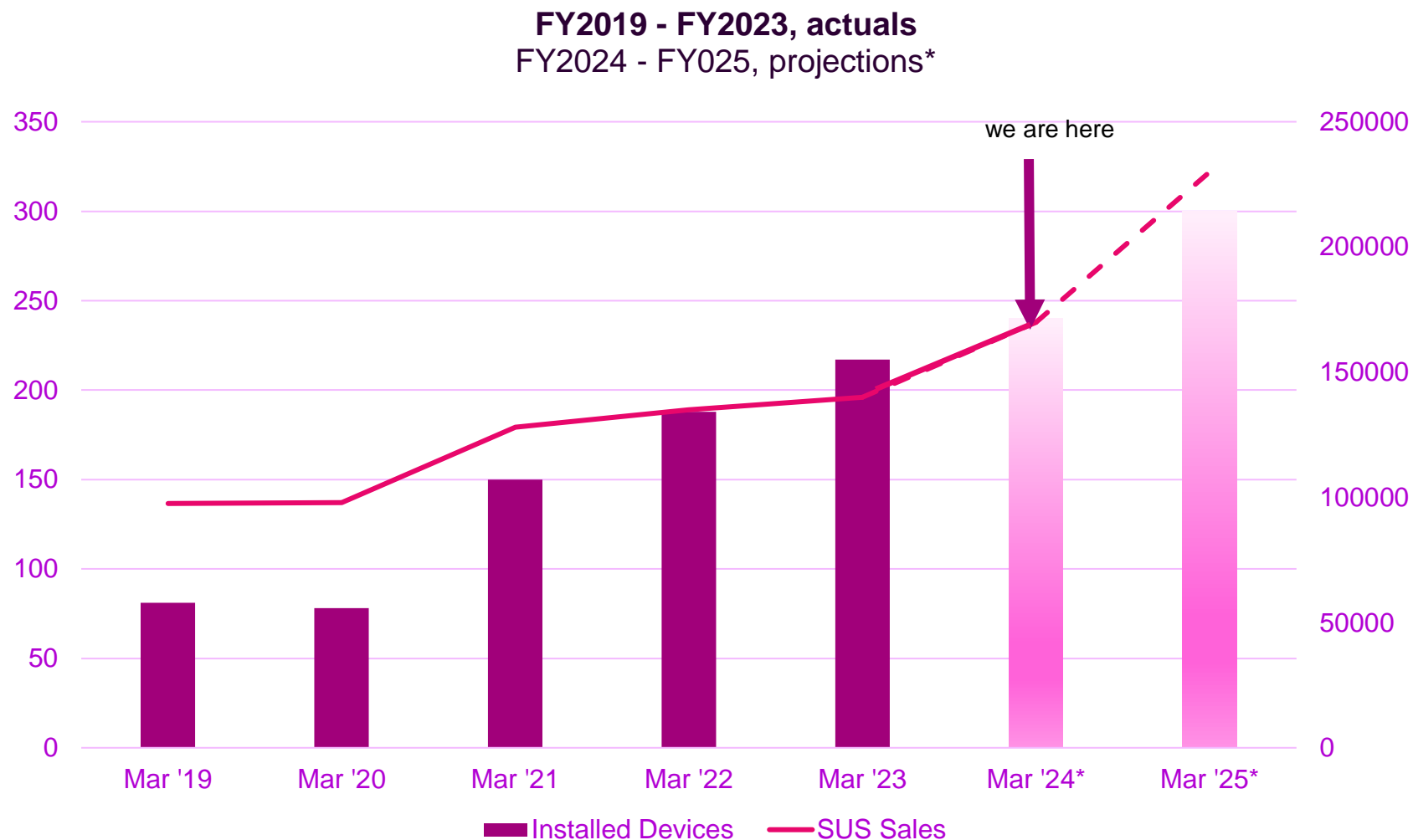
Sales and Revenue FY2024:

2024 Sales expected to be > NZD \$2m

Q1 – Q3 FY2024:

- ✓ Consumable (Single Use Sensor) 22% growth YOY
- ✓ Device sales 40% growth YOY
- ✓ China, major contributor with immense market growth opportunity

Device installations and SUS sales FY2019- FY2025



*This is not a forecast of performance or expected results



Top achievements FY2024

Achievements:

- ✓ China: COGA Blue Book and CSCCP Guideline entries
- ✓ Vietnam: MOH inclusion in the National Technical List
- ✓ Saudi Arabia: commercial roll out and private health insurers listing

Top achievements FY2024

Achievements:

- ✓ **Zimbabwe**: continues NAC screening program, TruScreen wins tenders
- ✓ **Poland**: TruScreen wins top award for implementation in the largest public hospital network for women health in Poland
- ✓ **Mexico**: TruScreen receives Cofepris approval and access to public health sector

Top achievements FY2024

Achievements:

TruScreen Group Limited recently closed a NZD \$2.6m rights issue and placement confirming the markets confidence in our growth strategy.

Non Executive Chairman, Tony Ho commented, “this is an outstanding result and demonstrated the confidence that investors have in the company”

About TruScreen technology

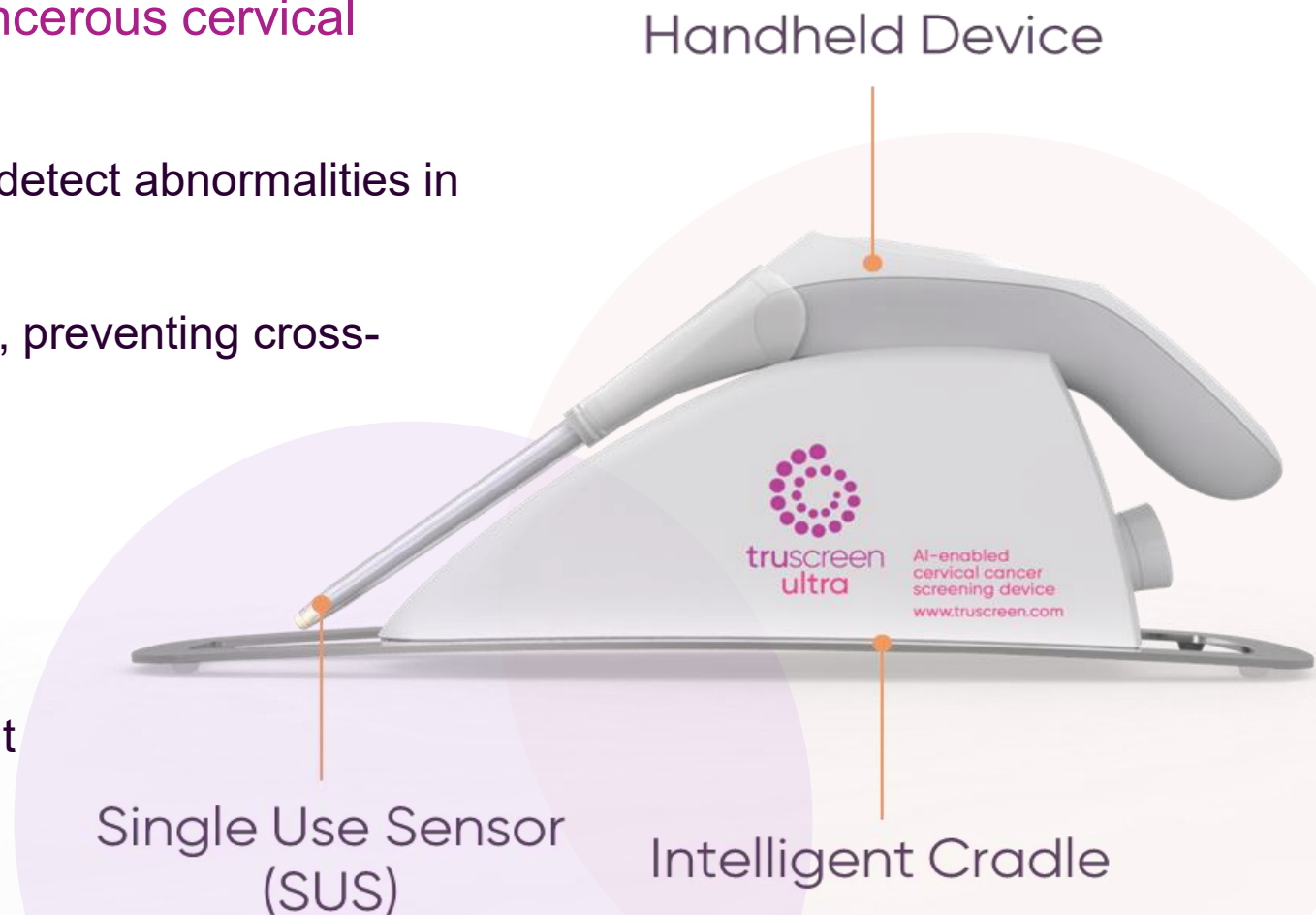


truscreen®

truscreen[®] WORLD CLASS technology made simple

Real-time, AI-enabled, primary cervical cancer screening device for detection of pre-cancerous and cancerous cervical tissue

- ▶ Optical and electrical measurements painlessly detect abnormalities in cervical tissue
- ▶ A Single Use Sensor (SUS) used for each exam, preventing cross-contamination
- ▶ AI-enabled algorithm provides Normal/Abnormal result immediately
- ▶ No invasive cervical cell or tissue collection
- ▶ EU certified (CE Mark) and ISO 13485 compliant class IIa medical device



Trusted Clinical Performance

High sensitivity
in detecting
CIN2+*

TruScreen® has been found to be **as sensitive in detecting CIN2+ as cytology**4**

High specificity
in detecting
CIN2+*

TruScreen® has been found to be **more specific in detecting CIN2+ as cytology**4**

Extensive body
of clinical
evidence

Over 40,000 women in clinical trials to date***

AI-enabled
cervical cancer
screening device
www.truscreen.com

* CIN2: A cervical biopsy finding that means moderately abnormal cells were found on the surface of the cervix.

CIN2 is usually caused by infection with certain types of human papillomavirus (HPV). Source: NIH, www.cancer.gov

** Data from large observational study, Cytology used was ThinPrep

*** Total number of subjects across published and unpublished clinical studies in English, data from TruScreen device generation I and II

TruScreen's Target Markets



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Cervical cancer is the fourth most common cancer in women globally

- Globally, 604 000 new cases and 342 000 deaths were recorded in 2020
- About **90%** of these deaths occurred in **low- and middle-income countries**
- The highest rates are in **Africa, Central America and South-East Asia.**



TruScreen's presence and markets*

European Union:
CE Mark
ISO 13485

Registered with:

- ✓ TGA, Australia
- ✓ MHRA, UK
- ✓ NMPA, China
- ✓ SFDA, Saudi Arabia
- ✓ Roszdravnadzor, Russia
- ✓ COFEPRIS, Mexico



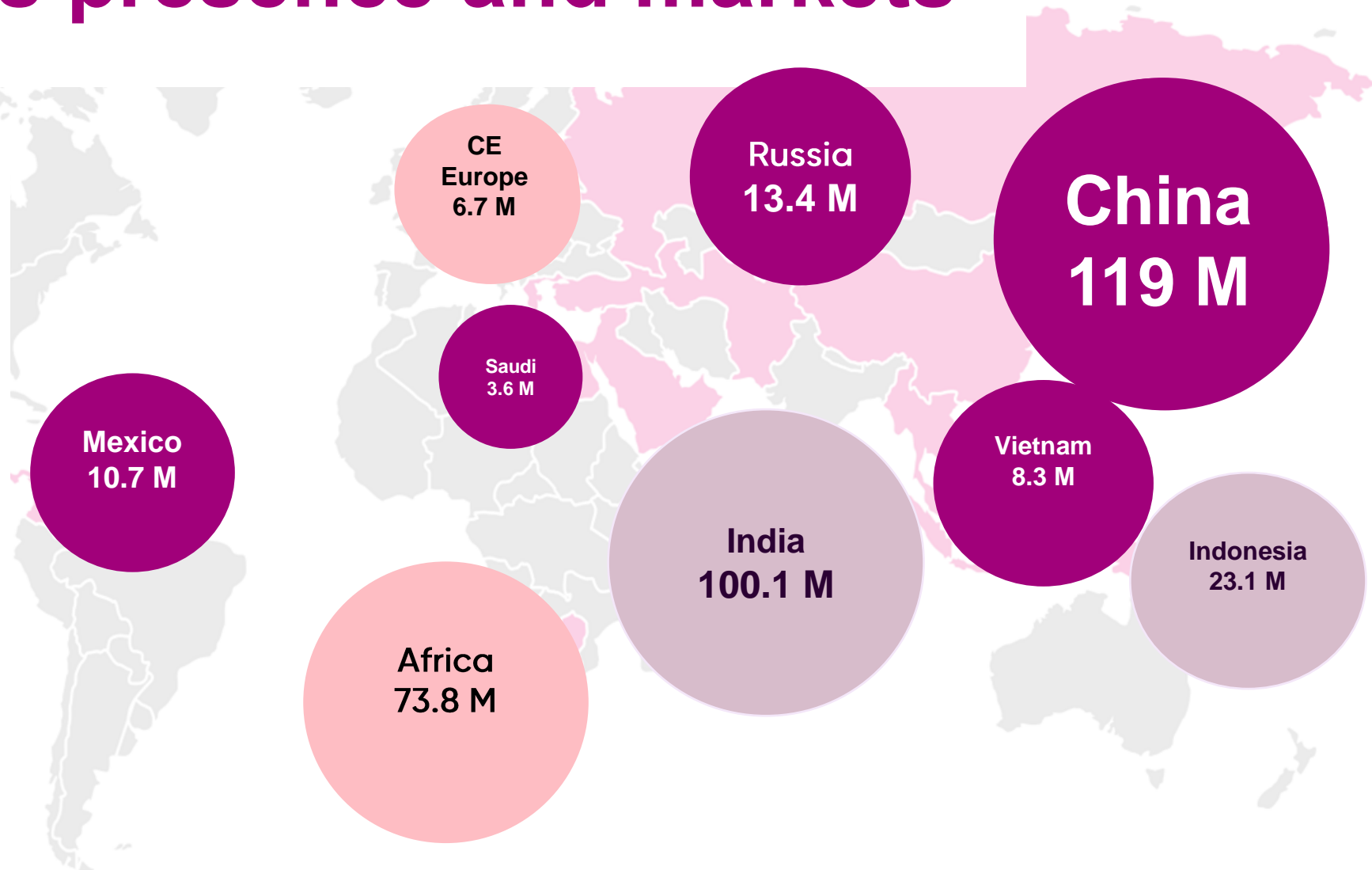
Current Markets



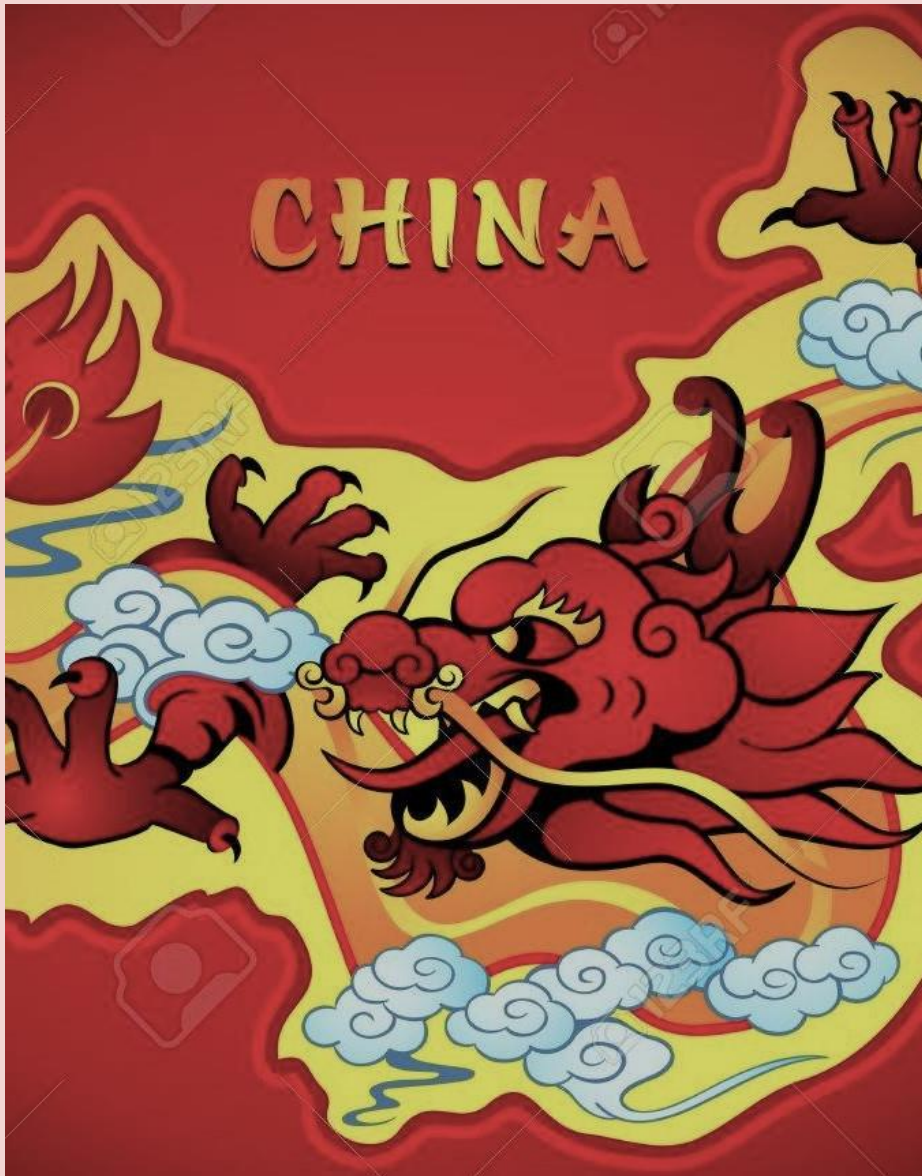
Targeting commercial rollout



Markets under review



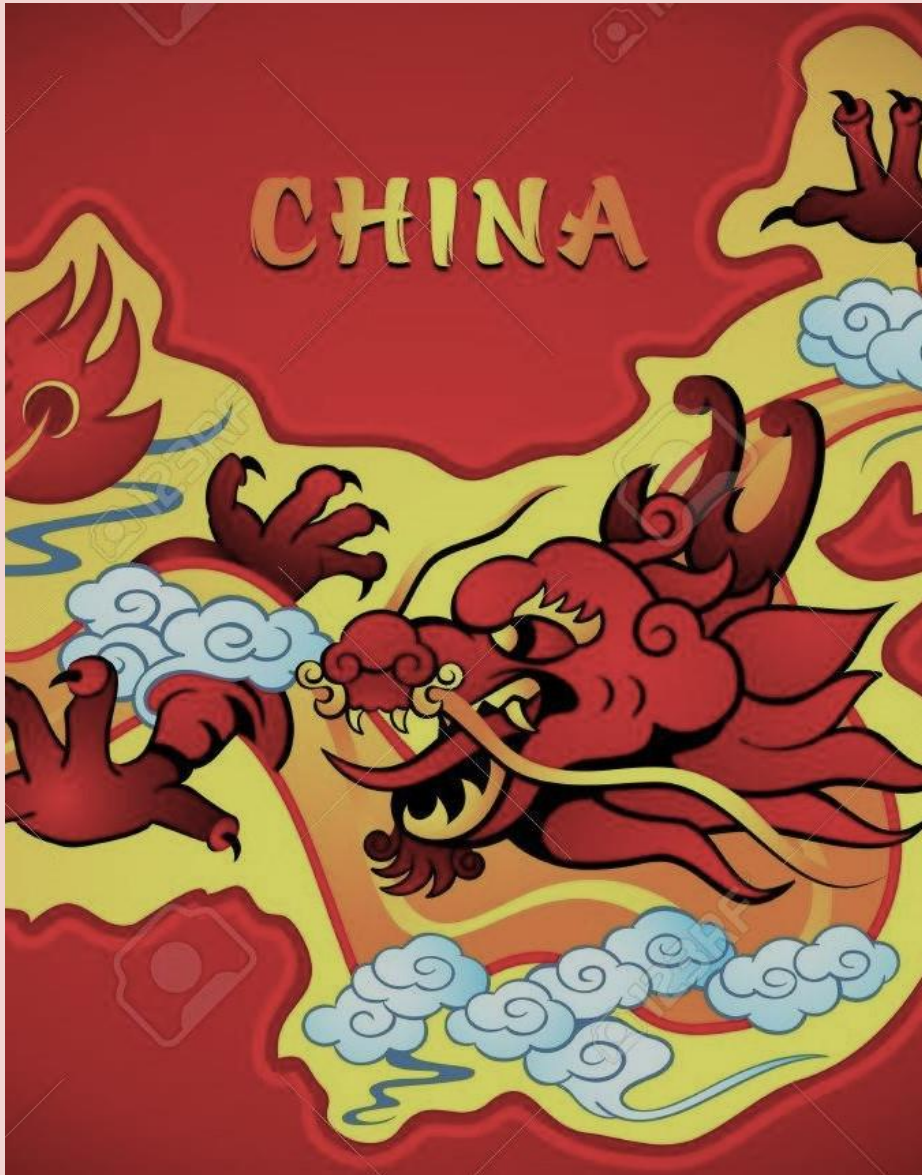
* Number of eligible women to undergo cervical cancer screening



China:

TruScreen's largest market and growth opportunity

- Over 300 million women of screening age, with 113 million women needing to be screened each year
- High government support for cervical cancer screening
- **Made in China TruScreen** status from 2021 – preferred market access in China

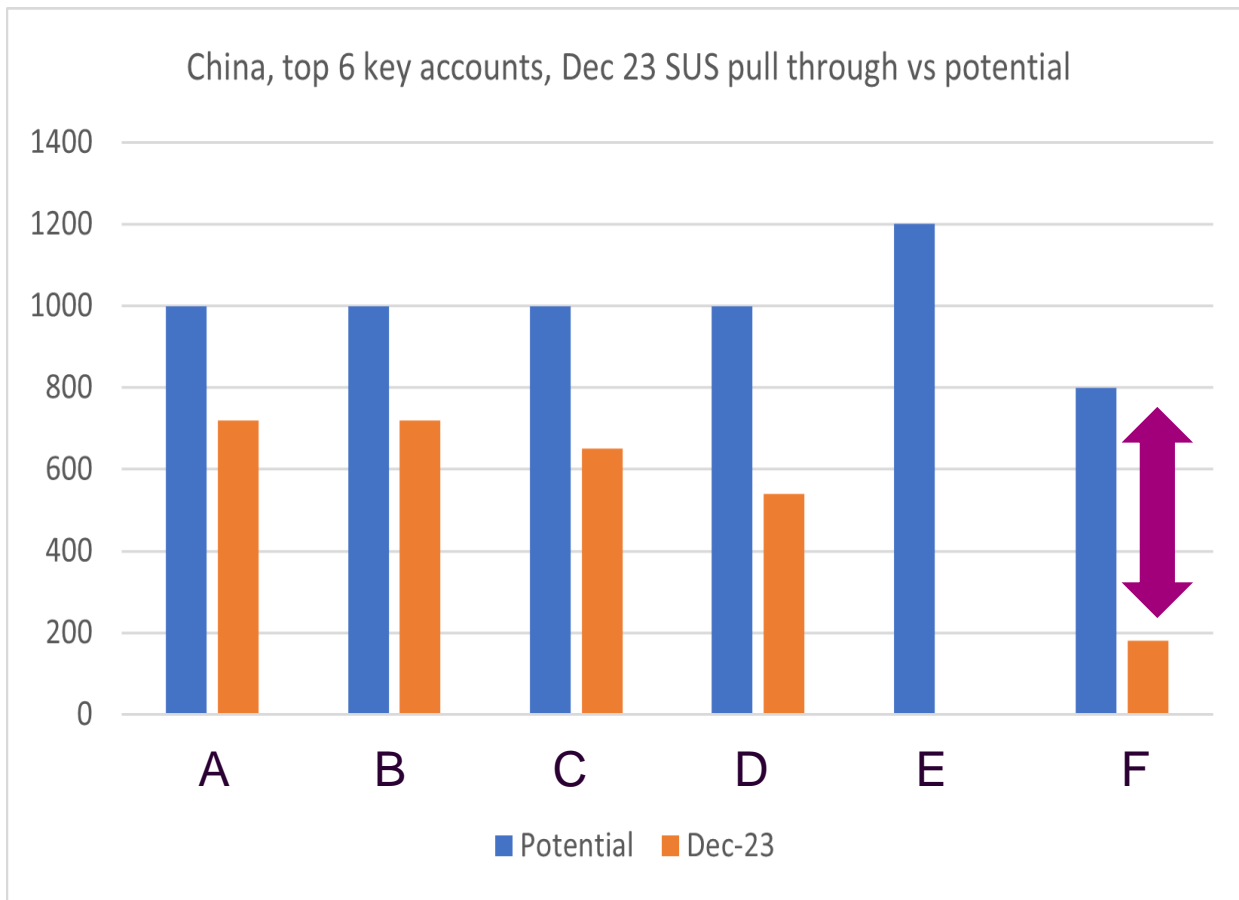


China:

TruScreen's largest market and growth opportunity

- Record sales of SUS: YTD FY24 results exceeded total of FY23
- Roll out following inclusion of TruScreen in COGA Blue Book and national CSCCP national guidelines
- Growing Consumable (SUS) usage per device

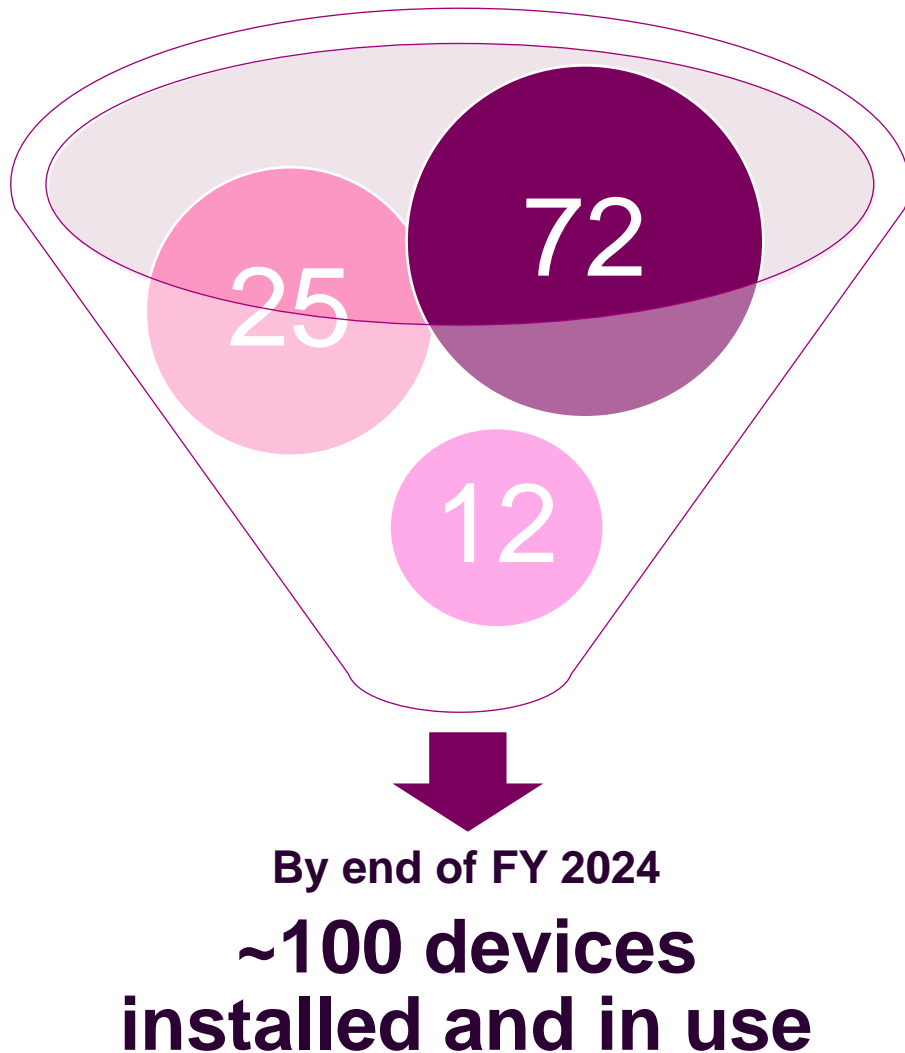
China, potential for SUS pull through growth



The devices in China

- currently have an average pull through of **106 SUS per device per month**, **24% growth in FY24**
- the **potential average pull-through of SUS exceeds 290 per month**
- Key accounts **reach 500+ SUS** pull through

China, TruScreen FY2024 installations



December 2023, pipeline

- **72 hospitals** have obtained OBGYN department acceptance, awaiting hospital approval
- **25 hospitals** have received TruScreen approval, awaiting tender completion
- **12 tenders** completed, awaiting hospital installation

Vietnam

Focus market with renewed focus on public hospital rollout

The Market Opportunity

- 24m women of screening Age*, booming economy and middle class
- No centralised screening programs
- Ministry Of Health (MOH) has listed TruScreen on the National Technical List of approved technologies
- Strong local authorities support



Vietnam

Focus market with renewed focus on public hospital rollout

FY2024 Market Progress

Pipeline

- **New legislation in Q1 FY 2025 to considerably shorten approval process, accelerating new installations**
- **2 main hospitals received MOH approval**
- **15 hospitals ready to apply to local authorities when new approval process commences (expected Q1 FY25)**





FY24 Other Markets



Zimbabwe

- **Direct sales to Ministry of Health**
- **Very successful Government screening program in Masvingo province, 14 000 women screened to date,**
- **Two tenders won in 2023**

Saudi Arabia

- **Commercial rollout commenced in FY24**
- **Private Health Insurance reimbursement for TruScreen from most PHIs.**

FY24 Other Markets



Mexico

- **COFEPRIS approval granted access to public health sector**

Poland

- **TruScreen won top award in a Mother and Child Institute challenge for healthcare companies, granting implementation in the largest public hospital network for women health in Poland**

Outlook strategy and goals

FY2024-2025



truscreen®

Our Short Term Goals

Maximise

Seize the COGA
Blue Book &
CSCCP national
guideline window to
grow sales in China

Expand

Successfully expand
markets in
Zimbabwe, Saudi
Arabia, Vietnam and
ASEAN

Grow

Grow commercial
presence in Africa,
Middle East, Central
and Eastern Europe

Improve

Improve the gross
margin by reducing
COGS

Key take-aways

- ✓ **Sales growth from SUS consumable usage driven by increased device installed & use**
- ✓ **China remains the biggest market with huge opportunity**
- ✓ **Global growth continues**





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**a world without
cervical cancer[©]**

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