



TruScreen Group Ltd

NZX|ASX: TRU

FY2024 Accelerating growth

February 2024

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This Presentation



- Screening for Cervical Cancer, world's priority in 2024
- About TruScreen technology
- Key achievements YTD financial year 2024
- China, our biggest market and growth potential
- Accelerating sales growth in financial year 2024
- Key takeaways



About TruScreen technology



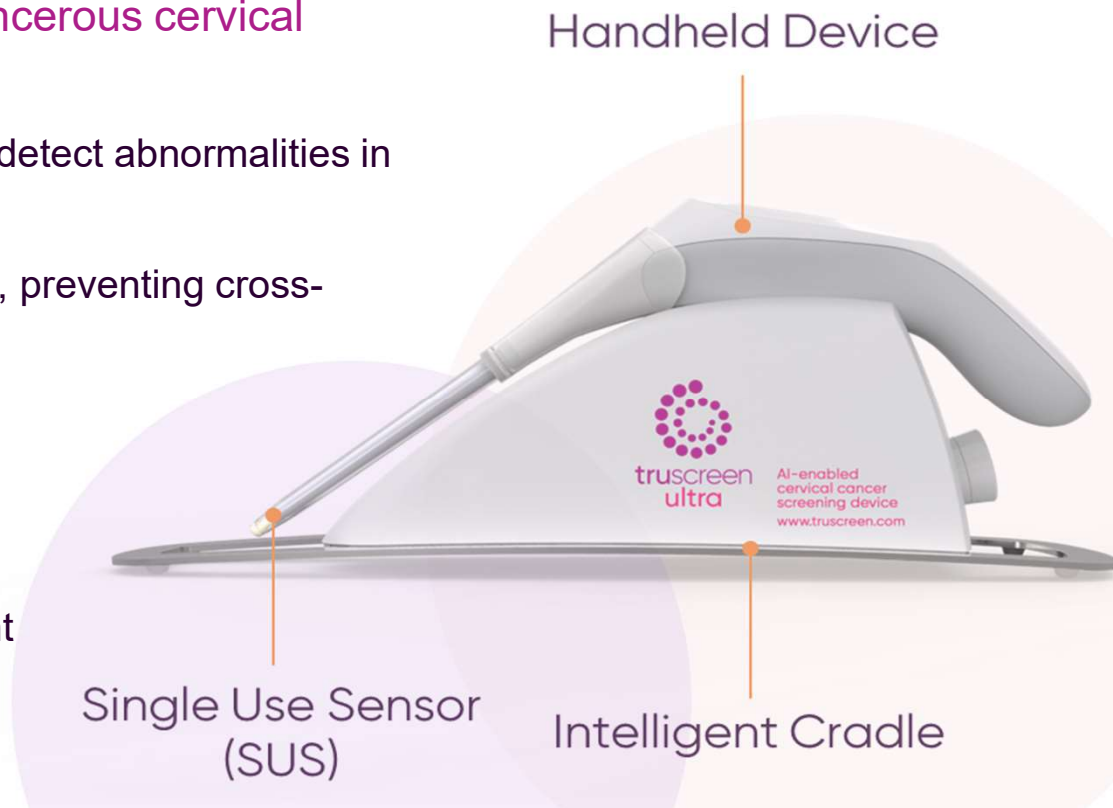
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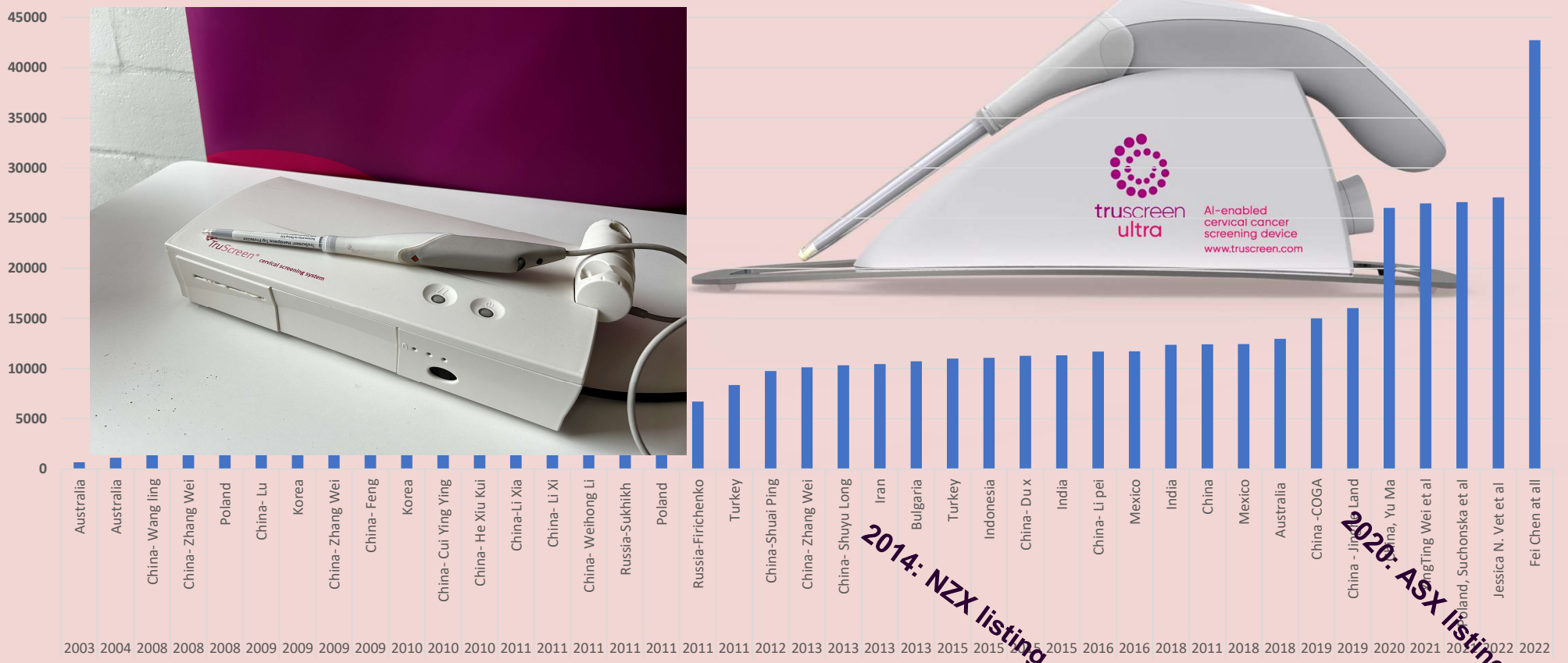
truscreen[®] WORLD CLASS technology made simple

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



20 Years of Clinical Studies with 42,000 Patients*



*Cumulative number of women subjects in independent clinical studies

TruScreen transformation of cervical cancer screening

Moving from multi-step, expensive screening to Point-of-Care Solution



2 - 3 weeks

Current cervical screening process is multi-step, error prone, people dependant, uncomfortable for a woman, slow, expensive and inefficient (loss in follow up)



10 min

Advantages

- Integration into healthcare systems: hospitals, clinics
- Immediate management of positive results with streamlined patient flow efficiency
- Better patient experience
- Cost saving, time saving
- More efficient utilization of healthcare resources



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**

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

Extensive body
of clinical
evidence

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

* 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



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Cervical cancer elimination

WHO priority in 2024



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.**
- **20% of children** who lose their mother to cancer do so due to cervical cancer.

Source: Human papillomavirus and cancer (who.int)



Cervical Cancer Is A Global Public Health Issue¹

Fourth most common cancer in women worldwide, 1BN+ women of screening age in LMICs

- ▶ **604,000** new cases and **342,000** deaths a year
- ▶ Most diagnoses occur at **working age (35-44)**
- ▶ **90%** of new cases and deaths occur in LMICs

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



90% coverage of HPV Vaccination

girls (by 15 years of age)



70% coverage of screening & **90%** treatment

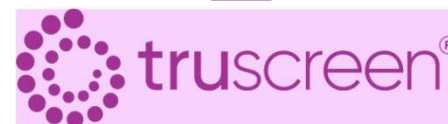
of precancerous lesions



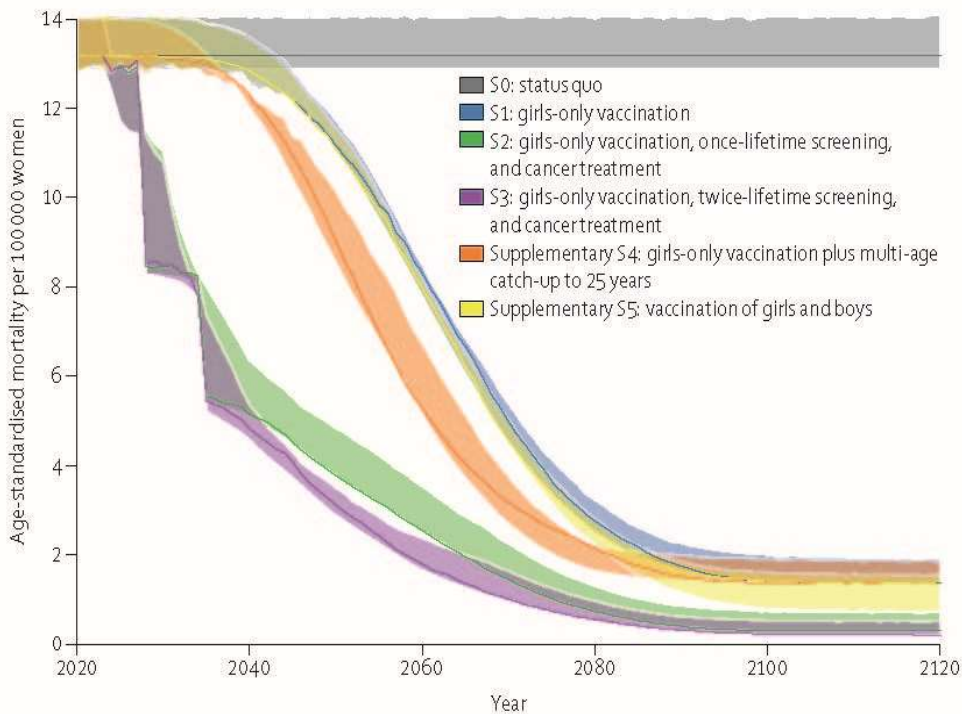
Management of **90%** of cases

of invasive cancer

¹ *Cervical cancer (who.int)*



Screening most important for next 3 decades



Source:
WHO Cervical Cancer Elimination Modelling Consortium (CCEMC), 2020

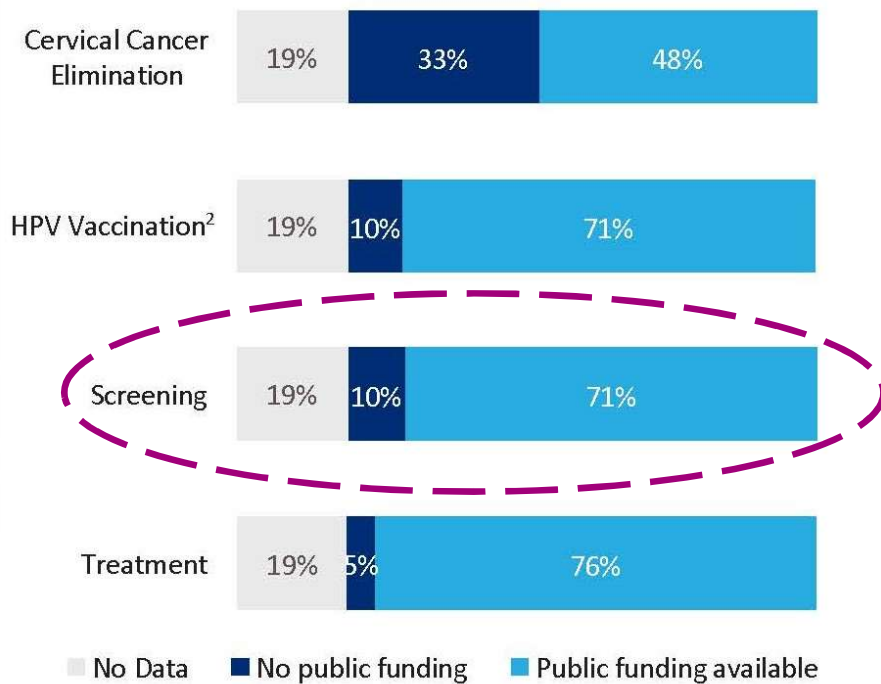
- In 2020, the CCEMC published the modelling of the CC elimination as well as commented on the status in Lower- and Middle-Income Countries (LMICs).
- Compared to the status quo, by **2030, vaccination alone would have minimal impact** on death rate
- Scaling up **twice-lifetime screening and cancer treatment** would reduce death rate by **34% averting 300 000–400 000 deaths by 2030.**



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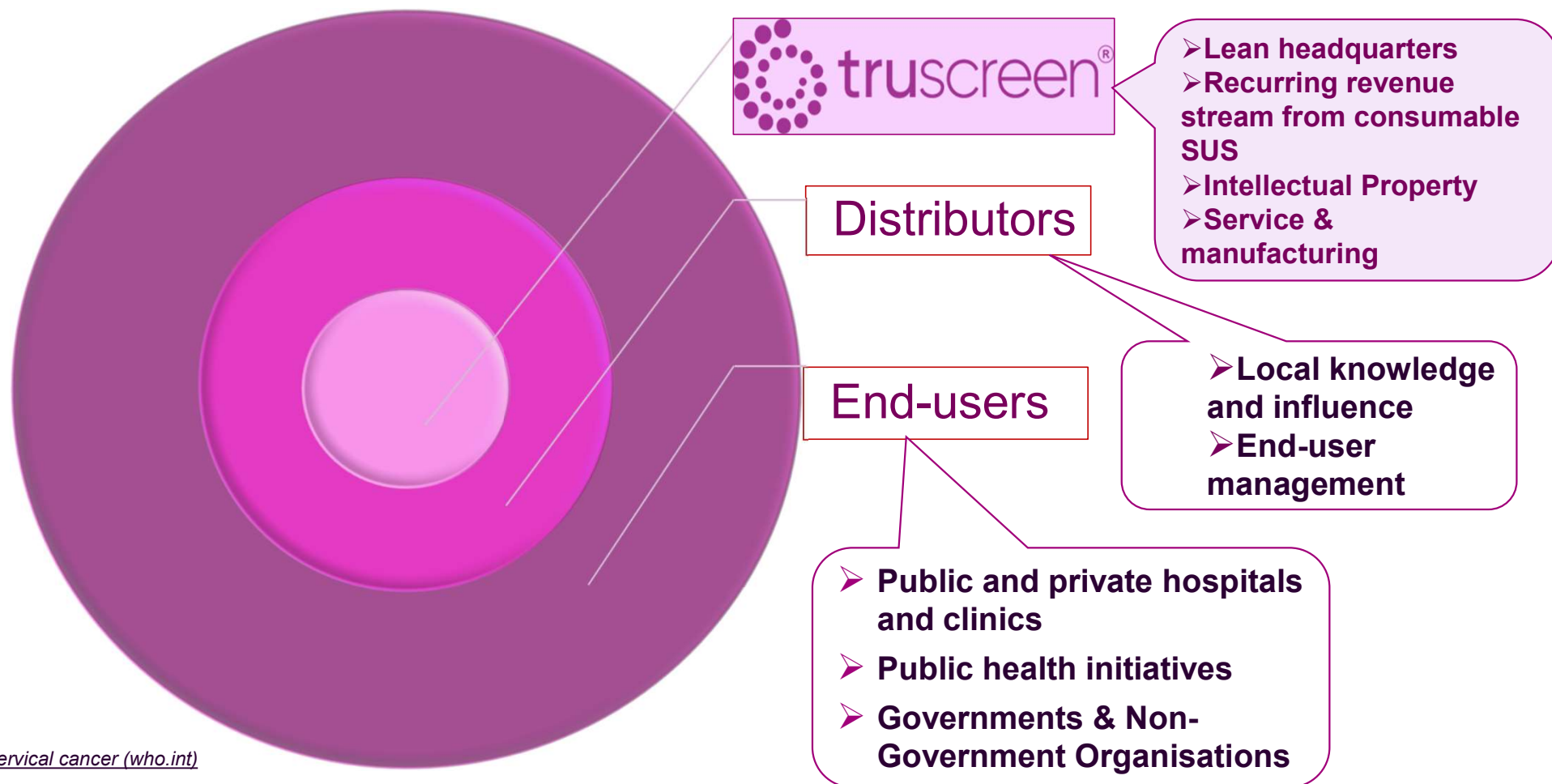
Screening needs to accelerate, APEC example

Approximate % of APEC economies which report funding for cervical cancer interventions in domestic elimination programs, budgets, or universal health coverage:¹



¹ APEC Economic Status Report: Cervical Elimination in the APAC region March 2023

Effective co-invest model with global distribution



¹ *Cervical cancer (who.int)*

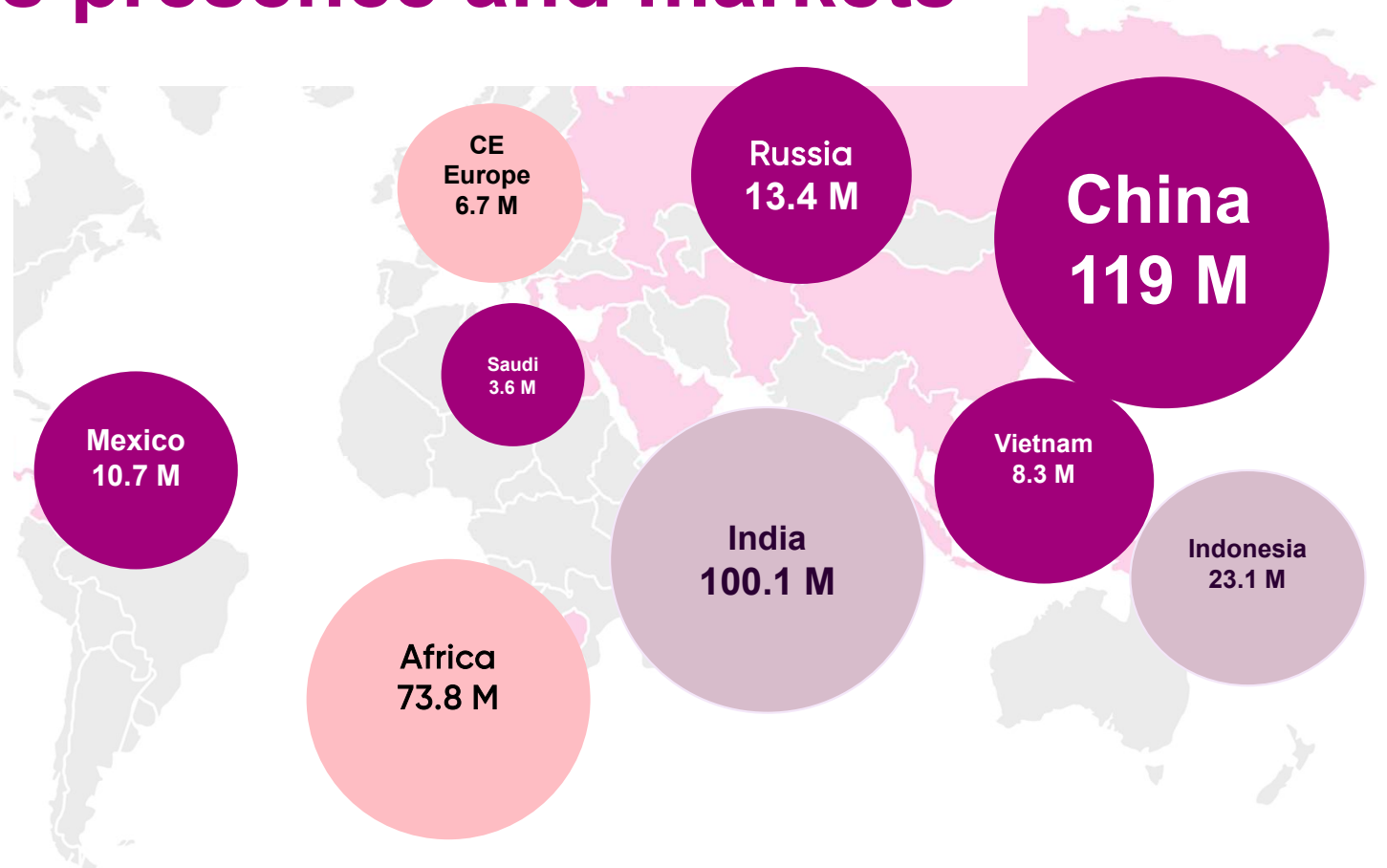
TruScreen's presence and markets*

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



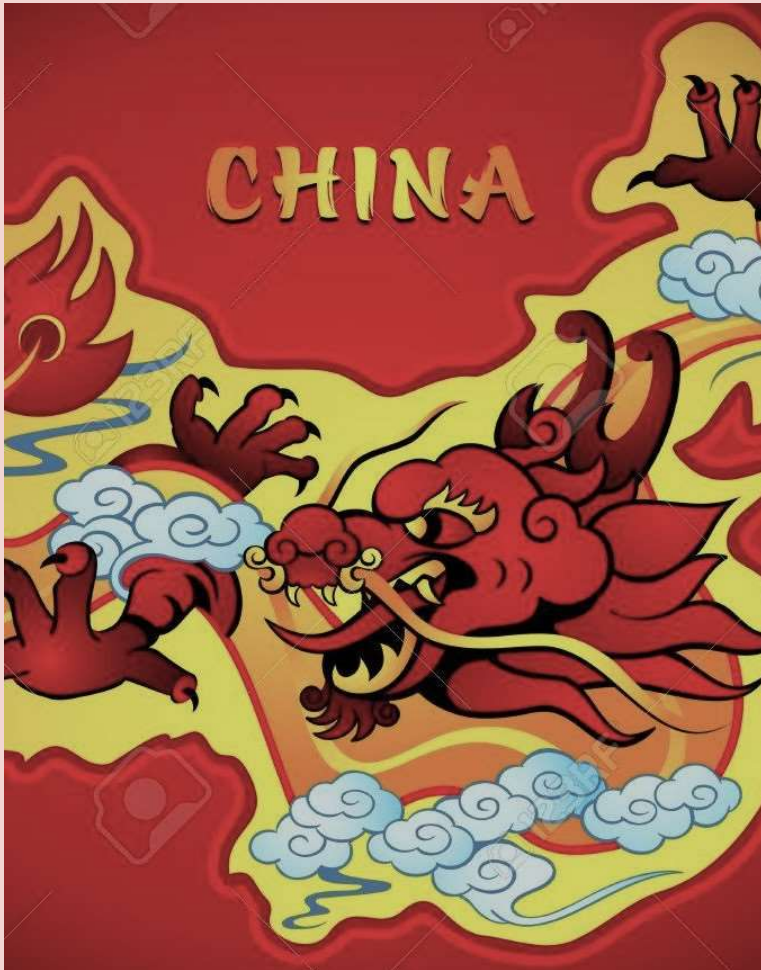
* Number of eligible women to undergo cervical cancer screening

**Key
achievements**

**Sales growth
FY2024**



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China: **TruScreen's largest market and growth opportunity**

Remains TruScreen's top market

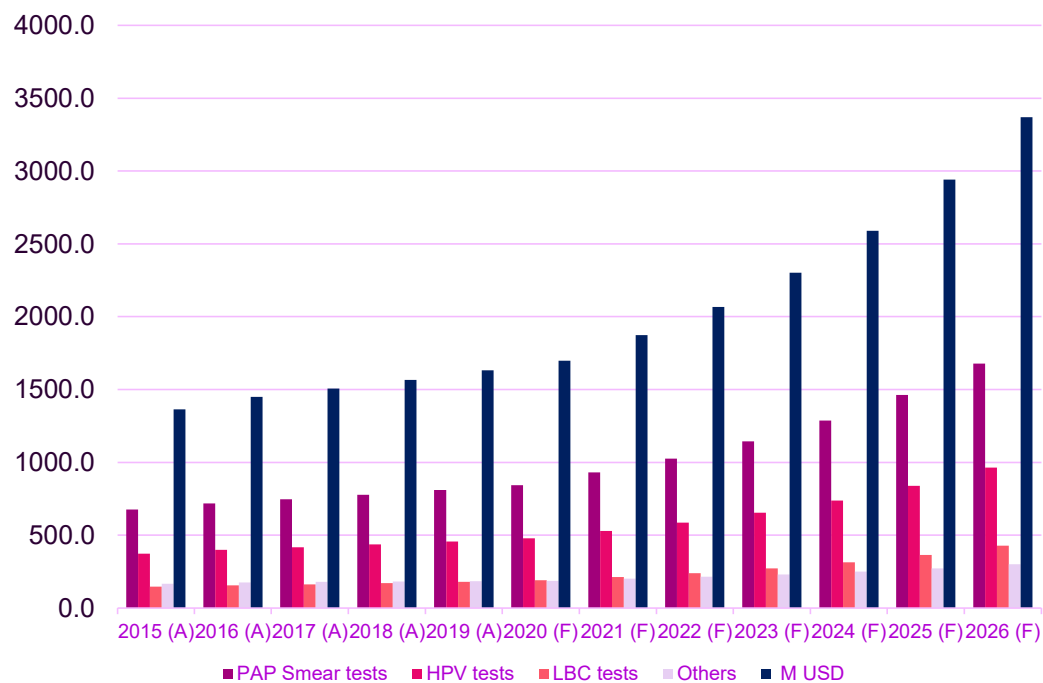
- **High government support for cervical cancer screening**
- **Made in China TruScreen status from 2021 – preferred market access in China**

FY 2024 Market Progress

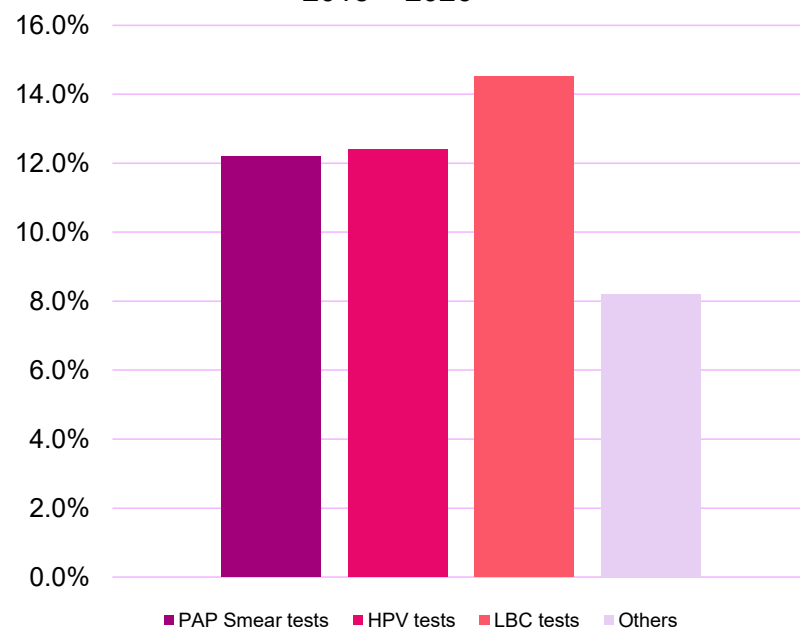
- **Record sales of SUS: YTD FY24 results exceeded total of FY23**
- **National Health Check Program to commence: 10000 women to be screened in 10 major hospitals, over 3 years**
- **Roll out of COGA Blue Book & CSCCP guidelines**

China market, USD M, PBI Market Research 2020

China Cervical Cancer Screening Market Historical and Forecast, USD Million*



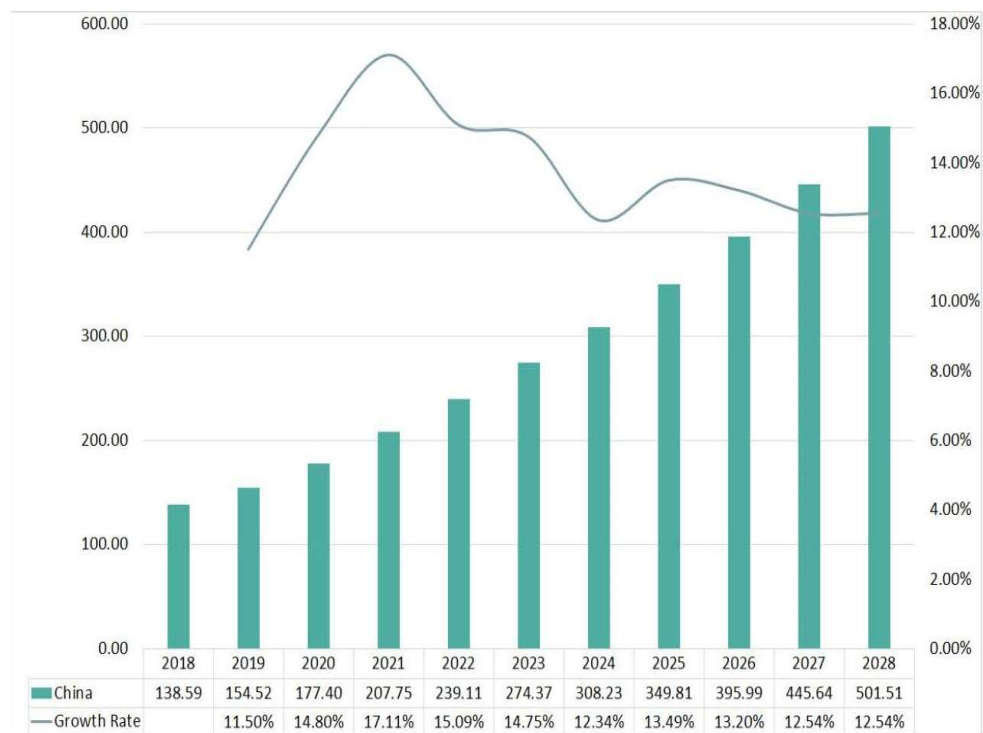
CAGR (USD Million), By Test Type, 2015 – 2026*



*©2020 Precision Business Insights



China and APAC market, recent growth exceeded expectations



Source: Maia Research Analysis, 2023

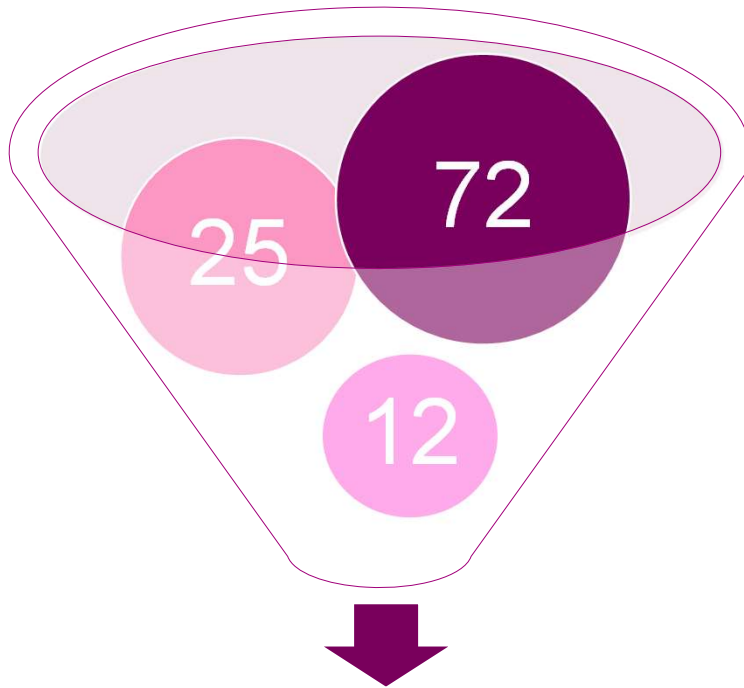
HPV Test Market Revenue (Million USD) and Growth Rate (2018-2028)

Business Market Insights

June 2023:

- The **Asia Pacific CIN & HR-HPV treatment market** is expected to grow from **US\$ 2,738.94** million in 2023 to **US\$ 3,949.99** million by 2028.
- It is estimated to grow at a **CAGR of 7.6%** from 2023 to 2028.

China, TruScreen FY2024 installations

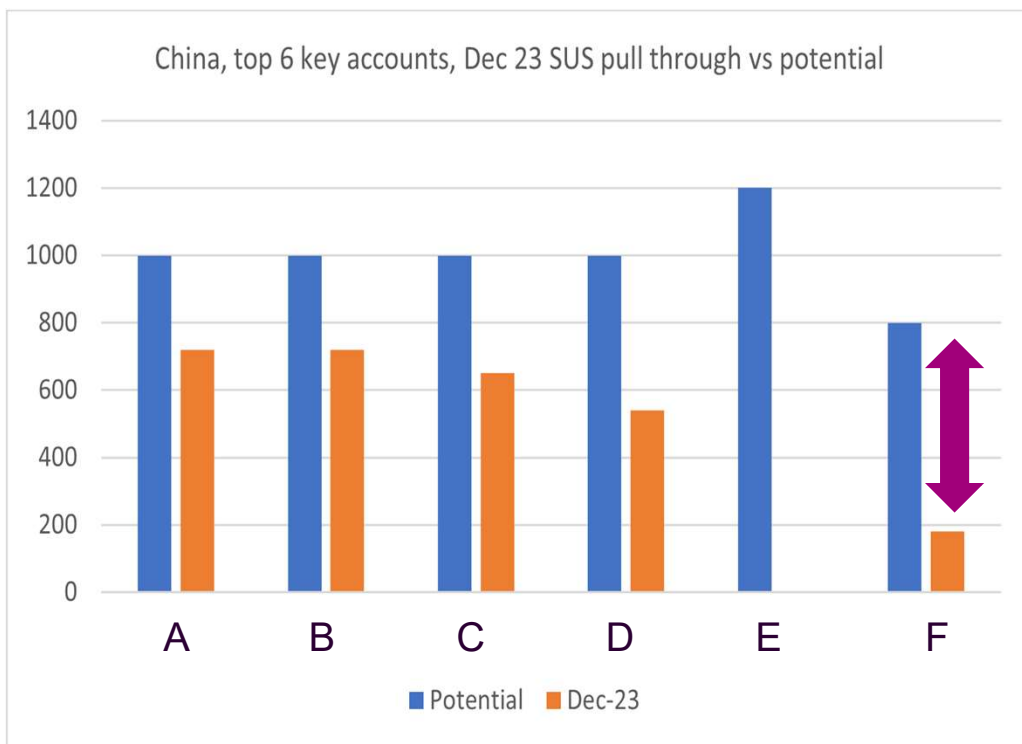


By end of FY 2024
~100 devices
installed and in use

December 2023, pipeline

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

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**

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

FY2024 Market Progress

- Ministry Of Health (MOH) has listed TruScreen on the National Technical List of approved technologies
- New legislation in March 2024 to considerably shorten approval process, accelerating new installations
- 2 main hospitals received MOH approval

Pipeline

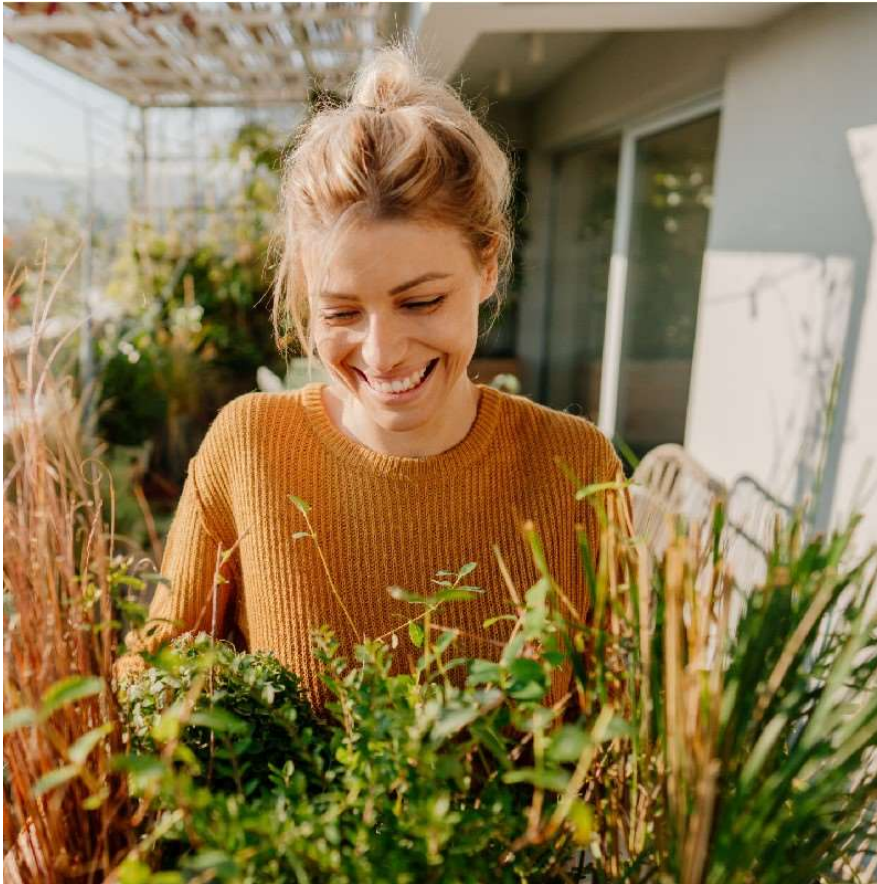
- 15 hospitals ready to apply to local authorities when new legislation commences
- Strong local authorities support

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FY24 Other Markets



Zimbabwe

- 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
- Most private health insurers are reimbursing TruScreen procedure

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

Top achievements FY2024

Sales and Revenue, Q1-Q3 FY2024:

- ✓ SUS sales exceeded total of FY2023, 22% growth YOY
- ✓ Device sales 40% growth YOY
- ✓ China, major contributor with immense market growth opportunity

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
- ✓ Zimbabwe: continues NAC screening program, TruScreen wins tender
- ✓ 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



Outlook strategy and goals

FY2024-2025



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FY2024- FY2025 Strategy

Focus on 3 strategic drivers



Improve operations

- Enhance marketing
- Reduce cost of goods (COGS)



Strengthen partnerships

- Enhance relationships
 - Talk economics
 - Provide solutions



Drive Growth

- Double down on performance
- Diversify deliberately

Strong together

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, and Vietnam

Grow

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

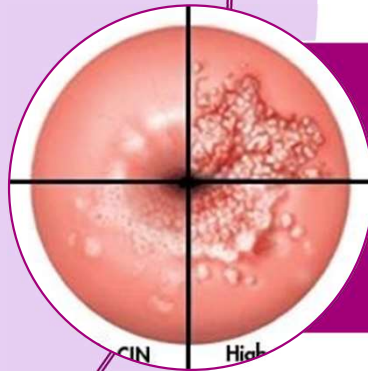
Improve

Improve the gross margin by reducing COGS

Long Term Goals

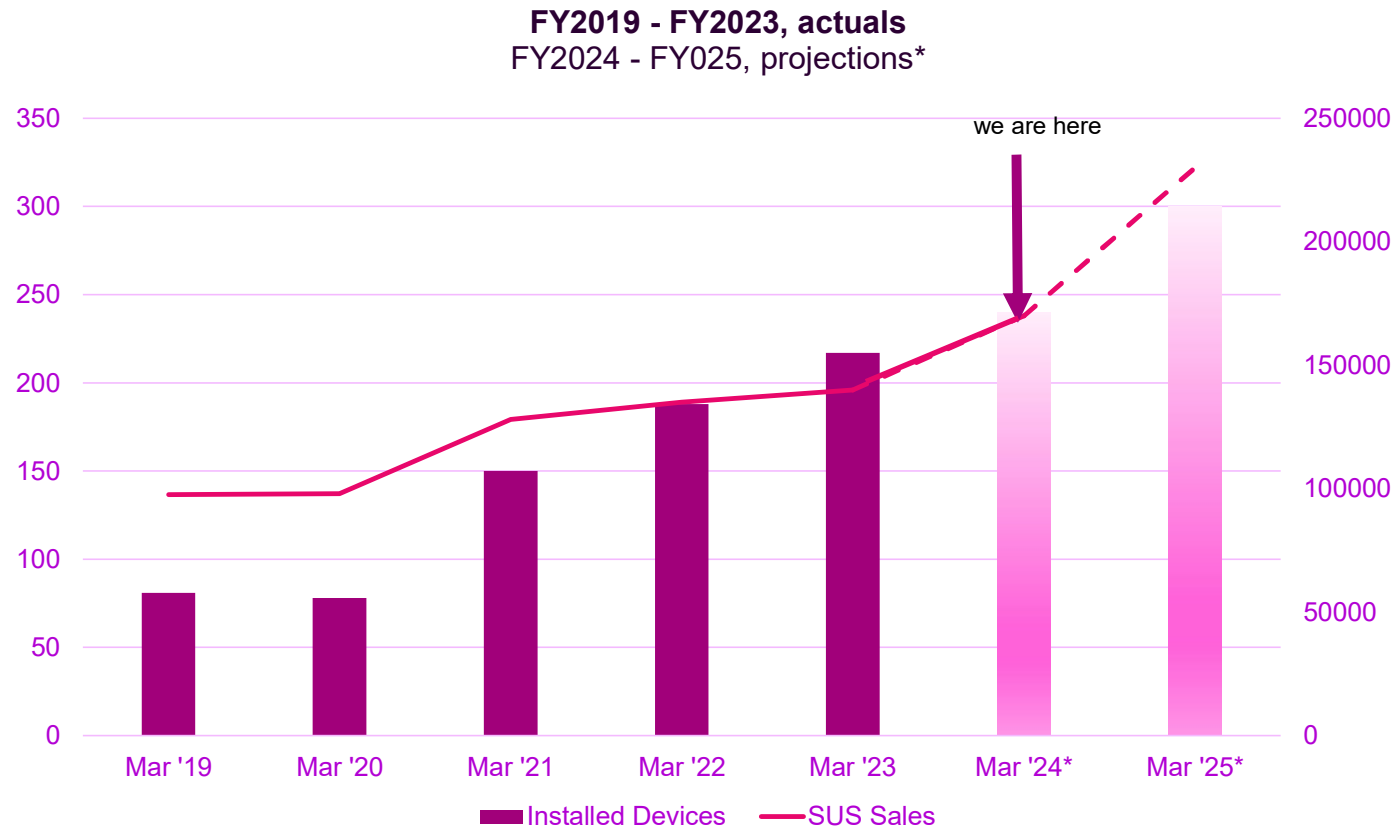


Expansion and adoption of technology in the screening cervical cancer guidelines in target markets



Development of technology toward diagnostics and treatment of cancers

Device installations and SUS sales FY2019- FY2025



*This is not a forecast of performance or expected results



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 commenced**
- ✓ **Transformative technology of the**
immediate future
- ✓ **Cervical cancer elimination:**
international priority in 2024





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

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