Annual Shareholders Meeting

TruScreen Group Limited
7 September 2021
ASX | NZX: TRU

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The path to a healthy future

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 is[1]:

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

The World Health Organisation has set a target to eliminate cervical cancer by the end of the century[4]

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

Traditional methods to screen women for cervical cancer have not been successful in LMCIs[3].

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

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)

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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

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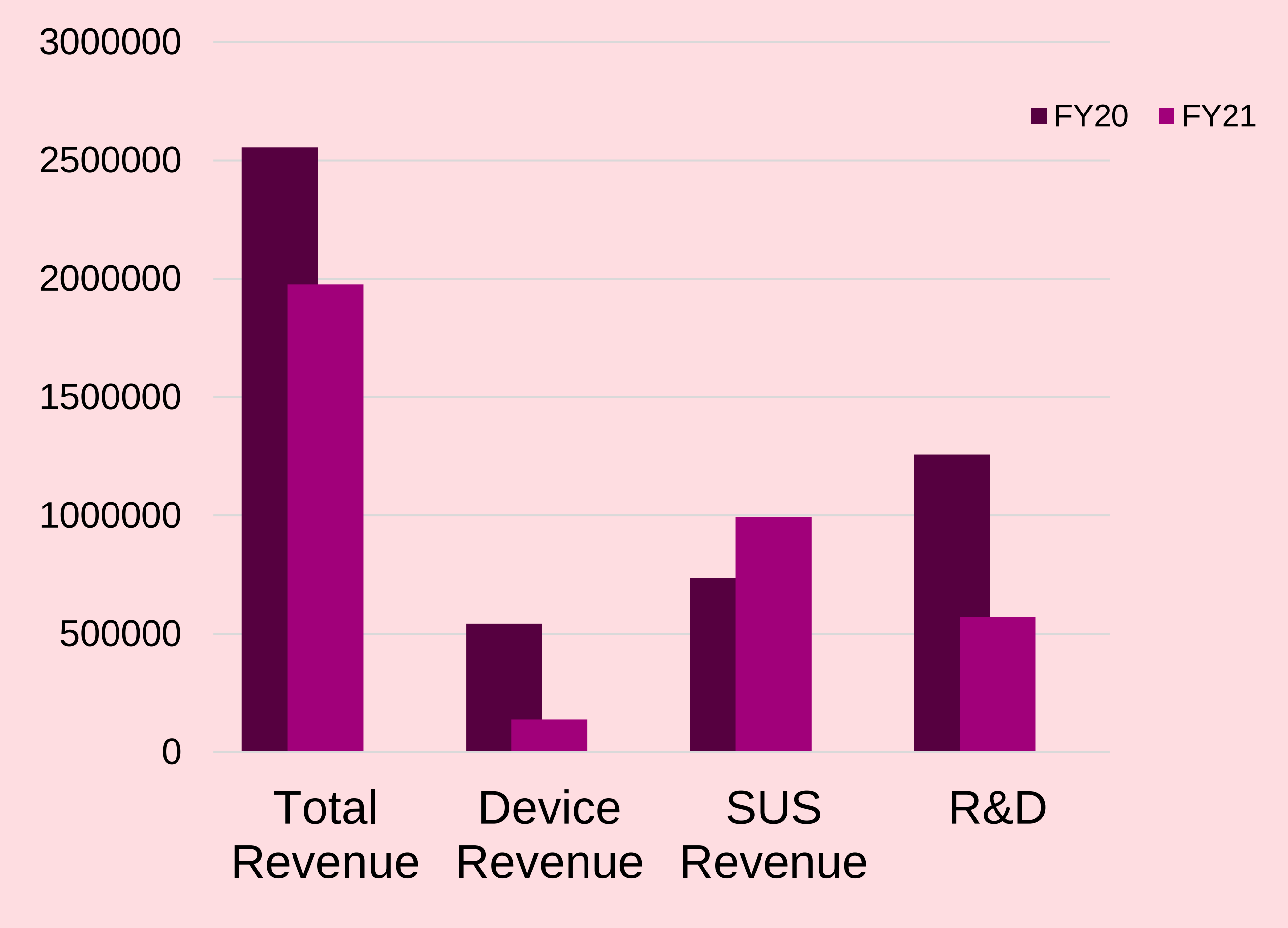
Revenue, $NZ



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

Saudi Arabia

- First clinical evaluation in the region

Central Europe

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

Mexico

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

Vietnam

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

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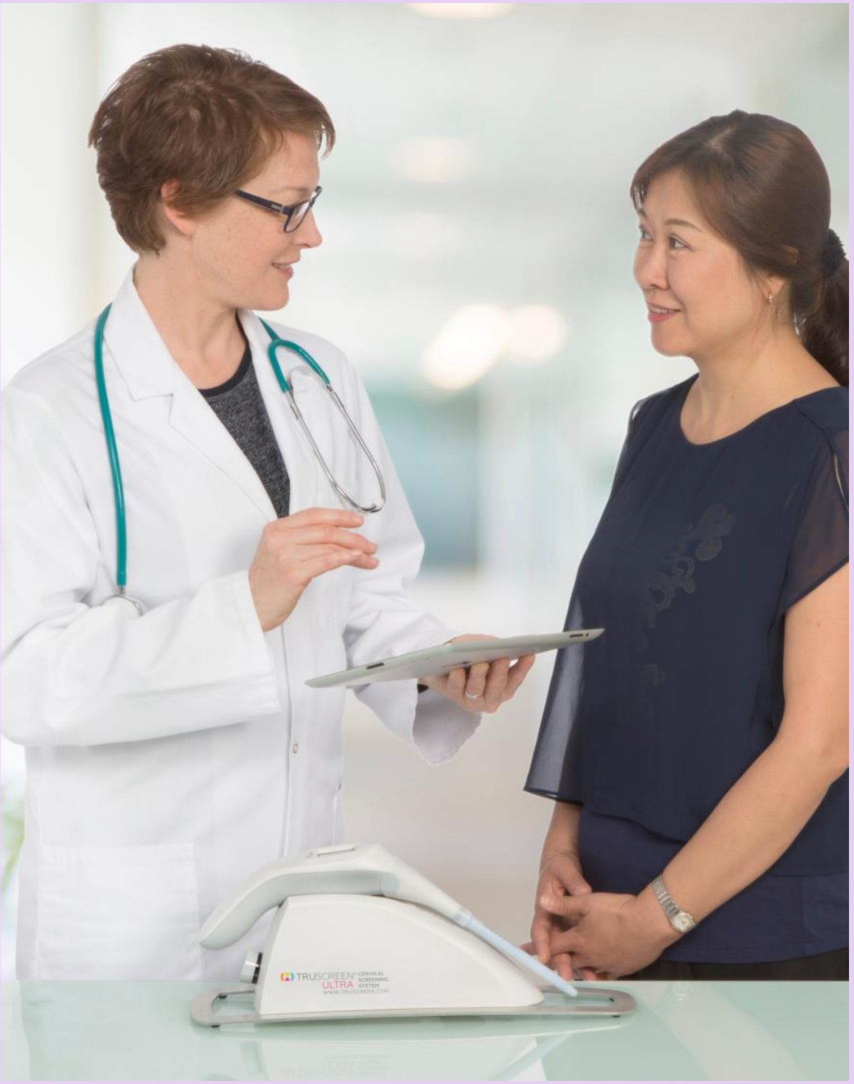

Strengthening of Medical Affairs

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

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Our plans for FY2022

April 2021 – March 2022

Our path for growth*

Setting the foundations 2014–2020

Establishment
Listed on NZAX
Gen 2 developed

Grow markets
Expansion of distribution network
Product registrations
Early market access

Clinical Evaluations
Commenced COGA Evaluation
Completed RHW Trial (AU)
Increase published evidence

2019
WHO screening technology landscape

Transformation 2020–2022

Customer Support
Cloud based tech support
Online training platform
Virtual distributor conferences

KOL Engagement
CE advisory Board
International Experts Group

Market Focus
Local assembly in China
COGA project completed
2 new Central Europe distributors
160 Commercial users

2022*
Ongoing COVID-19 recovery
Margin improvement
Rapid China expansion
Increase commercial user base
Commercialisation in CE markets
Ongoing clinical evaluations & trials

Rapid Growth 2023*+

Rapid Growth
Non-linear sales growth
Increase in global commercial users

Strategic Partnerships
Focus on large scale screening projects
Clinical Trials

Diversification
Expansion of product portfolio

Innovation
Research & Development
Cost Reduction
Gen 3

* 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 IFCPC 2021 Eliminating Cervical Cancer – Call for action
- Zimbabwe NAC pilot project commenced

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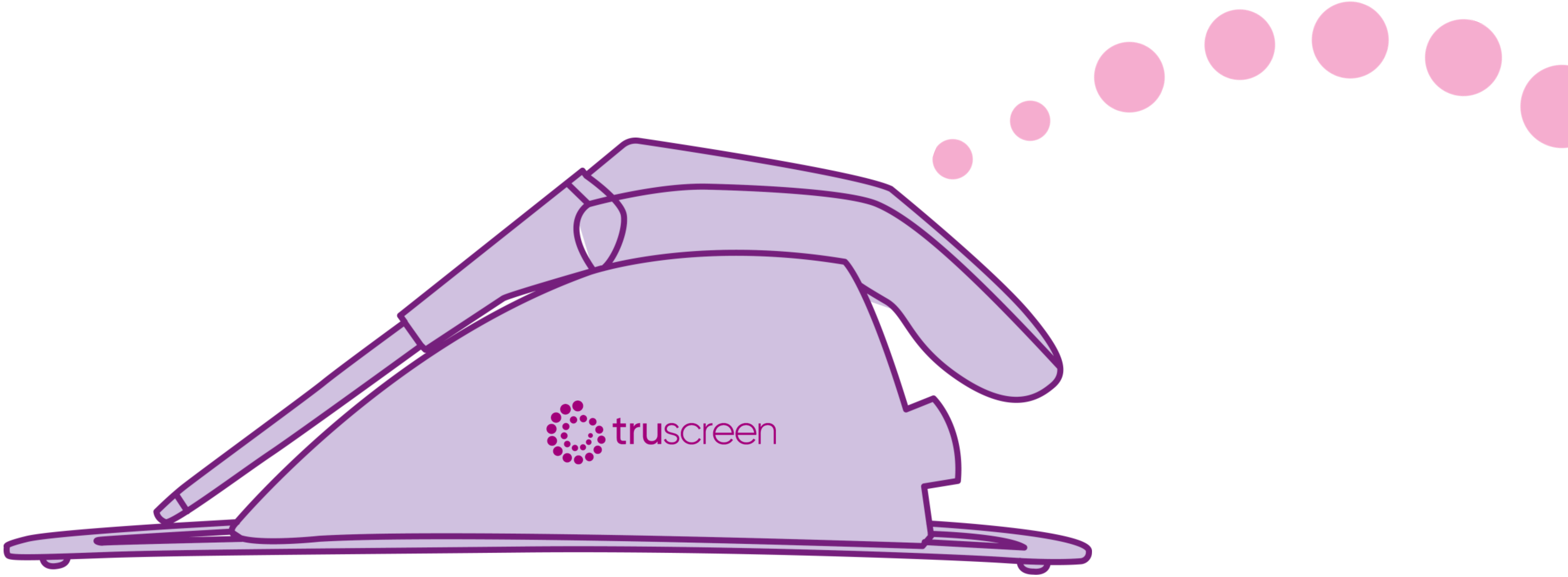
*April-Aug'20 to April-Aug'21, unaudited

Simple.
Life changing.



Questions

Juliet Hull
Chief Executive Officer

M – +64 27 249 3060
E – juliethull@truscreen.com

Guy Robertson
Chief Financial Officer

M – +61 407 983 270
E – guyrobertson@truscreen.com

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A world without cervical cancer.

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