



# Shareholder Presentation Annual Meeting 2018



# FY 18 HIGHLIGHTS



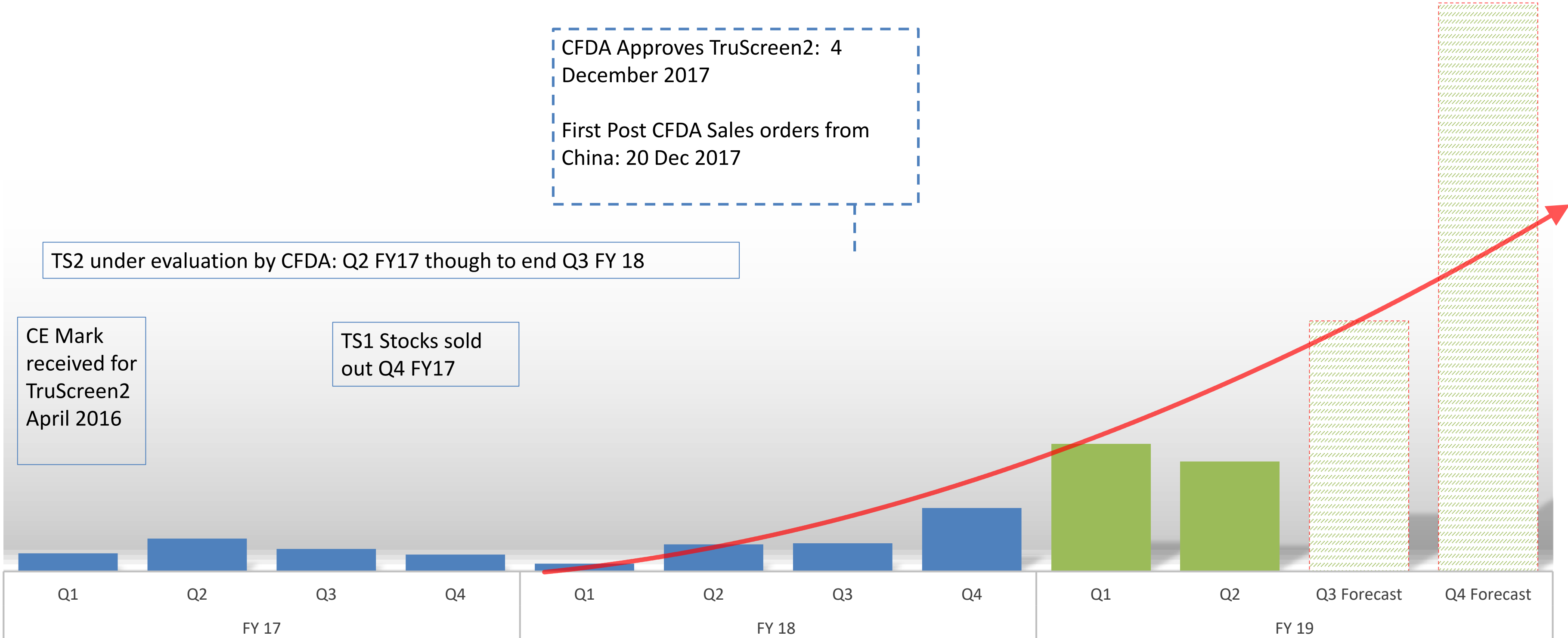
- Strong sales growth of 2<sup>nd</sup> Gen TruScreen to China commenced during 4<sup>th</sup> quarter. (50% of the year's sales were generated in the fourth quarter)
- Completed the testing and validation in February 2018 of its second-generation device including in market clinical trials where impressive results were obtained.
- Expanded its global sales and distribution network into Africa, Latin America and India (covering a combined screening population of approx. 1 billion women)
- Obtained CFDA registration in China in December 2017
- Commenced set-up of our own specialised optical front-end manufacturing facility
- Announced a number of large international public health initiatives, mostly in China
- Continued a program of global awareness of TruScreen's capabilities
- Successfully completed a capital raising campaign earlier in the financial year.
- The market capitalization of \$48.17M today which represents an increase of **+42%** over the past 12 months.

# FY 18 HIGHLIGHTS

KEY FINANCIALS As at 31 March 2018	FY18
Sales (up 37% on FY17)	\$804,062
Other income	\$1,374,581
Revenue from Ordinary Activities (up 56% on 2017)	\$2,178,643
Net Loss	\$(4,168,792)
Net Assets	\$11,615,882
Cash and Cash Equivalents	\$1,212,454

## QUARTERLY SALES

Sales Q1 FY19 > Total Sales FY18



TS2 under evaluation by CFDA: Q2 FY17 though to end Q3 FY 18

CFDA Approves TruScreen2: 4 December 2017  
 First Post CFDA Sales orders from China: 20 Dec 2017

CE Mark received for TruScreen2 April 2016

TS1 Stocks sold out Q4 FY17

## CLINICAL EVALUATION OF TRUSCREEN:

Ongoing clinical performance evaluation at the Royal Hospital for Women in Sydney and at two regional clinics in Australia. Ongoing results indicate that TruScreen will substantially boost screening capabilities in developing countries.

## CORE CERTIFICATIONS

- International Quality Audited confirmed
- ISO 13485
- EC Certification
- CFDA approved

## REGULATORY APPROVAL AWARDED IN SELECTED COUNTRIES

TruScreen approved for import and sale in:

- |                  |              |
|------------------|--------------|
| ✓ China          | ✓ Europe     |
| ✓ Mexico         | ✓ Kazakhstan |
| ✓ Ukraine        | ✓ India      |
| ✓ Jordan         | ✓ Turkey     |
| ✓ United Kingdom | ✓ Australia  |
| ✓ New Zealand    | ✓ Vietnam    |
| ✓ South Africa   | ✓ Zimbabwe   |



- Major new sub distributor (Bio-Chem) appointed to manage government sales channels
- 16 County hospitals conducting Centre for Disease Control evaluation & 3,000 community healthcare centres throughout rural China
- Hospitals average 150 SUS per month, but some users now using 1,000 per month
- Major key opinion leader support from COGA
- 190 Hospital program in Xinjiang province
- Selected by a private clinic group as the preferred cervical cancer primary screening system for their new chain of state of the art clinics
- Future: Proposed to assemble TruScreen Devices in China to increase rate of government adoption.

## CHINA: THE FACTS

- 400 million women of screening age
- Initial distribution agreement signed 2014
- 71% of FY18 of TruScreen sales (\$531k)
- FY19 Budgeted sales \$2.1mil

- Engaged major distributor in Mar 2017 – KLAB, with 700 employees
- In Dec 2017 commenced Stage 1 (due to conclude Oct 2018) of AIIMS evaluation of TruScreen to seek endorsement for inclusion in the 2019 National Ministry of Health budget
- Cleared all import and other regulatory requirements to sell TruScreen in India
- Clinical Trial showed TruScreen more than twice as sensitive as pap in identifying high grade cervical changes (CIN2+)
- Endorsement by National Cancer Institute – Stage 2, 400 patients commenced in Oct 2017
- Submitted revised application in July 2018 for inclusion in Cuadro Basico – the government hospital purchasing catalogue
- Under evaluation by the main National Health Insurer, ISSSTE, (who conduct 500,000 pap tests per year) and the govt oil monopoly Pemex (who conduct 60,000 pap tests per year)

## INDIA: THE FACTS

- 300 million women of screening age
- Distribution agreement signed 2017
- Sales commencing in FY19
- FY19 Budgeted sales \$1.6mil

## MEXICO: THE FACTS

- 31 million women of screening age
- Distribution agreement signed 2015
- 12% of FY18 TruScreen sales (\$100k)
- FY19 Budgeted sales \$1.2mil

# AFRICA & ZIMBABWE - Potentially a Significant Market



- Zimbabwe Ministry of Health support for major funding application (up to \$30m over 4 years) to use TruScreen for a national screening program
- First order received for approx. \$450k by National Aids Council for cervical cancer screening of HIV affected women
- Zimbabwe is a Key Opinion Leader in Eastern Africa and it is anticipated that the successful implementation of this innovative programme will lead to other countries embracing TruScreen as a solution to their own cervical cancer screening needs

## AFRICA: THE FACTS

- 227 million women of screening age
- 13.1 million women in Africa suffer from HIV
- 17.8 million women globally suffer from HIV
- HIV affected women are 6 times more likely to develop Cervical Cancer
- All HIV affected women should be screened for Cervical Cancer annually
- FY19 Budgeted sales \$610k (FY18 \$33k)



# SUBSEQUENT ACTIVITIES



The company has made significant progress since the end of the 2018 financial year. The key matters include the following:

- Sales to 30 September 2018 expected to be \$1.578m (previous year \$NZD 226K) and for the 12 months to 31 March 2019 budget \$5.53m (previous year \$0.804m).
- Significant growth in sales to China (\$508K in the first two quarters)
- Announced initiatives in Africa and Zimbabwe where TruScreen has been selected by the Zimbabwe Ministry of Health as a preferred screening tool for HIV affected women. An initial order of \$450,000 has been received from the National AIDS Council and joint application for \$30m funding over four years has been lodged.
- Initiated a pilot study for the use of TruScreen in regional and remote locations by the Papua New Guinea government.
- Entered into a new distribution agreement in respect of the Middle East
- Successfully launched a new optical electrical front-end manufacturing facility in Sydney with increased capacity and profit margins
- Concluded clinical trials at the Royal Hospital for Women in Sydney into the performance of TruScreen2 with results to be published at the World HPV symposium in October 2018.
- Completed a capital raising of \$1.5 million.

# FY19 GOALS AND OBJECTIVES

- Expand sales by + 500%
- Achieve monthly profitability by year's end
- Consider dual listing and / or migration to a larger exchange
- Consumate and expand government screening opportunities
- Achieve inclusion in Chinese, Indian and Mexican government programs
- Initiate discussions with global pharma distribution organisations
- Pursue major international health funding programs
- Continue to seek operational and manufacturing efficiencies



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Contact us for more information

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