



## Message From Chairman

Dear Investors,

Welcome to the November 2019 TruScreen newsletter.

Throughout recent months, we have continued to strengthen our position and relationships. My TruScreen colleagues and I have visited some of our key markets. In anticipation of the release of the World Health Organisation's finalised strategy to eliminate cervical cancer, we are working to ensure we can capitalise on the growing market opportunity and macro-environment. Here are some key takeaways from recent months:

- World Health Organisation cervical cancer elimination strategy
- TruScreen Chairman Mr Tony Ho visits Chinese hospitals using TruScreen
- Zimbabwe First Lady commends National Aids Council for donating TruScreen screening devices
- TruScreen upskills Russian distributor
- TruScreen attends the Australian Microcap and AusBiotech Invest conferences

As you may be aware, Mr Martin Dillon recently resigned from his position as TruScreen CEO. Mr Dillon has been with TruScreen since January 2014 and has been a key member of the TruScreen executive team. On behalf of the Board, I would like to thank Mr Dillon for his significant contribution to the growth and development of TruScreen over the last six years.

We are actively seeking a replacement Chief Executive Officer to lead the Company into its next phase of development. We look forward to updating the market in due course.

Mr Robert Hunter, a long-serving Non-executive Director of the Company, stepped down from the Board on 31 October 2019. We thank Mr Hunter for his contribution to the Board.

This is a very exciting time for TruScreen. We are well placed to capitalise on the growing macro-environment for cervical cancer screening solutions. We look forward to improving the wellbeing of women in low- and middle-income countries (LMICs) with the latest technology in cervical cancer screening.

On behalf of the Board, executive team and employees at TruScreen, we thank you – our shareholders – for your support this year and wish you and your loved ones a safe and happy Christmas and a prosperous New Year.

Regards,  
Mr Tony Ho  
TruScreen Chairman

## World Health Organisation cervical cancer elimination strategy

The World Health Organisation (WHO) has acknowledged that the screening and treatment of pre-cancer among women is critical if cervical cancer is to be eliminated. WHO has outlined a draft strategy to eradicate the disease by the end of this century.

The WHO draft strategy, “*Global Strategy Towards the Elimination of Cervical Cancer as a Public Health Problem*”, calls for a comprehensive global approach from the 184 WHO member countries.

In particular, the strategy proposes that 70 per cent of women between 35 and 45 years of age in WHO member countries be screened with high-precision tests by 2030.

To achieve these targets, countries need to adopt innovative and optimal service delivery models. This is particularly so in LMICs where cervical cancer incidence and mortality rates are higher because screening programmes, tissue testing infrastructure and resources are lacking.

The TruScreen device resolves many of the ongoing issues faced by LMICs, such as accessibility to screening and the need for supportive laboratory infrastructure.

For more information, read our NZX announcement [here](#) or the TruScreen blog [here](#).



## TruScreen Chairman Mr Tony Ho visits Chinese hospitals using TruScreen

Recently, TruScreen Chairman Mr Tony Ho saw first-hand the positive reception that the TruScreen technology is experiencing in China, which is the Company's largest market.

Mr Ho visited Beijing in early September as part of his first trip to China as TruScreen Chairman. In Beijing, Mr Ho met TruScreen distributor Siweixiangtai Tech (SWXT), KOLs, medical professionals and hospitals undertaking TruScreen trials and programmes. Mr Ho received direct feedback from clinicians using TruScreen's non-invasive screening device.

SWXT has laid solid foundations for the growth in sales of the TruScreen device in the region, gaining KOL endorsements and acceptance from doctors. SWXT has also established a distribution network covering most of the country and built up reference centres in major cities. SWXT's major projects include the installation of TruScreen throughout the Xinjiang province; and support of the current COGA project, which has been launched in all 10 participating provinces of China and aims to screen 20,000 women by 2020.

While in Beijing, Mr Ho visited the People's Liberation Army (PLA) General Hospital, one of the city's largest military teaching hospitals, where he met TruScreen operator Bao Lihui and SWXT's key account manager for the hospital. The PLA General Hospital is a main reference centre for TruScreen and has been a commercial user since 2017. Currently, there are two TruScreen operators at the hospital using TruScreen. Collectively, they do 40 exams per day, or 1,200 to 1,500 per month.

In other key meetings, Mr Ho spoke with KOLs at the Beijing Chaoyang Hospital. The hospital has been a main reference centre for TruScreen's clinical programmes since May 2015. The feedback on TruScreen has been positive, and the hospital is transitioning to using TruScreen commercially.

Mr Ho was overwhelmed by the acceptance of TruScreen in China and looks forward to returning there in the future.

---



## Zimbabwe First Lady commends National Aids Council for donating TruScreen devices

Zimbabwe's First Lady, Auxillia Mnangagwa, who is also the country's Health and Child Care Ambassador, has commended the National Aids Council of Zimbabwe for donating TruScreen screening devices to the Ministry of Health and Child Care.

The TruScreen technology resonates well with the First Lady's established work in cervical cancer prevention. She has traversed Zimbabwe, advising women on the need for screening and early treatment of disease. The First Lady's nationwide cancer awareness campaigns have prompted thousands of women to undergo cervical cancer screening.

"The TruScreen device will complement already available national services while also expanding health care as they have multi-purpose capabilities such as screening and management of pregnancy and heart condition," said the First Lady.

## TruScreen up-skills Russian distributor

TruScreen has established a technical centre for its distributor in Russia to ensure that it gets maximum benefit from the market's potential.

In September, TruScreen biotechnologist James Haindl travelled to Russia to meet and train staff at distributor IMSsystems (IMS).

Mr Haindl and IMS's lead engineer, Mr Alexander Trush, conducted a three-day technical training session in which Mr Haindl explained through how the TruScreen technology works and conducted demonstrations and training of hardware and software repairs.

In a meeting with Dr Alexei Zotov, a Russian doctor and Commercial Development Director for IMS, Mr Haindl gained insights into IMS's marketing strategy for TruScreen.

Since being granted TruScreen distributor rights in early 2019, IMS has shown strong support for the TruScreen technology. IMS is promoting TruScreen as a primary screening tool, with patients requiring follow-up reviews to undergo further tissue sample testings.

---

## Great support for TruScreen training in Vietnam



TruScreen's training programs in Vietnam have attracted great support and enthusiasm from top medical specialists in Vietnam.

TruScreen's Medical Advisory Committee Member for TruScreen, Professor Michael Campion, and Clinical Affairs and Training Manager, Dr Carolina Velasquez, visited Vietnam in October to host TruScreen training courses in Hanoi and Ho Chi Minh City.

In Hanoi, Professor Campion and Dr Velasquez presented a three-day Advanced Colposcopy course at Hanoi Hospital of Obstetrics and Gynaecology (Hanoi Hospital of O&G).

The objective of the course was to provide a high-level clinical overview of colposcopy to the Hanoi Hospital of O&G and to show medical specialists how to successfully screen patients with the TruScreen device.

More than 20 gynaecologists and registrars attended the course. The TruScreen team also worked with the lead personnel for the ongoing Ministry of Health pilot programme for TruScreen, based in Hanoi Hospital of O&G.

The Hanoi Hospital of O&G continues to support the TruScreen program within the hospital and appreciates the training and continuous professional development that TruScreen provides.

TruScreen also held a highly successful one-day Short Colposcopy course in Ho Chi Minh City, which attracted doctors from the University Medical Centre O&G department, gynaecologists from My Duc Hospital and personnel from two other private hospitals.

## Conferences

### TruScreen's huge potential highlighted at Australian Microcap and AusBiotech Invest conferences

TruScreen CEO Martin Dillon highlighted TruScreen's work and the positive macro-environment for the Company at the 2019 Australian Microcap Investment Conference in Melbourne in October.

Mr Dillon said TruScreen's market opportunity is expected to grow rapidly as World Health Organisation (WHO) member countries set screening targets for 2030 and aim to eradicate cervical cancer by the end of the century. Watch Mr Dillon's presentation below.



Mr Dillon accentuated the positive global developments for TruScreen and the Company's huge potential at the AusBiotech Invest 2019 conference in Melbourne on 1 November, one of the largest life science gatherings in Australia.

Mr Dillon spoke about TruScreen's latest achievements, including the encouraging results from the Hunan clinical study in China; the recognition from WHO, UNITAD and the Clinton Foundation; and the favourable market opportunity for TruScreen flowing from the WHO cervical cancer elimination strategy.

