

## NZX/ASX Announcement

15 February 2023

### Commercial Update

Cervical cancer screening technology company, **TruScreen Group Limited** (NZX/ASX: TRU) ('TruScreen' or 'the Company'), is pleased to provide this commercial update.

#### ***Zimbabwe***

TruScreen successfully secured a tender for the supply of a further 10,800 SUS (Single Use Sensor) which is expected to be shipped in March 2023.

The TruScreen cervical cancer screening roll out in Zimbabwe continues to make excellent progress with the programme scanning 10,500 women in the Masvingo province at the end of January 2023. TruScreen continues to work closely with the National Aids Council and the Ministry of Health in support of its plan to implement the programme nationally.

#### ***Vietnam***

TruScreen anticipates that Vietnam will become a market of major focus with significant potential. Our new Vietnamese distributor has recently placed an order for 8 devices and 1,800 SUS which will be shipped in March 2023. The devices will be installed in 8 hospitals with screenings expected to commence in Q2 CY2023.

From the pipeline of potential hospitals, TruScreen expects further approvals to follow. TruScreen is also expecting to receive local accreditation shortly, thereby removing the requirement for individual hospitals to seek prior MOH approval, which will shorten the sales cycle.

#### ***Russia/Kazakhstan***

On the strength of our Russian distributors expansion into Kazakhstan and to accelerate screening programmes in Russia and neighbouring Central Asian countries, JSC IMSystems have upgraded their order, for which payment has been received, to 11 devices and 6,120 SUS.

TruScreen's Russia distributor JSC IMSystems has recently extended its presence to Kazakhstan which will be the base of expansion by IMSystems to other Central Asian countries. Kazakhstan has a population of 18 million spread over an area of 2.7 million square kilometres (the 9<sup>th</sup> largest country in the world). Central Asian doctors and healthcare professionals are mostly trained in Russian universities and hospitals.

#### ***Middle East and Gulf Countries***

Saudi Arabia will shortly announce the results of its TruScreen cervical cancer screening clinical trial programme. TruScreen expects the results to be positive and it will endorse the TruScreen cervical cancer screening technology, with sales of devices to our distributor to follow. Opportunities to expand in the Middle East and Gulf countries are also being evaluated with discussions underway for distribution rights in Jordan.

## **China**

With China re-opening her borders for international travel in January 2023, we expect the market to swiftly return to normal trading. China remains TruScreen's major market. TruScreen cervical cancer screening devices are registered as a Chinese domestic product with its Made in China mark. The manufacturing of devices marketed in China being made in China shortens the selling cycle in China and provides a significant barrier of entry for competing foreign technologies seeking to access the Chinese market.

Following the sales referred to above TruScreen will have 238 TruScreen Screening Devices operating in the field with a commensurate increasing pull through in SUS usage. A disposal SUS is used in every single screening test. This is a 26.6% increase of devices in operation at the end of FY2022.

This announcement has been approved by the Board.

For more information, visit [www.truscreen.com](http://www.truscreen.com) or contact:

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## **About TruScreen:**

TruScreen Group Limited (NZX/ASX: TRU) is a New Zealand-based medical device company that has developed an AI-enabled device that can detect precancerous and cancerous cervical changes in real-time via optical and electrical measurements of cervical tissue. Unlike many cervical screening technologies that have only triage/adjunct functionality, the TruScreen device is registered as a primary screening tool.

TruScreen's cervical screening technology effectively resolves many of the ongoing issues with conventional cytology, including failed samples, poor patient follow-up, patient discomfort, and the need for supporting laboratory infrastructure.

The device is CE-marked, meaning it meets EU safety, health and environmental protection standards required for sale and use throughout Europe. It is also National Medical Products Administration approved for sale in China. In 2021, TruScreen established a manufacturing facility in China for devices marketed and sold in China.

TruScreen is currently targeting product sales to a range of low and middle-income countries, including China, Mexico, Vietnam, Russia, Zimbabwe and Saudi Arabia, where no large-scale cervical cancer screening programmes and infrastructure are currently in place. By doing so, the Company hopes to help improve the health and wellbeing of women worldwide.

To learn more, please visit: [www.truscreen.com/](http://www.truscreen.com/)