LBT PRESENTATION - 121 TECH INVESTMENT CONFERENCE, SINGAPORE

Adelaide, Australia, 3 December 2018: Australian medical technology company LBT Innovations Limited (ASX: LBT) (**LBT** or the **Company**), a leader in medical technology automation using artificial intelligence is pleased to announce the Company will be attending and presenting at the 121 Tech Investment conference (https://www.weare121.com/121techinvestment-singapore/) being held in Singapore 4-5 December 2018.

LBT CEO and Managing Director Brent Barnes, will be presenting as well as conducting a number of one on one meetings with sophisticated and institutional investors.

The Company's presentation for these meetings is attached.

– ENDS –

About LBT Innovations
LBT Innovations (LBT) improves patient outcomes by making healthcare more efficient. Based in Adelaide, South Australia, the Company has a history of developing world leading products in microbiology automation. Its first product, MicroStreak®, was a global first in the automation of the culture plate streaking process. The Company's second product, the Automated Plate Assessment System (APAS®) is being commercialised through LBT's 50% owned joint venture company Clever Culture Systems AG (CCS) with Hettich Holding Beteiligungs- und Verwaltungs-GmbH. The APAS® instrument is based upon LBT's intelligent imaging and machine learning software, and remains the only US FDA-cleared artificial intelligence technology for automated imaging, analysis and interpretation of culture plates following incubation. LBT's third product WoundVue® is in early development; this is a proposed automated solution to assist in the management of chronic wounds.

CONTACTS

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LBT INNOVATIONS

121 TECH INVESTMENT
4-5 DECEMBER 2018 SINGAPORE

Company Update
121 Tech Investment Conference, Singapore

Brent Barnes
Managing Director & Chief Executive Officer

4th December 2018

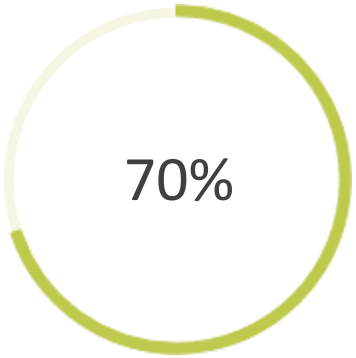
Disclaimer

This document contains certain forward-looking statements that involve risks and uncertainties. Although we believe that the expectations reflected in the forward-looking statements are reasonable at this time, we can give no assurance that these expectations will prove to be correct.

Given these uncertainties, readers are cautioned not to place undue reliance on any forward-looking statements. Actual results could differ materially from those anticipated in these forward-looking statements due to many important factors, risk and uncertainties including, without limitation, risks associated with medical device development and manufacture, risks inherent in the extensive regulatory approval processes mandated by regulatory authorities, delays in clinical trials, future capital needs, general economic uncertainly and other risks detailed from time to time in the Company's announcements to the ASX.

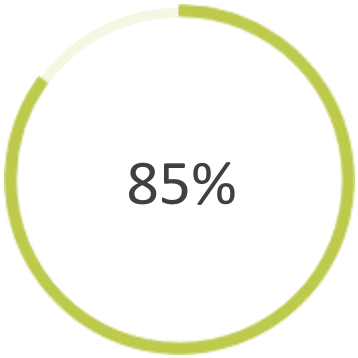
Moreover, there can be no assurance that others will not independently develop similar products or processes or design around patents owned or licensed by the Company, or that patents owned or licensed by the Company will provide meaningful protection or competitive advantages.

Customer problems: Microbiology labs



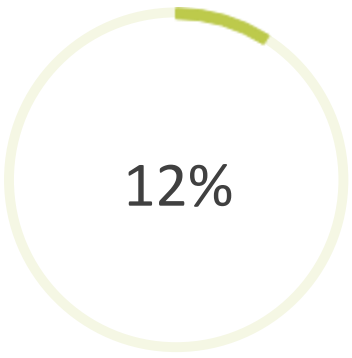
High Demand

70% of clinical decisions are based on in vitro diagnostic lab results



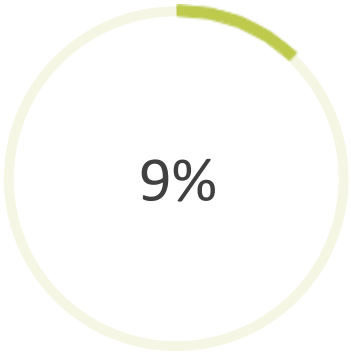
Inefficient resource utilisation

Up to 85% of plates read are negative or show no significant growth



Inconsistent results

Variability in plate reading with error rates 5.5-6.6%, and 12% for morphology[4]



Qualified microbiologists

9%[3] vacancy rate in the US. Average age of microbiologist is 51 years (AU)[1], 42 (US)[2]

1. MedVersus - http://medversus.com.au/specialty/microbiology/
2. Data USA - https://datausa.io/profile/cip/260503/
3. ASCP Laboratory Workforce Report, April 10, 2018
4. J. Clin. Microbiol. doi:10.1128/JCM.01380-16

Solution: APAS® Independence

The first and only automated culture plate reader. Automated imaging, analysis and interpretation of agar culture. *Powered by AI*.

Improve Time Management

Remove negatives out of the workflow

Accuracy

Higher quality and consistency of results

Workplace Safety

Increase workplace safety by lowering manual handling

Cost Efficiencies

Through more efficient use of staff and reduced risk of injuries

Clinically Proven Technology

Scientific publication

AMERICAN SOCIETY FOR MICROBIOLOGY | Journal of Clinical Microbiology

Evaluation of an Image Analysis Device (APAS) for Screening Urine Cultures

John Glasson,[a] Rhys Hill,[b] Michael Summerford,[a] Steven Giglio[c]

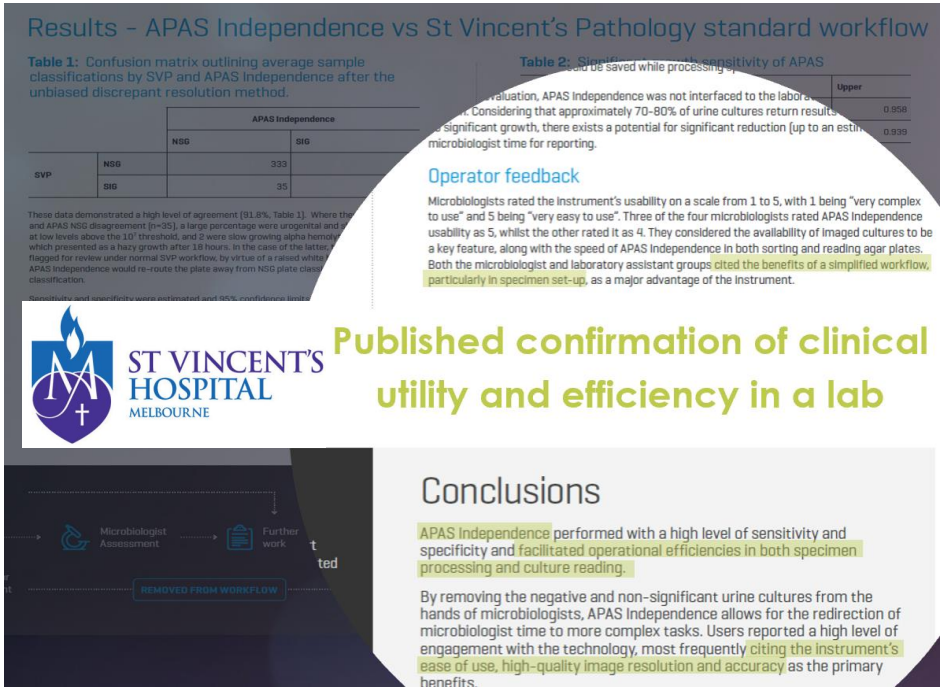
LBT Innovations Ltd., Adelaide, South Australia[a]; Australian Centre for Visual Technologies, University of Adelaide, Adelaide, South Australia[b]; Healthscope Pathology, Wayville, South Australia[c]

While advancements have been made in some areas of pathology with diagnostic materials being screened using image analysis technologies, the reporting of cultures from agar plates remains a manual process. We compared the results for 2,163 urine cultures read by a reference panel of microbiologists, by the routine laboratory process, and by an automated plate reading system, APAS (LBT Innovations Ltd., South Australia). APAS detected colonies with a sensitivity of 99.1% and a specificity of 99.3% on blood agar, while on MacConkey agar, the colony detection sensitivity was 99.4% with a specificity of 99.3%. The device's ability to enumerate growth had an accuracy of 89.2%, and the morphological identification of colonies showed a high level of performance for the colony types typical of *Escherichia coli* and other enteric bacilli. On blood agar, lactose-fermenting colonies were morphologically identified with a sensitivity of 98.9%, while on MacConkey agar they were identified with a sensitivity of 99.2%. In this first clinical evaluation, APAS demonstrated high performance in the detection, enumeration, and colony classification of isolates compared with that for conventional plate-reading methods. The device found all cases reported by the laboratory and detected the most commonly encountered organisms found in urinary tract infections.

10,000 patient clinical trial

APAS® technology US FDA cleared as class II medical device

Customer publication



"APAS® Independence facilitated operational efficiencies in both specimen processing and culture reading"

Corporate Snapshot – ASX.LBT

Key Statistics as at 29 Nov 2018	
Current Price	**$0.09 per share**
12 month range	$0.09 - $0.27
Shares Outstanding	200.9 million
Options Issued	18.1 million
Market Cap	**~$20 million**
Shareholders	**Insto (10%), Industry (8%), Dir + Mgmt (5%)**

Financials

- **$7.9m raised May18 - LBT well funded**
- **Cash 30-Sep-18 ~$5.3m,** *~$6m additional funding available*
- Focus on early commercial launch & global footprint

Recent Achievements

- ✓ Dec17 – $2m AutoBio strategic placement completed
- ✓ Jan18 – $4m funding from South Australian Government
- ✓ **Apr18 – First EU installation - Labor Dr Wisplinghoff**
- ✓ Apr18 – APAS® data presented at ECCMID meeting
- ✓ **May18 – $7.9m oversubscribed private placement & SPP**
- ✓ **Aug18 – First sale of APAS® Independence system AU**
- ✓ Aug18 - $4m facility from SA Government finalised
- ✓ **Nov18 – First US installation – Hennepin Healthcare**

Upcoming Milestones

- AM MRSA Clinical Trials commence
- 510(K) submission for US FDA, followed by clearance
- Publications presented at global conferences
- Development international sales pipeline

Australia: Launch Market

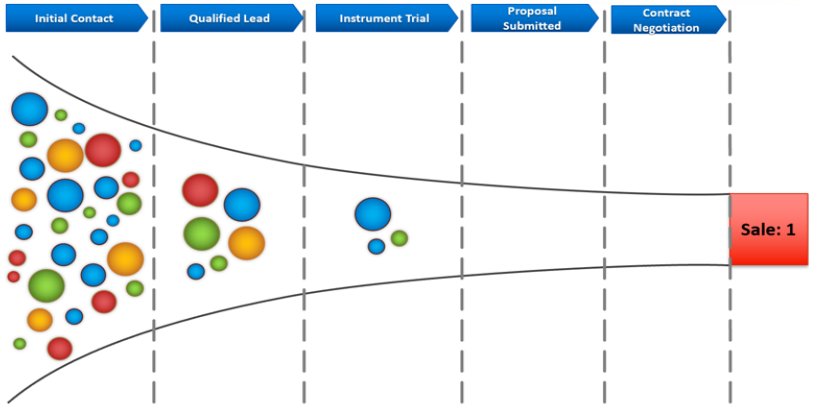
ST VINCENT'S HOSPITAL MELBOURNE

First global sale August 2018

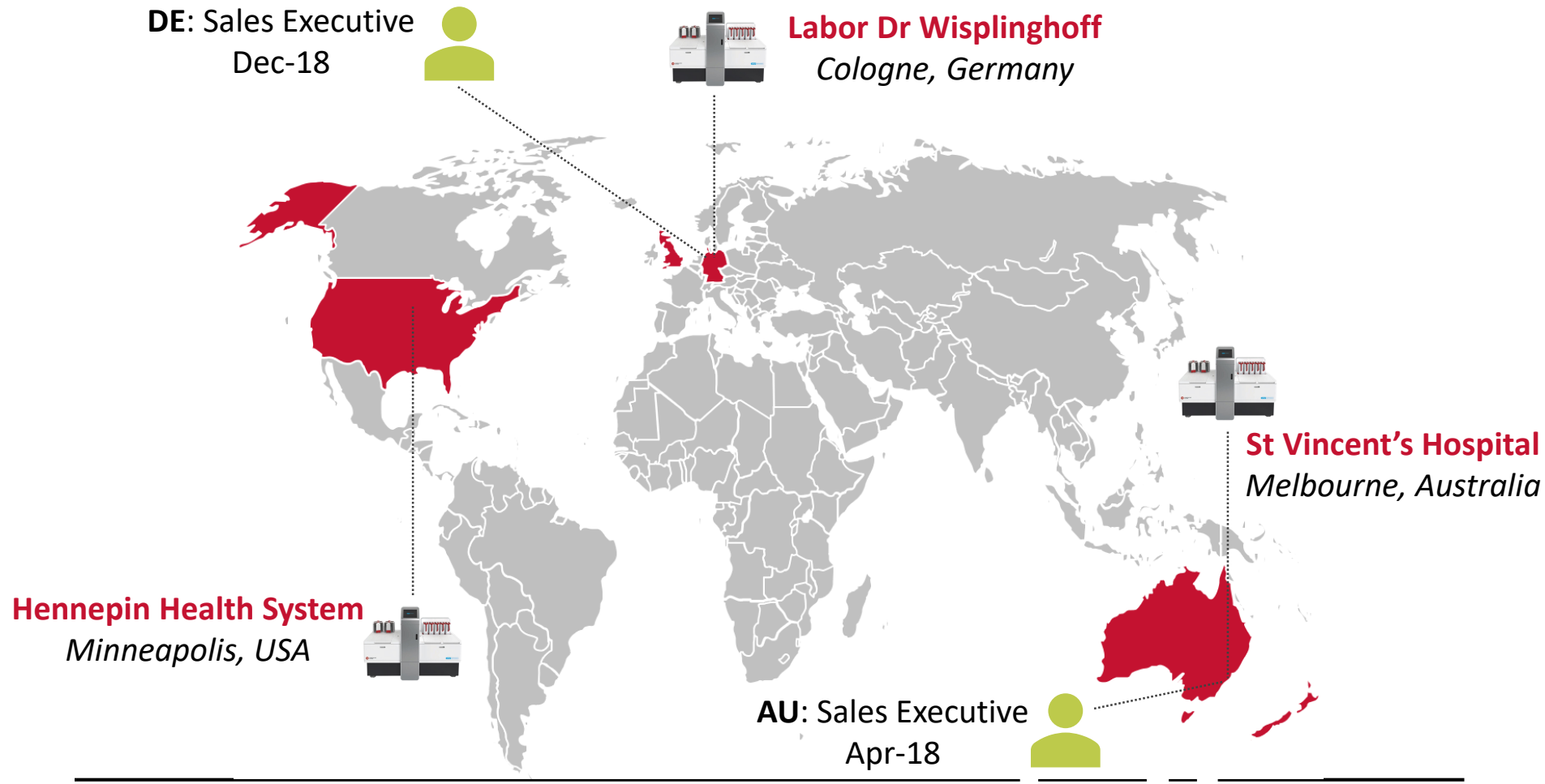
Channel 7 Melbourne, Sunday 8th October 2017
https://www.facebook.com/7NewsMelbourne/videos/10155915549244301/

- Positive market feedback
- Pipeline sales targets identified, exact sales timing difficult to predict, sales cycle 6 – 12+ months
- Multiple opportunities in pipeline

1. Raise awareness → 2. Verify clinical utility → 3. Budget, buying decision?



Strategic placements: centre of excellence



Attractive Revenue Model

Customer:
Pathology laboratories

Instrument
USD$300,000

+

Annual software license
USD$30K

5 year revenue opportunity

~USD$0.45m
per instrument

50:50 Joint Venture

LBT INNOVATIONS & HETTICH LABORAPPARATE

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*Distributor Margin

Regional Distributors(s)

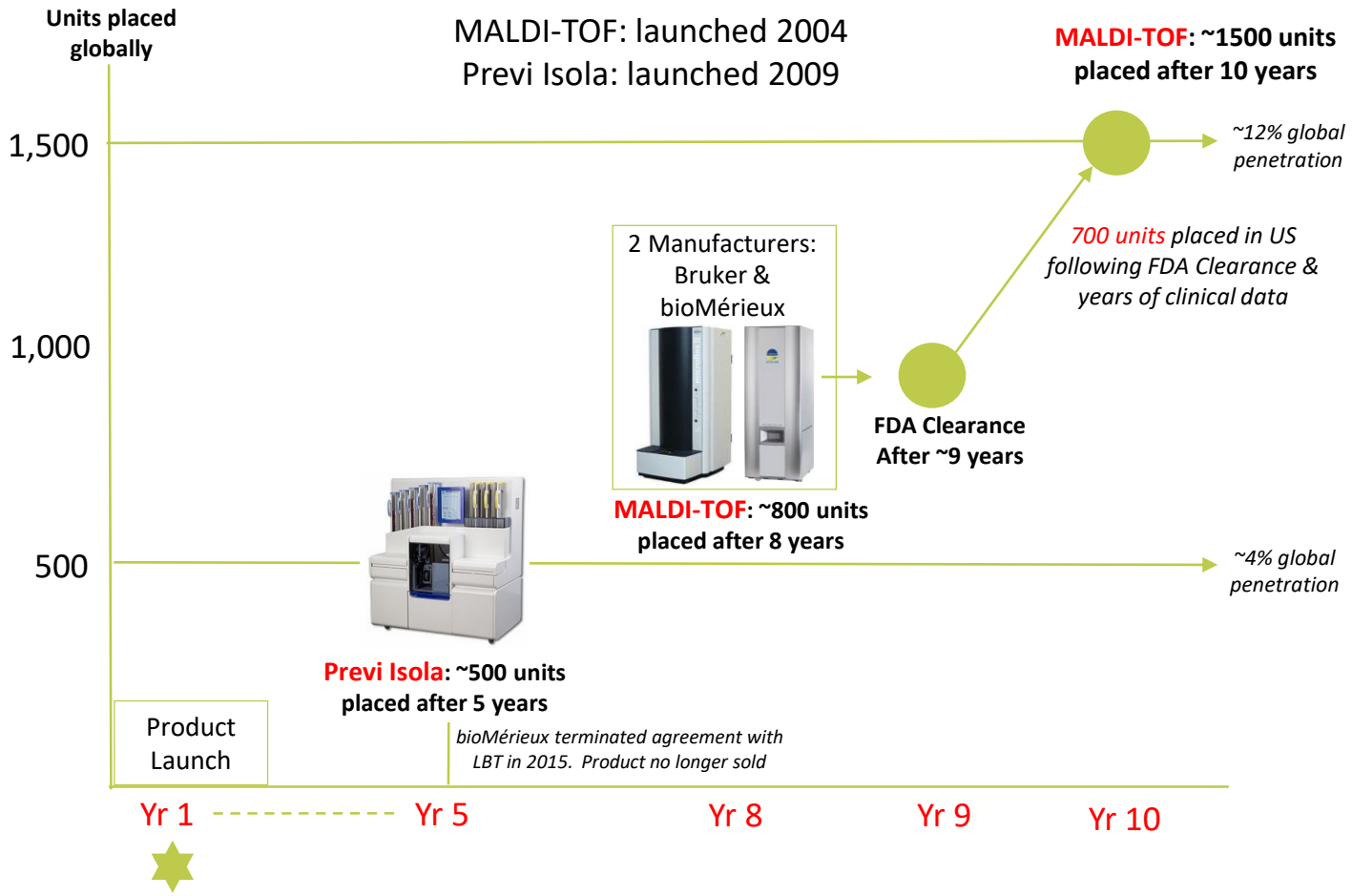
**20% - 40% margin*

$$

CLEVER CULTURE SYSTEMS

Legal manufacturer of APAS® Independence

Sales forecast: similar products case study



Case Study APAS® Independence:

1,500 units after 10 years

1. Cumulative Instrument sales: ~AUD$600M

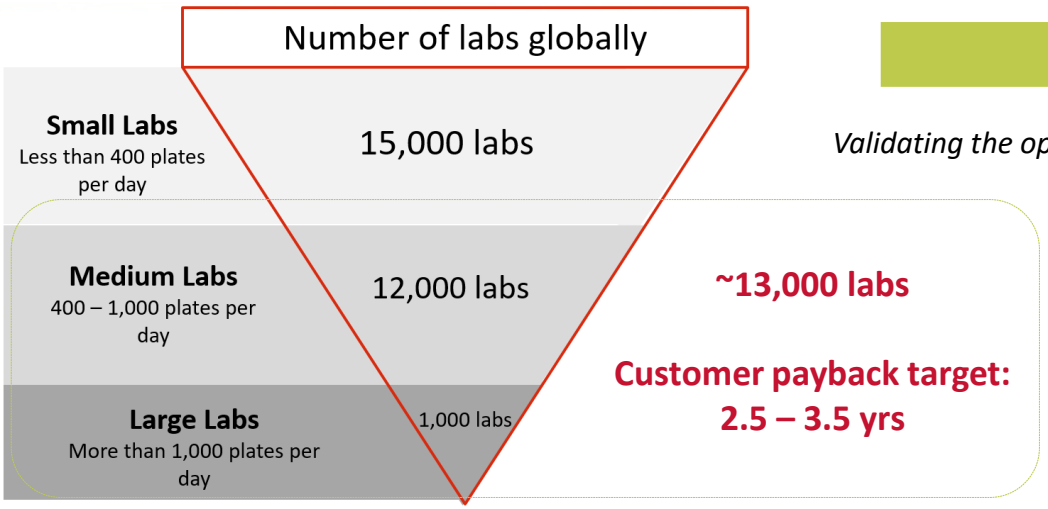
50% flows to LBT (after distributor fees & JV costs)

2. Licence fees, building to: **~AUD$60M per annum**

majority flows to LBT *(after distributor fees)*

Large Market Opportunity

Macro Analysis



Validating the opportunity

~13,000 labs

Customer payback target: 2.5 – 3.5 yrs

Supporting Sales

Over 160 labs, finalised H2CY18:
Australia, UK, Germany, USA

Feedback that influences customer interest and sales:

- ✓ Media Used – brand and product codes. High acceptance to change media
- ✓ Full plates, bi-plates, multiple specimens per plate
- ✓ Specimen type processed
- ✓ Incubation time
- ✓ Lab size (*feedback received from labs > 400 plates per day*)

Competitor Landscape

1st & only FDA cleared technology

Modular & simple installation

APAS® Independence

No direct competitor

Affordable

Inoculation and Culture Plate Streaking → Incubate → **Automated Plate Reading** → Identification & antibiotic sensitivity testing

Competition snapshot: Existing automation targeting different market segments: Large, connected, complex, expensive, low global penetration.

WASPLab™

Image: http://www.copanusa.com/products/automation/wasplab/

Large labs only:
~150 installs over ~11 years

Plate Reading:
Still requires manual assessment

Large capital cost:
USD$2.5m+

BD Kiestra™ Total Lab Automation

http://www.bd.com/europe/labautomation/

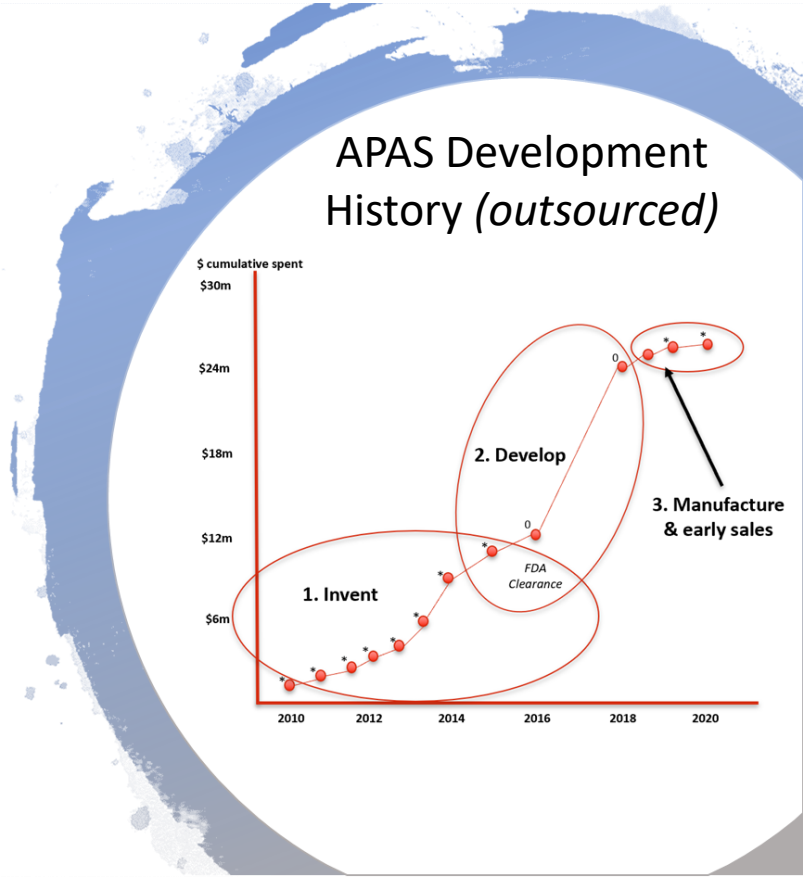
Innovating AI and intelligent imaging for the future of healthcare

Future: Building Strategic Capability

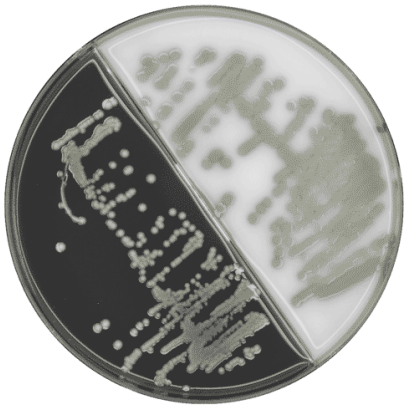
Transitioning from outsourced development to internal capability. Critical to develop future analysis modules

Our Values:

- People investment: Artificial intelligence, software engineering, science. *Unique value proposition.*
- Technology proven -> insourcing increases efficiency and reduces cost
- Directly control development of additional analysis modules in sustainable way



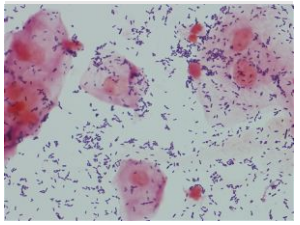
Extension of APAS Algorithm

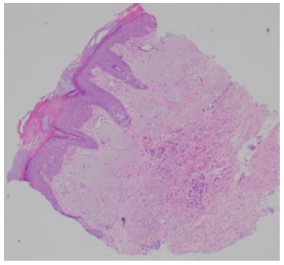


APAS® automated detection

Antibiotic Sensitivity Testing Analysis

Gram Stain Reading



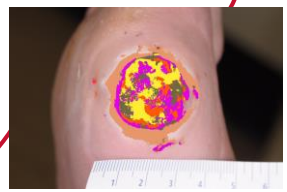


Histopathology

Digital Pathology

Automated Slide Scanning

WoundVue



Broader APAS® Opportunities

LBT's proven artificial intelligence capability and experience means we are well placed to grow through partnerships / acquisition to extend the application into new clinical disciplines.

LBT end-to-end workflow delivery with focus on customer benefits

Data Capture

Data Processing

LBT internal capability

Treatment / eMR / LIS

LBT understand the **end-to-end workflow** in addition our artificial intelligence platform. LBT deliver **trusted** and **actionable** solutions that:

- (1) Reduce cost (2) Deliver faster and (3) improved diagnosis (consistency / accuracy)

Outlook

2019

Regulatory

Submit 510(k) for APAS Independence (*update to be given by 31-Dec-18*)

FDA clearance

Market Development

Present publications

- ECCMID
- ASM

Expand reference sites

Analysis module development

Sales Activity

Develop international sales pipeline, leading to local distributor(s) placement

Modest sales – building adoption during CY2019

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Experienced Board of Directors

Brent Barnes
Managing Director

Commenced Oct-16

Experience

- Prior to LBT, executive working for #1 cochlear implant global medical device company, Cochlear Limited (ASX:COH)
- Lived in United States (Colorado and Texas) – establishing manufacturing business and running regional sales;
- General Manager, Asia Growth Markets responsible for 12 countries in Asia, based out of Singapore
- Non-Executive Director of telecommunications company Connek Pty Ltd

Kate Costello
Chairman

Steve Mathwin
NED

Caroline Popper
NED

Glenn Haifer
NED