

## FIRST SALE OF APAS® INDEPENDENCE IN UNITED STATES

*Hennepin County Medical Center purchases APAS® Independence*

**Adelaide, Australia, 09 June 2020:** 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 first sale of an APAS® Independence in the United States to Hennepin County Medical Center (**HCMC**).

### First U.S. Sale

The sale of the APAS® Independence has been completed following the installation of the middleware driver for APAS® connecting the instrument to the HCMC Laboratory Information Management System, which enables the automated reporting capability of the APAS® technology. The APAS® driver developed by Data Innovations has been successfully interfaced by HCMC and is now in a testing and validation phase prior to expected routine clinical use of the urine analysis module.

The sale was made directly to HCMC by LBT's 50% owned joint venture company, Clever Culture Systems (**CCS**). HCMC has entered into an annual software license for the FDA cleared urine analysis module and a 5-year service agreement, both on normal commercial terms. The commercial terms for the sale of the APAS® instrument reflect that it is a pre-production model installed approximately 2 years ago.

### Data Innovations Middleware Connection

The connection of the APAS® Independence to a customer's Lab Information System (**LIS**) is required for routine clinical use and critical for labs to realise the full benefits of the instrument. This connection of the APAS® Independence to the LIS using the Data Innovations middleware is another global first. Establishing this middleware platform will support future APAS® installations with Data Innovations existing customer base. Data Innovations have installations in approximately 65% of all laboratories in the United States.

### APAS® Independence at Hennepin Health Medical Center

HCMC in Minneapolis operates a nationally recognised Level I Adult Trauma Centre and Level I Paediatric Trauma Centre with primary care clinics located in Minneapolis and across Hennepin County. The HCMC Microbiology Laboratory provides a full range of diagnostic testing and reporting services and has purchased the APAS® Independence with associated urine analysis module to support their daily culture plate workflow. HCMC is a medium sized clinical laboratory processing approximately 500 specimens a day including 300 urine plates for analysis.

Director of Microbiology, Dr Glen Hansen, has a reputation for innovation and leading the industry with the implementation of cutting-edge technologies. Over the past 2 years, HCMC has been acting as a centre of excellence for APAS®, supporting the development of new analysis modules and presenting data at scientific conferences such as the American Society of Microbiology Microbe and the European Congress of Clinical Microbiology and Infectious Diseases.

HCMC Director of Microbiology, Dr Glen Hansen said:

*"The ability for us to automate the reading of our culture plates with the APAS® Independence has increased the work efficiency through the laboratory and has motivated staff who now have more time for other activities. It has been a real pleasure to work with the teams from LBT and CCS over the past two years. Their commitment and excitement towards the technology is obvious and I look forward to continuing the collaboration into the future."*

LBT CEO and MD, Brent Barnes said:

*"We are thrilled for HCMC to be the site of our first APAS® sale in the United States given their status and reputation which will no doubt help provide further commercial validation. Dr Hansen has been a great advocate for the technology and the purchase reflects the positive impact the technology has had within their lab. We continue to work hard with other laboratories in the region as we look to target further U.S. commercial sales."*

Approved for release by the Chair of the LBT Board.

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#### 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.

#### CONTACTS

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