

PRESENTATION AT AUSTRALIA BIOTECH INVEST & PARTNERING 2021

Tuesday 26 October 2021, 11:50am - 12:55pm (AEDT), Virtual Conference

Adelaide, Australia, 26 October 2021: LBT Innovations Limited (ASX: LBT), a leader in medical technology automation using artificial intelligence, is pleased to announce that the Company's CEO and Managing Director, Brent Barnes, will be presenting at the Australia Biotech Invest & Partnering 2021, conference.

Australia Biotech Invest & Partnering 2021 is AusBiotech's leading investment conference providing investors with the opportunity to hear from industry leaders about new technology and trends in the life sciences industry. The 2021 programme will be available online and on-demand via AusBiotech's digital platform.

Details:

Tuesday, 26 October, 11.50am - 12.55pm (AEDT)

LBT Innovations CEO, Brent Barnes – "Proven AI Technology Disrupting Global Microbiology Market."

The pre-recorded presentation will be followed by a live Q&A session moderated by Michael Molinari, Managing Director, IP Group Australia.

More information on the conference can be found here: <https://www.ausbiotechinvestment.com.au/>

For free registration to the conference as an investor, please use the following link:

<https://ausbiotech.eventsair.com/australia-biotech-invest-partnering-2021/abip21-investor-registration/Site/Register>

The Company's presentation for the conference is attached.

Approved for release by the Chair of the LBT Board.

– 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 culture plate specimen processing. The Company's second product, the Automated Plate Assessment System (APAS® Independence) is being commercialised through LBT's 50% owned joint venture company Clever Culture Systems AG (CCS) with Hettich Holding Beteiligungs- und Verwaltungs-GmbH. Channel partners for the sale and distribution of the APAS® Independence are in place for the United States (Thermo Fisher Scientific, Inc; exclusive distributor) and Europe (Beckman Coulter, Inc; Marketing Agent). 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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LBT Innovations - AusBiotech 2021

Proven AI technology disrupting global microbiology market

Brent Barnes
CEO & Managing Director
26 October 2021

ASX code: LBT

lbtinnovations.com

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 estimating potential quantity and timing of sales, 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 uncertainty 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.

All reasonable efforts have been made to provide accurate information, but the Company does not undertake any obligation to release publicly any revisions to any "forward-looking statement" to reflect events or circumstances after the date of this presentation, except as may be required under applicable laws. Recipients should make their own enquiries in relation to any investment decisions from a licensed investment advisor.

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OTHER JURISDICTIONS

This Presentation may only be accessed in other jurisdictions where it is legal to do so.

Clinical microbiology: US\$3.9bn global market¹

Current laboratory workflow remains highly manual – **Ripe for disruption**



Rising incidence of infectious diseases

>2.4bn culture plates read annually



Increasing demand on clinical resources

Workforce vacancy rates >10% in US²



Technology advancements

New products needed to meet demand



Exciting investment opportunity

Market growth at 6.5% per annum¹



1. Market Research Report, marketsandmarkets.com (Oct 2020): Clinical Microbiology Market by Application (Food, Pharma, Manufacturing, Chemical, Environment), Disease (Respiratory, Std, Uti), Product (Instrument, Analyzer, Reagent), End User (Hospital, Diagnostic Lab, Academia) - Global Forecast to 2025

2. MLO's 2021 Annual Salary Survey of laboratory professionals; Feb. 22, 2021.

Leading the way in digital microbiology

APAS® Independence - **First** and **only** automated culture plate reader



Innovative platform technology

One instrument - multiple products



Clinically proven

Over 15 scientific publications



Global regulatory clearances

FDA, CE Mark, UKCA, TGA



Product launched - Global sales

Australia, Germany, UK, US



Industry leading Channel Partners

EU: Beckman Coulter (Jul-20)

US: Thermo Fisher Scientific (Sep-21)



APAS INDEPENDENCE



ThermoFisher
SCIENTIFIC



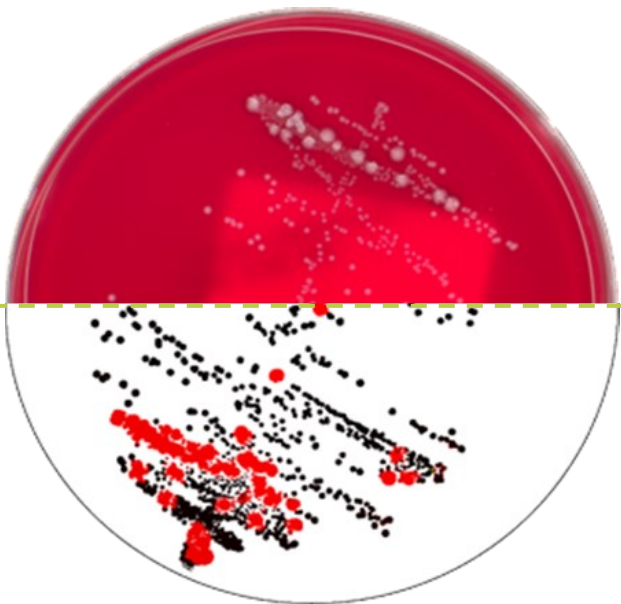
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Cutting edge AI technology

Patent protected APAS® technology for culture plate reading

Microbiologist view
Manual reading



APAS® Instrument
Automated AI interpretation



Automatic Plate Assessment System (APAS®)



3x Faster than a microbiologist
Able to process over 200 plates/hr



Accurate growth detection
Clinically validated performance



Efficient use of resources
60-90% plates automatically reported

Commercialisation platform delivered

Clinically Proven – **Regulatory** Cleared – **Channel partners** in place



2016

Technology validated

FDA Clearance for
APAS® Compact
device



2018

Platform technology

High throughput device
for culture plate reading
Global KOLs established
First Australian sale



2019

Global product launch

FDA Clearance - US
CE Mark - EU
First overseas sale



2020-21

Growing Adoption

Channel partners appointed

- Beckman Coulter, Inc
- Thermo Fisher Scientific, Inc

Early adopter sales - US, DE, UK

Global market opportunity

Addressable launch market: >2,000 laboratories or US\$1bn



**CLEVER CULTURE
SYSTEMS**

50:50 Joint Venture
Profits shared equally



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APAS Independence Sales

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Commercial partnerships to scale - US and EU

Sales partnerships with global leaders for two largest markets

United States

- Exclusive Distribution + Service & Support
- North America Sales: ~US\$20bn (2020)¹
- Market leader in media for microbiology
- Strategy to bundle APAS® and consumables

ThermoFisher
SCIENTIFIC



APAS®

Independence

Remel² Media

Europe (France, Germany, UK)

- 3-year Marketing Agent Agreement
- Diagnostics Revenue: US\$7.4bn (2020)¹
- APAS® completes modular automation solution

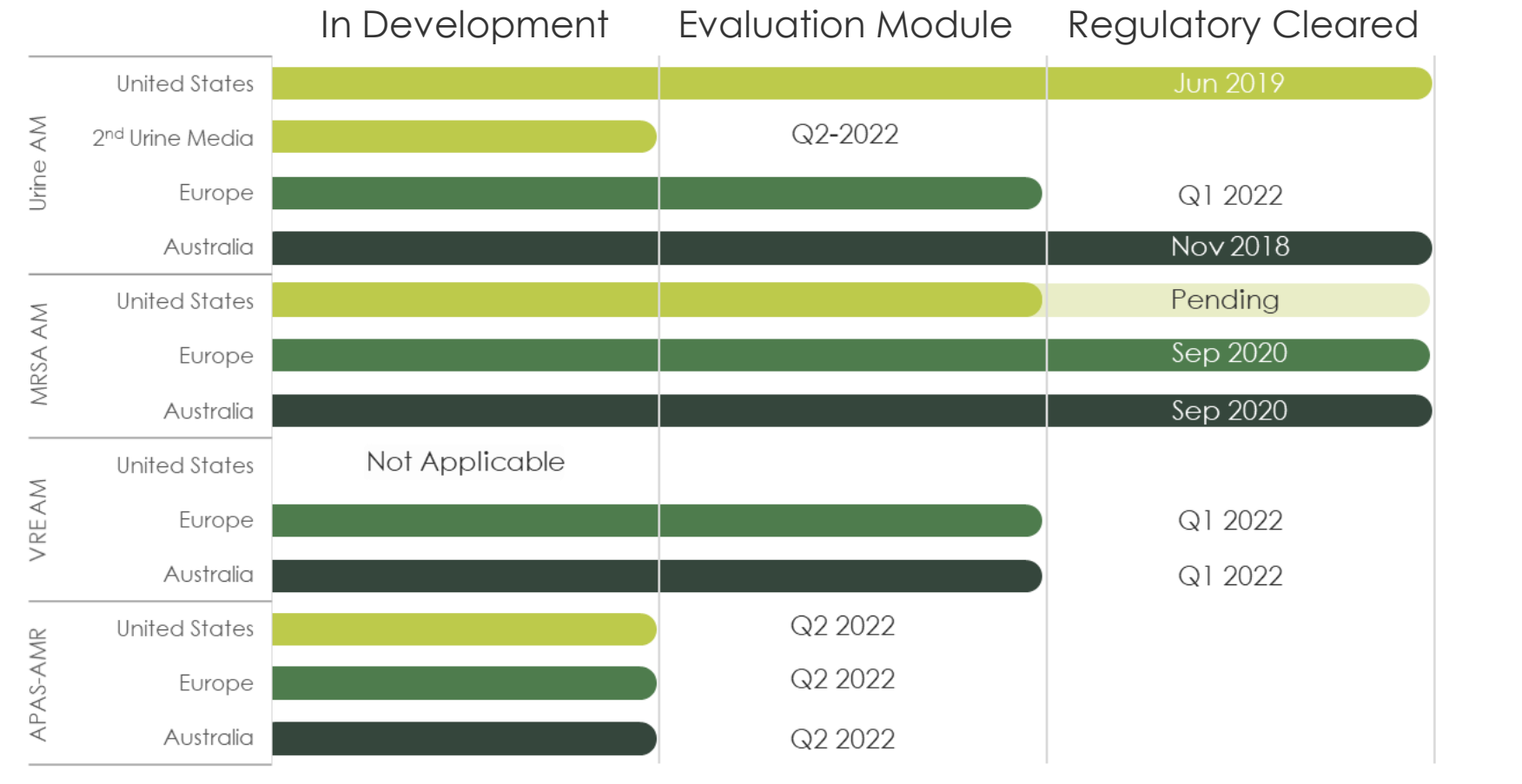
 **BECKMAN
COULTER**



Beckman Coulter Workstation Automation

APAS[®] technology pipeline

Growing suite of analysis modules to increase customer value proposition



New technology developments

Antimicrobial resistance

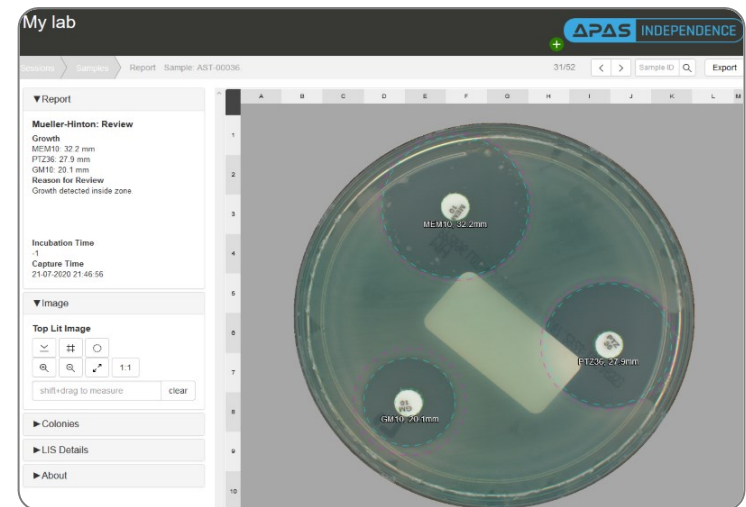
- Top 10 global health threat (WHO)
- APAS®-AMR informs optimal antimicrobial treatment
- **In development.** Supported by \$0.75m BTB Funding (Sep-20)

APAS® Early plate reading

- Ability to detect bacterial growth in <13hrs
- Significantly reduces time to diagnosis - saving lives
- **Proof-of-Concept completed.** Data presented at ECCMID (Jul-21)

New industry applications

- Exciting opportunity - Pharmaceutical market
- **Feasibility underway.** Clean room environmental monitoring



APAS®-AMR web report

Commercial outlook and goals

Technology and partners drive greater market adoption

2022

Early adopter sales through channel partners

Technology: Expand clinical utility

- Multiple AMs released for key markets
- APAS®-AMR first customer use

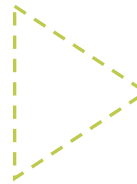
Scientific Data: 6 Publications

- Validated cost savings and laboratory ROI

Customers: Early adopters

- Technology innovators and reference labs

Growing sales, supported by strategic partnerships



2025

Market leader in intelligent microbiology automation

Technology: Validated & expanded

- Multiple APAS® products launched
- Largest database of digital culture plates

Increased market opportunity

- Expanded distribution coverage
- New industry verticals added

Customers: Established user base

- APAS® technology gold standard for culture plate reading

Global sales and established ARR through licence fees

Experienced Board & leadership team

Refreshed Board with global commercialisation and technology expertise



Brent Barnes

CEO and MD, AU

- 11 years senior executive at Cochlear Ltd (ASX: COH)
- Experience across Class I, II and III medical devices
- Held leadership roles in the US and Asia-Pacific
- Non-Executive Director Connek Ltd



Joanne Moss

Chair, AU

- US commercialization and scale up experience
- Non-Executive Director and Committee Chair of Ellume - *Australian digital diagnostics company*
- Deal strategy and execution expertise
- Corporate legal and governance background



Damian Lismore
NED, AU



Simon Arkell
NED, US



Brian O'Dwyer
NED, US



Ray Ridge
CFO, AU



International board



Healthcare and technology



Listed company experience



Compliance and finance

Corporate overview

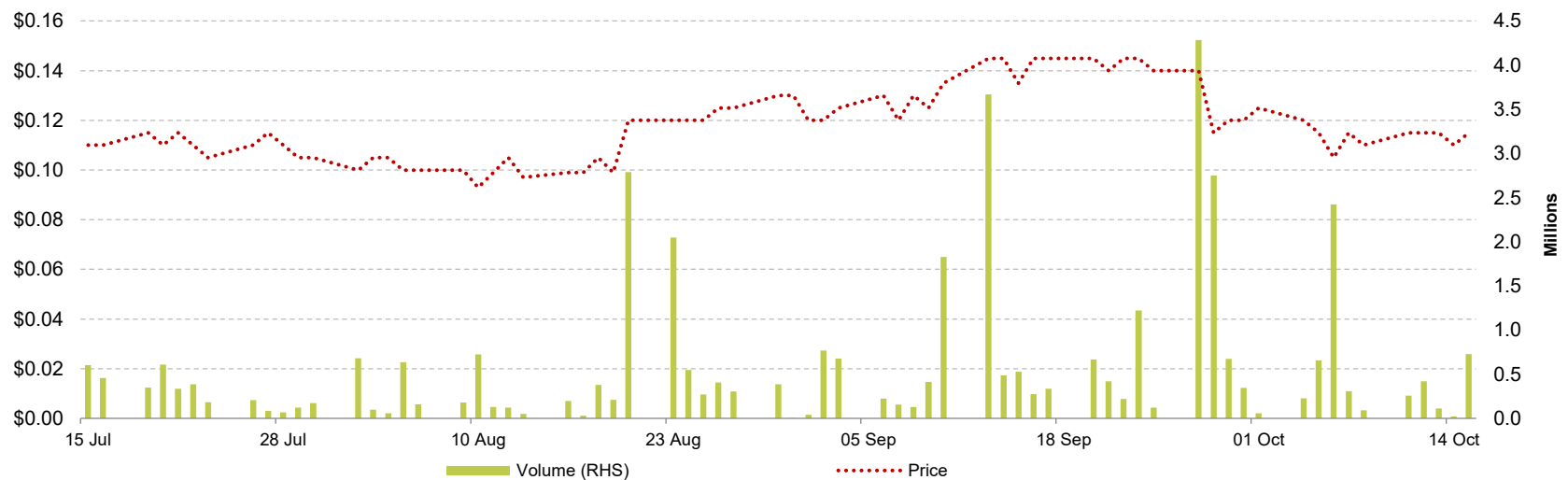
Well-positioned to scale with a strong balance sheet

Key Statistics (Closing price on 15 October 2021)

Share Price	\$0.115 per share
24-Month Range	\$0.071 - \$0.145
Number of Shares	289.1 million
Options Issued	11.9 million
Market Capitalisation	~\$33.2million

Financials (AUD)

Cash	\$9.6 million (30 Jun 21)
Cash Burn	~\$1.5m per Qtr (prior to revenue inflows and SAFA loan repayments)
SAFA Loan Facility	\$4 million - Low interest rate, 5-year term
Key Shareholders	Industry (5.6%), Stable Top 20 : ~28%



Investment highlights and outlook

No better time to be in microbiology diagnostics

Proven product - Commercial platform to grow

First-in-class technology - Patent protected

Regulatory clearances - FDA, CE Mark, UKCA, TGA

Product launched - Sales in Australia, Germany, UK, US

Channel partners - Thermo Fisher Scientific, Beckman Coulter

Infrastructure to grow - \$9.6m Cash (Jun-21)



Commercial outlook - Growing adoption

USA: MRSA analysis module FDA Clearance (Q4-21)

EU and Australia: VRE and Urine analysis modules CE Mark

Growing early adopter sales - Delivered by channel partners

APAS®-AMR - First customer use

Product expansion - New industry verticals created



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