



LBT INNOVATIONS

Leading the way

Proven AI technology for clinical microbiology

Annual General Meeting

29th November 2021

Brent Barnes
CEO & Managing Director

ASX code: LBT

lbtinnovations.com

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Jul 2020 – Nov 2021 Highlights

Industry giants commit to APAS® - partners for growth

Key partnerships to grow footprint

Beckman Coulter, EU Sales & Marketing agent (Jul-20). Top 4 Global Distributor.

Thermo Fisher, Exclusive US Distributor (Sep-21). World leader in serving science.

oneservice™, Global Service & Support partner (Jul-20). Implemented model for remote installation.

ThermoFisher
S C I E N T I F I C



 **oneservice**

 **HEALTH SERVICES
LABORATORIES**

 **MVZ Labor Ravensburg**
Labor Dr. Gärtner

Expanded customer base

Labor Dr Gärtner, Limbach Group. Germany's largest network of laboratories (Oct-20).

Health Services Laboratory, Sonic Healthcare. Global laboratory network. Two APAS® Independence (May-21).

Customer evaluations delivered in United States, EU and Australia.

Pioneering digital microbiology

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



2016

Technology validated

FDA Clearance for
APAS® Compact
device



2018

Platform technology

Global Key Opinion
Leaders established
First Australian sale



2019

Global product launch

FDA Clearance - US
CE Mark - EU
First overseas sale



2020-21

Growing Adoption

Channel partners appointed
Early adopter sales - US, DE, UK

Increased technology utility

MRSA AM – FDA Clearance
APAS-AMR module
commenced

Partnering with global leaders

Sales partnerships in the 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[®]

Remel² Media

Independence

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

Foundation sales in UK – Health Services Laboratory

UK centre of excellence, subsidiary of Sonic Healthcare (ASX: SHL)
~**150,000 plates** processed since installation

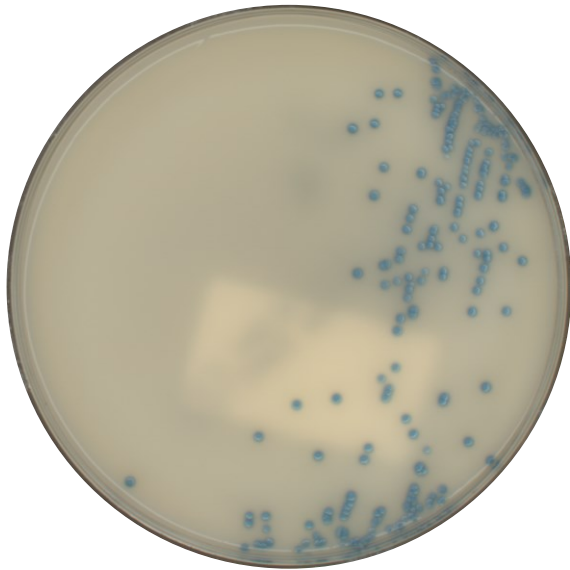


APAS® Independence in action at Health Services Laboratory (HSL), UK

APAS[®] MRSA analysis modules - FDA cleared for use

New product category created by FDA

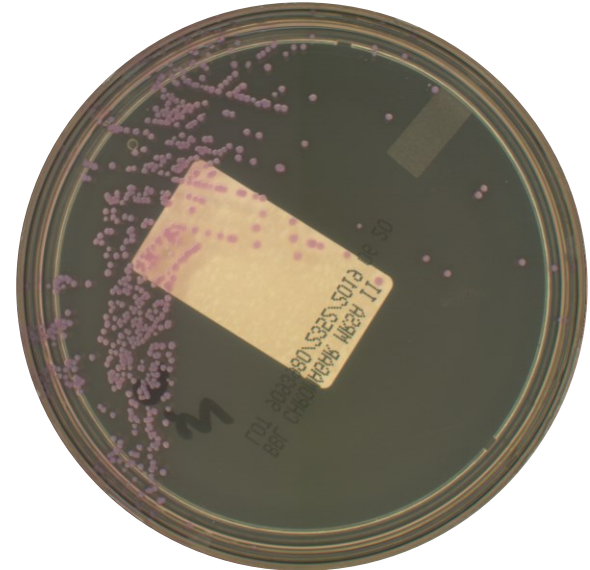
*Two products released supporting the **two largest media manufacturers***



Product Details

Culture Media: Thermo Fisher Scientific Spectra™ MRSA

Description: Detection of blue colonies as Presumptive MRSA



Product Details

Culture Media: BD BBL™ CHROMagar™ MRSA II

Description: Detection of mauve colonies as Presumptive MRSA

Product pipeline initiatives

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 industrial opportunities

- Pharmaceutical market
- **Feasibility underway**



APAS®-AMR web report

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

Investment highlights

No better time to be in microbiology diagnostics

Proven product

Platform technology delivered

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; Beckman Coulter

Infrastructure to grow

\$8.2m Cash (Sep-21)



Outlook

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

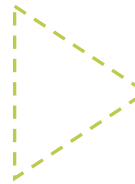
Scientific data: 6 new publications

- 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



LBT INNOVATIONS

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Level 8, 44 Waymouth Street

Adelaide SA 5000

+61 (0)8 8227 1555

info@lbtinnovations.com

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