

APAS® INDEPENDENCE MARKET UPDATE

Seven APAS® Instrument sales completed this calendar year

Adelaide, Australia, 13 September 2022: 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 provide this market update on recent sales and commercialisation activities for the APAS® Independence. Commercial activities are completed by LBT's wholly owned subsidiary, Clever Culture Systems (**CCS**).

Key Points:

- **Seven APAS® Instrument sales completed calendar year to date**
 - **APAS® Independence sale completed to LADR Group of laboratories in Germany**
 - **Fifth instrument shipped and sold to Thermo Fisher – Completes initial purchase orders**
- **LADR present new APAS® clinical data at German microbiology conference**
- **US webinar delivered to >200 laboratory professionals: APAS® AI for microbiology**
- **APAS® Independence presented on Thermo Fisher booth at US regional microbiology conference**

The Company is pleased to report continued commercial success, increasing the total number of sales in 2022 calendar year to seven. Over the last month, CCS completed and finalised the sale of two APAS® Independence instruments, one each in Europe and the United States respectively. The step-up in sales throughout 2022 is largely being driven from positive market traction in the United States, following the appointment of Thermo Fisher Scientific in September 2021.

Customer engagement has been positive with the APAS® Independence being showcased at regional microbiology conferences in the United States and Germany. The Company's exclusive US Distributor Thermo Fisher Scientific (**Thermo Fisher**) remains active in promoting the APAS® Independence, including hosting an educational webinar on the potential of artificial intelligence to more than 200 laboratory professionals from around the United States.

Europe – Direct APAS® Independence sale completed to LADR Group

In August, CCS completed a direct sale of an APAS® Independence with Urine, MRSA and VRE analysis modules to the LADR Group of laboratories in Germany. The LADR Group operate a network of over 80 laboratories throughout Germany, including 19 larger reference laboratories.

Following the sale, LADR presented data of their experience using APAS® Independence to the annual German Society of Hygiene and Microbiology conference. This included a high-profile lecture session from LADR Director, Dr Tobias Kramer comparing the APAS® Independence to manual plate reading.

United States – APAS® technology presentation to over 200 laboratory professionals

CCS completed the shipping and sale of the fifth APAS® instrument to Thermo Fisher, finalising the initial purchase orders raised in March 2022.

In August, Thermo Fisher hosted an educational webinar titled, “*New Perspectives on the Automated Microbiology Laboratory: Realising the Potential of Artificial Intelligence*”. The webinar was presented to over 200 laboratory professionals and featured LBT Research and Scientific Directors, Rhys Hill and Dr Steve Giglio, who provided new insights into the considerations for developing artificial intelligent solutions in microbiology.

The APAS® Independence was presented at the Thermo Fisher booth at the annual Southwestern Association of Clinical Microbiology (**SWACM**) meeting in Kansas City, Missouri (7-8 September 2022). SWACM is one of the best attended regional microbiology meetings held in the United States covering clinical laboratories throughout Texas, Louisiana, Arkansas, Oklahoma, Kansas and Missouri.

LBT CEO and Managing Director, Brent Barnes said:

“Coming out of the COVID-19 global pandemic and with global markets re-open, it's really exciting to see the commercial progress made over the last 9 months. With seven APAS® instrument sales completed in this calendar year; we are beginning to see what success looks like. We will continue to work diligently with our channel partners to ensure this positive momentum continues.”

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 culture plate specimen processing. The Company's second product, the Automated Plate Assessment System (APAS® Independence) uses LBT's intelligent imaging and machine learning software to automate the imaging, analysis and interpretation of culture plates following incubation. The technology remains the only US FDA-cleared artificial intelligence technology for automated culture plate reading and is being commercialised through LBT's wholly owned subsidiary Clever Culture Systems AG (CCS). 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 selected countries in Europe (Beckman Coulter, Inc; Marketing Agent).

INVESTOR ENQUIRIES

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