



LBT INNOVATIONS

ASX code: LBT | lbtinnovations.com

Ausbiotech Biotech Invest Summit

3 December 2014

Lusia Guthrie, CEO

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 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.



LBT Innovations Limited (ASX: LBT)

Unique Australian public company - devises smart and efficient diagnostic technologies for the global pathology market

Delivering faster, more efficient and more accurate results for patients

Current niche in automation of routine microbiology testing

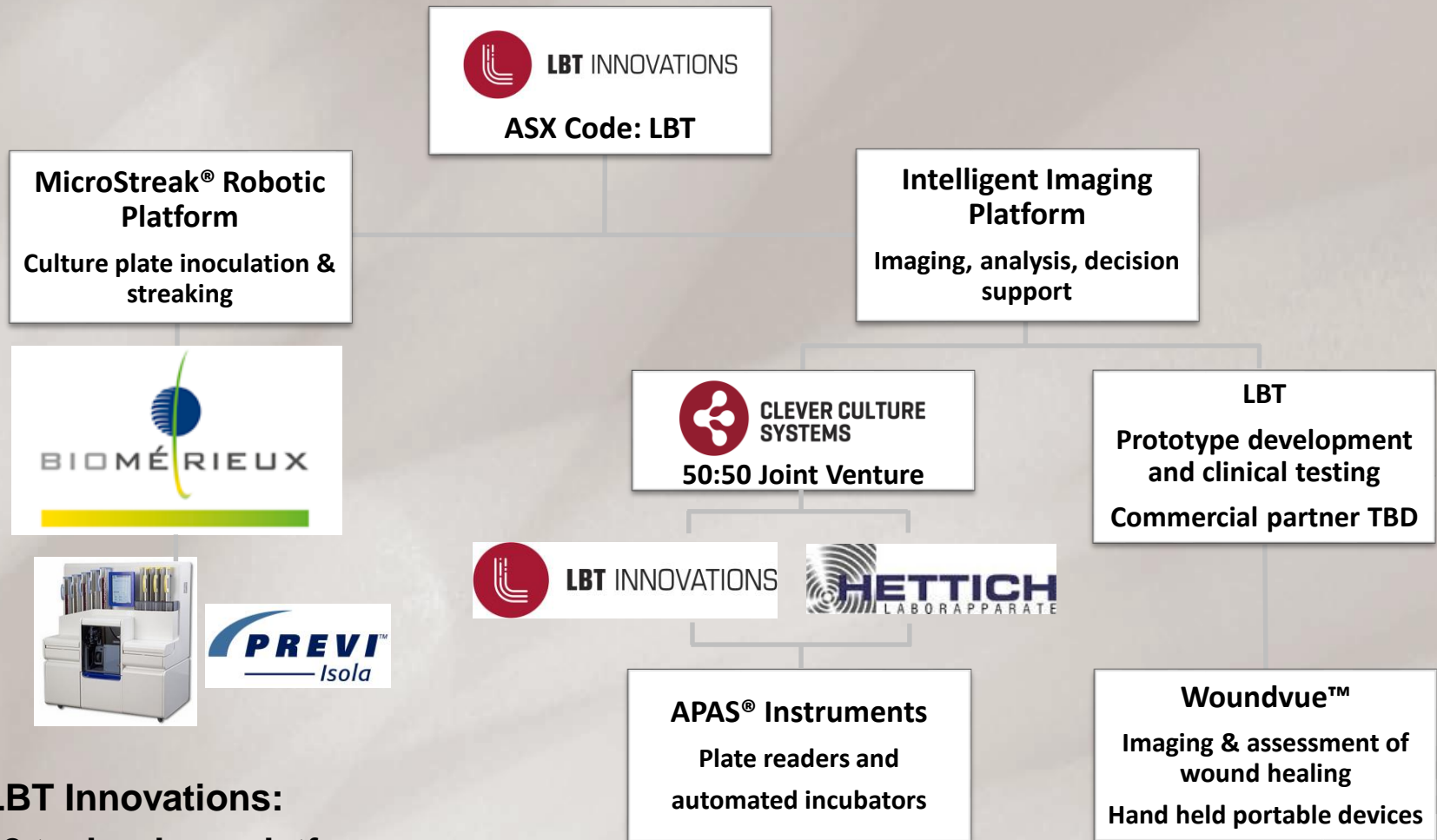
LBT is at the table with global market leaders in the \$8bn microbiology market, with runs on the board generating over \$19m income to date:

- PREVI® Isola - in market; innovative automated culture plate streaker; licensed to global leader bioMérieux; to date \$13 million revenue
- APAS® – near market, first in class automated plate reading system:
 - \$5m income to date
 - further \$1m milestone payment anticipated
 - JV with Zurich-based Hettich
 - Clinical trials in progress for FDA clearance
 - Pursuing distribution strategy with global market leaders



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Operating structure



LBT Innovations:

- 2 technology platforms
- 3 products: 2 products generating revenue, one in R&D
- Established global partners



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Technology pipeline

APAS®:

- APAS® software is a classified medical device
- FDA approval expected 2015 – a key milestone for distribution partners, which will validate the value of LBT's intelligent imaging technology
- Automated laboratory equipment incorporating APAS® technology will be manufactured in Europe – sales expected 2016
- Follow-on APAS products in R&D
- Further opportunities in applications for food and environmental testing

New product proposal Woundvue™:

- Novel diagnostic for management of chronic wounds - hand-held portable device
- Leveraging LBT's Intelligent Image Interpretation platform
- Aimed at \$18bn wound therapeutics market

PREVI® Isola:

- No further investment required by LBT - exclusive global licence to bioMérieux
- Royalty stream to LBT until 2028 from sales of consumable applicators



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Woundvue™ new initiative

Second product from LBT's Intelligent Image Interpretation platform:

- Focussed on fast-growing chronic wound market (CAGR >6%)
- Image capture, analysis and interpretation supporting treatment decisions
- Small, portable, hand-held imaging device with software embedded
- Information relayed to centralised wound record database to assist tracking of wound healing and better informed treatment decisions
- \$250K BioSA Commercialisation Accelerator grant to fund project initiation
- LBT evaluating medium-term funding models to manage the Woundvue™ development program



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LBT addressable market

1. Labour Savings:

- Relieve microbiologists of labour-intensive, time-consuming manual tasks
- PREVI® Isola - labour efficiencies in culture plate streaking
- APAS® - labour efficiencies in culture plate reading and sorting – manual plate reading costs estimated at \$1.2 billion p.a. globally

2. Gold standard for wound management:

- Woundvue™ addressing labour efficiencies and consistency of diagnosis
- Nursing homes, wound clinics, doctors' time, community nurses
- Current practices labour intensive, inefficient,
- No gold standard device for wound assessment
- Cost of wounds \$60 bn p.a. globally, including dressings, treatments & labour
- Labour costs estimated at \$42 billion p.a. globally



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Summary

LBT is at the table with global market leaders in \$8bn microbiology market with runs on the board generating over \$19m to date:

- APAS® clinical trials in progress, expecting APAS® to be first-in-class
- Joint Venture in place:
 - LBT focus on achieving FDA clearance and CE Mark
 - Hettich focus on instrument design and build
 - JV focus on commercialisation and distribution strategy

LBT has a proven global track record in microbiology development and automation, now progressing its Intelligent Image interpretation platform into the broader Healthcare market:

- Seeking to leverage investment, skills and knowledge in this platform
- Woundvue™ in initial development, aimed at \$18bn wound care market
- *Evaluating funding models to manage Woundvue™ development program*



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Investor summary 30 September 2014



Key Statistics

Code	ASX:LBT
Listed	ASX 2006
Current Price (30 September 2014)	13.5 cents
52 Week High	25.5 cents
52 Week Low	6.8 cents
Shares	114.7 million
Market Cap	A\$15.5 million
Net Cash (30 September 2014)	A\$4.5 million
Directors and Senior Management	13.5%
Strategic Shareholder - bioMérieux	8.5%

Background

Cost-effective management since 2004 inception to Sept 14: 66% of cash funding generated through operating cash flow and 34% via equity; 70% invested in collaborative and contract research

2006 created MicroStreak® technology - marketed as PREVI® Isola

PREVI® Isola commercialised globally by bioMérieux; launched 2009; recurring royalty stream to 2028

2010 created Intelligent Imaging platform, based on world class computer vision technology with applications in healthcare diagnostics

2010-13 Automated Plate Assessment System (APAS®) developed

June 2013 Clever Culture Systems established as 50:50 JV with Hettich AG Switzerland to manufacture and commercialise APAS®

Nov 2014 APAS® Australian clinical trials completed

Early 2015 APAS® clinical trial in USA

Future Priorities

BioSA grant funding initiates proof of concept for Woundvue™ project

Secure global distribution for APAS® products

Submission for FDA US market approval for APAS® software

Submission for CE Mark for European markets for APAS® instruments

Top Shareholders

bioMérieux (licence partner for PREVI® Isola)	8.5%
B Moran	5.6%
L H Guthrie (LBT CEO)	5.3%
R A Finder (LBT Chairman)	4.5%
Avanteos Investments Ltd (1)	4.4%
SA Pathology	4.1%
Avanteos Investments Ltd (2)	2.5%



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