

PHARMACEUTICAL MARKET OPPORTUNITY EXPANDED WITH NEW APAS® APPLICATION FOR CONTACT PLATES

Largely funded development to increase reoccurring revenue opportunities

Adelaide, Australia, 26 August 2024: Australian medical technology company LBT Innovations Limited (ASX: LBT) (**LBT or the Company**), a leader in microbiology automation using artificial intelligence, is pleased to announce the Company has commenced development of a new APAS® analysis module (*artificial intelligence software*) for reading contact plates used in pharmaceutical environmental monitoring. This planned development project is part of the Company's strategy to maximise the overall opportunity within the pharmaceutical market by increasing the number of customers able to benefit from the APAS® technology. The addition of the contact plate analysis module is expected to increase the total number of APAS® instruments sold in addition to increasing the annual reoccurring revenue opportunity for each instrument.

Highlights:

- **New APAS® application under development for 55mm contact culture plates used in pharmaceutical environmental monitoring for air, surface and personnel monitoring**
- **Increases reoccurring revenue and overall pharmaceutical market opportunity by automating more tests providing increased benefits to customers**
- **Creates unique value proposition for APAS® Independence as the only open platform able to automate the reading of both 55mm and 90mm culture plates**
- **First customer evaluations expected Q1 CY25, development expected to be completed mid-CY25**
- **\$1.1 million from the Company's existing MTPConnect's CTCM funding program will be earmarked for development of this new APAS® application**

Brent Barnes, CEO & Managing Director said:

"We launched APAS® Independence in the pharmaceutical market in March 2024 and have since generated 7 instrument sales and installed an additional 2 instruments for evaluation by new multinational pharmaceutical companies. With the confidence of sales and promising outlook, we have commenced development of a new APAS® analysis module to automate another test performed during routine environmental monitoring. The additional contact plate analysis module will be another software module available for sale to our customers, which is expected to increase both the total number of APAS® instruments sold and annual reoccurring revenue opportunity associated with each instrument.

Importantly, the CTCM funding that largely supports this new development investment, aligns with our strategy to target major pharmaceutical customers seeking platform technology solutions that can be scaled across their operations."

APAS® Independence technology expanded to read contact plates used in pharmaceutical environmental monitoring

Environmental monitoring is a critical control measure used to monitor potential contamination within pharmaceutical manufacturing environments. As part of this program, pharmaceutical companies use culture plates to monitor for microbial contamination present within the clean room where pharmaceutical products are made. This is most commonly achieved using 90mm settle culture plates (**settle plates**) and smaller 55mm contact culture plates (**contact plates**), typically used for the monitoring of air, surfaces and personnel.

APAS® Independence is launched as a validated platform that automates the reading and reporting of settle plates. Expanding the APAS® platform for contact plates allows pharmaceutical customers to use APAS® Independence as a single validated instrument to automate multiple high-volume tests. This is a unique value proposition with no other automation technology on the market able to handle both settle and contact plates within the same instrument.

This development project is part of the Company's strategy to grow market share within the pharmaceutical market by enhancing the value proposition of APAS® Independence. AstraZeneca has highlighted in recent industry presentations that the expansion of contact plates will be an important future enhancement of the technology¹.

Once finalised, the addition of contact plates is expected to increase both APAS® Independence instrument sales and the per instrument revenue opportunity enabling the Company to capture a greater market share within the pharmaceutical market. Increased instrument sales will be achieved as the APAS Independence system is able to automate more tests for our customers, improving the value proposition of the technology. Per instrument revenue will also be increased as annual software licenses are charged for each analysis module installed on the APAS® Independence instrument. Customers will choose to buy one module or multiple modules, meaning the additional contact plate module will increase the annual reoccurring revenue opportunity for every instrument sold.

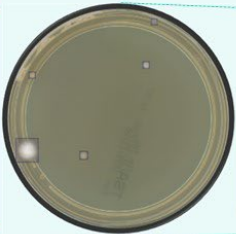
Contact plate development program – expected completion mid-2025 calendar year

The Company has commenced development of the new APAS® analysis module for contact plates. This development program includes updating the APAS® instrument plate handling system to enable processing of the smaller 55mm contact plates within the same instrument (see slide below). It is expected that this development and validation of the APAS® system for contact plates will be completed mid-2025 calendar year. Several customers have already expressed interest to be an early adopter and it's possible pre-validated evaluations will commence early 2025 calendar year.


Standout offering: Unparalleled competitive advantage

APAS® Independence to automate 90mm and 55mm culture plate reading

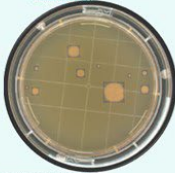
90mm Settle Plates



90mm




55mm Contact Plates




55mm

Automating more tests in Environmental Monitoring

Passive and Active Air Sampling, Personnel Monitoring, Surface Sampling



- One instrument
- Automates more tests
- Bulk loading capability
- Increases customer value

 Clever Culture Systems. Wholly owned by LBT Innovations.

ASK: LBT

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CTCM funding redirected to development of new APAS® analysis module for contact plates

In October 2022, the Company was originally awarded \$1.5 million funding from MTPConnect's Clinical Translation and Commercialisation Medtech (CTCM) program (an initiative of the Medical Research Future Fund (MRFF)) to support the development of the smaller APAS® Compact instrument. The Company has since agreed a number of contract variations with MTPConnect focused on optimising commercialisation outcomes, reducing the total amount funded to \$1.37 million and

¹ Automated reading of Agar Plates using AI, Andrew Gravett, Principal Scientist, Microbiology, New Modalities & Parenterals (NMPD), Pharmaceutical Technology & Development (PT&D), AstraZeneca. A3P Conference, France, May 2024.

redirecting the funds towards the hardware and software development required to support the smaller contact plates. All enhancements made to support contact plates will also be applied to the final APAS® Compact instrument.

The variations to the CTCM funding agreement align the project with the Company's current business priorities to commercialise the APAS® Independence for use in the pharmaceutical microbiology market. As development progresses, the Company will now receive payments from the remaining \$1.1 million out of the \$1.37 million allocated under the funding agreement.

Approved for release by the Chair of the LBT Board.

– ENDS –

About LBT Innovations

LBT Innovations (LBT) provides intelligent automation solutions to microbiology laboratories. Based in Adelaide, South Australia, the Company has developed a best-in-class technology, the Automated Plate Assessment System (APAS® Independence), using artificial intelligence and machine learning software to automate the imaging, analysis and interpretation of microbiology culture plates. 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). The product is currently being sold to microbiology laboratories in the pharmaceutical manufacturing sector for the reading of environmental monitoring culture plates and to clinical laboratories as an in vitro diagnostic for infectious diseases. Thermo Fisher Scientific, Inc is exclusive distributor of the APAS® Independence to clinical customers in the United States and selected countries in Europe.

INVESTOR ENQUIRIES

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