

MANAGING DIRECTOR'S PRESENTATION – 2024 AGM

Adelaide, Australia, 14 November 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 provide the attached Managing Director's presentation being provided at today's 2024 Annual General Meeting.

Approved for release by 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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| LBT Innovations |
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Annual General Meeting CEO Presentation

14 November 2024



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.

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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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Pivot to pharmaceutical market transitions Company

8 sales to pharma since Mar-24 launch, expected revenue ~\$5.3 million¹

| | FY2024 | FY2025 YTD |
|------------------------|--|---|
| Research & Development | Development of new AI algorithm: 90mm settle culture plates used for environmental monitoring during sterile drug manufacturing. Partnership with AstraZeneca. Validation completed in Mar-24, commercially ready | Commenced AI development of additional test used within environmental monitoring for contact plates. Expands market opportunity |
| Commercial | Commercial pivot commenced, focusing on engagement with pharmaceutical manufacturing customers. Achieving first sales following R&D validation: <ul style="list-style-type: none">2 sales: Thermo Fisher, NovaCina | Large pharma purchase multiple APAS systems: <ul style="list-style-type: none">5 sales: AstraZeneca (initial order, multi-sites)1 sale: Bristol Myers SquibbAdditional placement(s) advancing |
| Corporate | Capital restructure successful, \$4.5m raised, with attaching Options. Repaid Share Placement Facility to eliminate selling overhang New Chair, refreshed Board, who with Management own ~20% of the Company | Options (LBTO) fully exercised raising additional \$2.2m. Sales commitments set expectations of positive cash flows in coming two quarters. |

¹ Management estimate total expected revenue over 7 years including expected service and AM fees; USD : AUD 1.5



Commercial / financial outlook

- FY25 YTD sales performance set expectations of positive cash flows in coming two quarters
 - \$2.5 million cash balance (30-Sep-24)
- This together with advanced sales opportunities sets the potential for full year FY25 to be cash flow break even
- Expanding pipeline sets a foundation for FY26 to become cash flow positive
 - ~\$3.2 million cash inflow potential from LBTOA Options (exp Nov-25), less \$1 million to fully repay SAFA² loan
 - Growing customer install base increases annual recurring revenue from software licenses and services, strengthening our financial foundations
- Focusing our sales efforts on large global pharma customers is proving to be the right strategy

R&D and customer outlook

- Expand customer deliveries of prototype contact plate AI module to seek early voice of customer feedback ahead of launch
- Contact plate validation expected to be finalised mid-CY2025 [commercial release]
- Support evaluations and validations that will generate publications on performance to further build sales pipeline

