



LBT INNOVATIONS

Disruptive AI technology for Pathology Labs

Global presence, commercially ready

Annual General Meeting

25th November 2020

Brent Barnes
CEO & Managing Director

ASX code: LBT

lbtinnovations.com

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.

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.

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.

NOT AN OFFER FOR SECURITIES

This Presentation is not a prospectus, product disclosure statement or other offering document under Australian law (and will not be lodged with ASIC) or any other law. This Presentation does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any shares nor does it constitute financial product or investment advice nor take into account your investment objectives, taxation situation, financial situation or needs. An investor must not act on the basis of any matter contained in this Presentation but must make its own assessment of the Company and conduct its own investigations and analysis. Before making an investment in the Company, a prospective investor should consider whether such an investment is appropriate to their particular investment objectives and financial situation and seek appropriate advice, including legal, taxation and financial advice appropriate to their jurisdiction and circumstances.

UNITED STATES

The Company's securities have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the Securities Act), or under the securities laws of any state or other jurisdiction of the United States. Accordingly, the Company's securities may not be offered or sold, directly or indirectly, within the United States or to, or for the account of benefit of, U.S. Persons (as defined in Regulation S under the Securities Act as amended). This Presentation may not be distributed within the United States or to any person in the United States.

OTHER JURISDICTIONS

This Presentation may only be accessed in other jurisdictions where it is legal to do so.

FY2020 Commercial highlights & achievements

SEP-
OCT
2019

European Regulatory Clearance

CE Mark for APAS® Independence & MRSA Analysis Module.

First EU Sale Labor Dr Wisplinghoff.



Two APAS® Independence instruments installed side-by-side at Labor Dr Wisplinghoff with Prof. Wisplinghoff and the laboratory team.

"We are very pleased to incorporate the APAS® Independence into our routine clinical workflow, where the instrument will be used daily to automate the reading of our MRSA cultures."

– Prof. Hilmar Wisplinghoff

NOV
2019

South Australian minister visits LBT Innovations.

Investor day presentation at LBT Innovations head office, Adelaide.



Presentation from Lia Brenton (Deputy Principal Scientist Microbiology, St Vincent's Hospital, Melbourne) at the LBT Technology Showcase held at the Company's head office, Adelaide.

MAR
2020

Technology Expansion

VRE Analysis Module Clinical study commenced.

MRSA Analysis Module FDA Submission.

MAY
2020

Final South Australian Government loan draw down \$1.5m.

JUN
2020

United States Technology Leaders

First US Sale Hennepin County Medical Center.

Johns Hopkins study results - APAS® Independence achieves 100% positive percent agreement.



Hennepin County Medical Center.

JUL
2020

Platform for growth through strategic partnerships

Beckman Coulter appointment as European Marketing Agent.

oneservice appointment as managed service provider (EU and US).

1st UK laboratory placement at The Doctor's Laboratory, London.

\$8.0m Capital Raise.

"The application of assisted intelligence in a high-volume lab like ours has the potential to streamline laboratory workflows bringing benefits to staff, quality, turnaround times and consequentially patient outcomes."

– Head of Department, Infection Sciences at HSL, Alan Spratt.



APAS® Independence in use at The Doctors Laboratory, London.

"The ability for us to automate the reading of our culture plates with the APAS® Independence has increased the work efficiency through the laboratory and has motivated staff who now have more time for other activities."

– HCMC Director of Microbiology, Dr Glen Hansen



Dr Glen Hansen and the team with the APAS® Independence at Hennepin County Medical Center.

Marketing partnership with Beckman Coulter

Jul 2020: Expands sales presence with leading global healthcare distributor



3 year sales and marketing agreement

Benefit from Beckman Coulter's market leading brand and customer reach



Hybrid distribution model

Ensure aligned sales performance



Expanded European sales presence

Germany, UK and France



Co-ordinated sales strategy

Major meetings targeted for 2021



Maintain direct customer relationship

Joint customer partnerships to win



Plate Streaking

DxM Autoplak



Plate Reading

APAS INDEPENDENCE



ID and AST

Bruker MALDI Biotyper

DxM MicroScan

Proven service delivery model to scale

Blueprint for future installations: Plug and play model

1st UK installation Completed remotely in 2 days

UK oneservice engineer on site with customer
User training conducted from Australia
Significant management time and cost saving
APAS® Independence operational day 2



LBT & CCS Lab, Adelaide, AU



Health Services Laboratory,
HALO Facility, London, UK

Watch the installation here:

<https://lbtinnovations.com/apas-independence-installation-in-the-uk/>

MRSA analysis module: US FDA 510(k) status

30th Mar 2020: 510(k) submitted

4th Jun 2020: 510(k) placed on hold
(180 days to respond)

Additional information completed and
submission in process with US FDA



Expect positive outcome from US FDA
during Q1, CY2021

- Positive meeting with FDA to clarify additional information requirements
- Sales opportunities into the US not impacted

MRSA Analysis Module:

CE Mark completed

In routine use at Labor Wisplinghoff (DE)

Limbach (DE) sale based on successful MRSA evaluation

The Johns Hopkins MRSA study of ~4,000 patient samples

Under evaluation at the Health Services Laboratory (UK)

Increasing APAS[®] instrument utility

Growing menu of APAS[®] analysis modules for customers



Platform technology increases the number of plates read by APAS[®]



Broad market applicability targeting high value tests for laboratories



Maximise staff utility Reduce the time spent on manual plate reading



Improved return on investment for customers



Increased revenue opportunity for each APAS[®] instrument sold



ONE INSTRUMENT
Multiple laboratory tests



APAS INDEPENDENCE



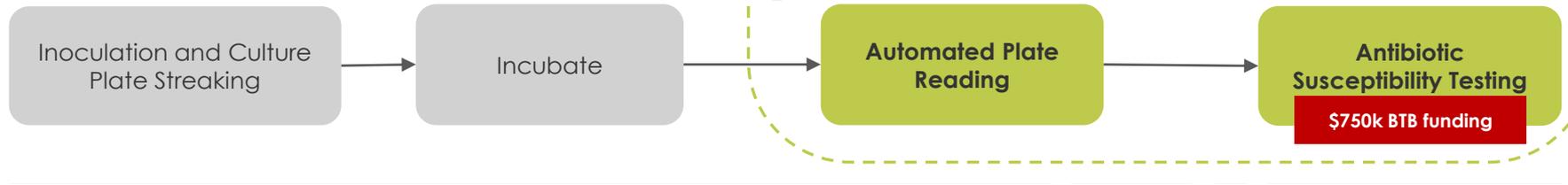
Urine, MRSA, VRE

APAS[®]-AMR

Automated Plate Reading

Antibiotic Susceptibility Testing

\$750k BTB funding



CY2021 Outlook

Sales & Distribution

US commercialisation partner appointed for US market

Sales accelerated through Beckman Coulter partnership in UK, DE, FR

Direct sales converted in US, through California based sales executive

Product Pipeline

MRSA analysis module FDA cleared

VRE and Urine analysis modules CE marked

APAS[®] -AMR prototype with KOL's

Publications & Trade Shows

Publications advocating new APAS[®] analysis modules and economics

ECCMID (EU) Conference Jul-21: Increased presence on Beckman Coulter booth

Platform for growth

Expanded internal capability to accelerate product and pipeline development

New partnerships established to develop product pipeline applications

Well funded with \$13.7m cash + BTB Funding \$0.75m + \$0.7m R&D





LBT INNOVATIONS

LBT Innovations

Level 8, 44 Waymouth Street

Adelaide SA 5000

+61 (0)8 8227 1555

info@lbtinnovations.com

lbtinnovations.com