

PRESENTATION AT AUSTRALIA BIOTECH INVEST & PARTNERING 2020

Thursday 29 October 2020, 10.20am - 11.10am (AEDT), Virtual Conference

Adelaide, Australia, 27 October 2020: LBT Innovations Limited (ASX: LBT) (**LBT** or the **Company**), a leader in medical technology automation using artificial intelligence, is pleased to announce that the Company's CEO and Managing Director, Brent Barnes, will be presenting at AusBiotech's Australia Biotech Invest & Partnering 2020 between 10.20am and 11.10am on Thursday 29 October.

Australia Biotech Invest & Partnering 2020 is AusBiotech's leading one-day investment conference focused on trends in life sciences providing an opportunity for the Company to present to an audience of investors, research analysts and brokers, as well as industry executives from major global medical technology companies. Due to the current Covid-19 travel restrictions, the 2020 programme will be delivered via AusBiotech's digital platform. There will be an 8-minute Company presentation followed by a live group Q&A session moderated by Scott Power, Senior Healthcare Analyst at Morgans.

During the Conference, Brent Barnes will also be participating in a panel discussion, titled "*Partnering for commercial success*". The session will discuss the highs (and lows) of getting an idea to market in the medical devices sector and the challenges navigating complex global regulatory and reimbursement systems. The session will be chaired by Sally McArthur, Regional Director at Victoria - Medical Device Partnering Program and will take place at 1.30pm on Thursday 29th October.

More information on the conference, as well as details for how to register to attend can be found here:

<https://www.ausbiotechnc.org/australiabiotechinvestandpartnering>

The Company's presentation for the conference is attached.

Approved for release by the Chair of the LBT Board.

– ENDS –

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 the culture plate streaking process. The Company's second product, the Automated Plate Assessment System (APAS®) is being commercialised through LBT's 50% owned joint venture company Clever Culture Systems AG (CCS) with Hettich Holding Beteiligungs- und Verwaltungs-GmbH. The APAS® instrument is based upon LBT's intelligent imaging and machine learning software and remains the only US FDA-cleared artificial intelligence technology for automated imaging, analysis and interpretation of culture plates following incubation.

CONTACTS

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LBT INNOVATIONS

Disruptive AI technology for Pathology Labs

Global presence, commercially ready

AusBiotech + Invest 2020
28-30 October 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.

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Challenges for microbiology laboratories

Around the world scientists still read plates **manually**
2.4 billion plates per annum and growing



Disruptive AI technology – commercial ready

APAS® Independence - **First** and **only** automated culture plate reader

APAS INDEPENDENCE



Innovative platform technology



Patent protected



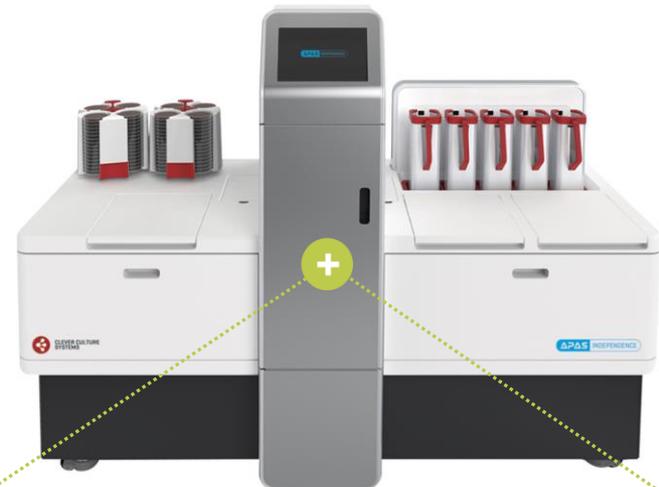
Proven – 10,000-patient clinical trial



Global regulatory clearances



Product launched – **global sales**



APAS® analysis modules
Increases number of specimen types that can be tested
Increases customer utility



Initial launch markets – 2,000+ addressable market

Early sales. Global footprint. Key opinion leaders. Foundation to scale.

USA

FDA Clearance
CoE: Hennepin Health, MN
1 Sales Exec
~1,500 Target Labs
1st Sale Hennepin Health



Australia (HQ)

TGA established
CoE: St Vincent's, Melbourne
Sales team
>30 Target Labs
1st Sale St Vincent's Hospital



EU: UK, Germany and France

CE Mark
CoE: Labor Dr Wisplinghoff, DE
1 Sales Exec + **Beckman Coulter**
>500 Target Labs
**Sales: Labor Dr Wisplinghoff
Limbach Group**



**BECKMAN
COULTER**

CoE: Centre of Excellence

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

Fully remote install – overcoming COVID restrictions

Blueprint for the future: Innovating service delivery model and saving cost

1st UK installation – completed remotely in 2 days

UK onservice 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

Sales model & market opportunity

Dual strategy of **direct** to market and **partner** appointments

<p>50:50 Joint Venture Profits shared equally</p> 	<p>1. CAPEX: Instrument ~USD 300k</p> <p>Flexible leasing models and SaaS established</p> 	<p>2. Annual Licenses: Analysis Module ~USD 20k – 40k</p> 
	<p>5 year revenue opportunity ~USD 450k per instrument</p>	

Launch markets



> **2000+ labs**

Market Penetration	Instrument*	Analysis Module
20%	~USD 80 - 120 million	~USD 12 million p.a.
30%	~USD 120 - 180 million	~USD 18 million p.a.

* Sales estimate includes expected distributor margin

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



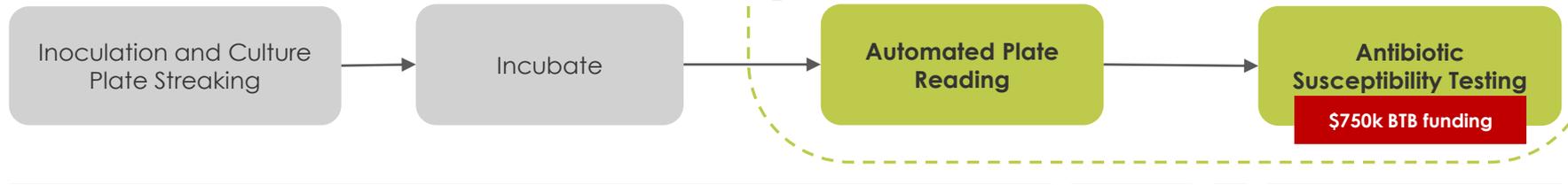
Urine, MRSA, VRE

APAS[®]-AMR

Automated Plate Reading

Antibiotic Susceptibility Testing

\$750k BTB funding



Corporate overview

Key Statistics (Closing on 8 October 2020)

Share Price	\$0.130 per share
12-month range	\$0.080 - \$0.240
Number of shares	288.3 million
Options Issued	6.1 million
Market Cap	~\$37.5 million

Financials (AUD)

Cash	\$13.7 million
SAFA Loan Facility	\$4 million facility, drawn down Low interest rate, 5-year term
BTB Funding	\$0.75 million to support APAS®-AMR development
Enterprise value	\$27.8 million
Shareholders	Insto (5.7%), Industry (5.3%), Dir + Mgmt (5.5%)

\$8.4m raised in July 2020 (Placement + SPP) provides a strong Balance sheet for growth and funding runway into 2022



Investment highlights

Competitive positioning strong

APAS® Independence - the **only FDA and CE cleared** product using **artificial intelligence** for microbiology plate reading
Clinically **proven** and **Independently verified** – The Johns Hopkins Hospital study

Large value proposition

Initial launch market - **2,000+ labs** meet APAS® target profile
5-year revenue opportunity **~USD 450,000 per instrument**

Platform for growth

Advanced technology and **internal capability** supports future product opportunities - **APAS®-AMR**
Well funded with **\$13.7m cash** + BTB Funding \$0.75m

Expanding sales & market access

Regulatory clearances - **US, EU, AU** with **first sales** in USA, Australia & Germany
Beckman Coulter marketing partnership **accelerates EU sales**
Sale to Limbach Group – **Germany's largest network** of clinical laboratories





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