SALE OF APAS® INDEPENDENCE TO GERMANY'S LIMBACH GROUP OF LABORATORIES

Independent network of over 30 laboratories throughout Germany

Adelaide, Australia, 12 October 2020: Australian medical technology company LBT Innovations Limited (ASX: LBT) (**LBT** or the **Company**), a leader in medical technology automation using artificial intelligence, is pleased to announce the sale of an APAS® Independence with MRSA analysis module to the Limbach Group based in Germany.

Key Points

- **Limbach Group consists of over 30 laboratories – the largest network of laboratories in Germany**
- **First sale of APAS® Independence made to Labor Dr Gärtner – Limbach Group's technology leader**
- **Installation is being completed locally by the Company's appointed Service Provider, oneservice**

The purchase of an APAS® Independence with MRSA analysis module has been made by the Limbach Group following the successful 6-month evaluation of the technology as part of the sales process by Labor Dr Gärtner. The transaction was completed directly by LBT's 50% owned joint venture company, Clever Culture Systems (**CCS**), and includes a 5-year software licence for the MRSA analysis module as well as an ongoing service contract for the instrument. This sales opportunity has been progressed and closed by CCS's sales team and is not part of the Beckman Coulter sales efforts.

Labor Dr Gärtner, based in Ravensburg, is a technology leader within the Limbach Group, the largest network of laboratories in Germany, operating more than 30 laboratories across the country. Labor Dr Gärtner is one of the largest and most efficient laboratories in Southern Germany, offering a full suite of diagnostic services to meet the demands of the local community.

The installation, calibration and ongoing maintenance of the APAS® instrument will be completed locally by CCS's appointed Service Provider, oneservice AG, ensuring the instrument is operational despite the COVID-19 current travel restrictions in place. Once installed, CCS's European Sales Executive will conduct in person user training with the Labor Dr Gärtner staff to ensure the laboratory obtains the maximum output from the APAS® Independence instrument at the outset.

LBT CEO and Managing Director, Brent Barnes said:

"This sale commences an exciting relationship, not just with Labor Dr Gärtner, but with the broader Limbach Group. We look forward to supporting the laboratory through the installation process and continuing to work with them to ensure ongoing success which we expect will be keenly watched by the broader Limbach Group for whom the potential efficiencies across all their labs could be significant.

I am also thrilled for the team who have worked extremely hard over a number of months to support Labor Dr Gärtner throughout the evaluation and the sales process."

Approved for release by the Chair of the LBT Board.

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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. Beckman Coulter have also been appointed as Marketing Agent in Europe to assist in facilitating sales. 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.

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