



LBT INNOVATIONS

Annual General Meeting

27th November 2019

Brent Barnes

Managing Director & Chief Executive Officer

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.



2019: Inflection point for growth

✓ Clinically proven

- 10,000 patient clinical trial: performs better than a human

✓ Customer Endorsement

- Customer key opinion leaders established in AU, EU, US

✓ Regulatory cleared for sale

- FDA clearance – May 2019
- CE marking – Sep 2019

✓ Early Sales

- St Vincent Hospital, Melbourne
- Labor Dr Wisplinghoff, Germany

2020: Distributor appointment, execute global sales pipeline

APAS[®] Independence

The first and only automated culture plate reader. **Powered by AI**

Clinically proven

in a 10,000 patient
clinical trial



Available

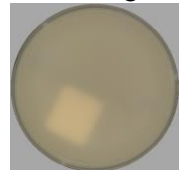
regulatory cleared in US,
EU, AU

3x faster

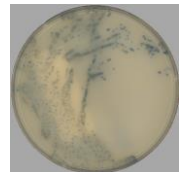
than manual culture
plate reading



**Automated plate
reading**



MRSA - negative



MRSA - positive



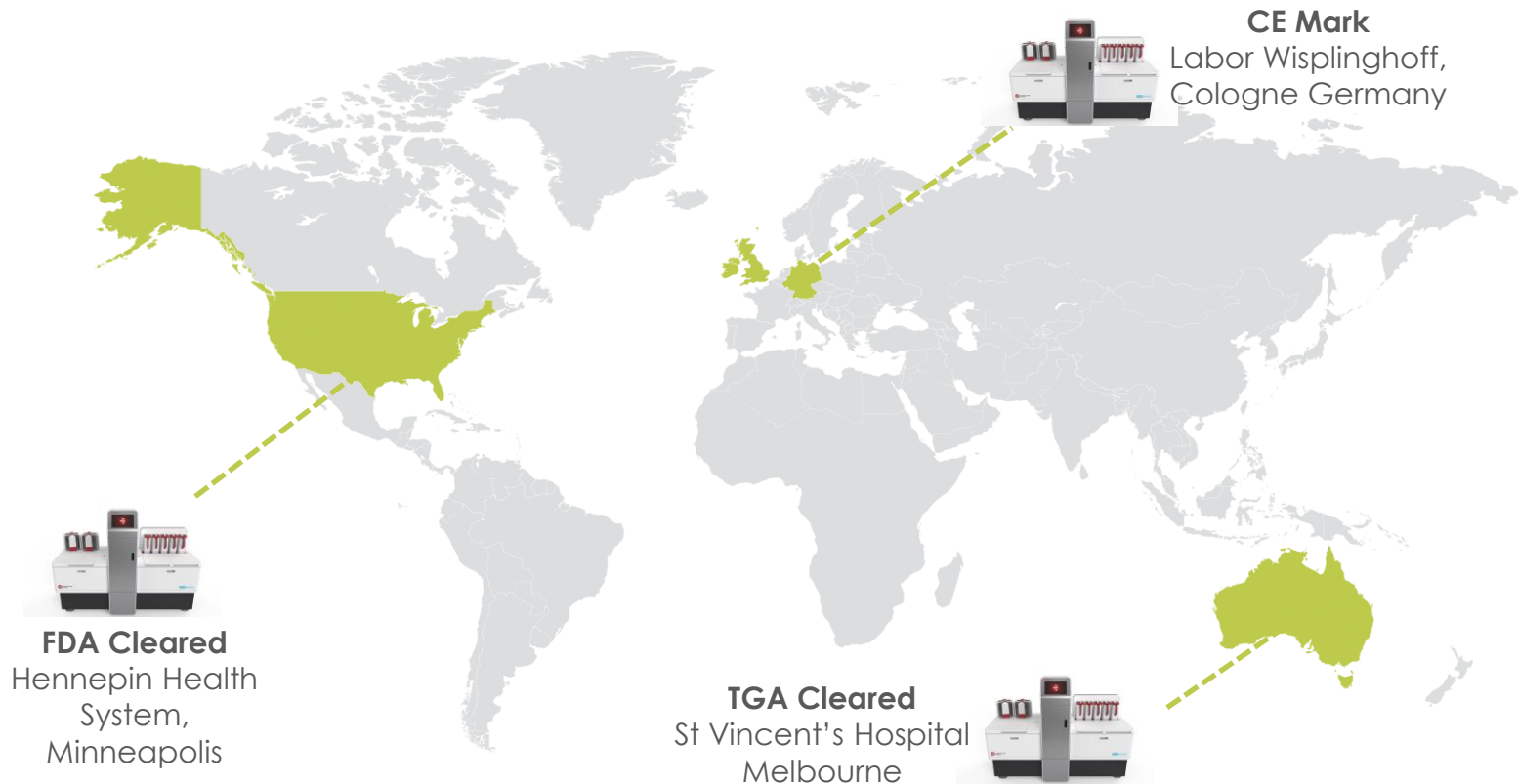
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2019 unlocking global markets

Instrument available for sale. Customer advocacy established



Delivering our path to market



Strategy:

Development, global footprint, product cleared for sale, early sales



Engaging Distributors

- Routine clinical use in their market
- Demonstrate customer engagement
- Initial sales pipeline established
- Regulatory cleared product



Distributor Appointment in 2020

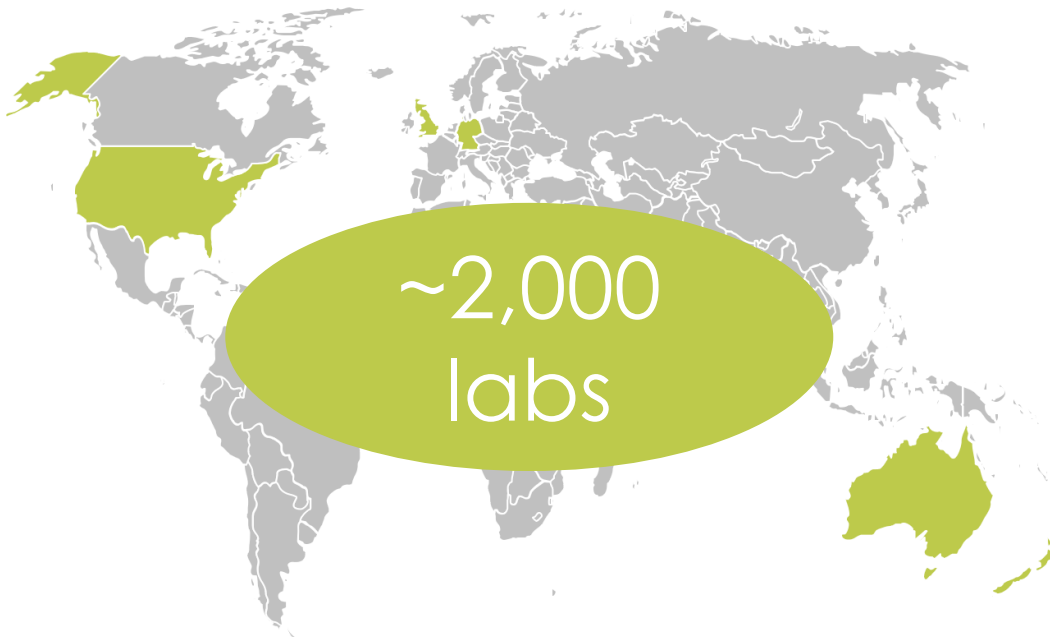


sales, service, expanded reach

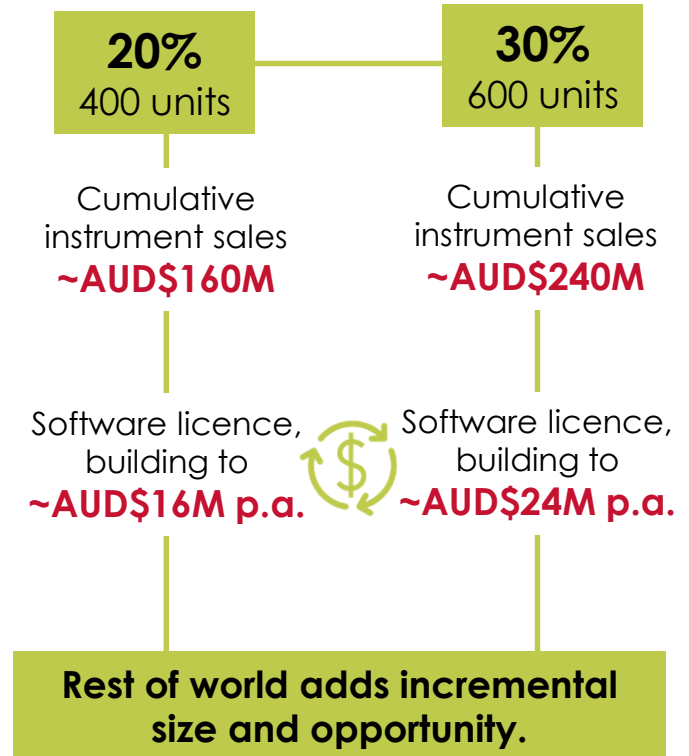


Launch markets opportunity

Selling in: US, UK, DE, AU



Penetration rate of 4 countries



Experienced Board and Management



Brent Barnes
CEO and MD



Kate Costello
Chairman



Damian Lismore
NED



Simon Arkell
NED



Caroline Popper
NED

LBT Board

LBT's board bring broad knowledge and experiences to the business, including:

- Public listed company business (ASX and NASDAQ)
- Healthcare and technology focus
- Financial management, capital raisings and law
- International board members with US focus

LBT Management Team

LBT's management team bring together specialist skills across core disciplines:

- Artificial intelligence and software engineering
- Medical device product development
- Quality and regulatory affairs
- Early product commercialisation



Corporate overview

Key Statistics (Closing on 25 November 2019)

Share Price **\$0.19 per share**

12-month range \$0.059 - \$0.24

Number of shares 235.5 million

Options Issued 3.4 million

Market Cap **~\$44.8 million**

Financials

Current Cash **\$8.7 million** (as at 30 September 2019)

SAFA Loan Facility \$4 million facility – \$2.5m drawn down
Low interest rate, 5-year term

Enterprise value \$38.6 million

Shareholders **Insto (5%), Industry (7%), Dir + Mgmt (4%)**

LBT 12 month share and trading volume



Investment highlights

Competitive positioning strong

- APAS® Independence is the only FDA cleared product using AI for automated clinical microbiology plate reading
- Clinically proven through 10,000 patient global clinical trial

Commercial strategy

- Early sales achieved in Australia and Germany
- Unlocked regulatory clearances
- Available to sell in US, EU, AU

Well funded

- Raised \$5m in Jun-19
- Available cash of \$8.7m as at 30 Sep 2019

Large value proposition

- Size of the target market potential from the end of 2019 > 2,000 labs
- Attractive sales model with upfront payment and annual recurring fees





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