



LBT INNOVATIONS

ASX code: LBT
lbtinnovations.com

LBT Innovations Limited (ASX:LBT)

Business Update

Brent Barnes

Chief Executive Officer & Managing Director

30th March 2017

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 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.

APAS® Independence

Automated Plate Assessment System (APAS®) - a platform technology for the automation of culture plate **screening** and **interpretation**, currently being launched under a Joint Venture called Clever Culture Systems AG.

APAS® uses intelligent imaging technology to **read** and **interpret** the presence of bacteria in culture plates.



Features

- At least **3 times** more efficient than manual plate reading;
- First intelligent imaging cleared by FDA;
- Expect to be **first to market** with intelligent imaging device;
- Modular design easily integrated into culture plate work flow;
- More affordable stepwise entry into lab automation.

Important Microbiology Conferences 2017

Clever Culture Systems AG have exhibitor booths at the two largest Microbiology conferences of the year to demonstrate the APAS® Independence device on a global scale.

European Congress of Clinical Microbiology and Infectious Diseases

- A global meeting place for all key opinion leaders and decision makers;
- 55,000 m² exhibits with approximately 200 exhibiting companies;
- Over 12,000 delegates from >120 countries.



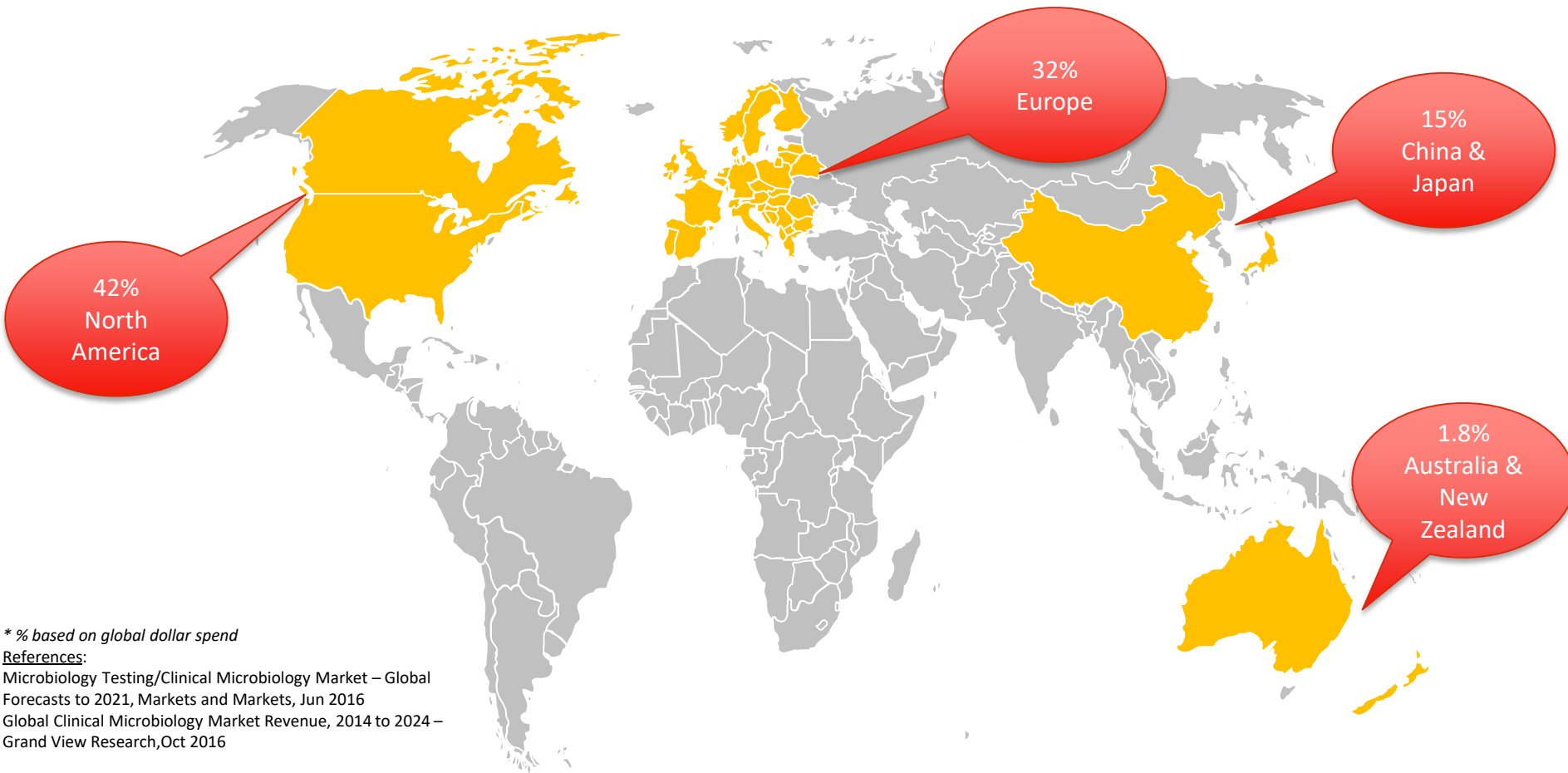
American Society of Microbiology – Microbe 2017

- The major microbiology meeting in North America;
- >250 exhibiting companies, institutions, universities and hospitals;
- 2016 statistics – 11,773 attendees from 104 countries.

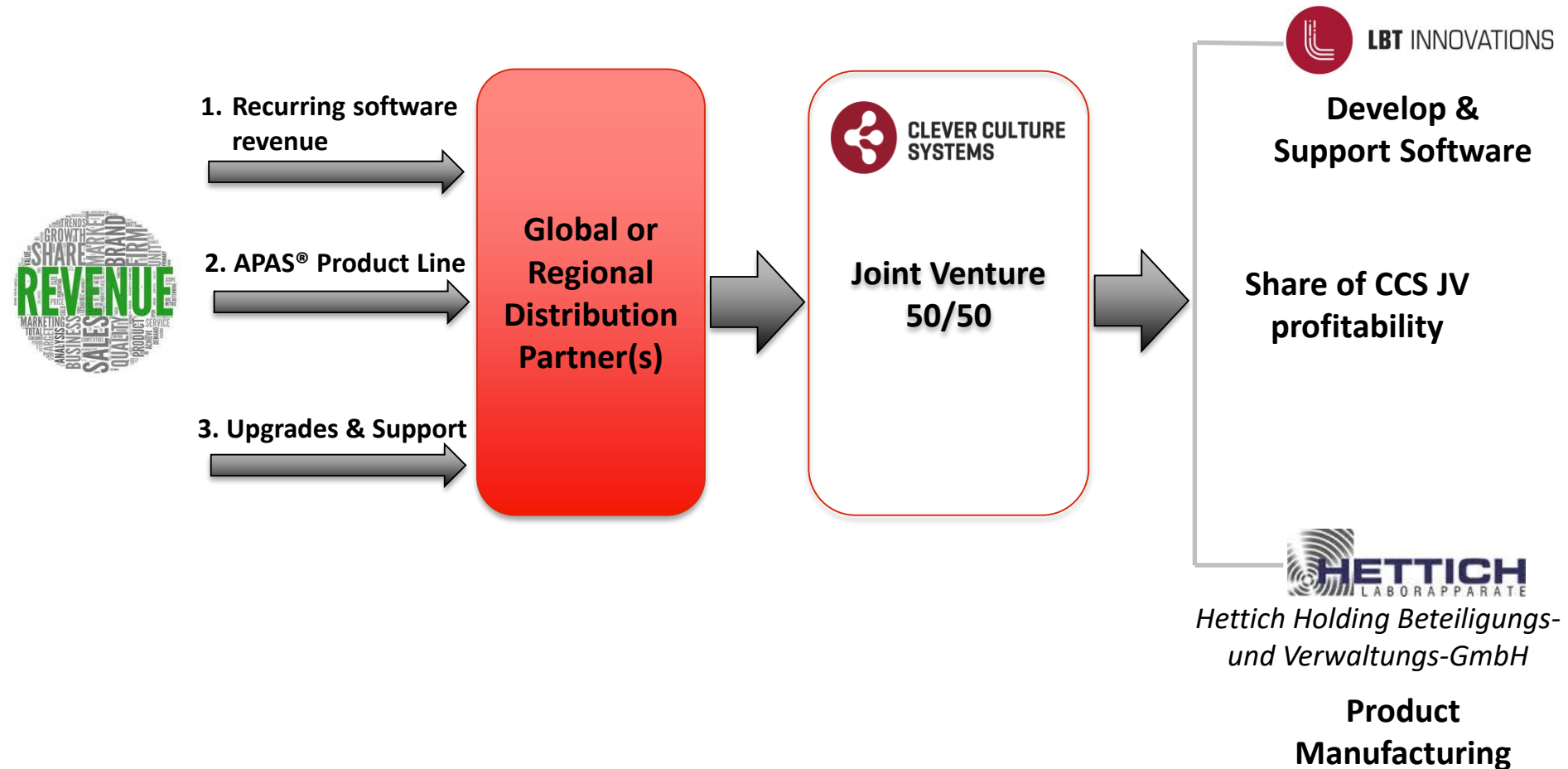


Clearly defined distribution objectives

Global reach through allocation of the right strategic distribution partner(s)



Revenue Model: APAS® Joint Venture Structure



Anticipated key milestones for 2017 *(calendar year)*

2017	Category	News details
Q1	Financial	Successful completion of \$7 million placement to accelerate APAS® technology development and launch.
	APAS® / CCS	APAS® Independence usability trial.
	APAS® / CCS	Build fully functioning APAS® Independence device and APAS® Incubot Design Prototype for trade shows.
	WoundVue®	Complete market assessment of technology.
Q2	APAS® / CCS	Key Launch: APAS® product demonstrators displayed at European Congress of Clinical Microbiology and Infectious Diseases (Vienna, 22-25 Apr).
	APAS® / CCS	Key Launch: APAS® product demonstrators displayed at American Society Microbiology Conference (New Orleans, 1-5 June).
	APAS® / CCS	CE Marking of APAS® for European Conformity
	WoundVue®	WoundVue® prototype study complete.
Q3	APAS® / CCS	Signing of alliance/distribution agreement with global partner(s) for APAS®.
	APAS® / CCS	Market acceptance trials of APAS® Independence in laboratories globally.
	APAS® / CCS	Cost utility and quality studies conducted in key opinion leader laboratories.
	MicroStreak®	Signing of license or sale agreement with new partner(s).
	WoundVue®	WoundVue® technology partner selected for development of commercial product.
Q4	APAS® / CCS	APAS® Independence device ships to fulfil open orders by global alliance/distribution partner(s).



All forecast milestones achieved on schedule and as expected.

Q2 milestones are on track.



ST VINCENT'S
HOSPITAL
MELBOURNE

The need for automation in today's microbiology lab

Lisa Brenton

Senior Scientist, Microbiology

St Vincent's Pathology

30th March 2017

Background Business Context



Diagnostic Pathology Service

St Vincent's Hospital

Other hospitals (public and private)

Specialist Consultants

General Practitioners

Clinical Trials

Challenges

Profit generating

Teaching hospital

Business competitors

Cost considerations

Recruitment

Factors impacting automation in clinical microbiology



Market Trends impacting on increased automation

- Growing demand for testing as populations age
- Reduced reimbursement plus hospital and managed care cost-cutting
- Diminishing skilled labour pools as baby boomers retire & not replaced in the workforce
- Increased government regulations
- Increasingly sophisticated tests producing greater amounts of data
- Antibiotic resistance

Key Automation Drivers

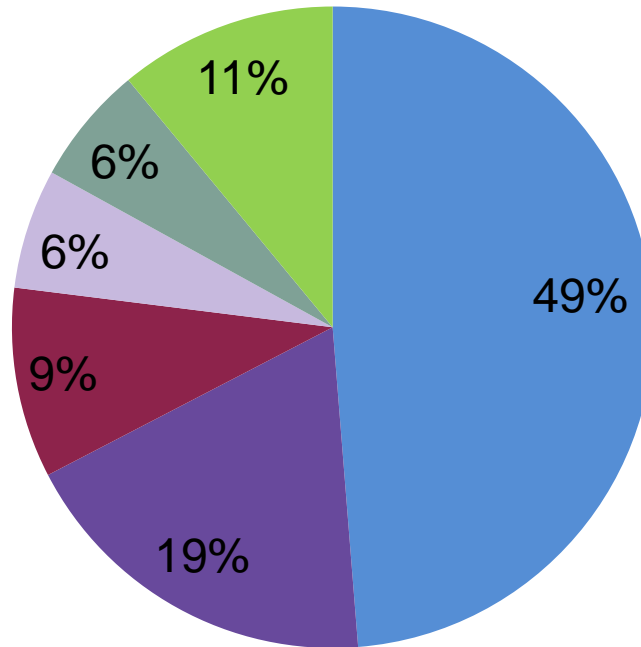
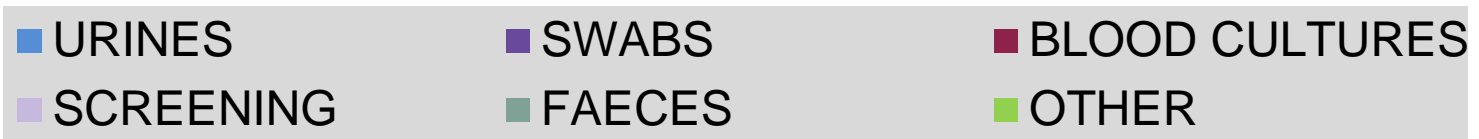
- Labs need
 - to run more tests with less skilled labour
 - lower operating costs through lab consolidation and less staff/overhead
 - Increase quality of results without compromising efficiency
- Laboratory consolidation and integration of platforms

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- **General bacteriology, microscopy and culture**
Identification of organisms and antibiotic susceptibility testing
 - Infection control surveillance/Environmental testing
 - Mycobacteriology
 - Mycology
 - Parasitology
 - Infectious diseases serology
 - Molecular microbiology

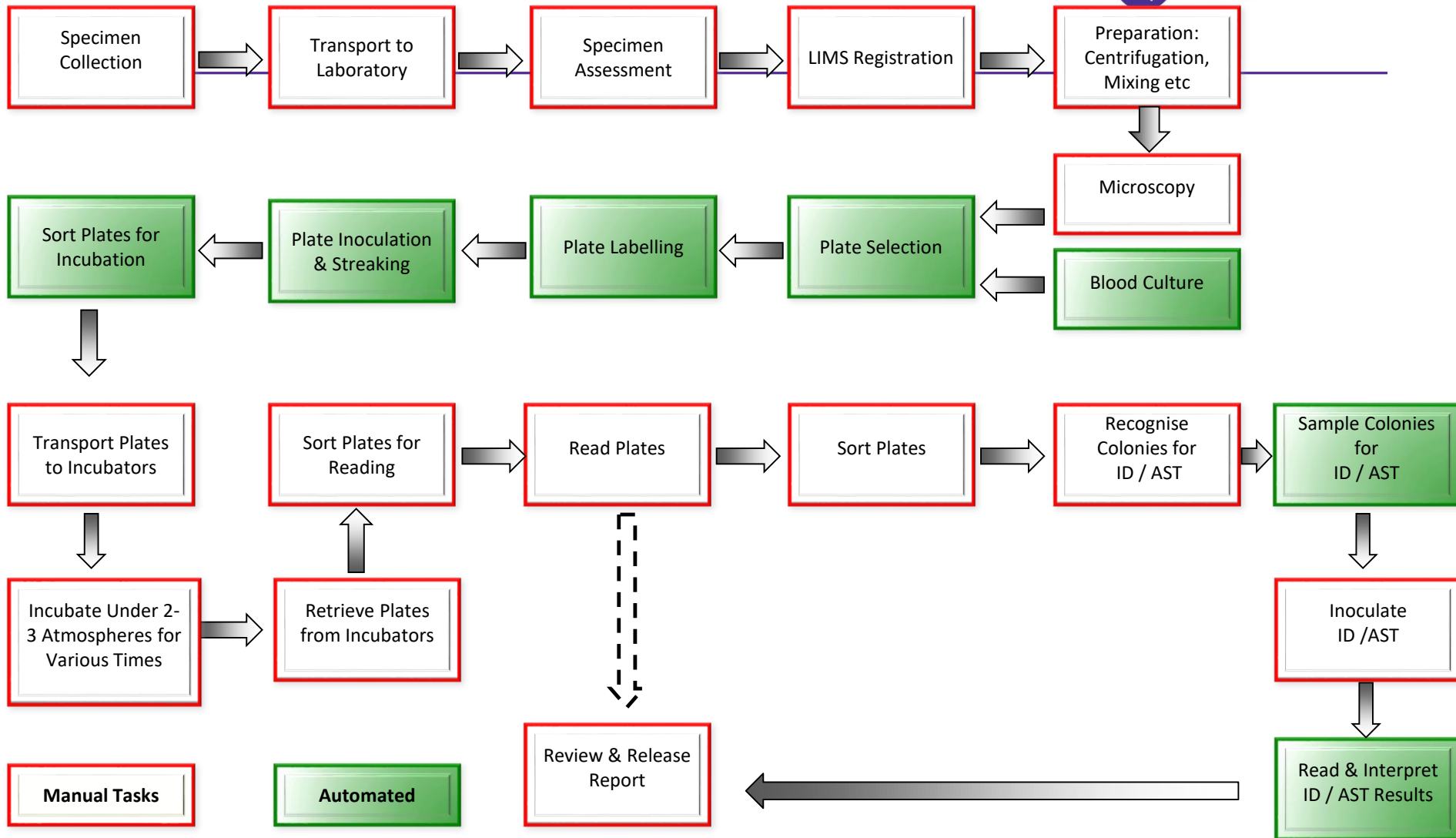
Bacterial cultures



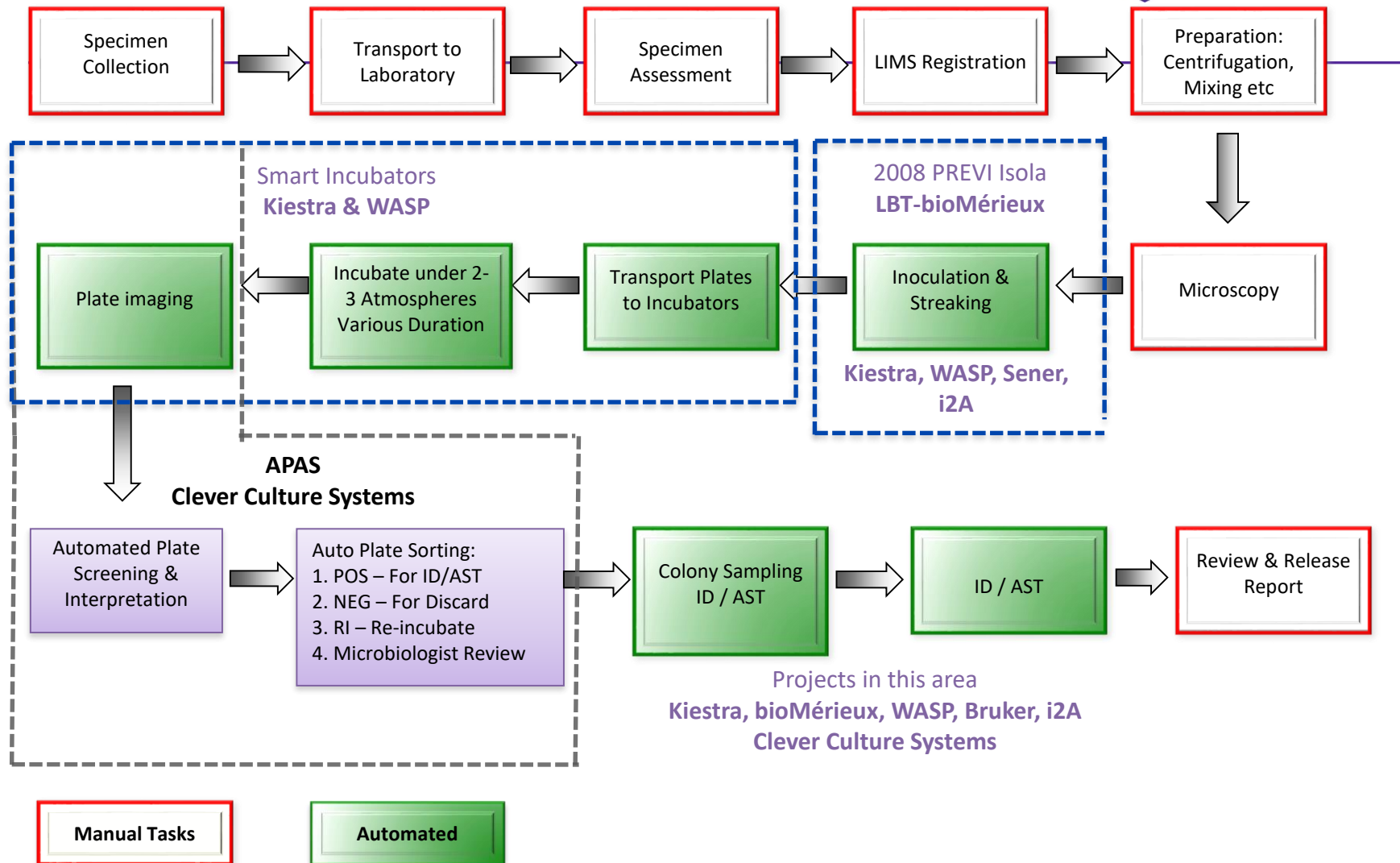
Specimen breakdown 2016



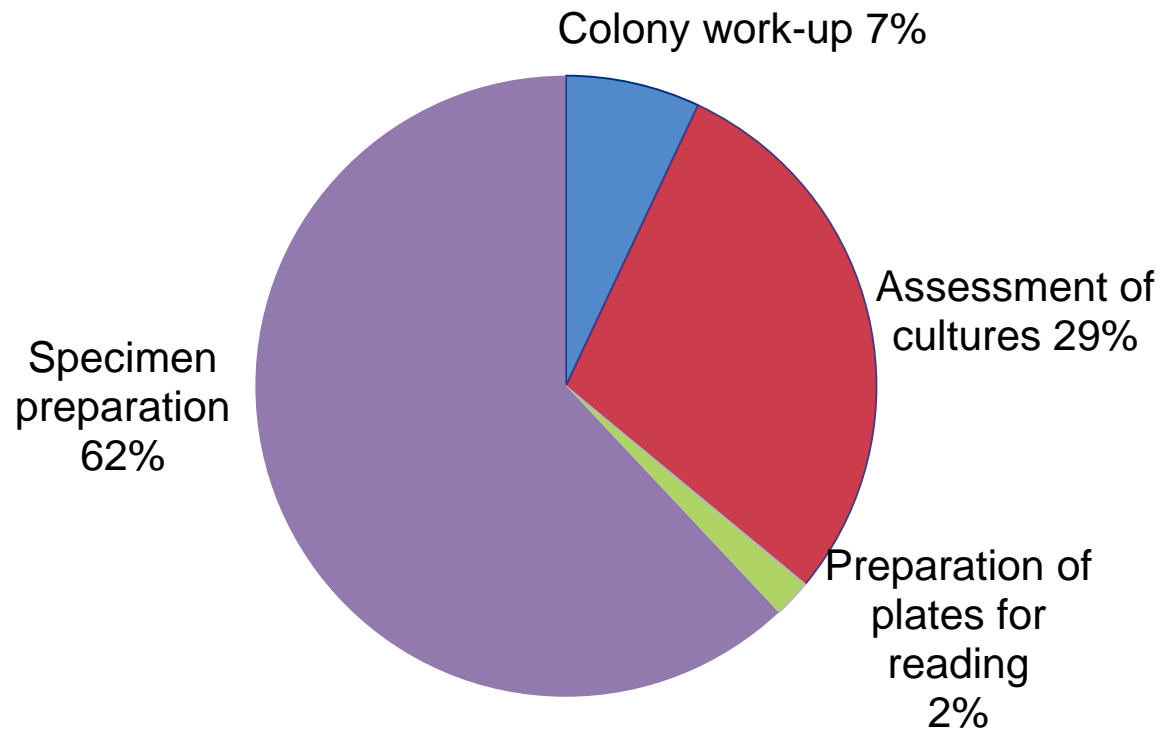
Traditional workflow



Automated microbiology lab workflow



Time spent on routine lab tasks*

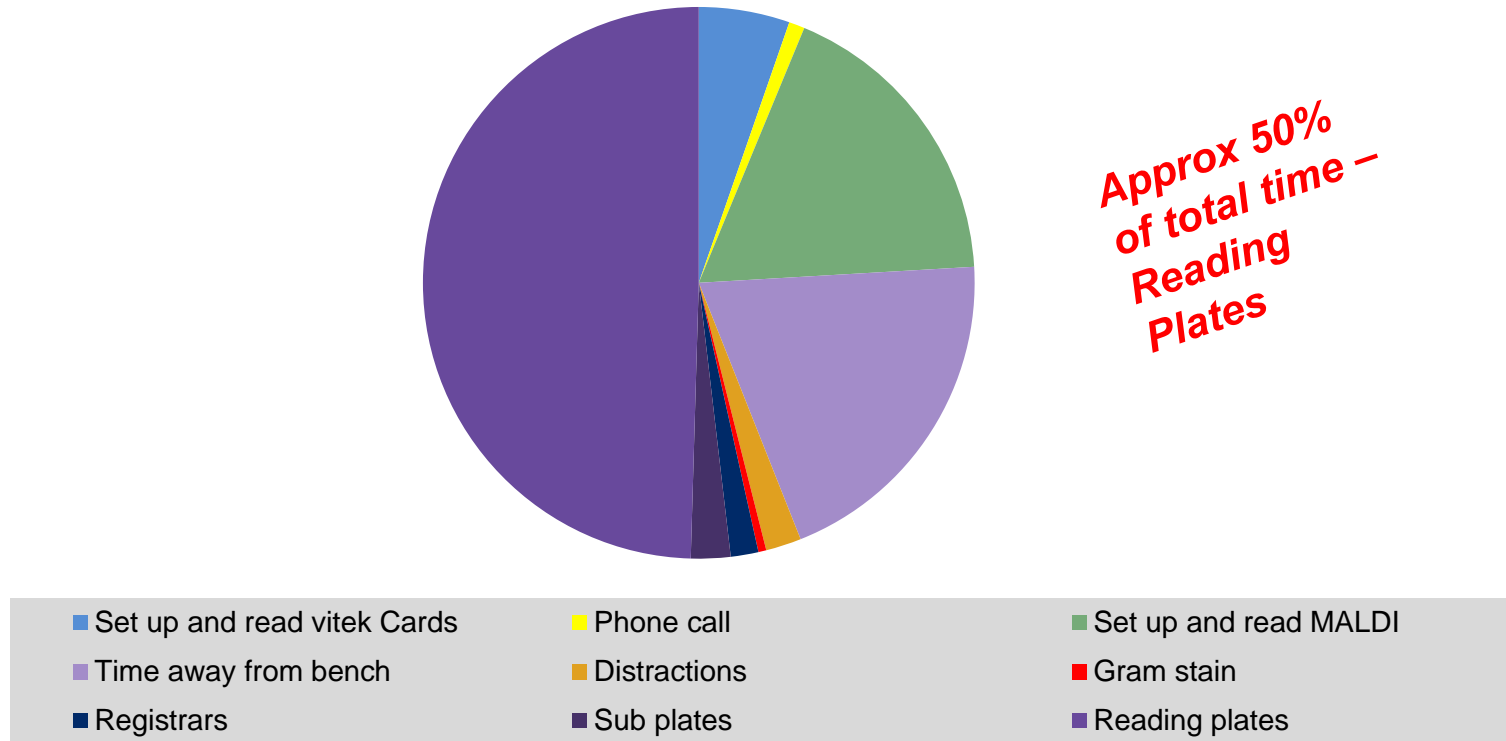


* LBT Innovations studies in >50 laboratories in Australia, US and UK

Addressing culture reading bottlenecks



Total time breakdown on urine bench



* Clever Culture Systems time and motion study, September 2016

Benefits to laboratories running automation



- Laboratory investment payback in both dollars for efficiency and clinical outcomes
- Frees up skilled resources from mundane tasks to focus on complex problems
- Decreased turn around times
- Timely information informing clinical decisions
- Doing more with less – money, people and time
- Improved sensitivity and specificity
- Takes subjectivity out of test systems

Significant economic and qualitative benefits to help face increased cost and performance pressures on laboratories within the healthcare systems

Experience in Developing In-Vitro Diagnostics

30th March 2017

Stuart Elliott
Chief Executive Officer

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A HEALTHTECH INNOVATION COMPANY

Building a global health-tech company with best-in-class products in attractive high growth segments

Founded In
2009

Employees
217

YoY Revenue Growth
103%

FY17 Revenue Forecast
\$48M





PLANET INNOVATION

AFR #1 Most Innovative Company 2013, 2015 & 2016



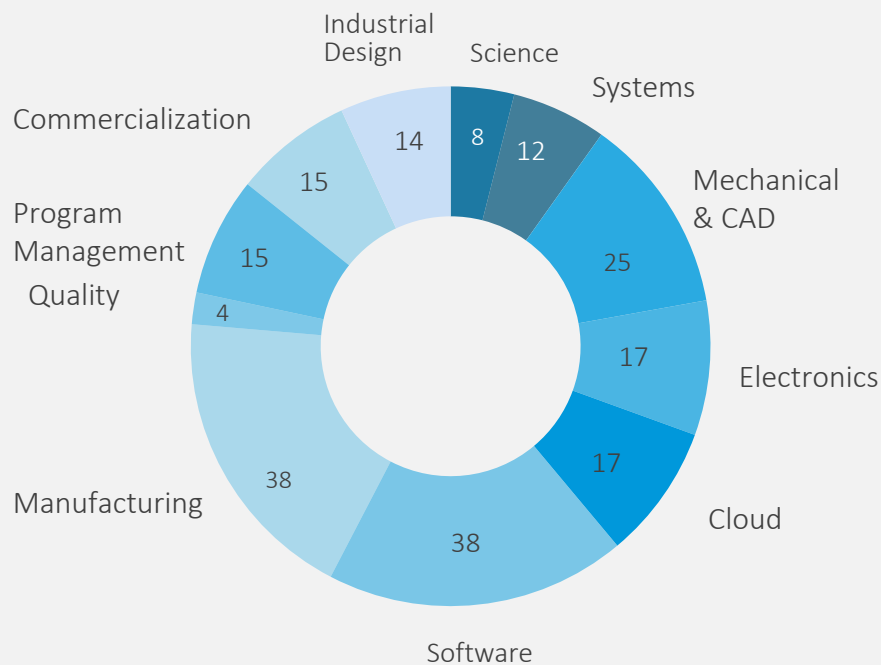


PLANET INNOVATION TEAM

205
Team Size

96%
Retention in 2016

15
Active projects, 11 Medical



DESIGN & DEVELOPMENT CAPABILITIES



COLLABORATING WITH CCS



COLLABORATING WITH CCS



Thank you

