



LBT INNOVATIONS

Using AI to disrupt the \$5.3bn clinical microbiology market

Early commercialisation - Global launch

ShareCafe
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lbtinnovations.com

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Clinical microbiology: US\$3.9bn global market*

Exciting market opportunity - growing at 6.5% per annum



Rising incidence of infectious diseases

>150 million UTI infections per yr



Outbreak of epidemics - Huge demand on clinical resources driven by COVID-19



Technology advancements - New products needed to meet growing testing demand



Increasing investment from public and private sector



* Market Research Report, marketsandmarkets.com (Oct 2020): Clinical Microbiology Market by Application (Food, Pharma, Manufacturing, Chemical, Environment), Disease (Respiratory, Std, Uti), Product (Instrument, Analyzer, Reagent), End User (Hospital, Diagnostic Lab, Academia) - Global Forecast to 2025

Challenges facing microbiology laboratories

Culture plates reading remains a highly manual process



High Volume - >6.5 million culture plates read per day and growing



High Cost - Requires highly trained scientists to interpret results



Limited Resources - Declining workforce with high vacancy rates (6% in US)



Patients rely on rapid and accurate test results to inform treatment

Cutting edge AI technology for microbiology

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

 **Innovative** platform technology
One product – multiple laboratory tests

 **Patent** protected
4 issued patent families

 **Clinically proven**
10,000-patient clinical trial

 Global regulatory clearances
FDA, CE Mark, TGA

 Product **launched**
Global sales - US, Australia, Germany

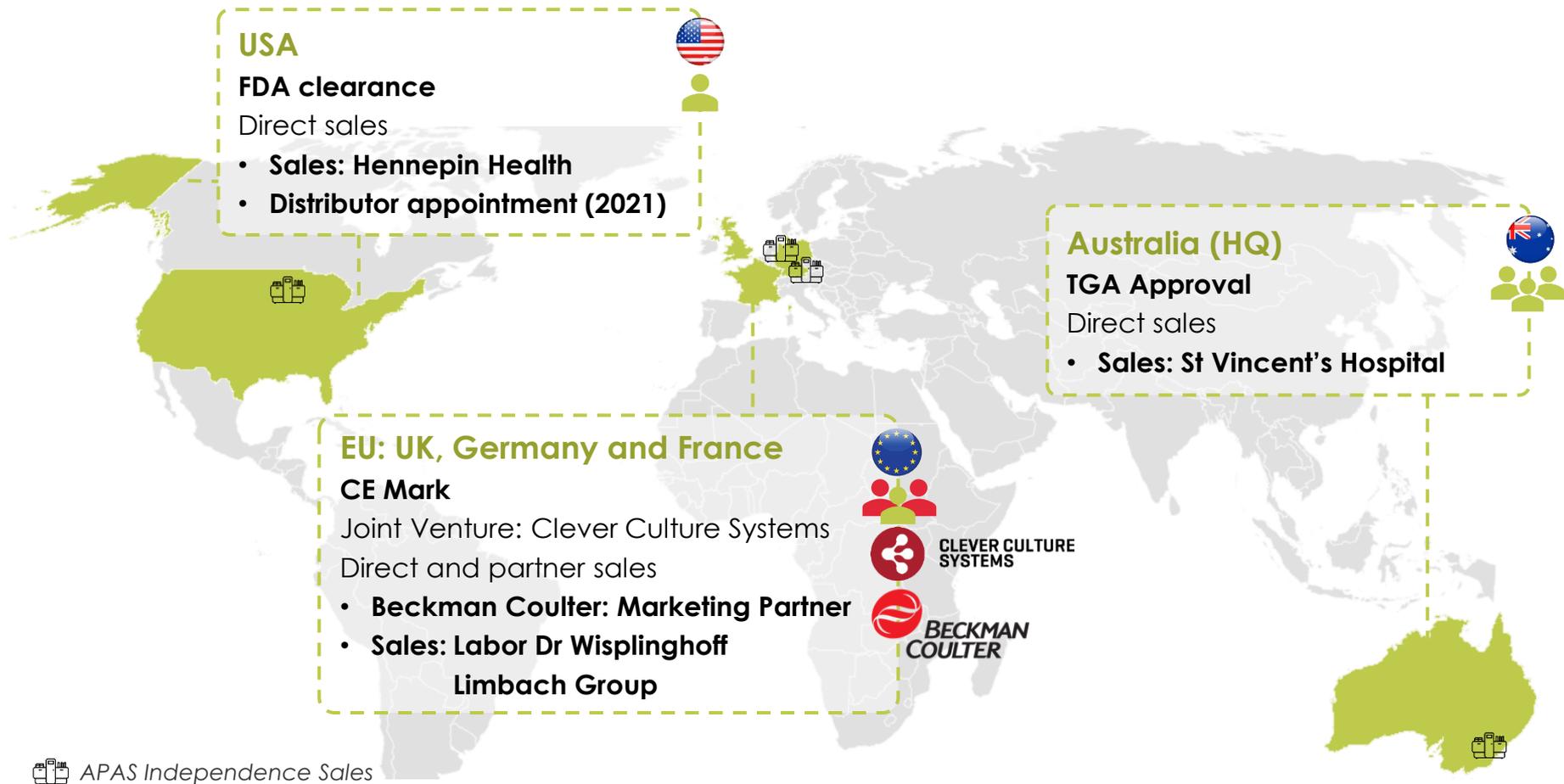
 Channel partners
EU Beckman Coulter; US Distribution Pending



APAS INDEPENDENCE

Global product launch

Sales achieved in launch markets. Establishing partnerships to scale



2020 formed key partnerships to scale

COVID-19 highlighted the need for automation in microbiology



Global healthcare distributor

Top 4 global distributor with US\$3.6bn of sales and 12,000 staff worldwide



EU sales and marketing agreement

Expanded sales presence Germany, UK and France



Hybrid distribution model

Joint customer partnerships to win



Expanded European sales presence

Germany, UK and France



Field service and support partner



oneservice™ engineer at The Doctors Laboratory, London

Technology adoption

Targeted sales approach focussed on early adopters



Hennepin Health



Labor Dr Wisplinghoff

Innovators

Key Opinion Leaders

St Vincent's Melbourne (AU),
Hennepin Health (US), Labor
Dr Wisplinghoff (EU)



Early Adopters

Technology Leaders

First commercial sales –
Limbach Group (EU)



Early Majority



“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

Exciting market opportunity

Dual strategy of **direct** to market sales and **distributor** appointments

Number of labs globally

Small Labs

<400 plates per day

15,000

Medium Labs

400 - 1000 plates per day

12,000

Large Labs

>1000 plates per day

1,000

Total Market Opportunity 13,000

Market Opportunity (AU, US, EU)



Addressable Market: >2,000 Labs

Market penetration: 20-30%

Instrument sales: 400-600

5yr opportunity: ~US\$450k/APAS

Sales estimate: US\$140m-\$270m*

50:50 Joint Venture
Profits shared equally



**CLEVER CULTURE
SYSTEMS**

* Sales estimate includes expected distributor margin

Corporate overview

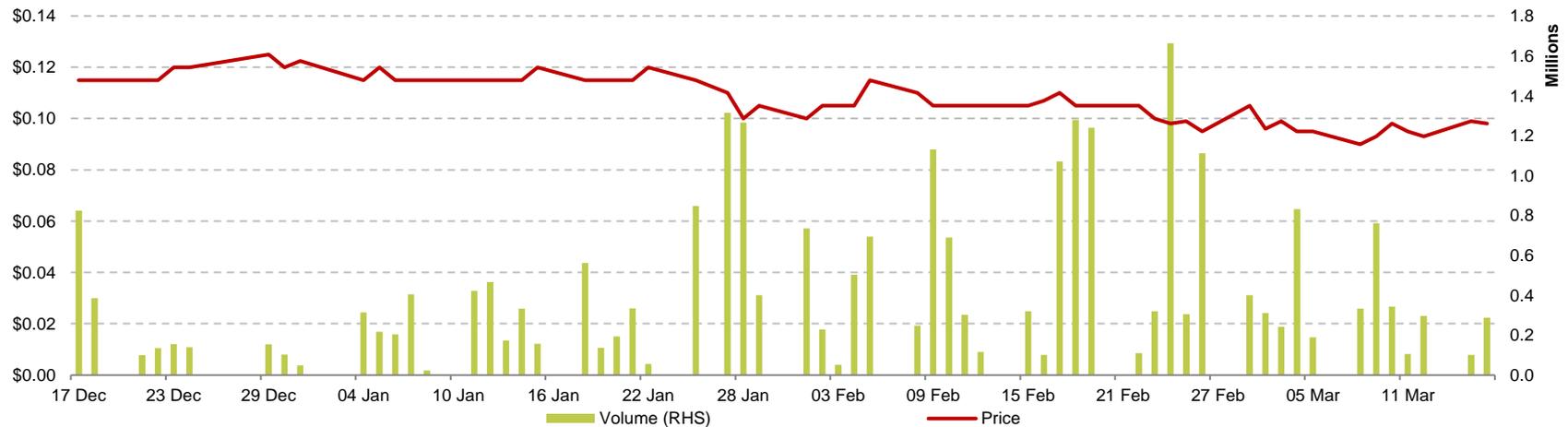
Strong balance sheet for growth - funding runway extends into 2022

Key Statistics (Closing price on 16 March 2021)

Share Price	\$0.098 per share
24 -month range	\$0.080 - \$0.230
Number of shares	289.1 million
Options Issued	11.9 million
Market Cap	~\$28.3million

Financials (AUD)

Cash	\$12.0 million (as at 31 Dec 20) + \$0.8 million (R&D Tax Incentive - 26 Feb 21)
Cash burn	~\$1.5m per Qtr (prior to sales revenue inflows and SAFA repayments)
SAFA Loan Facility	\$4 million - Low interest rate, 5-year term
Key Shareholders	Institutions (5.7%) and Industry (5.7%), Directors + Management (1.8% + Options)



Investment highlights and outlook

No better time to be in microbiology diagnostics

Technology proven - \$31.5m invested

Invented **first-in-class** technology (patent protected)

Global regulatory clearances - **FDA, CE Mark, TGA**

First sales achieved (**US, Australia, Germany**)

Partnerships to scale (**Beckman Coulter, oneservice™**)

Funded to grow - \$12m Cash + R&DTI \$0.8m received



2021 Commercial outlook

Expanded technology platform

- **USA: MRSA analysis module FDA Clearance**
- **EU and Australia: VRE and Urine analysis modules**

Growing instrument sales

US channel partner appointed



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