



LBT INNOVATIONS

Disruptive AI technology for Pathology Labs

Global presence, commercially ready

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ASX code: LBT

lbtinnovations.com

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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



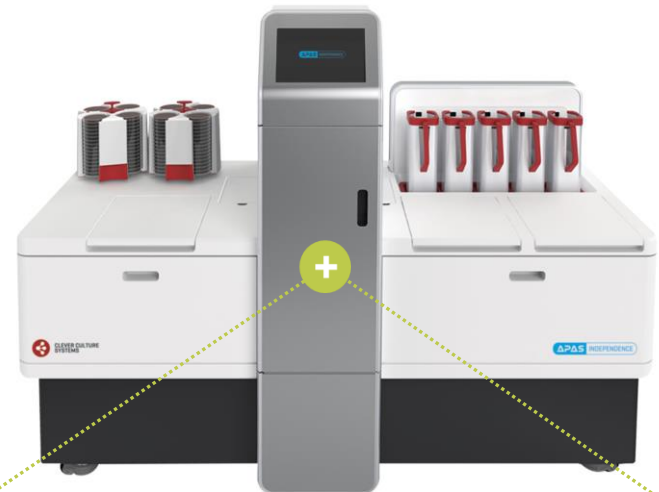
Proven – 10,000-patient clinical trial



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



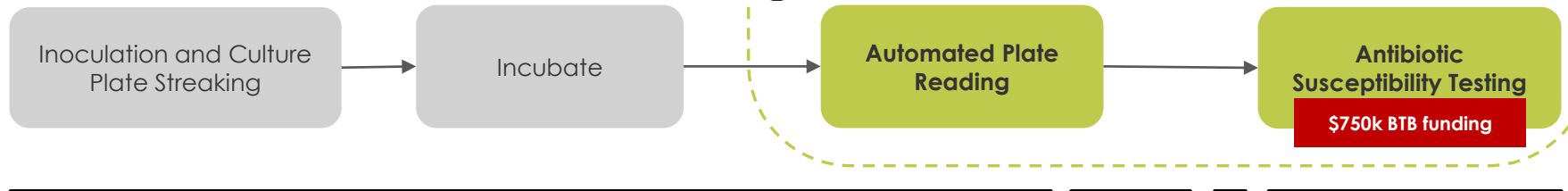
Urine, MRSA, VRE

APAS[®]-AMR

Automated Plate Reading

Antibiotic Susceptibility Testing

\$750k BTB funding



Corporate overview

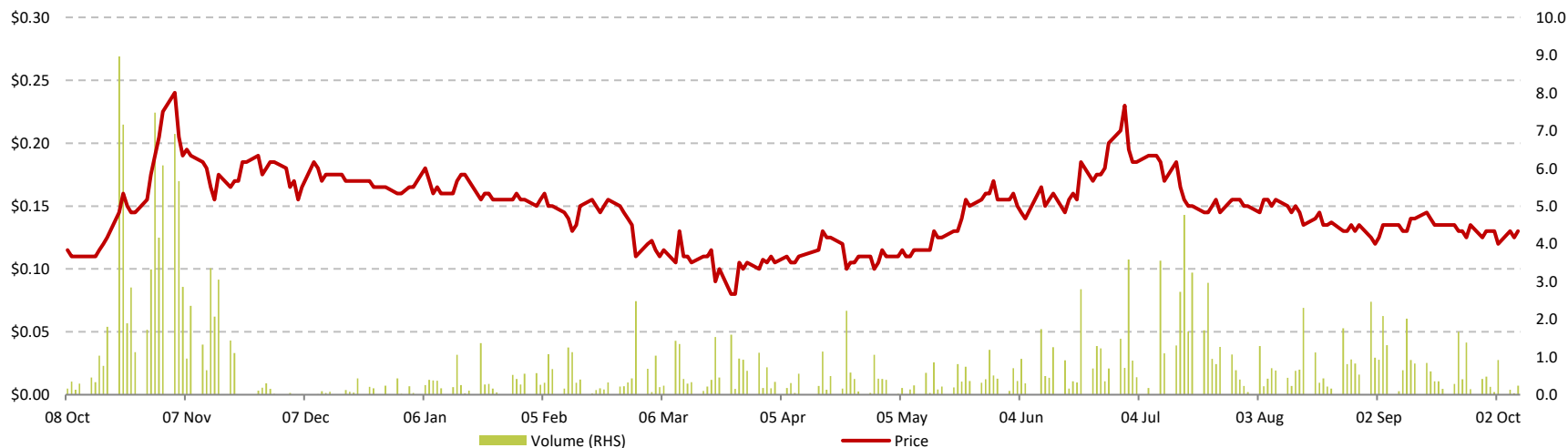
Key Statistics (Closing on 8 October 2020)

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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