

ONESERVICE APPOINTED MANAGED SERVICE PROVIDER FOR APAS® INDEPENDENCE

Global specialist to provide installation and servicing capability for APAS®, locally in Europe and United States

Adelaide, Australia, 13 July 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 partnership with oneservice AG (**oneservice**), as Service Provider for the APAS® Independence.

Key Points

- **Service Provider agreement with oneservice: a global provider of specialty technical services**
- **Full range of APAS® Independence support services - locally available in European countries and US**
- **Scalable solution to support increased sales activities in Europe with Beckman Coulter**
- **Partnership approach supports a lower cost and higher quality solution in international markets**

As part of the Company's ongoing commitment to excellent customer service, oneservice will provide an end-to-end managed service solution for APAS® Independence customers in Europe and the United States, including instrument installation and in-field maintenance services. Under the agreement, LBT's 50% owned joint venture partner Clever Culture Systems, will partner with oneservice for the provision of installation and maintenance services for each APAS® instrument sold, providing a scalable solution as the number of APAS® Independence customers grow globally. oneservice has representatives in the EU target markets of Germany, France and the United Kingdom and also provides 24/7 call support services.

CEO of oneservice, Matthias Raquet said:

"We are delighted to collaborate with LBT and Clever Culture Systems to support the world's first automated culture plate reader for microbiology labs. Our proven history as a global service provider delivering excellent service to medical device, diagnostics and life science companies will help to make the APAS® Independence a great success. We look forward to a long and successful partnership."

The partnership with oneservice forms part of LBT's hybrid distribution strategy for the APAS® Independence in international territories, where the Company combines a local sales presence with trusted partners. This enables the Company to maintain direct customer relationships providing real-time in market feedback, whilst also leveraging the scale and expertise of industry leading brands. Combined with the appointment of Beckman Coulter as Marketing Agent, announced in the prior week, the Company has now established a full suite of sales and support services for its customers in Europe.

LBT CEO and Managing Director, Brent Barnes said:

"Every customer we talk with wants confidence in knowing who will service their instrument and rate this highly in their purchasing decision. The addition of oneservice as our Service Provider means we are now able to provide local support to our customers in both Europe and the United States."

It was also a pleasure to witness the oneservice and CCS teams undergo remote training on the APAS® instrument over the past two weeks. The professionalism and attention to detail from oneservice was very reassuring and I am confident this will be the beginning of a successful partnership for CCS and our customers."

About oneservice

oneservice (www.one-service.com) is an independent provider of after sales support services. oneservice has more than 25 years of experience in the Life Science, Diagnostics, and Medical Device industries. The company is headquartered in Switzerland, with subsidiaries in Germany and USA.

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. 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.

CONTACTS

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