



LBT INNOVATIONS



CLEVER CULTURE
SYSTEMS

Annual General Meeting Company Presentation

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26th October 2022

ASX code: LBT

lbtinnovations.com

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Leaders in intelligent microbiology automation

OUR MISSION: To **disrupt microbiology**, with **intelligent automation** solutions, that **improve workflow practices** for all laboratories.



Innovative AI platform

One instrument - multiple products



Generating sales globally

Australia, Germany, UK, US



Exciting product pipeline

Digital plate reading for all labs



APAS® Independence in action at Health Services Laboratory, UK



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Sales: 2022 delivers on APAS[®] market potential

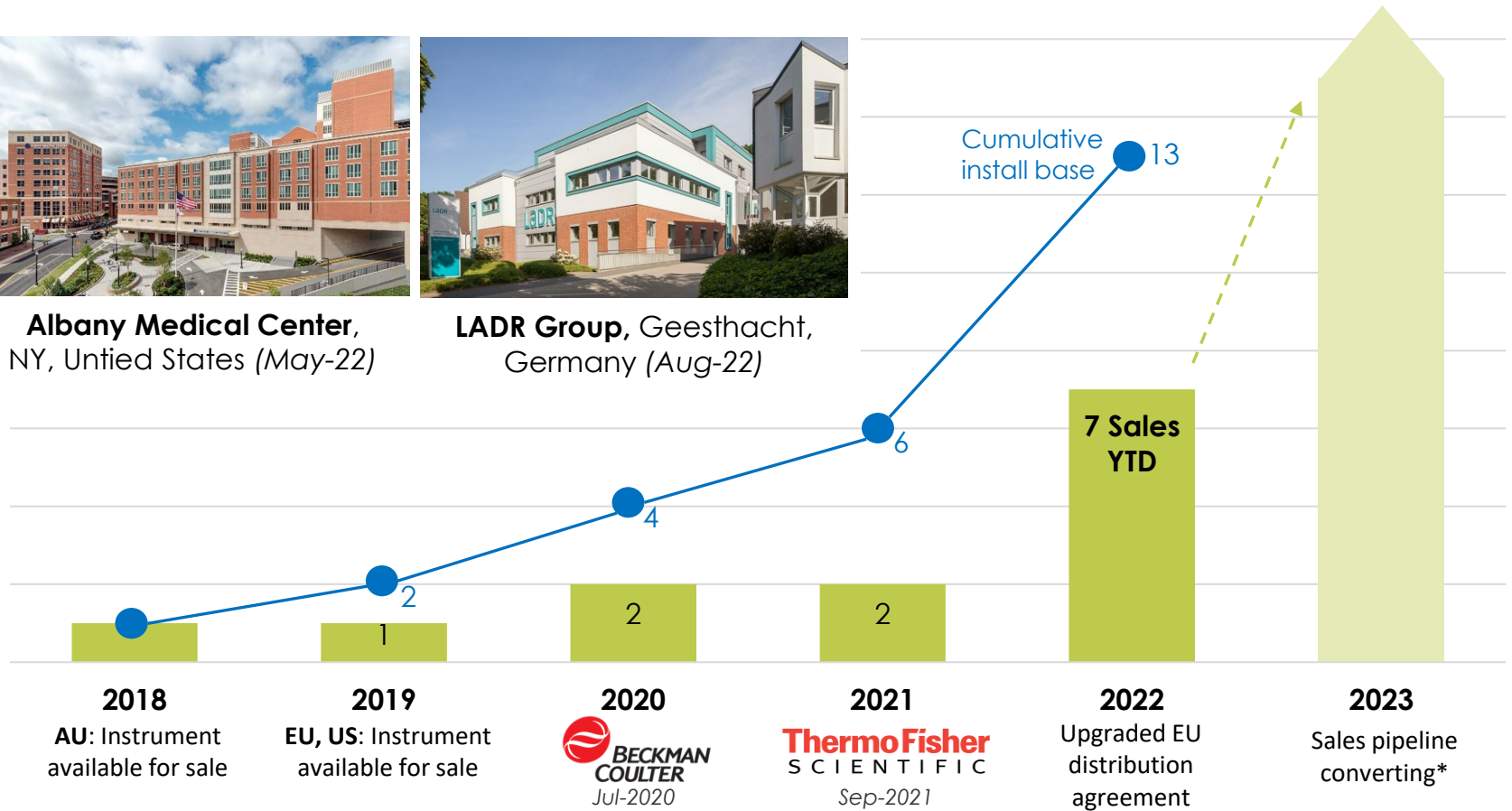
2023: Growing adoption driven through distribution partners



Albany Medical Center,
NY, United States (May-22)



LADR Group, Geesthacht,
Germany (Aug-22)



**based on established qualified pipeline of sales opportunities*

APAS[®] Compact: Benchtop APAS[®] instrument

Expands addressable market to small-medium sized laboratories

APAS[®] Compact (Concept image)



Clinical Translation
& Commercialisation
Medtech



Uses current APAS[®] imaging system and AI software

Supports all current and future APAS[®] analysis modules

CTCM Funding Details

- \$1.5 million matched funding
- Duration: 2 years
- Phased development program:
Initial phase focussed on market research to define product features and validate market opportunity



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NEW: APAS[®] Pharma for Microbial Quality Control

Proof-of-concept completed with **multinational pharmaceutical company**



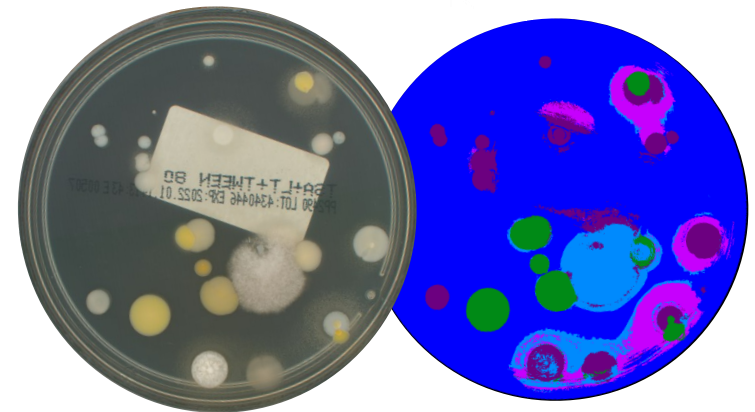
Proof-of-Concept completed for environmental monitoring

- Developed in partnership with leading pharmaceutical company
- **Successfully met performance targets**
- **Next Stage – joint project agreement**



Attractive new industry vertical – expands APAS Market Opportunity

- >350 million tests performed annually
- **Microbial QC market valued >US\$10bn**



Example settle plate, showing APAS[®] growth detection

Rights Issue – seeking to raise up to \$3.5 million

Refer to Prospectus for full details of the offer

Summary

- 1 for 6 pro-rata non-renounceable entitlement offer of New Shares to Eligible Shareholders
- Offer price of \$0.065 per New Share
- 1 free Attaching Option exercisable at \$0.13 each, with a term of 2 years, for every 3 New Shares issued

Purpose and use of proceeds:

Support expected sales growth and finalisation of the core offering of APAS[®] analysis modules which will extend the utility of the APAS[®] Independence.

Use of funds	Proceeds (\$m)
US sales & marketing	\$0.7
EU sales & marketing	\$0.6
Analysis module development	\$1.0
Working capital	\$1.1
Transaction costs	\$0.1



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