

## NEW COMPANY PRESENTATION – INVESTOR ROADSHOW

**Adelaide, Australia, 11 February 2026:** Leaders in AI microbiology automation, Clever Culture Systems Ltd (ASX: CC5) (**CCS** or the **Company**), is pleased to share an updated Company Presentation ahead of a non-deal investor roadshow. The presentation will be uploaded to the Company website.

The Company's presentation is attached.

Approved for release by the CCS Board.

– ENDS –

### About Clever Culture Systems

Clever Culture Systems (CCS) provides intelligent automation solutions to microbiology laboratories. Based in Adelaide, South Australia, the Company has developed a best-in-class technology, the Automated Plate Assessment System (APAS® Independence), using artificial intelligence and machine learning software to automate the imaging, analysis and interpretation of microbiology culture plates. The technology remains the only US FDA-cleared artificial intelligence technology for automated culture plate reading. The product is currently being sold to microbiology laboratories in the pharmaceutical manufacturing sector for the reading of environmental monitoring culture plates and to clinical laboratories as an in vitro diagnostic for infectious diseases. Thermo Fisher Scientific, Inc is exclusive distributor of the APAS® Independence to clinical customers in the United States and selected countries in Europe.

### INVESTOR ENQUIRIES

<b>Clever Culture Systems</b>
<b>Brent Barnes</b> Chief Executive Officer & Managing Director Tel: +61 8 8227 1555 E: <a href="mailto:info@cleverculturesystems.com">info@cleverculturesystems.com</a>

ASX: CC5

# AI-powered microbiology

*Revolutionising microbial quality control  
in pharmaceutical manufacturing*

Brent Barnes, CEO and Managing Director  
February 2026



# 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.

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# APAS<sup>®</sup> Independence setting new standard in high-growth pharmaceutical QC automation market

*Financial stability High margin ARR >\$1m, cashflow positive<sup>1</sup>, no debt*

Commercial delivery tailwinds

## Industry leaders backing APAS<sup>®</sup> technology with global adoption

*AstraZeneca, Bristol Myers Squibb, Pfizer, Novo Nordisk, Boehringer Ingelheim, Thermo Fisher (Patheon)*

18-month financial stability

FY25 maiden profit \$1.7m, driven by product sales of \$6.6m

Growing recurring revenue exceeding \$1m, reported Q2 FY26

\$3.1m cash, known cash inflows of \$1.9m over next 2 quarters at 31-Dec-25

Outlook underpinned by good science, tech, customers

New data presented by industry leaders – APAS<sup>®</sup> becoming the new environmental monitoring standard

AstraZeneca with 11 APAS<sup>®</sup> instruments purchased, rolled out across global sites

Q2 FY26 launch of contact plates expands APAS<sup>®</sup> utility and increases TAM

1. First Half FY26 cashflows from operating activities

**Millions of culture plates are manually read and reported annually during pharmaceutical manufacturing**



**Incorrect results costly**

**High cost of failure**

**Up to US\$1bn lost revenue<sup>1</sup>**

Failed results in pharmaceutical manufacturing can lead to substantial revenue losses. Catastrophic impact is patient death

**Regulatory scrutiny**

**116% regulatory increase<sup>2</sup>**

Rise in regulatory observations to drug establishments creates compliance challenges

**Inefficient**

**Up to 98% zero growth plates<sup>3</sup>**

Millions of plates reviewed annually, majority of plates have no growth yet require dual analyst verification, wasting resources

1. [www.researchandmarkets.com](http://www.researchandmarkets.com), Global Pharmaceuticals Market Report 2021: Covid-19 Impact and Recovery to 2030.

2. <https://www.fda.gov/inspections-compliance-enforcement-and-criminal-investigations/inspection-references/inspection-observations>

3. <https://www.cleverculturesystems.com/scientific-library/apas-pharmaqc-ai-culture-plate-reading>

# Environmental monitoring today

*Mandatory process in every pharmaceutical manufacturing facility globally*

Culture plates



Environmental monitoring



Cleanrooms

*(pharmaceutical manufacturing)*



Incubation  
(3-7 days)



**Critical decision point**

Culture plate reading, reporting. Result to release pharmaceutical product



No Growth  
→ Batch release



Growth detected  
→ Batch held  
→ Investigation

# Digital disruption

**APAS** INDEPENDENCE



## Solution: APAS

### Automated Plate Assessment System



**Cutting edge AI technology**

Machine learning for microbiology applications



**Demonstrated performance**

Extensive scientific data, faster than microbiologist



**Improved data integrity**

Automatic data trails and audit reports



**Easy integration and user operation**

Simple plug and play technology



# Environmental monitoring with APAS

*Mandatory process in every pharmaceutical manufacturing facility globally*

Culture plates



Environmental monitoring



Cleanrooms

*(pharmaceutical manufacturing)*



Incubation  
(3-7 days)



**Critical decision point**

Automated culture plate reading



**APAS INDEPENDENCE**



No Growth >90%  
→ Batch release automatically



Growth detected  
~2-10% reviewed manually



# Up to AU\$1.5m revenue per APAS Independence sale<sup>1</sup>

*Includes up-front Capex and Annual Recurring Revenue (ARR) streams*



Product / Service	Description	Revenue Model	Approx. Split
APAS <sup>®</sup> Independence	Laboratory Instrumentation	Upfront Capex <i>(inc. financing options)</i>	40%
APAS Apps <sup>®</sup>	AI Software Licence	 ARR	40%
APAS Service <sup>2</sup>	Support and maintenance services	 ARR	15%
Implementation Services	Instrument connectivity, technical data and validation support	One-off	5%

1. Typical revenue over 7 years (expected life of instrument)

2. Third-party service provider / distributor expected to provide service

# Growing Global Laboratory Automation Market – Forecast to grow at 7.2% over next 5 years<sup>1</sup>

## AU\$2.8B TAM<sup>2</sup>

**Total Addressable Market** for aseptic manufacturing microbiology testing. Pharma companies are investing in expanding manufacturing facilities and automation

## 14 of Top 20<sup>3</sup>

**Sales pipeline** includes largest pharmaceutical manufacturers globally. Opportunity for multi-instrument sales, establishes industry credibility.

## >40 qualified leads

**Sales momentum** building. Qualified opportunities represent **~\$75 million** in upfront sales and **\$15 million** per annum in recurring revenues.<sup>4</sup>

1. MarketsandMarkets ([www.marketsandmarkets.com](http://www.marketsandmarkets.com)) - Lab Automation Market: Growth, Size, Share and Trends  
2. Global Pharmaceuticals & Medicine Manufacturing; IBISWorld Industry Report + internal company analysis  
3. Top 20 Pharma based on annual revenue  
4. Sales Pipeline Value estimated on potential number of APAS instruments across current active customers



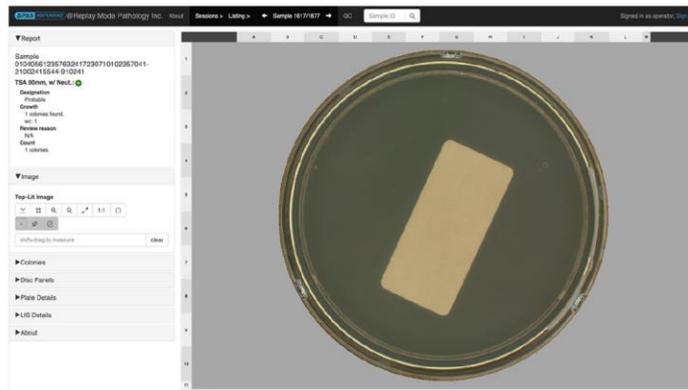
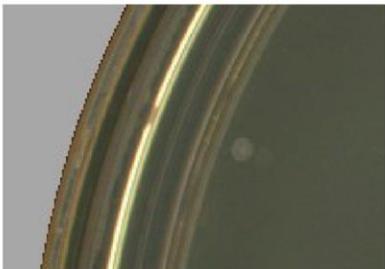
# AstraZeneca Case Study

*Enterprise customer – Standardisation across multiple global sites*

- ~1,000 plates per day at large AZ sites
- >98% of plates are negative
- Occasionally humans make mistakes
- APAS resolves data integrity challenges

## Key Learning Points

- Value of APAS proven during data collection
- Single colony missed by humans, detected by APAS
- Most important acceptance criteria are that it never misses a positive plate, and doesn't give too many false positives



AstraZeneca 

- 11 instruments purchased and installed
- Multiple global manufacturing locations
- Advocates of technology presenting at multiple conferences
- Validated technology for routine use

# Pharmaceutical manufacturing: Attractive market for optimisation

Roche

## Roche to invest USD 50 billion in pharmaceuticals and diagnostics in the United States over the next five years



USD 50 billion commitment includes new state-of-the-art research and development (R&D) sites, new and expanded manufacturing facilities in...

22 Apr 2025

Business Wire

## Thermo Fisher Scientific Invests to Enhance U.S. Innovation and Support Customers' Manufacturing



Thermo Fisher Scientific Inc. (NYSE: TMO), the world leader in serving science, will invest an additional \$2 billion in the United States...

24 Apr 2025

Genetic Engineering and Biotechnology News

## BMS Commits \$40B over Five Years to U.S. R&D, Manufacturing



Bristol Myers Squibb, Board Chair of BMS and CEO Christopher Boerner, PhD, have committed the pharma giant to investing \$40 billion over the...

1 month ago

# Different automation approach

## Incubation and reading technologies

- Requires continuous reading between incubator and imaging platform
- Incubation size restricts volume capacity (60-132 plates per day capacity)

3P System – bioMérieux  
(Interscience OEM)

Incubator capacity 300 plates  
~60 plates per day<sup>1</sup>



Growth Direct – Rapid Micro Biosystems  
(NASDAQ RPID)

Incubator capacity ~660 plates  
~132 plates per day<sup>1</sup>



# APAS Independence: end point reader

APAS delivers scale

- 1 APAS instrument automates 1,600 plates per day
- Customers use their existing low-cost, high-volume incubators



1. Daily capacity assumes industry standard 5-day incubation

# Global footprint: 28 APAS® Independence instruments<sup>1</sup>

Asia-Pac: 5 instruments

USA: 6 instruments

Europe: 17 instruments

Global pharma customer focus: AstraZeneca, Bristol Myers Squibb, Pfizer, Novo Nordisk, Boehringer Ingelheim, Patheon (Thermo Fisher)

- APAS sales
- APAS Training Hub

<sup>1</sup> Instruments sold & delivered, excludes evaluations and confirmed sales not installed (Feb-26)

# Board and Management

*Focused on expansion into pharmaceutical manufacturing industry*

- Board and Management shareholding 20%+
- International experience with healthcare, technology and pharmaceutical manufacturing expertise
- Extensive public listed ASX experience in micro-cap and high-growth companies



**Brent Barnes**  
CEO and MD, AU  
*Aug-16 start*



**Rebecca Wilson**  
Chair, AU  
*Jul-23 start*



**Dan Hill**  
NED, AU  
*Dec-23 start*



**Ian Wisenberg**  
NED, US  
*Oct-24 start*



**Ray Ridge**  
CFO and  
CoSec, AU

## APAS INDEPENDENCE



## Growth in customer base

New sales to global pharma companies Expected in H2 of FY26 and beyond

## Build customer expansion opportunity

Support customer evaluations and establish trusted partnerships

## APAS<sup>®</sup> validated in routine use

Growth in customers using the technology in routine operations

## Stable financial outlook

Disciplined cashflow management, steady sales growing ARR