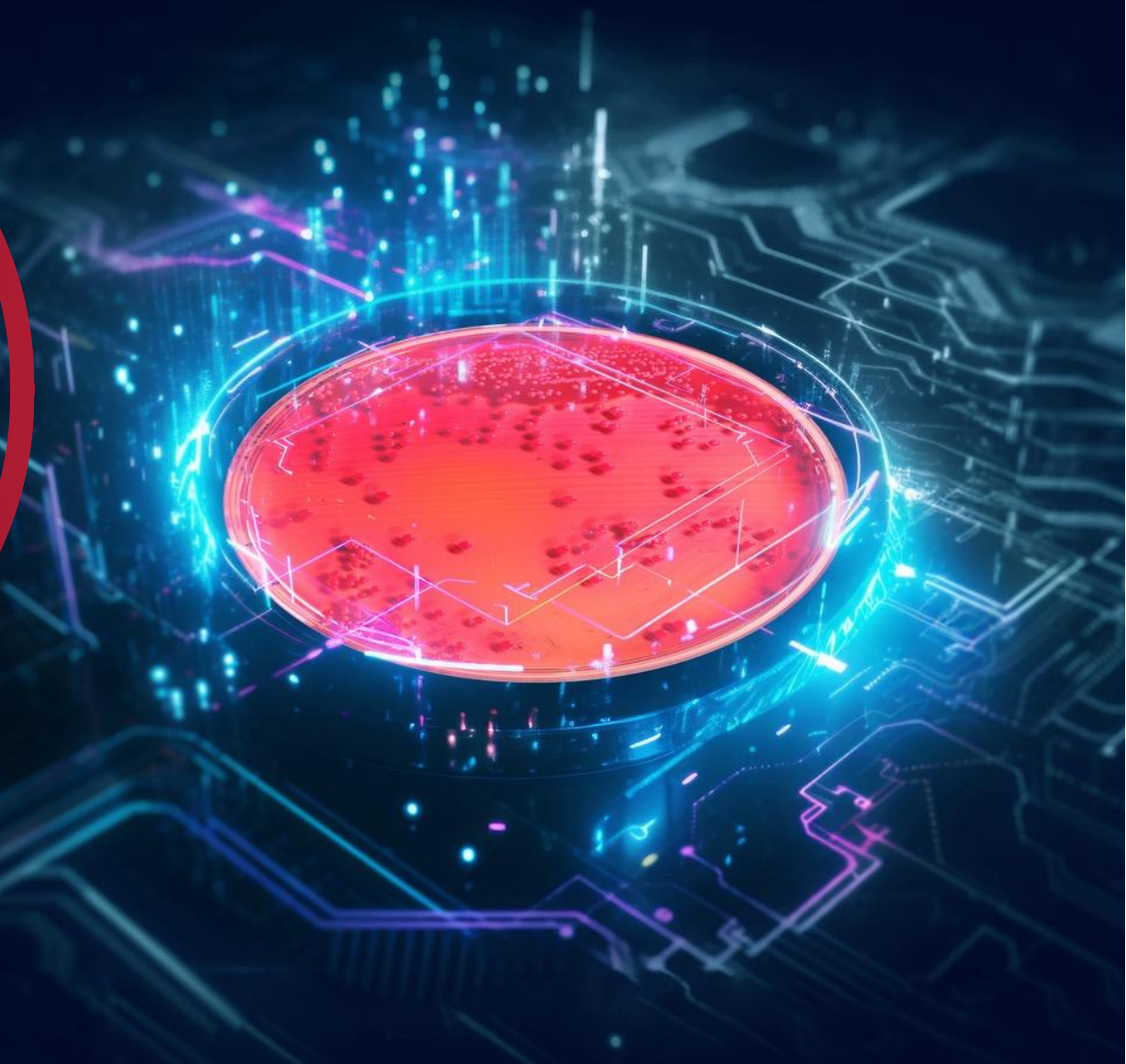
ASX: CC5

AI-powered microbiology

Revolutionising microbial quality control in pharmaceutical manufacturing



Brent Barnes, CEO and Managing Director
September 2026

CLEVER CULTURE SYSTEMS

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CLEVER CULTURE SYSTEMS

Context: sterile drug manufacturing







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

Sterility failures are catastrophic – 2023 case study

Validated sterility control systems matter. Environmental monitoring is one critical layer that detects microbial contamination before it reaches patients

COMPANY ANNOUNCEMENT

Global Pharma Healthcare Issues Voluntary Nationwide Recall of Artificial Tears Lubricant Eye Drops Due to Possible Contamination

When a company announces a recall, market withdrawal, or safety alert, the FDA posts the company's announcement as a public service. FDA does not endorse either the product or the company.

Another death, more cases of vision loss linked to contaminated eye drops, CDC reports



US FDA observation: “manufacturing process that lacked assurance of product sterility”

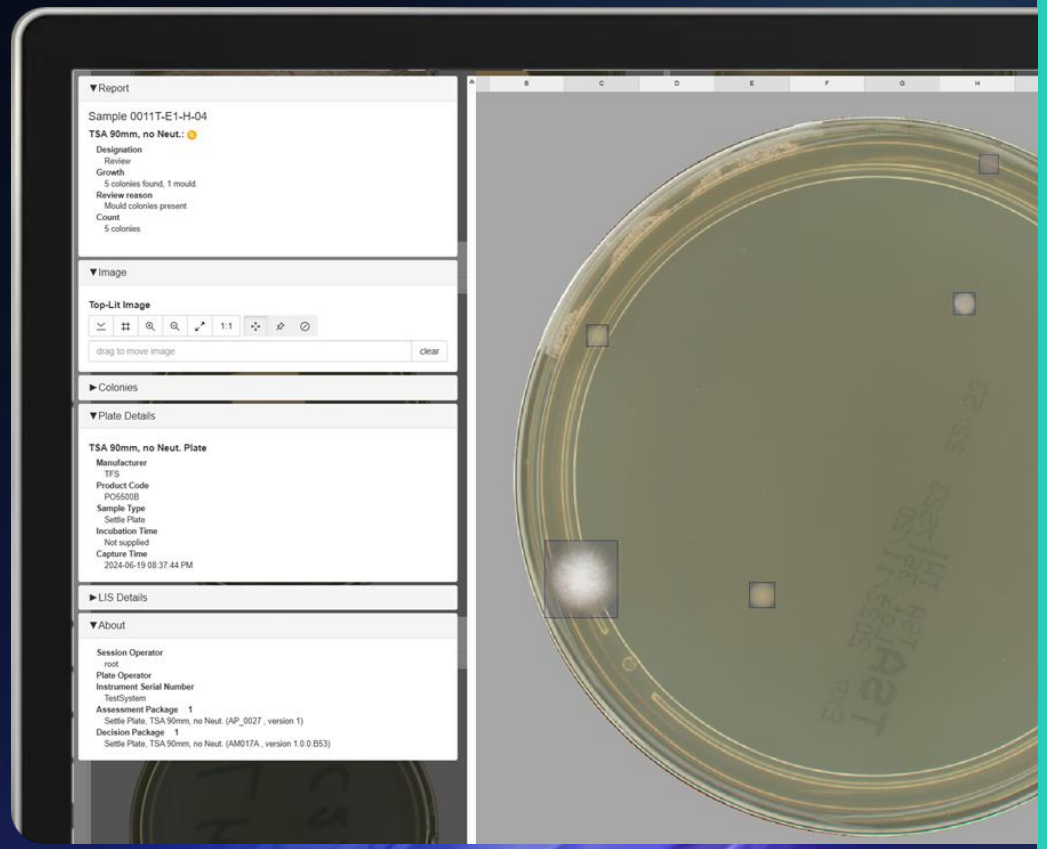
4	80+	4	14
deaths	infections	Eye removals	Vision loss

Another Death heading: https://edition.cnn.com/2023/05/19/health/ezricare-eye-drops-recall-update

https://www.fda.gov/safety/recalls-market-withdrawals-safety-alerts/global-pharma-healthcare-issues-voluntary-nationwide-recall-artificial-tears-lubricant-eye-drops-due#recall-announcement

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



In drug manufacturing (GMP), proof is validated performance

APAS is built by microbiologists, for microbiologists. 10+ years of knowledge to design, execute and provide the evidence that APAS algorithms work to GMP standards

High regulatory standards are required and applied to automation for good reason -

To reduce risk to patients



Up to AU$1.2m revenue per APAS Independence sale[1]

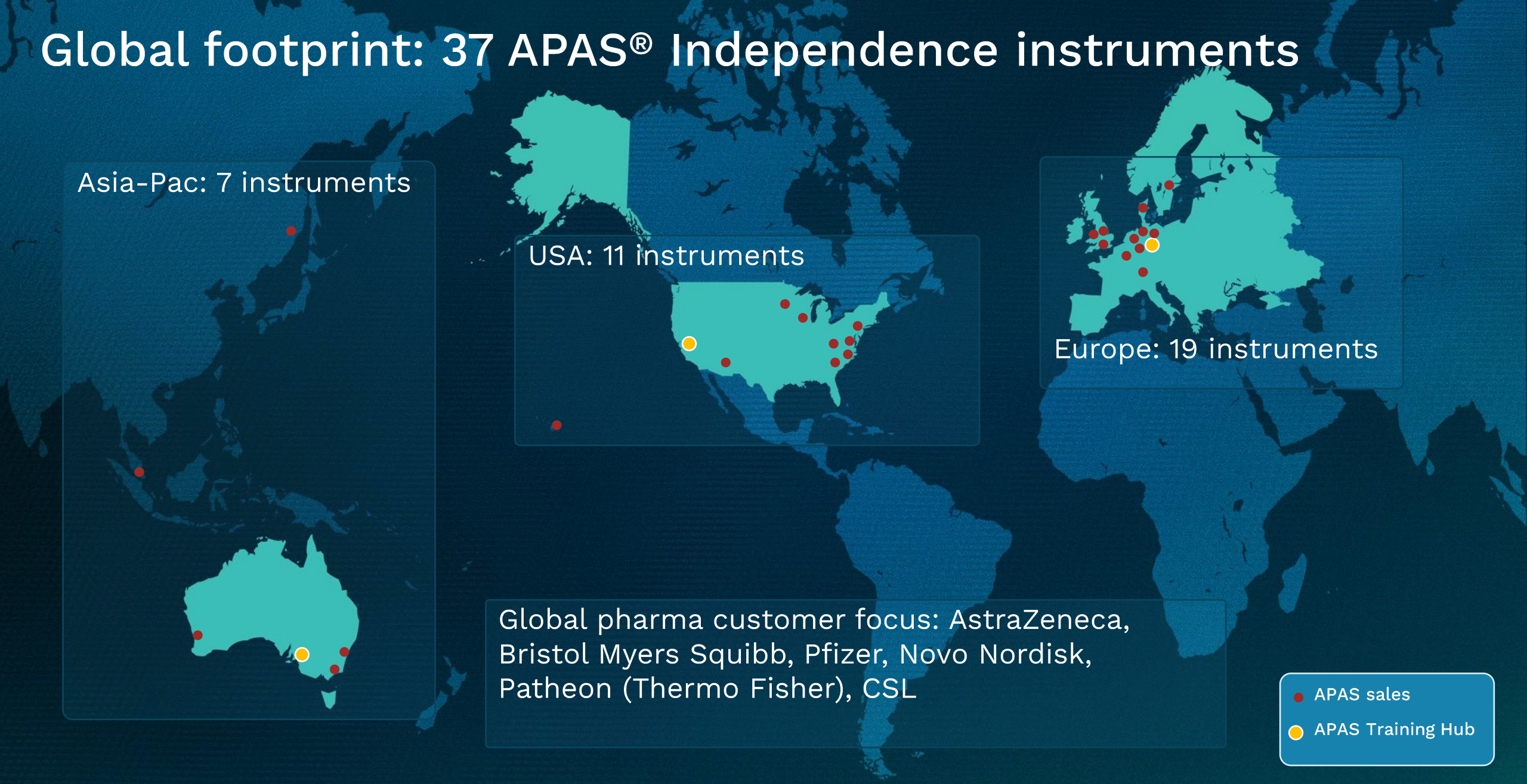
Includes up-front Capex and Annual Recurring Revenue (ARR) streams



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

[1] Revenue over 7 years (expected life of instrument)

Global footprint: 37 APAS® Independence instruments



Targeting the highest value 50% of the market

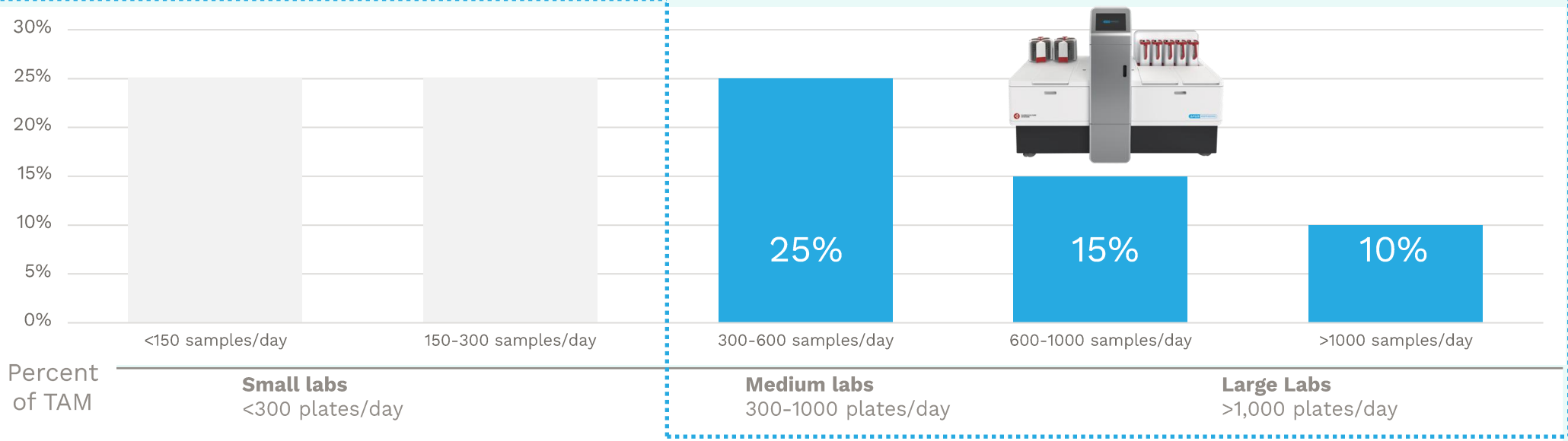
The most value to gain in an already large total addressable market

Attractive market:

- Highest testing volumes
- Greatest economic return
- Largest lifetime value

APAS Independence addresses the largest manufacturers: ~50% of the global opportunity:

TAM: 2,300 instrument opportunity



Segmentation based on number of environmental monitoring culture plates assessed daily

Total addressable pharmaceutical market – $2.8B

Market Opportunity – sterile pharmaceutical manufacturing

Market CAGR growth >8%



Annual SaaS Opportunity

$230M ARR

$1.6B

SaaS / ARR

Annual AI software license + hardware maintenance over 7 years

$1.2B

Up-front CAPEX

Instrument hardware

Every instrument sale worth up to $1.2M over 7 years

- *Australian dollars (USD:AUD: 1.4). Market opportunity of AU$2.8B based on 2,300 APAS® Independence over expected 7 years based on internal Company market research*
- *Compound Annual Growth Rate of 8.1% from 2026 to 2033 (https://www.coherentmarketinsights.com/market-insight/sterile-injectables-market-201)*
- *AUD$100,000 ARR per APAS® Independence sold multiplied by TAM of 2,300 APAS® Independence instruments = AUD$230M*

Land & Expand playbook: FY25 + FY26 foundation set

How it works

1 LAND
1-2 instruments at a global pharma site

2 VALIDATE
Technology proven in routine operations

3 EXPAND
Roll out across global sites

AstraZeneca: 12 instruments purchased across global locations

Landed 8 global pharmaceutical customers

- **AstraZeneca** — 12 instruments – global sites
- Novo Nordisk - Expand — 3 instruments, validation started
- Bristol Myers Squibb — Global pharma customer
- Pfizer — Global pharma customer
- CSL Behring — Global pharma customer
- Global pharma customer — *Confidential (1 of 2)*
- Thermo Fisher (Patheon) — Global pharma CDMO customer
- Global pharma customer — *Confidential (2 of 2)*

Expand opportunity – global pharma customers

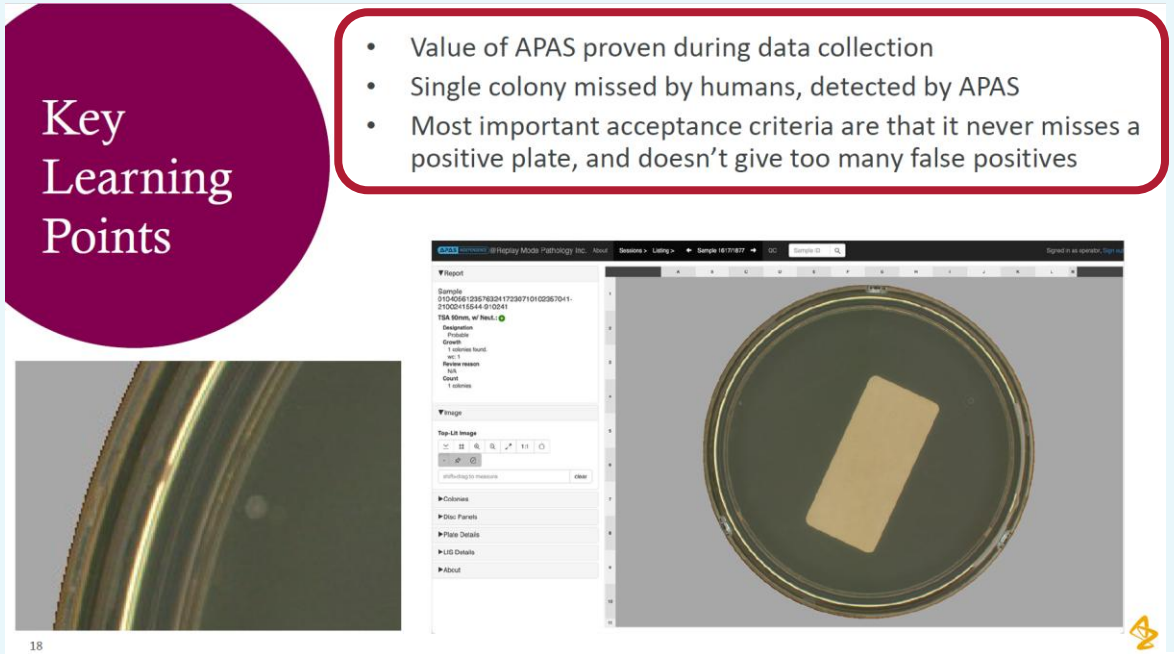
~100	~$51M	~$10M ARR
APAS instruments	CAPEX Opportunity	SaaS / Recurring

The 100 APAS® Independence instrument potential is a Company estimate of the opportunity with existing global pharmaceutical customers: AstraZeneca, Novo Nordisk, Bristol Myers Squibb, Pfizer, Thermo Fisher (Patheon), CSL, 2 X un-named Top-20

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



AstraZeneca

12 instruments purchased and installed

- Multiple global manufacturing locations
- Advocates of technology presenting at multiple conferences
- Validated technology for routine use

Experienced

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

FY27: the tipping point begins

Growth increasingly comes from inside the accounts we've already won

Targeting a near-term qualified sales pipeline of 180 instruments

>50% of FY27 sales expected to come from existing customers

\+

New Customers

- **Step change increase in sales**
  FY27 is where land & expand starts compounding into sales growth
- **Growing SaaS / recurring revenue to $10M**
  Growth outlook focused on reaching 100-unit installedbase
- **Efficient and established targeted sales team**
  Stable cost base to deliver on opportunity
- **30-Jun cash $1.7m + $3.4m committed cash inflows**
  Line of sight to FY27 profitability and full year positive cashflows

Thank you

