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CLEVER CULTURE SYSTEMS

ASX:CC5

CUSTOMER COMMITMENTS AND ADVANCING SALES PIPELINE UNDERPIN APAS® GROWTH MOMENTUM

Adelaide, Australia, 28 October 2026: Leaders in AI microbiology automation, Clever Culture Systems Ltd (ASX: CC5) (**CCS** or the **Company**), is pleased to report continued commercial momentum for APAS® Independence, with completed sales, progressing customer evaluations and an advancing sales pipeline led by global pharmaceutical companies.

Highlights:

- **3 APAS® sales completed and fully invoiced in Q1 FY27,** with existing customers Novo and AstraZeneca
- **New Top-20 global pharmaceutical company expected to commence a paid APAS® evaluation** broadening the base of large global pharmaceutical customers to 9, establishing a growing foundation for potential multi-site deployment opportunities
- **2 existing global pharmaceutical companies each expected to progress to a purchase,** as they finalise their evaluations
- **PSC Biotech partnership adds an additional commercial sales channel including a commitment to purchase an instrument**, extending CCS's market reach into regional and single-site pharmaceutical manufacturers
- **The above progress underpins expectations for H1 FY27 sales and new evaluations to reach 8 units, matching full-year FY26 (8 units to pharma),** led by global pharmaceutical companies
- **Customer insights and advocacy from AstraZeneca and CSL** strengthens the APAS® value proposition and supports sales opportunities

Brent Barnes, CCS CEO and Managing Director said:

"This continued commercial momentum and recently announced PSC Biotech partnership underpin both our FY27 objectives and longer-term growth ambitions. While the timing of sales conversion will vary from quarter to quarter, our focus remains on converting evaluations into purchases and supporting broader deployment across customers' manufacturing networks. This is how we are building a scalable business, growing our global installed base and expanding high-margin, recurring software revenue."

New Top-20 global pharmaceutical company expected to commence paid APAS® evaluation

CCS expects to finalise a contract with a new Top-20 global pharmaceutical company to commence a paid evaluation of APAS® Independence in Q2 FY27. Evaluations assess the analytical performance of the instrument and suitability for potential expansion across a customer's global drug manufacturing network, consistent with the Company's 'land and expand' sales strategy. If this evaluation proceeds as expected, this will broaden the Company's engagement with leading global pharmaceutical manufacturers, with 9 pharmaceutical companies having purchased, commenced paid evaluations of, or actively evaluating APAS® Independence. An expanding customer base provides a growing foundation for potential multi-site deployments.

Advancing customer procurement supports expected H1 commitments for eight instruments

The Company is in final procurement discussions with two existing global pharmaceutical customers as they complete their evaluations of APAS® Independence. These expected sales have the potential to establish an important milestone to create further opportunities for additional sales across two global networks. Purchase orders are expected during Q2 FY27, which are also expected to be invoiced within the quarter.

The Company is also in the final stage of finalising a purchase commitment from a new single-site pharmaceutical manufacturer, with installation and qualification being planned before the end of the 2026 calendar year. The sales opportunity originated at the APAS® discovery day, held at AstraZeneca in June 2026 and has since progressed through the sales process, demonstrating the value of customer-led demonstrations in advancing commercial opportunities.

Importantly, these commercial developments reflect continued progress towards establishing APAS® Independence as the 'gold standard' within leading global pharmaceutical manufacturers. Initial instrument deployments and paid evaluations

provide a foundation for customer validation and potential broader adoption across multiple manufacturing sites, supporting the Company's long-term 'land and expand' commercial strategy.

AstraZeneca and CSL customer insights webinars support the Company sales strategy

Customer insights webinars featuring CSL's Craig Stephens (Global Head of Quality Control Operations) and AstraZeneca's Karen Capper (Global Head of Microbiology, Science, Technology) strengthen market understanding and credibility of the Company's sales strategy. Presenters spoke about their experience with the APAS® Independence technology and their vision of deployment throughout their companies. Key topics covered included:

- Why patient safety comes first
- Current environmental monitoring processes are manual, with risk of human error and data integrity
- Value proposition for APAS® delivers fast payback
- Validation strategy for APAS® is to complete centrally and vision to scale across global sites
- Industry adoption for APAS® is building

A five-minute video highlight summary can be viewed online: https://youtu.be/-O9m0AC_-fk?si=rlBSBYuqV7oZRqLf and the full versions of these presentations are also available on our investor section of the Company website: https://www.cleverculturesystems.com/investors/investor-centre.

Forward-looking statements

This announcement contains forward-looking statements, including statements regarding the Company's expected sales outcomes. These statements reflect current expectations as at the date of this announcement and are subject to inherent risks and uncertainties, many of which are outside the Company's control. Such risks and uncertainties may result in the delay or termination of sales opportunities. Therefore, actual sales and other outcomes may differ materially from those expressed or implied by these statements. Forward-looking statements are not guarantees of future performance, and investors should not place undue reliance on them.

Approved for release by the CCS Board.

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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

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