

**CHAIRMAN'S ADDRESS
AUSTCO HEALTHCARE LIMITED (ASX:AHC)**

ANNUAL GENERAL MEETING – 28 NOVEMBER 2022

Good morning everyone and thank you for joining us today. My name is Graeme Billings, and I am the Chairman of Austco Healthcare Limited (**Austco**), and I would also like to welcome you to the 2022 Annual General Meeting.

Given we have a quorum, I now declare the meeting open. I'd like to begin by introducing my fellow board members:

- Independent Non-Executive Director Mr. Brett Burns, who is also the Chair of the company's Remuneration Committee;
- Independent Non-Executive Director Mr. Tony Glenning;
- Mr. Clayton Astles, Executive Director and the company's Chief Executive Officer; and
- Mr. Brendan Maher, Company Secretary and Chief Financial Officer.

I would also like to welcome Mr. Michael Climpson, a Partner of Grant Thornton, our auditors.

Despite a second full year of navigating the challenges of the COVID-19 pandemic, the Company delivered a strong result in FY22, which enabled it to pay its first dividend in 13 years.

My fellow Directors and I are proud of the results of the Austco Healthcare team. I will now outline some of the financial and operational achievements for FY22.

Financial Performance

Revenues from customers increased 15% to \$35.9 million, which included an increase in Software and SMA revenues of \$0.8 million.

Despite the continued supply chain challenges, we were able to maintain our Gross Margins at 52.5%.

The Company increased underlying FY22 net profit after tax by 14% to \$1.7 million and produced positive cashflow from operations of \$1.9 million.

Throughout COVID, our Open Sales Order book has grown to record highs as we continue to sell and win orders. When we announced our FY22 results in August, we reported that our Open Sales Order book stood at \$22.7 million. By late September, that had grown to \$29.5 million as we continued to win new orders. The Open Sales Order book is now at \$25.6 million, decreasing since September from some significant deliveries of our new RTLS call points and next-generation annunciators.

First-In-Class Products

Through COVID we have continued our investment in R&D, investing a further \$3.7 million during FY22 to continue enhancing our market-leading solutions. We are pleased with the increased interest and order levels of our new real-time-locating solutions (RTLS) and proximity enabled call points launched last year.

Our Tacera and Pulse brands are recognised globally as best-in-class healthcare communications and clinical workflow systems. We hear this feedback consistently, again as recently as two weeks ago in Germany, at one of the largest healthcare trade shows in the world where we showcased our technology.

Strategy & Outlook

Austco Healthcare's strategic plan remains focused on operational and revenue growth strategies. During FY22, we bolstered our sales and marketing capabilities, particularly in the US market.

Another important element of our growth strategy is to explore acquisition opportunities that will help drive exponential growth for the Company. We have engaged several targets that complement our core business, including technology that fits into our product portfolio and system integrators who can help us sell and install our advanced healthcare solutions.

Our sales pipeline and order book growth is driven by our industry-leading products designed for the evolving healthcare market. The Company's ability to deliver on its \$25.6m order backlog depends on hospital and aged-care site access restrictions and managing supply chain disruptions. Whilst supply chain uncertainty still exists, we have seen some improvements in the availability and pricing of raw materials used to

manufacture Austco's products. As the supply chain situation continues to improve, we will see further increases in recognised revenues and profits.

Conclusion

We believe the Company has successfully managed the challenging environment over the past two years, which gives us confidence in our ability to benefit from its broad coverage across multiple regions and its market-leading products.

Finally, I would like to thank the Austco staff for their continued hard work and commitment during these challenging times.