

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

ANNUAL GENERAL MEETING – 1 NOVEMBER 2023

Ladies and gentlemen, I am pleased to address you today regarding Austco Healthcare's achievements during the FY23 year.

Whilst the impacts of the pandemic were far less than in previous years, supply chain challenges remained. These were mainly accessing certain raw materials computer chips used in our products, which cost us more, thereby negatively impacting our margin growth, and distracted our R&D team to find, replace and certify those computer chip alternatives.

I am proud of our continued ability to response to those challenges and 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 FY23.

Financial Performance

Total revenues reached \$42 million, an increase of 17% compared to the previous year, with new product launches helping to drive revenue growth. Higher revenues and higher gross margins allowed us to invest in our cost base with additions to our sales teams and increased investment in research and development. The Company reported net profit after tax of \$2.3 million.

Our Open Sales Order book continues to grow to record highs. This time last year it was \$25.6 million. It now stands at \$38.7 million and sets us up for sustained growth and value creation.

First-In-Class Products

Our investment in R&D has now reached \$4.6 million, up \$0.9 million from last year. Our Tacera and Pulse brands with their workflow solutions, Real Time Location Systems and reporting capabilities, we believe, are best in class for healthcare communication and clinical workflow systems.

These enhancements are a significant part of the reason for the growth in our Open Sales Order book. We are also excited about future innovations in our product road map that we will be bring to market, some of which will be presented by Mr. Astles in his presentation today.

Strategy

Austco Healthcare's strategic plan is focused on both organic and non-organic revenue growth strategies.

During FY23, we finalised the ramping up of our sales and marketing capabilities across several markets and we also increased our R&D investment. These two initiatives are focused on our organic revenue growth strategy.

M&A leads our strategy for non-organic revenue growth. We announced the execution of the acquisition of Teknocorp, a Victorian based distributor of Austco Nurse Call, Access Control and Security products. Once the security license we require to operate that business is granted we will be able to settle the transaction. We expect that license to be granted imminently.

We have further M&A 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.

Conclusion

I pay tribute to our outstanding Austco management lead, led by our Managing Director Clayton Astles, to every one of our 100 staff located across the world. In what has again been a challenging year I acknowledge their contribution to the achievement of Austco's success.