



Roadshow Presentation

MARCH 2025

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Chief Executive Officer

Brendan Maher
Chief Financial Officer



1H FY25



1H FY25 Financial Summary: Record Performance

↑ 62%

Revenue Growth

Successful integration of acquisitions
drove record \$36.9M

↑ 150%

EBITDA Increase

Reached \$5.2M, exceeding top end of
guidance

↑ 270%

NPBT Growth

\$3.9M profit, up \$2.9M from previous
period

↑ 15%

Software Growth

Software and SMA revenues reached
\$4.6M

Our M&A Strategy: Driving Growth Through Strategic Acquisitions

Our acquisition strategy targets three key areas: systems integrators, technology companies, and strategic competitors to enhance capabilities, fill product gaps, and strengthen market position.



Systems Integrators

Expands our implementation capabilities.
Enhances our service offerings to deliver comprehensive solutions.

Technology Acquisitions

Fills critical product gaps. Accelerates our innovation timeline through proven technologies.

Strategic Competitors

Strengthens our market presence.
Expands our customer base in key segments.

These targeted acquisitions will drive accelerated growth, increase our market share, and enhance our competitive advantage.



Products Roadmap Vision



Tacera

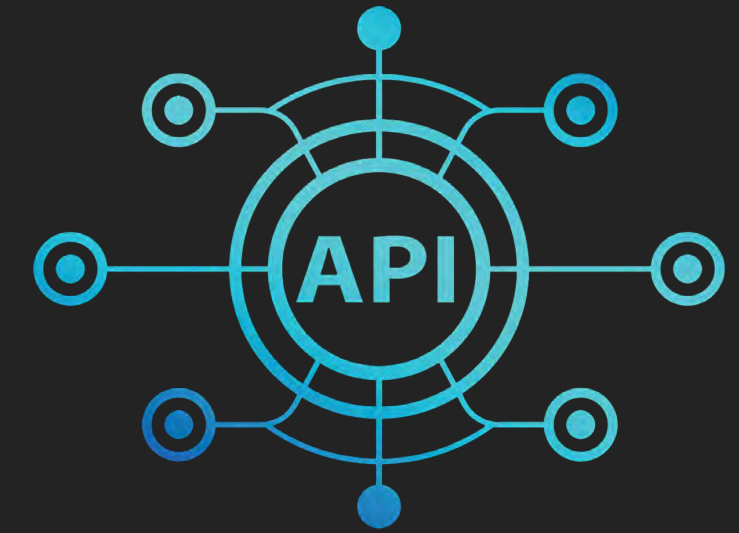
Care Communications Platform



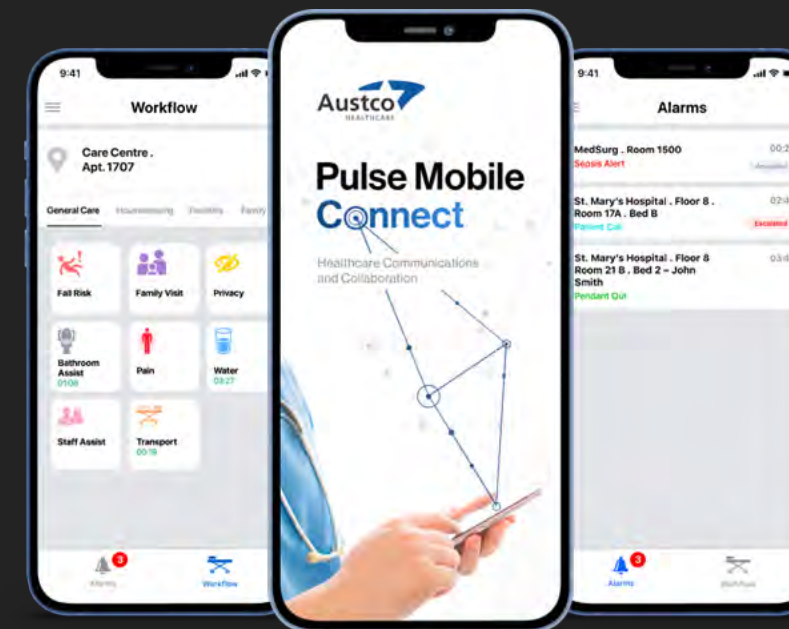
Real-Time Locating (RTLS)



Whiteboards & Signage



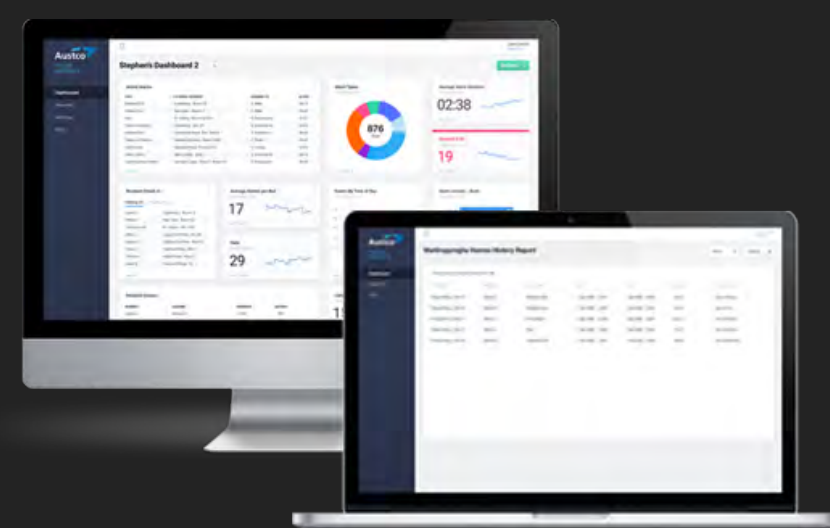
Integrations API



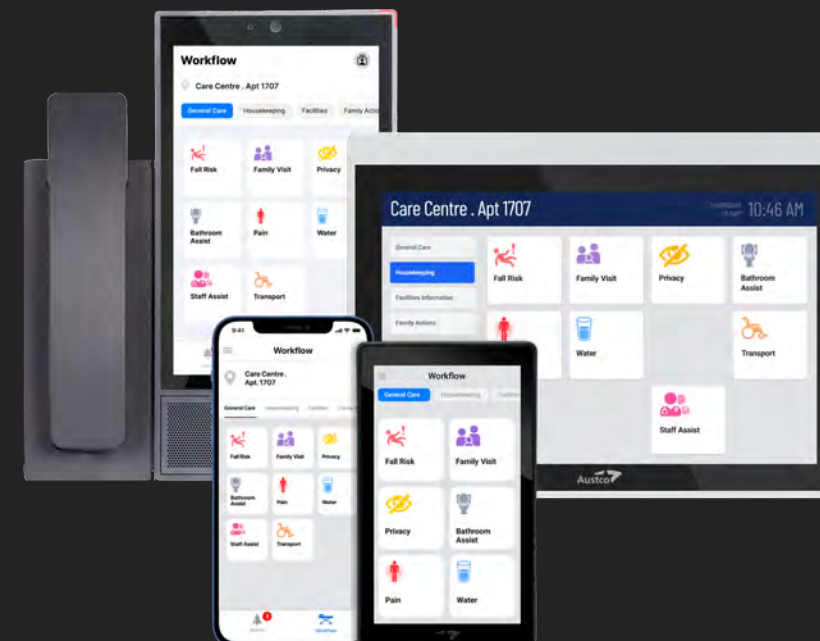
Mobile Communications



Fall Detection & Monitoring



Enterprise Reporting



Workflow



IP Nurse Call





Pulse Insights

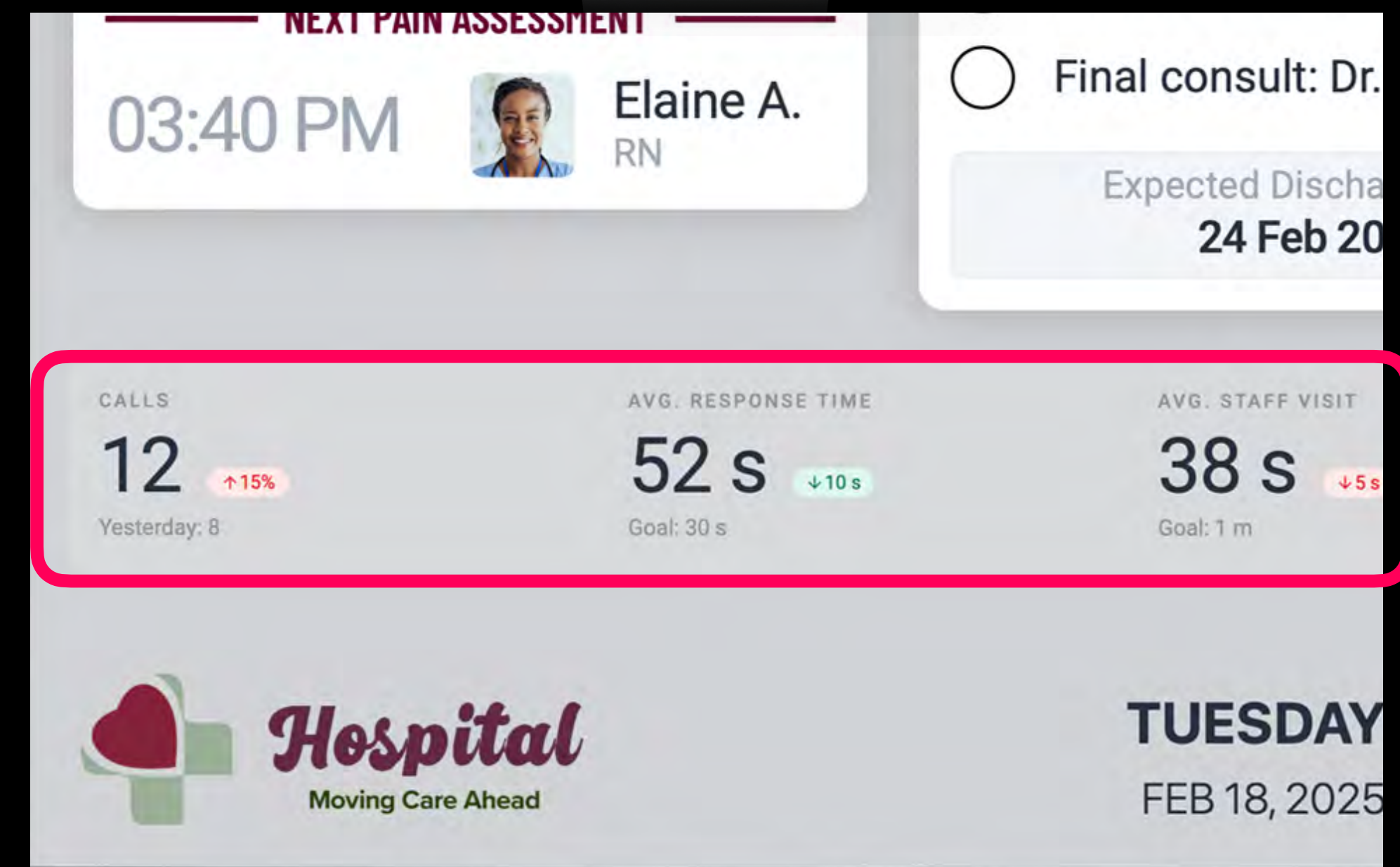
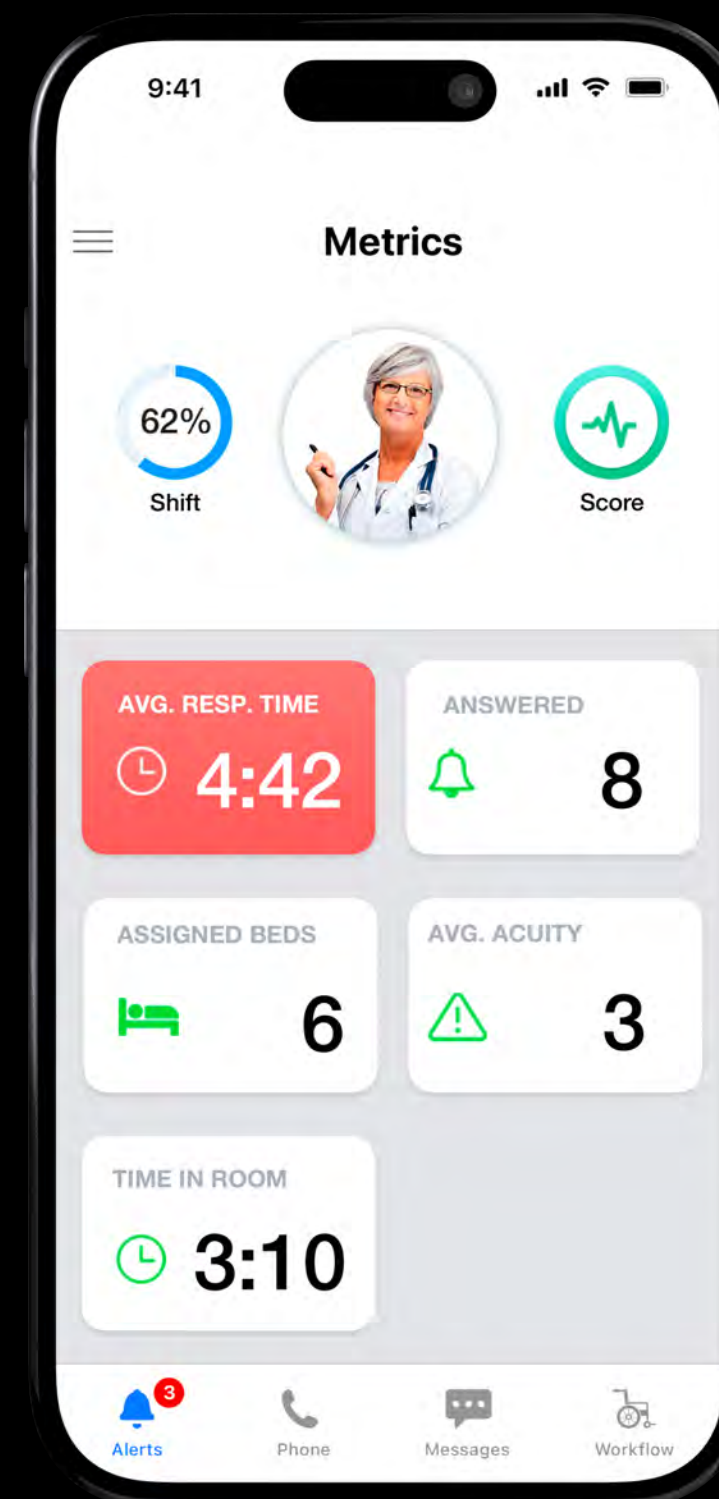
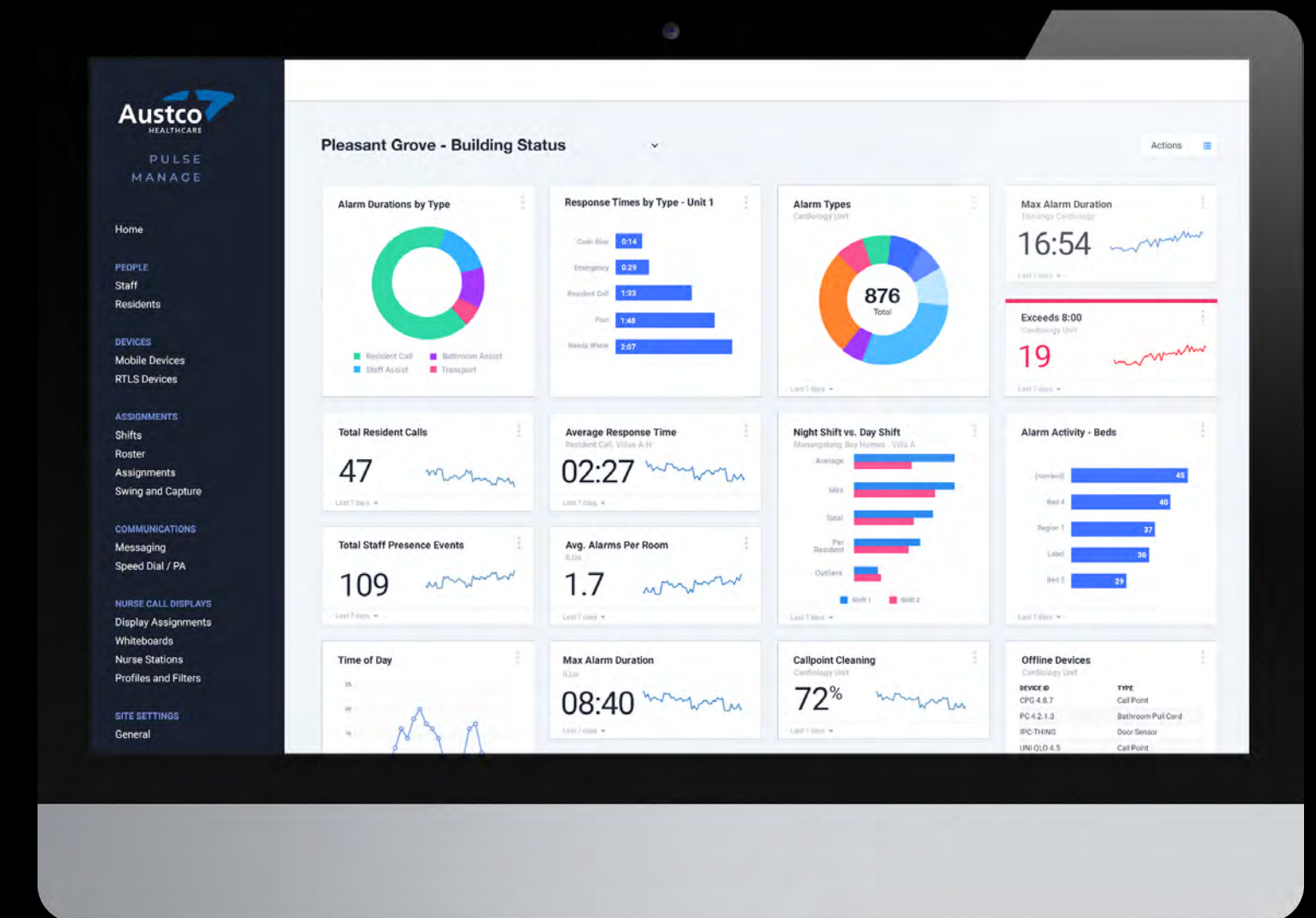
Live data updates for key metrics

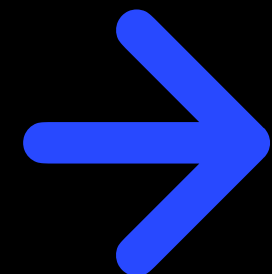
Augments all interfaces

Explicit chart widgets and anonymous color tiles

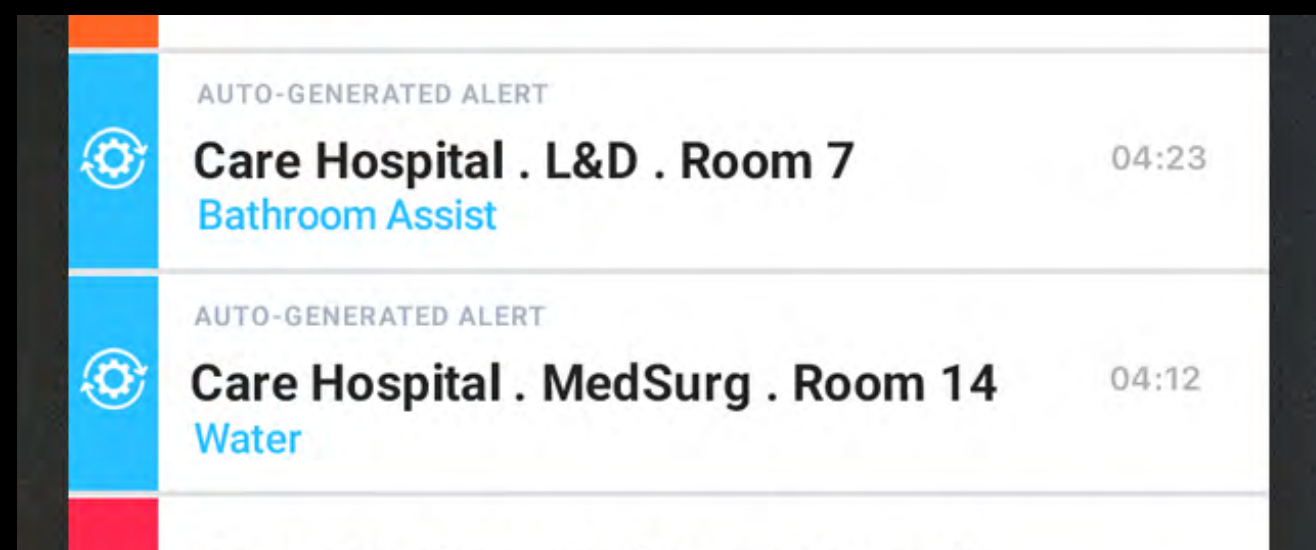
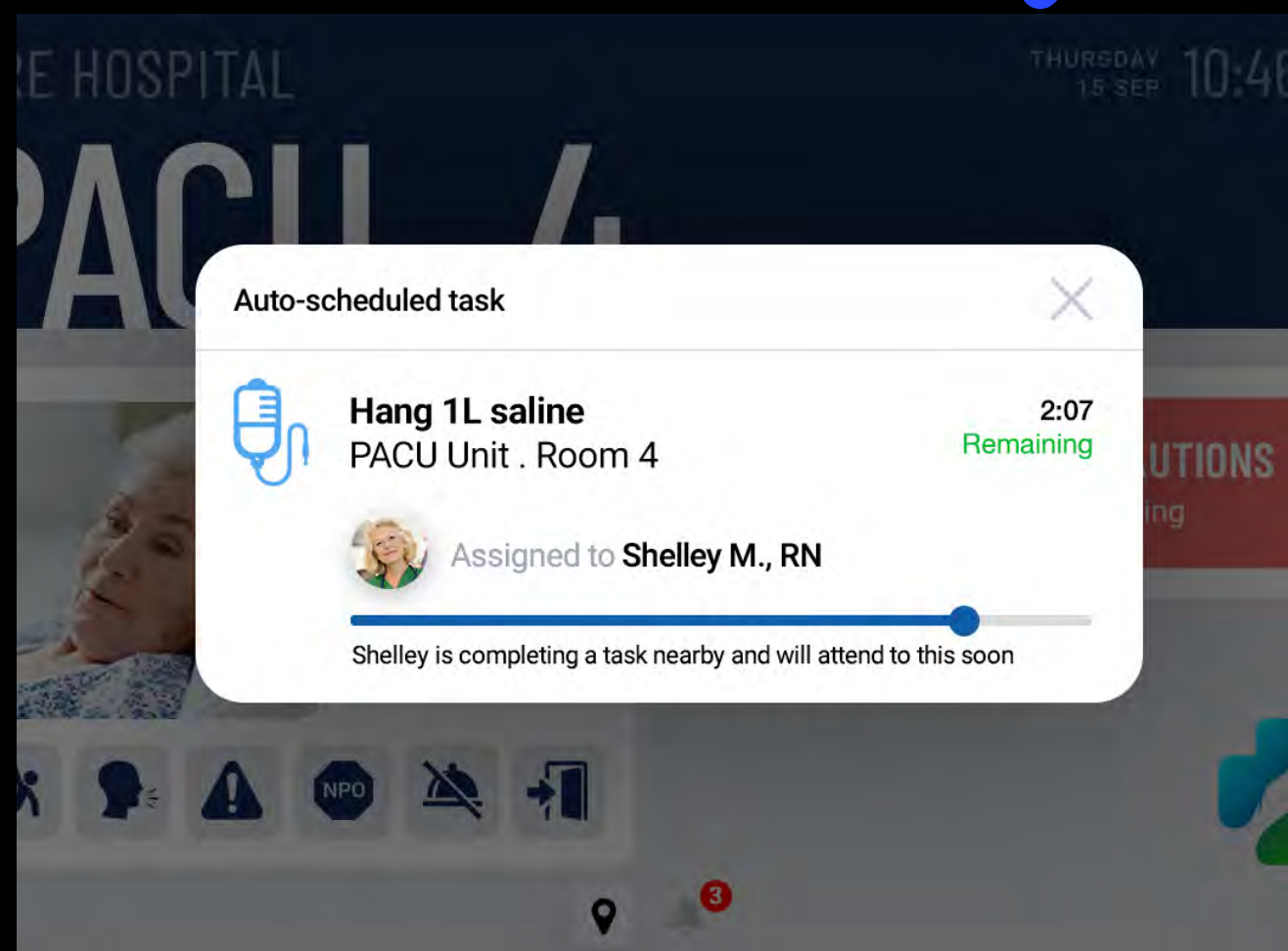
Re-imagining of Pulse Dashboards into real-time data transfer

Step 1 for AI-informed “predictive” product





Enterprise Products



OPERATIONAL INSIGHTS

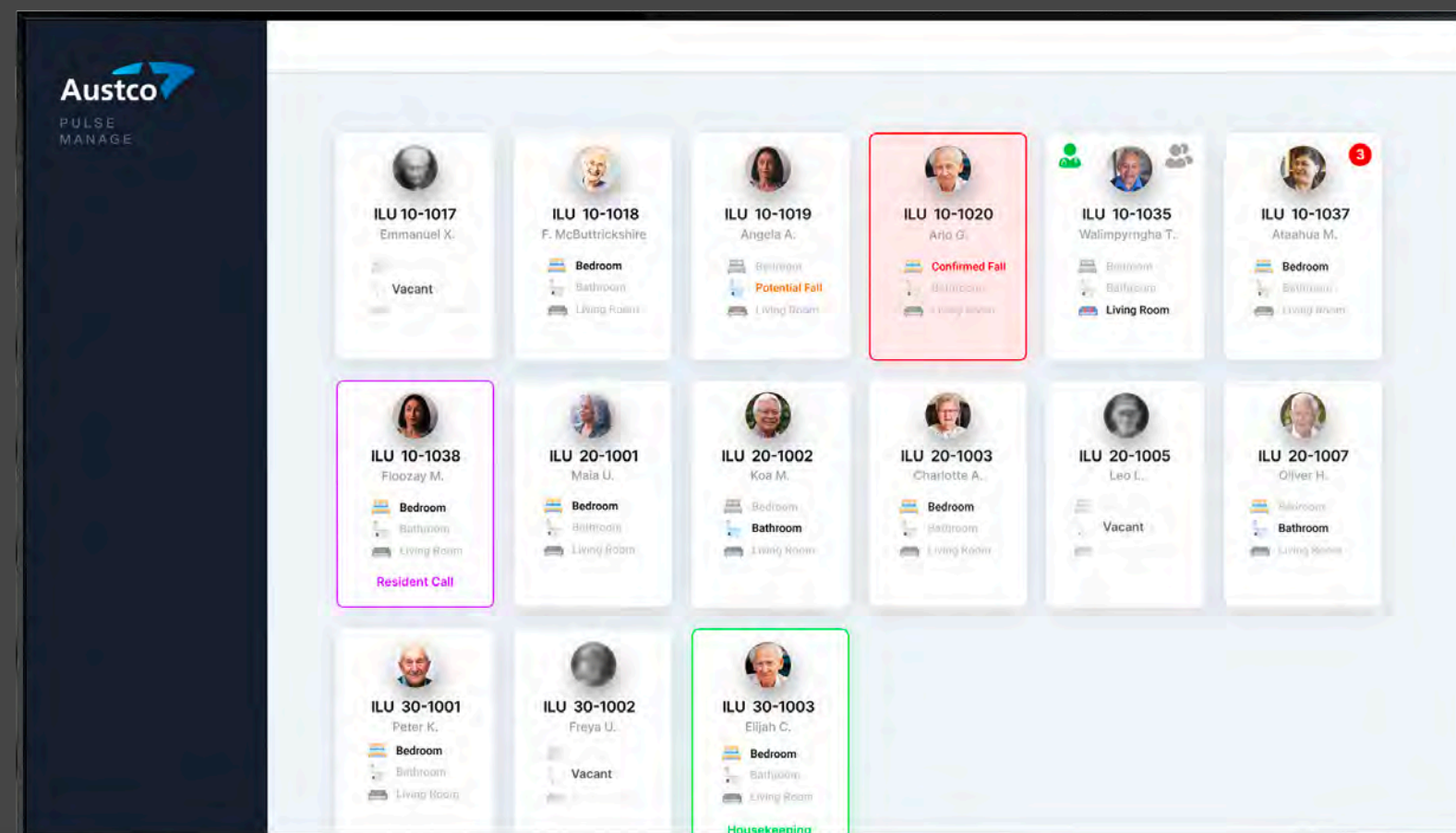
AI-Informed

Call Volume & Staffing

Unusual Call Patterns

Automatic Workflow Assignment

Must present clear ROI for customers



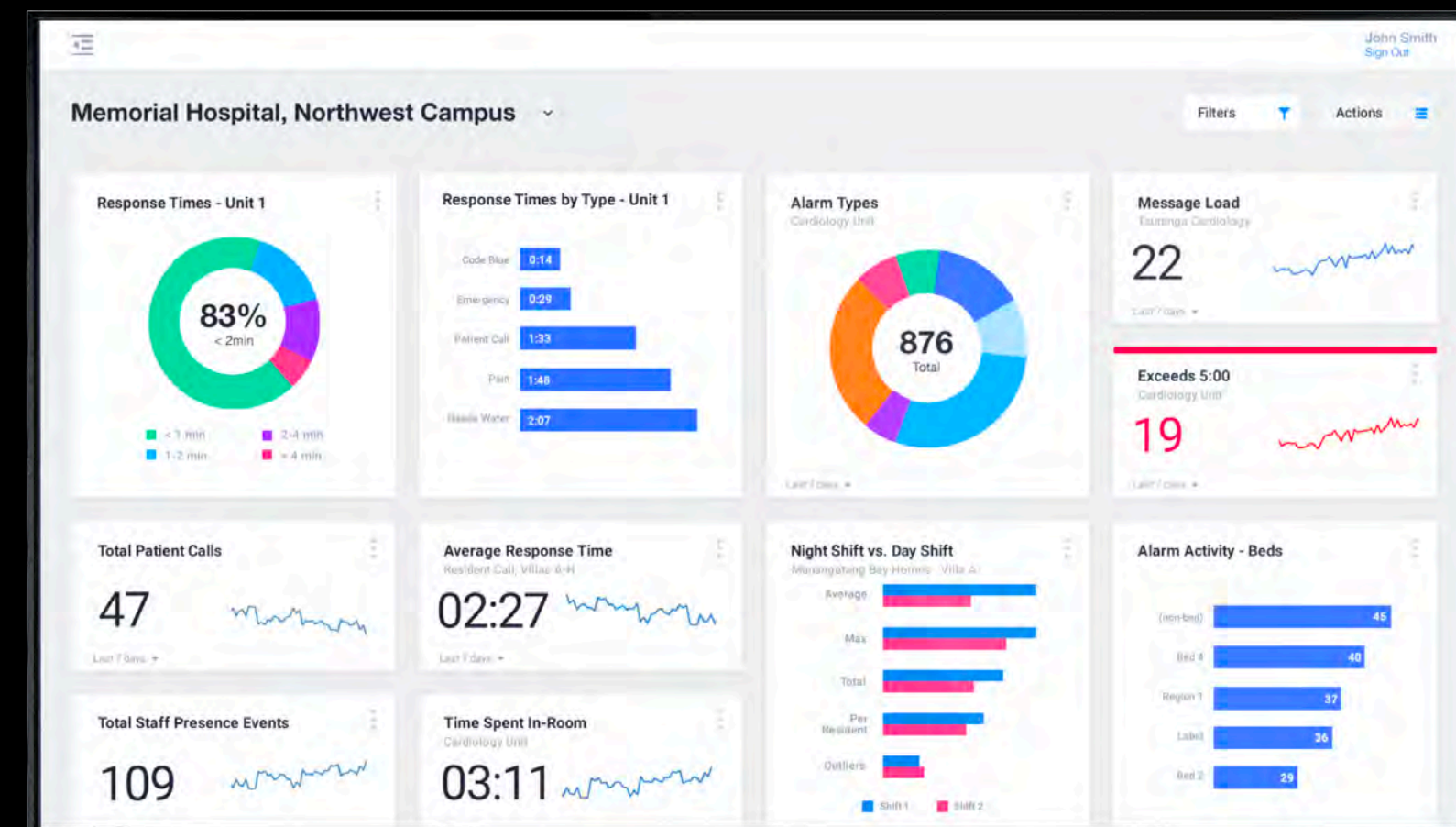
FALL DETECTION, MOVEMENT

Makes sense to sell with nurse call

Radar or camera-based

Over time, can predict resident needs

A nice-to-have



SYSTEM READINESS

Network,

Servers,

Device Faults,

Database Storage,

Deployment Data (for R&D)



TOUCHPOINT

» Less Medical, More Versatile

Extend the value of a customer's investment by offering multiple software functions on a single device

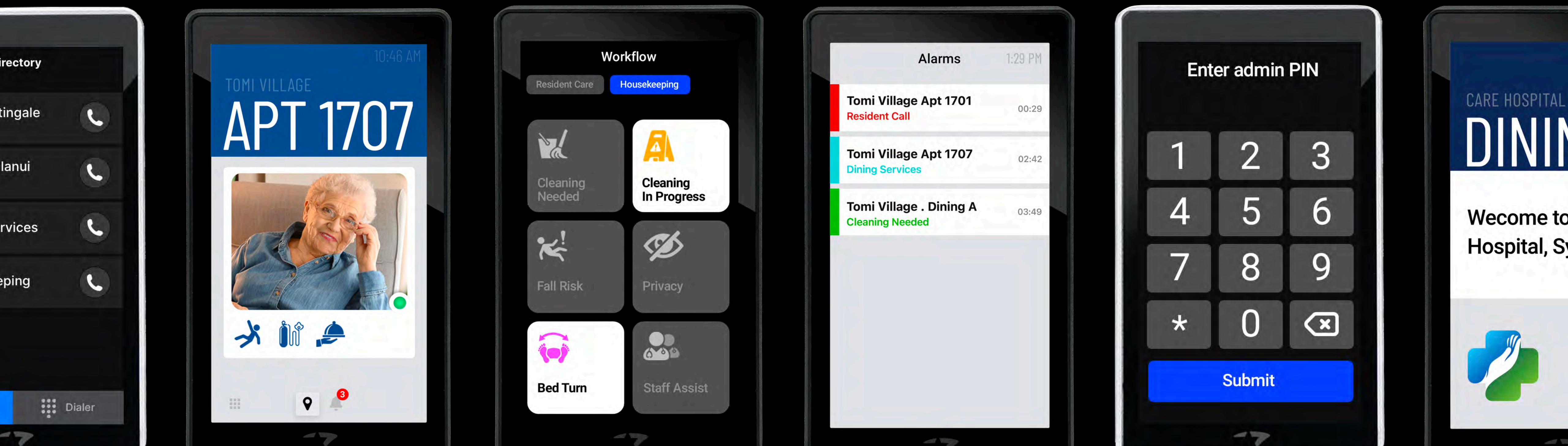
Tones and visual for out-of-the-way areas

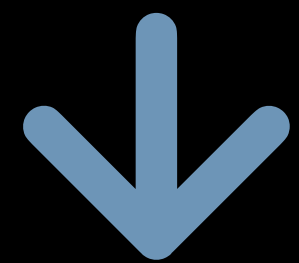
2-way VOIP calling

Install once, configure from anywhere

Runs all touchscreen applications

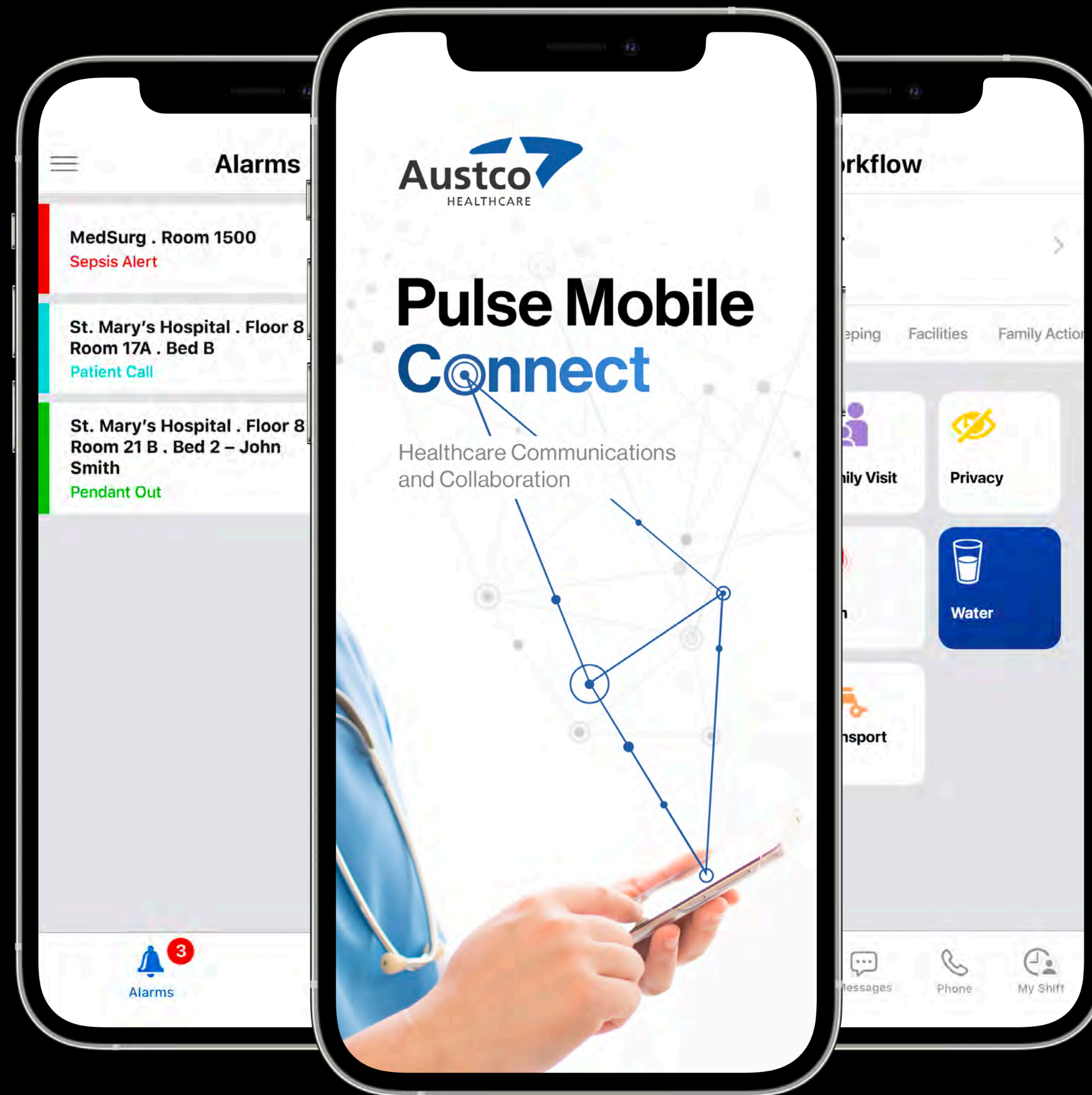
Can show any piece of data, from any integrated system





Collaboration is the future of mobile

We aim to take advantage of the unique opportunities a mobile platform offers.



- 1 VoIP calling and secure text messaging
- 2 Share tasks, reminders, and statuses with care team members
- 3 Create reminders for individual locations and be reminded when near that location
- 4 Manage alarms and alerts from all clinical systems, not just nurse call



➔ Financial Performance



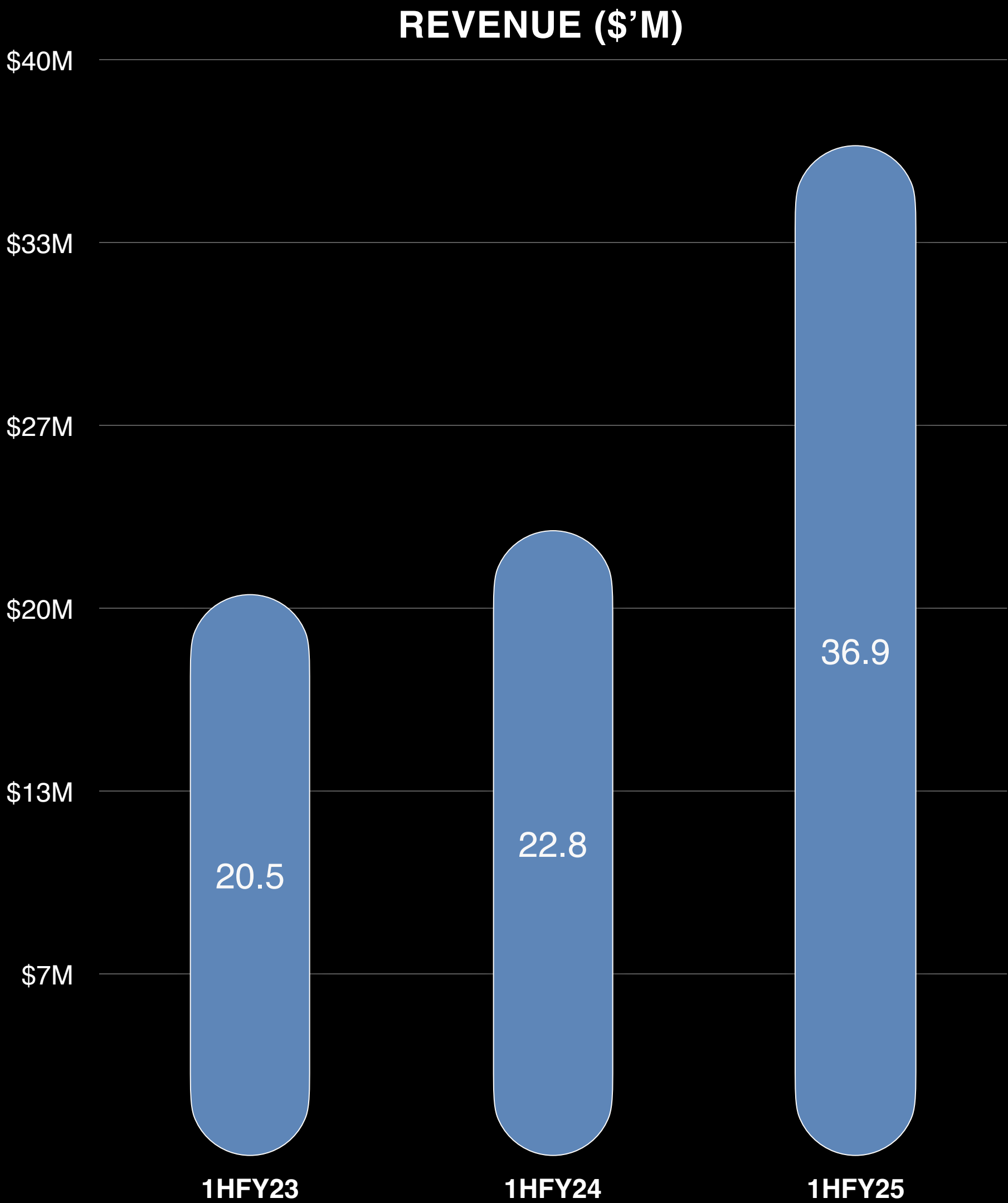
REVENUE FROM CUSTOMERS

Record revenue for the 1H25 of \$36.9 million is underpinned by the successful integration of the two recently acquired businesses (Teknocorp and Amentco who combined contributed \$11.9 million of revenue) and validates our mandate to continue to grow via the acquisition of quality businesses in our industry.

Our revenue at \$36.9 million is at the top end of our guidance issued via a trading update to the ASX on 18 December 2024.

Strong organic growth from Asia and North America also assisted in increasing revenue by 62% (\$14.1 million) on pcp, and up 5% (\$1.6 million) on 2H24.

As a result of the acquisitions, our Australian operations now represent 39% of Group revenues.

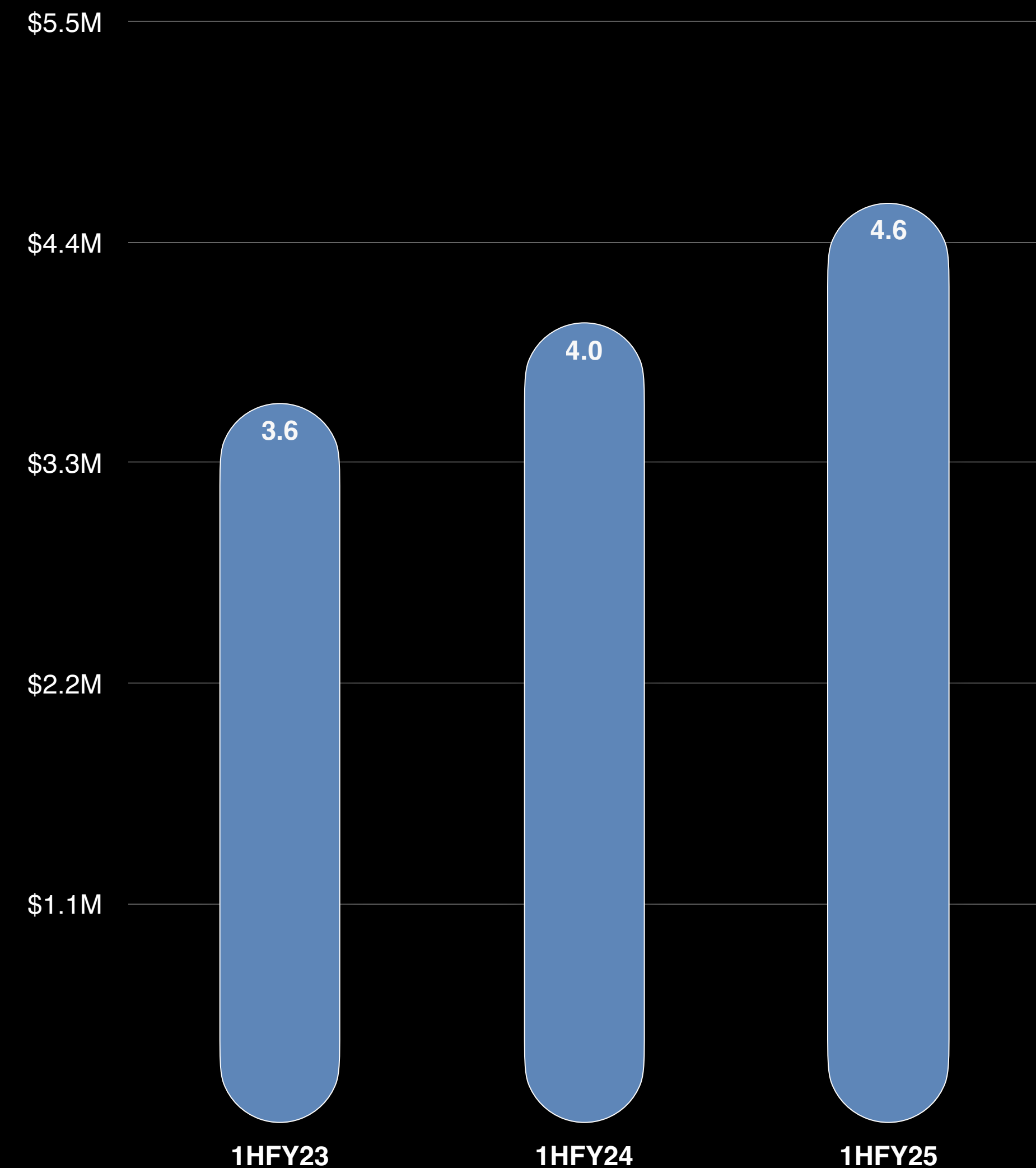


SOFTWARE AND SMA REVENUES

In addition to the strong total revenue growth, our software and SMA revenues also experienced an 15% increase to \$4.6 million over the pcp.

With little of that increase attributed to the acquired businesses we see future upside as we introduce more Software and SMA focus into those businesses.

Whilst Software and SMA revenues comprised 12.5% of group revenue in the reported period, it comprises 19.4% (\$9.7 million) of our Unfilled Contracted Revenue highlighting the vital role it will play in driving our company's future growth and success.

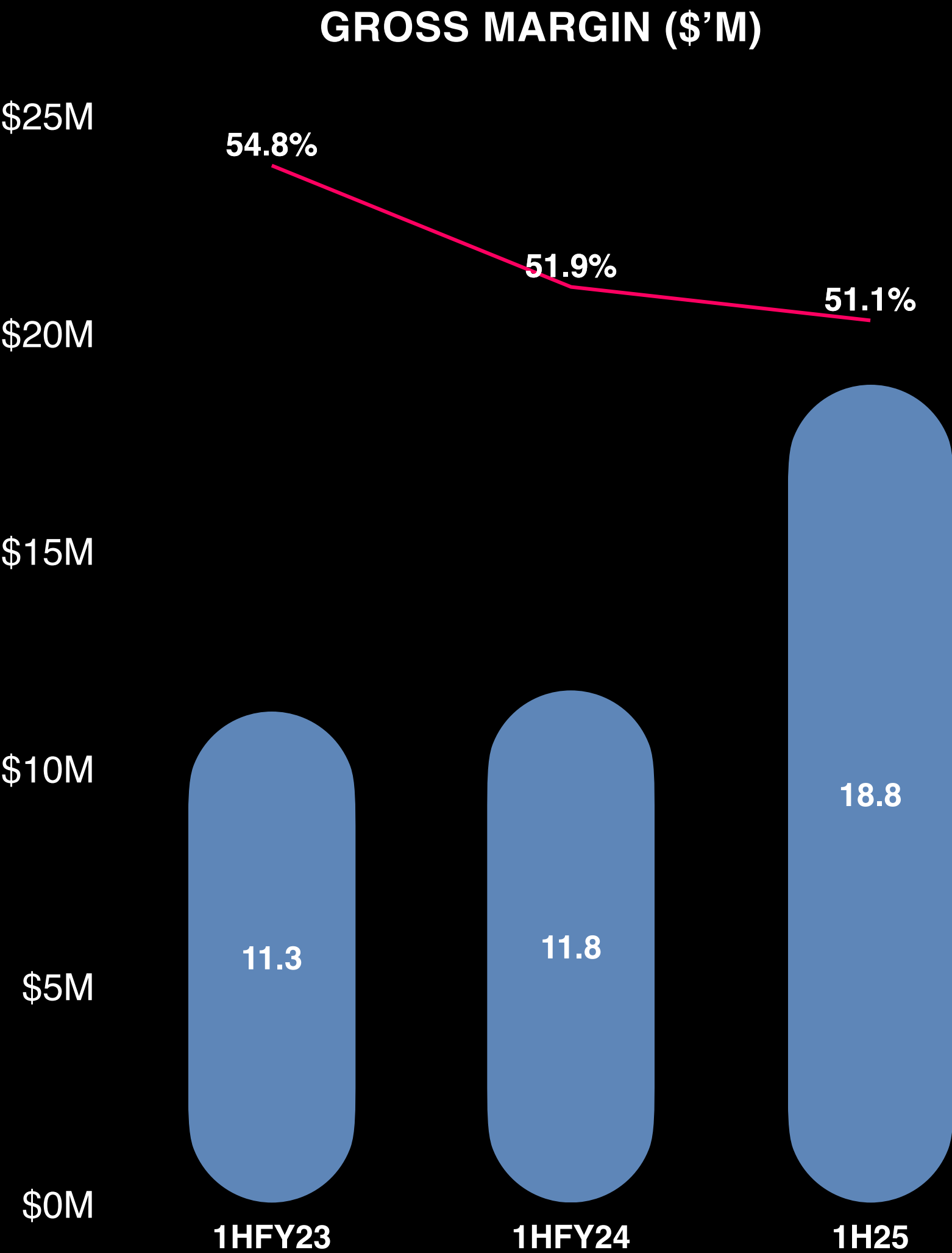


GROSS PROFIT AND MARGIN



As forecasted our gross margins at 51.1% experienced a reduction compared to the prior corresponding period of 51.9%, due to the newly acquired businesses being lower gross margin businesses.

This reduction in our gross margin percentage did mean that gross margin dollars were flat against 2H24 at \$18.8 million but were up \$7.0 million on the pcp.



EBITDA

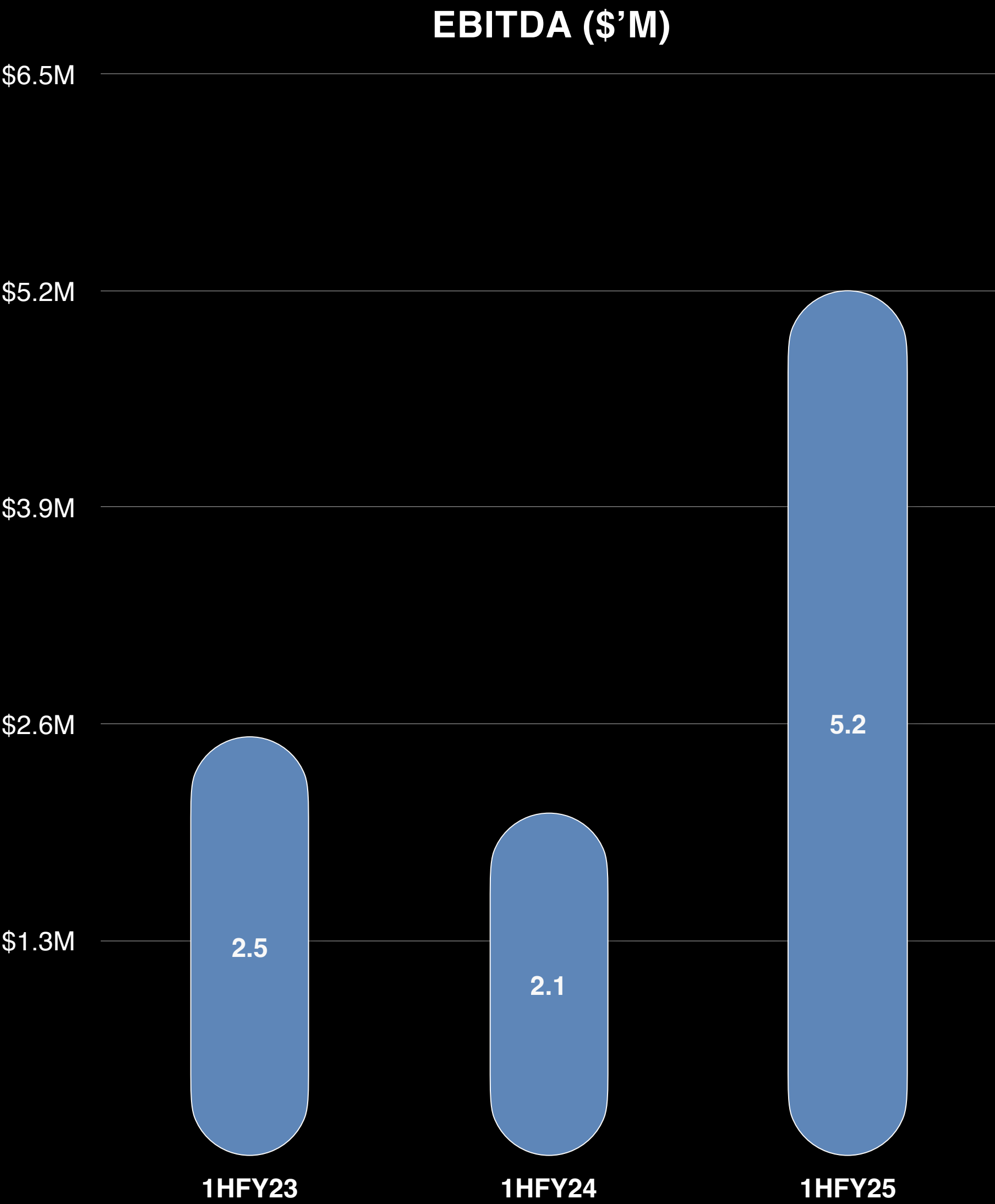


EBITDA was up 150% to \$5.2 million over the pcg of \$2.1 million.

Our EBITDA at \$5.2 million was above the top end of our guidance issued via a trading update to the ASX on 18 December 2024.

The financial benefits of revenue growth drive the Company’s improved EBITDA. Operating costs were up consistent with taking on the cost bases of the acquired businesses.

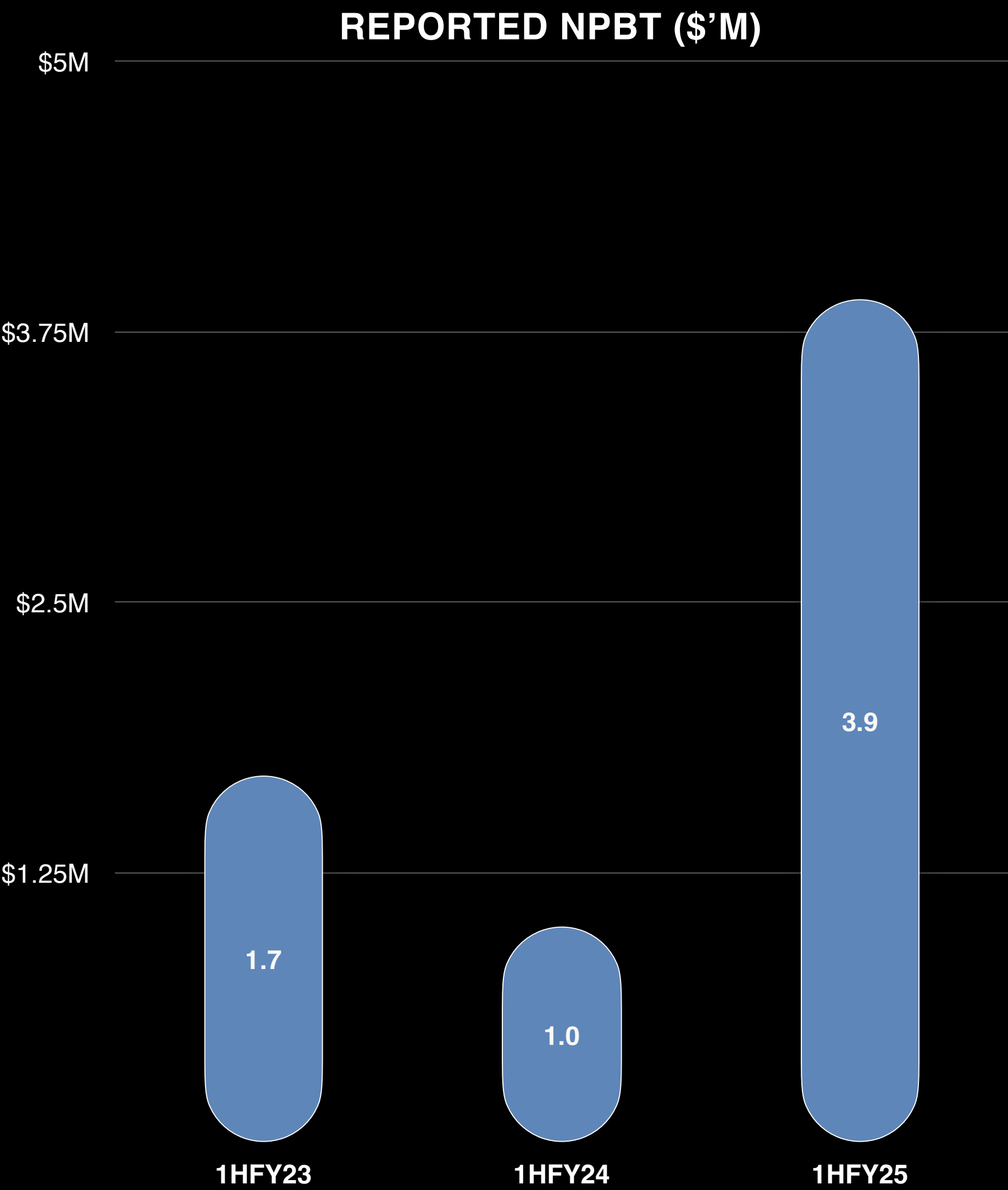
We continued investment in R&D, but in the reporting period we had no material M&A transaction costs.



NET PROFIT BEFORE TAX



Net Profit before Tax (NPBT) was up 270% from \$1.0 million in the pcp to \$3.9 million, highlighting the strong operating leverage of our business model as increased revenues convert into strong profit growth.

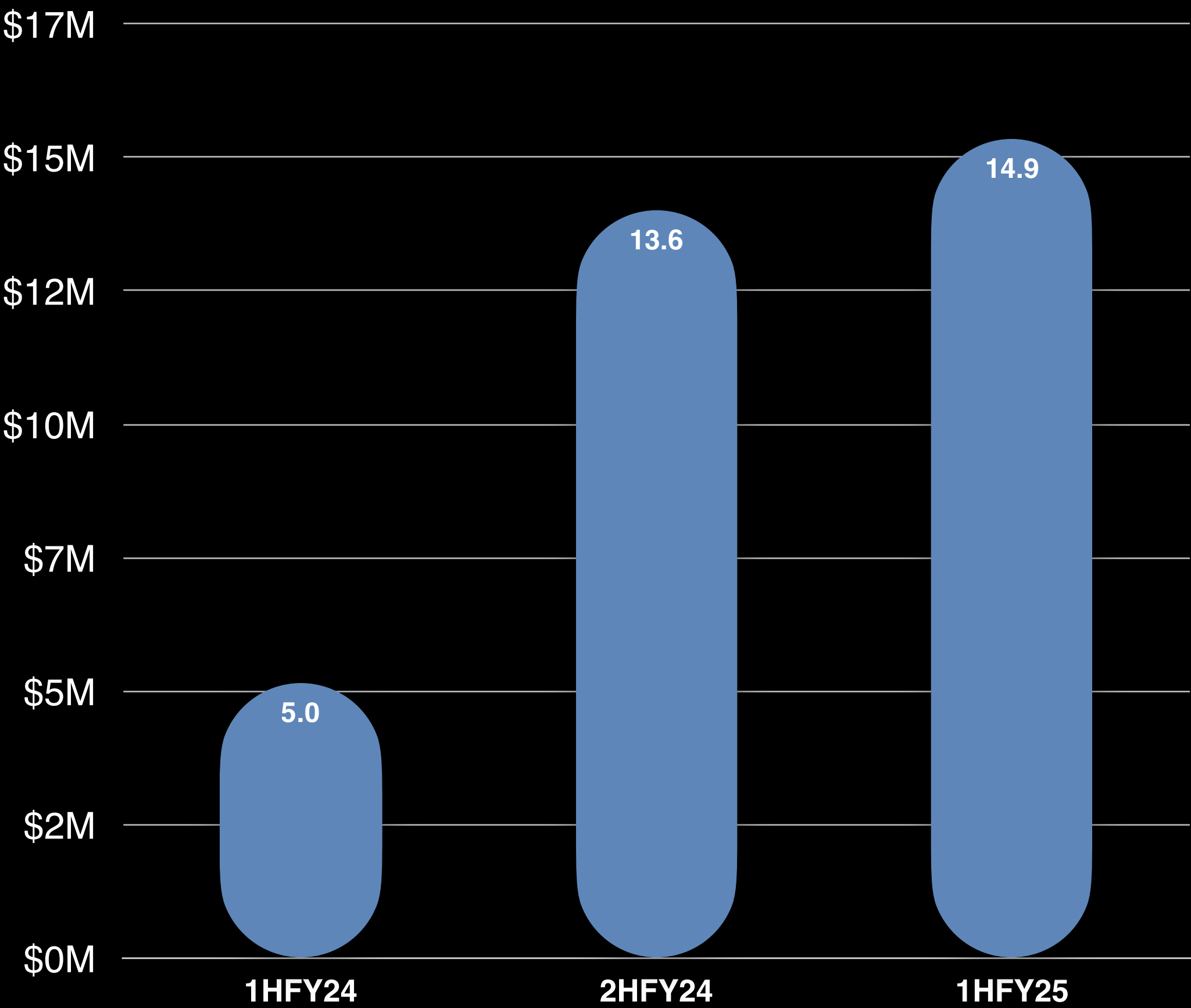


CASH



Cash was \$14.9 million at 31 December 2024 (including \$5.7 million held in Term Deposits), up \$1.3 million from June 2024. Austco Healthcare is debt-free.

Cash generated from operating activities of \$2.2 million has allowed for our expanded working capital needs.





Tariff Impact Assessment: Limited Exposure

1

Only US Shipments from China Affected

Austco Healthcare drop ships from Hong Kong to all regions. The impact is limited to goods shipped into the United States from China, which accounts for 18% of group revenues. US Tariffs have been passed on to our customers through price list adjustments.

2

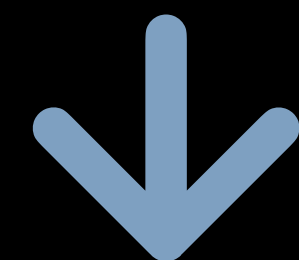
No Canada/Mexico Impact

Direct shipping avoids cross-border tariffs. Austco Healthcare does not ship products between the US, Canada and Mexico.

3

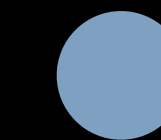
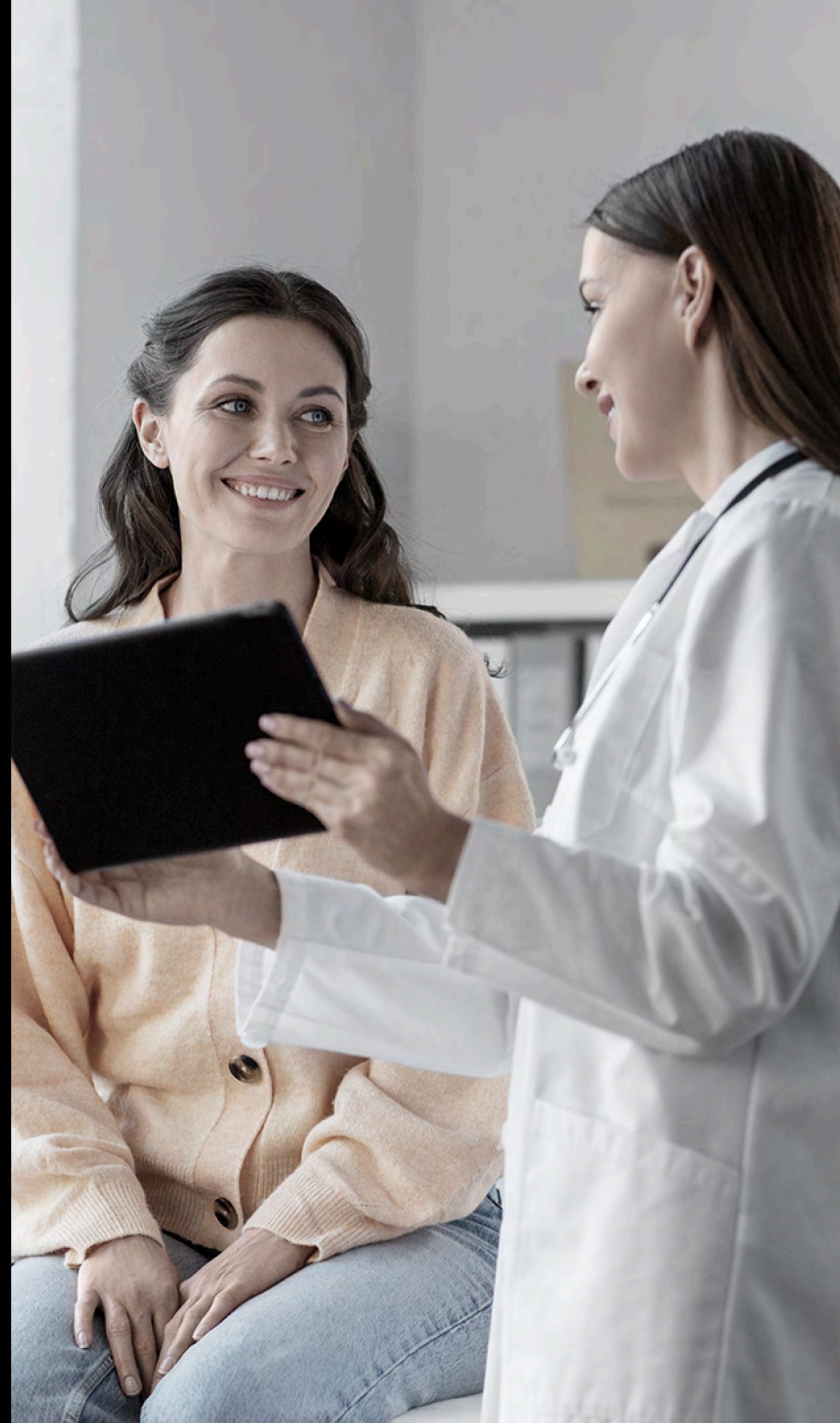
Proactive Shipments

Austco brought forward shipping of goods to our US office to avoid additional tariffs recently introduced for Chinese imports.



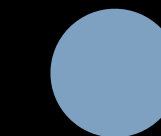
Outlook

With a clear strategic vision and a commitment to innovation, Austco Healthcare is positioned for meaningful growth for the foreseeable future.



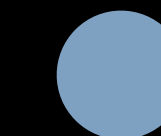
STRONG FINANCIAL PERFORMANCE

Record revenues of \$36.9 million and EBITDA of \$5.2 million were delivered in the first half of FY25. We are focused on maximizing revenue streams to drive profitability and long-term value for our shareholders.



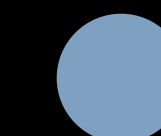
INNOVATION

We will continue to prioritise innovation and product development, investing in the development of solutions that address the evolving needs of healthcare organisations worldwide.



SOFTWARE & SMA REVENUE

Increased interest in high-margin workflow and software solutions. Software and SMA revenues will play a vital role in driving the Company's future growth.



MERGERS AND ACQUISITIONS

By strategically integrating complementary businesses, technologies, and talent, we will strengthen our competitive edge and drive sustainable growth

» Thank you



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