CHAIRMAN’S ADDRESS

AUSTCO HEALTHCARE LIMITED (ASX:AHC)
ANNUAL GENERAL MEETING – 29 OCTOBER 2025

Ladies and gentlemen, shareholders, and valued partners,

It is my pleasure to welcome you to Austco Healthcare’s 2025 Annual General Meeting. This year marks another period of significant progress for our company, as we continue to execute our growth strategy, integrate our acquisitions, and strengthen our position as an international leader in healthcare communication and workflow solutions.

A Year of Record Performance

The 2025 financial year was another record-breaking year for Austco Healthcare. We achieved revenue of $81.4 million, representing a 40% increase on FY24, underpinned by strong organic growth and the solid contribution from our recent acquisitions.

EBITDA grew 62% to $13.0 million, demonstrating the scalability of our model and the effectiveness of our integration efforts. Significantly, EBITDA margins improved to 16.0%, up from 13.8% last year and 8.5% the year before, reflecting disciplined cost management and operating leverage across the business.

Our unfilled contracted revenue reached $54.6 million as at 23rd October 2025, reflecting the ongoing solid demand for our products and providing a strong foundation for continued revenue visibility and sustained growth momentum into FY26.

Strategic Progress and Integration

Over the past two years, Austco has successfully completed and integrated three strategic acquisitions — Teknocorp, Amentco, and most recently, G&S Technologies in New Zealand. These acquisitions have strengthened our capabilities, broadened our product offering, and expanded our presence in key international markets.

In FY25, we placed particular emphasis on integration — aligning people and culture, integrating systems, consolidating functions where appropriate, and realising revenue synergies across our operations. This disciplined approach has allowed us to scale efficiently while maintaining our strong culture of innovation and customer service.

Innovation and Product Leadership

Innovation remains at the core of Austco’s strategy. We continue to invest meaningfully in research and development, $4.8 million in FY25, to ensure that our technology remains at the forefront of healthcare communication systems. Our flagship platforms, Tacera and Pulse, continue to gain traction globally, and the integration of new technologies from our acquired businesses further enhances our product ecosystem.

Our solutions enable hospitals and aged-care providers to deliver safer, more efficient, and patient-centred care — a value proposition that has never been more relevant or important.

Our People and Governance

Austco's success continues to be driven by the dedication and expertise of our people. On behalf of the Board, I would like to thank our employees across Australia, New Zealand, and around the world for their commitment during another year of growth and transition.

We also extend our appreciation to our customers, partners, and shareholders for their ongoing trust and collaboration. The Board remains focused on maintaining strong governance, disciplined capital allocation, and embedding environmental, social, and governance principles into our decision-making — particularly in areas such as product safety, workforce wellbeing, and data security.

Looking Ahead

As we look to FY26, our priorities are clear. We will continue to integrate our recent acquisitions while pursuing new growth opportunities, both organically and potentially through further disciplined strategic acquisitions. We aim to enhance operating efficiency, strengthen our innovation pipeline, and maintain a robust balance sheet to support our long-term ambitions.

With record revenues, a growing order book, and a solid platform for expansion, Austco is well-positioned to continue delivering value to our shareholders and stakeholders alike.

Closing Remarks

In closing, I would like to once again express my sincere gratitude to all who contribute to Austco's ongoing success — our 270 dedicated employees, customers, partners, and shareholders. Your collective support has enabled us to deliver another outstanding year and to look ahead with confidence.

Thank you for your continued trust in Austco Healthcare. I look forward to the year ahead as we continue to build on our momentum and deliver on our vision for sustainable growth.