# Austco

# FY2025

## ROADSHOW PRESENTATION

DELIVERING GROWTH THROUGH INNOVATION

**ASX: AHC | OCTOBER 2025**

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# AGENDA

| 01 | 02 | 03 | 04 |
|---|---|---|---|
| HIGHLIGHTS | SOLUTIONS | FINANCIALS | STRATEGY |

# INVESTMENT HIGHLIGHTS

*"MOMENTUM, MARKET TAILWINDS, FINANCIAL DISCIPLINE."*

**PERFORMANCE MOMENTUM BUILDING**

FY25 revenue **$81.4m** (+40% YoY) and EBITDA **$13.0m** (+62% YoY); EBITDA margin at **16%**.

**LARGE & GROWTH MARKET**

Global healthcare digitalisation projected to grow from US$389b (2024) → US$1.9t by 2031 (25.7% CAGR)*, driven by ageing populations (65+ expected to double to 1.5b by 2050)**.

**GLOBAL FOOTPRINT**

Offices in 6 countries, supporting international healthcare installations in 50 countries worldwide and 270 employees globally.

**INNOVATION ADVANTAGE**

Only IP-native nurse call platform with integrated RTLS and workflow applications, expanding software share of revenue.

**BALANCE SHEET PRIMED FOR GROWTH**

Debt-free; $14.5m cash on balance sheet (FY25); $53.8m*** unfilled contract revenue (UCR) provides visibility into future earnings.

Notes: *The Insight Partners, "Digital Health Market Forecast 2025-31," 2025. (Link) **United Nations, World Population Prospects 2022 (Link) ***As at 16 September 2025

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# MARKET OPPORTUNITY

***"GLOBAL FORCES DRIVING DEMAND FOR SAFER, SMARTER CARE"***

**AGEING DEMOGRAPHIC**
727m (2025) → 1.5b aged 65+ (2050)*
Increasing demand for care.

**STAFF SHORTAGES**
100,000+ worker deficit by 2028**
Leading to care disruptions.

**CONSUMER PATIENTS**
Patient experience becoming a key differentiator for healthcare providers.***

**HEALTHCARE MEGATRENDS**

**CARE ANYWHERE**
Care delivery anytime, anywhere.****

**HEALTHCARE DIGITALISATION**
US$389b (2024) → US$1.9t by 2031 (25.7% CAGR)*****
Data & analytics.

**REGULATORY DEMANDS**
US$2.8b (2023) → US$8.1b by 2032 (12.8% CAGR)****** Compliance focus

Notes: *United Nations, World Population Prospects 2022 (Link); **"Future of the U.S. Healthcare Industry: Labor Market Projections by 2028." Mercer (Link); ***Consumer Patients - Patient experience trends: HealthEdge Healthcare Consumer Study, 2025. (Link); ****Telehealth growth: WHO Global Observatory for eHealth, 2023. (Link); *****The Insight Partners, "Digital Health Market Forecast 2025-31," 2025. (Link); ******Global Market Insights, "Healthcare Compliance Software Market" 2024. (Link). Definitions: CAGR = Compound Annual Growth Rate; Healthcare megatrends = large-scale transformative forces shaping healthcare delivery.

# AUSTCO AT A GLANCE

*"A GLOBAL HEALTHCARE TECHNOLOGY PARTNER"*

*"TRUSTED BY LEADING HOSPITALS AND AGED CARE PROVIDERS ACROSS 5 CONTINENTS."*

**TRUSTED EXPERTISE**
"Supporting international healthcare installations in 50 countries worldwide through 270 employees and trusted partners globally."

**GLOBAL FOOTPRINT**
"International presence across 6 countries: Australia (HQ), USA (Product & Development), New Zealand, Singapore, Canada, & UK."

**DEMAND-ALIGNED SOLUTIONS**
"Comprehensive platform portfolio spanning communication (Tacera), workflow optimisation (Pulse), asset tracking (RTLS)."

**STRONG FINANCIAL FOUNDATION**
"Revenue +40% YoY ($81.4m), EBITDA margin 16.0%, debt-free balance sheet with $14.5m cash."

Notes: Definitions: RTLS = Real-Time Location Systems; SMA = Software Maintenance Agreement

# AUSTCO SOLUTIONS IN ACTION

A JOURNEY OF TECH INNOVATION AND PROGRESS, FROM CONCEPT TO MARKET SUCCESS.

### DEVICES & DATA

Patient devices, In-room devices, Real-time location components, Integrated clinical systems

### TACERA SOFTWARE & CLINICAL INTELLIGENCE

Alarm handling, RTLS Location parsing, Call Routing, Audio Comms, Information from third-party systems

### ALERTS, NOTIFICATIONS. MOBILE APPS, TOUCHSCREENS, INFORMATION DISPLAY

### SECURITY, CCTV, ACCESS CONTROL INSTALLATIONS & INTEGRATION

Installation, configuration, Integration, maintenance

**CLINICAL SYSTEMS**

**LOW VOLTAGE**

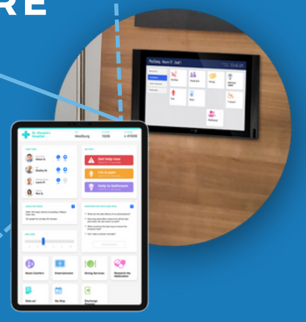
Notes: Definitions: RTLS = Real-Time Location Systems;

# END TO END SOLUTIONS

PREVENT DELAYS AND INCREASE UTILISATION.

FULL AUDIT TRAIL FOR REGULATORY REQUIREMENTS.

LOCATE STAFF, PATIENTS, AND EQUIPMENT INSTANTLY.



REDUCES PAPERWORK, BOOSTS CARE TIME.

ALERTS AND TASKS DIRECT TO CAREGIVER.



SUPPORTS EFFICIENCY ACROSS SHIFTS.

PATIENT SAFETY & COMPLIANCE

IMMEDIATE, RELIABLE ROUTING OF CALLS.

# HOW IT WORKS

FROM CRITICAL EVENT → SMART WORKFLOW → SAFER OUTCOMES

**EVENT / ALERT TRIGGERED**

NURSE CALL BUTTON, MEDICAL DEVICE, OR REAL-TIME LOCATION SENSOR.

**PLATFORM INTELLIGENCE**

TACERA & PULSE CAPTURE THE EVENT, FILTER NOISE, AND INTEGRATE WITH HOSPITAL SYSTEMS

**SMART COMMUNICATION & WORKFLOW**

ALERTS ROUTED VIA UNITE, SMARTSENSE, AND MOBILITY APPS TO THE RIGHT CAREGIVER OR WORKFLOW TEAM.

**RESPONSE & OUTCOME**

ACTION TAKEN FASTER, WORKFLOW DOCUMENTED, AND DATA FED BACK INTO REPORTING AND PREDICTIVE ANALYTICS.

**INTEGRATED PLATFORM**
CONNECTS NURSE CALL, MEDICAL DEVICES, RTLS, AND MOBILE APPS IN ONE IP-NATIVE SYSTEM.

**NOISE REDUCTION**
FILTERS ALARMS TO AVOID FATIGUE, ENSURING ONLY CRITICAL ALERTS REACH STAFF.

**SMART ROUTING**
SENDS THE RIGHT MESSAGE, TO THE RIGHT PERSON, AT THE RIGHT TIME.

**WORKFLOW INSIGHTS**
CAPTURES DATA FOR REPORTING, COMPLIANCE, AND PREDICTIVE IMPROVEMENTS.

**BETTER OUTCOMES**
IMPROVES PATIENT SAFETY, STAFF EFFICIENCY, AND COST OF CARE.

# CUSTOMISED FOR EACH FACILITY

Facility branding.

Unified communications across a facility or facilities.

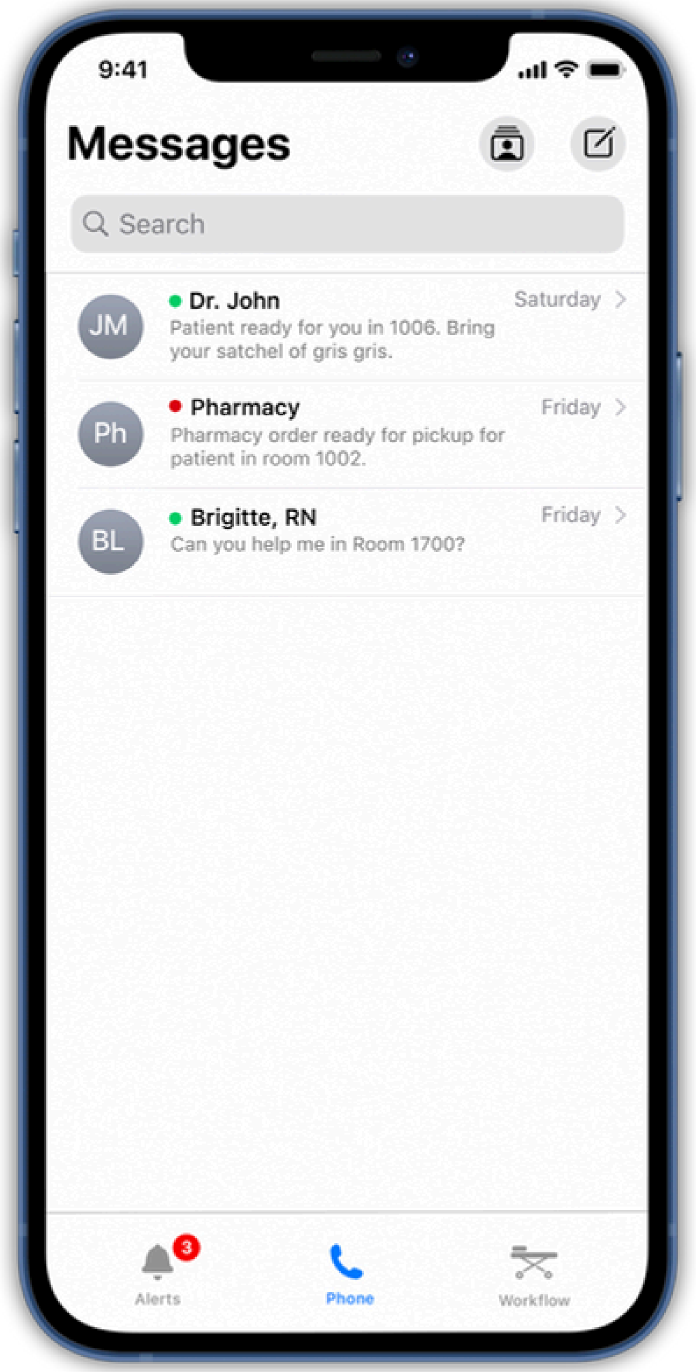
Display data from other systems.

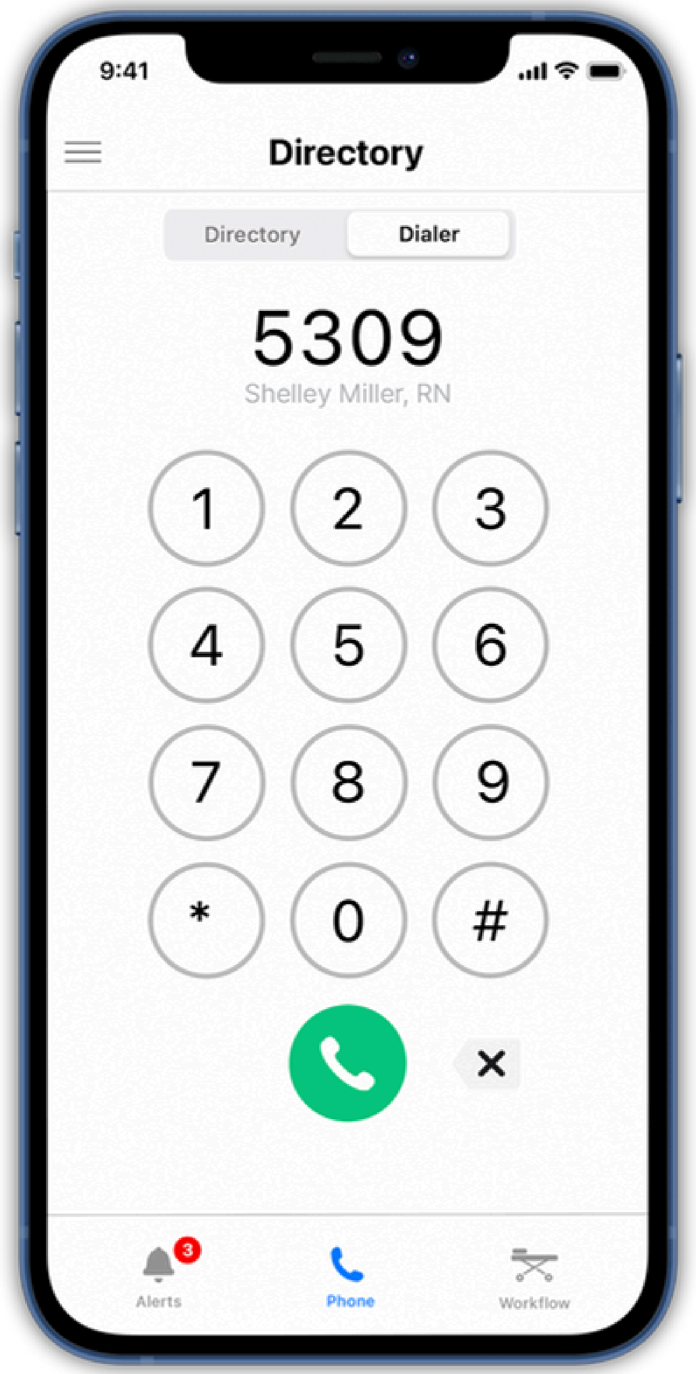
Multi-language support.





# PULSE MOBILE CONNECT




**Secure text messaging.**

Phone to phone.

Nurse Call device to phone.

Deployed on Austco servers.

**Freeform audio calling**

Directory or direct dial.

Facility SIP trunking.

# BUILT-IN RTLS UPDATES

**We continue to add new capabilities to our Built-in RTLS product and 3rd-party RTLS integrations for added flexibility.**

**Staff Roles**

- The ability to create custom staff roles, each of which “owns” a list of alarm actions.
- Previously, there was a single “staff” role, and all staff members could cancel all calls.
- Now, there is a division of duties and capabilities: nurses and doctors can raise or cancel Patient Call and Staff Assist alarms, while janitorial staff can raise or cancel Bed Ready and Transport alarms.

**Care Tech (assistance-level carer)**

**Pressence cancels**: Water, Bathroom Assist, Bed Turn
**Buttons generate**: Staff Assist, RN Needed, Ready for Procedure

**Janitor**

**Pressence cancels**: Maintenance required, Cleaning in Progress, and Cleaning Needed
**Buttons generate**: Cleaning Complete, Refill Supplies

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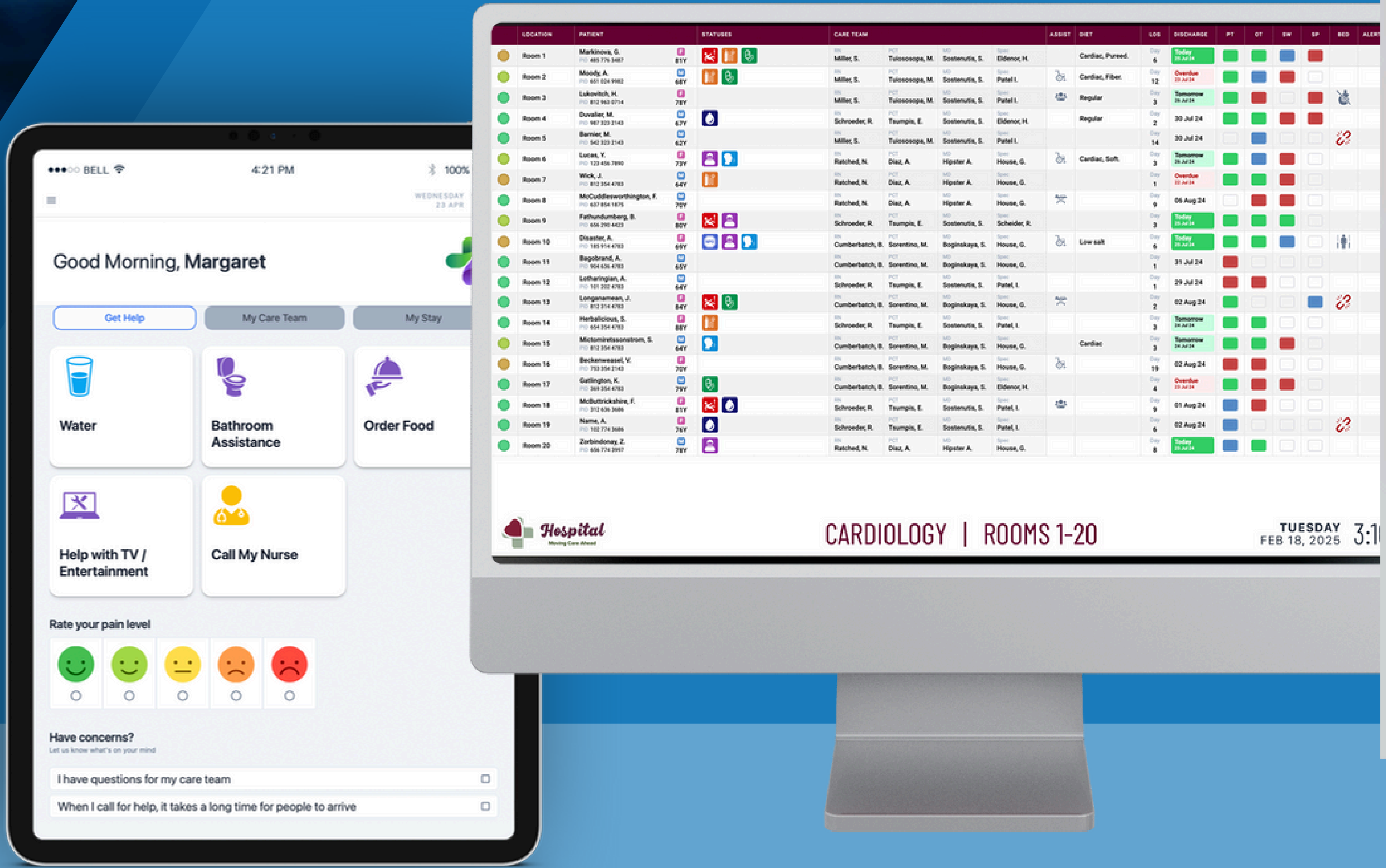
# INFORMATION BOARDS

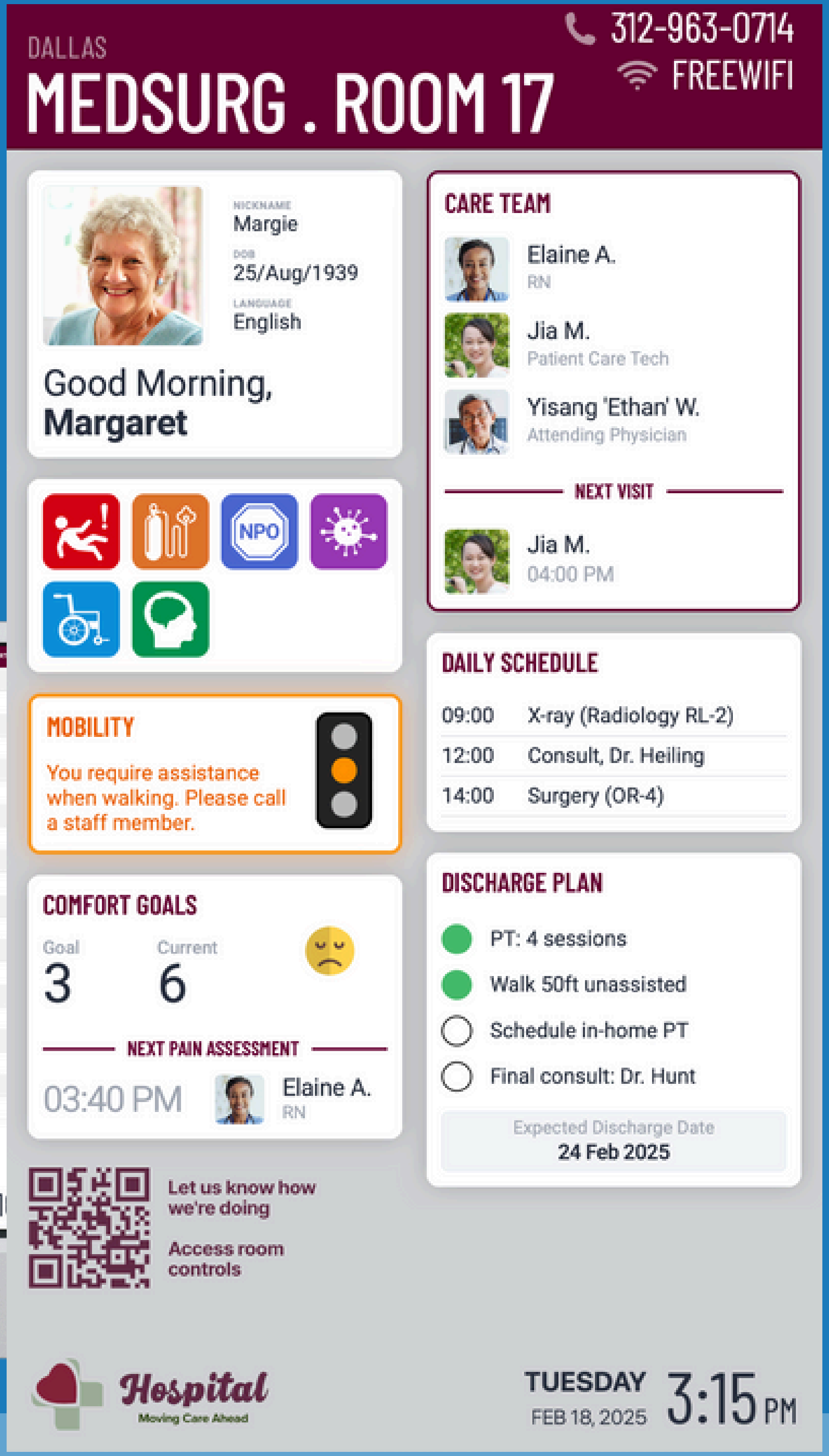
Display important information where staff need it.

Usually, to bypass an operational bottleneck.
Powered by HL7 data.

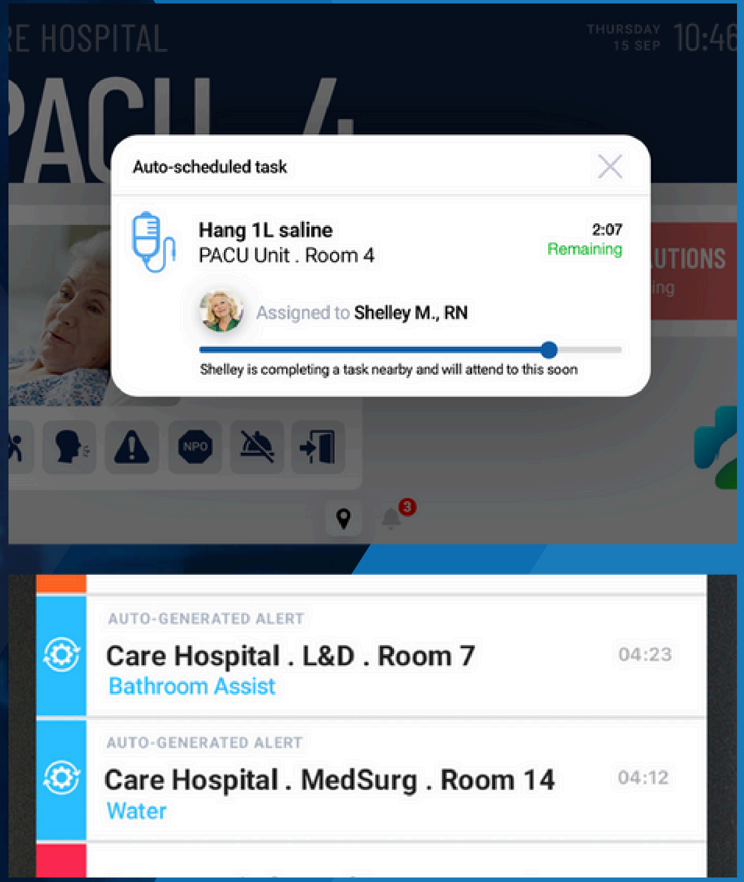
Not (usually) the same customer as nurse call hardware.

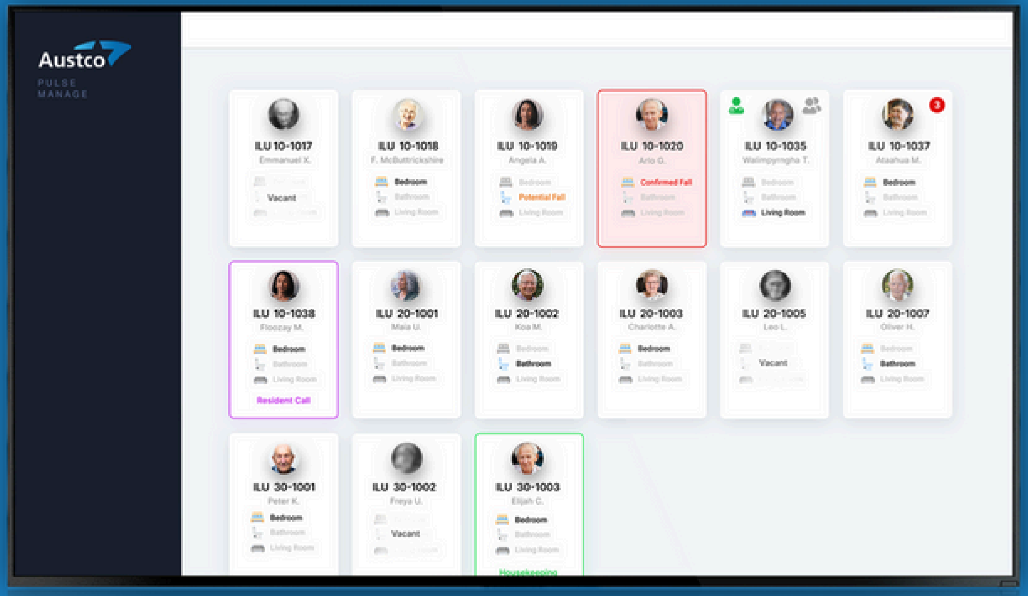
Easy add-on for nurse call.



# ENTERPRISE PRODUCTS





## OPERATIONAL INSIGHTS

AI-Informed
Call Volume & Staffing
Unusual Call Patterns
Automatic Workflow Assignment

## FALL DETECTION, MOVEMENT

Radar or camera-based
Over time, can predict resident needs

## SYSTEM READINESS

Network,
Servers,
Device Faults,
Database Storage

SINGAPORE

## ANGELES HEALTH SYSTEM

$3.4M MULTI-YEAR ROLLOUT ACROSS THREE FLAGSHIP HOSPITALS; TACERA WITH BUILT-IN RTLS, INFANT PROTECTION, WORKFLOW APPS, AND THIRD-PARTY INTEGRATIONS; 5-YEAR SUPPORT.

CANADA


## WEST PARK HOSPITAL

$1.02M, 5-YEAR SOFTWARE & MAINTENANCE AGREEMENT, AUSTCO'S LARGEST SMA TO DATE.

## JURONG HEALTH COMPLEX

PHASE-2 CAMPUS REFRESH OF TACERA AT NTFGH & JURONG COMMUNITY HOSPITAL; LIFTS TOTAL PROGRAM VALUE TO $5.5M.

MEXICO

## TORONTO WESTERN HOSPITAL

$2.1M TACERA DEPLOYMENT FOR A NEW PATIENT & SURGICAL TOWER; HL7 INTEGRATIONS, RTLS, AND SNMP LINK TO BUILDING MANAGEMENT FOR SMART LIGHTING/HVAC.

CANADA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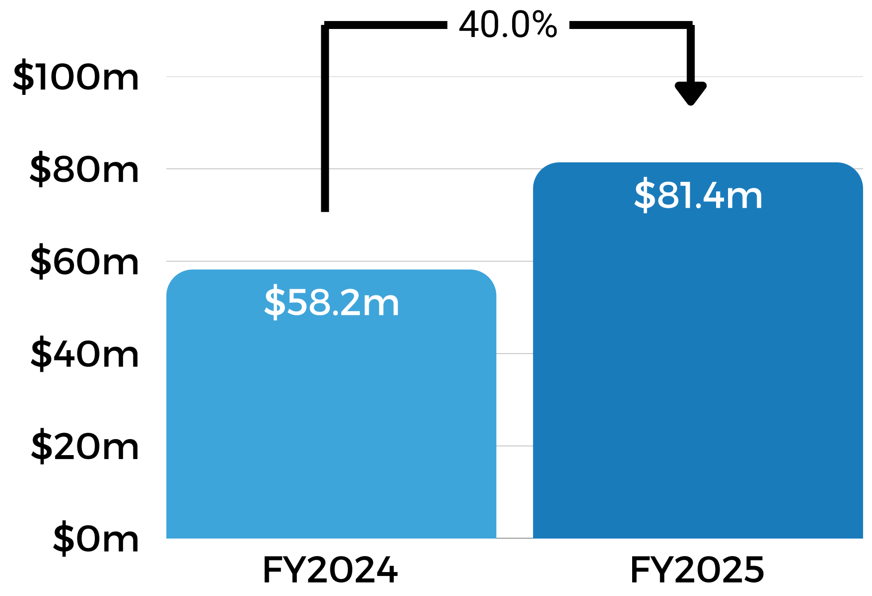
Notes: *Jurong Health Complex (Singapore): ASX release, Sep 2024 (Link); **Angeles Health System (Mexico): ASX release, Apr 2025 (Link); ***Toronto Western Hospital (Canada): ASX release, May 2025 (Link); ****West Park Hospital (Canada): ASX release, Mar 2025 (Link);
Definitions: SMA = Software Maintenance Agreement; HL7 = Health Level Seven (healthcare data exchange standard); SNMP = Simple Network Management Protocol

# FY2025 SCORECARD

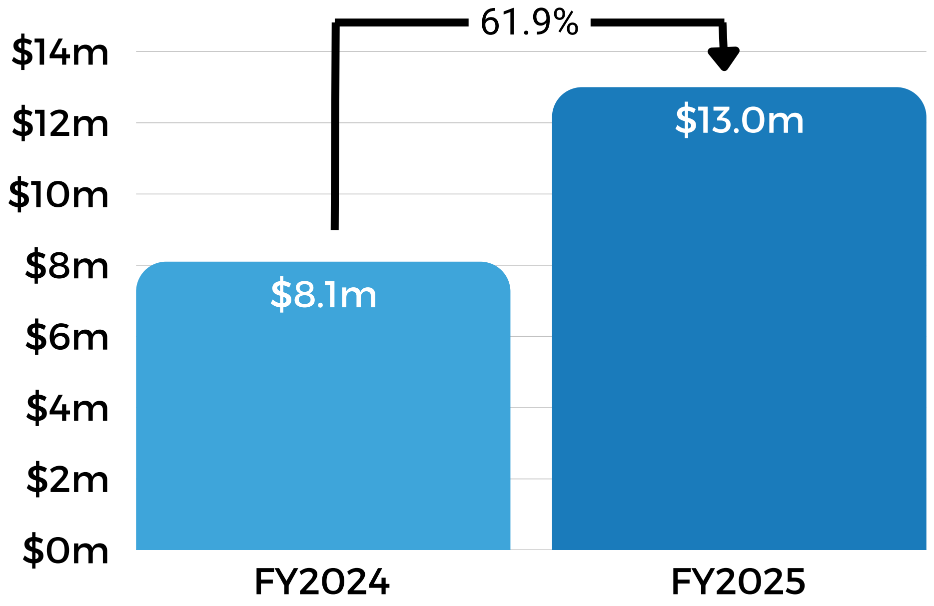
"DELIVERING ON STRATEGY – MOMENTUM ACROSS ALL METRICS"

## Revenue



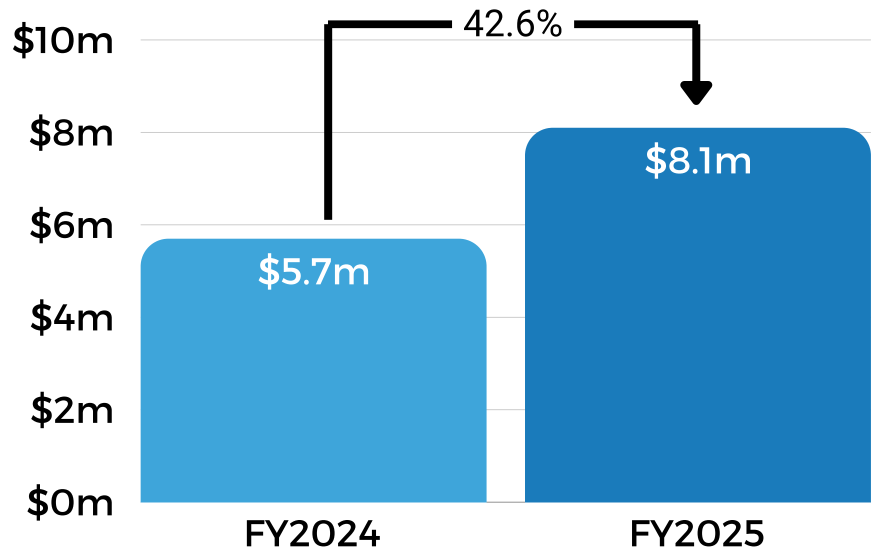

This marks another strong result, driven by both organic growth in existing operations and additional revenue from acquisitions.

## EBITDA



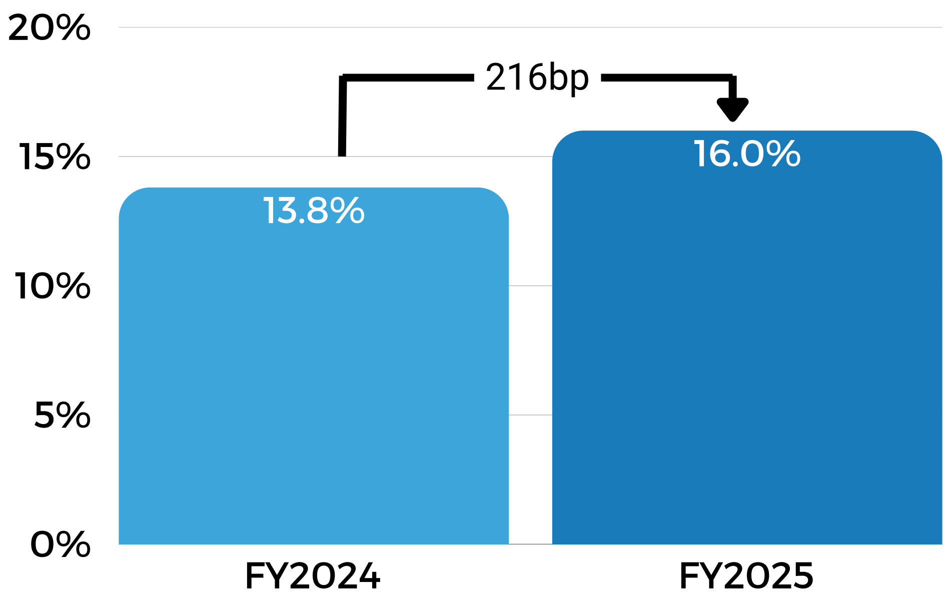

EBITDA of $13.0 million in FY25 was up 62% from $8.1 million in FY24, driven by strong revenue growth and the successful acquisitions.

## NPBT




Both revenue expansion and improved operating leverage underpin this performance. It highlights the benefits of our strategic initiatives and disciplined execution.

## EBITDA Margin

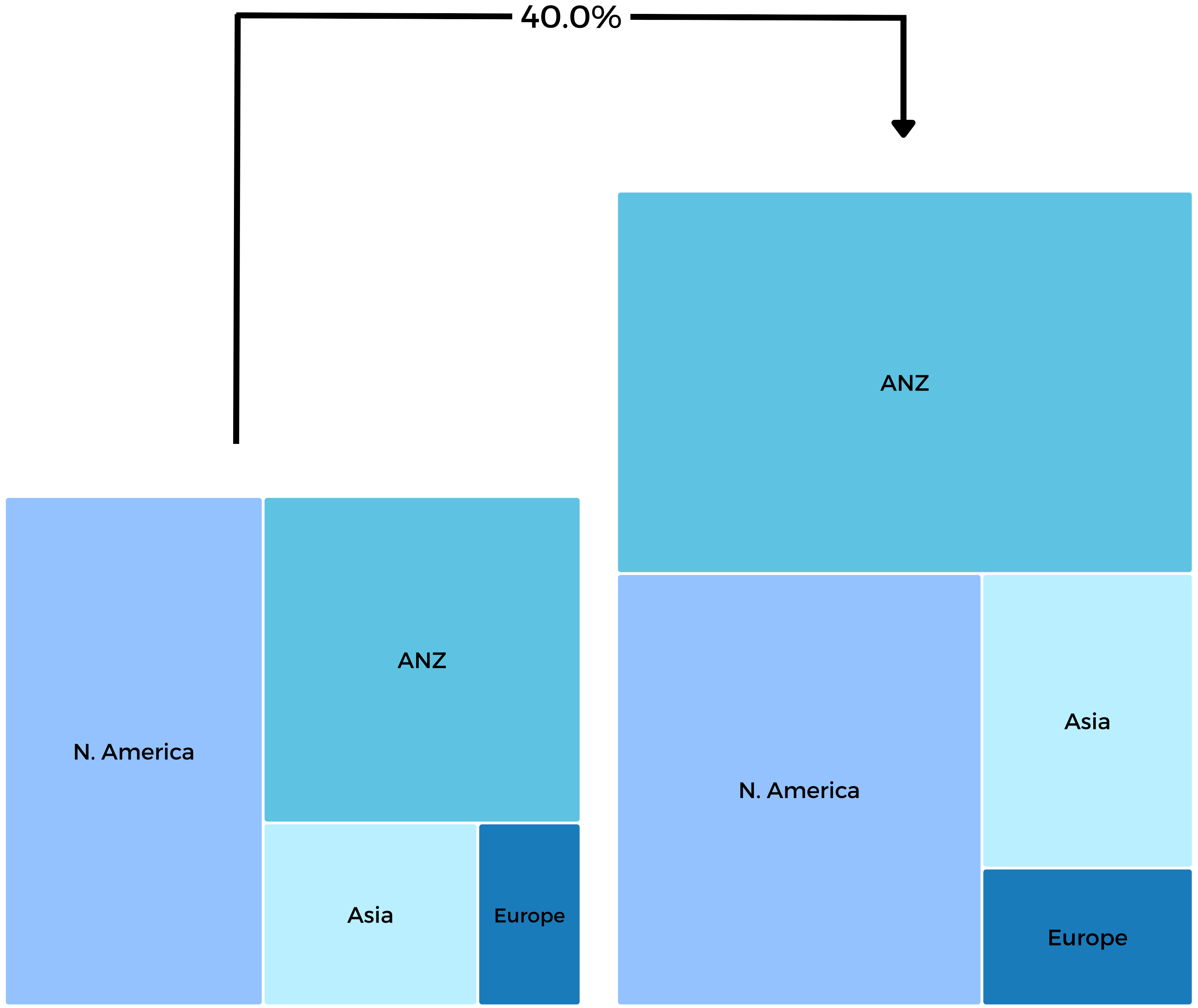



Demonstrating the company's operating leverage, EBITDA margins have improved significantly, increasing from 13.8% in FY24 to 16.0% in FY25

Notes: Definitions: EBITDA = Earnings Before Interest, Tax, Depreciation & Amortisation; NPBT = Net Profit Before Tax; YoY = Year-over-Year; bp = basis points (1bp = 0.01%)

# GEOGRAPHIC REVENUE MIX

DIVERSIFIED GLOBAL FOOTPRINT PROVIDED BROAD-BASED GROWTH ACROSS ALL REGIONS




**ANZ almost doubled (+86%) to $38.2m**, reflecting strong project execution, the annualised inclusion of Amentco* (vs two months in FY24) and a month's contribution of G&S**.

**North America grew 5% to $27.4m,** maintaining its strong contribution to revenue (34% of group revenue).

**Asia delivered +39% growth to $10.8m**, supported by new installations in Singapore.

**Europe rose +34% to $5.0m**, reflecting a positive return on our investment in sales resources.

Notes: *Amentco Enterprise Group (Australia): ASX release, May 2024 (Link); **G&S Technologies (New Zealand): ASX release, May 2025 (Link);
Definitions: ANZ = Australia & New Zealand

# GROUP FINANCIAL SUMMARY

STRONG TOP-LINE GROWTH WITH EXPANDING MARGINS

| | FY25 | FY24 | Variance |
|---|---|---|---|
| **Revenue from customers** | **81,405** | **58,153** | **40.0%** |
| Materials and Direct labour | (39,035) | (27,481) | 42.0% |
| **Gross Profit** | **42,370** | **30,672** | **38.1%** |
| Gross Profit % | 52.00% | 52.70% | |
| Overhead Expenses | (29,456) | (22,571) | 30.5% |
| Other Income/(expense) | 115 | (51) | |
| **EBITDA** | **13,029** | **8,050** | **61.9%** |
| Net Interest/(expense) | 95 | (86) | |
| D&A | (2,866) | (2,314) | 23.9% |
| Contingent Consideration | (2,201) | - | |
| **Profit before tax** | **8,057** | **5,650** | **42.6%** |
| Tax (expense)/credit | (2,124) | 1,426 | |
| Non Controlling interests | 1 | - | |
| **Profit after Tax** | **5,934** | **7,076** | **-16.1%** |

**Gross Profit increased 38% to $42.4m**, with gross margin steady at 52% despite acquisition-related mix and supply chain costs.

**Overhead Expenses rose 30% to $29.5m**. A significant portion relates to the inclusion of the three acquired businesses.

**EBITDA increased 62% to $13.0m**, with margin expansion to 16% (FY24: 13.7%).

FY25 included a **$2.2m contingent consideration** expense related to the successful growth and acquisition of Amentco*.

**Profit Before Tax rose 43% to $8.1m**, despite one-off charges.

The **tax expense of $2.1m compares to a credit of $1.4m** in FY24, which benefited from the recognition of tax assets. This drove the lower NPAT.

**Profit After Tax was $5.9m** (FY24: $7.1m), with the YoY decline impacted by the tax credit rolloff and FY25 the Amentco earnout contingent consideration charge.

Notes: *Amentco Enterprise Group (Australia): ASX release, May 2024 (Link);

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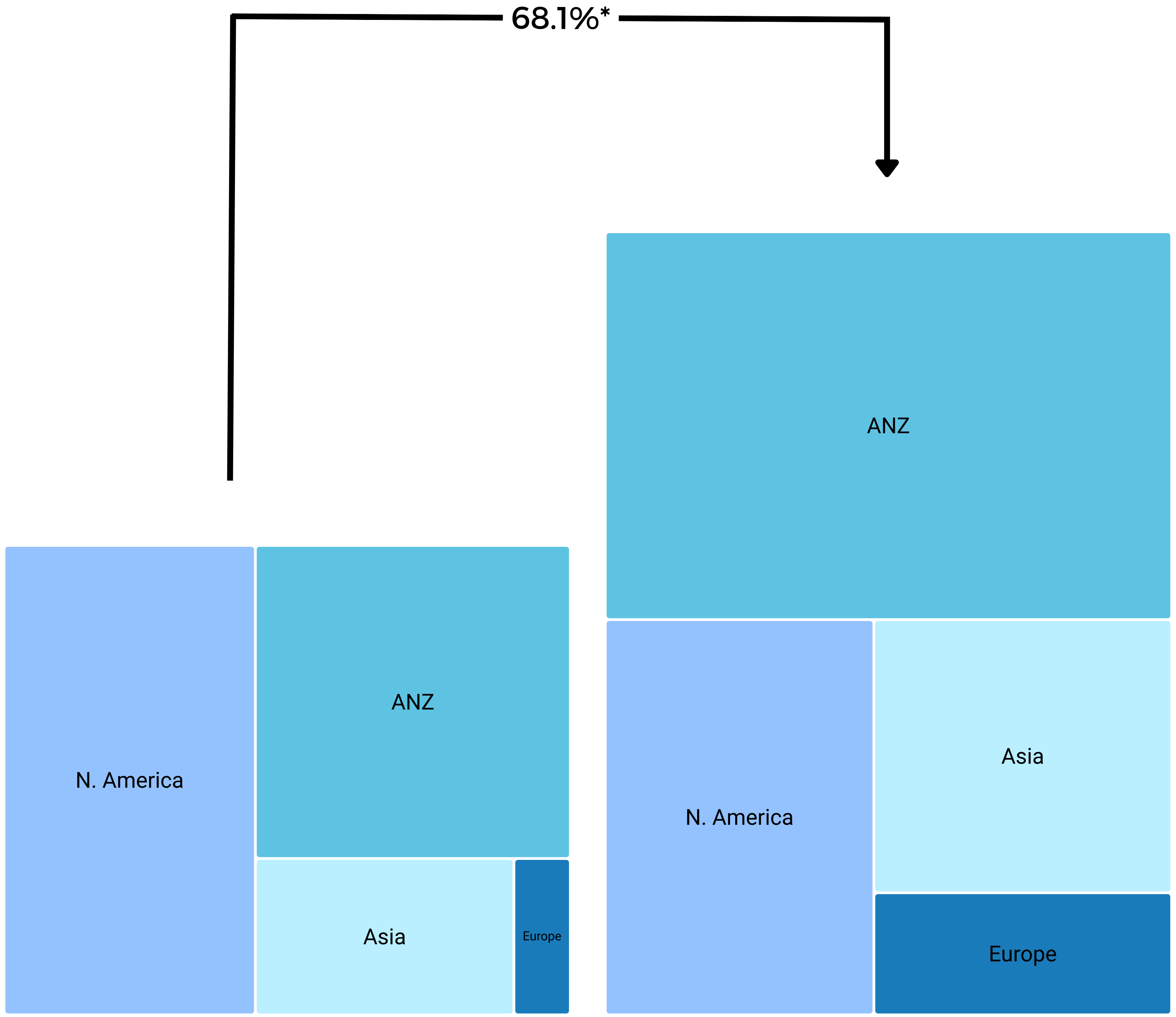
# EBITDA EXPANSION – GEOGRAPHICAL SCALE

EBITDA MARGIN EXPANDS TO 16% – ANZ LEADS REGIONAL GROWTH




**Group EBITDA rose 62% to $13.0m**, with EBITDA margins improving from 13.8% in FY24 to 16.0% in FY25.

**ANZ more than doubled EBITDA to $7.9m** (+124%), lifting its share to 50% of group EBITDA with EBITDA margins expanding to 20.7% primarily due to the acquired businesses.

**Asia EBITDA grew 103% to $2.9m**, with margins stepping up sharply from 18.6% to 27.1%, driven by revenue growth.

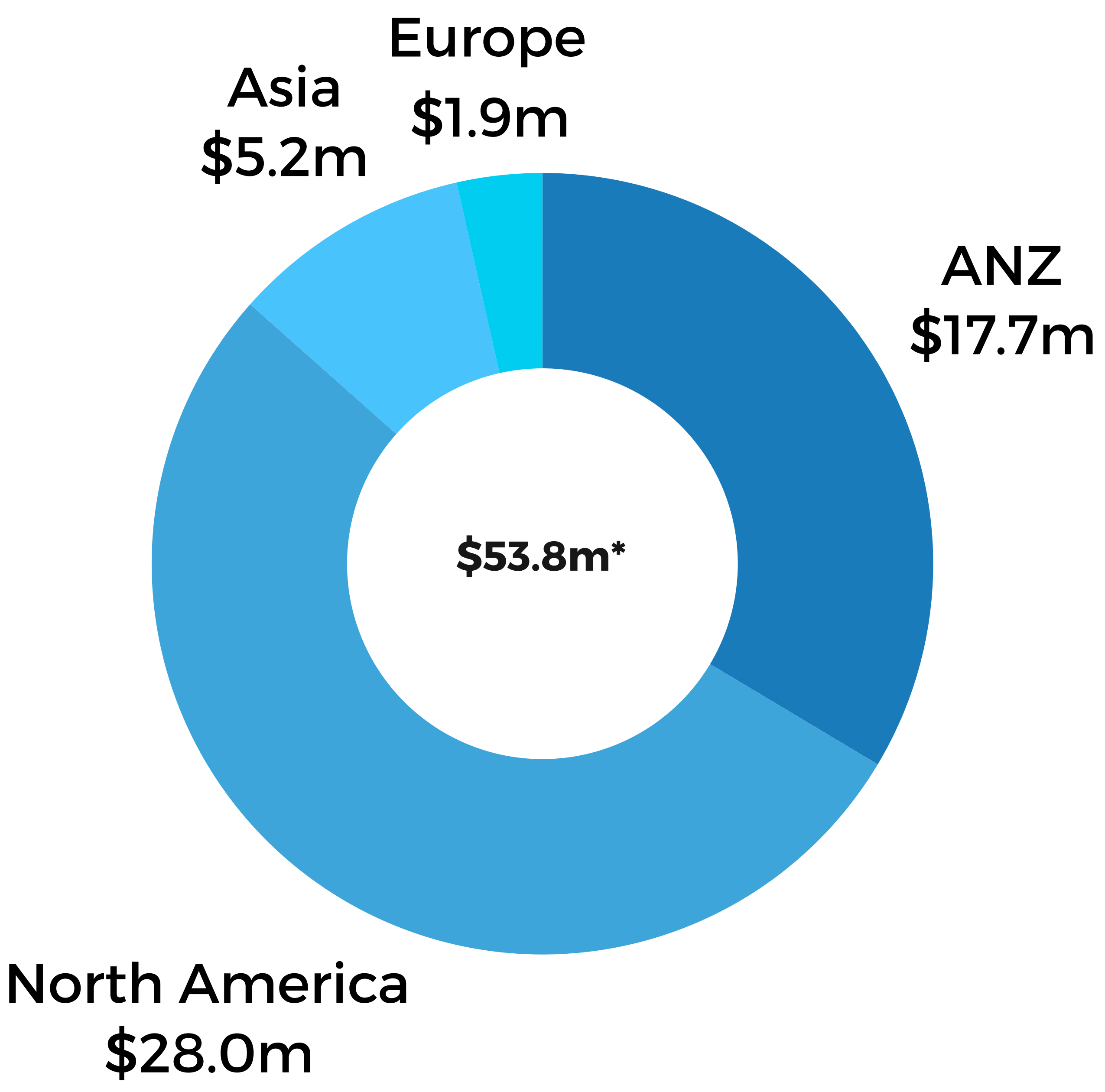
**Europe tripled EBITDA to $1.3m,** with EBITDA margins improving from 8.3% to 26.0%, as a result of revenue growth and gross margin improvement.

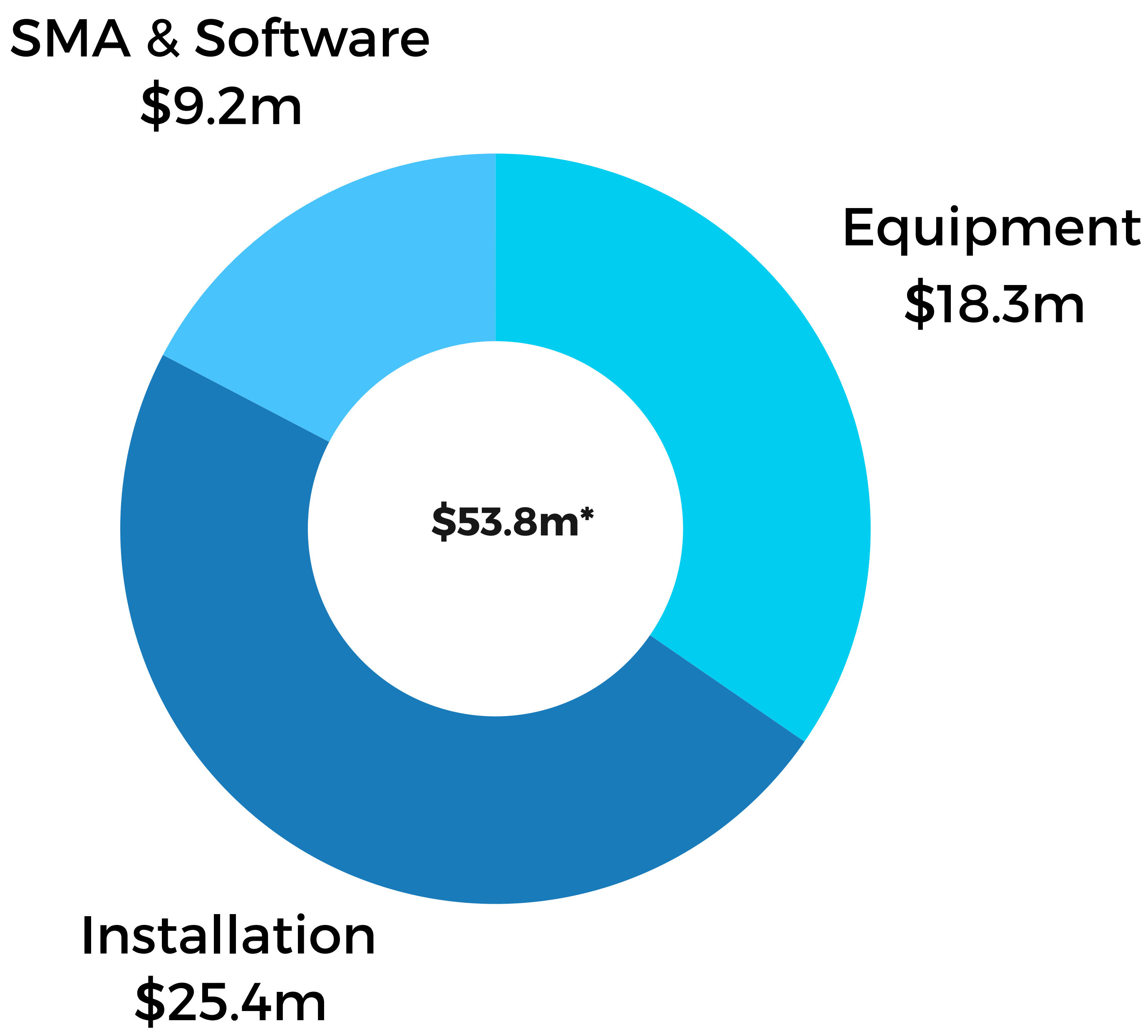
**North America's EBITDA fell 9% to $3.8m,** with EBITDA margins narrowing from 16.2% to 14.0%. Despite this, the region continued to be a significant contributor. While revenues increased, the lower margin reflected a higher cost base and a slight reduction in gross margin percentages.

Notes: *Group EBITDA is post eliminations (Inter-Company & Corporate) of $1.4mn in FY2024 & $2.9mn in FY2025, all geographic data is pre-eliminations & margins based by region on Revenue - external (see Note 5 "Segment Reporting" of Annual Report for data and notes- Link)
Definitions: EBITDA = Earnings Before Interest, Tax, Depreciation & Amortisation; ANZ = Australia & New Zealand

# UNFILLED CONTRACTED REVENUE

VISIBILITY INTO FUTURE EARNINGS



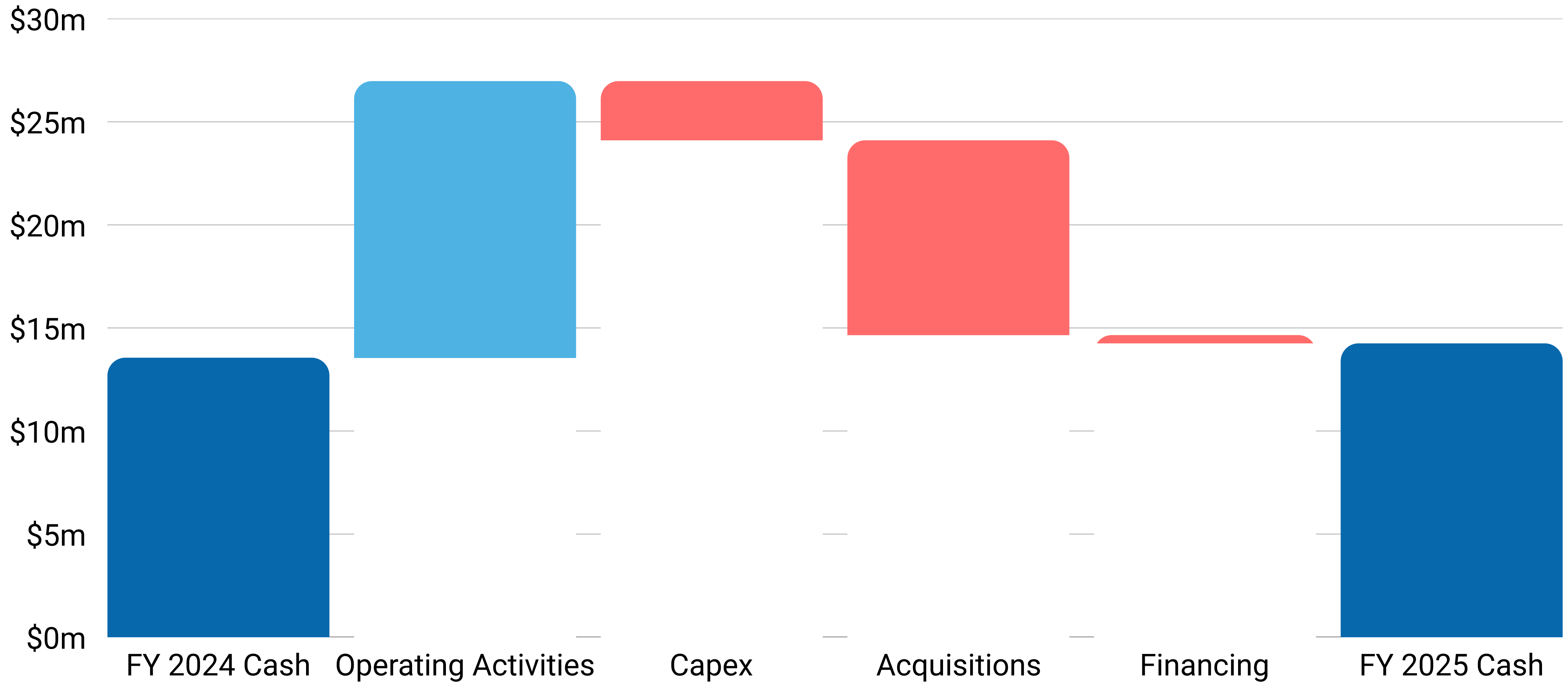




Notes: *As at 16 September 2025

Definitions: SMA = Software Maintenance Agreement; ANZ = Australia & New Zealand

# STRONG CASH GENERATION

FY2025 OPERATING CASH FLOW OF A$13.4M, SUPPORTING GROWTH AND M&A FLEXIBILITY.




| | | | | | | |
|---|---|---|---|---|---|---|
| **Cash** | **$13,556k** | **$13,418k** | **-$2,871k** | **-$9,450k** | **-$402k** | **$14,251k** |

- **Operating cash flow $13.4m**, broadly in line with EBITDA.
- **Cash balance $14.5m at year end**, with no debt.
- **Cash conversion remains strong**, reflecting disciplined working capital management.
- **Cash resources fully funded the G&S acquisition upfront payment**, demonstrating internal funding capacity.
- **Balance sheet strength provides flexibility** for reinvestment in growth, innovation, and disciplined M&A.

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# M&A INTEGRATION UPDATE

'ACQUISITIONS STRENGTHENING CAPABILITY & SCALE

### TEKNOCORP (AUSTRALIA)*

COMPLETED NOV 2023

Victorian-based security & healthcare communications business, certified nurse call reseller; providing nurse call, access control & security.

### AMENTCO ENTERPRISE GROUP (AUSTRALIA)**

COMPLETED MAY 2024

Queensland-based systems integrator in communication & security solutions; nurse call reseller; complements low-voltage product offering.

### G&S TECHNOLOGIES (NEW ZEALAND)***

COMPLETED MAY 2025

Healthcare & security communications business: Nurse call reseller, RTLS, CCTV, access control, integrated security/communications.

## SUMMARY

Each acquisition adds direct sales and service capability (especially focusing on nurse call, RTLS, access / security / low-voltage systems).

All acquisitions are aligned with strategy to strengthen direct sales, expand the solutions portfolio (e.g. low voltage, security, integrated systems), cross-sell into existing customer base.

G&S Technologies brings ~NZ$22.9 million revenue / NZ$2.9 million EBITDA (for year ending March 2025) with ~200 customers and 100+ employees.

Notes: *Teknocorp (Australia): ASX release, Nov 2023 (Link); **Amentco Enterprise Group (Australia): ASX release, May 2024 (Link); ***G&S Technologies (New Zealand): ASX release, May 2025 (Link);
Definitions: Systems integrator = company specialising in bringing together component subsystems into a whole; Low-voltage systems = electrical systems operating at reduced voltage for safety

# STRATEGY FY2026 AND BEYOND

***"CLEAR PRIORITIES FOR GROWTH, MARGIN AND SCALE"***

### EXPAND RECURRING REVENUE BASE

Increase the share of contracted and software revenues by strengthening relationships with existing customers and supporting growth in key markets.

### DRIVE MARGIN IMPROVEMENT

Progressively target to improve profitability through integration of recent acquisitions, operational efficiencies, and disciplined cost control.

### INNOVATION

Continue to advance the product roadmap, enhance interoperability with partner systems, and invest in technologies that improve safety and efficiency in healthcare.

### CONSOLIDATE INTERNATIONAL PRESENCE

Continue to scale market presence through a balanced approach of direct sales and strategic partnerships.

### DISCIPLINED M&A

Remain selective in pursuing opportunities that broaden Austco's capabilities and geographic reach, ensuring all transactions are strategically aligned and value-accretive.

### OUTLOOK

With strong market demand, integrated product offerings and operational efficiencies flowing to the bottom line, we are confident in our ability to sustain earnings growth into FY26 and beyond.

Notes: Definitions: Value-accretive = creating additional value for shareholders; Operational efficiencies = improvements in business processes that reduce costs or increase productivity

# SUMMARY & KEY TAKEAWAYS

***"GROWTH, INNOVATION, RUNWAY – A CLEAR PATH FORWARD"***

**INNOVATION LEADERSHIP**
IP-native platform with expanding software and workflow solutions, ensuring interoperability and future-proofing.

**STRONG DEMAND DRIVERS**
Ageing populations (65+ expected to double to 1.5b by 2050)*, regulatory focus on safety, and digital transformation underpin long-term structural growth.

**GLOBAL FOOTPRINT WITH SCALE**
Offices in 6 countries, supporting international healthcare installations in 50 countries worldwide and 270 employees globally.

**GROWTH TRAJECTORY**
Strong FY25 revenue growth to $81m, with EBITDA expansion and clear visibility to further growth.

**PRIMED BALANCE SHEET**
Debt-free balance sheet, strong cash generation, and robust contracted revenue base.

Notes: *United Nations, World Population Prospects 2022 (Link)
Definitions: IP = Internet Protocol.

# Q&A + CONTACTS

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*"WE WELCOME INVESTORS AND STAKEHOLDERS TO ENGAGE FURTHER WITH AUSTCO TO UNDERSTAND HOW OUR STRATEGY, INNOVATION, AND GLOBAL OPERATIONS ARE CREATING OPPORTUNITIES FOR THE YEARS AHEAD."*