

18 February 2026

## ASX Release

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# Austco Healthcare delivers record 1H26 results: Revenue grew 31% to \$48.2 million and EBITDA by 60% to \$8.3 million

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- Revenue from customers up 30.7% to \$48.2 million
- EBITDA margin increased from 14.0% to 17.1%
- EBITDA grew 60.1% to \$8.3 million
- Net Profit Before Tax up 62.1% to \$6.3 million
- Unfilled Contracted Revenue of \$47.2 million provides visibility into future earnings
- Debt-free with \$15.2 million cash on balance sheet

Austco Healthcare Limited (Austco), a global leader in clinical communications solutions, announces record first-half revenues, growing EBITDA, and accelerating profit growth for the half-year ended 31 December 2025.

### *Revenues from customers*

Total 1H26 revenue was \$48.2 million, an increase of \$11.3 million, or 30.7%, compared to 1H25. This marks another record result, driven by contributions from recently acquired businesses, alongside continued organic growth, particularly strong in North America and Australia and New Zealand.

### *Software and SMA revenues from customers*

Software and SMA revenues increased 9% to \$5.0 million over the prior comparative period. Software and SMA revenues comprise 18.2% (\$8.6 million) of Austco's Unfilled Contracted Revenue, highlighting the growing importance of recurring revenue to the Group's long-term earnings profile.

### *Gross Margins on revenues from customers*

In 1H26, gross margin improved to 52.2% from 51.1%, a strong outcome given that 1H26 includes a full contribution from the newly acquired G&S Technologies, which has a lower gross margin.

The improvement demonstrates the operating leverage of the business model, with increasing revenues and a slight increase in gross margin percentages translating to a 34% increase in gross margin dollars over the prior comparative period.

### *Indirect Cost Base*

Overhead expenses increased 23.6% to \$16.9 million (excluding Interest and D&A) in 1H26, primarily reflecting the inclusion of acquired businesses. Importantly, overhead growth of 23.6% was well below revenue growth of 30.7%, demonstrating the Group's disciplined cost management and the increasing scalability of the business. Investment in Research and Development continued, with no material M&A transaction costs incurred in the period.

### *EBITDA*

EBITDA of \$8.3 million in 1H26 was up 60.1% from \$5.2 million in 1H25, driven by strong revenue growth and improving operating leverage.

EBITDA margins continued to improve, increasing from 14.0% in 1H25 to 17.1% in 1H26, an expansion of 310 basis points. This demonstrates the benefits of scale, disciplined cost control, and the increasing contribution from higher margin acquired businesses.

### *Net Profit Before Tax*

Net Profit Before Tax grew 62.1% to \$6.3 million, up from \$3.9 million in 1H25. This performance highlights the underlying operating leverage of the Group's business model, with revenue growth continuing to translate into accelerated profit growth.

### **Net Profit After Tax**

Net Profit After Tax (NPAT) for 1H26 was \$4.7 million, up 61.7% from \$2.9 million in the prior comparative period. The effective tax rate for the period was 24.5%. Basic earnings per share increased to 1.283 cents from 0.808 cents in 1H25.

### **Unfilled Contracted Revenue**

Austco's Unfilled Contracted Revenue (UCR) stands at \$47.2 million at 16 February 2026, a level maintained consistently since August 2024 despite record revenues being delivered. North America represents \$24.2 million of the UCR book, ANZ \$16.2 million, Asia \$4.8 million and Europe \$2.1 million.

UCRs represent confirmed contracted orders from customers that have not yet been fulfilled and, as such, no revenue has been recognised. The sustained level of UCRs highlights the continued strength of new sales wins across the Group.

### **Research & Development**

In the reporting period, the Company invested \$2.5 million in research and development (1H25: \$2.3 million), of which \$1.1 million was capitalised (1H25: \$0.9 million), in the continued development of its innovative nurse call and clinical communications platform, Tacera. Austco involves healthcare staff of all levels in the design process, ensuring products meet the requirements of nurses, patients and healthcare administrators.

### **Cash and Working Capital Position**

Cash on hand was \$15.2 million at 31 December 2025, up from \$14.5 million at 30 June 2025. Austco Healthcare is debt-free. Cash generated from operating activities of \$9.2 million has funded contingent consideration (acquisition earn-out) obligations of \$6.0 million, continued investment in R&D (\$1.1 million) and allowed for expanded working capital needs. The balance sheet remains strong, providing flexibility to fund reinvestment, innovation, and disciplined M&A from internal cash generation.

### **Dividend**

No dividend has been declared, to allow the funding of organic and inorganic growth and the acquisition earn-out payments.

### **Outlook**

The consistent growth trajectory and improving operating leverage position the Company well for continued expansion. With strong market demand, a differentiated integrated product offering, and operational efficiencies flowing through to the bottom line, we are confident in our ability to sustain earnings growth into the second half and beyond. The Group remains focused on operational execution, balance sheet strength and long-term value creation within a dynamic healthcare funding environment.

*This announcement was approved for release to the ASX by the board.*

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### **Further Information**

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### **About Austco Healthcare Limited (ASX Code – AHC)**

Austco Healthcare Limited is an international provider of healthcare communication and clinical workflow management solutions. Headquartered in Australia, the Company has subsidiaries in six countries and supports healthcare facilities through its global reseller network, which includes growing markets in health, aged care and acute care. Austco Healthcare services markets including Australia, New Zealand, Canada, UK, USA, Asia and the Middle East. For further information, please refer to the Company's website, [www.austcohealthcare.com](http://www.austcohealthcare.com).