ASX : AHC

HEALTHCARE COMMUNICATIONS, WORLDWIDE

Bell Potter Healthcare Conference 2026

Win the facility. Grow with it, worldwide.

A broader portfolio to sell across our installed base in over 60 countries



Illustrative data

Clayton Astles
CHIEF EXECUTIVE OFFICER

Austco Healthcare Limited · ASX: AHC · 17 November 2026

Please read the important information and disclaimer on slide 9.

Clinical communications, workflow and systems intelligence for better healthcare

WHY INVEST IN AUSTCO

Win the facility. Grow with it, worldwide.

WHO WE ARE

An international provider of healthcare communication and clinical workflow management solutions, at the bedside, in the ward, across the healthcare facility and in the command centre.

1

A proven, growing global business

- Since FY23: revenue up 2.2x and EBITDA 4.2x, four acquisitions completed and binding agreements for two more, subject to conditions precedent.
- Operations in 6 countries, serving thousands of facilities in over 60 countries.

2

An evolving product suite built for structural demand

- One platform from the bedside to the command centre. RTM and CareTech, subject to completion, add more ways to win the facility and more ways to earn from it after installation, with intelligence built in through the AI roadmap.

3

Visibility and funding to deliver

- $51.2 million of contracted revenue still to deliver as at 17 August 2026, 25% of it software and maintenance.
- RTM and CareTech to be funded from cash and a new $12.0 million bank facility, with no shares issued.

Sources: Austco annual reports FY24 and FY26; FY26 results presentation; AGM presentation 19 October 2026. Contracted revenue is unfilled contracted revenue at 17 August 2026. Facility with the Commonwealth Bank of Australia. Binding agreements to acquire RTM and CareTech announced 16 October 2026; completion is subject to conditions precedent and expected on or around 1 December 2026.

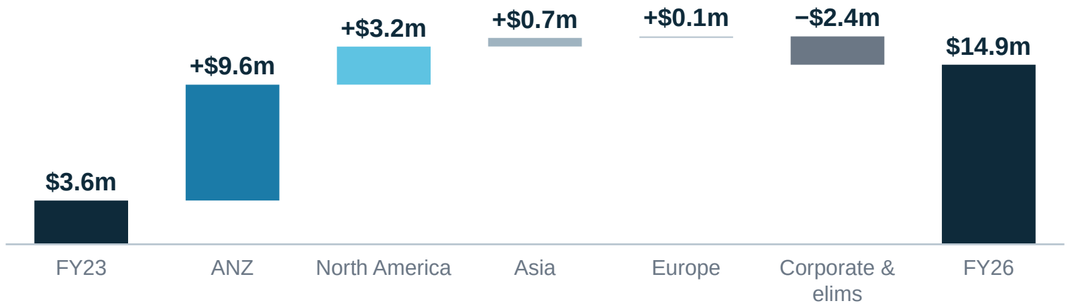
RECORD FY26, REVENUE UP 2.2X IN THREE YEARS

EBITDA up 4.2 times since FY23, the year before our first acquisition

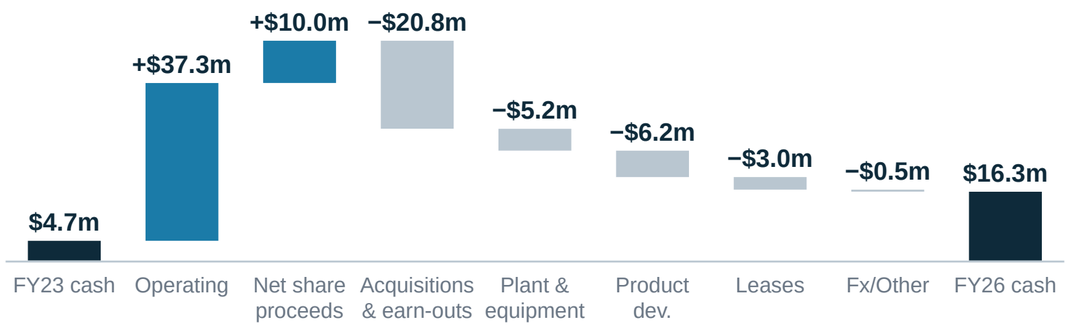
Revenue by region, FY23 to FY26



EBITDA by region, FY23 to FY26



Cash, 30 June 2023 to 30 June 2026



FY26: A RECORD YEAR

$94.2m
Revenue, up 15.8%

$14.9m
EBITDA, up 14.0%

$9.0m
NPAT, up 51.8%

53.4%
Gross margin, from 52.0%

$11.4m
Software and maintenance, up 19%

$16.3m
Cash, no material borrowings

Source: Austco annual reports FY24 and FY26 (note 2 revenue by geographical market; note 5 segment EBITDA; statements of cash flows FY24 to FY26). Segment EBITDA is management's adjusted measure before corporate costs and inter-company eliminations. Fx/Other includes net borrowings. Figures may not sum due to rounding.

ACQUISITIONS THAT BUILD THE MODEL

From buying our resellers to adding new products we can sell to our customers

FOUR COMPLETED, TWO PENDING, ONE STRUCTURE

FY23	Nov 2023	May 2024	May 2025	Aug 2026	OCT 2026
Base year	Teknocorp, VIC	Amentco, QLD	G&S, NZ	MCS, SA	RTM and CareTech (pending)

What the resellers brought

- A deeper direct customer relationship, brought in-house.
- National coverage across Australia and New Zealand.
- ANZ revenue up $41.7m from FY23 to FY26.

What RTM and CareTech bring

- Technology that complements what Austco already sells, faster than we could build it.
- CareTech: a lower-cost system for aged care and smaller hospitals. More ways to win the facility.
- RTM: system health monitoring live at 600+ Australian sites, and asked for by our large customers in five countries.

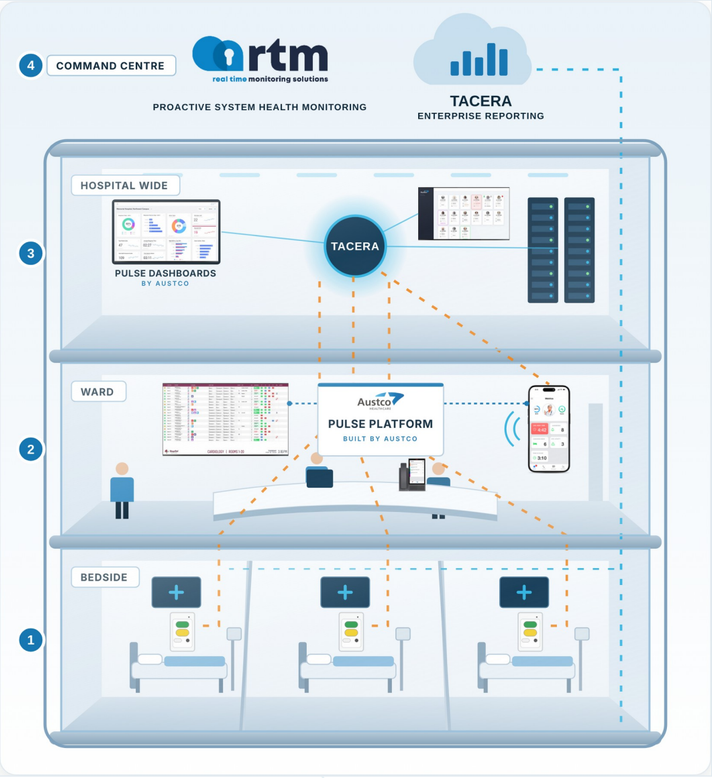
How we buy

- An upfront payment, and an earn-out tied to the earnings the business goes on to deliver.
- 3.5x for CareTech, consistent with the four previous acquisitions; 6.0x for RTM, reflecting recurring software and maintenance revenue.
- We pay for performance. Amentco outperformed: recognised at $5.9m, settled at $8.4m.

Sources: Austco annual reports FY24 and FY26; FY26 results presentation; AGM presentation 19 October 2026; Austco acquisition releases 2023 to 2026. Earn-out amounts are estimates. Binding agreements to acquire RTM and CareTech announced 16 October 2026; completion is subject to conditions precedent and expected on or around 1 December 2026.

HOW IT FITS TOGETHER

From the bedside to the command centre: Austco's platform, with RTM and CareTech



Four levels, one Austco platform

4 — Command centre

Enterprise reporting and RTM's proactive system health monitoring across every site, live at more than 600 Australian sites.

3 — Across the facility

Austco's Tacera handles alarm management and call routing, drawing on third party clinical systems through 300+ interfaces from RTM.

2 — In the ward

Patient status boards, Pulse Mobile and displays route the call to the right clinician on the right device.

1 — At the bedside

Call points, in room devices and real time location identify who is calling and where. CareTech adds a lower cost system for aged care and smaller hospitals.

PROOF IN THE MARKET

Encompass Health, the largest US inpatient rehabilitation network, has standardised on Pulse Mobile for its new hospitals. Win the health system, then grow with it facility by facility.

Sources: AGM presentation 19 October 2026 (platform graphic, illustrative). Binding agreements to acquire RTM and CareTech announced 16 October 2026; completion is subject to conditions precedent and expected on or around 1 December 2026.

AI AND THE PLATFORM

Embedding intelligence across Tacera, Pulse and RTM

ROADMAP

Predictive clinical intelligence

Fall risk scoring, call anomaly detection and early warning of deterioration from call data and real-time location.

ROADMAP

Intelligent workflow optimisation

Routing staff on acuity, workload, proximity and skill to reduce response times.

FOUNDATIONS LIVE

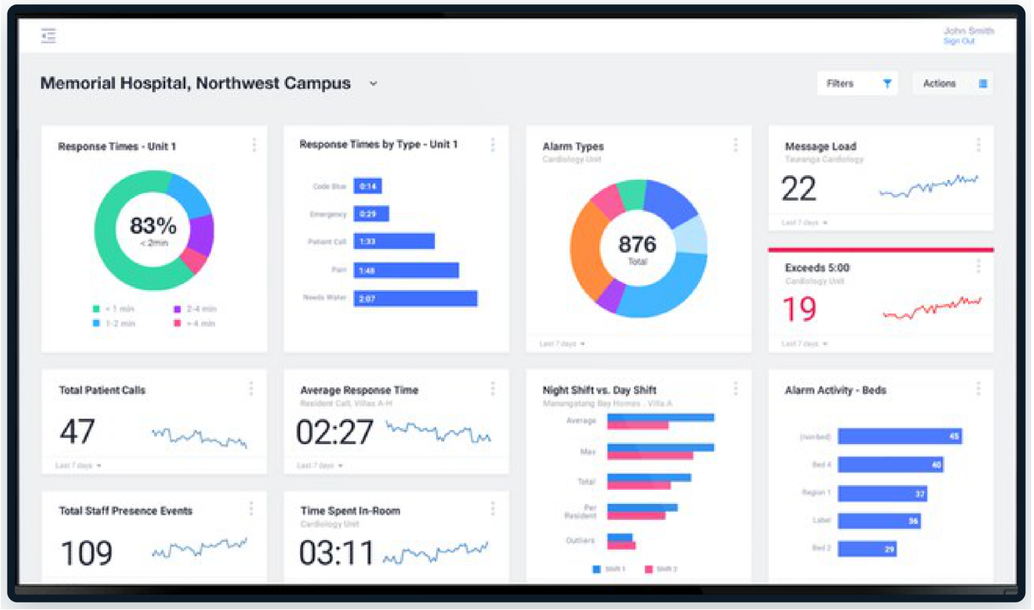
Operational analytics and decision support

Response time analysis, staffing adequacy and compliance readiness in Pulse Insights.

WITH RTM

Predictive maintenance and system health

Monitoring installed systems to flag issues before downtime, strengthening the value of every maintenance agreement.



PULSE DASHBOARDS BY AUSTCO · ILLUSTRATIVE DATA

AI enhances Tacera, Pulse and RTM: deepening platform stickiness, expanding recurring software revenue and widening competitive differentiation.

Source: AGM presentation 19 October 2026. Binding agreement to acquire RTM announced 16 October 2026; completion is subject to conditions precedent and expected on or around 1 December 2026.

STRATEGY AND PRIORITIES

Clear priorities for sustainable growth and scale

Expand recurring revenue

Software and maintenance grew 19% to $11.4 million, 12.0% of revenue, with the ten-year, $4.2 million Jurong SMA starting from October 2026.

Enhance margin profile

Gross margin up 140bp to 53.4% in FY26, on supply chain efficiencies delivered through integration.

Deepen market presence

Flagship reference sites in every region: Hospital Israelita Albert Einstein in LATAM, Jurong in Asia, national ANZ coverage.

Risks we are managing

Project timing, tariffs, component supply and currency, with about 80% of unfilled contracted revenue in foreign currencies. FY26 orders were deferred, not lost, and key components are dual sourced wherever a qualified alternative exists.

OUTLOOK AND CATALYSTS

Austco enters FY27 with a growing sales pipeline and $51.2 million of unfilled contracted revenue as at 17 August 2026, 25% of it software and maintenance.

Next: completion of RTM and CareTech, expected on or around 1 December 2026, subject to conditions precedent; integrating them alongside MCS; offering RTM Cloud to Austco's international customers, and CareTech in selected markets; 1H FY27 results.

Sources: AGM presentation 19 October 2026; FY26 results presentation p10; FY26 annual report, Material Business Risks. Binding agreements to acquire RTM and CareTech announced 16 October 2026; completion is subject to conditions precedent and expected on or around 1 December 2026.

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This presentation refers to the proposed acquisitions of RTM and CareTech announced on 16 October 2026. Completion is subject to conditions precedent and may not occur when expected or at all. Earn-out amounts are estimates based on current forecasts; the amounts payable may be higher or lower.

Other information. All financial amounts are expressed in Australian currency unless otherwise stated. Discrepancies between totals and sums of components are due to rounding.

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