

27 February 2025

## ASX Release

### Austco Healthcare increases revenues by 62% and EBITDA by 150%

- Revenue from customers up 62% to \$36.9 million
- Software and SMA revenues up 15% to \$4.6 million
- EBITDA increases 150% from \$2.1 million to \$5.2 million
- NPBT increases 270% from \$1.0 million to \$3.9 million due to investment in strategic growth initiatives
- Unfiled Contracted Revenue yet to be delivered steady at \$50.2 million

Austco Healthcare Limited (**ASX:AHC**), a global leader in clinical communications solutions, is pleased to announce its results for the six months to 31 December 2024. References to movements relate to the prior comparative period (pcp), being the six months to 31 December 2023.

#### *Revenue from Customers*

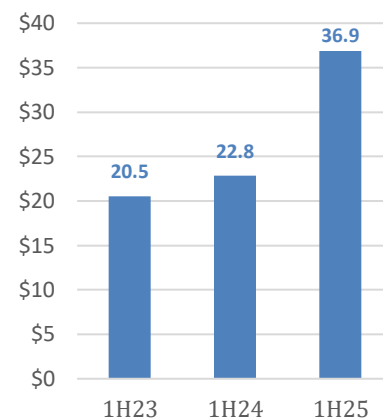
Record revenue for the 1H25 of \$36.9 million is underpinned by the successful integration of the two recently acquired businesses (Teknocorp and Amentco who combined contributed \$11.9 million of revenue) and validates our mandate to continue to grow via the acquisition of quality businesses in our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

Revenue (\$m)



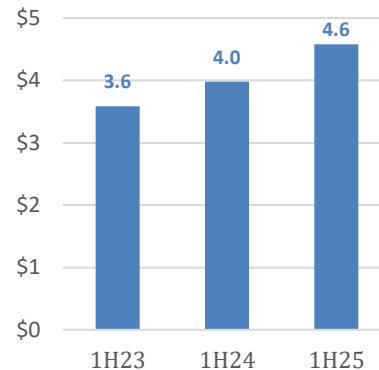
### Software and SMA total revenues

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.

### Software and SMA Revenue (\$m)

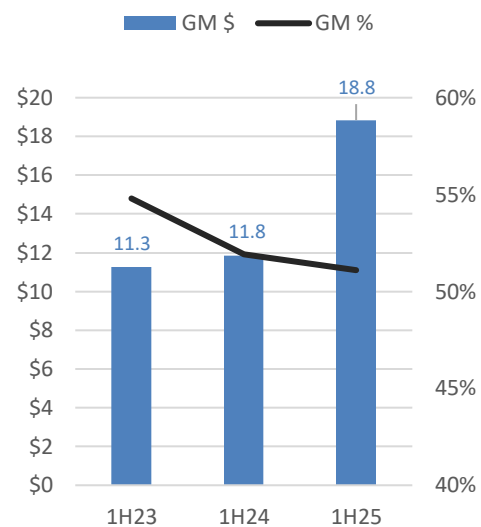


### Gross Margins on revenues from customers

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.

### Gross Margin (\$m)



### EBITDA

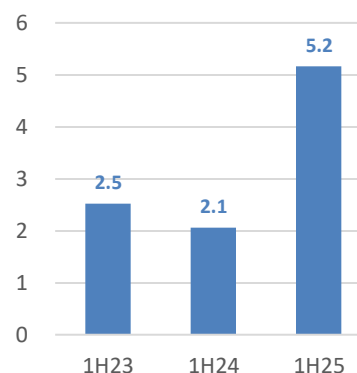
EBITDA was up 150% to \$5.2 million over the pcp of \$2.1 million.

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.

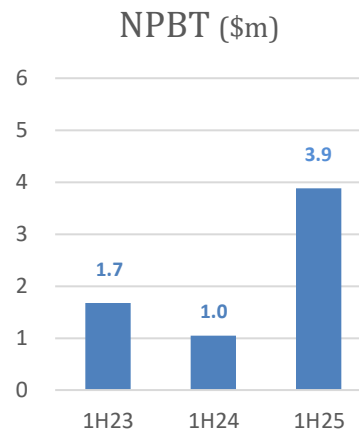
We continued investment in R&D, but in the reporting period had no material M&A transaction costs.

### EBITDA (\$m)



### **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.

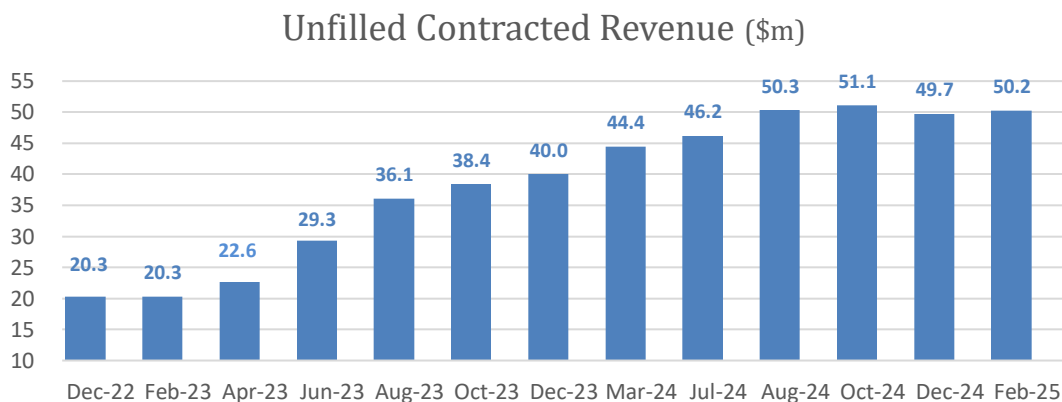


### **Unfilled Contracted Revenue**

Austco has continued for the last 6 months to replenish the Unfilled Contracted Revenue (UCR) book at the same rate as recording record revenue results. The UCR stands at \$50.2 million at 10 February 2025, a level consistent since August 2024.

UCR represents confirmed contracted orders from customers that have not yet been filled and, as such, no revenue recognised.

Software and SMA revenues comprise 19.4% (\$9.7 million) of our Unfilled Contracted Revenue highlighting the vital role it will play in driving our company's growth and success.



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

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.



### ***Dividend***

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

### ***Research & Development***

We maintained our investment in research and development for the period by outlaying \$2.3 million (of which \$0.9 million was capitalised), which is the same outlay of \$2.3 million for the pcp (of which \$0.9 million was capitalised).

### ***The Future/Outlook for Austco Healthcare***

Austco Healthcare's key focus remains in the following areas:

1. **Innovation and Product Development:** We will continue to prioritise innovation and product development, investing in the development of solutions that address the evolving needs of healthcare organisations worldwide. Our focus will be on developing platforms that streamline communication, improve workflow efficiency, and enhance patient outcomes.
2. **Mergers and Acquisitions (M&A).** By strategically integrating complementary businesses, technologies, and talent, we will strengthen our competitive edge and drive sustainable growth. Through targeted M&A activities, we intend to capitalise on synergies and augment our capabilities. Our M&A strategy aligns with our strategic vision of delivering innovative solutions and value to our customers, stakeholders, and the broader healthcare industry.
3. **Strategic Partnerships and Collaborations:** Collaboration is key to driving innovation and expanding our reach. We will actively seek out strategic partnerships and collaborations with industry leaders, technology providers, and healthcare organisations to leverage synergies, access new markets, and accelerate product development initiatives.
4. **Financial Performance and Sustainability:** While pursuing growth opportunities, we remain committed to achieving sustainable financial performance. Along with delivering our record high order book of \$50 million, we will focus on optimising operational efficiencies, managing costs effectively, and maximising revenue streams to drive profitability and long-term value creation for our shareholders.

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

~ Ends ~



### **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).