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# Roadshow Presentation

MARCH 2025

**Clayton Astles**  
Chief Executive Officer

**Brendan Maher**  
Chief Financial Officer



# 1H FY25



# 1H FY25 Financial Summary: Record Performance

↑ 62%

Revenue Growth

Successful integration of acquisitions  
drove record \$36.9M

↑ 150%

EBITDA Increase

Reached \$5.2M, exceeding top end of  
guidance

↑ 270%

NPBT Growth

\$3.9M profit, up \$2.9M from previous  
period

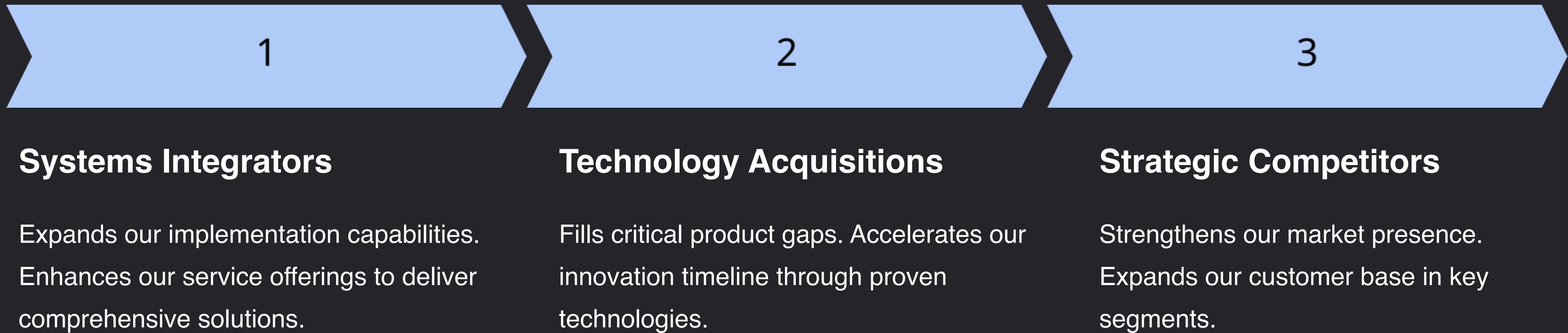
↑ 15%

Software Growth

Software and SMA revenues reached  
\$4.6M

# Our M&A Strategy: Driving Growth Through Strategic Acquisitions

Our acquisition strategy targets three key areas: systems integrators, technology companies, and strategic competitors to enhance capabilities, fill product gaps, and strengthen market position.



These targeted acquisitions will drive accelerated growth, increase our market share, and enhance our competitive advantage.





# Products Roadmap Vision



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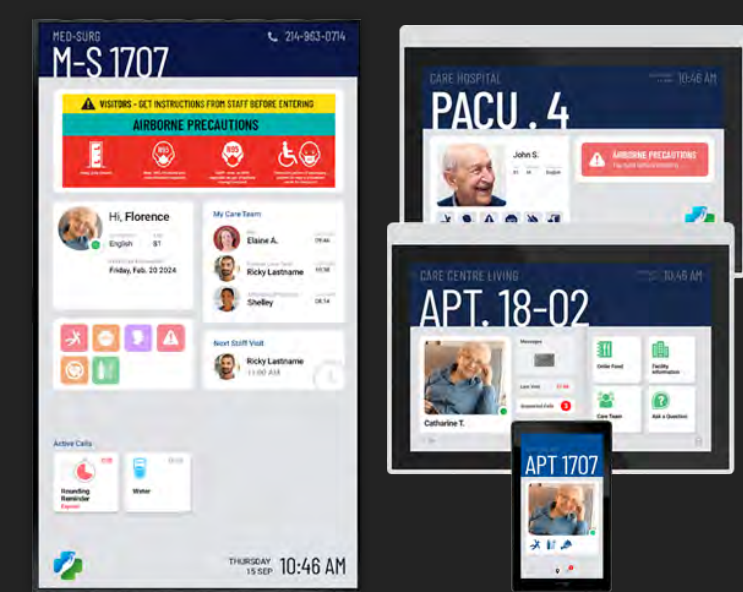


# Tacera

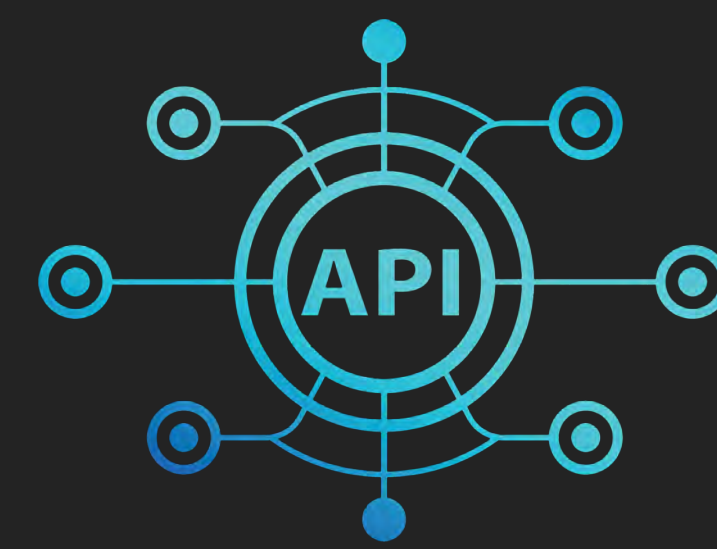
## Care Communications Platform



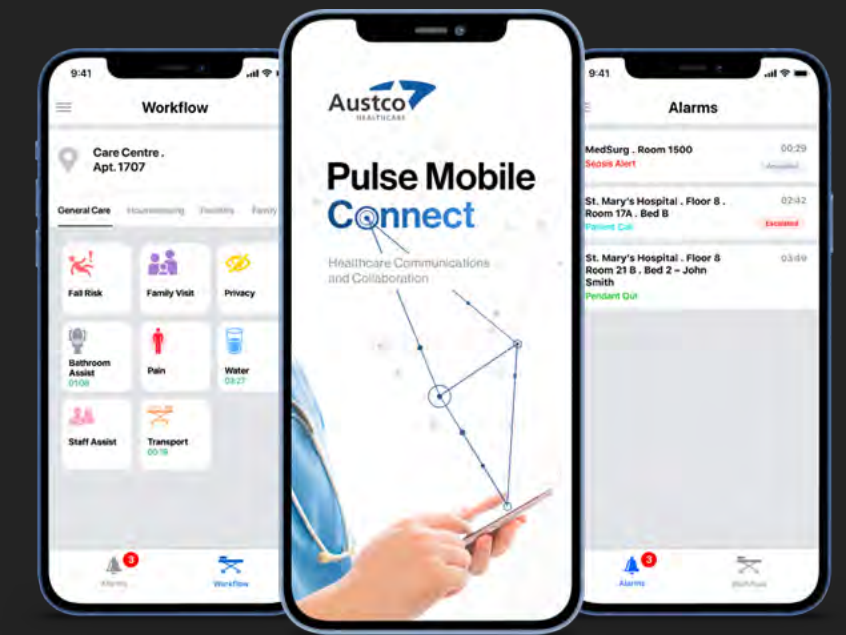
Real-Time Locating (RTLS)



Whiteboards & Signage



Integrations API



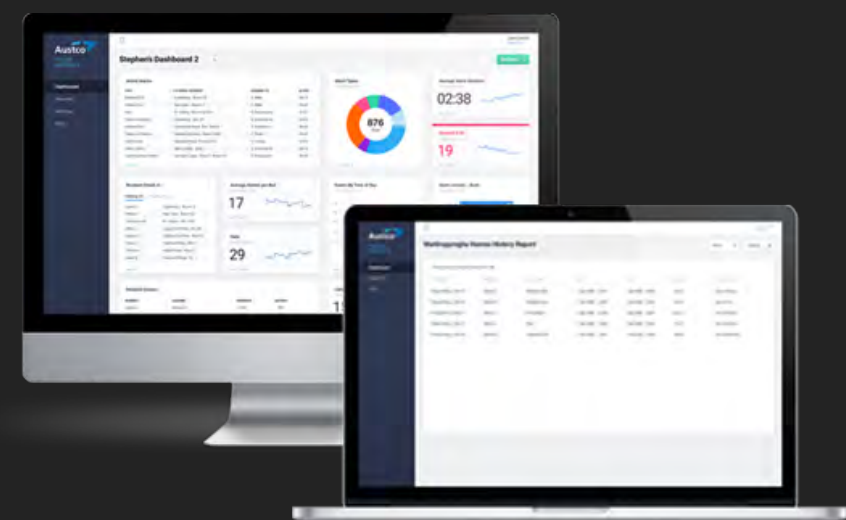
Mobile Communications



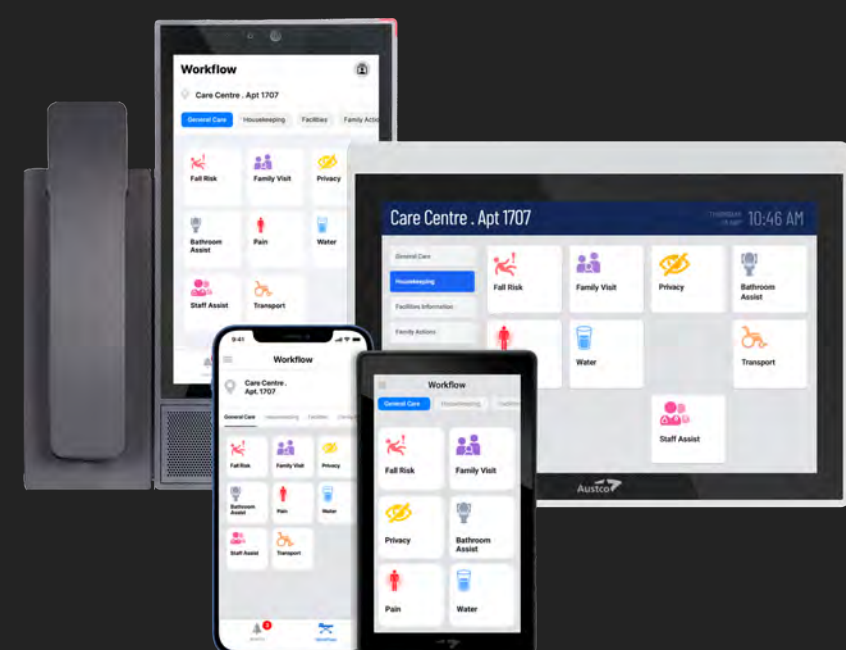
Seaside Towers . Villa 2	Emergency 00:29
Albion House . Room 17	Pendant Out 01:42
The Avondale . Lobby	Staff Assist 03:14
Shoalhaven Homes . Apt 4	Staff Presence 04:58



Fall Detection & Monitoring



Enterprise Reporting



Workflow



IP Nurse Call







# Pulse Insights

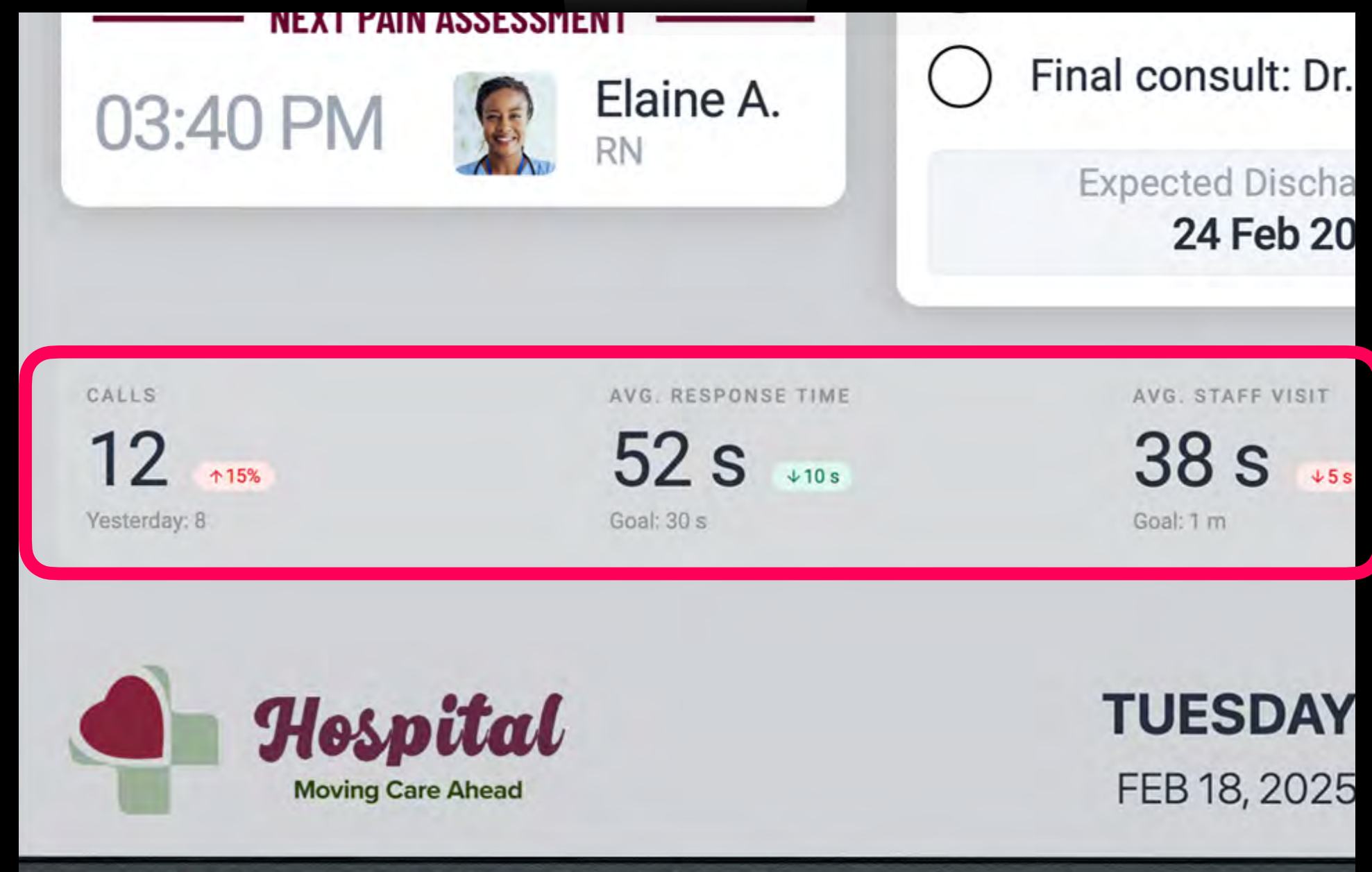
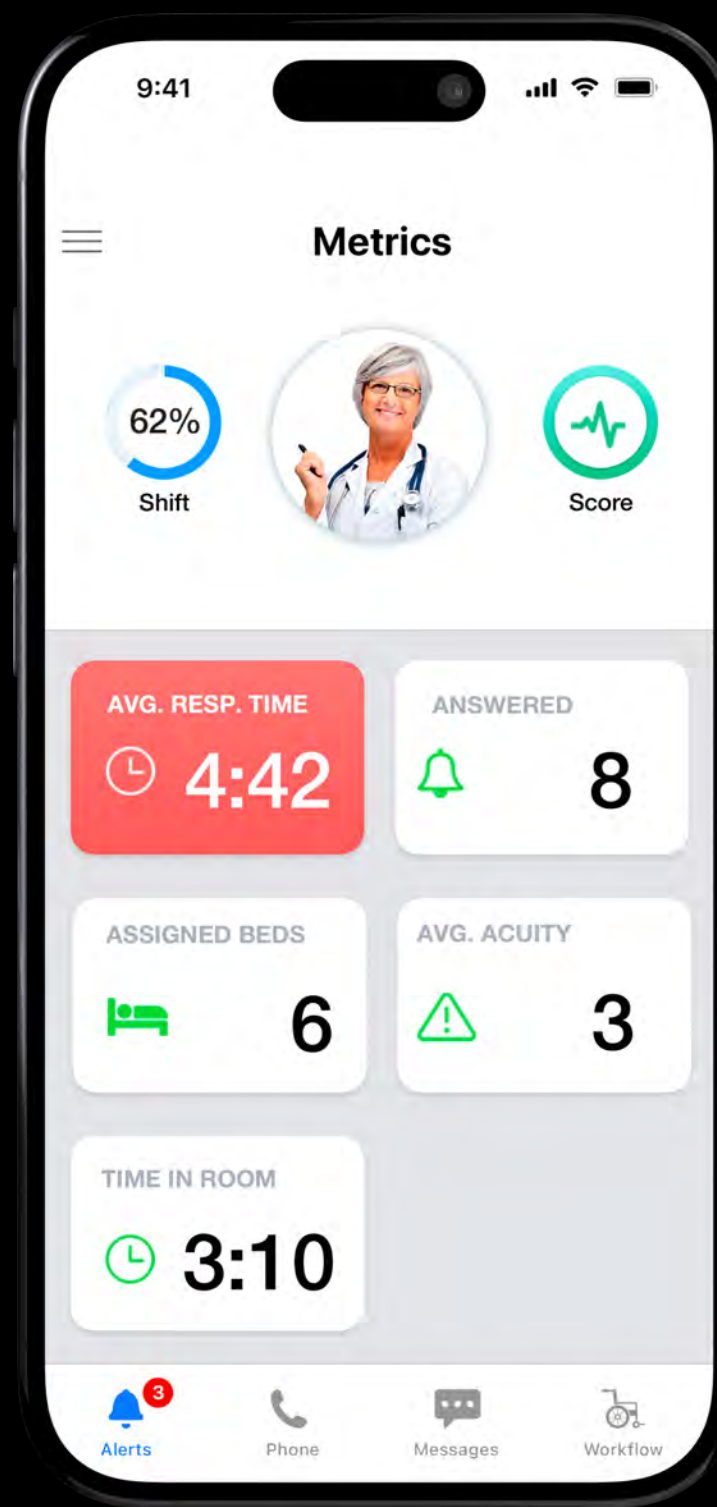
Live data updates for key metrics

Augments all interfaces

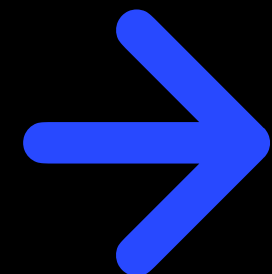
Explicit chart widgets and anonymous color tiles

Re-imagining of Pulse Dashboards into real-time data transfer

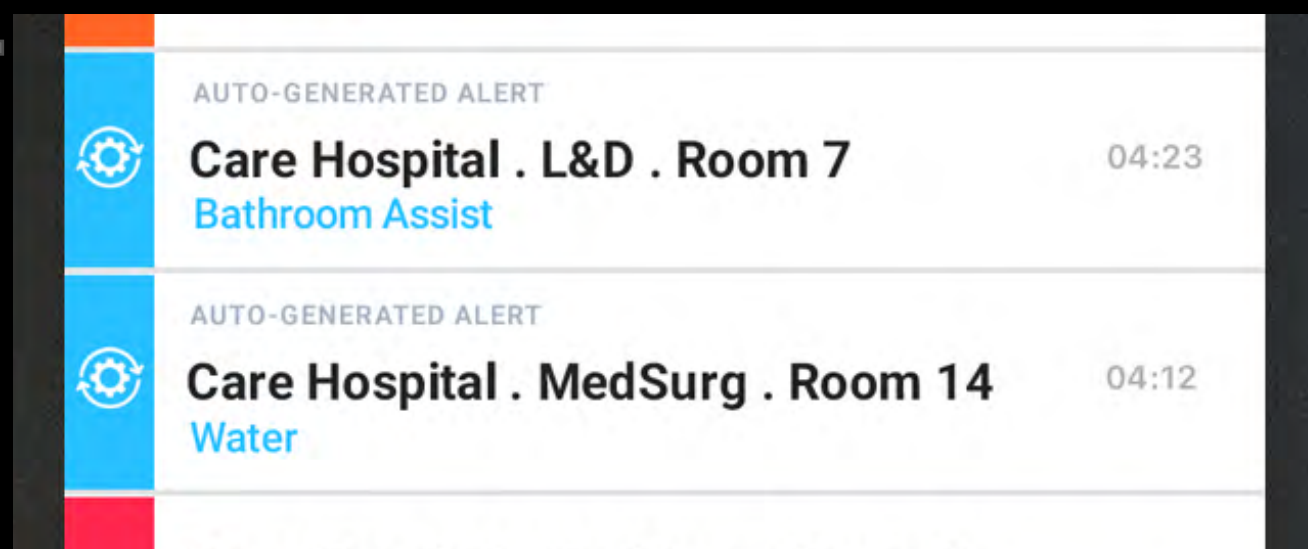
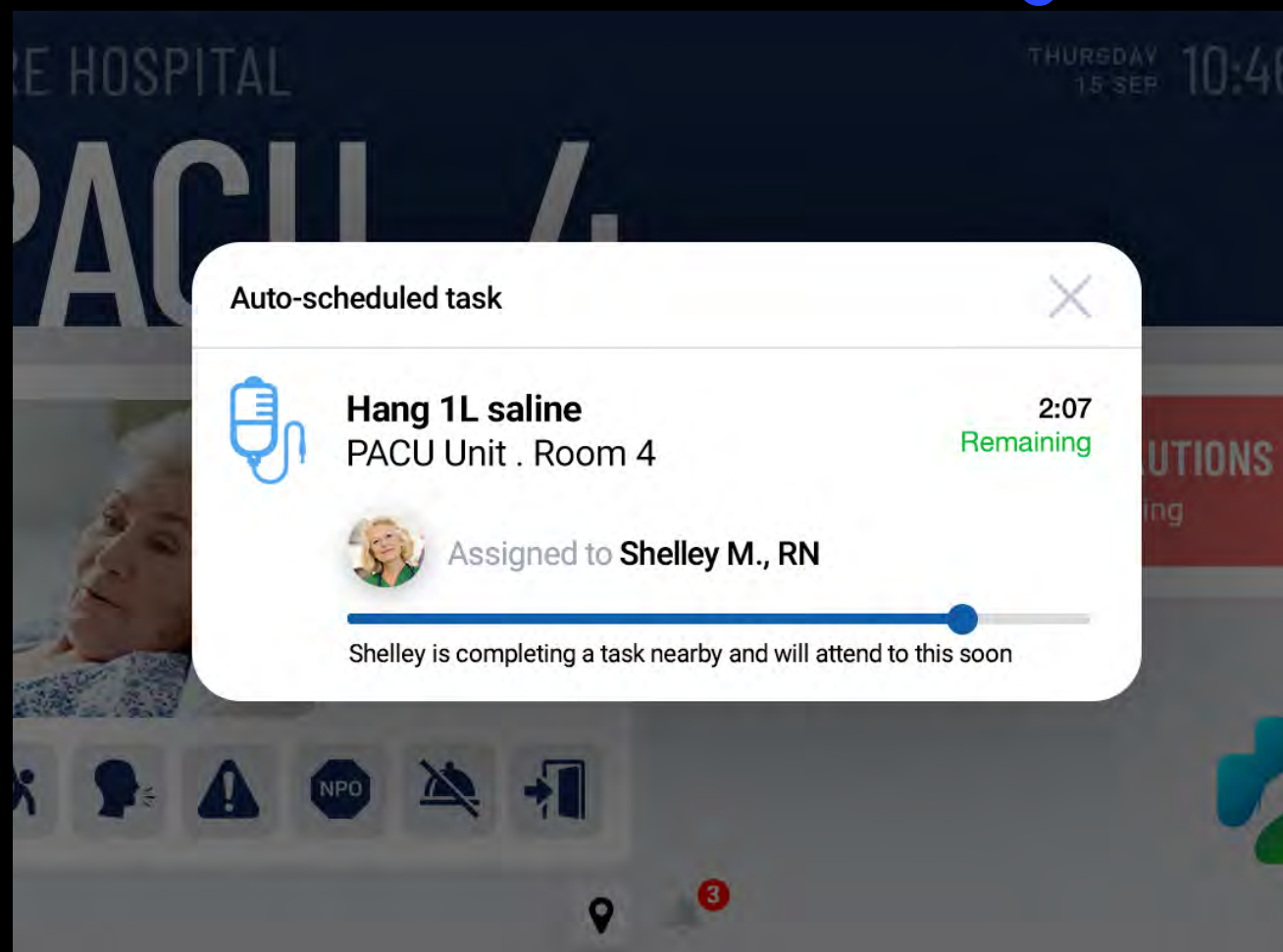
Step 1 for AI-informed “predictive” product





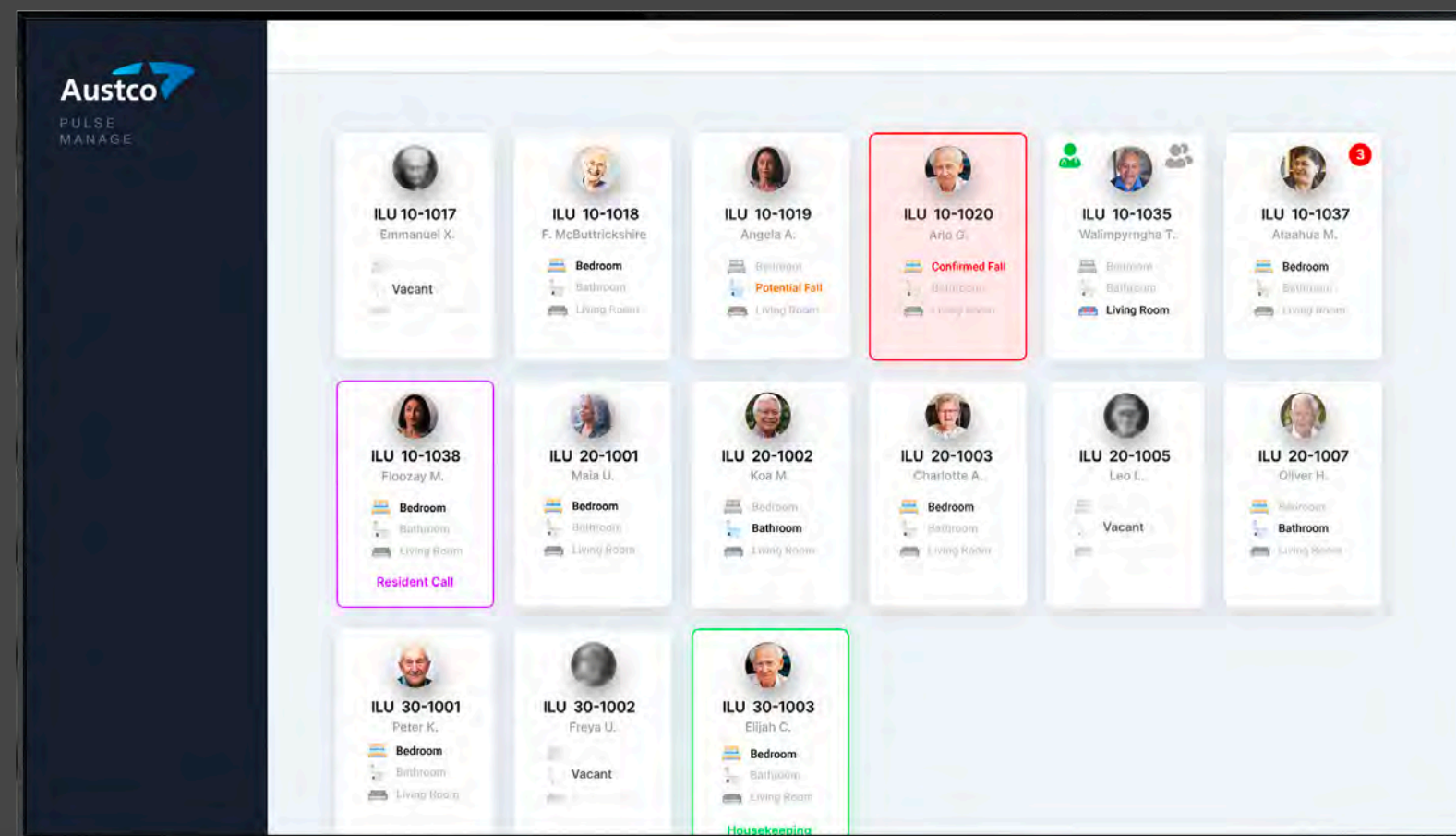


# Enterprise Products



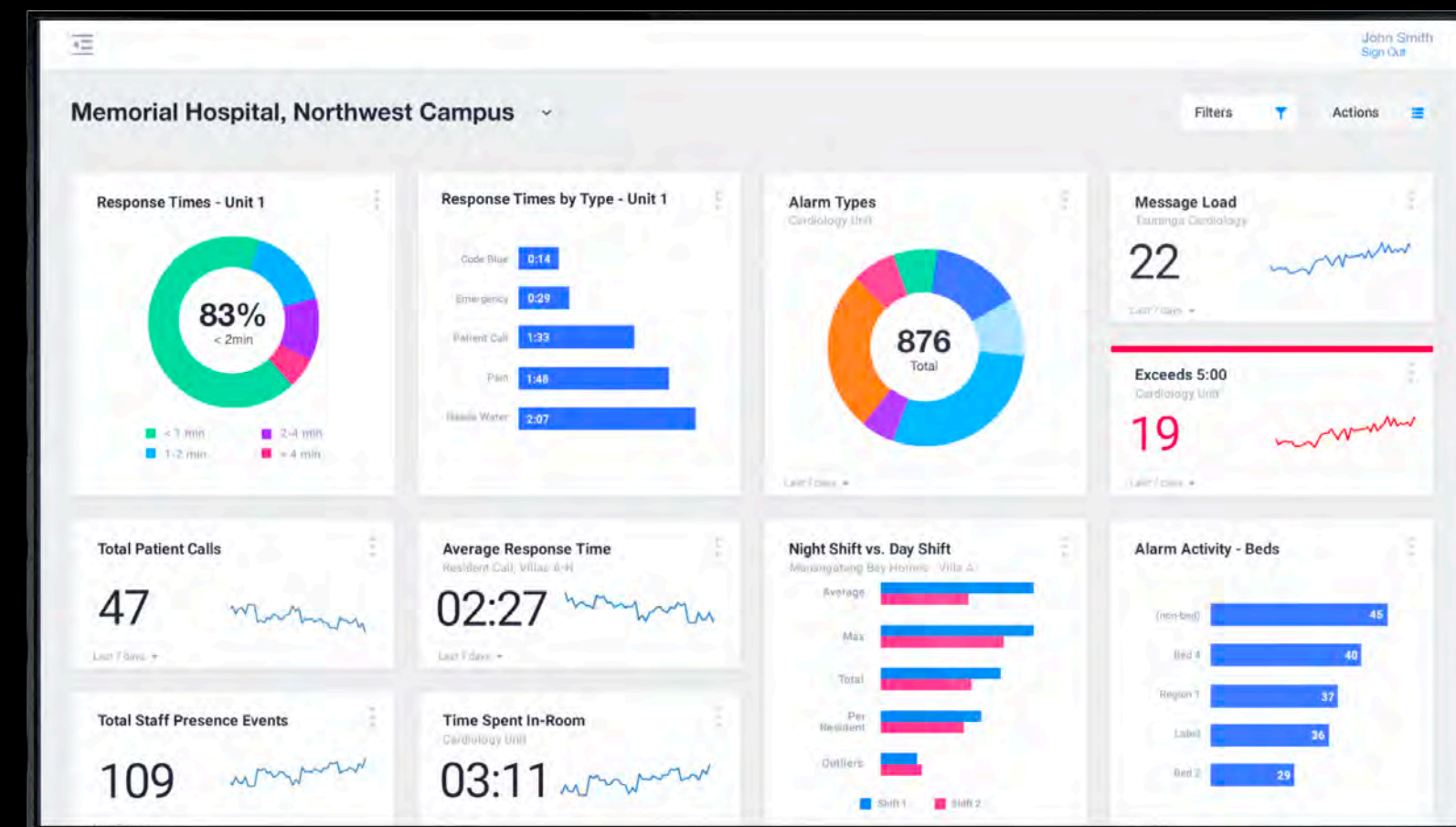
## OPERATIONAL INSIGHTS

- AI-Informed
- Call Volume & Staffing
- Unusual Call Patterns
- Automatic Workflow Assignment
- Must present clear ROI for customers*



## FALL DETECTION, MOVEMENT

- Makes sense to sell with nurse call
- Radar or camera-based
- Over time, can predict resident needs
- A nice-to-have



## SYSTEM READINESS

- Network,
- Servers,
- Device Faults,
- Database Storage,
- Deployment Data (for R&D)



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TOUCHPOINT

# » Less Medical, More Versatile

*Extend the value of a customer's investment by offering multiple software functions on a single device*

Tones and visual for out-of-the-way areas

2-way VOIP calling

Install once, configure from anywhere

Runs all touchscreen applications

Can show any piece of data, from any integrated system

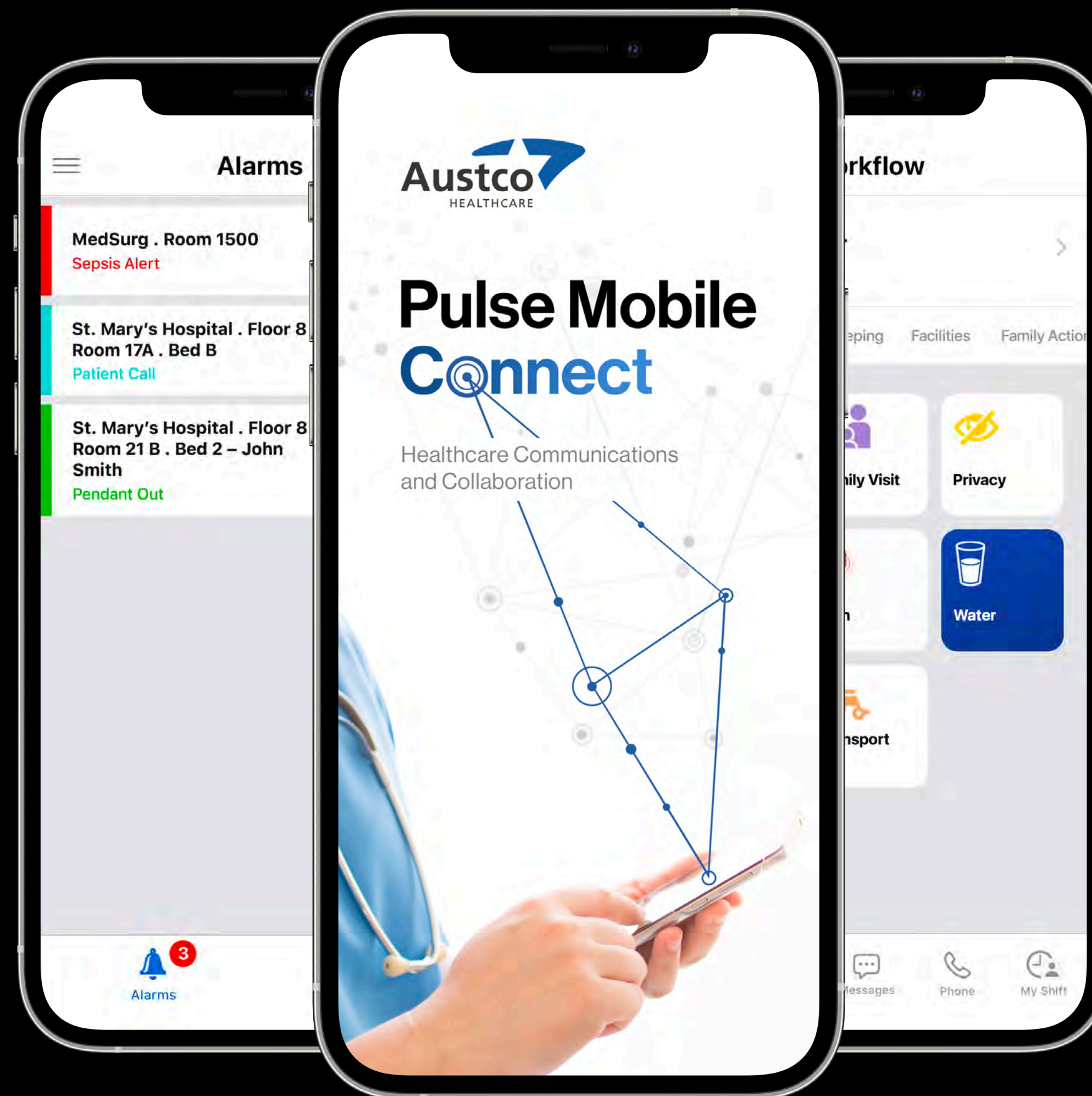






# Collaboration is the future of mobile

*We aim to take advantage of the unique opportunities a mobile platform offers.*



- 1 VoIP calling and secure text messaging
- 2 Share tasks, reminders, and statuses with care team members
- 3 Create reminders for individual locations and be reminded when near that location
- 4 Manage alarms and alerts from all clinical systems, not just nurse call





# → Financial Performance



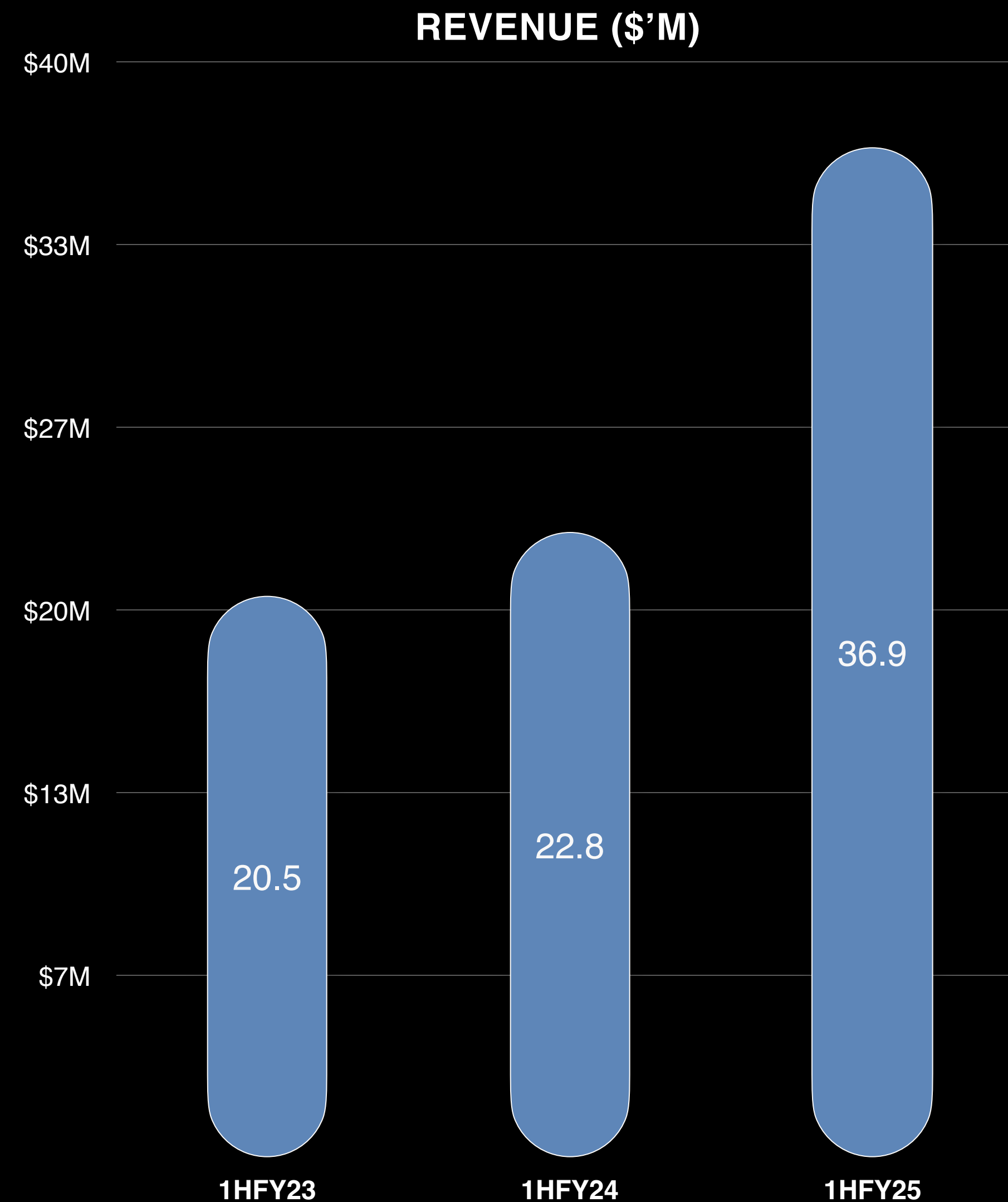
# REVENUE FROM CUSTOMERS

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.





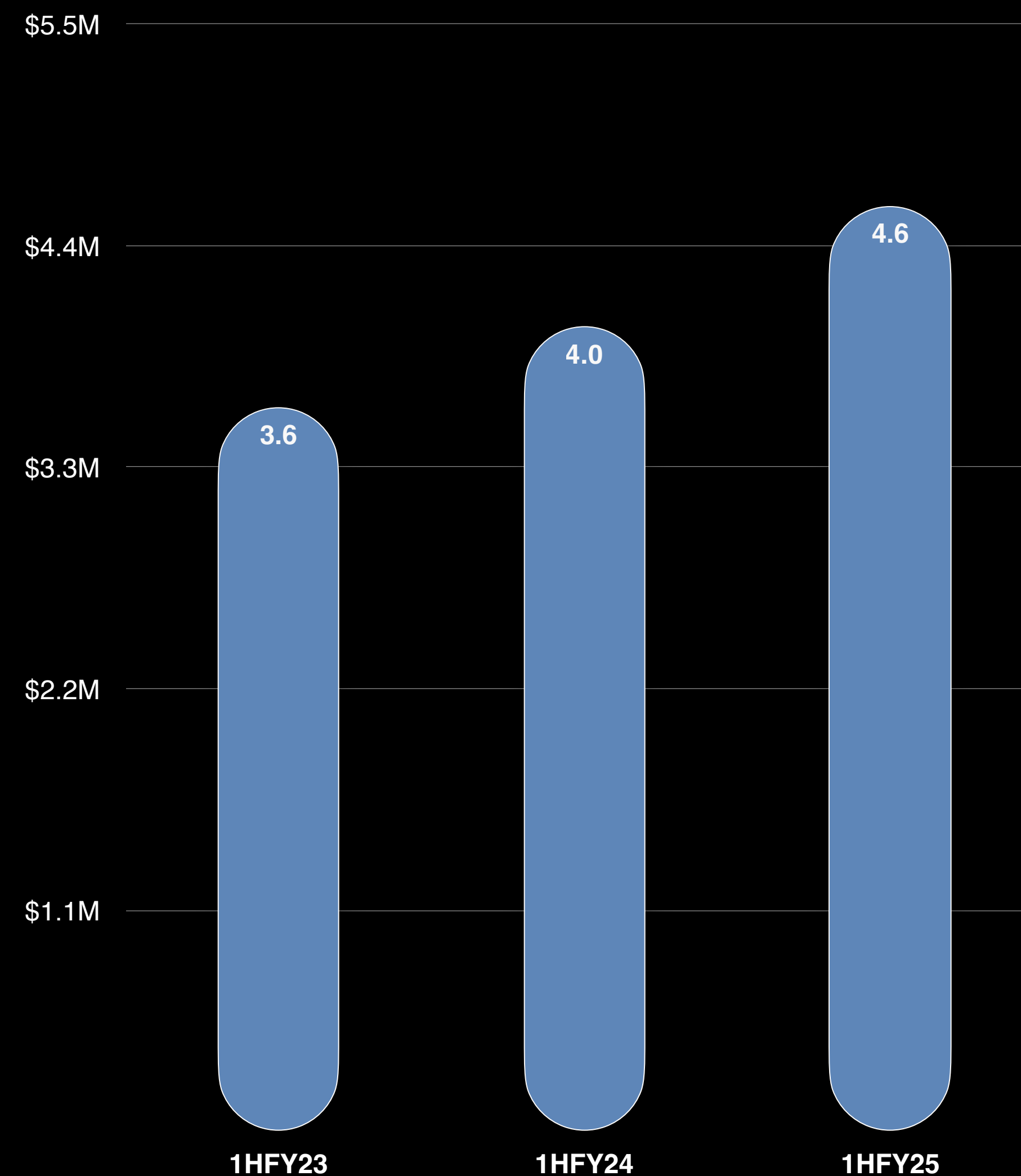
# SOFTWARE AND SMA REVENUES



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.



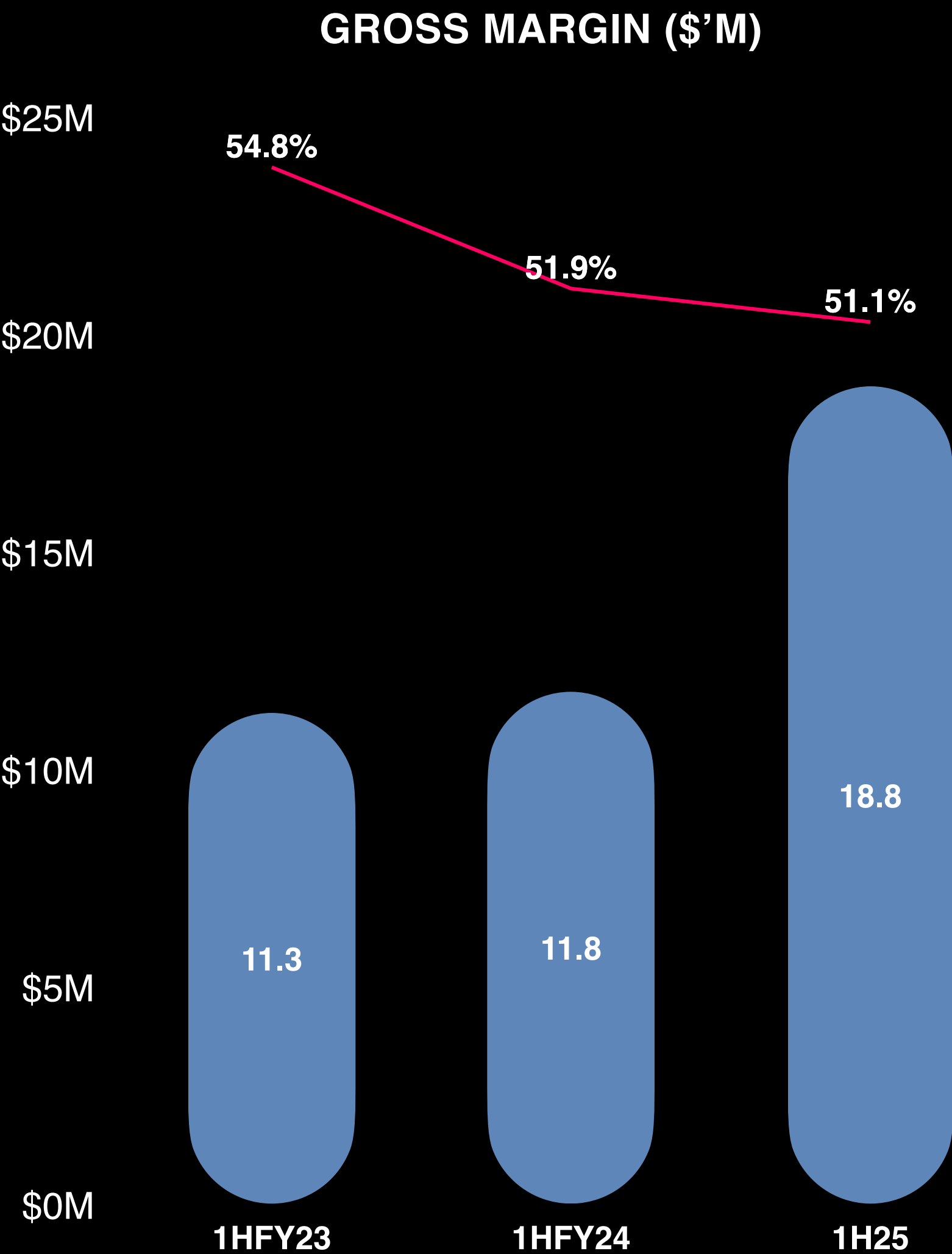


# GROSS PROFIT AND MARGIN



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.





# EBITDA

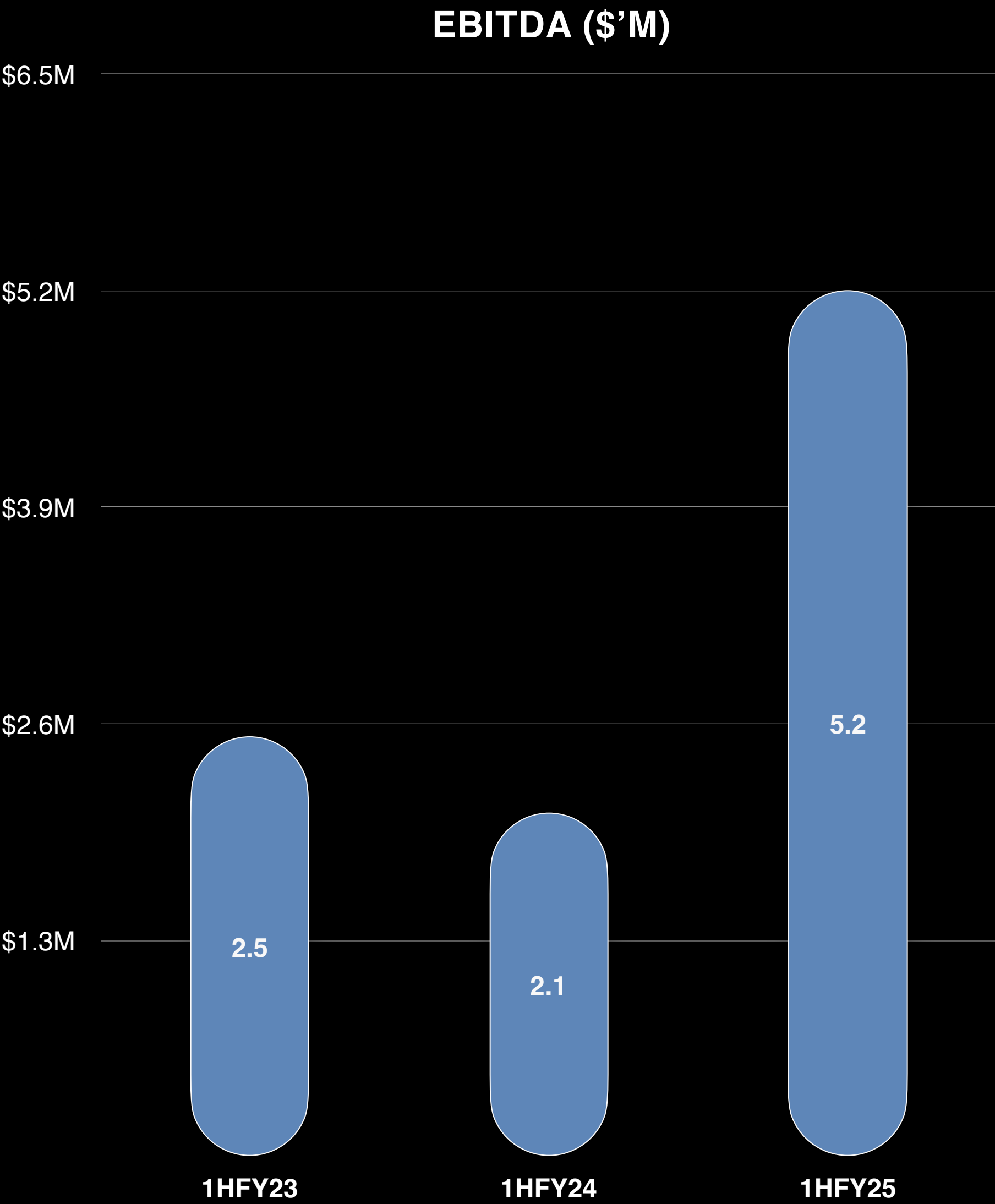


EBITDA was up 150% to \$5.2 million over the pcg of \$2.1 million.

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 we had no material M&A transaction costs.

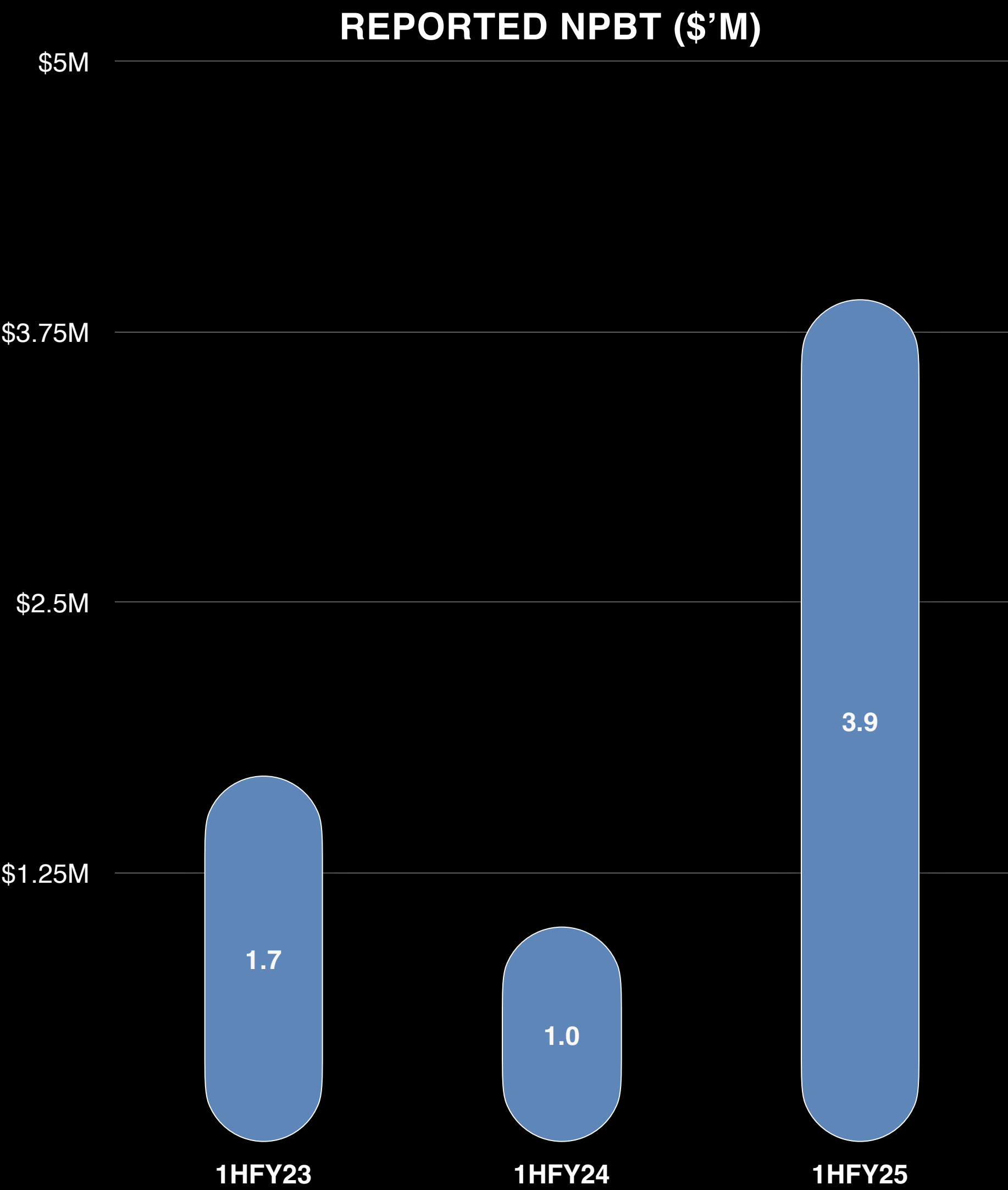




# NET PROFIT BEFORE TAX



Net Profit before Tax (NPBT) was up 270% from \$1.0 million in the pcg to \$3.9 million, highlighting the strong operating leverage of our business model as increased revenues convert into strong profit growth.



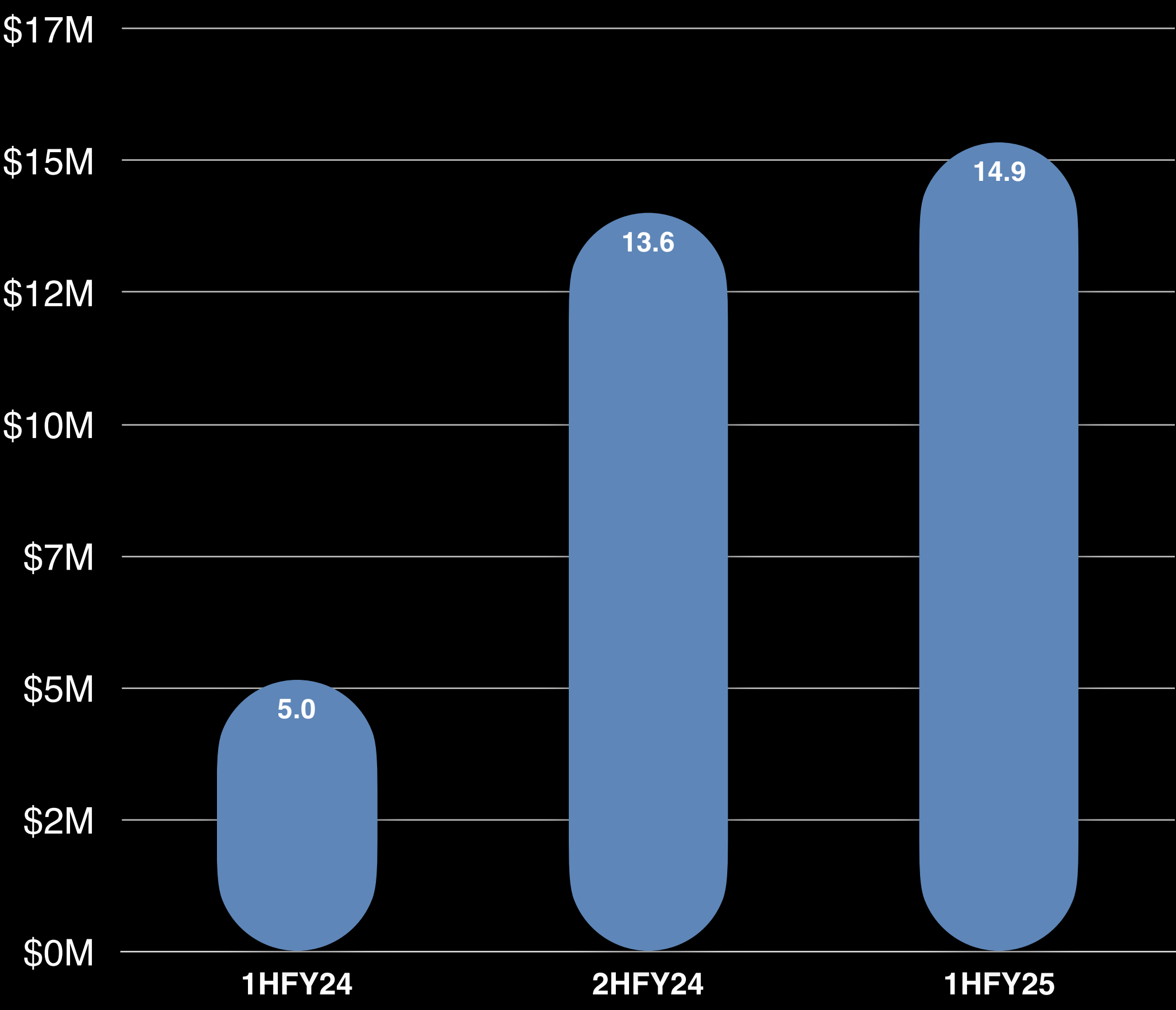


# CASH



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.







# Tariff Impact Assessment: Limited Exposure

1

## Only US Shipments from China Affected

Austco Healthcare drop ships from Hong Kong to all regions. The impact is limited to goods shipped into the United States from China, which accounts for 18% of group revenues. US Tariffs have been passed on to our customers through price list adjustments.

2

## No Canada/Mexico Impact

Direct shipping avoids cross-border tariffs. Austco Healthcare does not ship products between the US, Canada and Mexico.

3

## Proactive Shipments

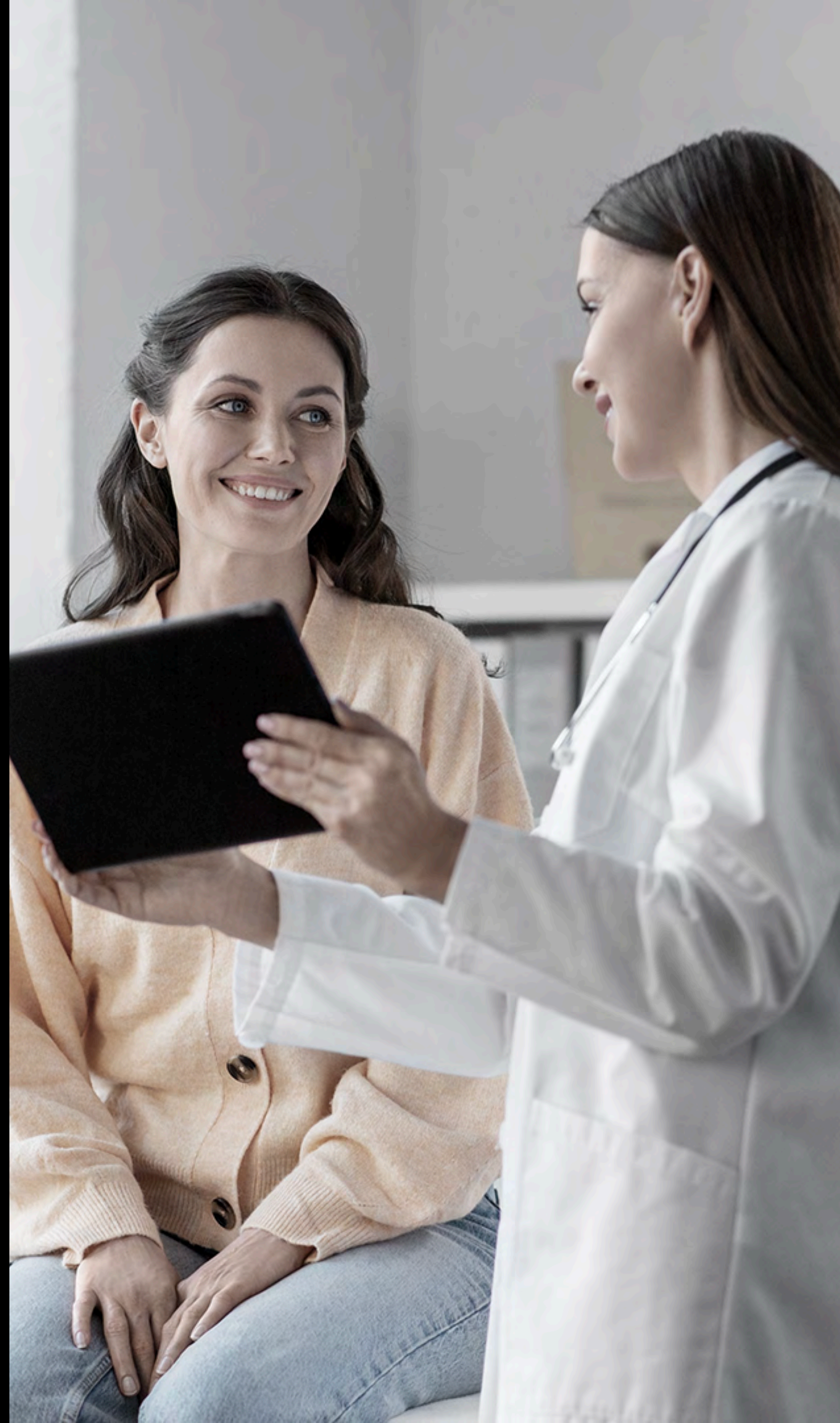
Austco brought forward shipping of goods to our US office to avoid additional tariffs recently introduced for Chinese imports.





# Outlook

*With a clear strategic vision and a commitment to innovation, Austco Healthcare is positioned for meaningful growth for the foreseeable future.*



## ● **STRONG FINANCIAL PERFORMANCE**

Record revenues of \$36.9 million and EBITDA of \$5.2 million were delivered in the first half of FY25. We are focused on maximizing revenue streams to drive profitability and long-term value for our shareholders.

## ● **INNOVATION**

We will continue to prioritise innovation and product development, investing in the development of solutions that address the evolving needs of healthcare organisations worldwide.

## ● **SOFTWARE & SMA REVENUE**

Increased interest in high-margin workflow and software solutions. Software and SMA revenues will play a vital role in driving the Company's future growth.

## ● **MERGERS AND ACQUISITIONS**

By strategically integrating complementary businesses, technologies, and talent, we will strengthen our competitive edge and drive sustainable growth



# » Thank you



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