

26 August 2025

**ASX Release**

## Austco Healthcare continues its growth story with their FY25 Results: Revenues grew by 40% to \$81.4 Million and EBITDA by 62% to \$13.0 million

- Revenue from customers up 40% to \$81.4 million
- EBITDA grew by 62% to \$13.0 million
- Unfilled Contracted Orders remain robust at \$53.8 Million

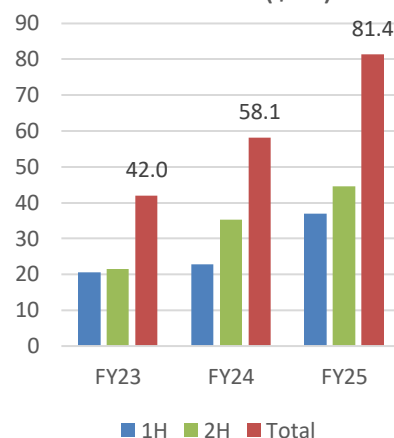
Austco Healthcare Limited (Austco), a global leader in clinical communications solutions, announces record revenues and growing EBITDA and profits.

### **Revenues from customers**

Consistent with our guidance, total FY25 revenue was \$81.4 million — an increase of \$23.3 million, or 40%, compared to FY24. This marks another record result, driven by both organic growth in existing operations and additional revenue from acquisitions.

All three acquisitions to date have been established Austco-authorised resellers. Under consolidation accounting rules, sales to these businesses, which were previously recorded as organic revenue, are now eliminated from reported results. As a result, reported revenue figures may not fully reflect the underlying growth of our organic business.

Revenue (\$m)



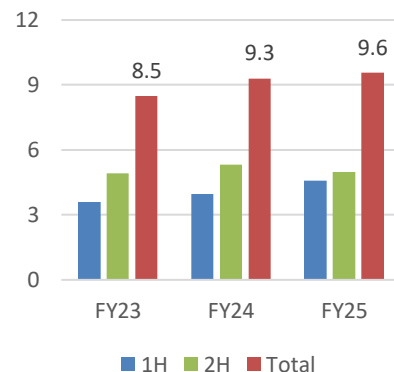
### **Software and SMA revenues from customers**

Software and SMA revenues increased by 3% (or \$0.3 million) to \$9.6 million in FY25.

Software revenues reported here include sales of standalone software applications, as well as software required to integrate products into our Tacera system. In recent years, an increasing proportion of our software development has been embedded directly into our equipment at the time of manufacture. As this embedded software is not sold separately, it is reflected within equipment revenue rather than software revenue.

This shift contributes to higher gross margins within equipment sales, although it is not shown in the graph presented here.

Software & SMA Revenue (\$m)



### **Gross Margins on revenues from customers**

In FY25, gross margin was \$42.4 million — up \$11.7 million, or 38%, compared to FY24. This growth was driven by higher overall revenue.

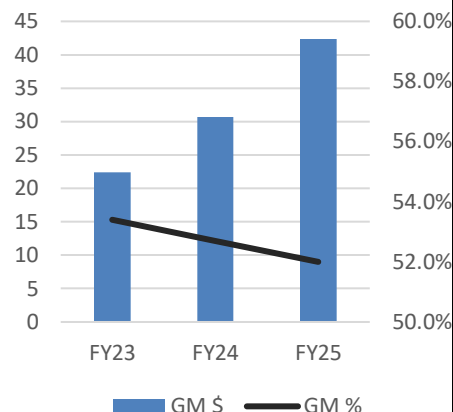
The gross margin percentage eased slightly from 52.7% to 52.0%, continuing the trend seen last year. This modest decline reflects the acquisition of three services businesses over the past two years.

Margin performance was also influenced by US tariffs, especially the uncertainty that was created within the supply chain but also influencing customer decisions.

While input costs have decreased marginally, due to our long sales cycle, the benefits of these will be seen in future periods.

Integration of the new acquisitions is also expected to bring cost efficiencies. These are expected to be addressed through planned operational improvements and supply chain efficiencies in FY26, supporting margin growth.

### **Gross Margin (\$m)**



### **Indirect Cost Base**

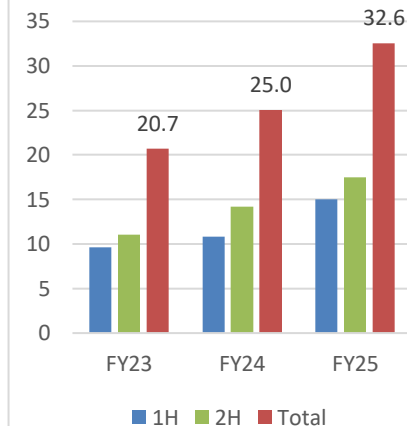
Overhead expenses increased by \$6.9 million to \$32.6 million in FY25. A significant portion of this increase relates to the three acquired businesses. As integration progresses and functions are merged across the group, it becomes harder to precisely separate costs between organic and acquired operations.

These figures exclude the one-off \$2.2 million contingent consideration expense, mainly from finalising the Amentco earn-out.

M&A-related costs were \$0.1 million in FY25, down from \$0.5 million in FY24, reflecting greater use of internal resources for transaction execution.

Investment in Research and Development rose to \$4.8 million in FY25 (FY24: \$4.5 million), including \$2.0 million of capitalised costs and \$1.6 million in amortisation.

### **Cost Base (\$m)**



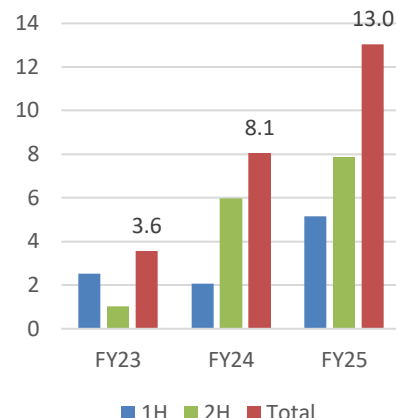
### EBITDA

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

As EBITDA focuses on core operational performance, it excludes non-operational capital structure costs, including the one-off \$2.2 million contingent consideration expense mainly related to finalising the Amentco earn-out.

Demonstrating the company's operating leverage, EBITDA margins have improved significantly, increasing from 8.5% in FY23, to 13.8% in FY24, and reaching 16.0% in FY25.

### EBITDA (\$m)

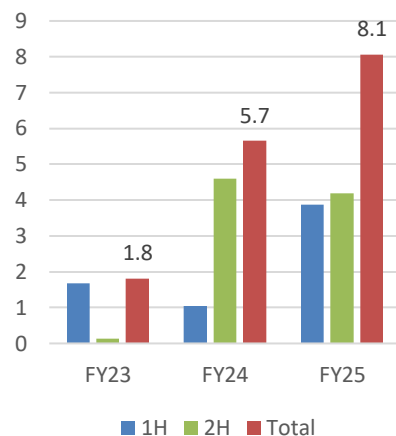


### Statutory Net Profit Before Tax

Net Profit Before Tax grew strongly in FY25, reaching \$8.1 million compared to \$5.7 million in FY24 and \$1.8 million in FY23. This performance represents compound growth over the past three years, underpinned by both revenue expansion and improved operating leverage. The FY25 result highlights the benefits of our strategic initiatives and disciplined execution.

In FY25, both the first and second halves contributed almost equally to earnings, with NPBT of approximately \$4.0 million in each period. This balanced performance demonstrates the sustainability of earnings momentum, reducing reliance on a single trading period and providing greater predictability in our financial outcomes.

### NPBT (\$m)

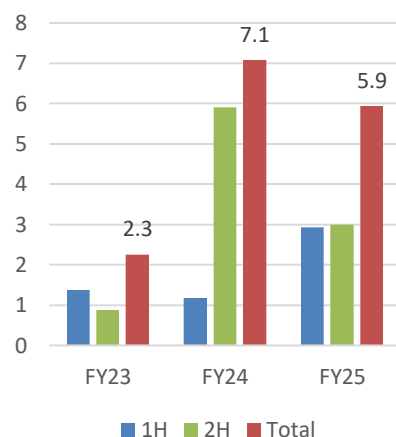


### Statutory Net Profit after Tax

Net Profit After Tax (NPAT) for FY25 was \$5.9 million, compared to a record \$7.1 million in FY24 and \$2.3 million in FY23. The decline from FY24 reflects the impact of a \$1.4 million tax credit booked in FY24 from the recognition of material tax assets, compared to a \$2.1 million tax expense in FY25.

In addition, FY25 included a \$2.2 million one-off contingent consideration expense, which was not tax deductible, resulting in an effective tax rate of 26% for the year. Adjusting for these tax-related impacts, underlying NPAT performance remained strong and consistent with the prior year's operating results.

### NPAT (\$m)



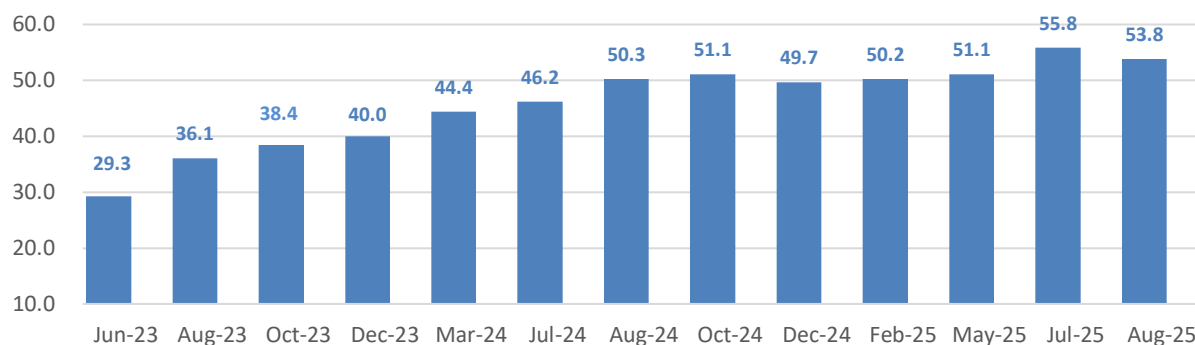
### **Unfilled Contracted Revenue**

Recent large contract wins in North America and growth in most other regions across the group have contributed to the continued growth of Austco's Unfilled Contracted Revenue (UCR). Our UCR book now stands at \$53.8 million at 13 August 2025. This includes a net \$6.3 million from the recently acquired G&S, being their UCR less orders they had open with Austco NZ.

UCRs represent confirmed contracted orders from customers that have not yet been fulfilled and, as such, no revenue recognised.

Despite record revenues being delivered in FY25, our new sales wins have outpaced revenue delivery, which has given rise to our consistent growth in UCR.

Unfilled Contracted Revenue (\$m)



### **Research & Development**

In the reporting period, the Company invested \$4.8 million (FY24; \$4.5 million), of which \$2.0 million was capitalised (FY24; \$2.3 million) in the development of its innovative nurse call and clinical communications platform, Tacera. Austco involves healthcare staff of all levels in the design process, ensuring our products meet the requirements of nurses, patients and healthcare administrators.

The profit and loss impact of capitalising \$2.0 million of the FY25 R&D investment is partly offset by \$1.6 million of R&D amortisation expense in FY25.

Our latest major product release, our second version of the Application Station, runs all three of our interactive applications: alarm management, workflow (virtual call buttons), and room information (a bed card application showing information about the room and occupant).

Globally, our Tacera and Pulse brands are recognised as top-tier solutions for healthcare communications and clinical workflow.

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

Cash on hand was \$14.5m at 30 June 2025, up from \$13.6 million at June 2024. Cash generated from operating activities of \$13.48 million reflected underlying profitability and allowed for the investment into further businesses (G&S acquired in May 2025) without the need for debt or raising capital. Despite working capital increasing as a result of acquiring G&S, the Group is well placed to fund future contingent consideration obligations without the need for liquidity events, if it chooses to do so.

### ***Dividend***

The Board considers the best use of current cash is to fund organic and inorganic growth as such no dividend has been declared.

### ***Outlook***

The consistent growth trajectory and improved half-on-half stability position the company well for continued expansion. With strong market demand, an integrated product offering, and operational efficiencies flowing through to the bottom line, we are confident in our ability to sustain earnings growth into FY26 and beyond.

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).