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**DELIVERING
GROWTH
THROUGH
INNOVATION**

FY2025

ROADSHOW PRESENTATION

ASX: AHC | OCTOBER 2025

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A G E N D A

01

HIGHLIGHTS

02

SOLUTIONS

03

FINANCIALS

04

STRATEGY

INVESTMENT HIGHLIGHTS

"MOMENTUM, MARKET TAILWINDS, FINANCIAL DISCIPLINE."

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PERFORMANCE MOMENTUM BUILDING

FY25 revenue **\$81.4m** (+40% YoY) and EBITDA **\$13.0m** (+62% YoY); EBITDA margin at **16%**.



LARGE & GROWTH MARKET

Global healthcare digitalisation projected to grow from US\$389b (2024) → US\$1.9t by 2031 (25.7% CAGR)*, driven by ageing populations (65+ expected to double to 1.5b by 2050)**.



GLOBAL FOOTPRINT

Offices in 6 countries, supporting international healthcare installations in 50 countries worldwide and 270 employees globally.



INNOVATION ADVANTAGE

Only IP-native nurse call platform with integrated RTLS and workflow applications, expanding software share of revenue.



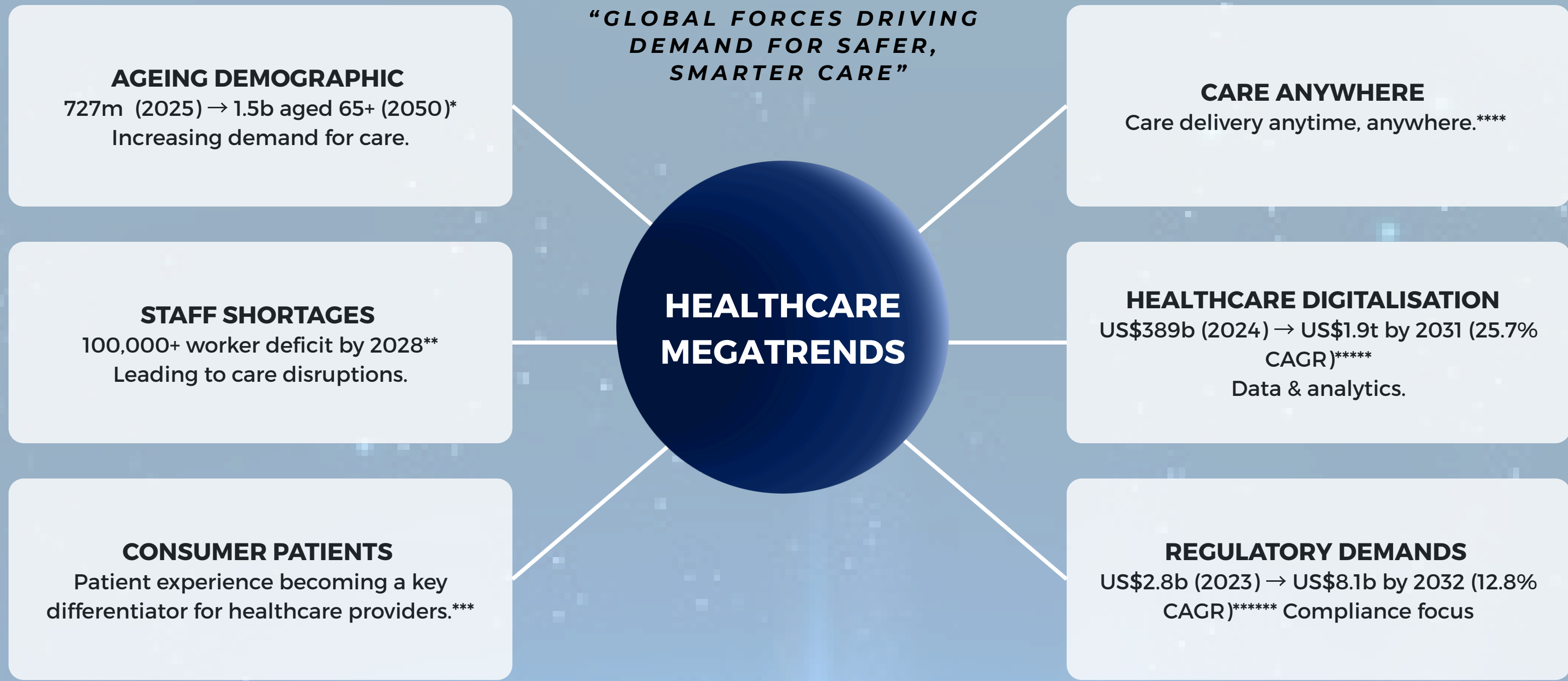
BALANCE SHEET PRIMED FOR GROWTH

Debt-free; \$14.5m cash on balance sheet (FY25); \$53.8m*** unfilled contract revenue (UCR) provides visibility into future earnings.

Notes: *The Insight Partners, "Digital Health Market Forecast 2025-31," 2025. [\(Link\)](#) **United Nations, World Population Prospects 2022 [\(Link\)](#) ***As at 16 September 2025

MARKET OPPORTUNITY

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Notes: *United Nations, World Population Prospects 2022 ([Link](#)); **Future of the U.S. Healthcare Industry: Labor Market Projections by 2028." Mercer ([Link](#)); ***Consumer Patients - Patient experience trends: HealthEdge Healthcare Consumer Study, 2025. ([Link](#)); ****Telehealth growth: WHO Global Observatory for eHealth, 2023. ([Link](#)); *****The Insight Partners, "Digital Health Market Forecast 2025-31," 2025. ([Link](#)); *****Global Market Insights, "Healthcare Compliance Software Market" 2024. ([Link](#)). Definitions: CAGR = Compound Annual Growth Rate; Healthcare megatrends = large-scale transformative forces shaping healthcare delivery.

AUSTCO AT A GLANCE

"A GLOBAL HEALTHCARE TECHNOLOGY PARTNER"

*"TRUSTED BY LEADING
HOSPITALS AND AGED
CARE PROVIDERS ACROSS
5 CONTINENTS."*

TRUSTED EXPERTISE

"Supporting international healthcare installations in 50 countries worldwide through 270 employees and trusted partners globally."

GLOBAL FOOTPRINT

"International presence across 6 countries: Australia (HQ), USA (Product & Development), New Zealand, Singapore, Canada, & UK."

DEMAND-ALIGNED SOLUTIONS

"Comprehensive platform portfolio spanning communication (Tacera), workflow optimisation (Pulse), asset tracking (RTLS)."

STRONG FINANCIAL FOUNDATION

"Revenue +40% YoY (\$81.4m), EBITDA margin 16.0%, debt-free balance sheet with \$14.5m cash."

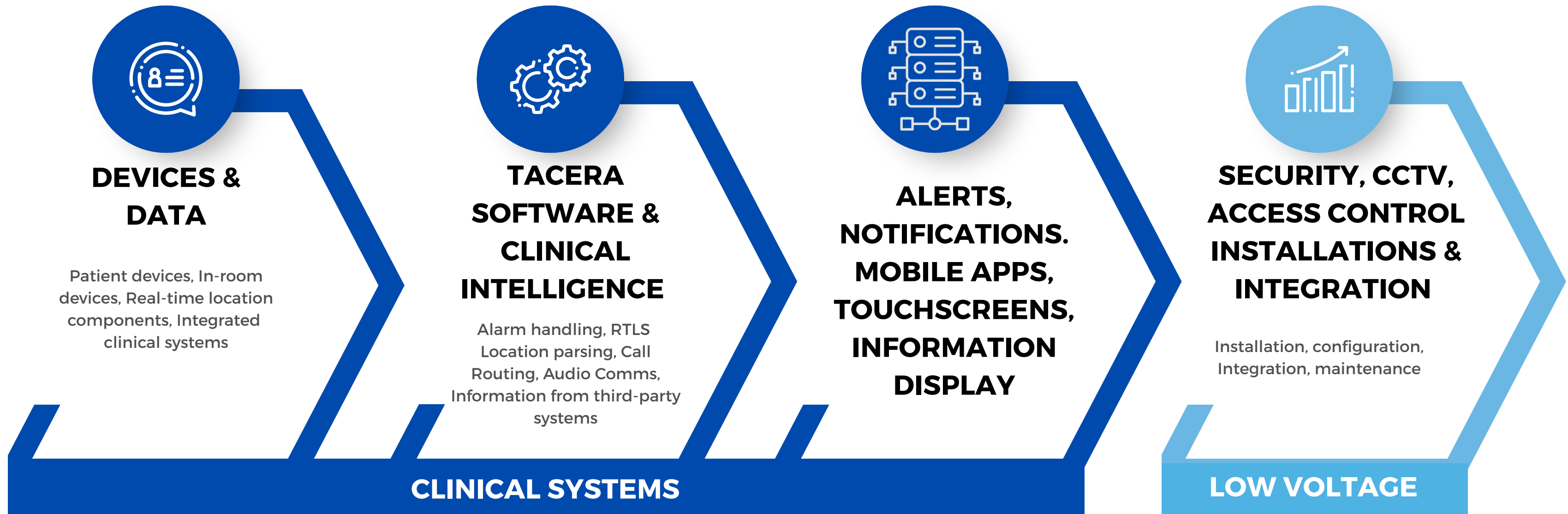
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Notes: Definitions: RTLS = Real-Time Location Systems; SMA = Software Maintenance Agreement

AUSTCO SOLUTIONS IN ACTION

A JOURNEY OF TECH INNOVATION AND PROGRESS, FROM CONCEPT TO MARKET SUCCESS.

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Notes: Definitions: RTLS = Real-Time Location Systems;

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END TO END SOLUTIONS



PATIENT SAFETY & COMPLIANCE



ALERTS AND TASKS DIRECT TO CAREGIVER.



IMMEDIATE, RELIABLE ROUTING OF CALLS.



LOCATE STAFF, PATIENTS, AND EQUIPMENT INSTANTLY.

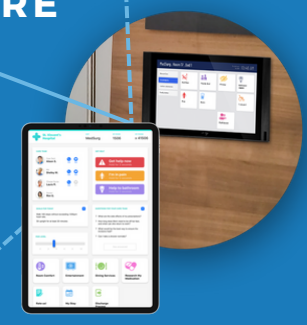


PREVENT DELAYS AND INCREASE UTILISATION.

FULL AUDIT TRAIL FOR REGULATORY REQUIREMENTS



REDUCES PAPERWORK, BOOSTS CARE TIME.



SUPPORTS EFFICIENCY ACROSS SHIFTS.

HOW IT WORKS

FROM CRITICAL EVENT → SMART WORKFLOW → SAFER OUTCOMES

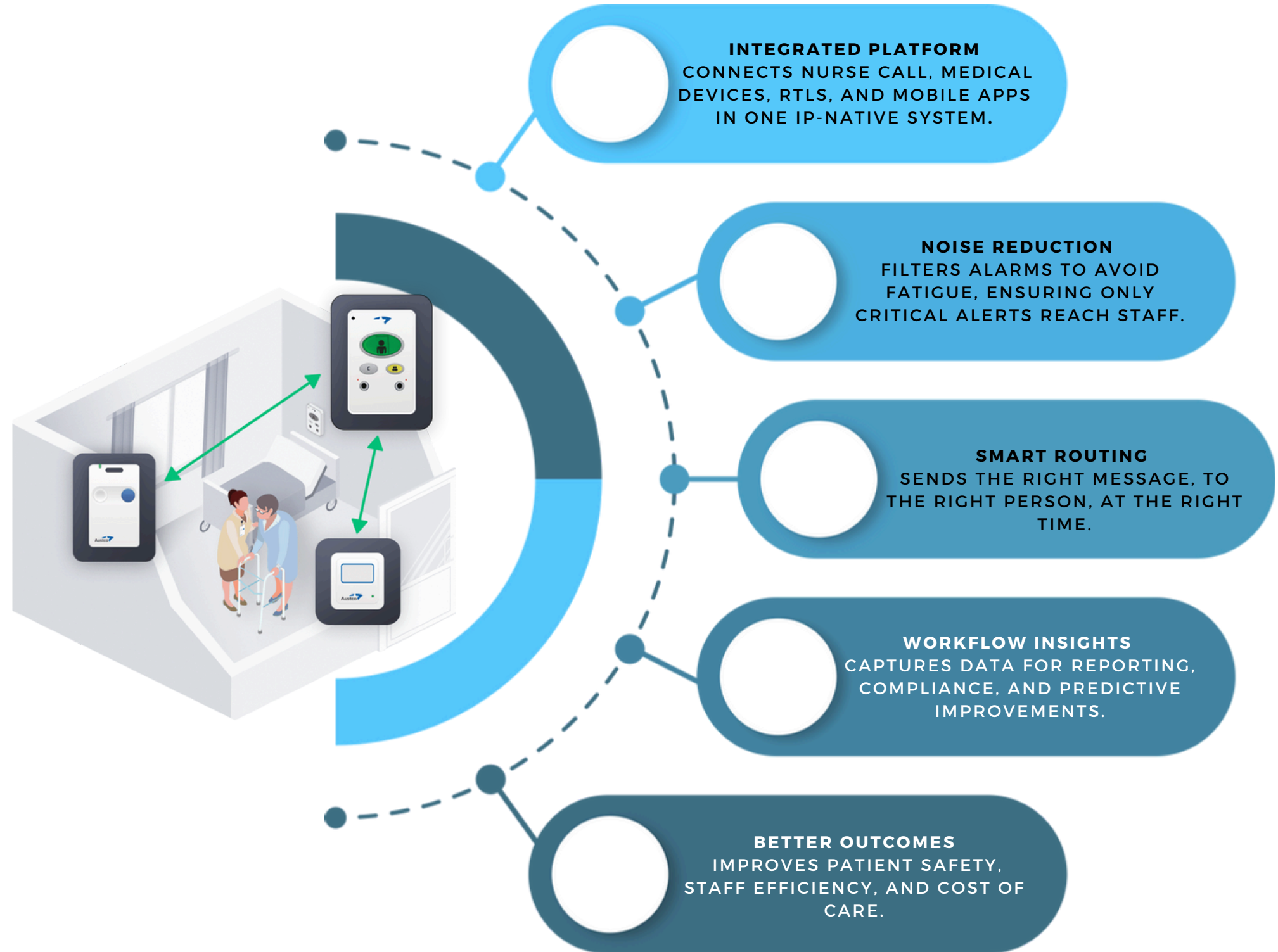
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EVENT / ALERT TRIGGERED
NURSE CALL BUTTON, MEDICAL DEVICE, OR REAL-TIME LOCATION SENSOR.

PLATFORM INTELLIGENCE
TACERA & PULSE CAPTURE THE EVENT, FILTER NOISE, AND INTEGRATE WITH HOSPITAL SYSTEMS

SMART COMMUNICATION & WORKFLOW
ALERTS ROUTED VIA UNITE, SMARTSENSE, AND MOBILITY APPS TO THE RIGHT CAREGIVER OR WORKFLOW TEAM.

RESPONSE & OUTCOME
ACTION TAKEN FASTER, WORKFLOW DOCUMENTED, AND DATA FED BACK INTO REPORTING AND PREDICTIVE ANALYTICS.



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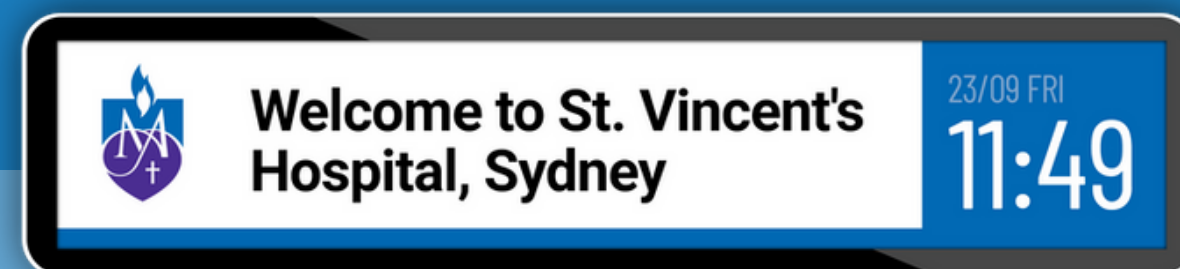
CUSTOMISED FOR EACH FACILITY

Facility branding.

Unified communications across a facility or facilities.

Display data from other systems.

Multi-language support.



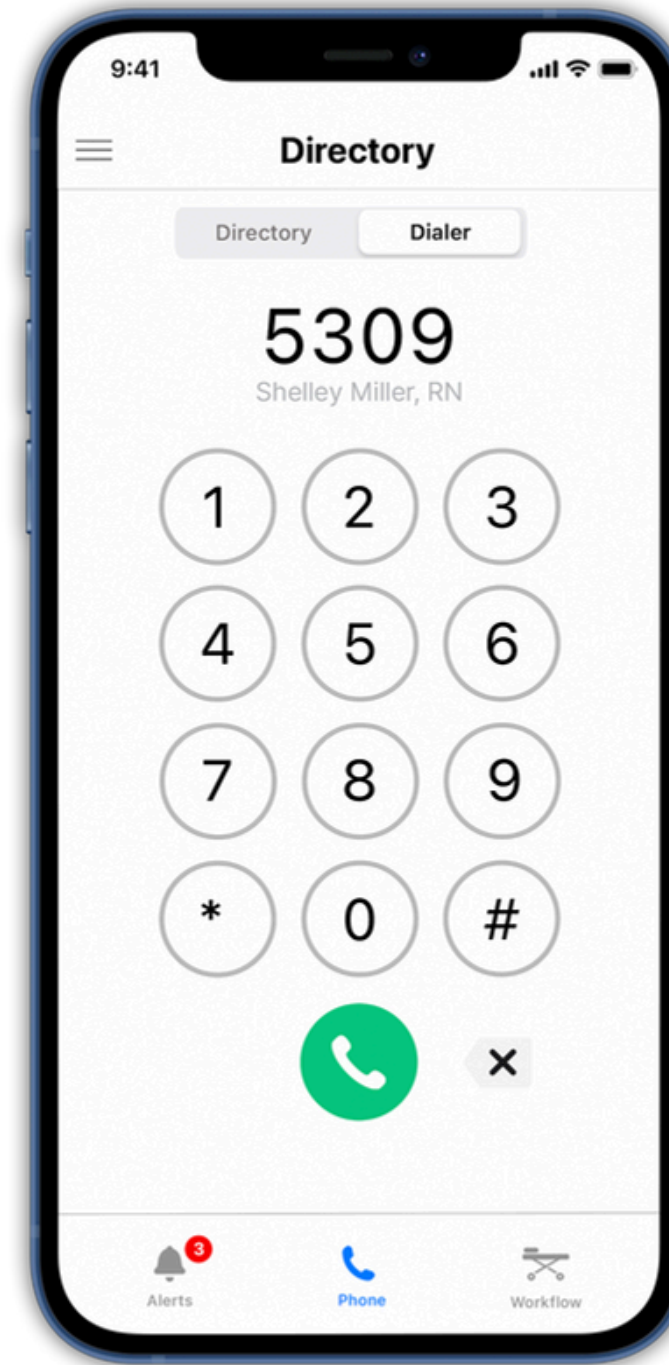
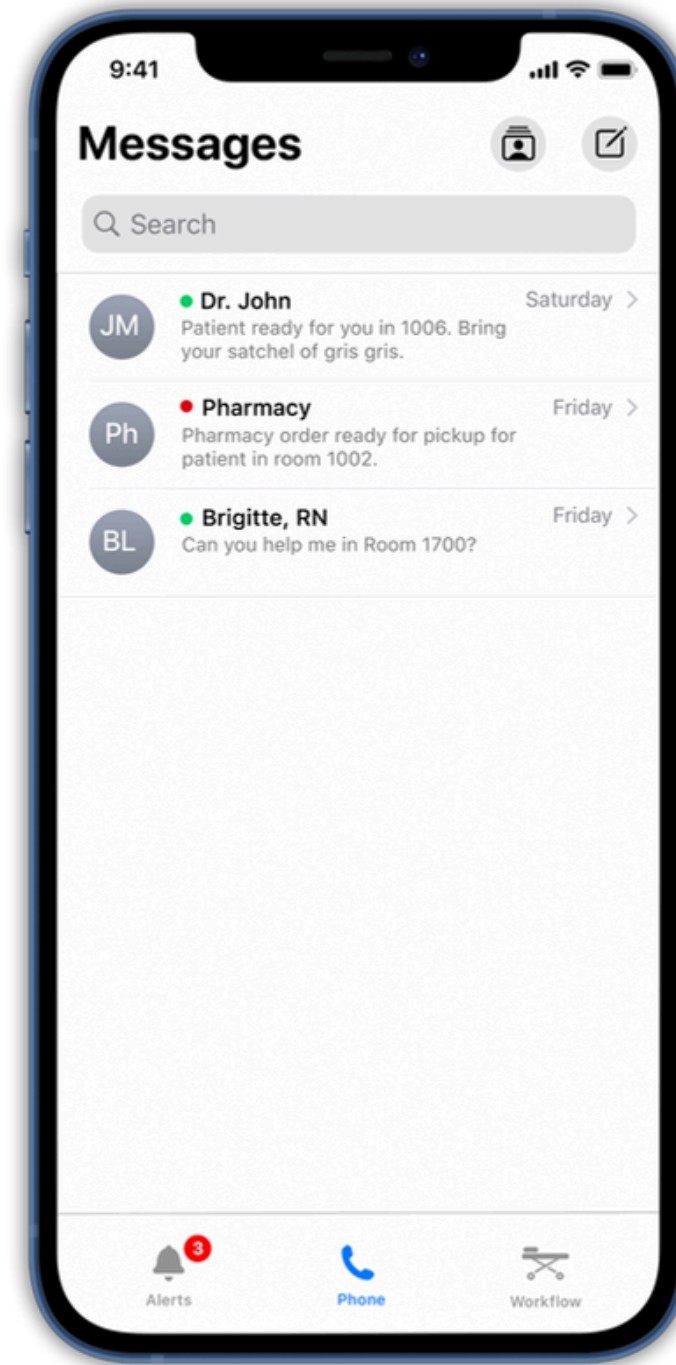
PULSE MOBILE CONNECT

Secure text messaging.

Phone to phone.

Nurse Call device to phone.

Deployed on Austco servers.



Freeform audio calling

Directory or direct dial.


Facility SIP trunking.

BUILT-IN RTLS UPDATES

We continue to add new capabilities to our Built-in RTLS product and 3rd-party RTLS integrations for added flexibility.

Staff Roles


- The ability to create custom staff roles, each of which “owns” a list of alarm actions.
- Previously, there was a single “staff” role, and all staff members could cancel all calls.
- Now, there is a division of duties and capabilities: nurses and doctors can raise or cancel Patient Call and Staff Assist alarms, while janitorial staff can raise or cancel Bed Ready and Transport alarms.



Care Tech (assistance-level carer)

Presence cancels: Water, Bathroom Assist, Bed Turn

Buttons generate: Staff Assist, RN Needed, Ready for Procedure

Janitor

Presence cancels: Maintenance required, Cleaning in Progress, and Cleaning Needed

Buttons generate: Cleaning Complete, Refill Supplies

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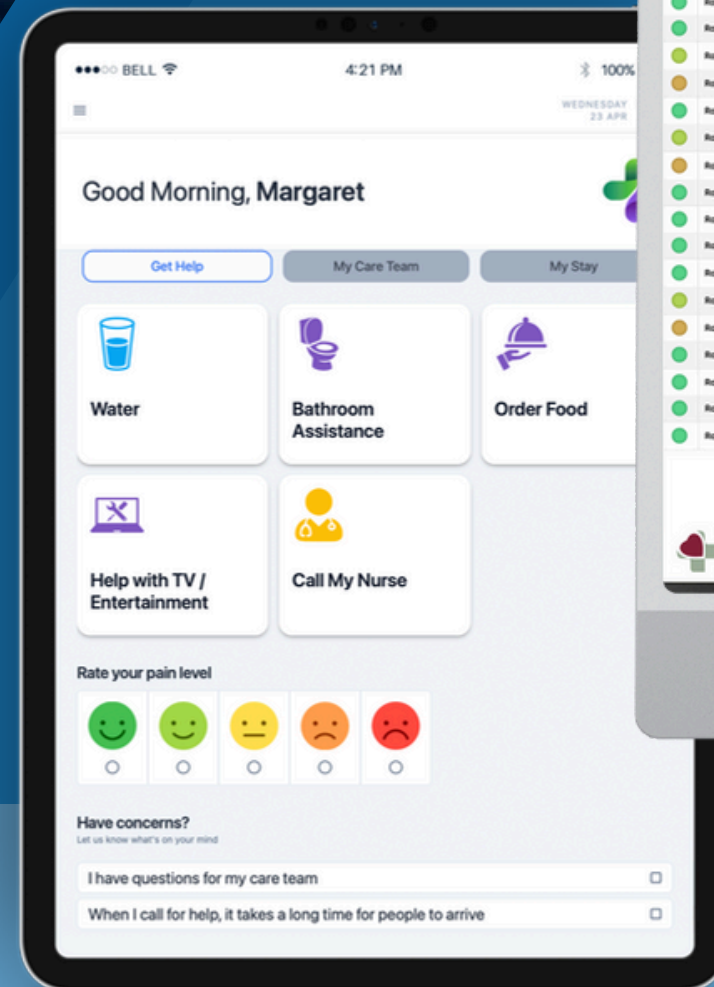
INFORMATION BOARDS

Display important information where staff need it.

Usually, to bypass an operational bottleneck.
Powered by HL7 data.

Not (usually) the same customer as nurse call hardware.

Easy add-on for nurse call.



Information board for Cardiology Rooms 1-20. The board displays a grid of patient information including location, patient name, status, care team, assist, diet, LOS, discharge, PT, OT, SW, SP, and BED. The board is titled "CARDIOLOGY | ROOMS 1-20" and shows the date "TUESDAY FEB 18, 2025 3:15 PM".

LOCATION	PATIENT	STATUSES	CARE TEAM	ASSIST	DIET	LOS	DISCHARGE	PT	OT	SW	SP	BED	ALERT
Room 1	Markina, G.	81Y	Miller, S.	Tuloseps, M.	Sostenutis, S.	Eldenoc, H.	Cardiac, Purced	6					
Room 2	Moody, A.	68Y	Miller, S.	Tuloseps, M.	Sostenutis, S.	Patel, I.	Cardiac, Fiber	12					
Room 3	Lakshmi, N.	78Y	Miller, S.	Tuloseps, M.	Sostenutis, S.	Patel, I.	Regular	3					
Room 4	Dovale, M.	67Y	Schroeder, R.	Traupis, E.	Sostenutis, S.	Eldenoc, H.	Regular	2	30 Jul 24				
Room 5	Bartier, M.	62Y	Miller, S.	Tuloseps, M.	Sostenutis, S.	Patel, I.		14	30 Jul 24				
Room 6	Lukas, Y.	72Y	Ratched, N.	Diaz, A.	Hpater, A.	House, G.	Cardiac, Soft	3					
Room 7	Wick, J.	64Y	Ratched, N.	Diaz, A.	Hpater, A.	House, G.		1					
Room 8	McCullough, F.	72Y	Ratched, N.	Diaz, A.	Hpater, A.	House, G.		9	04 Aug 24				
Room 9	Falundberg, B.	80Y	Schroeder, R.	Traupis, E.	Sostenutis, S.	Schelder, R.		3					
Room 10	Diester, A.	68Y	Cumberbatch, B.	Sorentino, M.	Boginskys, S.	House, G.	Low salt	1	21 Jul 24				
Room 11	Bogstrand, A.	65Y	Cumberbatch, B.	Sorentino, M.	Boginskys, S.	House, G.		1	21 Jul 24				
Room 12	Lofaringan, A.	64Y	Schroeder, R.	Traupis, E.	Sostenutis, S.	Patel, I.		1	29 Jul 24				
Room 13	Langanman, J.	84Y	Cumberbatch, B.	Sorentino, M.	Boginskys, S.	House, G.		2	02 Aug 24				
Room 14	Herbalicious, S.	81Y	Schroeder, R.	Traupis, E.	Sostenutis, S.	Patel, I.		3					
Room 15	Micromassonstrom, S.	64Y	Cumberbatch, B.	Sorentino, M.	Boginskys, S.	House, G.	Cardiac	3					
Room 16	Beckewest, V.	76Y	Cumberbatch, B.	Sorentino, M.	Boginskys, S.	House, G.		19	02 Aug 24				
Room 17	Collington, K.	79Y	Cumberbatch, B.	Sorentino, M.	Boginskys, S.	Eldenoc, H.		4					
Room 18	McBuckshire, F.	81Y	Schroeder, R.	Traupis, E.	Sostenutis, S.	Patel, I.		9	01 Aug 24				
Room 19	Nam, A.	76Y	Schroeder, R.	Traupis, E.	Sostenutis, S.	Patel, I.		6	02 Aug 24				
Room 20	Zerkindang, Z.	77Y	Ratched, N.	Diaz, A.	Hpater, A.	House, G.		8					

DALLAS 312-963-0714
MEDSURG . ROOM 17 FREEWIFI

NICKNAME
Margie
 DOB
25/Aug/1939
 LANGUAGE
English

Good Morning, Margaret

CARE TEAM

- Elaine A. RN
- Jia M. Patient Care Tech
- Yisang 'Ethan' W. Attending Physician

NEXT VISIT

- Jia M. 04:00 PM

MOBILITY

You require assistance when walking. Please call a staff member.

DAILY SCHEDULE

- 09:00 X-ray (Radiology RL-2)
- 12:00 Consult, Dr. Heiling
- 14:00 Surgery (OR-4)

COMFORT GOALS

Goal **3** Current **6**

NEXT PAIN ASSESSMENT

03:40 PM Elaine A. RN

DISCHARGE PLAN

- PT: 4 sessions
- Walk 50ft unassisted
- Schedule in-home PT
- Final consult: Dr. Hunt

Expected Discharge Date
24 Feb 2025

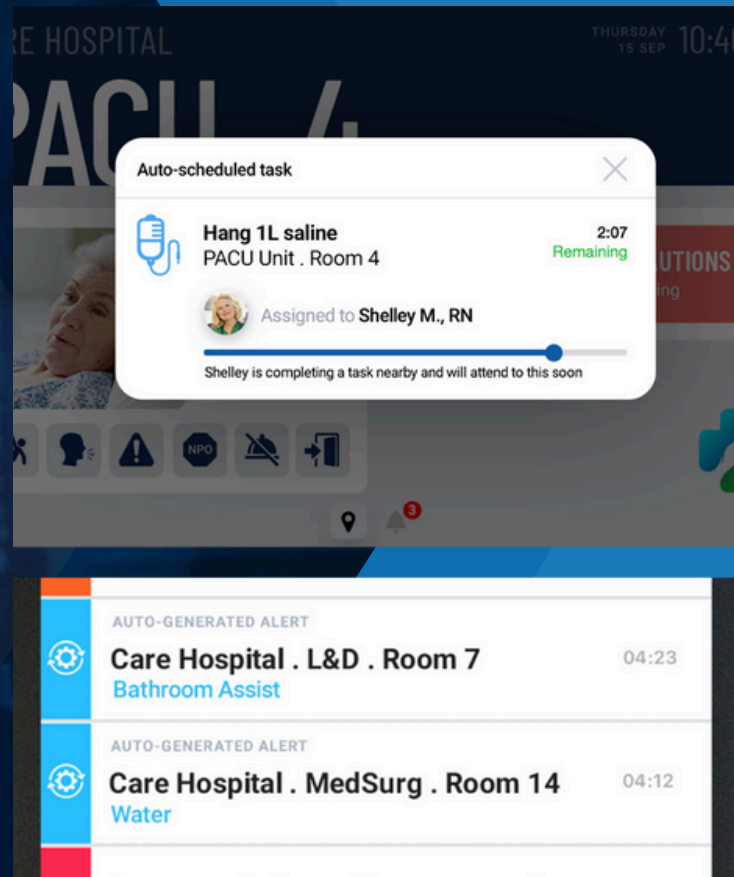
Let us know how we're doing
 Access room controls

Hospital
Moving Care Ahead

TUESDAY
FEB 18, 2025 **3:15 PM**

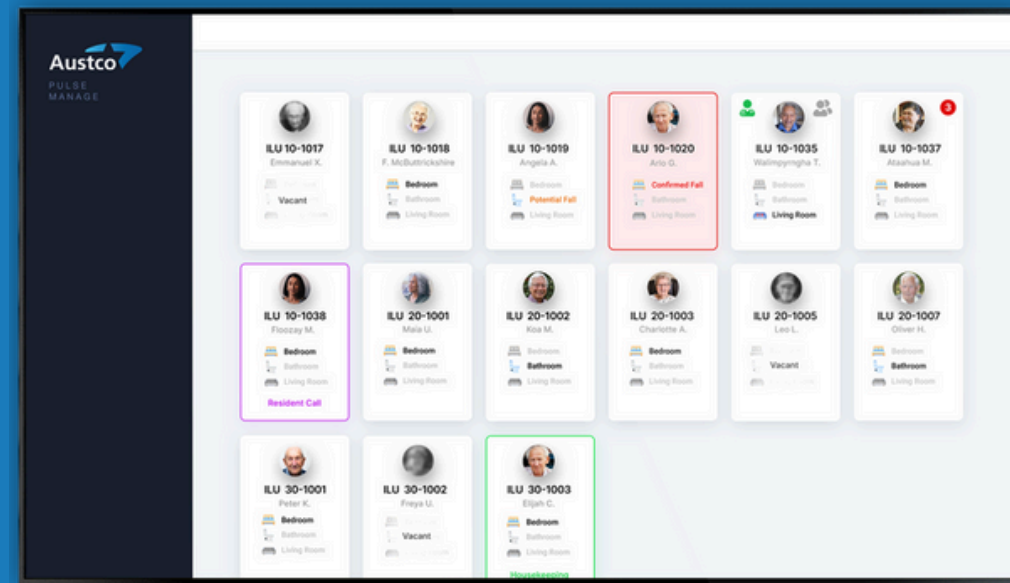
ENTERPRISE PRODUCTS

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OPERATIONAL INSIGHTS

- AI-Informed Call Volume & Staffing
- Unusual Call Patterns
- Automatic Workflow Assignment



FALL DETECTION, MOVEMENT

- Radar or camera-based
- Over time, can predict resident needs



SYSTEM READINESS

- Network,
- Servers,
- Device Faults,
- Database Storage

JURONG HEALTH COMPLEX

PHASE-2 CAMPUS REFRESH OF TACERA AT NTFGH & JURONG COMMUNITY HOSPITAL; LIFTS TOTAL PROGRAM VALUE TO \$5.5M.

MEXICO

ANGELES HEALTH SYSTEM

\$3.4M MULTI-YEAR ROLLOUT ACROSS THREE FLAGSHIP HOSPITALS; TACERA WITH BUILT-IN RTLS, INFANT PROTECTION, WORKFLOW APPS, AND THIRD-PARTY INTEGRATIONS; 5-YEAR SUPPORT.

CANADA

TORONTO WESTERN HOSPITAL

\$2.1M TACERA DEPLOYMENT FOR A NEW PATIENT & SURGICAL TOWER; HL7 INTEGRATIONS, RTLS, AND SNMP LINK TO BUILDING MANAGEMENT FOR SMART LIGHTING/HVAC.

CANADA

WEST PARK HOSPITAL

\$1.02M, 5-YEAR SOFTWARE & MAINTENANCE AGREEMENT, AUSTCO'S LARGEST SMA TO DATE.

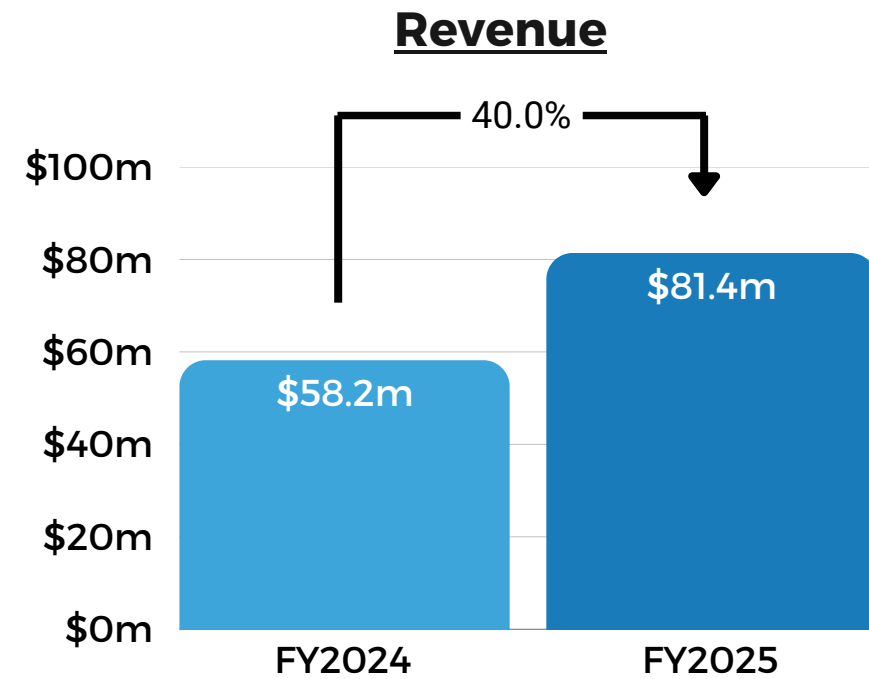


Notes: *Jurong Health Complex (Singapore): ASX release, Sep 2024 ([Link](#)); **Angeles Health System (Mexico): ASX release, Apr 2025 ([Link](#)); ***Toronto Western Hospital (Canada): ASX release, May 2025 ([Link](#)); ****West Park Hospital (Canada): ASX release, Mar 2025 ([Link](#)); Definitions: SMA = Software Maintenance Agreement; HL7 = Health Level Seven (healthcare data exchange standard); SNMP = Simple Network Management Protocol

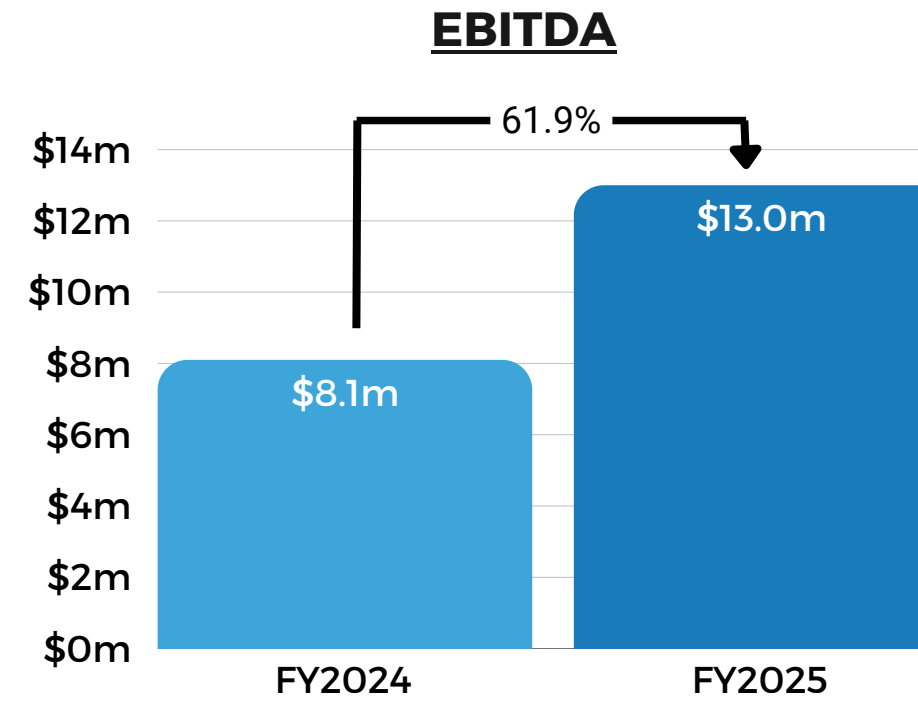
FY2025 SCORECARD

“DELIVERING ON STRATEGY – MOMENTUM ACROSS ALL METRICS”

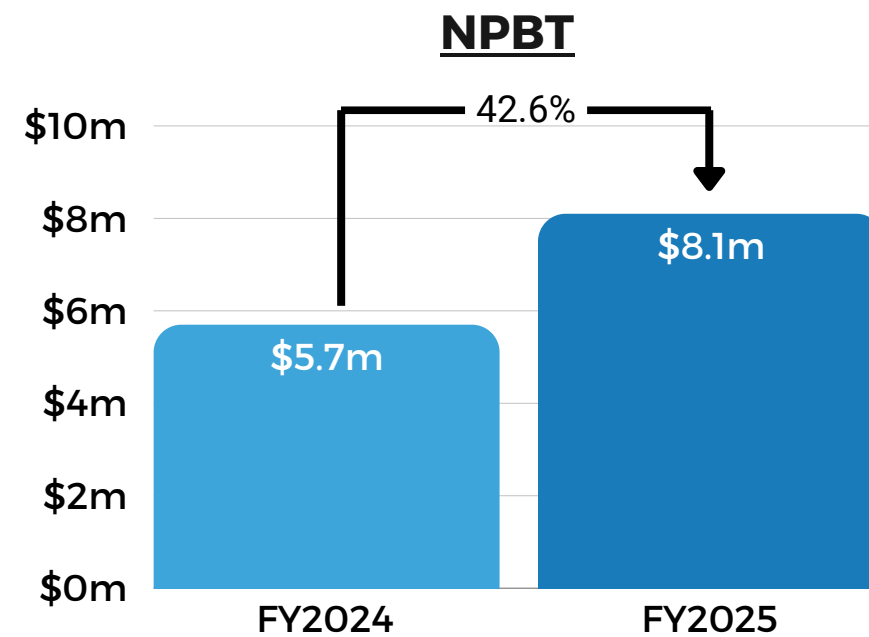
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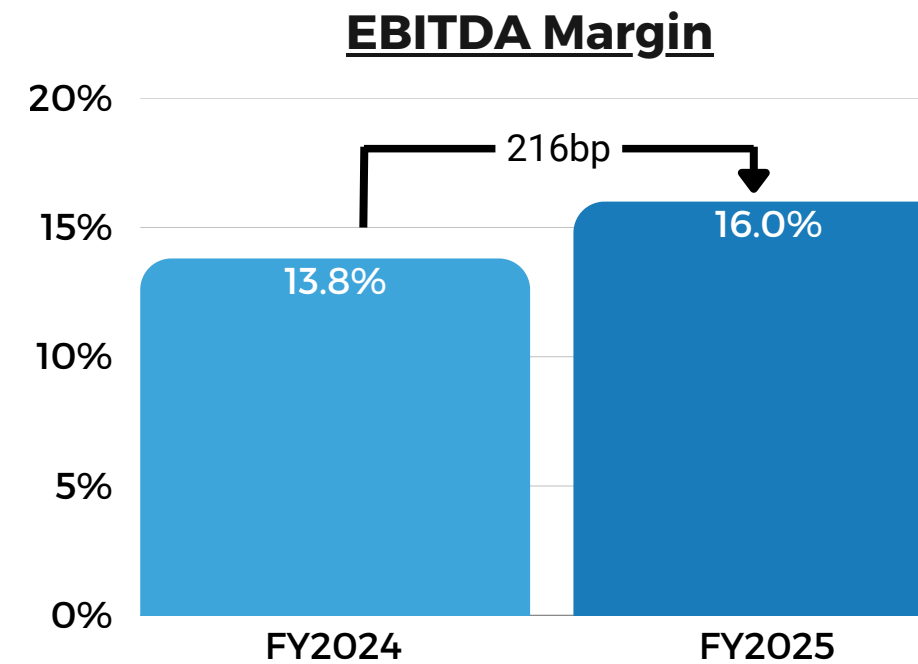
This marks another strong result, driven by both organic growth in existing operations and additional revenue from acquisitions.



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



Both revenue expansion and improved operating leverage underpin this performance. It highlights the benefits of our strategic initiatives and disciplined execution.



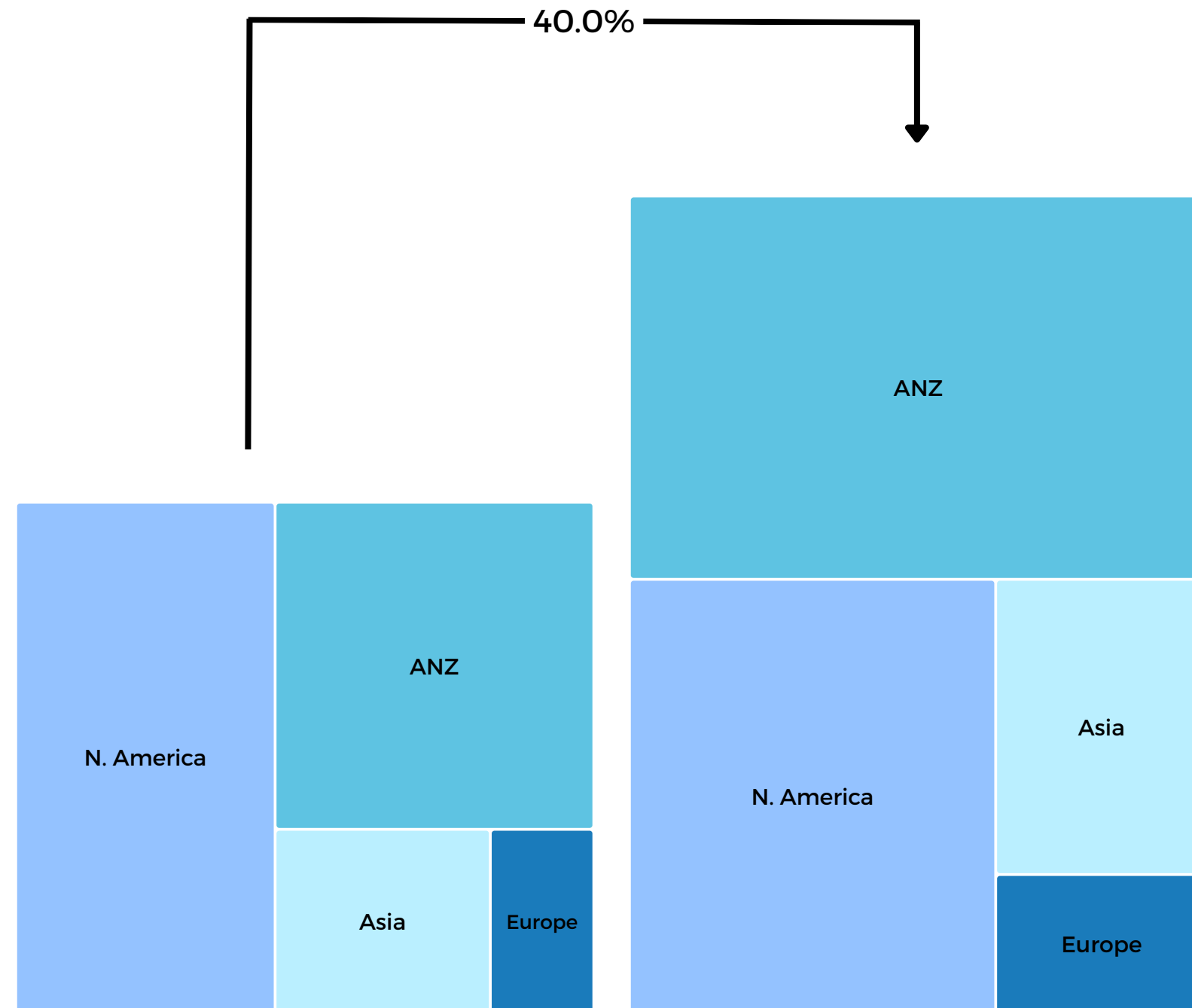
Demonstrating the company's operating leverage, EBITDA margins have improved significantly, increasing from 13.8% in FY24 to 16.0% in FY25

Notes: Definitions: EBITDA = Earnings Before Interest, Tax, Depreciation & Amortisation; NPBT = Net Profit Before Tax; YoY = Year-over-Year; bp = basis points (1bp = 0.01%)

GEOGRAPHIC REVENUE MIX

DIVERSIFIED GLOBAL FOOTPRINT PROVIDED BROAD-BASED GROWTH ACROSS ALL REGIONS

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ANZ almost doubled (+86%) to \$38.2m, reflecting strong project execution, the annualised inclusion of Amentco* (vs two months in FY24) and a month's contribution of G&S**.

North America grew 5% to \$27.4m, maintaining its strong contribution to revenue (34% of group revenue).

Asia delivered +39% growth to \$10.8m, supported by new installations in Singapore.

Europe rose +34% to \$5.0m, reflecting a positive return on our investment in sales resources.

Notes: *Amentco Enterprise Group (Australia); ASX release, May 2024 ([Link](#)); **G&S Technologies (New Zealand); ASX release, May 2025 ([Link](#));
Definitions: ANZ = Australia & New Zealand

GROUP FINANCIAL SUMMARY

STRONG TOP-LINE GROWTH WITH EXPANDING MARGINS

	FY25	FY24	Variance
Revenue from customers	81,405	58,153	40.0%
Materials and Direct labour	(39,035)	(27,481)	42.0%
Gross Profit	42,370	30,672	38.1%
Gross Profit %	52.00%	52.70%	
Overhead Expenses	(29,456)	(22,571)	30.5%
Other Income/(expense)	115	(51)	
EBITDA	13,029	8,050	61.9%
Net Interest/(expense)	95	(86)	
D&A	(2,866)	(2,314)	23.9%
Contingent Consideration	(2,201)	-	
Profit before tax	8,057	5,650	42.6%
Tax (expense)/credit	(2,124)	1,426	
Non Controlling interests	1	-	
Profit after Tax	5,934	7,076	-16.1%

Gross Profit increased 38% to \$42.4m, with gross margin steady at 52% despite acquisition-related mix and supply chain costs.

Overhead Expenses rose 30% to \$29.5m. A significant portion relates to the inclusion of the three acquired businesses.

EBITDA increased 62% to \$13.0m, with margin expansion to 16% (FY24: 13.7%).

FY25 included a **\$2.2m contingent consideration** expense related to the successful growth and acquisition of Amentco*.

Profit Before Tax rose 43% to \$8.1m, despite one-off charges.

The **tax expense of \$2.1m compares to a credit of \$1.4m** in FY24, which benefited from the recognition of tax assets. This drove the lower NPAT.

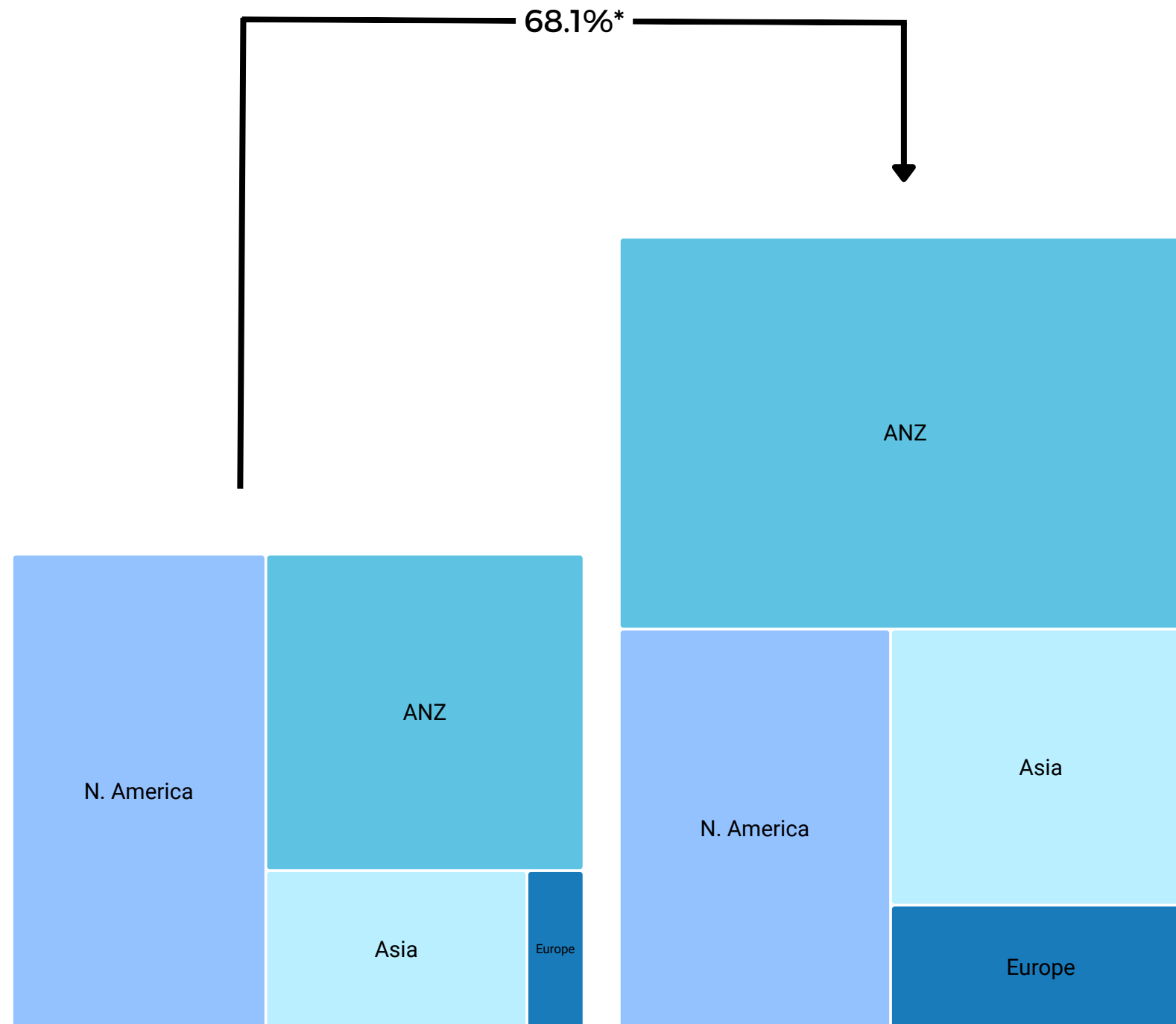
Profit After Tax was \$5.9m (FY24: \$7.1m), with the YoY decline impacted by the tax credit rolloff and FY25 the Amentco earnout contingent consideration charge.

Notes: *Amentco Enterprise Group (Australia); ASX release, May 2024 ([Link](#));

EBITDA EXPANSION – GEOGRAPHICAL SCALE

EBITDA MARGIN EXPANDS TO 16% – ANZ LEADS REGIONAL GROWTH

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Group EBITDA rose 62% to \$13.0m, with EBITDA margins improving from 13.8% in FY24 to 16.0% in FY25.

ANZ more than doubled EBITDA to \$7.9m (+124%), lifting its share to 50% of group EBITDA with EBITDA margins expanding to 20.7% primarily due to the acquired businesses.

Asia EBITDA grew 103% to \$2.9m, with margins stepping up sharply from 18.6% to 27.1%, driven by revenue growth.

Europe tripled EBITDA to \$1.3m, with EBITDA margins improving from 8.3% to 26.0%, as a result of revenue growth and gross margin improvement.

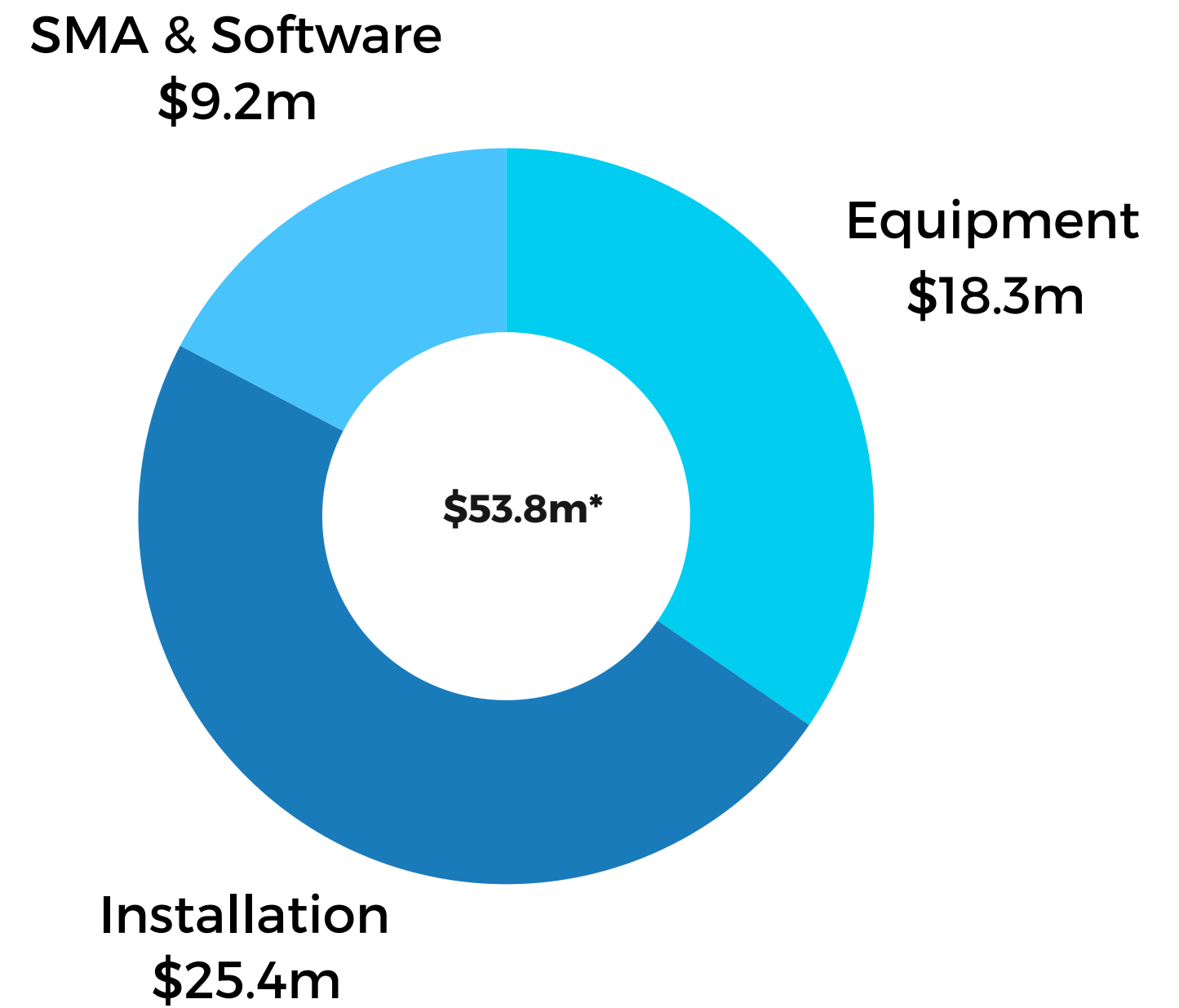
North America's EBITDA fell 9% to \$3.8m, with EBITDA margins narrowing from 16.2% to 14.0%. Despite this, the region continued to be a significant contributor. While revenues increased, the lower margin reflected a higher cost base and a slight reduction in gross margin percentages.

Notes: *Group EBITDA is post eliminations (Inter-Company & Corporate) of \$1.4mn in FY2024 & \$2.9mn in FY2025, all geographic data is pre-eliminations & margins based by region on Revenue - external (see Note 5 "Segment Reporting" of Annual Report for data and notes- [Link](#))
 Definitions: EBITDA = Earnings Before Interest, Tax, Depreciation & Amortisation; ANZ = Australia & New Zealand

UNFILLED CONTRACTED REVENUE

VISIBILITY INTO FUTURE EARNINGS

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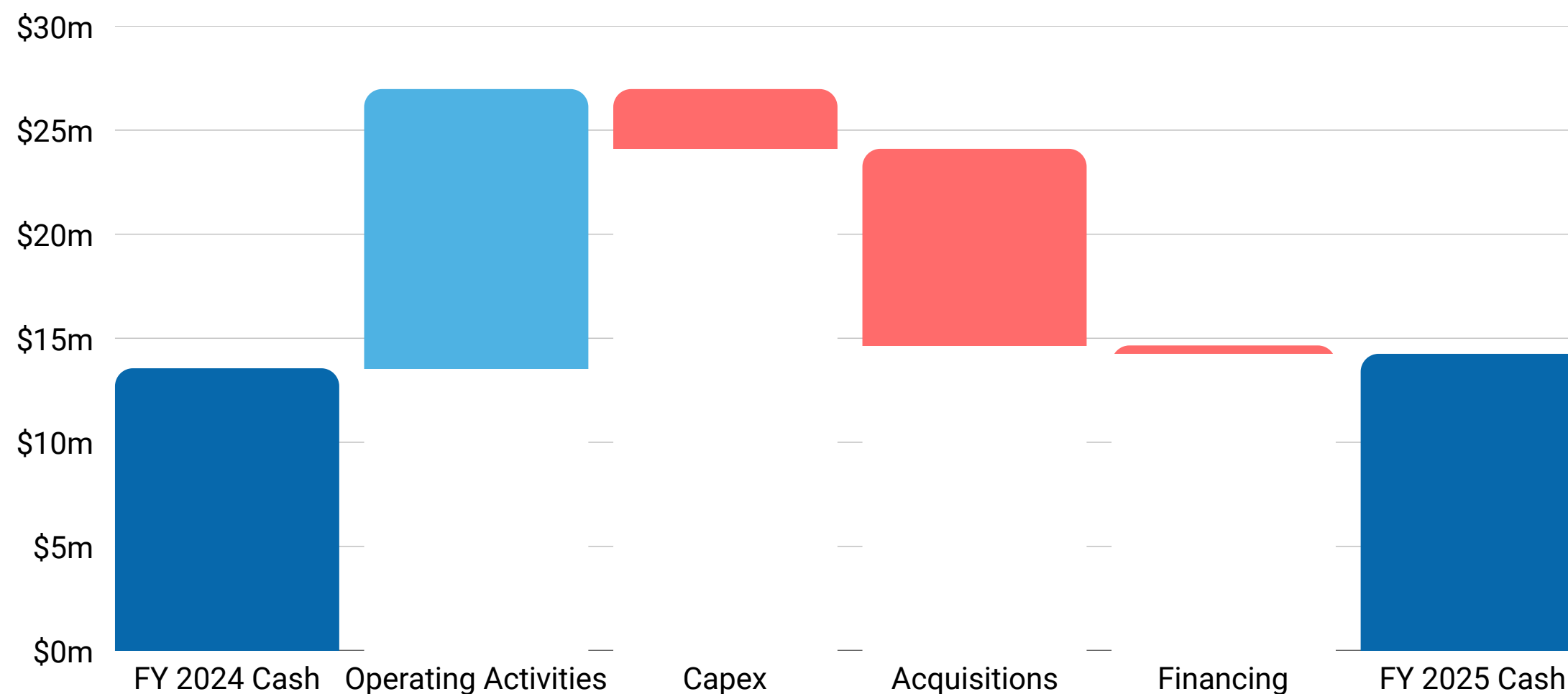


Notes: *As at 16 September 2025
Definitions: SMA = Software Maintenance Agreement; ANZ = Australia & New Zealand

STRONG CASH GENERATION

FY2025 OPERATING CASH FLOW OF A\$13.4M, SUPPORTING GROWTH AND M&A FLEXIBILITY.

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Cash	\$13,556k	\$13,418k	-\$2,871k	-\$9,450k	-\$402k	\$14,251k
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- **Operating cash flow \$13.4m**, broadly in line with EBITDA.
- **Cash balance \$14.5m at year end**, with no debt.
- **Cash conversion remains strong**, reflecting disciplined working capital management.
- **Cash resources fully funded the G&S acquisition upfront payment**, demonstrating internal funding capacity.
- **Balance sheet strength provides flexibility** for reinvestment in growth, innovation, and disciplined M&A.

M&A INTEGRATION UPDATE

'ACQUISITIONS STRENGTHENING CAPABILITY & SCALE

TEKNOCORP (AUSTRALIA)*

Victorian-based security & healthcare communications business, certified nurse call reseller; providing nurse call, access control & security.

COMPLETED
NOV 2023

AMENTCO ENTERPRISE GROUP (AUSTRALIA)**

Queensland-based systems integrator in communication & security solutions; nurse call reseller; complements low-voltage product offering.

COMPLETED
MAY 2024

G&S TECHNOLOGIES (NEW ZEALAND)***

Healthcare & security communications business: Nurse call reseller, RTLS, CCTV, access control, integrated security/communications.

COMPLETED
MAY 2025

SUMMARY

Each acquisition adds direct sales and service capability (especially focusing on nurse call, RTLS, access / security / low-voltage systems).

All acquisitions are aligned with strategy to strengthen direct sales, expand the solutions portfolio (e.g. low voltage, security, integrated systems), cross-sell into existing customer base.

G&S Technologies brings ~NZ\$22.9 million revenue / NZ\$2.9 million EBITDA (for year ending March 2025) with ~200 customers and 100+ employees.

Notes: *Teknocrp (Australia): ASX release, Nov 2023 ([Link](#)); **Amentco Enterprise Group (Australia): ASX release, May 2024 ([Link](#)); ***G&S Technologies (New Zealand): ASX release, May 2025 ([Link](#));
Definitions: Systems integrator = company specialising in bringing together component subsystems into a whole; Low-voltage systems = electrical systems operating at reduced voltage for safety

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STRATEGY FY2026 AND BEYOND

*“CLEAR PRIORITIES FOR
GROWTH, MARGIN AND SCALE”*

EXPAND RECURRING REVENUE BASE

Increase the share of contracted and software revenues by strengthening relationships with existing customers and supporting growth in key markets.

INNOVATION

Continue to advance the product roadmap, enhance interoperability with partner systems, and invest in technologies that improve safety and efficiency in healthcare.

DISCIPLINED M&A

Remain selective in pursuing opportunities that broaden Austco’s capabilities and geographic reach, ensuring all transactions are strategically aligned and value-accretive.

DRIVE MARGIN IMPROVEMENT

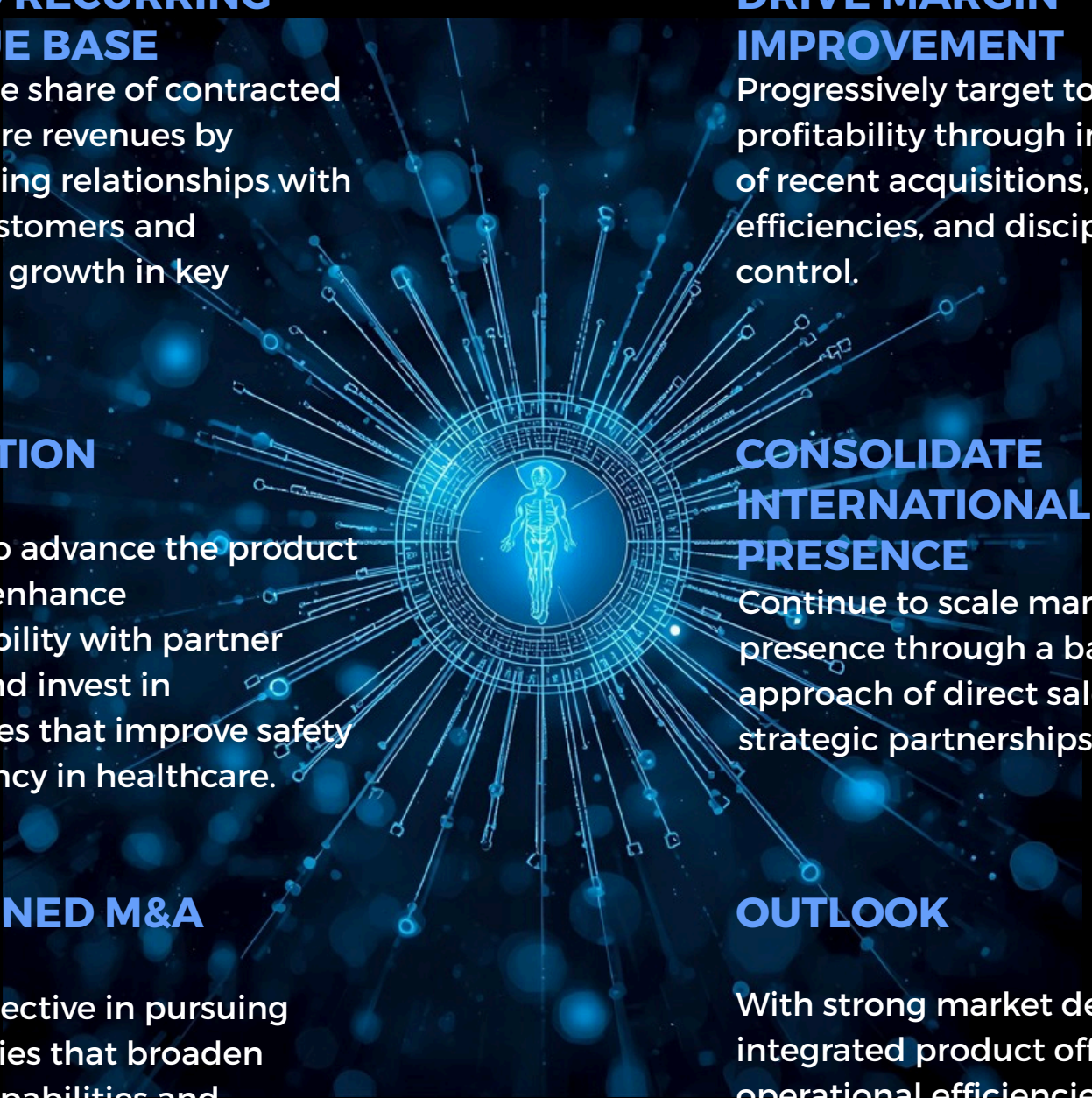
Progressively target to improve profitability through integration of recent acquisitions, operational efficiencies, and disciplined cost control.

CONSOLIDATE INTERNATIONAL PRESENCE

Continue to scale market presence through a balanced approach of direct sales and strategic partnerships.

OUTLOOK

With strong market demand, integrated product offerings and operational efficiencies flowing to the bottom line, we are confident in our ability to sustain earnings growth into FY26 and beyond.



Notes: Definitions: Value-accretive = creating additional value for shareholders; Operational efficiencies = improvements in business processes that reduce costs or increase productivity



SUMMARY & KEY TAKEAWAYS

“GROWTH, INNOVATION, RUNWAY – A CLEAR PATH FORWARD”

INNOVATION LEADERSHIP

IP-native platform with expanding software and workflow solutions, ensuring interoperability and future-proofing.

STRONG DEMAND DRIVERS

Ageing populations (65+ expected to double to 1.5b by 2050)*, regulatory focus on safety, and digital transformation underpin long-term structural growth.

GLOBAL FOOTPRINT WITH SCALE

Offices in 6 countries, supporting international healthcare installations in 50 countries worldwide and 270 employees globally.

GROWTH TRAJECTORY

Strong FY25 revenue growth to \$81m, with EBITDA expansion and clear visibility to further growth.

PRIMED BALANCE SHEET

Debt-free balance sheet, strong cash generation, and robust contracted revenue base.

Notes: *United Nations, World Population Prospects 2022 ([Link](#))
Definitions: IP = Internet Protocol.

Q&A + CONTACTS

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Austco
HEALTHCARE

*“WE WELCOME INVESTORS AND
STAKEHOLDERS TO ENGAGE FURTHER WITH
AUSTCO TO UNDERSTAND HOW OUR
STRATEGY, INNOVATION, AND GLOBAL
OPERATIONS ARE CREATING
OPPORTUNITIES FOR THE YEARS AHEAD.”*