Austco

2026 1H Presentation

DELIVERING ON STRATEGY, MOMENTUM AND VISIBILITY

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1H-26 HIGHLIGHTS

MOMENTUM, STRUCTURAL TAILWINDS, FINANCIAL STRENGTH.

MOMENTUM AND LEVERAGE

1H-26 revenue of **$48.2m (+30.7% pcp)** and EBITDA of **$8.3m (+60.1% pcp)**, reflecting continued operating leverage and consistent execution.

STRUCTURAL GROWTH TAILWINDS

Global healthcare digitalisation projected* to **grow from US$389b (2024) to US$1.9t by 2031 (25.7% CAGR),** driven by ageing populations and rising demand for safer, more efficient care.

GLOBAL SCALE

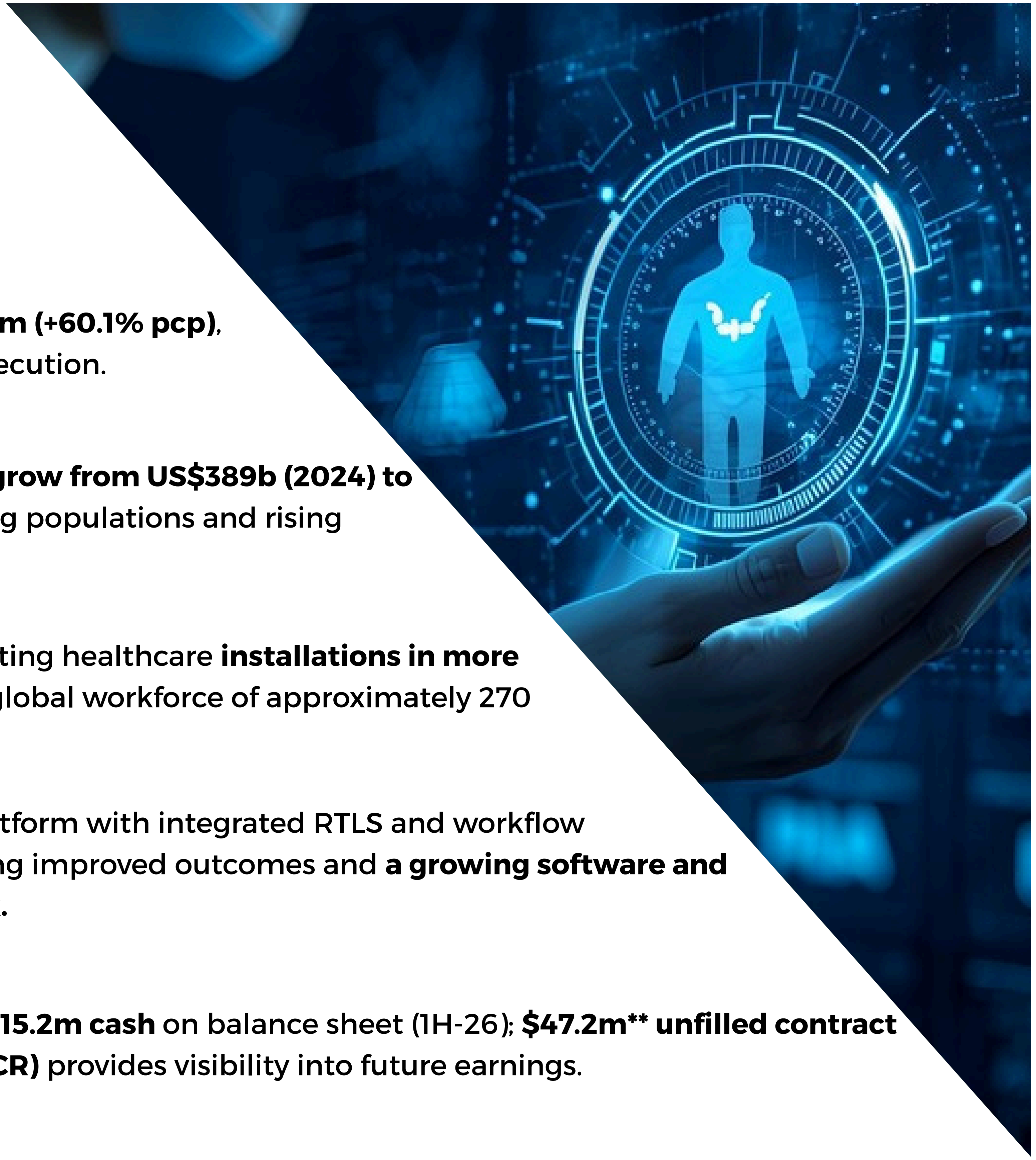
Operations across **6 countries**, supporting healthcare **installations in more than 50 countries** worldwide, with a global workforce of approximately 270 employees.

DIFFERENTIATED PLATFORM

IP-native nurse call platform with integrated RTLS and workflow applications, supporting improved outcomes and **a growing software and recurring revenue mix.**

BALANCE SHEET STRENGTH AND VISIBILITY

Debt-free; **$15.2m cash** on balance sheet (1H-26); **$47.2m** unfilled contract revenue (UCR)** provides visibility into future earnings.

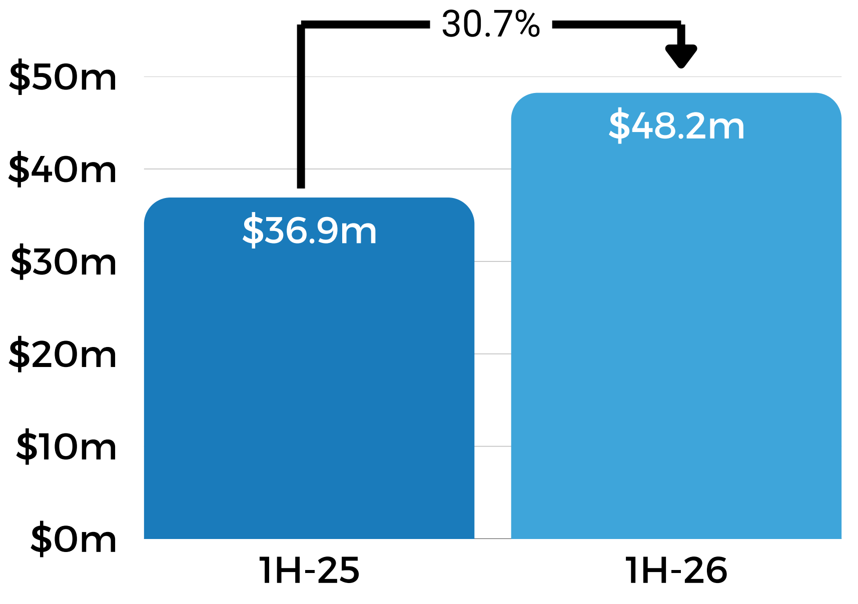


Notes: *The Insight Partners, "Digital Health Market Forecast 2025-31," 2025. (Link); **As at 16 February 2026

1H-26 SCORECARD

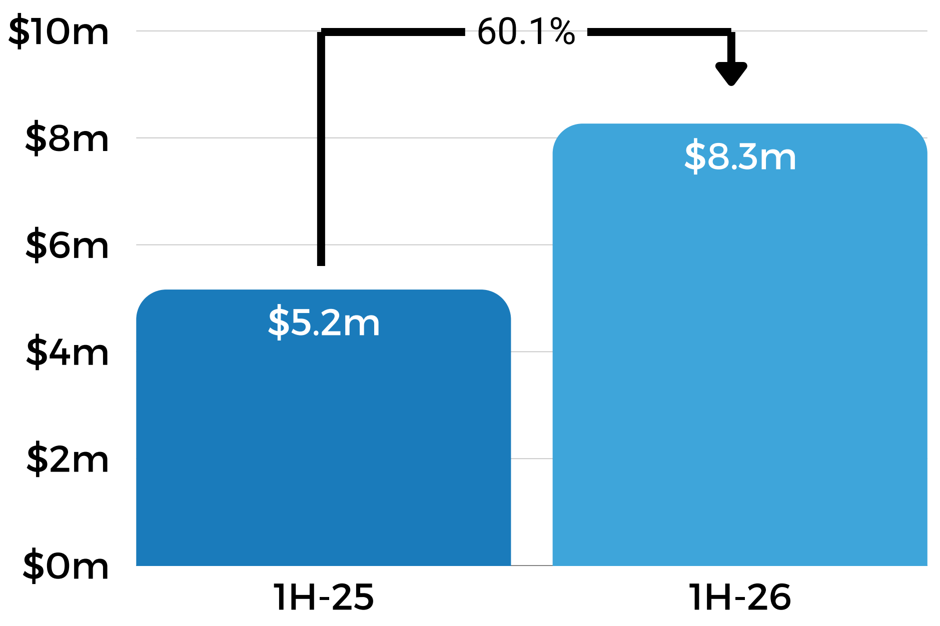
DELIVERING ON STRATEGY, MOMENTUM ACROSS ALL METRICS

Revenue



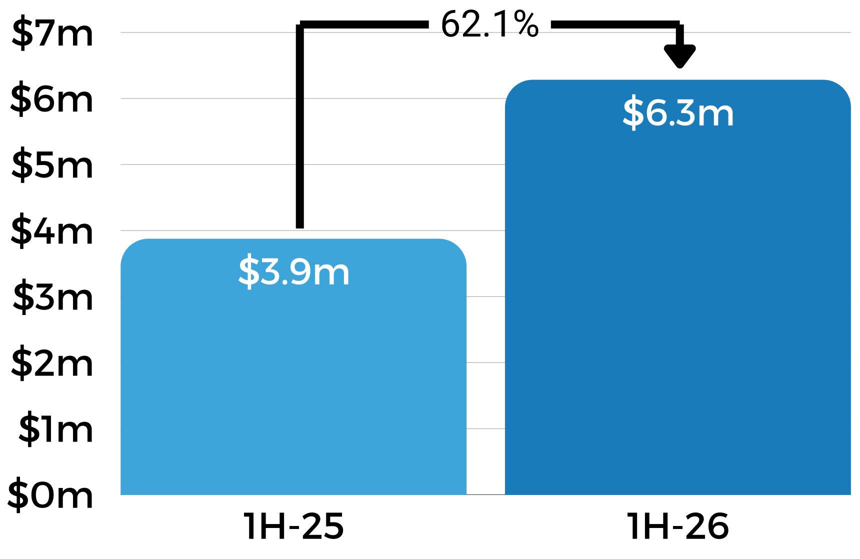
Revenue increased 30.7% to $48.2m, driven by the contribution and successful integration of acquisitions alongside continued organic growth, particularly in North America and Australia and New Zealand.

EBITDA



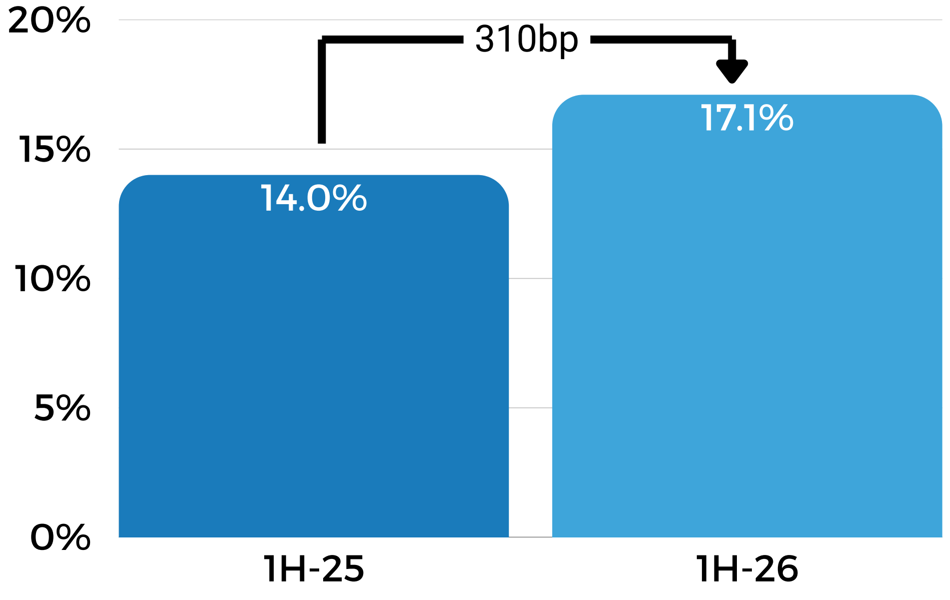
EBITDA increased 60.1% to $8.3m, reflecting strong revenue growth and improving operating leverage, with scale benefits offsetting the increased cost base from acquired businesses and continued investment in R&D.

NPBT



Net profit before tax increased 62.1% to $6.3m, highlighting the scalability of the Group's operating model as revenue growth continues to translate into accelerated profit growth.

EBITDA Margin



EBITDA margins continued to improve, demonstrating the benefits of scale, disciplined cost control, and the increasing contribution from higher margin acquired businesses.

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

Austco HEALTHCARE

1H-26 OPERATING MOMENTUM

PROJECT TIMING, INTEGRATION AND OPERATING LEVERAGE

PROJECT TIMING

Austco's revenue reflects installation timing across regions and project milestones.

1H performance provides a solid operational base across key markets.

M&A EXECUTION AND INTEGRATION

Recent acquisitions are integrated and contributing as expected, strengthening scale and expanding capability across ANZ and North America.

OPERATING LEVERAGE

Revenue growth translated into stronger EBITDA and NPBT growth, reflecting scalability of the business model and consistent cost management.

Austco HEALTHCARE

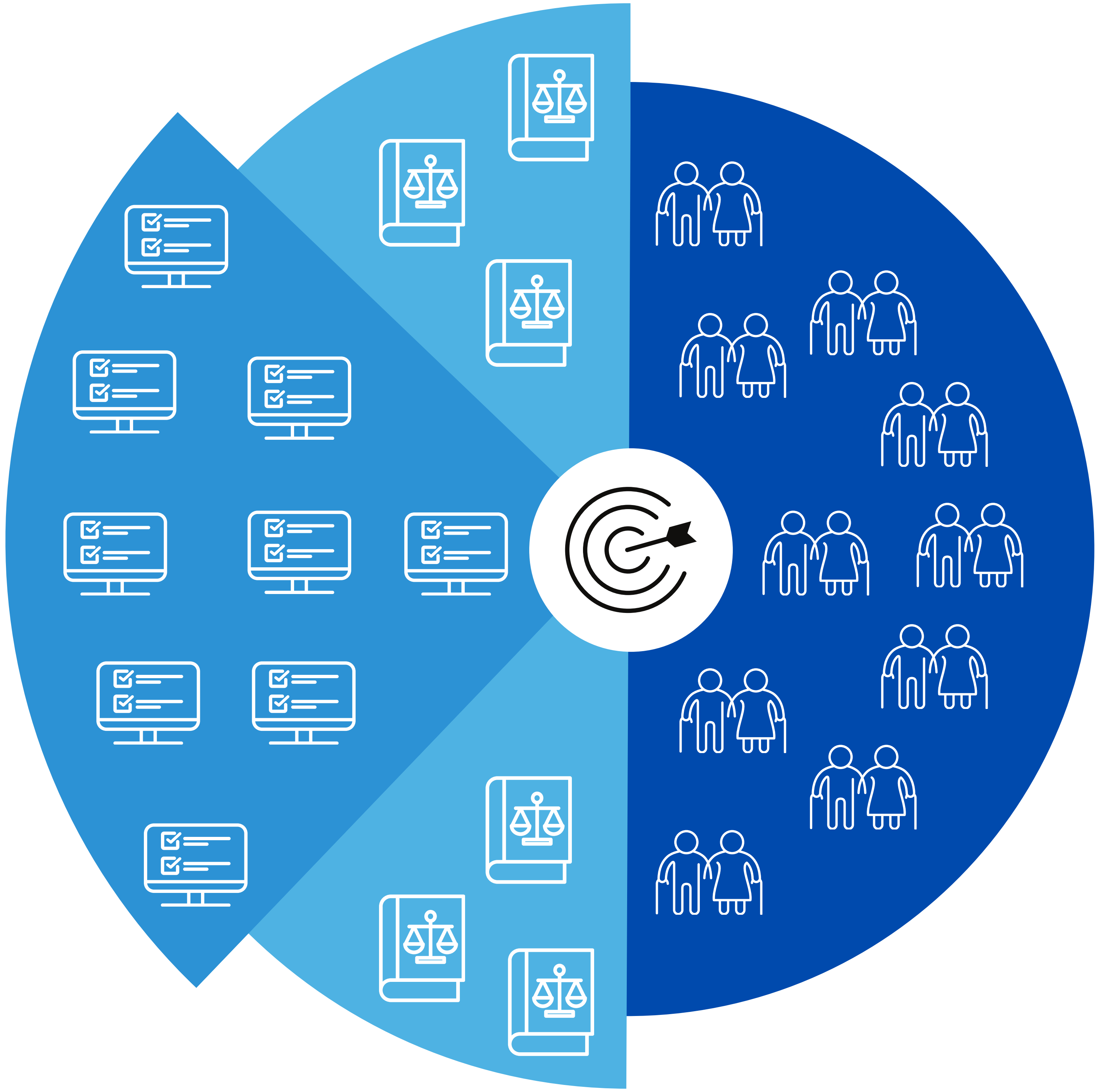
HEALTHCARE MEGATRENDS

GLOBAL FORCES DRIVING DEMAND FOR SAFER, SMARTER CARE

Ageing Demographic
727m (2025) → 1.5b aged 65+ by 2050 (3% CAGR)*
Increasing demand for care.

Healthcare Digitisation
US$389b (2024) → US$1.9t by 2031 (26% CAGR)**
Data & analytics.

Regulatory Demands
US$2.8b (2023) → US$8.1b by 2032 (13% CAGR)***
Compliance focus



Notes: *United Nations, World Population Prospects 2022 (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 employees and trusted partners globally."

GLOBAL FOOTPRINT
"International presence with 270 employees 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 +31% HoH ($48.2m), EBITDA margin 17.1%, debt-free balance sheet with $15.2m cash."

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

AUSTCO SOLUTIONS IN ACTION

A JOURNEY OF TECHNOLOGY INNOVATION, FROM CONCEPT TO CARE

DEVICES & DATA

Patient devices, in-room devices, real-time location components, integrated clinical systems

TACERA SOFTWARE & CLINICAL INTELLIGENCE

Alarm handling, RTLS location parsing, call routing, audio comms, information from third-party systems

ALERTS, NOTIFICATIONS. MOBILE APPS, TOUCHSCREENS, INFORMATION DISPLAY

SECURITY, CCTV, ACCESS CONTROL INSTALLATIONS & INTEGRATION

Installation, configuration, Integration, maintenance

CLINICAL SYSTEMS

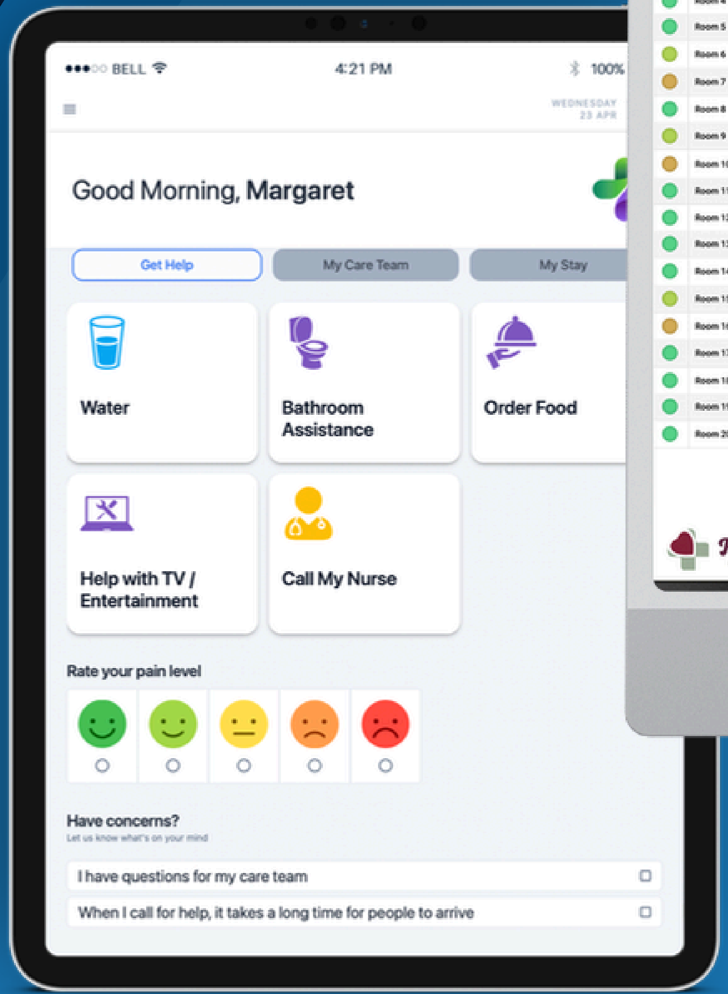
LOW VOLTAGE

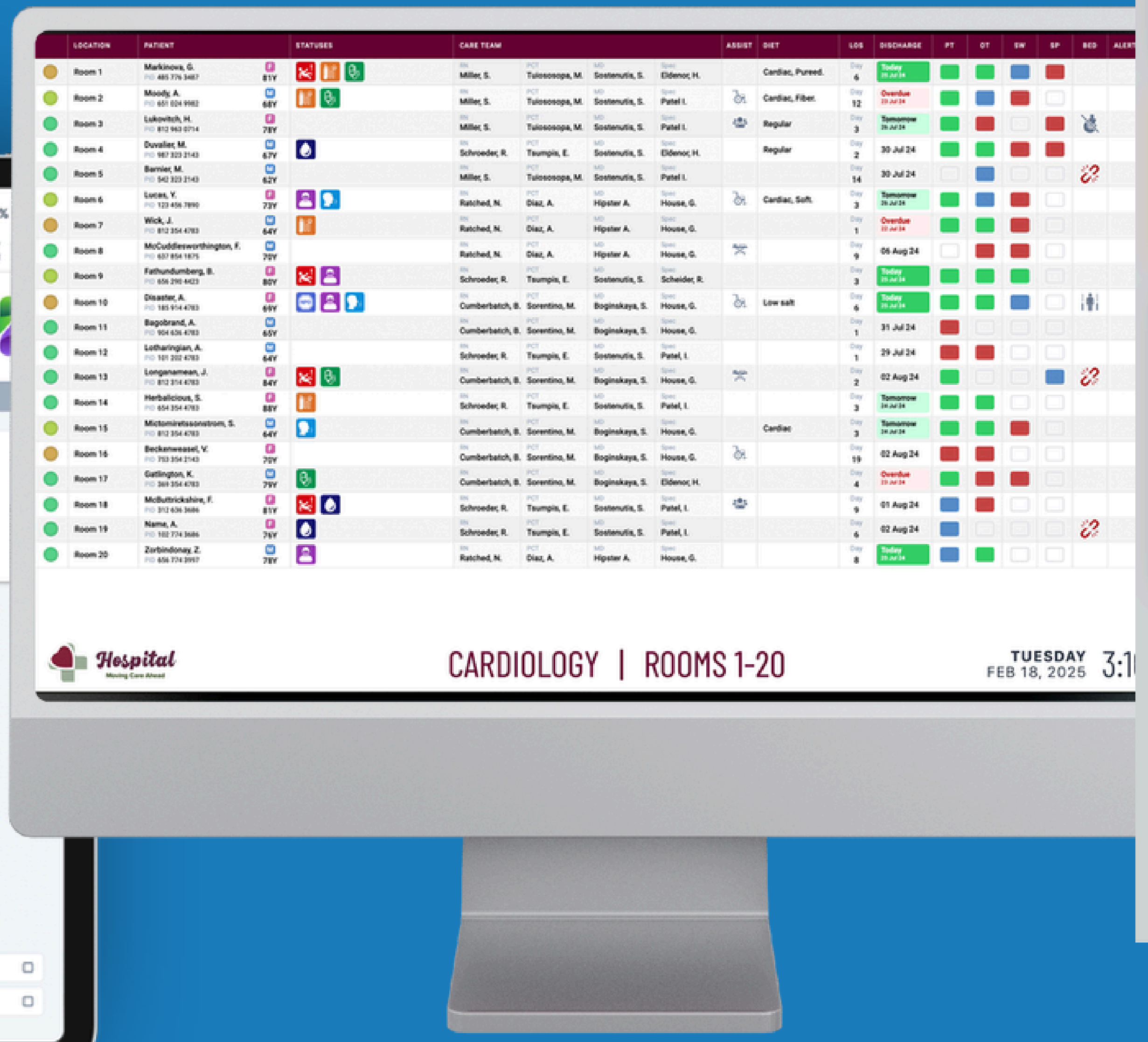
Notes: Definitions: RTLS = Real-Time Location Systems;

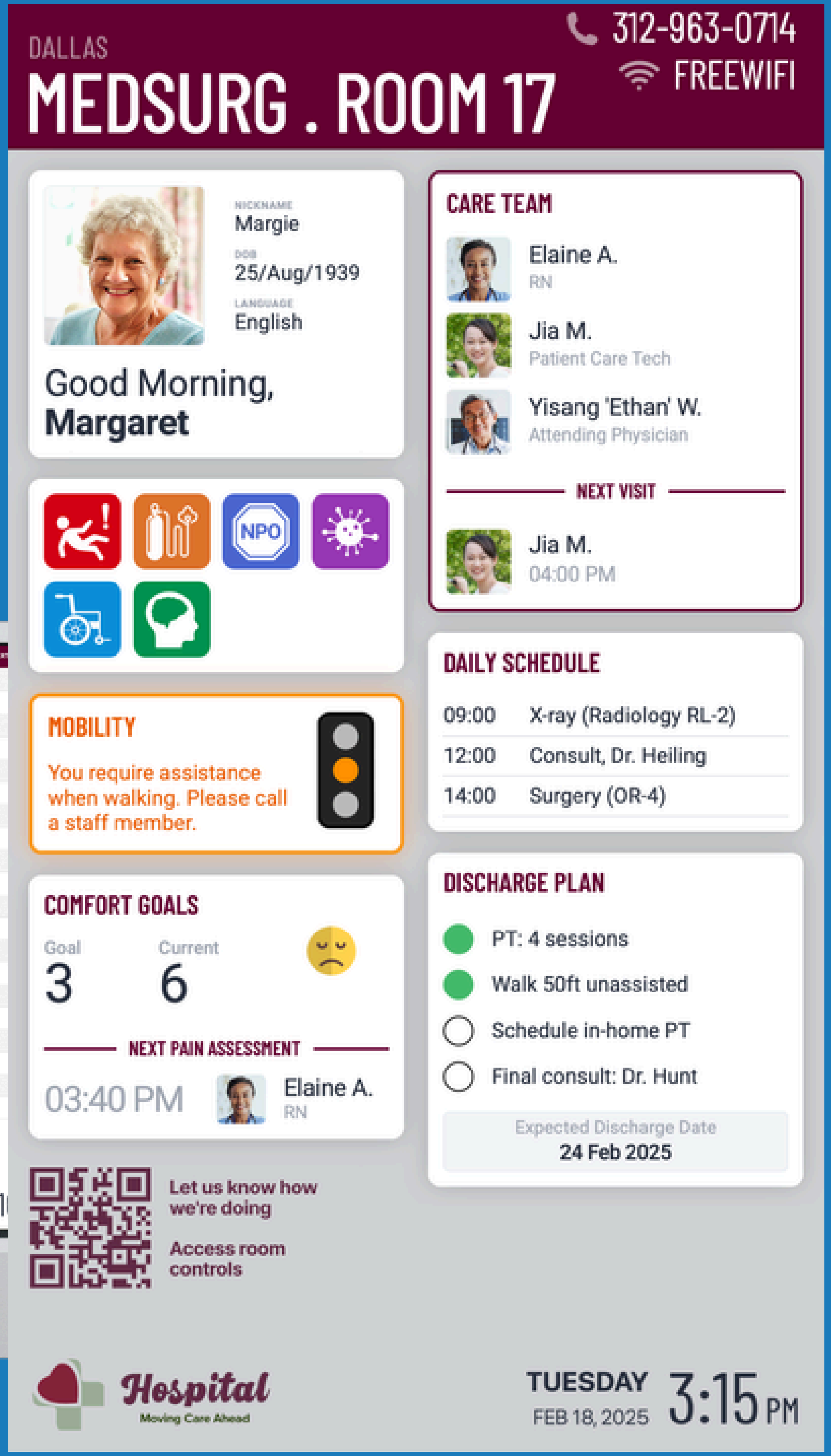
INFORMATION BOARDS

Display important information where staff need it.

Supporting workflow visibility and real-time clinical coordination.

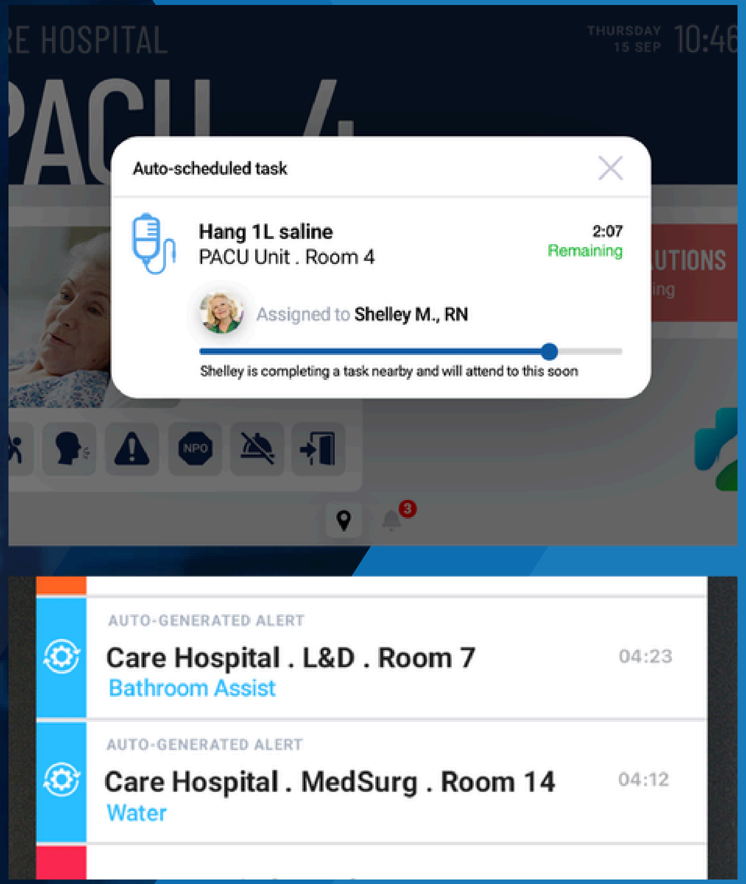


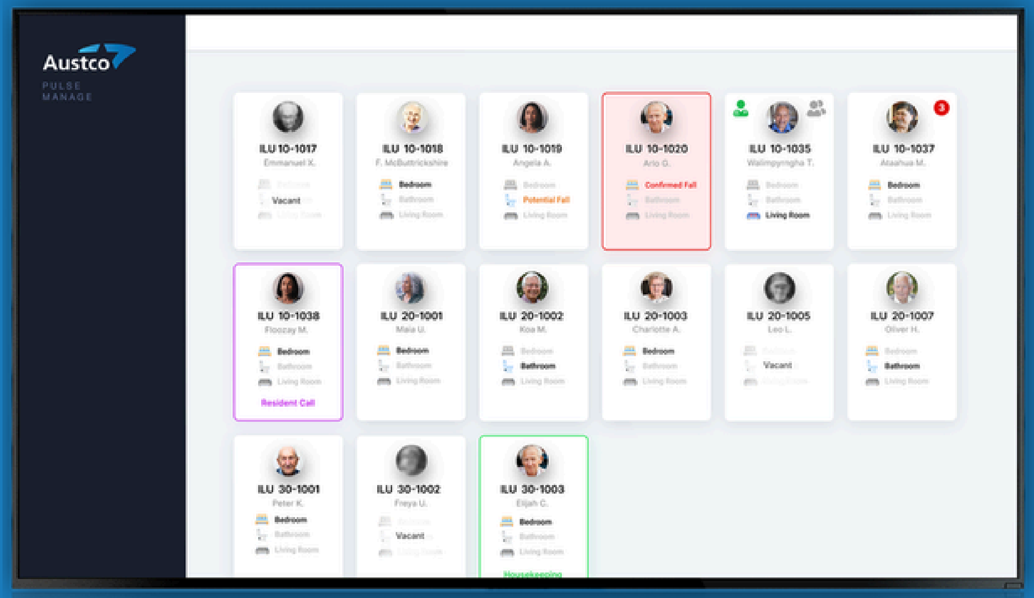




Austco HEALTHCARE

ENTERPRISE PRODUCTS





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

Driving software penetration and recurring revenue expansion.

AI-ENABLED HEALTHCARE

EMBEDDING INTELLIGENCE ACROSS THE AUSTCO PLATFORM

Predictive Clinical Intelligence

Leveraging call data and RTLS positioning to predict patient needs before escalation — fall risk scoring, call anomaly detection, and deterioration early warning.

Intelligent Workflow Optimisation

Extending automatic workflow assignment with AI-powered staff routing based on acuity, workload, proximity via RTLS, and skill matching — reducing response times.

Operational Analytics & Decision Support

Transforming system data into actionable insights for hospital administrators — response time analysis, staffing adequacy, and compliance readiness dashboards.

Predictive Maintenance & System Health

AI monitoring of installed hardware and network infrastructure globally to flag device issues before downtime — strengthening SMA value and system uptime.

Strategic Alignment: AI will enhance Austco's existing Tacera, Pulse, and RTLS platforms — deepening platform stickiness, expanding recurring software revenue, and widening competitive differentiation.

AUSTCO'S VALUE PROPOSITION

ENABLING SAFER, SMARTER AND MORE EFFICIENT CARE

Improve Clinical Outcomes

Supports patient safety, workflow visibility and real-time response coordination.

Enhance Operational Efficiency

Reduces manual processes, improves staff productivity and enables better resource planning.

Scalable, Integrated Platform

Embedded within hospital systems, supporting long-term recurring relationships and expanding software contribution.

Austco HEALTHCARE

GROUP FINANCIAL SUMMARY

STRONG TOP-LINE GROWTH WITH EXPANDING MARGINS

	1H-26	1H-25	Variance
Revenue from customers	**48,236**	**36,909**	**30.7%**
Materials and Direct labour	(23,066)	(18,066)	27.6%
Gross Profit	**25,170**	**18,843**	**33.6%**
Gross Profit %	52.2%	51.1%	
Overhead Expenses	(16,914)	(13,680)	23.6%
EBITDA	**8,256**	**5,163**	**60.1%**
Net Interest/(expense)	(111)	62	
D&A	(1,894)	(1,349)	40.4%
Contingent Consideration	21	-	
Profit before tax	**6,272**	**3,876**	**62.1%**
Tax (expense)/credit	(1,535)	(945)	63.3%
Non Controlling interests	(12)	-	
Profit after Tax	**4,737**	**2,931**	**61.7%**

Gross profit increased 33.6% to $25.2 million, with gross margin improving to 52.2%, reflecting scale benefits and operational efficiency execution despite the inclusion of lower margin acquired businesses.

Overhead expenses increased 23.6% to $16.9 million, primarily reflecting the inclusion of acquired businesses, while growing at a lower rate than revenue.

EBITDA increased 60.1% to $8.3 million, demonstrating strong operating leverage as revenue growth translated into accelerated earnings growth.

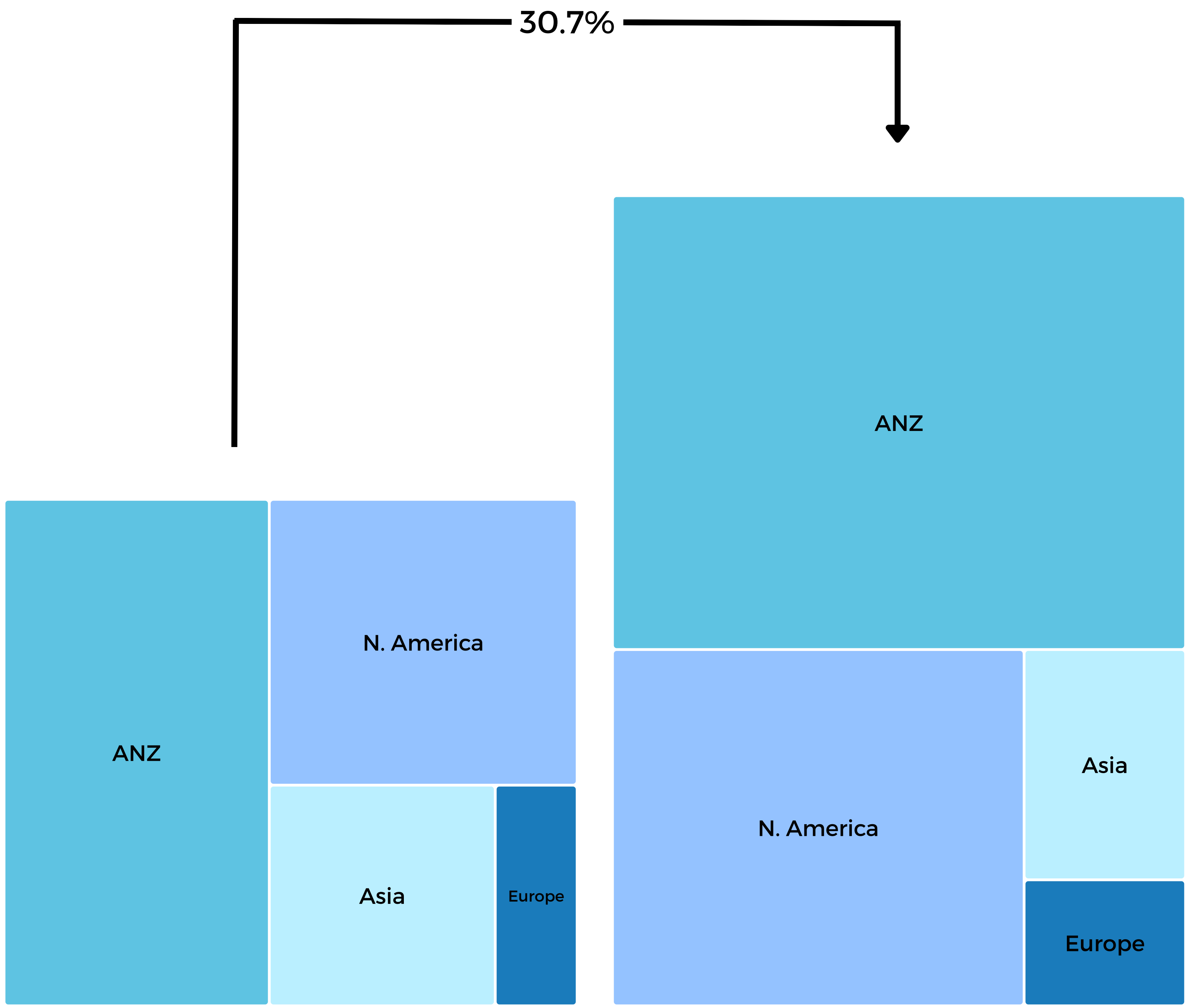
Profit before tax increased 62.1% to $6.3 million, highlighting the underlying operating leverage of the Group's business model.

Tax and NPAT
Profit after tax **increased 61.7% to $4.7 million**, reflecting higher underlying profitability and a normalised tax expense in the period.

Austco HEALTHCARE

GEOGRAPHIC REVENUE MIX

DIVERSIFIED GLOBAL FOOTPRINT DRIVING BROAD-BASED GROWTH



ANZ revenue increased 57% to $26.9 million, driven primarily by contributions from recent acquisitions, including G&S Technologies and Onix*, as well as modest organic growth. As a result, ANZ represented approximately 56% of Group revenue for the period.

North America rose 38% to $15.4 million, reflecting strong organic growth and continued demand, and represented approximately 32% of Group revenue.

Asia revenue down to $3.9 million, due to the timing of project installations relative to a strong prior comparative period, and accounted for approximately 8% of Group revenue.

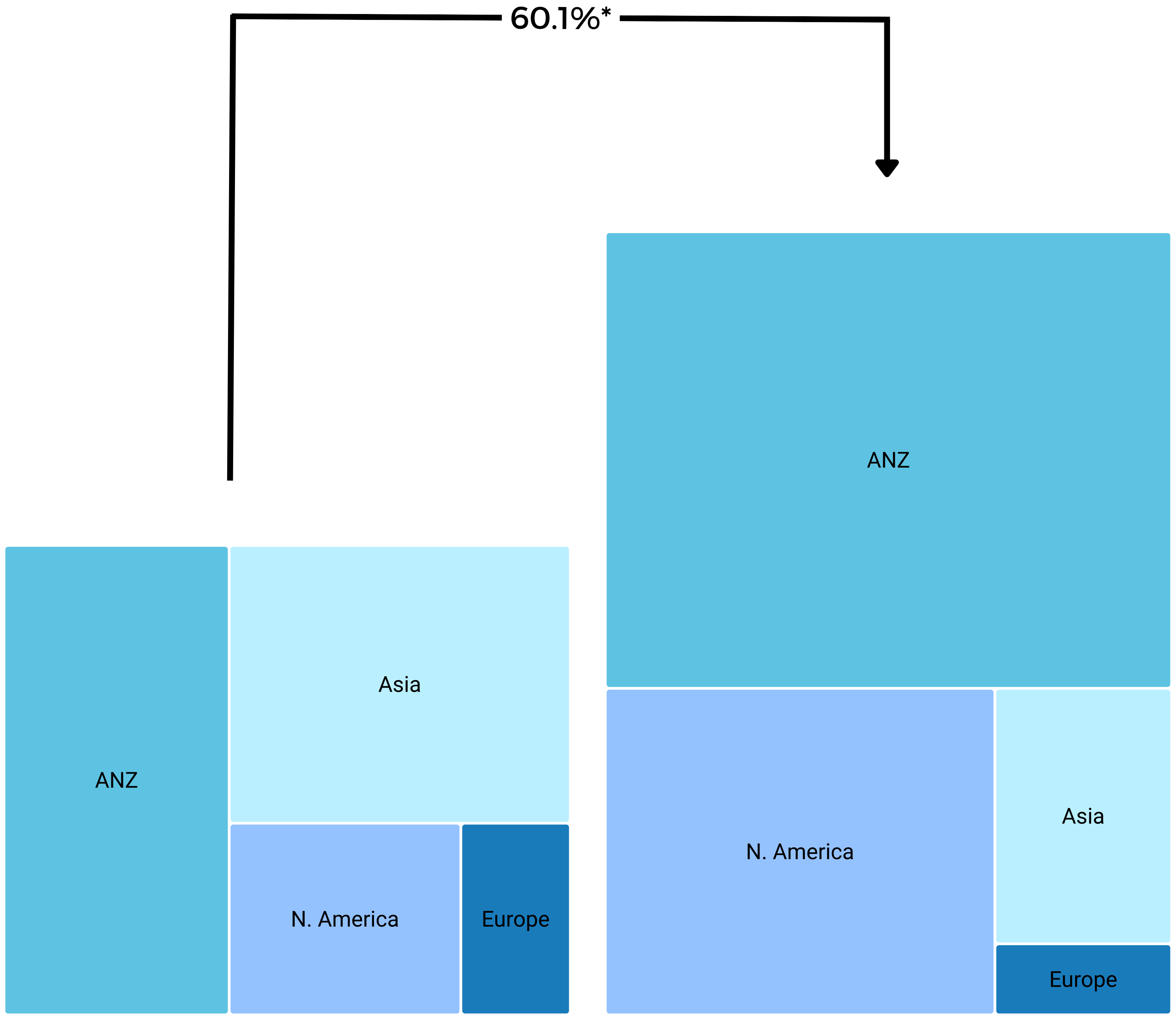
Europe was $2.1 million, broadly stable year on year, with foreign exchange movements affecting the reported result, and accounted for approximately 4% of Group revenue.

Notes: *G&S Technologies (New Zealand): ASX release, May 2025 (Link);
Definitions: ANZ = Australia & New Zealand

Austco HEALTHCARE

EBITDA EXPANSION – GEOGRAPHICAL SCALE

OPERATING LEVERAGE EVIDENT ACROSS KEY REGIONS



Group EBITDA rose 60% to $8.3m, with EBITDA margins improving from 14.0% in 1H-25 to 17.1% in 1H-26.

Australia and New Zealand EBITDA increased 181% to $6.3 million, reflecting contributions from acquired businesses and improved operating leverage. The region remains the largest contributor to Group EBITDA.

North America EBITDA increased to $3.1 million, reflecting strong organic revenue growth and improved operating performance from a lower prior base.

Asia EBITDA down to $1.1 million, reflecting lower revenue in the period due to the timing of project installations, which followed a strong prior comparative period.

Europe's EBITDA was $0.3 million, broadly consistent with revenue movements and impacted by regional mix and foreign exchange.

Notes: *Group EBITDA is post eliminations (Inter-Company & Corporate) of $0.475mn in 1H-25 & $2.626mn in 1H-26, 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

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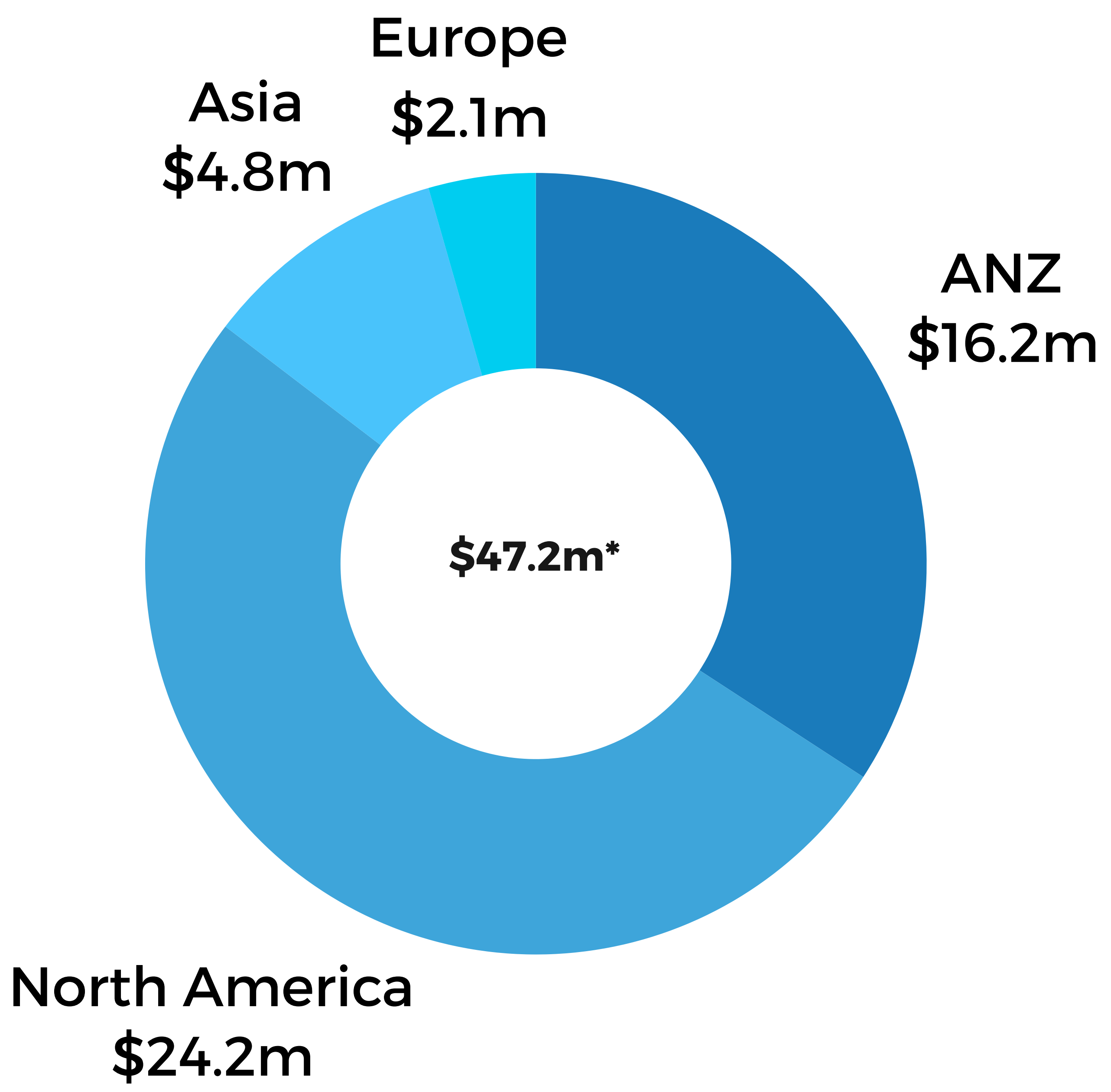
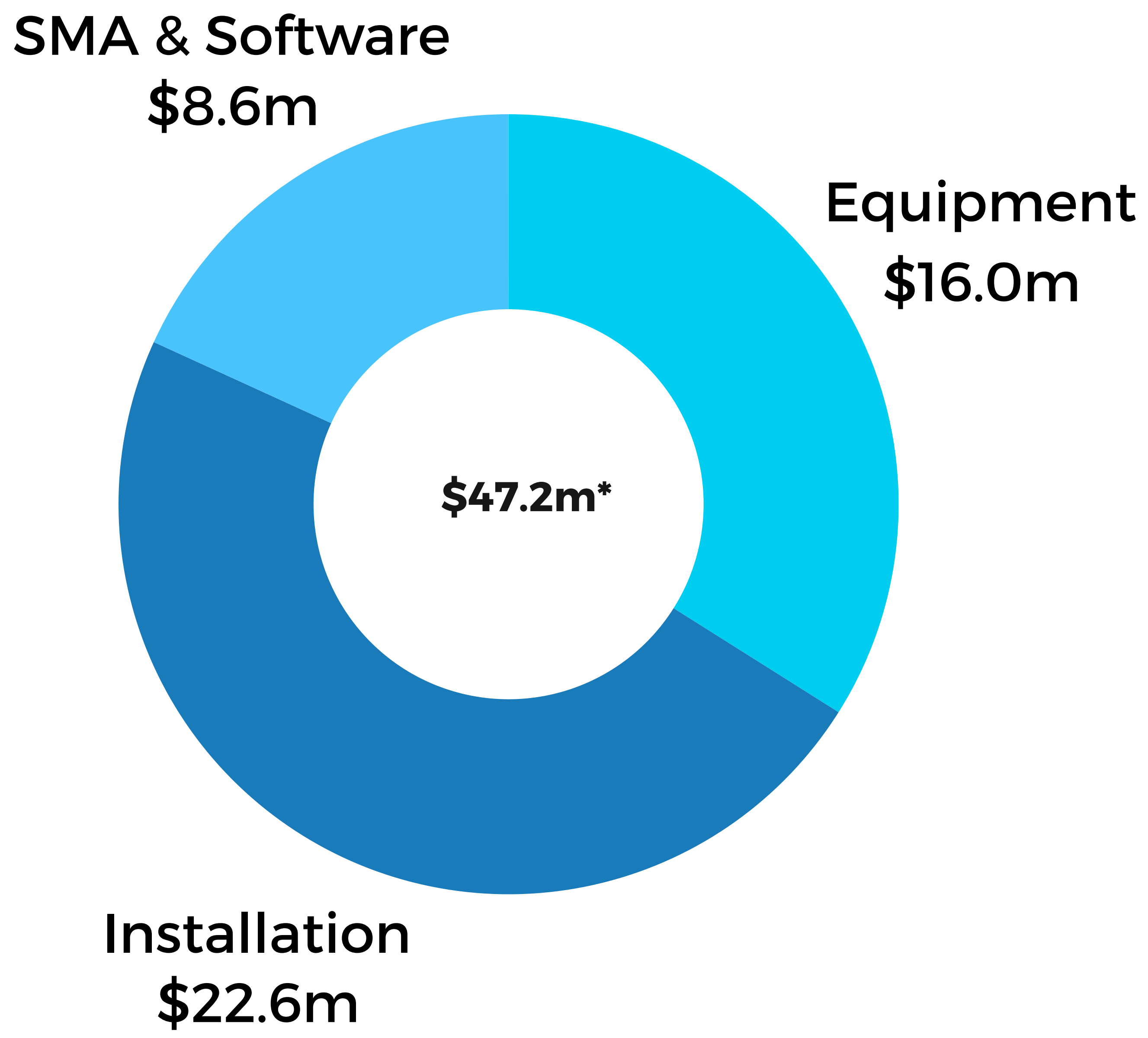
UNFILLED CONTRACTED REVENUE

VISIBILITY INTO FUTURE EARNINGS



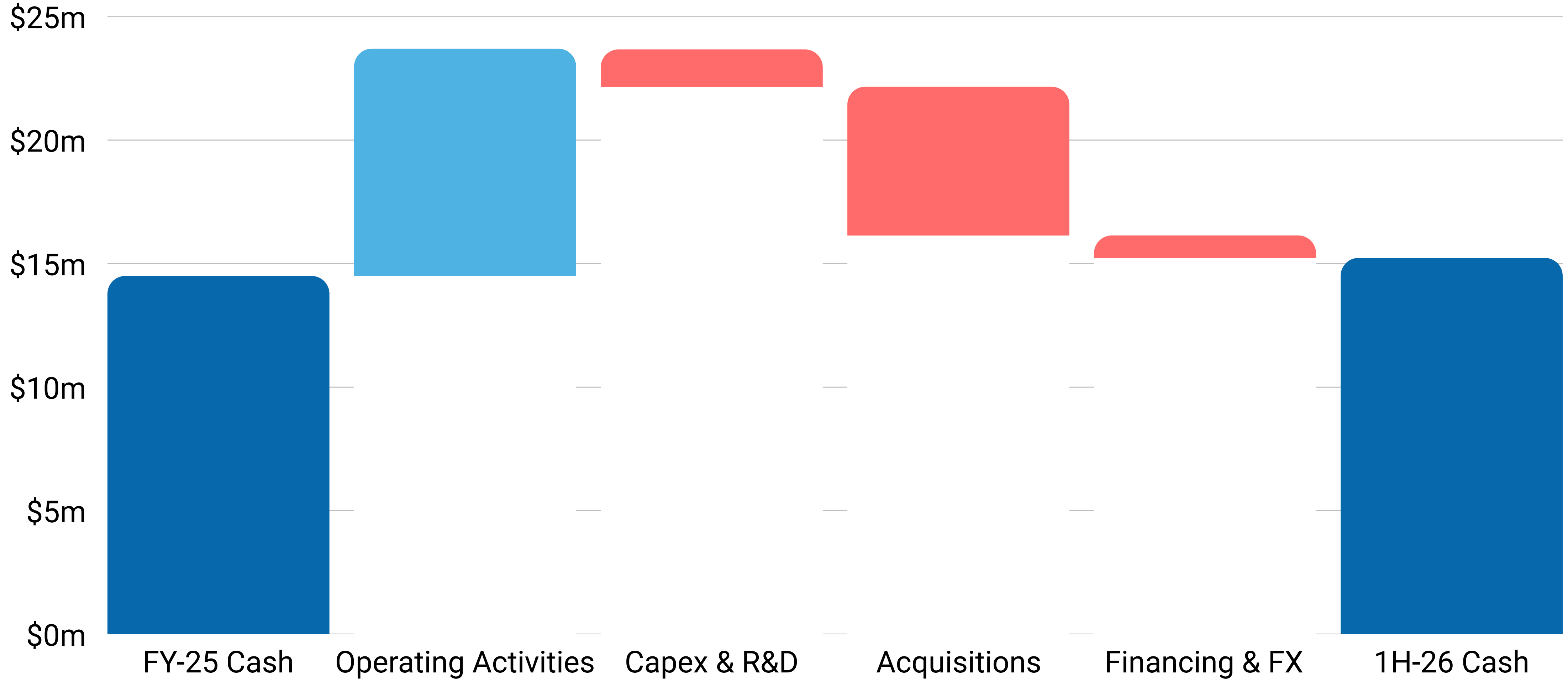


Notes: *As at 16 February 2026
Definitions: SMA = Software Maintenance Agreement; ANZ = Australia & New Zealand

CASH FLOW AND CAPITAL ALLOCATION

PRUDENT CAPITAL DEPLOYMENT AND BALANCE SHEET STRENGTH

OPERATING CASH FLOW FUNDING M&A



	FY-25 Cash	Operating Activities	Capex & R&D	Acquisitions	Financing & FX	1H-26 Cash
Cash	$14,483k	$9,187k	-$1,510k	-$6,020k	-$910k	$15,230k

- **Operating cash flow of $9.2 million** was broadly aligned with EBITDA, reflecting continued strong cash conversion and disciplined working capital management.
- **Cash outflows** in the period were primarily due to acquisition payments of $6.0 million, with an additional $1.1 million in R&D and modest capital expenditures of $0.5 million, supporting ongoing investment in the business.
- Despite these outflows, the **Group generated a positive net cash flow of $1.0 million** for the half, ending the period with $15.2 million in cash and no debt.
- **The balance sheet continues to strengthen,** providing flexibility to fund reinvestment, innovation, and selective M&A from internal cash generation.

Austco HEALTHCARE

M&A SCORECARD

STRENGTHENING CAPABILITY, DELIVERING INTEGRATION, DISCIPLINED PIPELINE

STRENGTHENING CAPABILITY AND SCALE

Recent acquisitions* have expanded the Group's regional footprint, enhanced product capability and strengthened customer relationships, especially across ANZ and North America.

INTEGRATION AND PERFORMANCE

Acquired businesses are integrated into Group operations and contributing in line with expectations, supporting revenue growth and operating leverage.

SELECTIVE AND ACTIVE M&A PIPELINE

The Group continues to evaluate strategic opportunities aligned with its capability and geographic priorities, maintaining a measured approach to capital allocation.

Notes: *Teknocorp (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);

STRATEGY & OUTLOOK

CLEAR PRIORITIES FOR SUSTAINABLE GROWTH AND SCALE

Continuous Innovation

Ongoing investment in product and platform capability to deepen integration and long-term customer value.

Enhance Margin Profile

Drive operating leverage through deployment efficiency and scale benefits across regions.

Deepen Market Presence

Strengthen regional execution and customer relationships across core markets, reinforcing Austco's position as a trusted healthcare technology partner.

Expand Recurring Revenue Base

Increase software and service penetration within the installed base, supporting greater revenue visibility and customer lifetime value.

Selective and Value-Aligned M&A

Evaluate strategic acquisition opportunities aligned with capability, geography and capital discipline, strengthening scale without compromising balance sheet strength.

Outlook

Maintain focus on execution, balance sheet strength and long-term value creation within a dynamic healthcare funding environment.

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