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27 August 2026

ASX Release

Austco Healthcare revenues grew by 16% to $94.2m, EBITDA by 14% to $14.9m and NPAT by 52% to $9.0m

- **Revenue from customers up 16% to $94.2 million**
- **Software and SMA revenues up 19% to $11.4 million**
- **Gross Margin improvement from 52.0% to 53.4%**
- **EBITDA grew by 14% to $14.9 million**
- **NPAT grew 52% from $5.9 million to $9.0 million**
- **Unfilled Contracted Revenue at $51.2 million**

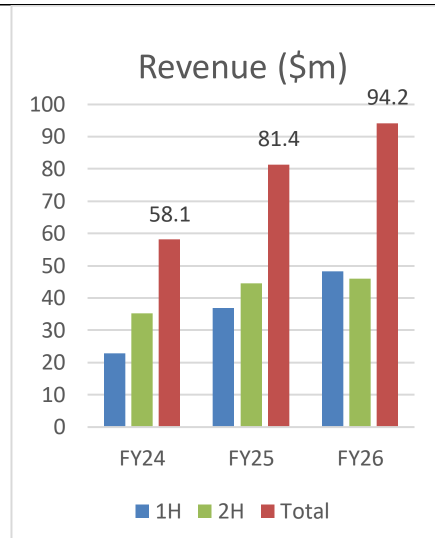
Austco Healthcare Limited (Austco), a global leader in clinical communications solutions, announces record revenues and growing EBITDA and profits.

Revenues from customers

Total FY26 revenue was $94.2 million — an increase of $12.8 million, or 16%, compared to FY25. This marks another record result, driven by both organic growth in existing operations and a full years revenue from G&S, the latest acquisition.

Growth was stronger in the first half, with 1H26 revenue of $48.2 million up 30.7% on 1H25. Second half revenue of $46.0 million was up 3.4% on 2H25, a softer result that reflects the timing of larger installation and project revenue, which is inherently lumpy given the Group's project-based delivery model.

All three acquisitions to date have been established Austco-authorised resellers. Under consolidation accounting rules, sales of $3 million to these businesses, which were previously recorded as organic revenue, are now eliminated from reported results. As a result, reported revenue figures do not fully reflect the underlying growth of our organic business.



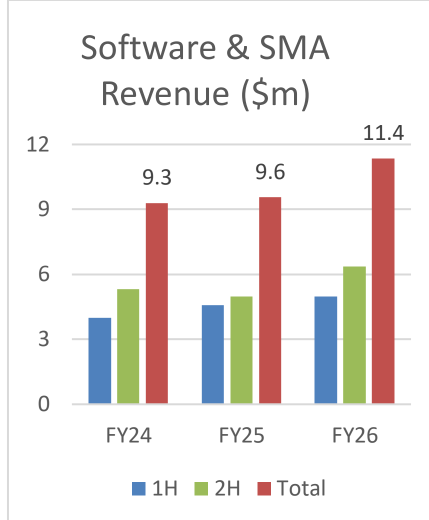
Software and SMA revenues from customers

Software and SMA revenues increased by 19% (or $1.8 million) to $11.4 million in FY26.

SMA revenues, sold as a Software Maintenance Agreement and as such recognised over the period of the agreement (which range in duration from one to five years), increased by $1.1 million.

Software revenues, sold as a perpetual licence and as such recognised as revenue in full at the point of sale, increased by $0.7 million.

Software and SMA revenues now represent 12.0% of total revenue, up from 11.7% in FY25, reflecting the Group's ongoing strategy to grow its base of higher-margin, recurring software revenue alongside its hardware and installation business.



Gross Margins on revenues from customers

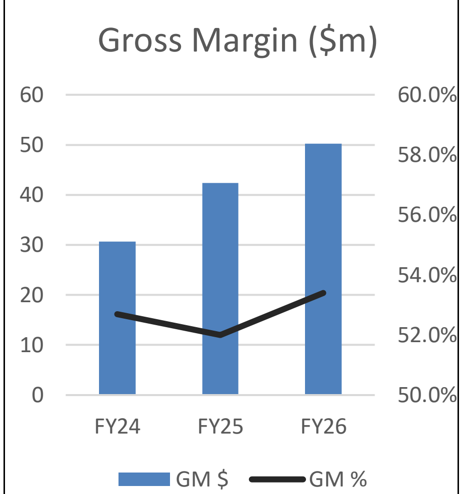
Gross margin was $50.3 million in FY26, up $7.9 million, or 19%, compared to $42.4 million in FY25. This growth was driven by higher overall revenue.

The gross margin percentage improved to 53.4%, up from 52.0% in FY25, recovering the modest decline seen over the prior two years as the Group progressively integrated its three acquired businesses.

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

Input costs have decreased marginally, and given the Group's long sales cycle, the full benefit of these savings is expected to continue flowing through in future periods.

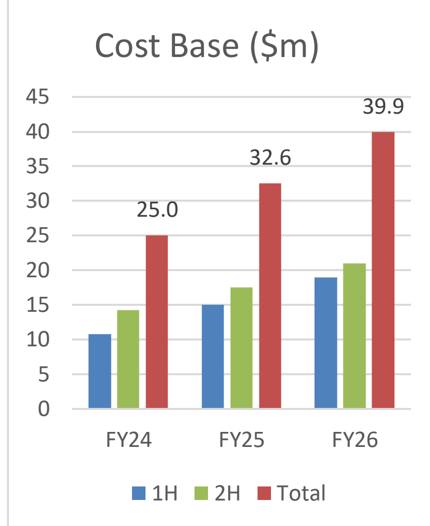
Integration of the acquired businesses continued to bring cost efficiencies during FY26, through planned operational improvements and supply chain efficiencies, and is expected to continue supporting margin growth in FY27.



Indirect Cost Base

Overhead expenses increased by $7.4 million to $39.9 million in FY26, up from $32.6 million in FY25. A significant portion of this increase relates to a full year's contribution from G&S the latest acquired business. As integration progresses and functions are merged across the group, it becomes harder to precisely separate costs between organic and acquired operations. Overhead as a proportion of revenue was 42.4% in FY26, compared with 40.0% in FY25, reflecting the added cost base from acquisitions running ahead of the softer second-half revenue growth.

M&A-related costs remained modest in FY26, consistent with the $0.1 million incurred in FY25 (FY24: $0.5 million), reflecting the Group's continued use of internal resources for transaction execution.

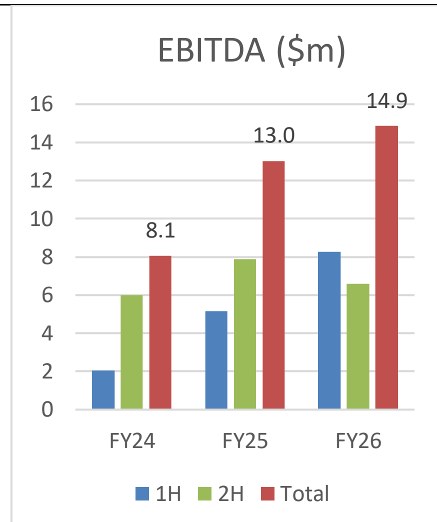


EBITDA

EBITDA of $14.9 million in FY26 was up 14% from $13.0 million in FY25, driven by continued revenue growth, partly offset by the additional overhead base from the Group's acquisitions and a softer second half.

EBITDA margin was 15.8% in FY26, easing slightly from 16.0% in FY25 (FY24: 13.8%), as the added cost base from acquisitions and softer second-half revenue growth offset the Group's continued operating leverage over the three-year period.

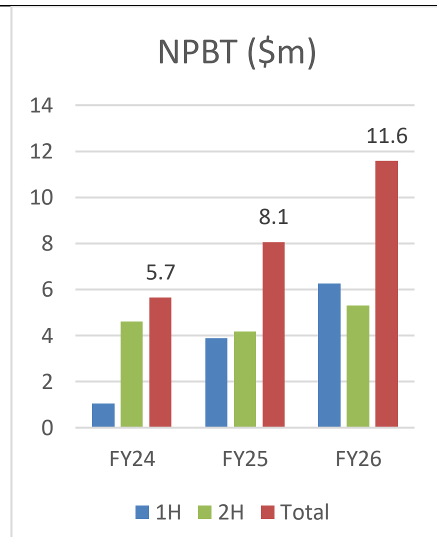
As EBITDA focuses on core operational performance, it excludes the contingent consideration adjustments arising from acquisitions.



Statutory Net Profit Before Tax

Net Profit Before Tax grew strongly in FY26, reaching $11.6 million, up 44% from $8.1 million in FY25 (FY24: $5.7 million). This performance represents compound growth over the past three years, underpinned by both revenue expansion and improved operating leverage, and highlights the benefits of the Group's strategic initiatives and disciplined execution.

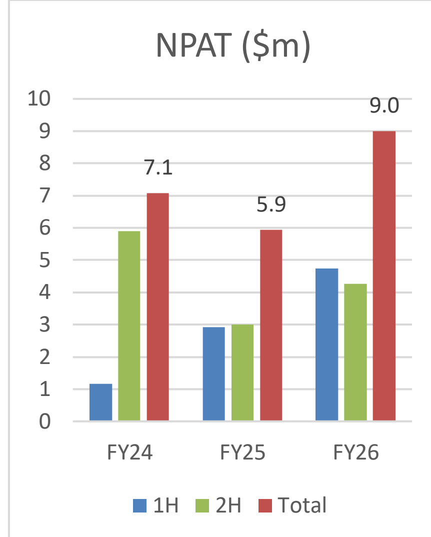
Net Profit Before Tax in FY25 included a one-off $2.2 million contingent consideration expense mainly related to finalising the Amentco earn-out; in FY26, it included a $0.9 million benefit from a favourable revision to the G&S contingent consideration.



__Statutory Net Profit after Tax__

Net Profit After Tax (NPAT) for FY26 was a record $9.0 million, up 52% from $5.9 million in FY25 (FY24: $7.1 million). The strong increase in NPAT reflects both the growth in NPBT discussed above and a lower effective tax rate compared to FY25, as explained below.

FY25 included a $2.2 million one-off contingent consideration expense, which was not tax deductible, resulting in an elevated effective tax rate of 26% for that year. FY26 included an offsetting item — a $0.9 million contingent consideration benefit from a favourable revision to the G&S earn-out, which is similarly not assessable for tax — and the effective tax rate normalised to approximately 22%, further supporting the strong growth in NPAT. FY24's result had itself benefited from a $1.4 million tax credit relating to the recognition of material tax assets.



__Unfilled Contracted Revenue__

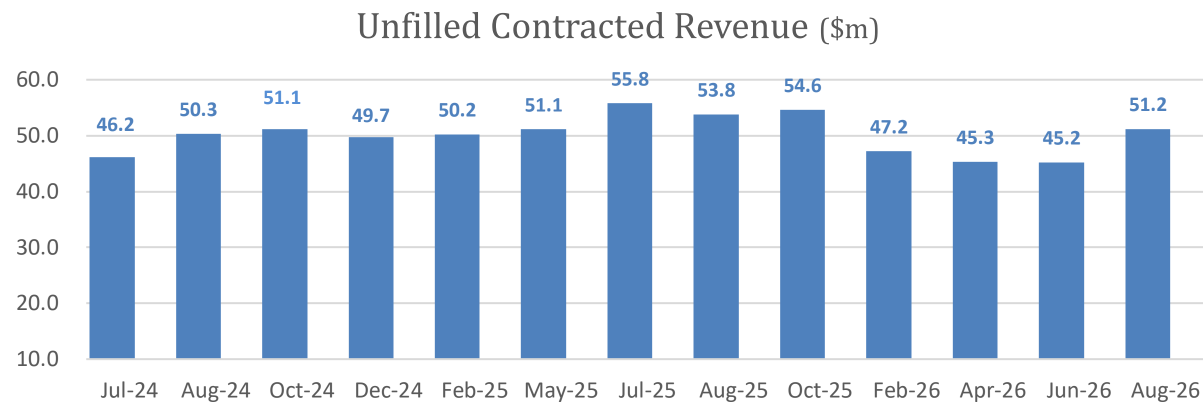
Austco's Unfilled Contracted Revenue (UCR) book stood at $51.2 million at 17 August 2026, up 13% from $45.2 million at 30 June 2026. UCR represents confirmed contracted orders from customers that have not yet been fulfilled and, as such, no revenue has been recognised.

Austco's UCR is generated across eleven operating units spanning six currencies, and the order book therefore carries material foreign exchange exposure. At August 2026 approximately 80% of Group UCR was denominated in foreign currencies. Movements in these exchange rates have had a meaningful effect on the reported (AUD) value of UCR over the past year, independent of the underlying level of customer orders.

Restating the UCR history over the past 12 months at the exchange rates prevailing on 17 August 2026 removes this currency effect and shows that on this constant-currency basis UCR was up 1% over the past 12 months whereas the as-reported figure fell 5%, from $53.8 million to $51.2 million.

By contrast, the more recent recovery in UCR, from $45.2 million at 30 June 2026 to $51.2 million at 17 August 2026, is not meaningfully currency-driven, rather this growth reflects genuine new order intake rather than exchange rate movements.

Despite the movements in UCR over FY26, the Group's order book remains well diversified across regions and currencies, and management continues to monitor the pace of new order intake, the mix of currency exposure, and the rate of revenue delivery relative to UCR as key indicators of future revenue growth.



Research & Development

In the reporting period, the Company invested $4.8 million (FY25; $4.8 million), of which $2.0 million was capitalised (FY25; $2.0 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 FY26 R&D investment is partly offset by $1.6 million of R&D amortisation expense in FY26.

Cash and Working Capital Position

Cash on hand was $16.3m at 30 June 2026, up from $14.5 million at June 2025. Cash generated from operating activities of $12.5 million reflected underlying profitability and will allow for further M&A investment 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 (as it did in FY26 by paying $6.0m in cash) without the need for liquidity events, if it chooses to do so. Future contingent consideration obligations at June 2026 are $2.5m due in March 2027.

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

Austco Healthcare enters FY27 with A$51.2 million of Unfilled Contracted Revenue, up 13% since June 2026, and a software and maintenance base growing at 19%. With demand underpinned by ageing populations and clinical workforce shortages, four reseller acquisitions now integrated, and the full benefit of lower input costs still flowing through, we are confident in our ability to sustain earnings growth into FY27 and beyond. The Group remains focused on operational execution, balance sheet strength and disciplined acquisition, with the timing of hospital capital programmes the principal variable.

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

~ Ends ~

For further information

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About Austco Healthcare
Austco Healthcare Limited (ASX: AHC) is a global provider of healthcare communication and clinical workflow solutions. Founded in 1986 and headquartered in Port Melbourne, Australia, Austco supports more than 5,000 healthcare facilities across over 60 countries through its direct operations and global reseller network. Its core products include the Tacera IP nurse call platform, Medicom, Pulse Mobile, clinical workflow and real-time location services, and enterprise reporting and integration.