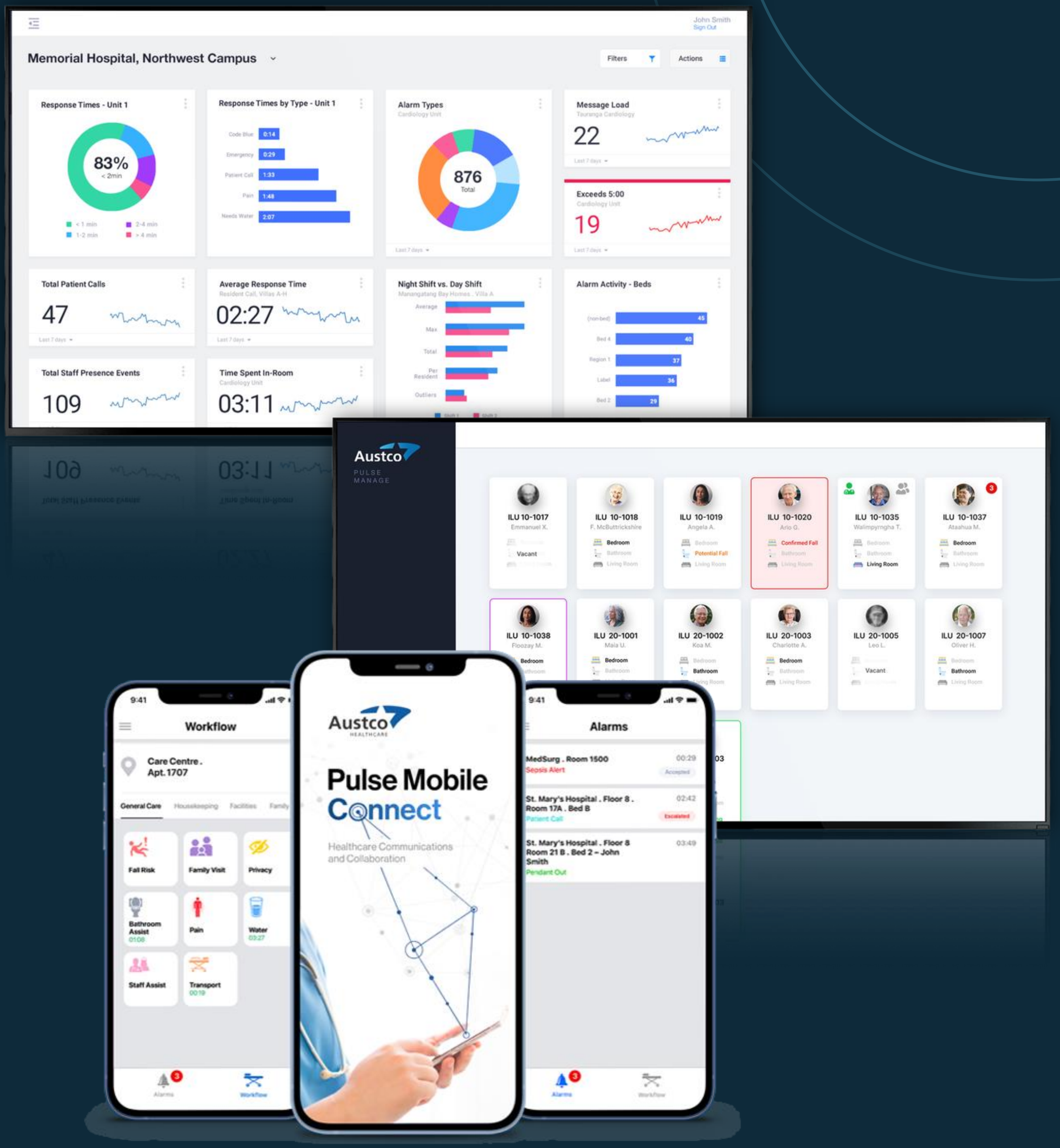
Austco HEALTHCARE

ASX : AHC

HEALTHCARE COMMUNICATIONS, WORLDWIDE

FY26
Full-Year Results

Record results. More than 5,000 facilities to build on.



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Austco Healthcare Limited · ASX: AHC · 27 August 2026

Tacera · Pulse Mobile · Pulse Insights · Pulse Manage

FY26 HIGHLIGHTS

Record revenue and earnings, delivered while absorbing three businesses

A RECORD YEAR	$94.2m	Record revenue, **up 15.8%.** EBITDA of **$14.9 million, up 14.0%**.
STRUCTURAL GROWTH TAILWINDS	US$1.9tn	Global digital health spending forecast by 2031, a **25.7% compound rate,** driven by ageing populations and workforce shortages.
GLOBAL SCALE	5,000+	Facilities in over **60 countries,** served from direct operations in 6 countries.
DIFFERENTIATED PLATFORM	$11.4m	Software and maintenance revenue, **up 19%** — now **12.0%** of Group revenue.
BALANCE SHEET STRENGTH	$16.3m	$16.3 million cash and no material borrowings

FY26 SCORECARD

Record revenue and profit, gross margin up, EBITDA margin broadly in line with the pcp

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REVENUE

$94.2m ▲ 15.8%

A full year from G&S and growth in ANZ and North America more than offset softer project delivery in Asia and Europe.

EBITDA

$14.9m ▲ 14.0%

Gross profit growth of 18.7% partly offset by the full-year cost base of the acquired businesses and a softer second half.

GROSS MARGIN

53.4% ▲ 140bp

Materials costs fell in absolute terms on lower input prices and supply chain efficiencies delivered through integration.

EBITDA MARGIN

15.8% ▼ 25bp

Broadly in line with the pcp (FY25: 16.0%), maintained while funding the full-year cost base of three acquired businesses and continued investment in people and capability.

NPBT

$11.6m ▲ 43.8%

On an underlying basis, excluding contingent consideration remeasurement in both years, up 3.9% to $10.7 million.

NPAT

$9.0m ▲ 51.8%

Underlying NPAT of $8.1 million, in line with FY25, excluding contingent consideration remeasurement in both years.

EBITDA = earnings before interest, tax, depreciation and amortisation · NPBT / NPAT = net profit before / after tax · bp = basis points

AUSTCO AT A GLANCE

Four decades of clinical communications, delivered from six countries to more than sixty

Austco HEALTHCARE

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

TRUSTED EXPERTISE

Supporting healthcare facilities in **over 60 countries** worldwide through **271 employees** and a global network of certified resellers and partners.

GLOBAL FOOTPRINT

International presence across **6 countries:** Australia (head office), United States (product and development), New Zealand, Singapore, Canada and the United Kingdom.

DEMAND-ALIGNED SOLUTIONS

A platform portfolio spanning communication **(Tacera** and Medicom), workflow optimisation **(Pulse Mobile)** , real-time location services and enterprise reporting, with the low voltage infrastructure installed alongside them.

STRONG FINANCIAL FOUNDATION

Revenue of **$94.2 million** and EBITDA of **$14.9 million,** with **$16.3 million of cash,** no material borrowings and net assets of **$62.1 million.**

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

HEALTHCARE MEGATRENDS

Demand is structural, the timing of hospital capital spending is not

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Ageing populations

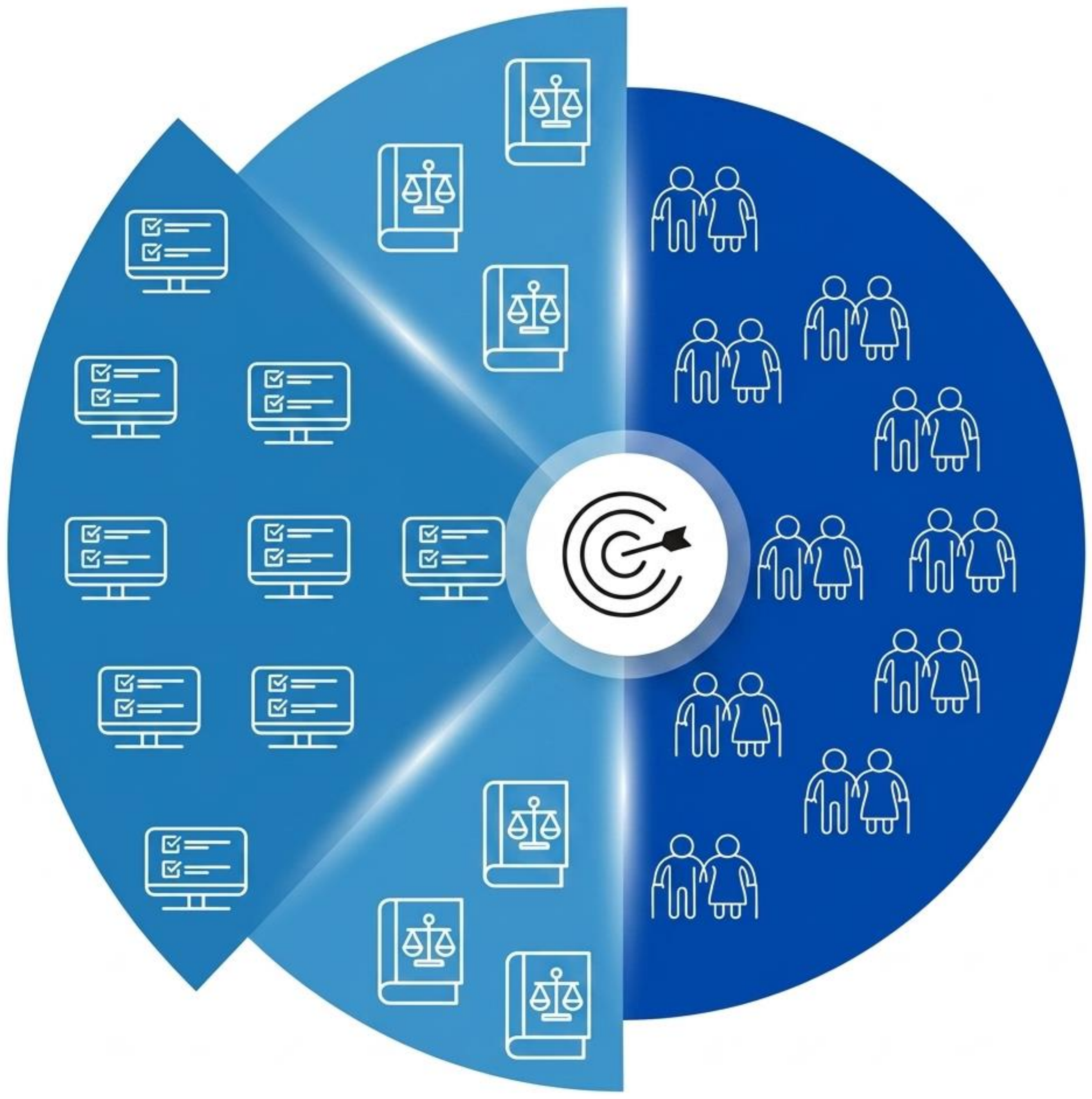
The number of people aged 65 and over is projected to rise from **703 million** in 2024 to **1.5 billion** by 2050, adding demand for hospital and aged care capacity that has to be staffed and monitored.

Healthcare digitalisation

Global digital health spending is forecast to grow from **US$389 billion** in 2024 to **US$1.9 trillion** by 2031, a compound rate of **25.7%,** as care delivery moves onto data and analytics.

Regulatory & compliance demands

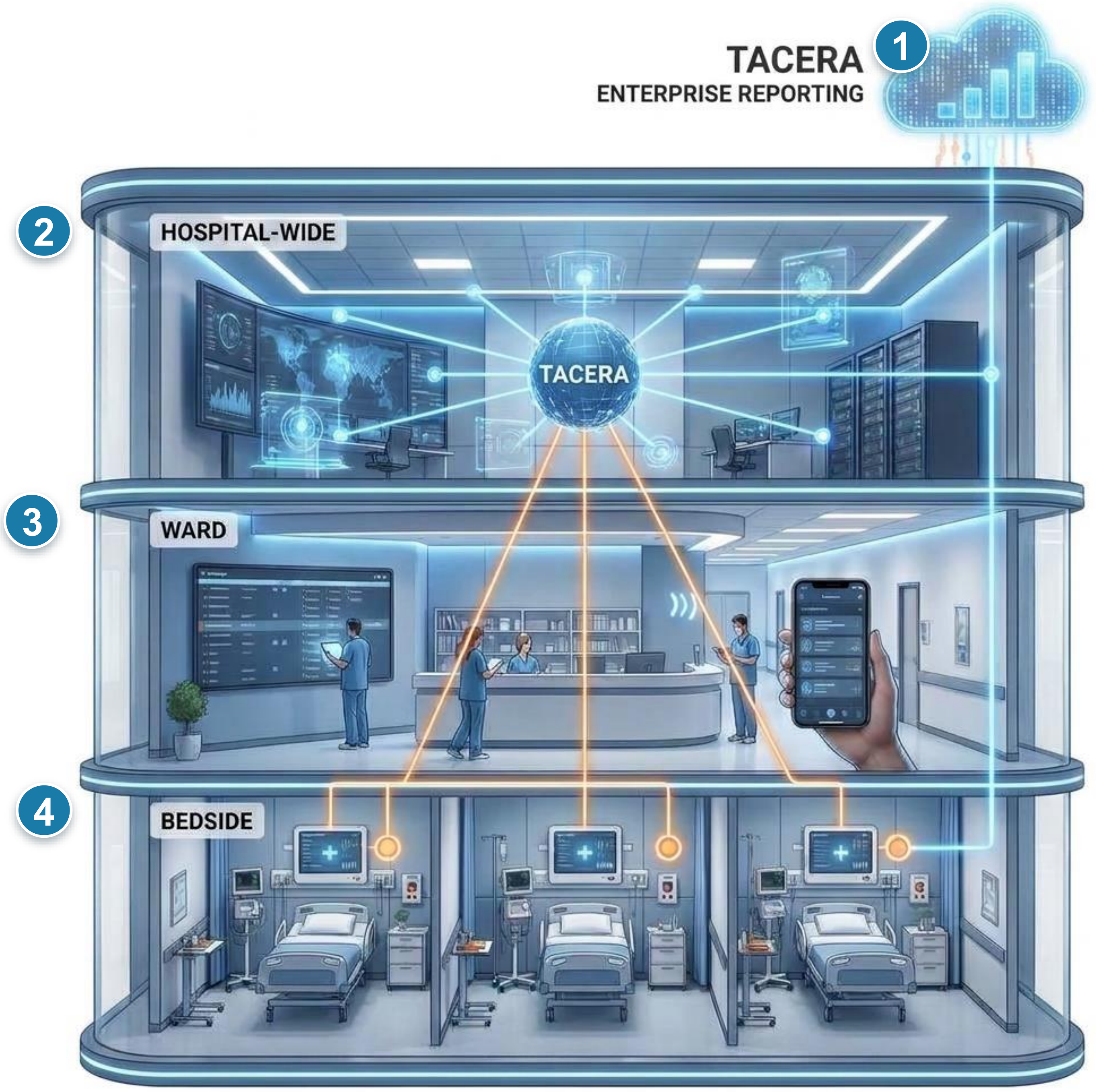
Requirements covering patient safety, incident reporting and data privacy continue to tighten, and increasingly require systems that **record and evidence clinical response** rather than simply raising an alert.



Sources: UN World Population Prospects 2024 · The Insight Partners, Digital Health Market Forecast 2025–31 · WHO Global Patient Safety Action Plan 2021–2030

WHERE AUSTCO FITS IN A HEALTHCARE FACILITY

From the bedside to the enterprise, on one platform



1 Command Centre

Enterprise reporting and operational insight across sites, alongside system readiness monitoring and fall detection.

2 Across the healthcare facility

Tacera software handling alarm management, call routing, audio communications and information drawn from third-party clinical systems.

3 In the ward

Alerts, notifications, mobile applications, touchscreens and information displays that route the call to the right clinician on the right device.

4 At the bedside

Patient call points, in-room devices and real-time location components that raise a call and identify who is calling and where they are.

ENTERPRISE PRODUCTS

AI-informed insight, system readiness and fall detection

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Operational insights

AI-informed analysis of call volume and staffing, unusual call patterns and automatic workflow assignment.

System readiness

Monitoring of network, servers, device faults and database storage providing assurance of system availability.

Fall detection and movement

Radar or camera-based detection which, over time, can anticipate resident needs rather than only respond to them.

AI-ENABLED HEALTHCARE

The roadmap for embedding intelligence across the Austco platform

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Tacera | Pulse | RTLS → AI layer — roadmap

Predictive clinical intelligence

Fall risk scoring, call anomaly detection and deterioration early warning from call data and RTLS positioning.

Intelligent workflow optimisation

AI-powered staff routing on acuity, workload, proximity and skill — reducing response times.

Operational analytics & decision support

FOUNDATIONS LIVE IN PULSE INSIGHTS

Response time analysis, staffing adequacy and compliance readiness dashboards for administrators.

Predictive maintenance & system health

AI monitoring of installed hardware to flag device issues before downtime — strengthening SMA value.

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

HOW WE EARN REVENUE

Three revenue lines, three different economics

EQUIPMENT 55%	INSTALLATION 33%	SMA 12%

EQUIPMENT

$51.9m ▲ 12.1%

AT THE POINT OF SALE

Call points, in-room devices, touchscreens and location components.

INSTALLATION

$31.0m ▲ 21.4%

OVER THE LIFE OF THE WORKS

Configuration and integration of Austco systems and the low-voltage infrastructure around them.

SOFTWARE & MAINTENANCE

$11.4m ▲ 19%

OVER THE AGREEMENT TERM

Perpetual Tacera licences plus maintenance agreements of one to five years.

Revenue by type of good or service as disclosed in Note 2. Figures may not sum due to rounding.

HOW A CONTRACT IS WON

A system is tendered once and then earns for a decade or more

Specify	Tender	Award	Deliver & Install	Service

Identify client needs	Formal tender	Contract signed Point in time	Equipment & installation	Recurring Maintenance agreement
No revenue. Pipeline only	No revenue. Pipeline only	Enters UCR	UCR converts to revenue	SMA revenue

Specified before it is built

Clinical communications is specified into a building during design, often years before construction begins, and tendered as part of the build programme.

Won once, delivered over time

An award enters unfilled contracted revenue at signing and converts to revenue as delivery and installation complete, with a maintenance agreement following commissioning.

The cycle lengthened in FY26

Slower construction programmes and harder capital budgeting pushed award and installation timing into later periods, deferring orders rather than losing them.

THE AUSTCO HEALTHCARE BUSINESS MODEL

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We win the facility, then we monetise it for a decade

01 BID AND WIN

The decision is made once, for a system life measured in decades. Every installation adds to a base of more than **5,000 facilities** in over **60 countries.**

02 INSTALL

Equipment and installation were **88.0%** of FY26 revenue and grew 15.4% to **$82.9 million.** Project work is growing, not being wound back.

03 SERVICE AND EXTEND

Software, maintenance and additional modules are earned at higher margin from a relationship already won: **12.0%** of revenue, up from 11.7%, growing 19% to **$11.4 million.**

5,000+
facilities in over 60 countries

$82.9m
equipment & installation revenue, ▲ 15.4%

12.0%
of revenue now software & maintenance, up from 11.7%

$11.4m
software & SMA revenue, ▲ 19%

MONETISING THE BASE

Won in 2023, retained in 2024, converted to a decade of revenue in 2026

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$4.2m

TEN-YEAR RECURRING REVENUE CONTRACT

Approximately $420,000 a year, 1 October 2026 to 30 September 2036, recognised over the term

NOVEMBER 2023 · CONTRACT WIN

Tacera delivered to Ng Teng Fong General Hospital and Jurong Community Hospital. Project revenue as the customer acquisition channel.

SEPTEMBER 2024 · EXTENSION

The relationship extended. The installation holds and expands.

JULY 2026 · TEN-YEAR SMA

The installed facility becomes a decade of annuity SMA revenue, with no new build and no customer acquisition cost, against Asia segment revenue of $6.7 million in FY26.

Ng Teng Fong General Hospital and Jurong Community Hospital, Singapore

LATIN AMERICA CONTRACT WIN

Hospital Israelita Albert Einstein, ranked the number one hospital in Latin America

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Hospital Israelita Albert Einstein, São Paulo, Brazil

$1.85m

PHASE ONE PURCHASE ORDERS RECEIVED

An order for the second phase is expected in the first half of next year

THE WIN

Nurse call retrofit awarded over the incumbent competitor, won on the strength of relationship and solution quality with reseller partner Teleinfo.

THE SCOPE

A full Tacera IP retrofit: 550 patient stations, 560 over-door lights, more than 1,000 bathroom call points, 33 nurse stations and annunciators, and the Tacera Pulse software suite. Deliveries through to around March 2027.

WHY IT MATTERS

Ranked among the top 20 hospitals globally, Einstein is a flagship reference site and a platform for further growth across Latin America.

AUSTRALIA, CONTRACT WIN, WARRNAMBOOL BASE HOSPITAL

Won on cost and integration in a $396.1 million Victorian redevelopment

$1.1m

NURSE CALL CONTRACT AWARDED

Tacera with Pulse Mobile mobility across the redeveloped hospital

WHY AUSTCO WON

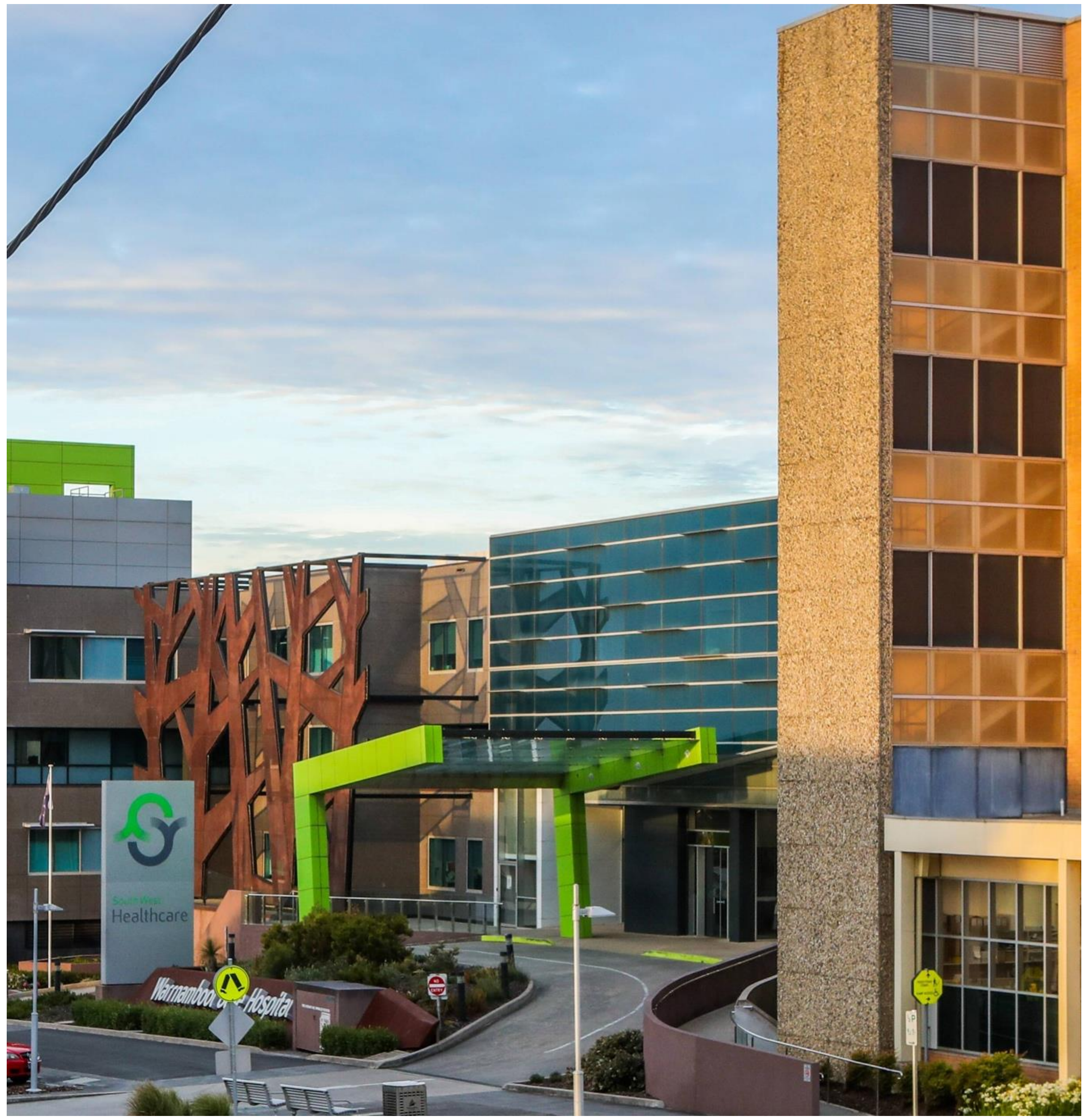
Selected over the incumbent competitor on cost and integration, continuing Austco Australia’s record of public hospital delivery in Victoria.

THE FACILITY

Warrnambool Base Hospital is operated by South West Healthcare, the referral centre for Victoria’s south west.

THE REDEVELOPMENT

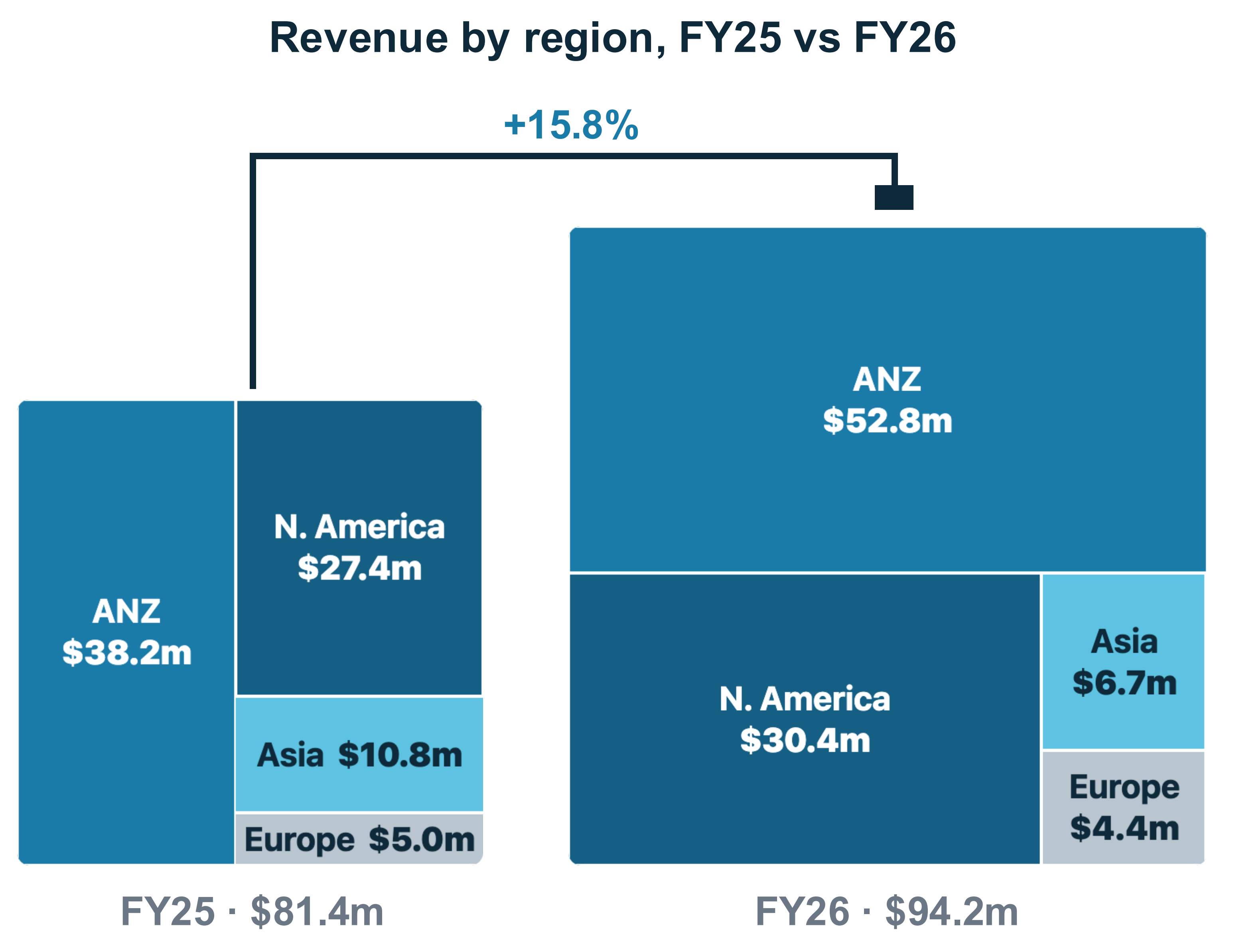
Rebuilt under a $396.1 million Victorian Government program targeting completion in 2027.



Warrnambool Base Hospital, Victoria · operated by South West Healthcare

GEOGRAPHIC REVENUE MIX

The mix shifted to Australia and New Zealand, where the acquisitions landed



ANZ	▲ 38.1%	$52.8m	56% of Group revenue, driven by G&S Technologies and public hospital and aged care programmes.
NORTH AMERICA	▲ 11.0%	$30.4m	32% of Group revenue, with tariff-related supply-chain uncertainty influencing decision timing.
ASIA	▼ vs FY25	$6.7m	Against a strong prior period on installation timing; now contracted for ten years at Jurong from October 2026.
EUROPE	▼ vs FY25	$4.4m	5% of Group revenue, with installation timing and foreign exchange affecting the reported result.

SOFTWARE & MAINTENANCE

Grew 19% across the year, and accelerated in the second half

$11.4m ▲ 19%
software and SMA revenue

12.0%
of Group revenue, up from 11.7%

+28%
2H vs 1H: $6.4m vs $5.0m

Software & SMA revenue, $m

FY24	$9.3m (+9%)
FY25	$9.6m (+3%)
FY26	$11.4m (+19%)

Growth accelerated in FY26: +$1.8m in one year. Excludes the ten-year, $4.2 million Jurong SMA commencing October 2026

How it is earned
Software is sold as a perpetual licence, recognised at the point of sale; maintenance agreements run one to five years, recognised over the term.

The annuity layer compounds independently
SMA growth outpaced project revenue — the recurring layer is compounding on the installed base, independent of project timing.

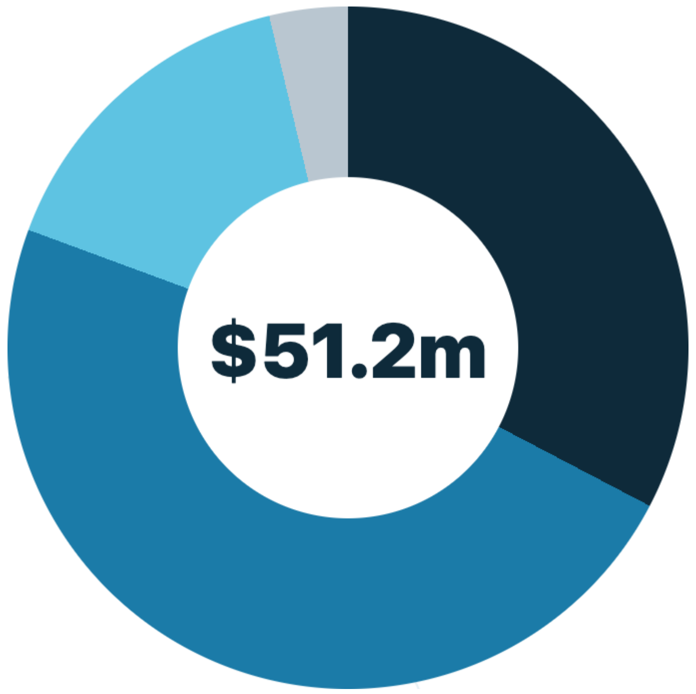
UNFILLED CONTRACTED REVENUE

New contract wins outpaced record Q4 deliveries

$51.2m
unfilled contracted revenue at 17 August 2026

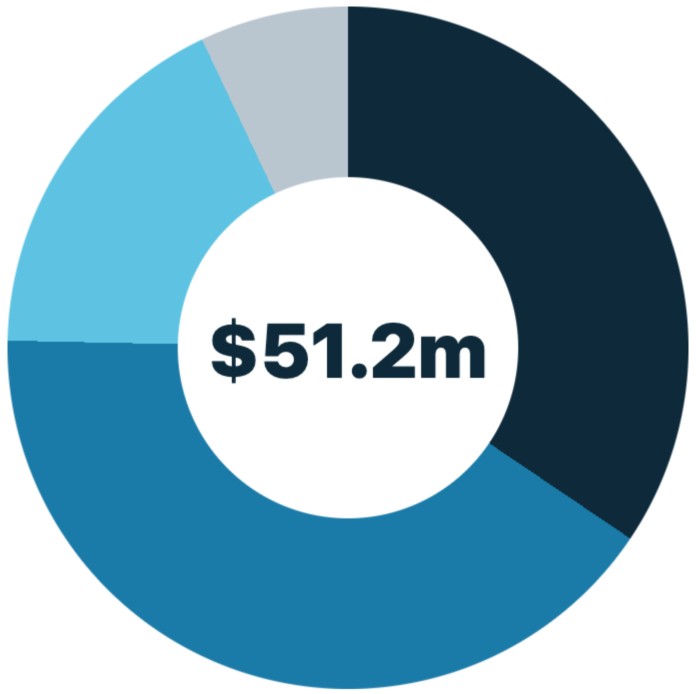
▲ 13%
growth since June 2026, driven by new awards

▼ FX
year-end movement driven by currency translation, not lost work



By region

ANZ	$16.7m
North America	$24.5m
Asia	$8.0m
Europe	$1.9m



By revenue type

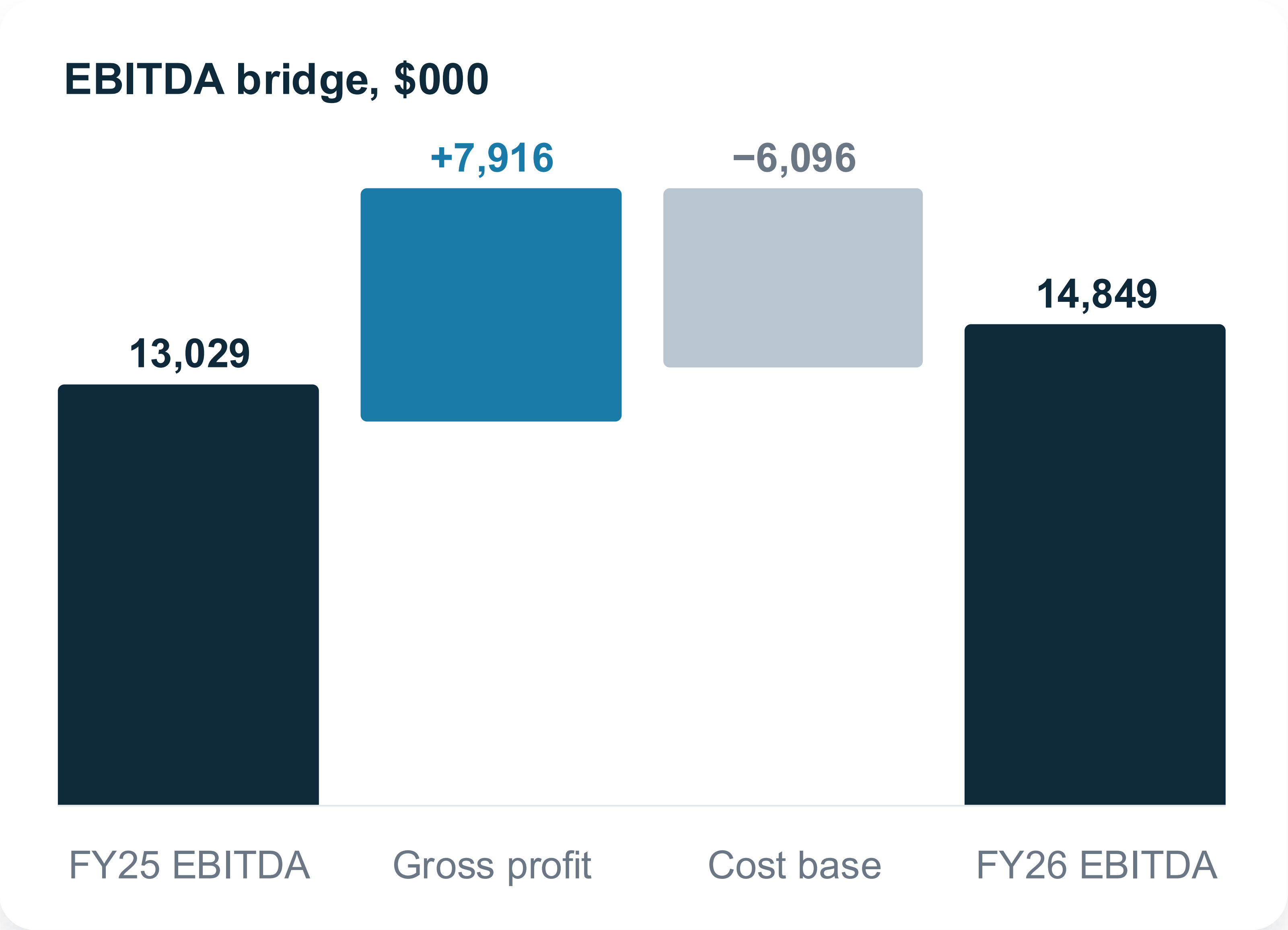
Equipment	$17.6m
Installation	$20.9m
SMA	$9.0m
Software	$3.6m

UCR converts to revenue as equipment is delivered and installation completes. Breakouts as at 17 August 2026; figures may not sum due to rounding.

FY26 EBITDA Bridge

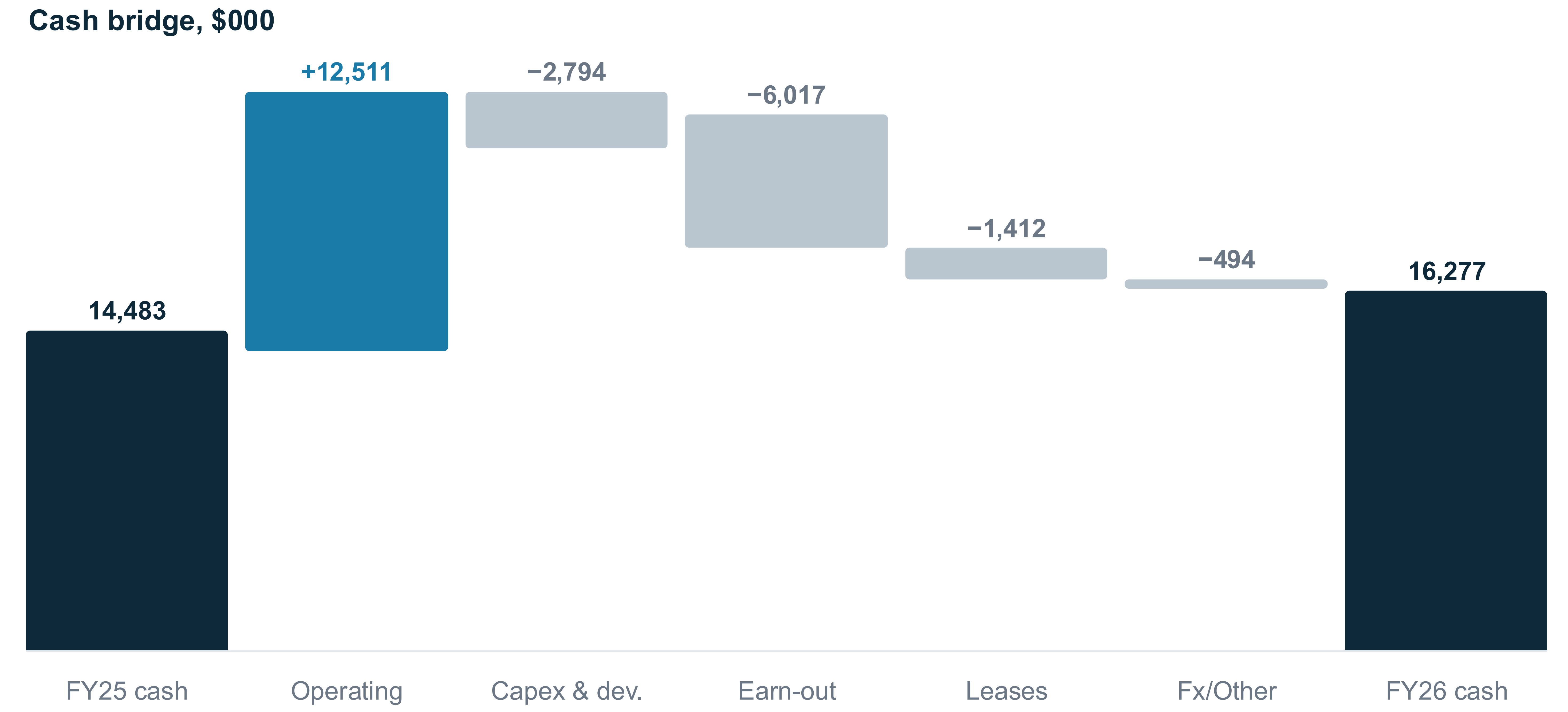
Record gross profit and EBITDA in FY26

GROSS PROFIT ▲ 18.7%	$50.3m	Gross margin improved to 53.4% from 52.0% as materials costs fell in absolute terms.
OVERHEADS ▲ 24.0%	$35.6m	The first full year of the acquired businesses, growing faster than revenue, excludes D&A and interest.
EBITDA ▲ 14.0%	$14.9m	EBIT up 7.0% after depreciation and amortisation on the acquired asset and lease base.
PROFIT BEFORE TAX ▲ 43.8%	$11.6m	On an underlying basis, up 3.9% to $10.7 million.
NPAT ▲ 51.8%	$9.0m	Effective tax rate normalising to 22.3% from 26.4%.



CASH FLOW

Cash grew to $16.3 million after paying a $6.0 million earn-out



EXTENDING NATIONAL COVERAGE, SOUTH AUSTRALIA ACQUISITION

Medical Communications Systems acquired at the same multiple as the three before it

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3.5×
normalised EBITDA, ~$2.88m total consideration

$1.88m
net revenue added, FY basis

$0.82m
EBITDA, FY basis

15
years as our reseller, since 2011

FOUR ACQUISITIONS, ONE FORMULA

2023
Teknocorp

2024
Amentco

2025
G&S Technologies

2026
MCS

Why the revenue added is not the revenue acquired

MCS generated approximately $3.33 million of revenue in FY26, of which $1.45 million was Austco product and software already recorded as our revenue.

The terms

Cash-free, debt-free, $2.24 million upfront in cash. A performance-based earn-out at 3.5 times annualised FY27 EBITDA less the upfront consideration, currently estimated at $0.64 million, payable following the audited FY27 accounts.

STRATEGY AND OUTLOOK

Clear priorities for sustainable growth and scale

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Continuous innovation

$4.8 million invested in the Tacera platform in FY26, with the AI roadmap extending it across predictive care, workflow and system health.

Expand recurring revenue

Software and maintenance grew 19% to $11.4 million, 12.0% of revenue, anchored by the ten-year, $4.2 million Jurong SMA.

Enhance margin profile

Gross margin up 140bp to 53.4% on supply chain efficiencies delivered through integration; operating leverage as the acquired cost base annualises.

Disciplined and selective M&A

Four reseller acquisitions in three years at conservative multiples, each with a performance-based earn-out aligning the vendor to delivery.

Deepen market presence

Flagship reference sites in every region — Hospital Israelita Albert Einstein in LATAM, Jurong in Asia, national ANZ coverage.

Outlook

Austco enters FY27 with a healthy sales pipeline, momentum across all regions, and $51.2 million of unfilled contracted revenue at 17 August 2026.

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Austco HEALTHCARE

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APPENDIX · M&A SCORECARD

Strengthening capability, delivering integration, disciplined pipeline

ACQUISITION	COMPLETED	GEOGRAPHY	EARN-OUT OUTCOME
Teknocorp	November 2023	Western Australia	Completed
Amentco	May 2024	Queensland	Outperformed — recognised at $5.9m, settled at $8.4m
G&S Technologies	May 2025	New Zealand	Revised down to $2.5m, due March 2027
MCS NEW	August 2026	South Australia	Estimated $0.64m, payable after audited FY27 accounts

Four transactions on the same formula — a consistent multiple of normalised earnings with a performance-based earn-out — funded from operating cash flow. The earn-out works in both directions: Amentco settled above the amount recognised because the business outperformed; G&S was revised down.

Consideration and contingent consideration as disclosed in Note 28 and the Company's ASX releases. Geography reflects each acquisition's primary service territory.