



## 2025 AGM Presentation

**DELIVERING ON STRATEGY**



ASX: AHC | OCTOBER 2025

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CHIEF EXECUTIVE OFFICER

# FY2025 HIGHLIGHTS

“MOMENTUM, MARKET TAILWINDS, FINANCIAL DISCIPLINE.”



## PERFORMANCE MOMENTUM BUILDING

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



## LARGE & GROWING 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); **\$54.6m\*\*\* unfilled contract revenue (UCR)** provides visibility into future earnings.

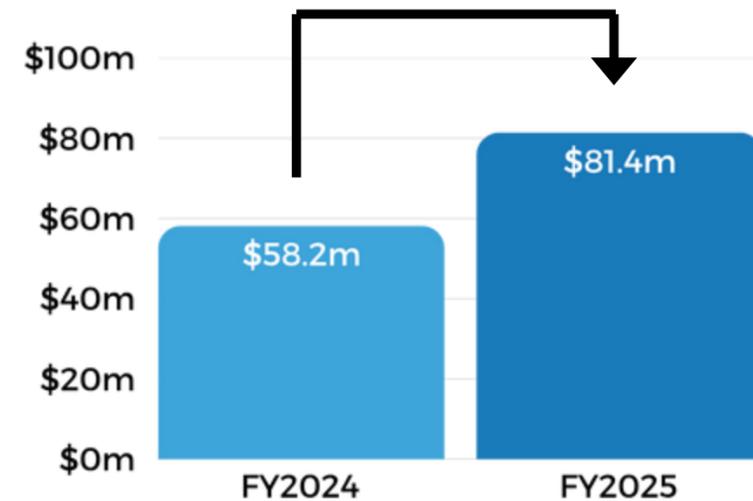


Notes: \*The Insight Partners, "Digital Health Market Forecast 2025-31," 2025. [\(Link\)](#) \*\*United Nations, World Population Prospects 2022 [\(Link\)](#) \*\*\*As at 23 October 2025

# FY2025 SCORECARD

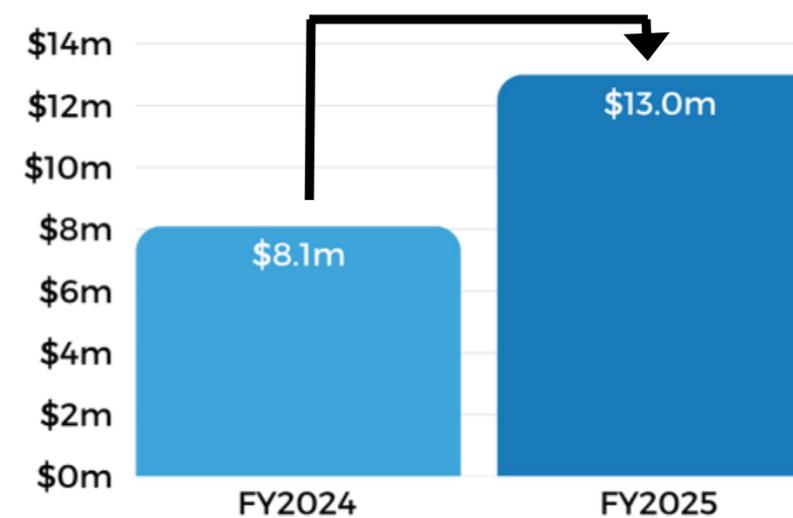
“DELIVERING ON STRATEGY – MOMENTUM ACROSS ALL KEY METRICS”

## Revenue



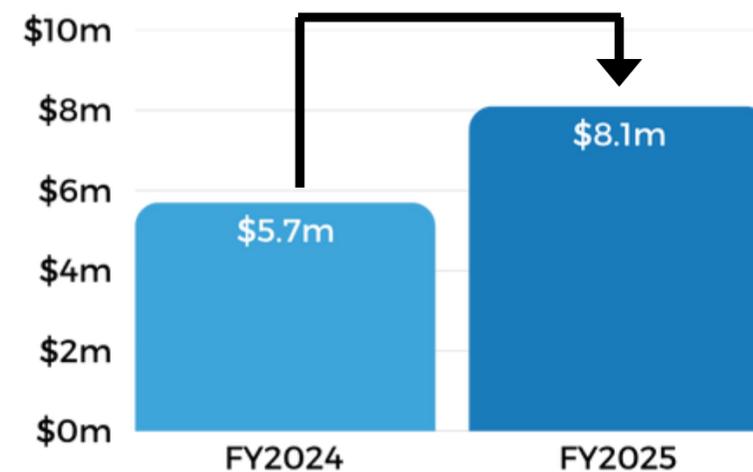
This marks another strong result, driven by both organic growth in existing operations and additional revenue from acquisitions.

## EBITDA



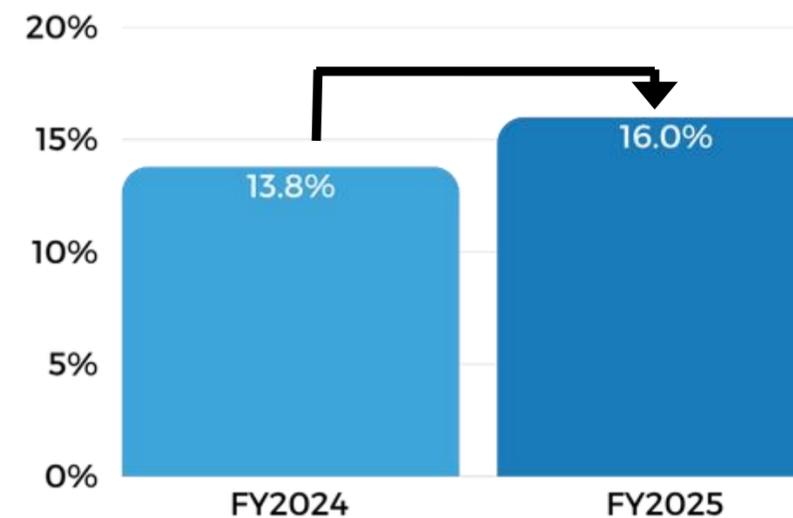
EBITDA of \$13.0 million in FY25 was up 62% from \$8.1 million in FY24, driven by strong revenue growth and the successful acquisitions.

## NPBT



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

## EBITDA Margin

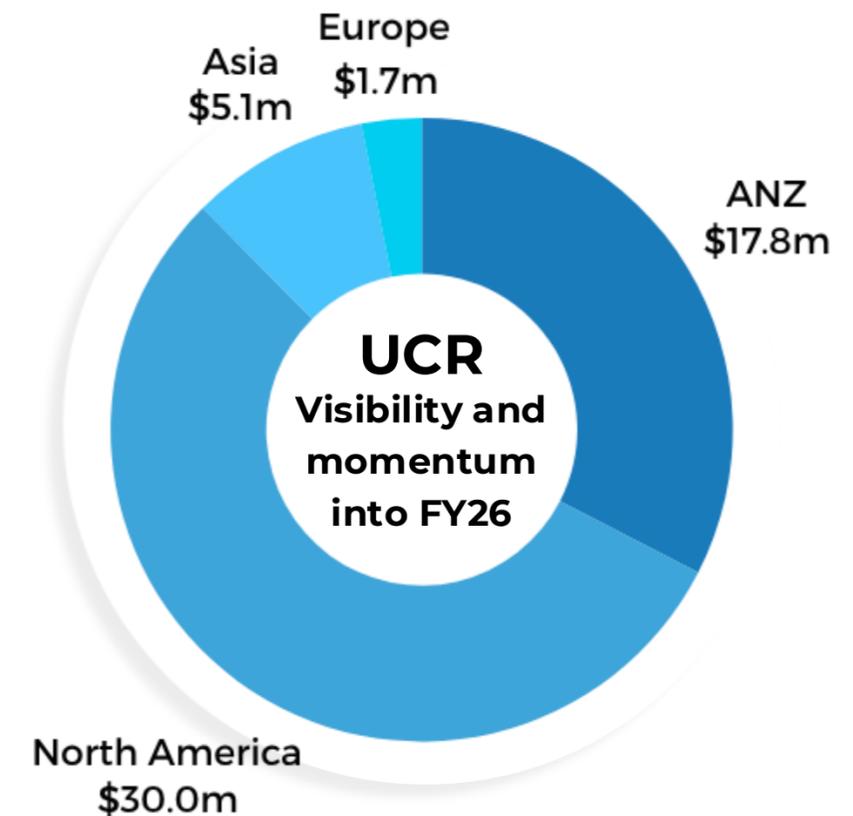
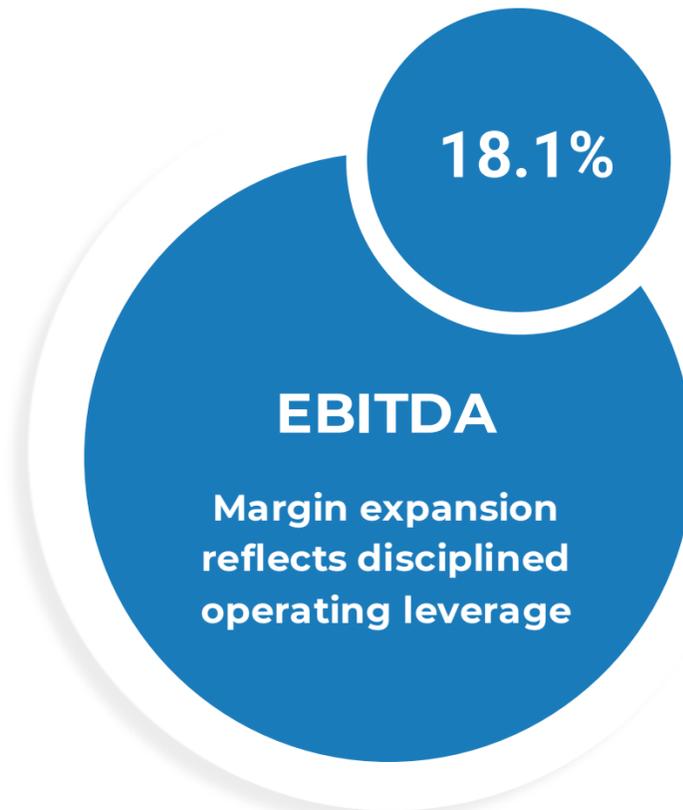


Demonstrating the company's operating leverage, EBITDA margins have improved significantly, increasing from 13.8% in FY24 to 16.0% in FY25

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

# FY26 - Q1 TRADING UPDATE

STRONG START TO FY26 – GROWTH, LEVERAGE AND VISIBILITY



**\$54.6m\***

Notes: \*As at 23 October 2025, ANZ = Australia & New Zealand  
Definitions: EBITDA = Earnings Before Interest, Tax, Depreciation & Amortisation; UCR = Unfilled Contracted Revenue

# M&A Execution

'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, and 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

# HEALTHCARE MEGATRENDS

“GLOBAL FORCES DRIVING DEMAND FOR SAFER, SMARTER CARE”

## Ageing Demographic

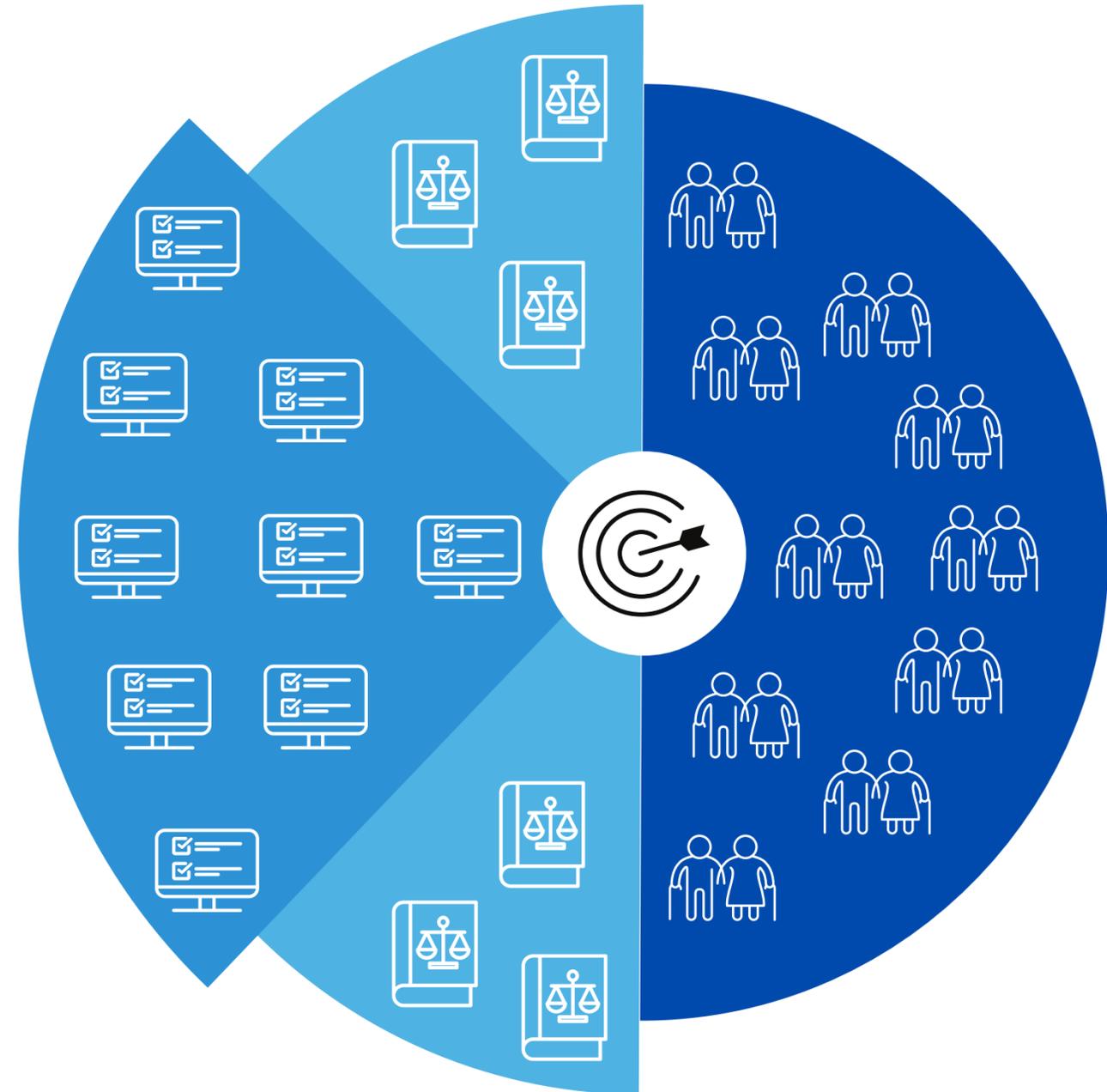
727m (2025) → 1.5b aged 65+ by 2050 (3% CAGR)\*  
Increasing demand for care.

## Healthcare Digitalisation

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



# INFORMATION BOARDS

Display important information where staff need it.

4:21 PM WEDNESDAY 23 APR 100%

Good Morning, Margaret

Get Help My Care Team My Stay

Water Bathroom Assistance Order Food

Help with TV / Entertainment Call My Nurse

Rate your pain level

Have concerns?  
Let us know what's on your mind

I have questions for my care team

When I call for help, it takes a long time for people to arrive

LOCATION	PATIENT	STATUSES	CARE TEAM	ASSIST	DIET	LOS	DISCHARGE	PT	OT	SW	SP	BED	ALERT
Room 1	Markinson, G. PID: 485 776 3487	8TY	Miller, S. Tulocsoopa, M. Sostentis, S. Eldenoc, H.	Cardiac, Pureed.	Reg	Today 20 Jul 24							
Room 2	Moody, A. PID: 481 024 9982	85Y	Miller, S. Tulocsoopa, M. Sostentis, S. Patel, I.	Cardiac, Fiber.	Reg	Overdue 20 Jul 24							
Room 3	Lukovich, H. PID: 812 943 0714	78Y	Miller, S. Tulocsoopa, M. Sostentis, S. Patel, I.	Regular	Reg	Tomorrow 26 Jul 24							
Room 4	Dusalik, M. PID: 487 223 2143	87Y	Schroeder, R. Taumpis, E. Sostentis, S. Eldenoc, H.	Regular	Reg	30 Jul 24							
Room 5	Barnier, M. PID: 542 223 2143	82Y	Miller, S. Tulocsoopa, M. Sostentis, S. Patel, I.		Reg	30 Jul 24							
Room 6	Lukas, V. PID: 523 456 7890	72Y	Ratchad, N. Diaz, A. Hgster, A. House, G.	Cardiac, Soft.	Reg	Tomorrow 22 Jul 24							
Room 7	Wick, J. PID: 812 354 4783	64Y	Ratchad, N. Diaz, A. Hgster, A. House, G.		Reg	Today 20 Jul 24							
Room 8	McCuddeyworthington, F. PID: 437 854 1875	70Y	Ratchad, N. Diaz, A. Hgster, A. House, G.		Reg	06 Aug 24							
Room 9	Fathundumbang, B. PID: 456 290 4423	80Y	Schroeder, R. Taumpis, E. Sostentis, S. Scheider, R.		Reg	Today 20 Jul 24							
Room 10	Disaster, A. PID: 588 914 4283	85Y	Cumberbatch, B. Sorentino, M. Boginskaya, S. House, G.	Low salt	Reg	Today 20 Jul 24							
Room 11	Bogobrand, A. PID: 404 634 4783	65Y	Cumberbatch, B. Sorentino, M. Boginskaya, S. House, G.		Reg	21 Jul 24							
Room 12	Lotharingan, A. PID: 193 222 4783	84Y	Schroeder, R. Taumpis, E. Sostentis, S. Patel, I.		Reg	29 Jul 24							
Room 13	Longnamean, J. PID: 812 314 4783	84Y	Cumberbatch, B. Sorentino, M. Boginskaya, S. House, G.		Reg	02 Aug 24							
Room 14	Herbalicious, S. PID: 454 454 4783	85Y	Schroeder, R. Taumpis, E. Sostentis, S. Patel, I.		Reg	Tomorrow 26 Jul 24							
Room 15	Microminetsaonstrom, S. PID: 812 324 4783	64Y	Cumberbatch, B. Sorentino, M. Boginskaya, S. House, G.	Cardiac	Reg	Today 20 Jul 24							
Room 16	Beckenweasel, V. PID: 793 264 4783	70Y	Cumberbatch, B. Sorentino, M. Boginskaya, S. House, G.		Reg	02 Aug 24							
Room 17	Gattington, K. PID: 369 224 4783	79Y	Cumberbatch, B. Sorentino, M. Boginskaya, S. Eldenoc, H.		Reg	Overdue 21 Jul 24							
Room 18	McBurtinshire, F. PID: 312 434 3486	81Y	Schroeder, R. Taumpis, E. Sostentis, S. Patel, I.		Reg	01 Aug 24							
Room 19	Name, A. PID: 102 214 3686	78Y	Schroeder, R. Taumpis, E. Sostentis, S. Patel, I.		Reg	02 Aug 24							
Room 20	Zorindoray, Z. PID: 456 774 3997	78Y	Ratchad, N. Diaz, A. Hgster, A. House, G.		Reg	Today 20 Jul 24							

Hospital Moving Care Ahead

CARDIOLOGY | ROOMS 1-20

TUESDAY FEB 18, 2025 3:15 PM

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

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

DISCHARGE PLAN  
PT: 4 sessions  
Walk 50ft unassisted  
Schedule in-home PT  
Final consult: Dr. Hunt  
Expected Discharge Date: 24 Feb 2025

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

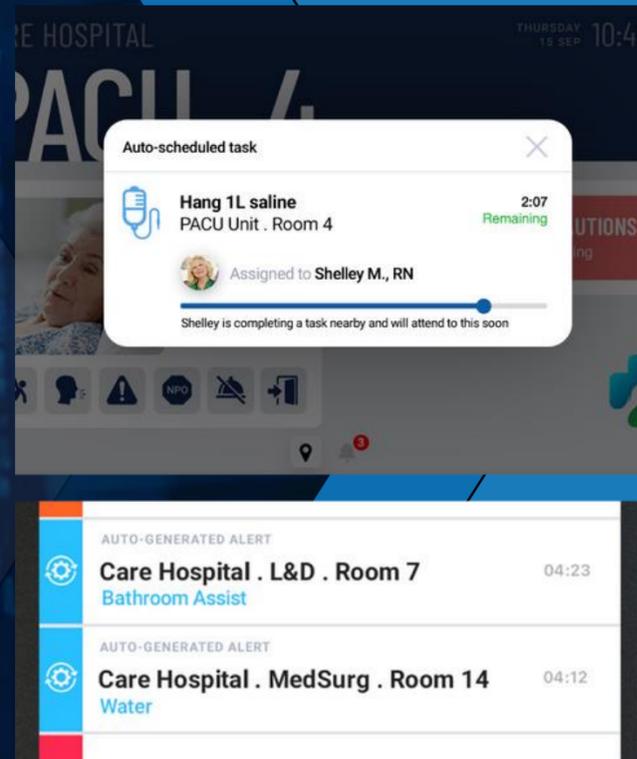
COMFORT GOALS  
Goal: 3, Current: 6  
NEXT PAIN ASSESSMENT: 03:40 PM Elaine A. RN

Let us know how we're doing  
Access room controls

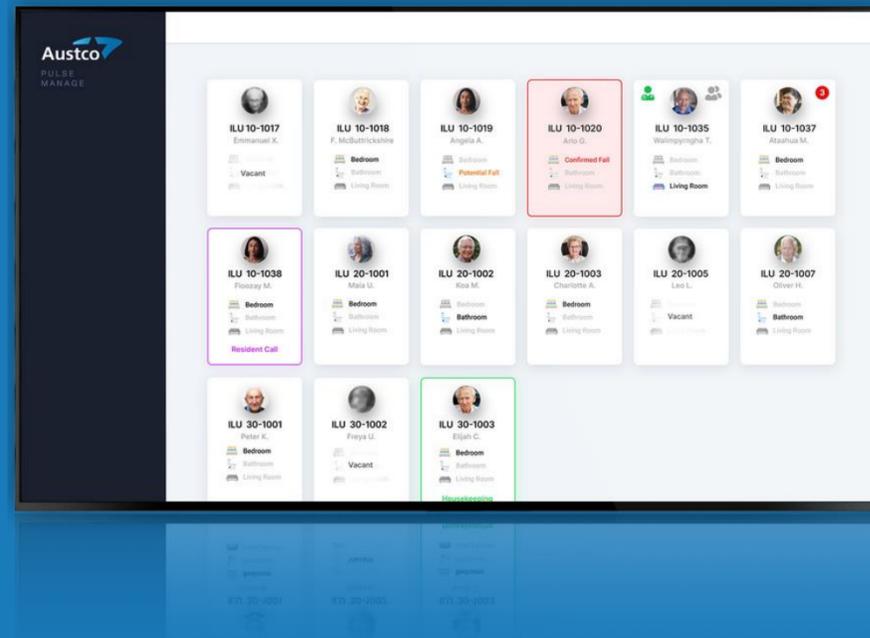
Hospital Moving Care Ahead

TUESDAY FEB 18, 2025 3:15 PM

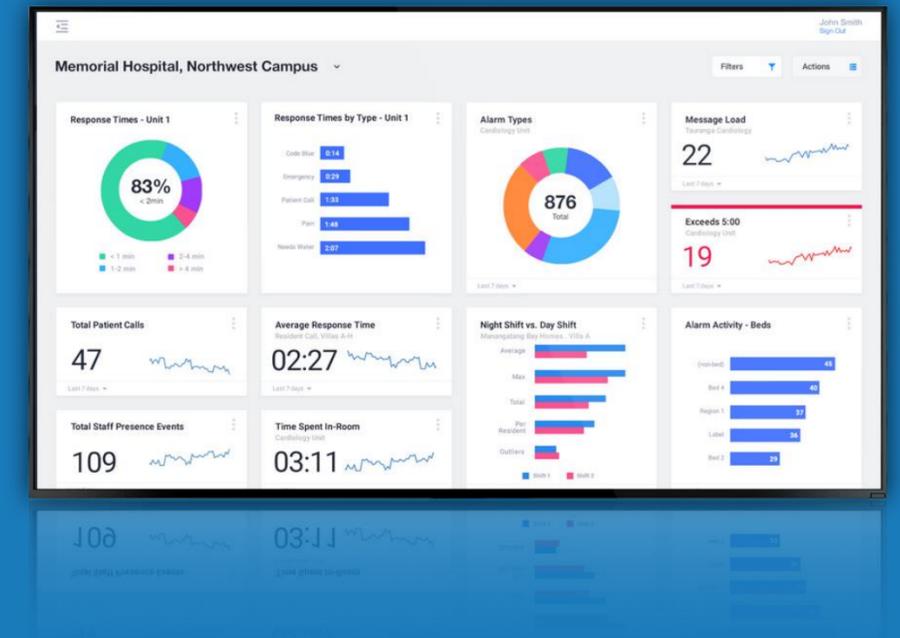
# ENTERPRISE PRODUCTS



**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



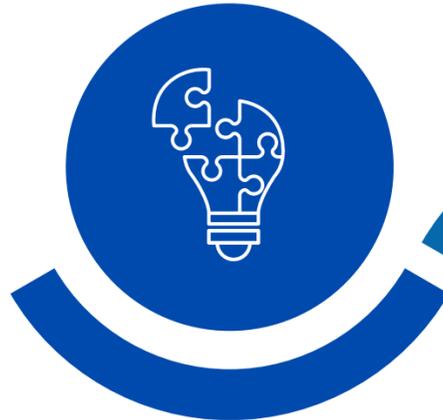
**SYSTEM READINESS**  
Network,  
Servers,  
Device Faults,  
Database Storage

# STRATEGY & OUTLOOK

“CLEAR PRIORITIES FOR GROWTH, MARGIN AND SCALE”

## Innovation

Advance the product roadmap, enhance interoperability, and invest in technology that drives safer, smarter, and more efficient care.



## Drive Margin Improvement

Lift profitability through integration synergies, operational efficiencies, and disciplined cost control.



## Consolidate Presence

Scale our global footprint through a balanced mix of direct sales and strategic partnerships.



## Expand Recurring Revenue Base

Grow contracted and software revenues by deepening customer relationships and capturing expansion in key markets.



## Disciplined M&A

Remain highly selective in pursuing value-accretive acquisitions that expand capability and geographic reach.



## Outlook

With strong demand, integrated solutions, and efficiency gains flowing through earnings, Austco is positioned to sustain profitable growth into FY26 and beyond. The Company continues to target 10-14% organic revenue growth for the financial year.



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