

# FY26 Year End Presentation

25 August 2026



HighCom is an ASX-listed Australian defence sector operator built on two divisions, Armour and Technology.

## Financial Snapshot

**141,655,172**

Shares on Issue

**2,674**

Shareholders at 30 June 2026

**\$15.5m**

Market Cap at 30 June 2026

## Divisions

### HighCom Armour (HCA)

February 2027 – 30 years in business

Designs, manufactures and supplies advanced ballistic protection — body armour, helmets, shields and composite armours — for military, law enforcement and first responder customers globally, known for the XTclave™ lightweight armour solutions

### HighCom Technology (HCT)

Specialist technology integrator supplying and maintaining small and medium uncrewed aerial systems and counter-UAS solutions, plus program engineering, system integration, maintenance and logistics support for the ADF and aligned regional militaries

## Top 5 Shareholders

### Altor Capital

8.6m shares | 6.10%

### Regal & Others

15.3m shares | 10.8%

### ACE Property

3.6m shares | 2.54%

### Rubino Group

3.25m shares | 2.29%

### Top 5 combined

22.34%

# FY26 Key Highlights



FY26 year of building momentum for future growth

## Financial

**\$29.8m** (FY25 \$48.1m)

**FY26 Group Revenue**

H2 revenue 73% above H1

**(\$6.8m)** (FY25 \$0.2m)

**EBITDA**

Mid range of guidance

**\$9.7m** (FY25 \$5.8m)

**Q4 Closing Cash**

Strong cash position

## FY26 Momentum

**\$8.9m**

**Largest CUAS Contract**

MyDefence follow-on to \$1.1m trial

**3.1x**

**US Armour Q4 vs Q3**

US-led recovery underway

**Commercial Production**

**XTclave™ commercialised**

First commercial run, June 2026

## MARKET TAILWINDS

**\$22.6b to \$54.9b by 2033**

**APAC Drone Market**

Asia Pacific drone market valued by Grand View Research  
CAGR 11.1%

**Global expansion of Armor Pipeline**

**Armour pipeline increases**

Armour opportunities across Americas, Europe, Asia & Middle East

**Global Inquiries**

**Increasing geographic & client spread globally**

HCA & HCT

## FY26 PERFORMANCE

### H2 revenue rebounded 73% over H1

**\$29.8m** (FY25 \$48.1m)

**FY26 Revenue**

**(\$6.8m)** (FY25 \$0.2m)

**FY26 EBITDA**

**(\$1.4m)**

**H2 EBITDA – mid range of guidance range  
(\$1.2m) to (\$1.6m)**

**\$9.7m** (FY25 \$5.8m)

**FY26 Closing cash**

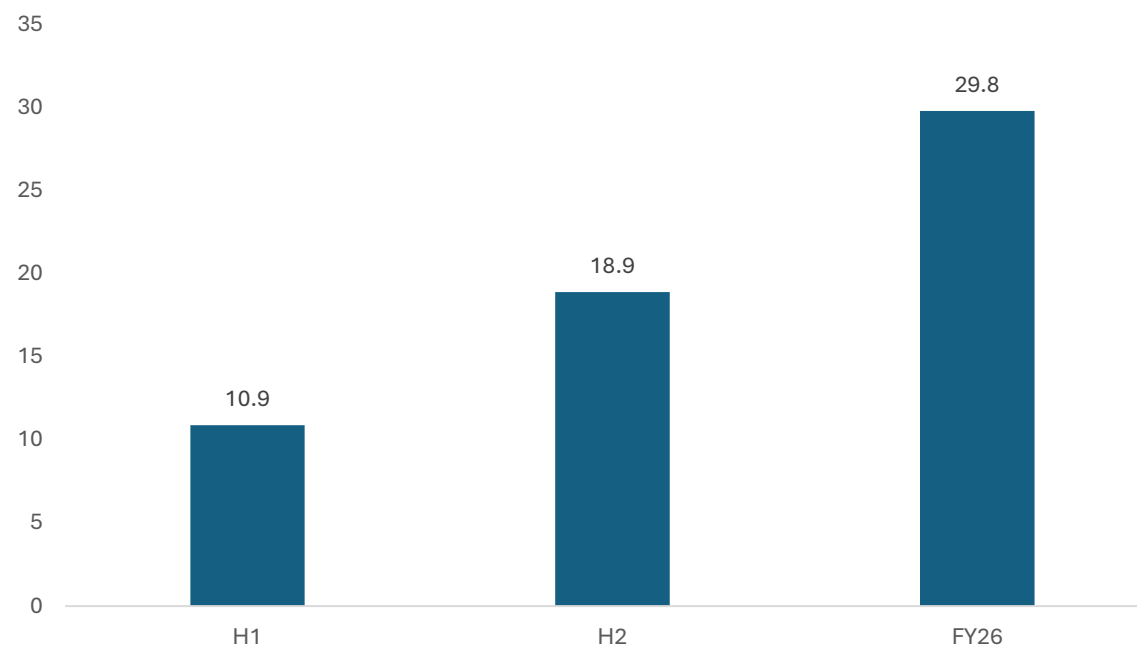
## OPERATING MOMENTUM

Technology strong H2

Armour Q4 recovery as US Govt. &  
international purchases increased

Strong pipeline build H2

Highcom Limited Group Revenue  
FY26 - \$A



# NET WORKING CAPITAL

## CASH DISCIPLINE

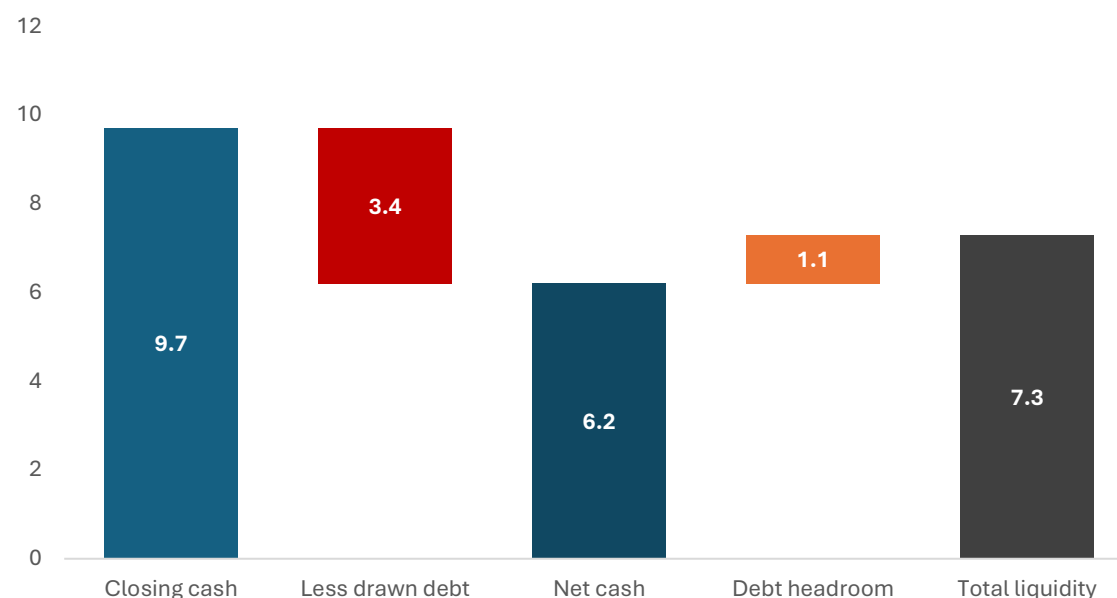
**\$9.7m closing cash, \$6.2m net cash, \$7.3m Total Liquidity**

## CONTRIBUTORS TO CASH GROWTH

- Technology Parts and New Orders
- Capital Raise
- Armour improvement in sales Q4
- Upfront payments from Armour & Technology customers to fund raw materials and parts orders

**With \$1.1m of undrawn headroom, total available liquidity is \$7.3m — FY27 funded for growth.**

Highcom Limited Cash Bridge FY26  
Closing cash to net cash and available liquidity\* (A\$m)

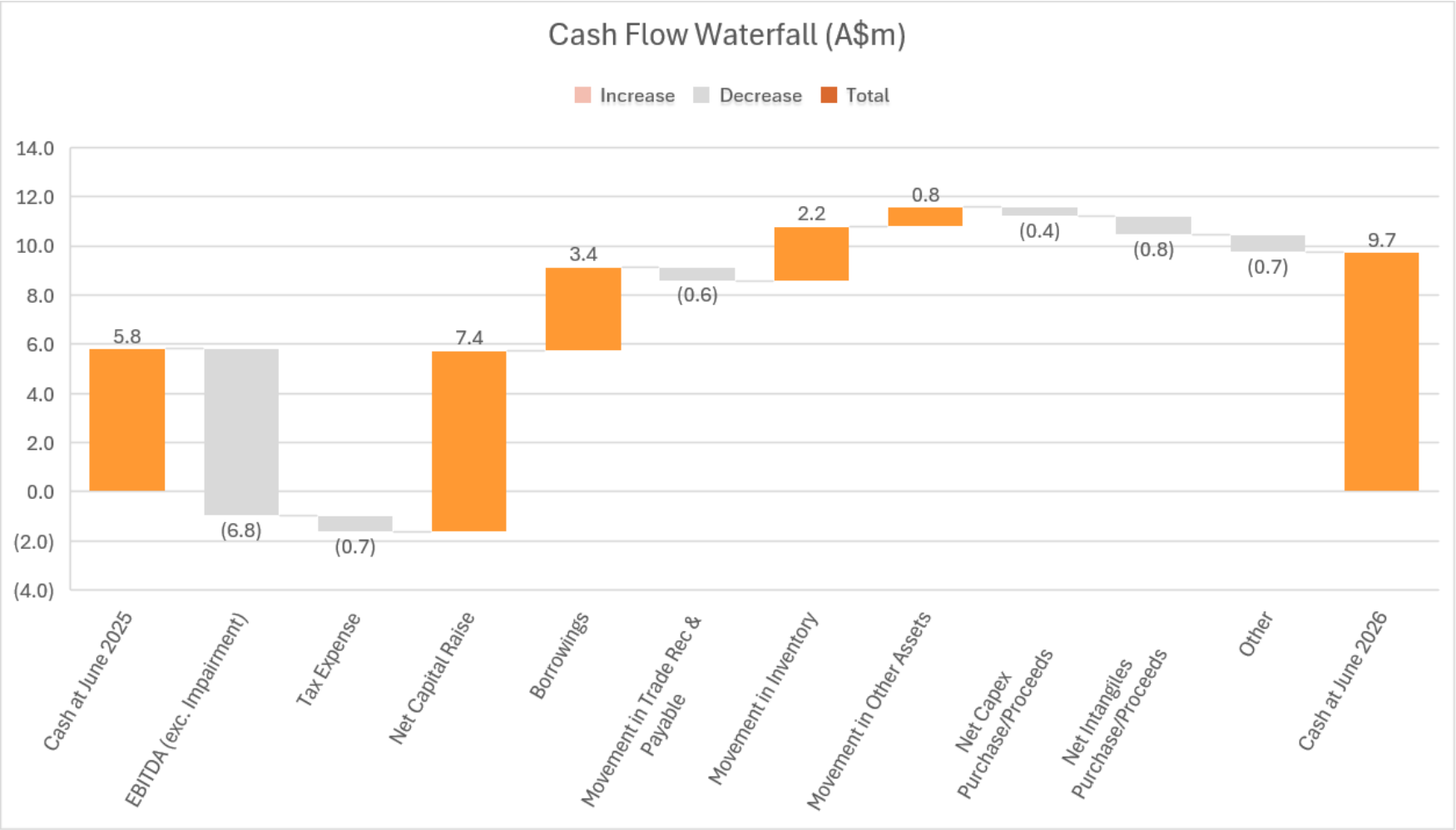


\*Non-Current Debt repayable in May 2028

# FY26 EBITDA TO CASH

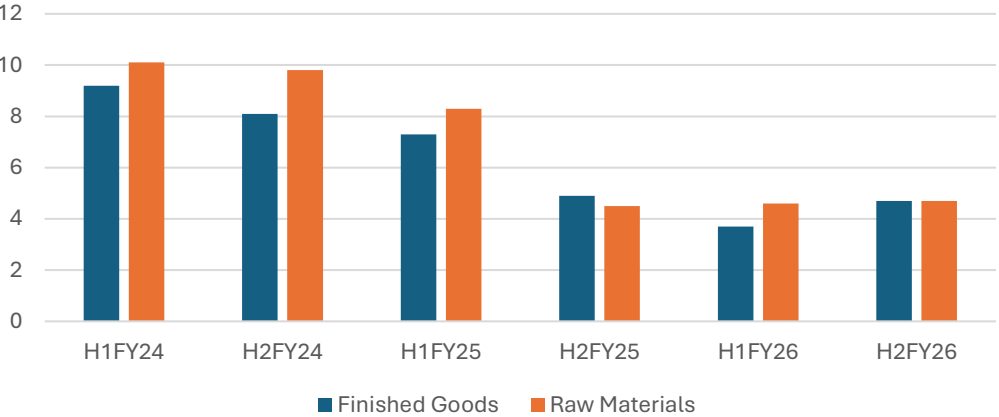


## FY26 CASH BRIDGE



# INVENTORY

US Inventory Finished Goods & Raw Materials  
US\$m FY24 to FY26



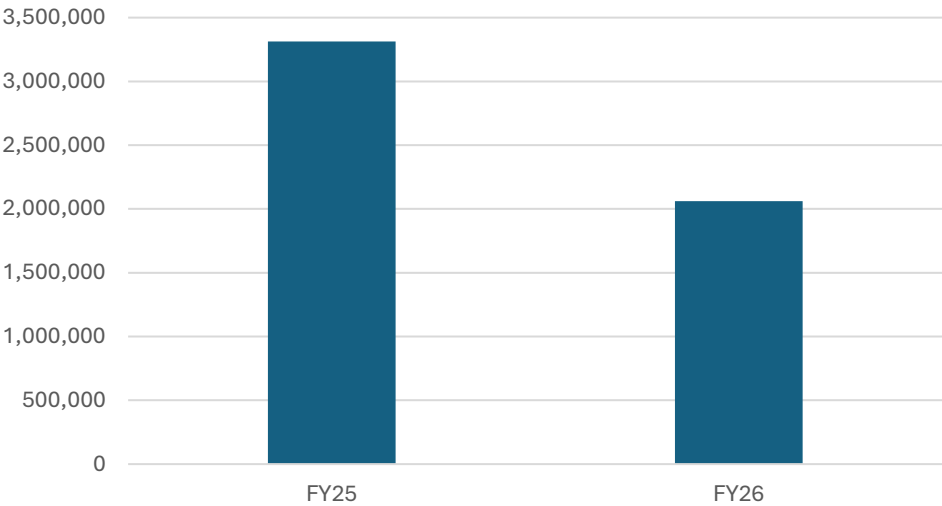
## Inventory Efficiency

Targeted sales and marketing campaigns continued to move older stock through FY26

Pricing structure assisted in converting inventory into cash

XTclave™ - Units produced in Q4 for delivery in Q1FY27.

Reduction in US Inventory > 180 Days Aging



Continued focus on supply chain and inventory management, improving working capital efficiency

Reduction of aged inventory > 180 days of US\$1.2m

# HIGHCOM FY26 FOUNDATIONAL YEAR



## Year of Transition

- Highcom Group further strengthened Board and global leadership team
- Globalised product offering in response to worldwide demand signals
- Balance Sheet strengthened via successful capital raise of \$7.8m and introduced new Institutional Investors and HNW Family Offices
- Consolidated debt portfolio of AUD\$4.5m with CBA Australia, \$1m headroom

## Armour Innovates

- Armour introduced next generation armour plates and female armour, targeting premium markets, using proprietary Xtclave™ technology
- XTclave™ proprietary technology now commercialised

## Technology Outperforms

- Major follow-on order from DoD for \$8.9m for MyDefence products (first order \$1.1m)
- New integrator role with Menet Aero, first tethered drone sold to DoD
- The Technology business delivered strong results

## FY27 Outlook Positive

- FY27 positioned for growth
- More normal US Govt buying patterns
- Global demand steadily increasing
- Both businesses now supported by strong multi-year global pipelines

# HIGHCOM NOW DELIVERING UNIQUE INTEGRATED FRONTLINE PROTECTION



## ONE FUTURE COORDINATED OFFERING

### Protecting first and front line responders

HighCom uniquely combines complementary protection capabilities on the carrier in one frontline suite.

#### LIGHTWEIGHT BODY ARMOUR

Protects personnel against enemy fire.

#### COUNTER-DRONE

Provides drone detection and deterrence.

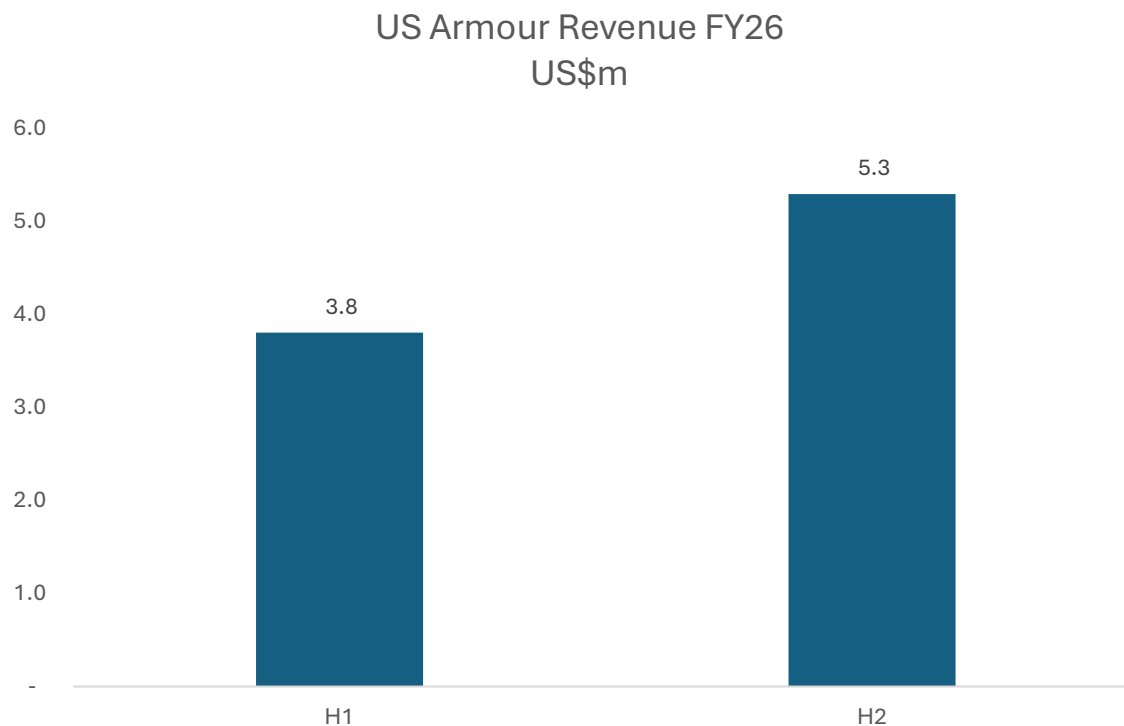
**Two complementary systems. One integrated frontline proposition. Battle tested.**

# FY26 Segment Performance



# US ARMOUR FY26

**FY26 Revenue US\$9.1m**  
**EBITDA (US\$3.4m)**



## US RECOVERY

### Q4 revenue increased 3.1x over Q3

Partner-led sales and improving global demand sets the path for FY27.

#### Broader Sales Coverage

Partner-led sales expanded into Ukraine, Brazil and US.

#### Units Sales Volume Impacted

Unit volumes were 60% down on normalised levels

#### FY27 — PIPELINE

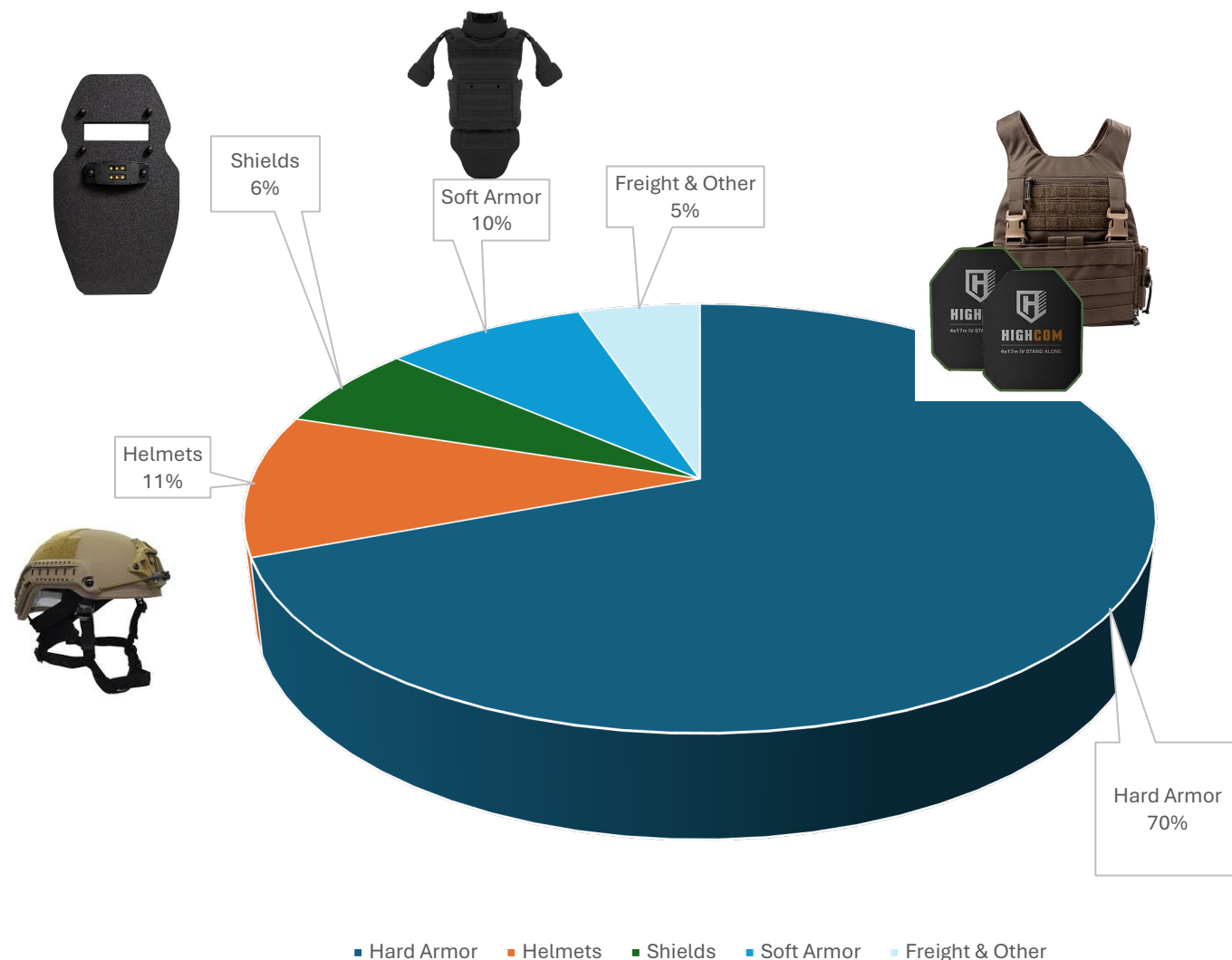
Multi-year opportunities and competitive tenders continue to progress. Sales volumes trending towards normal volumes

#### OPERATIONS — READY

XTclave™ reached commercial loads. AI-assisted delivering efficiencies, improved gross margin and EBITDA.

**Q4 momentum carrying into FY27.**

# US ARMOUR PRODUCT SEGMENTATION



## PRODUCT MIX

### Hard armour generated 70% of FY26 revenue

Full product capacity to sell broader product suite (helmets, shields, armour)

#### HARD ARMOUR — CORE

XTclave™ is in commercial production

#### MARKET POSITION — SPECIALIST

Specialist ballistic protection (helmets, shields, armour) is valued by a global customer base.

#### GLOBAL PIPELINE — EXPANDING

Multi-year opportunities are expanding, with growth potential across product lines and markets.

# FY26 Revenue A\$16.3m EBITDA A\$2.8m

## KEY CONTRACTS DELIVERED TO PLAN

\$1.1m MyDefence trial converted to an \$8.9m follow-on order  
Tethered drone was sold to the Department of Defence  
Puma contract ongoing.

## CONTINUING GROWTH IN HIGH VALUE PARTNERSHIPS

Added two new partners in FY26  
Continued follow-on parts orders for Puma.

## FY27 PIPELINE

Technology pipeline continues to strengthen

**Proven delivery supports FY27 growth.**



A white quadcopter drone with four propellers is flying in the air, positioned centrally in the upper half of the frame. Below the drone is a vast, dark blue ocean stretching to the horizon. In the foreground, the dark deck of a ship is visible, with a white safety railing and a netting barrier running across the bottom of the image. The sky is a clear, light blue with some wispy clouds. A white circular graphic with a thin blue border is overlaid on the left side of the image, containing the text 'POSITIONING FY27'.

POSITIONING  
FY27



# GLOBAL DEFENCE TAILWINDS

Defence spending is being driven by Europe re-arming

US experiencing a more hostile defence and law enforcement environment at home and abroad

South America generally raising defence and law enforcement spending

Asia Pacific also raising defence and law enforcement spends

Tailwinds across defence markets. Both businesses are placed to take advantage of this.

Both HighCom divisions are exposed to structurally growing defence and security markets.

## Ballistic Protection

### Global US\$3.5b

#### Global market size by 2033

- Forecast to reach US\$3.5b by 2033 on steady multi-year growth
- US market is 67% of global at US\$2.3b
- Defence is the significant driver of demand, with law enforcement and civil adding depth

Source: DataIntelto

## Counter-Drone Systems

### US\$15b to US\$19.8b

#### C-UAS by 2033

- Split between military, government and law enforcement, and civilian demand
- Australian Defence integrated investment in drones program carries a TAM of up to circa A\$22b over 10 years
- Customer saturation remains low, with demand broadening beyond the battlefield to airports, ports and critical infrastructure
- Expected CAGR 21.5% to 25.2% between 2026 and 2033

Source: SkyQest Technology

## Defence Spending

### 5% of GDP

#### NATO defence spending commitment by 2035

- Elevated global conflict and civil unrest sustaining procurement across all regions
- Industry CAGR 2018-2033 of 5.0% in North America, 6.0% in Europe and 6.7% in Asia Pacific
- HighCom is positioned across these growth markets through Armour and Technology

Sources: DataIntelto; NATO

TOTAL SALES PIPELINE

A\$1b+

Combined HCA + HCT opportunity pipeline\*

Both business units hold well developed and scoped pipelines spanning all major regions around the globe.

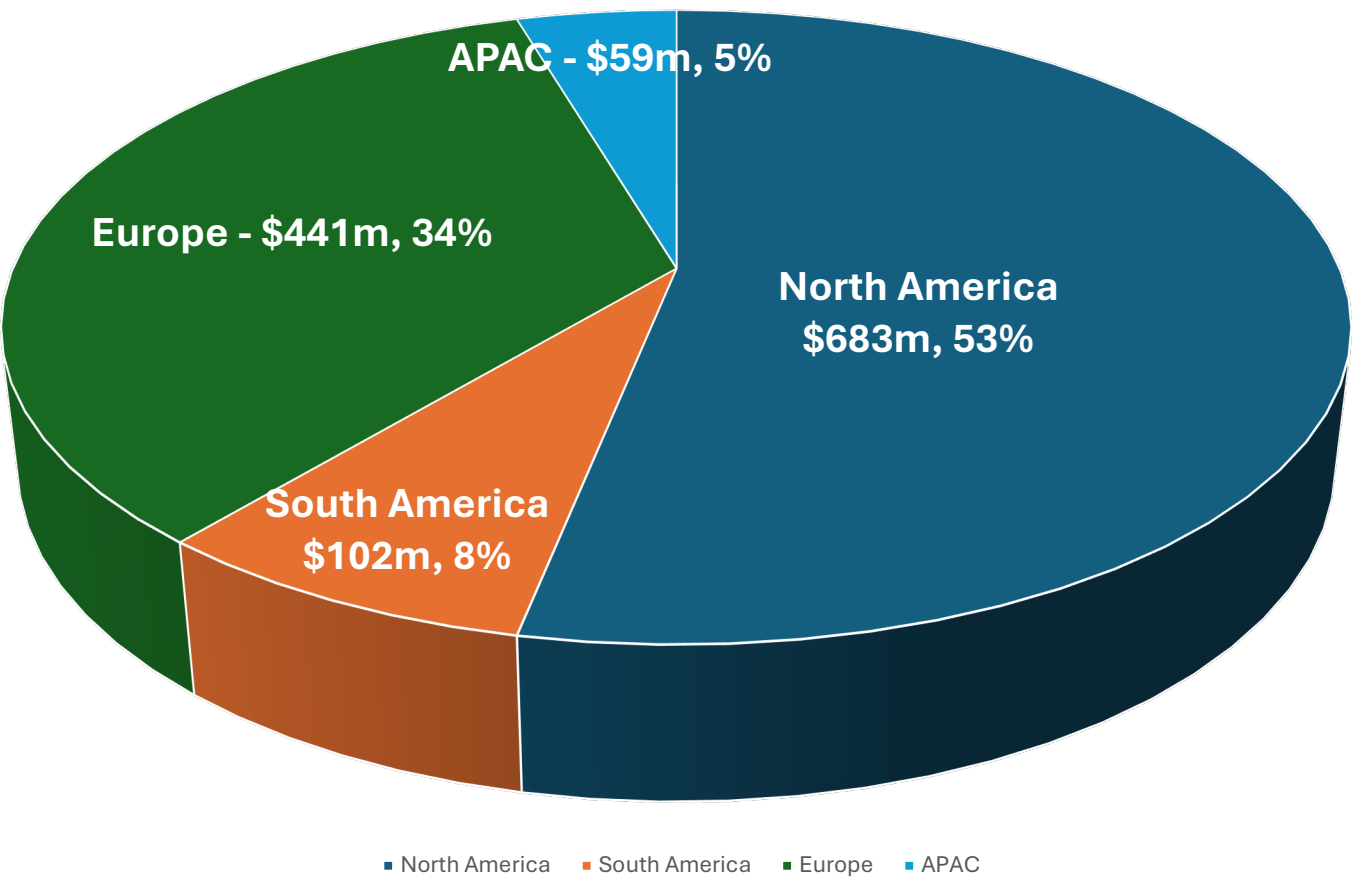
HighCom Armour (HCA)

Global sales pipeline of US\$858m

HighCom Technology (HCT)

Global sales pipeline of A\$59m

Armour & Technology Global Sales Pipeline\*  
\$A1.2b



\*vetted pipeline values

# 40 PRODUCTS CERTIFIED AND TESTED ACROSS THREE GLOBAL REGIONS

## GLOBAL CERTIFICATION FOOTPRINT

40

Products certified or independently verified

3

Regions covered Nth America, Sth America, Europe

660

Active SKUs covered



Formal certifications and third-party laboratory results only; self-declared compliance excluded. Source: HighCom Product Certification Register, August 2026.

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Three tan-colored tactical helmets with gold-colored mounting brackets and communication equipment are arranged in a row on top of a black, textured tactical case. The background is dark and out of focus.

Thank You  
Questions: [investors@highcom.group](mailto:investors@highcom.group)

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\$ references in AUD unless noted.