



# AGM Presentation

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Chief Executive Officer







# Financial Performance





# FY21 Financial Snapshot

## REVENUE

\$31.3M

↓ (\$0.3M) or (1%) on pcp

## SOFTWARE & SMA REVENUE

14.2% of revenue

↓ 1.3% points on pcp

## MARGIN

53.5%

↑ 1.5% points on pcp

## EBITDA

\$5.0M

↑ \$1.3M or 37% on pcp

## NPAT

\$3.4M

↑ \$0.9M or 37% on pcp

## NET CASH

\$7.8M

↑ \$1.4M on pcp

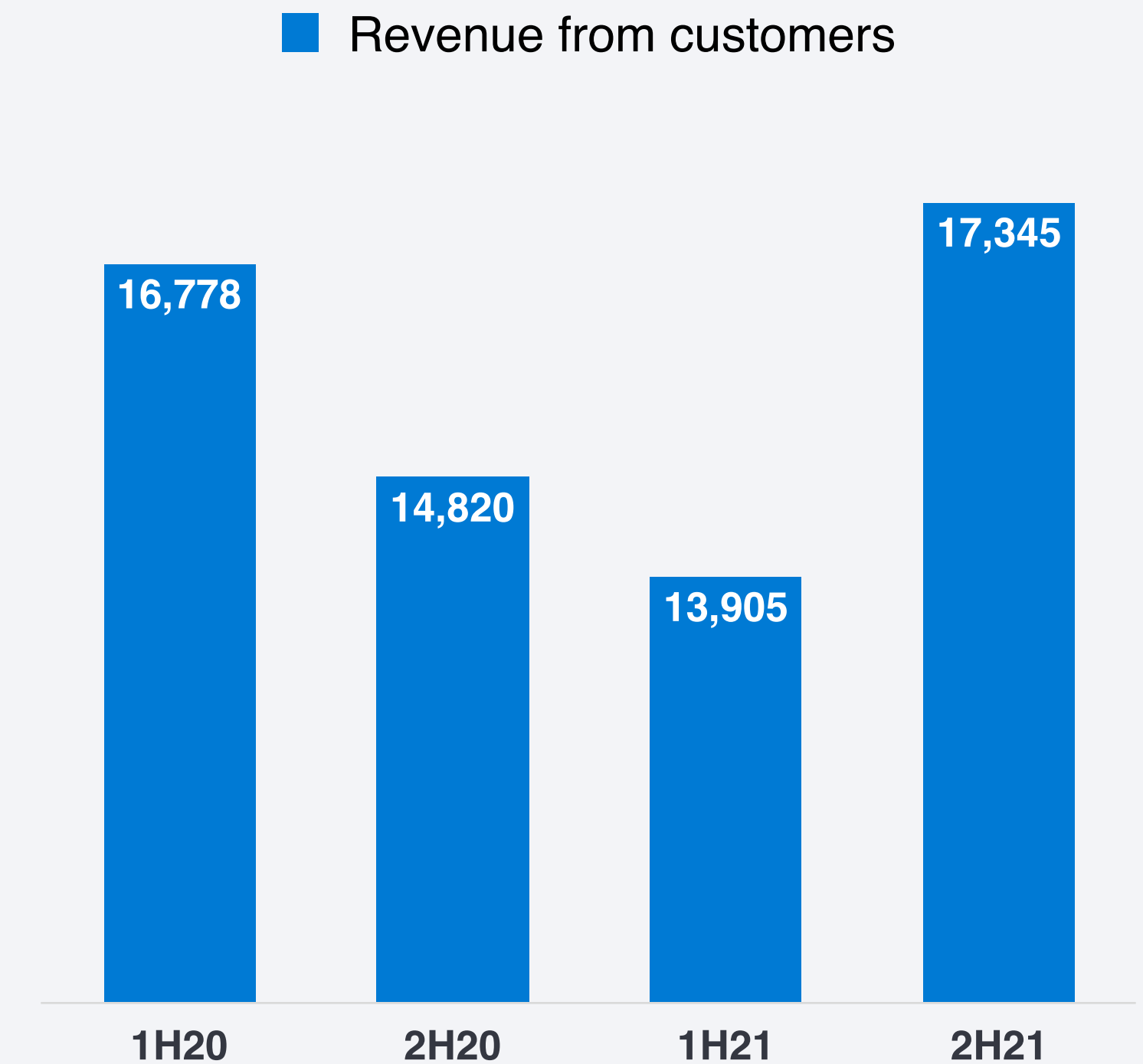


# Revenue from customers

Revenue from customers were \$31.3m for the year. Despite continued COVID-19 restrictions impacting our ability to get on site to install, we saw a 25% increase in 2H revenue to \$17.3m.

- Equipment revenue was up \$1.3m or 6% on pcp despite the continued COVID-19 restrictions
- Installation revenues remained the most COVID-19 impacted, being down \$1.2m or 19% on pcp.
- Software and SMA revenues at 14% of total revenue from customers remained impacted by COVID-19 restrictions as high solution sales require face to face interactions

Our Open Sales Order book has continued to grow to a new high, and now stands at \$22.9m. We believe once COVID-19 restrictions ease our revenues will grow further.



*COVID-19 restrictions continue to hamper revenue. However once COVID-19 restrictions ease our revenues will grow further.*



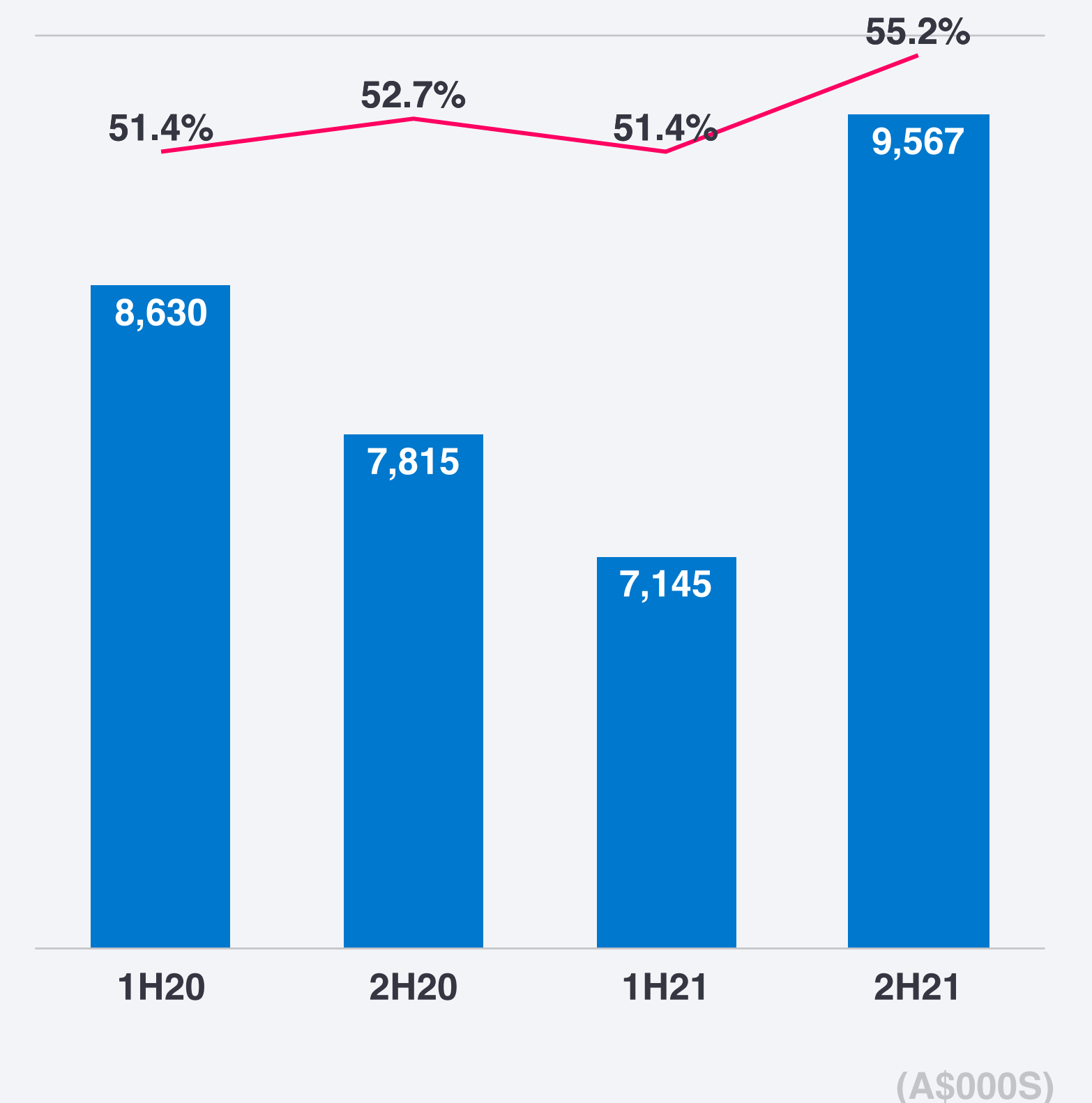
# Gross Profit + Margin

Gross margin % in FY21 increased in 2H to 55.2% – a pleasing result given the COVID-19 related supply chain cost increases. Contributing to this were:

- Part way through the year we reached a strategic milestone, being the complete outsourcing of the manufacture of our products to contract manufacturers, allowing for the closure of our Dallas based factory
- We significantly reduced our reliance on China to feed into our supply chain thereby reducing the impact of tariff issues into the USA
- Supply chain challenges with COVID-19 affecting supply and raising prices of key raw materials shared with other industries partly offset by new higher margin products
- Foreign exchange benefits from a lower USD during the year

Higher revenues in 2HFY21 combined with a higher gross margin % drove the increase in Gross Profit to \$9.6m in the second half.

The most significant risk for the Company remains a global shortage of certain semiconductors, which has resulted in higher prices and historically long delivery timelines.



*Whilst supply chain and logistics challenges remain, the Company has successfully navigated the last 18 months of COVID-19.*





# Products





# Marketing Alignment

Customers are asking for

- More integrated, feature-rich systems
- Advanced IT deployments and system readiness
- Vendors who share their vision

**Austco excels at all of these**



## Message

Nurse call isn't buttons and lights anymore.  
Advanced *software* differentiates top-tier vendors.



## Sales Team

Ensure everyone representing Austco can  
communicate our value. Don't engage in a pricing  
war.





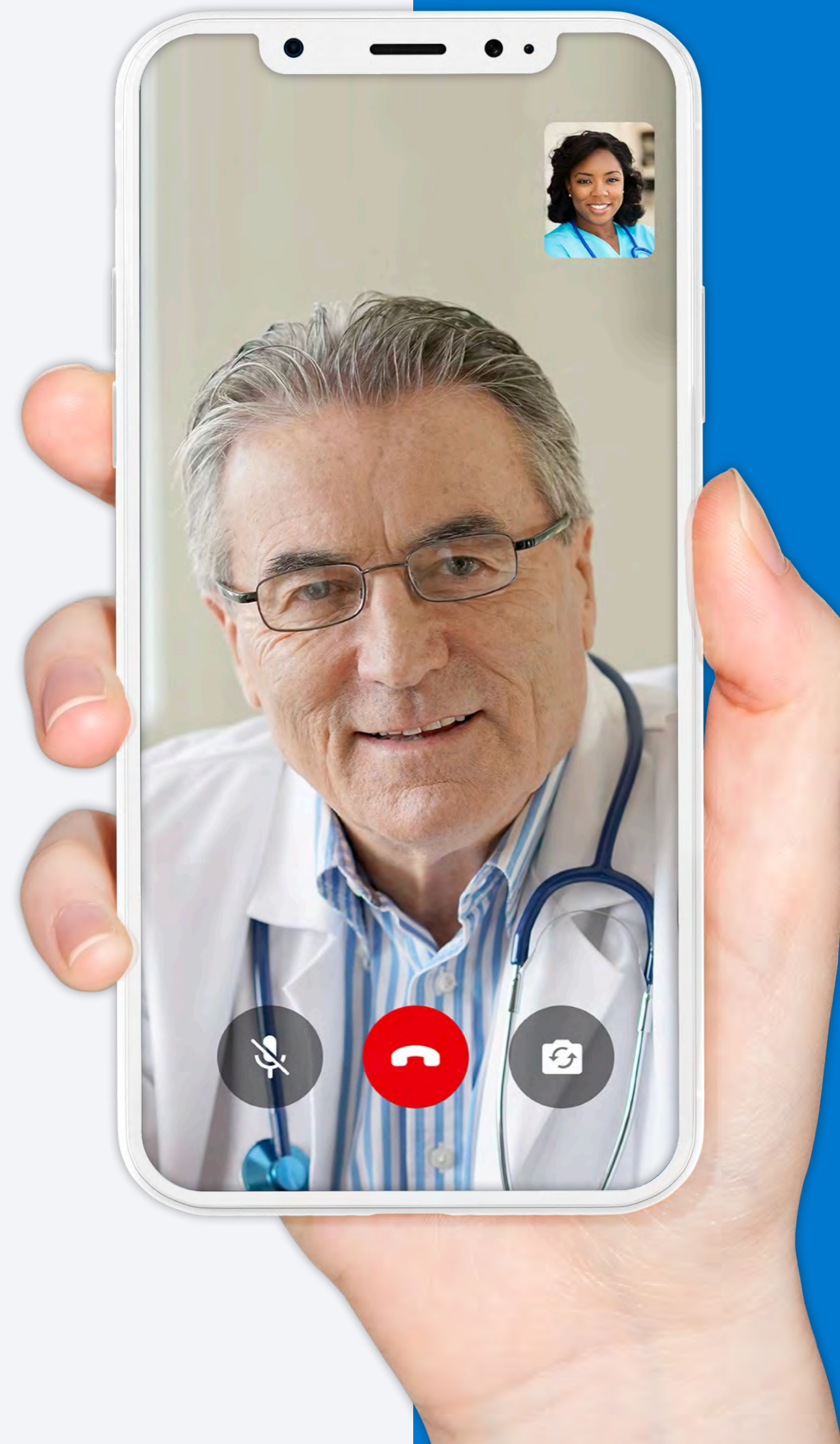
# Clinical Care & Communication CC&C

The next “big thing” for communications technology

Apps typically include:

- Alarm and alert notification
- EMR/clinical system integration
- Freeform voice
- Secure text
- Enterprise directory
- Workflow
- Scanning PIDs and medications

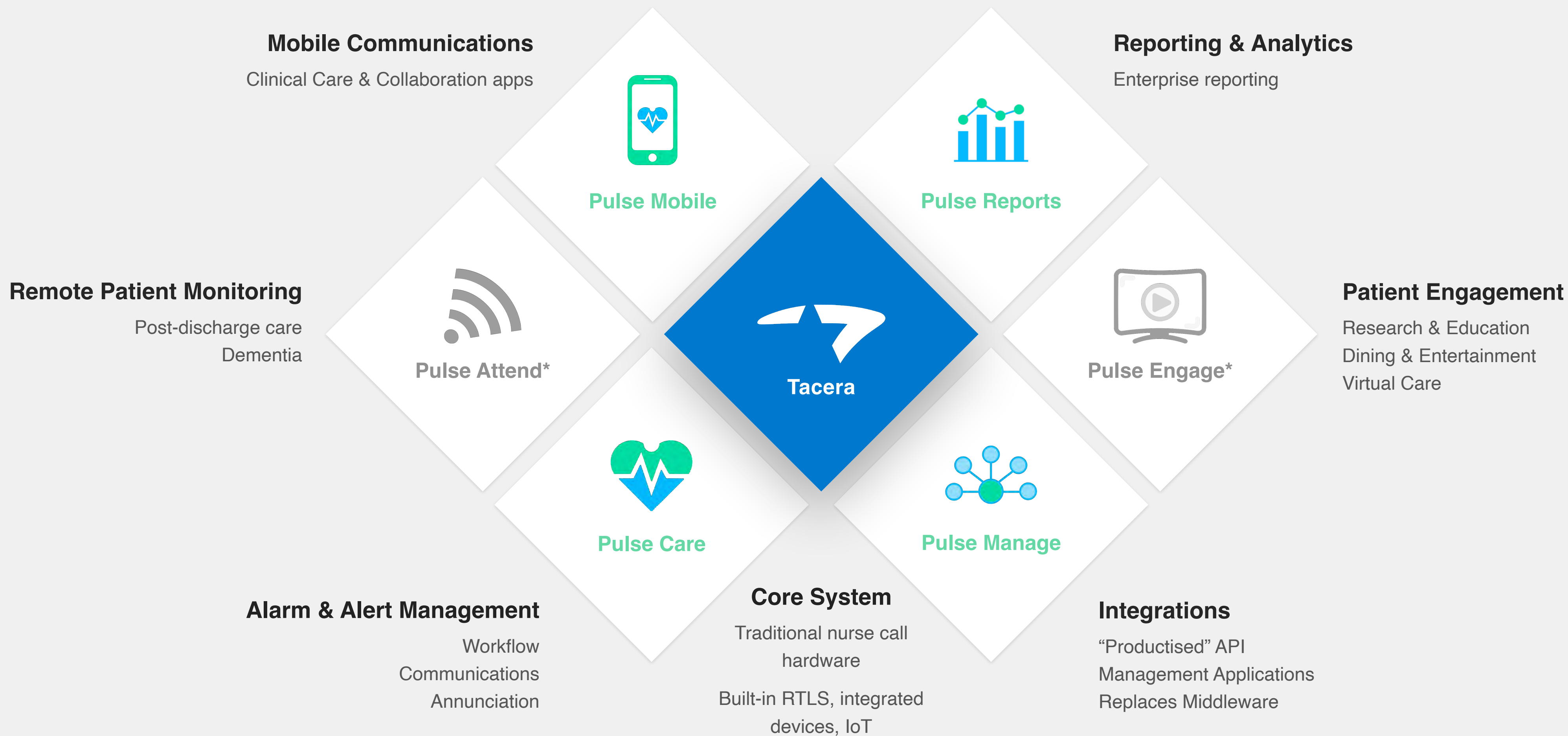
CC&C apps represent a mobile nurse call system







# Pulse Platform







# Real-time health

Data from all systems shared

Any system which may exchange data about a patient or their care

Initially for reporting, eventually for machine learning and automated care

Used to achieve

More information at point of care

Automated processes

Care team collaboration

Decision support



Nurse call and RTLS form the foundation of real-time health.



# Built-in RTLS

*Real-time location has become a critical component to facilities due to its actionable data and efficiencies gained through automation.*

Uses existing nurse call infrastructure for a cost-effective solution

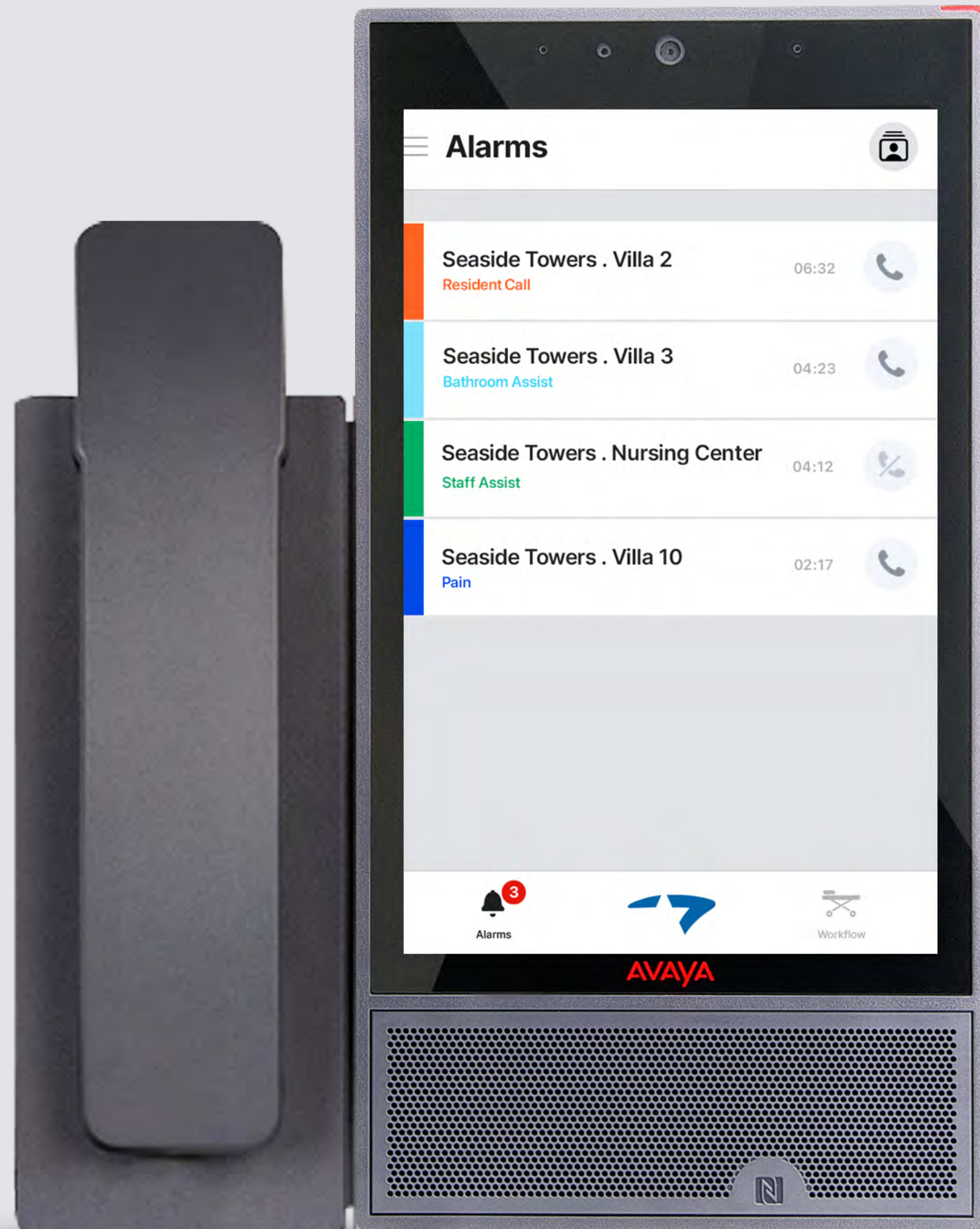
Data and events drive automated processes

Robust reporting meets facility requirements and regulatory standards

Enabled with new smart call points and badges







# New Master Station

Component shortage has affected our older stations

Replacement is Android-based device

Built by Avaya, audio specialists

Manages alarms

Communications hub

Workflow capable

Standardising on Android means less work, easier maintenance





# New **LCD-Based** Annunciator



Display non-western characters

Customisable messages

Flexible application

Customer branding



- Multi-language support
- Right to left languages
- Customer branding
- Uses Austco's own API for communications







# Strategic Objectives





# FY22 Strategic Plan: Revenue Strategies

OBJECTIVE	STRATEGY
Drive organic revenue growth	Recruit more sales professionals, focus on USA, UK, Asia and Australia Add additional resellers in new and existing markets Target national accounts in all regions
Growth by acquisition	Target feature rich and software capable resellers Target US and Europe competitors to accelerate market access
Increase software and SMA revenue	Recruit software focused channel partners

*FY22 strategic objectives are revenue focussed, with growth targeted from organic and acquired revenues*





# FY22 Strategic Plan: **Operational Strategies**

OBJECTIVE	STRATEGY
<b>Improve margins</b>	Transition global distribution from Hong Kong to Malaysia Increase software and SMA sales revenue
<b>Build brand awareness in growth markets</b>	Establish strategic partnerships with market leading health technology companies
<b>Continue to innovate</b>	Enhance RTLS call point features Recruit additional software developers

*FY22 operational strategic objectives are preparing the business for post COVID-19 performance*





# Outlook

- Modern and extensible operating platform
- Market-leading products through sustained R&D commitment
- Increased Investment in Sales and Marketing
- Uncertainty still exists for the business, which will need to be managed throughout FY22, and possibly beyond
- Record high order book at \$22.9m

*Austco Healthcare is devoting more sales and marketing resources in targeted markets to capitalise on a growing marketplace and convert opportunities into sales.*





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