

ROADSHOW PRESENTATION

MARCH 2022



Clayton Astles
Chief Executive Officer

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PRODUCTS

Austco has continued to innovate, with a surplus of new features ready to hit the market





BUILT-IN RTLS

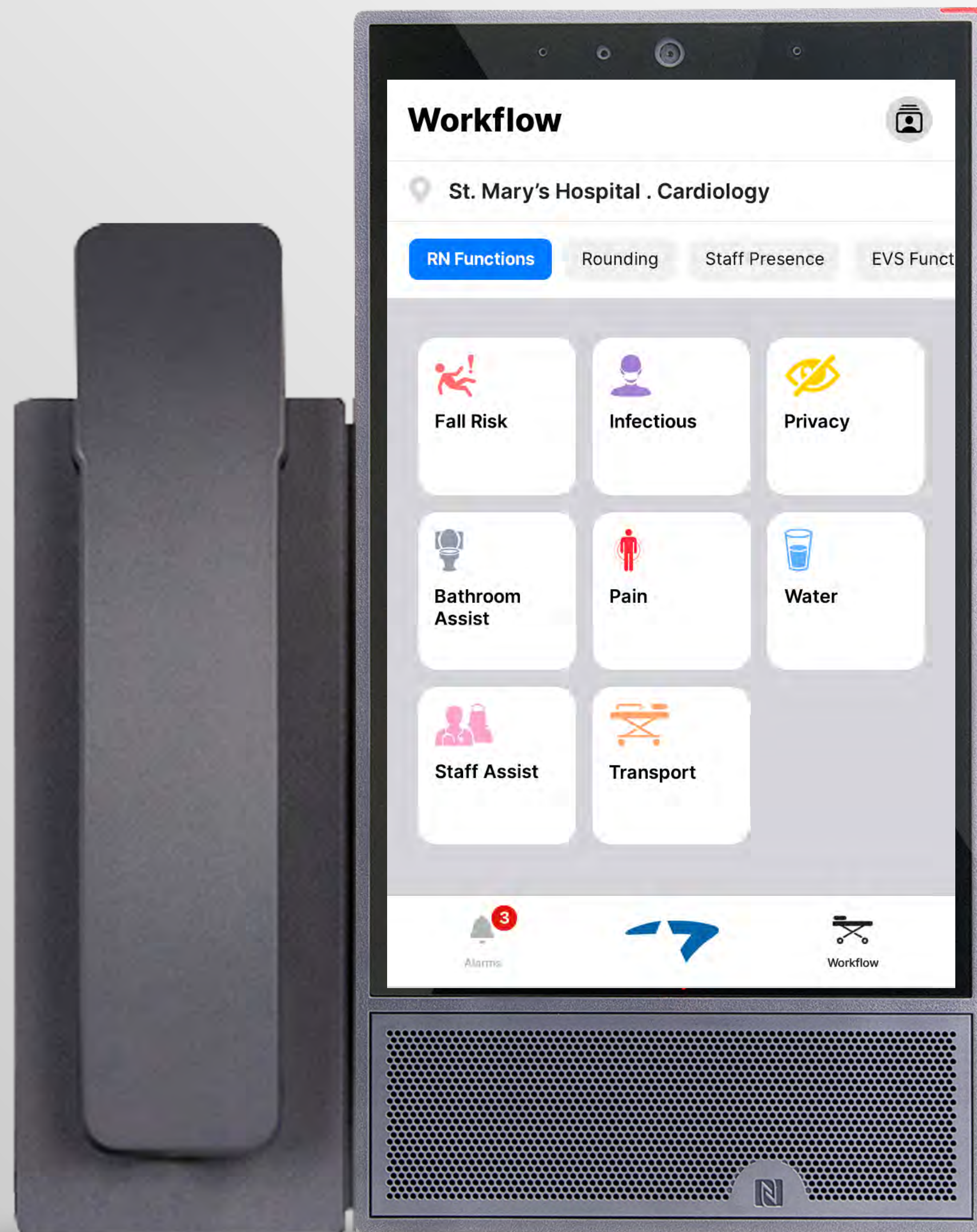
Uses existing nurse call infrastructure for a cost-effective solution

Data and events drive automated processes

Robust reporting meets facility requirements and regulatory standards

Multiple contracts won on the strength of this feature.

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



COMPACT MASTER STATION

Component shortage has affected our older stations

Replacement is Android-based device

Manages alarms

Communications hub

Workflow capable

Standardising on Android means less work, easier maintenance

LCD ANNUNCIATOR



Displays non-western characters

Customisable messages

Single or double sided

Right-to-left languages

Customer branding

Uses Austco's new micro services architecture





MAKE IT YOUR OWN

New devices feature:

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



Customisable devices are at home in any environment

CLINICAL CARE AND COMMUNICATIONS



CC&C apps are mobile nurse call systems

The next “big thing” for communications technology

Apps typically include:

- Alarm and alert notification

- EMR/clinical system integration

- Voice and text

- Workflow

Differentiators:

- Scanning PIDs and medications

- Video chat



PULSE SOFTWARE PLATFORM



PULSE CARE

Alarm and alert management
Workflow
Communications



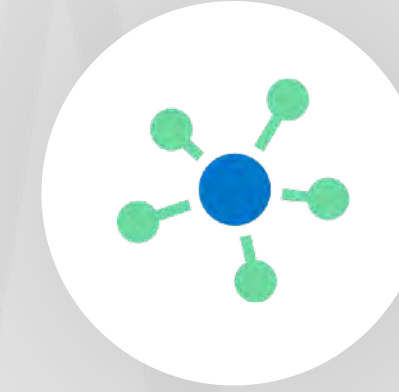
PULSE MOBILE

Clinical care & communication



PULSE REPORTS

Enterprise reporting



PULSE MANAGE

“Productised” API
Management application



PULSE ATTEND*

Remote patient monitoring
Post-discharge care
Dementia



PULSE ENGAGE*

Patient engagement
Dining & entertainment
Virtual care



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

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



SUPPLY CHAIN CHALLENGES

Supply chain challenges remain and are expected to remain for FY22 and possibly beyond:

- To mitigate the risks of supply chain interruptions we have invested in additional inventory
- Increases in raw material costs and additional freight costs will continue to test margins, however this is partially offset by Software and SMA revenues as well as higher margin new hardware products e.g. RTLS enabled call points
- With a diversified contract manufacturer base currently located across five countries we have re-risked country specific supply issues

SALES & MARKETING

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.

STRATEGY

"A fresh look at Austco" finds that we've been innovative for years, even if we are the long-time incumbent.





STRATEGIC OBJECTIVES

FY22 STRATEGIC PLAN

REVENUE STRATEGIES

01

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

02

Growth by acquisition

Target feature rich and software capable resellers

Target US and Europe competitors to accelerate market access

03

Increase software and SMA revenue

Recruit software focused channel partners

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

FY22 STRATEGIC PLAN

OPERATIONAL STRATEGIES

01

Improve margins

Transition global distribution from Hong Kong to Malaysia

Increase software and SMA sales revenue

02

Build brand awareness in growth markets

Establish strategic partnerships with market leading health technology companies

03

Continue to innovate

Enhance Built-in RTLS with new functionality
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
- Robust order book at \$23.3m

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



FINANCIAL PERFORMANCE



1H FY22 FINANCIAL SNAPSHOT

REVENUE

\$16.0M

↑ \$2.1M or 15% on pcp

SOFTWARE AND SMA REVENUE

15.3%
Of revenue

↑ 1.7% points on pcp

MARGIN

52.9%

↑ 1.5% points on pcp

EBIT

\$1.8M

↑ \$0.7M or 65% on pcp

NPAT

\$1.5M

↑ \$0.7M or 83% on pcp

CASH

\$7.1M

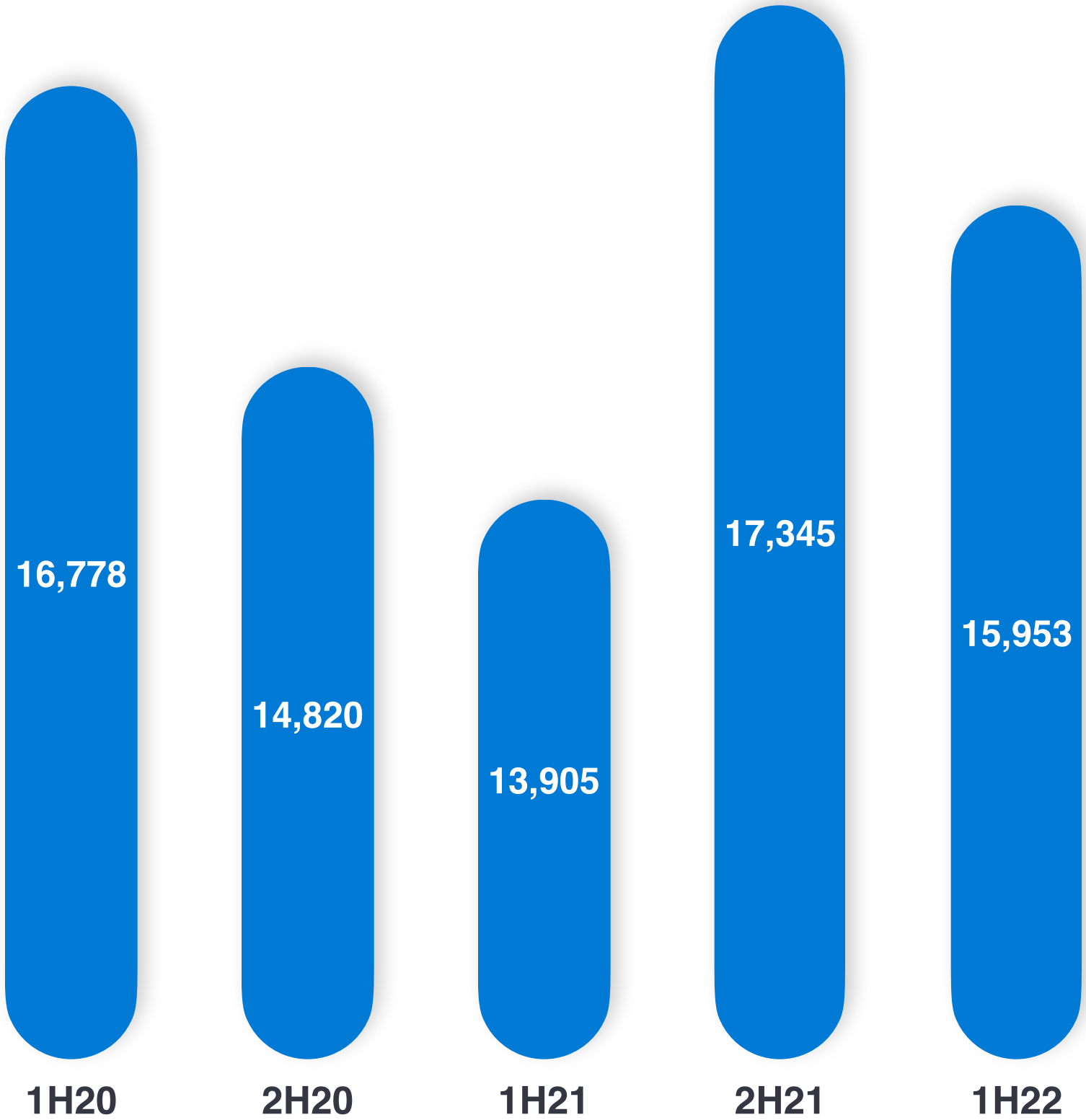
↓ \$0.7M since June 2021

REVENUE FROM CUSTOMERS



Revenue from customers increased by 15% to \$16.0m for the half year compared to the prior comparative period (pcp) due to slightly improved access restrictions to hospitals and aged care facilities. The impact of site access restrictions remain a risk as it continues to hamper our ability to convert our increasing confirmed orders into revenue.

- Installation revenues were up 55% on pcp to \$3.6m consistent with overall slightly fewer site access restrictions.
- North American revenues were up 34% on pcp to \$8.3m, with Asia also strong. Continued lockdowns in Australia during the reporting period saw Australian revenues decline compared to pcp.
- Software and SMA revenues at 15% of total revenue from customers remained impacted by COVID-19 restrictions as high solution sales require face to face interactions, although they were up \$0.5m on pcp.



A\$000S

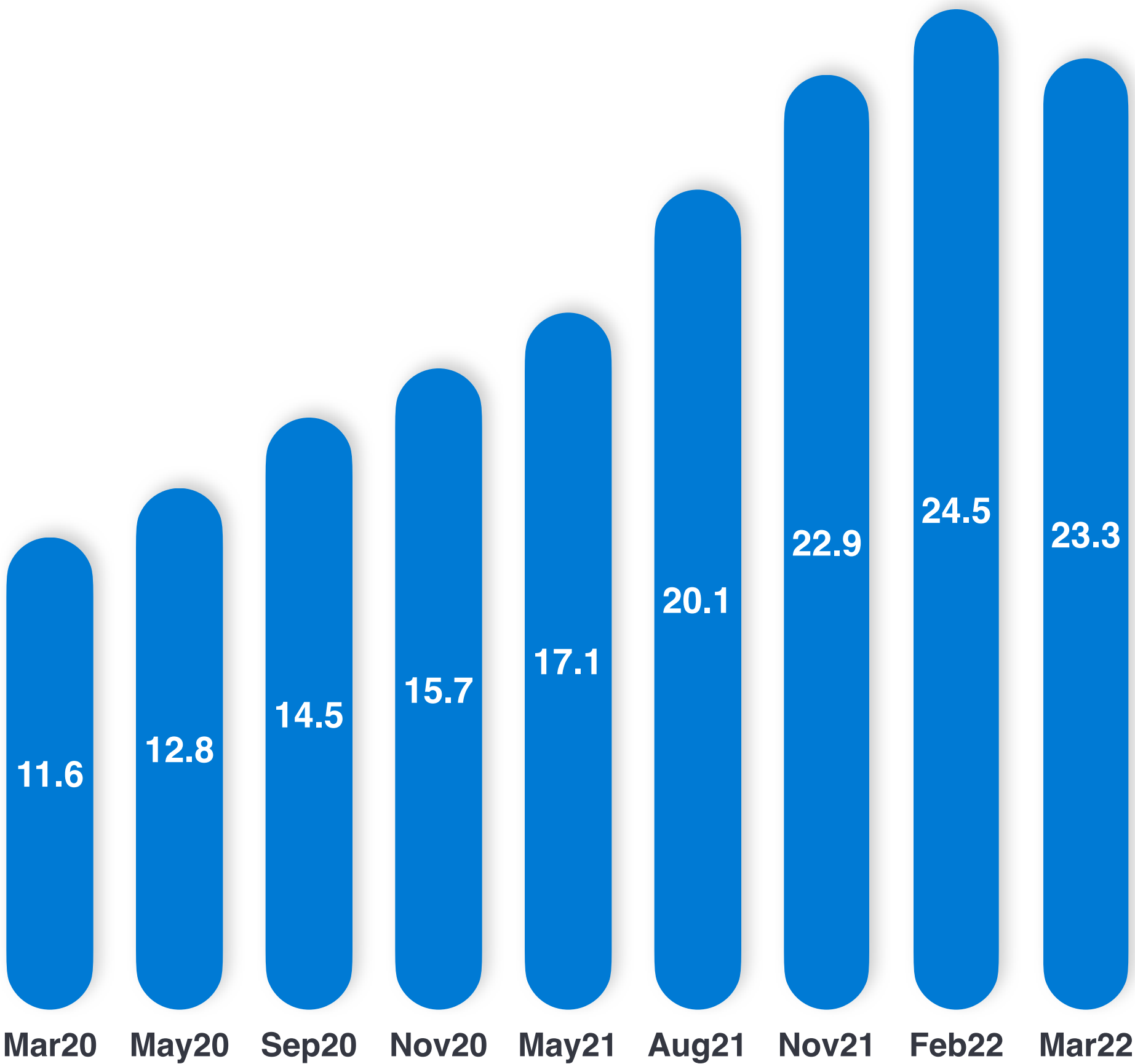
COVID-19 restrictions continue to hamper revenue. However once COVID-19 restrictions ease our revenues will grow further.

OPEN SALES ORDERS



Open Sales Orders represent confirmed contracted orders from customers that have not yet been fulfilled.

- Since the beginning of COVID-19 we have observed a material build up in our confirmed orders as site access restrictions and supply chain challenges have hampered our ability to convert sales into revenue.
- Strategic investments into inventory levels will allow for these orders to be converted to revenues once access restrictions ease across our markets.
- Our recent investment in more sales resources in line with our organic growth ambitions will further add to the expected growth in revenues over the next few reporting periods, noting that our industry’s sales cycle is long - up to 18 months.



\$A Million

Strategic build up in inventory levels will allow for a steady conversion of our growing Open Sales Order book once COVID-19 restrictions ease.

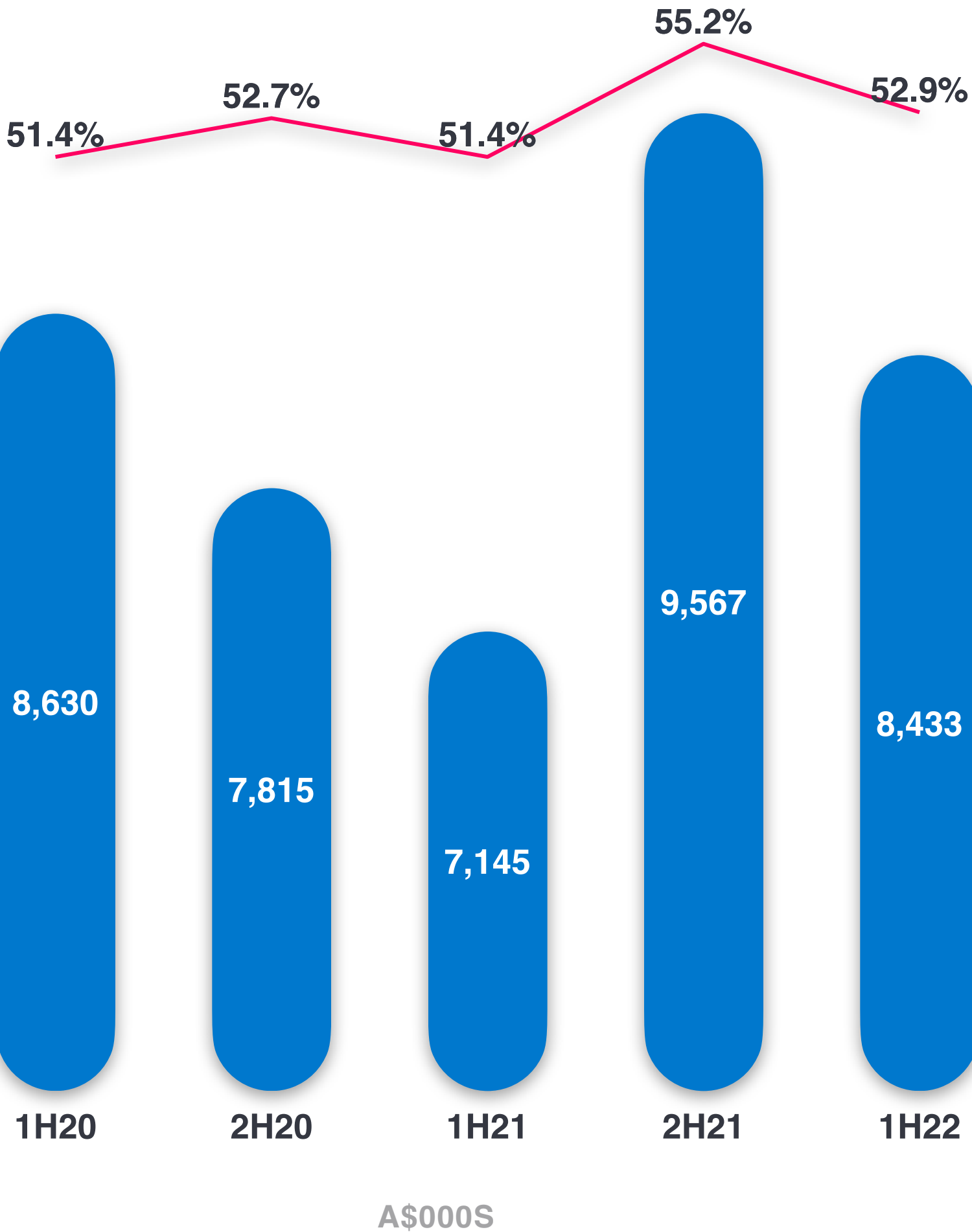
GROSS PROFIT AND MARGIN



Gross margin % in 1HFY22 was 52.9%, which was slightly up on the pcp but down from 2HFY21. Contributing to this were:

- Supply chain cost increases from increased raw materials and higher freight costs have maintained downward pressure on our margins
- A weaker AUD over the reporting period
- Revenue mix impacted margin. Installation revenues, our lowest margin revenue stream, grew by 55% compared to pcp.
- Software and SMA revenues did increase to 15.3% of total revenues however we continue our focus on growing this revenue stream, which will add further growth to our margins over time.

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. To offset this we have invested in higher inventory levels to ensure supply and take advantage of opportunities.



Whilst supply chain and logistics challenges remain, the Company has secured inventory to ensure a solid rebound.

EARNINGS

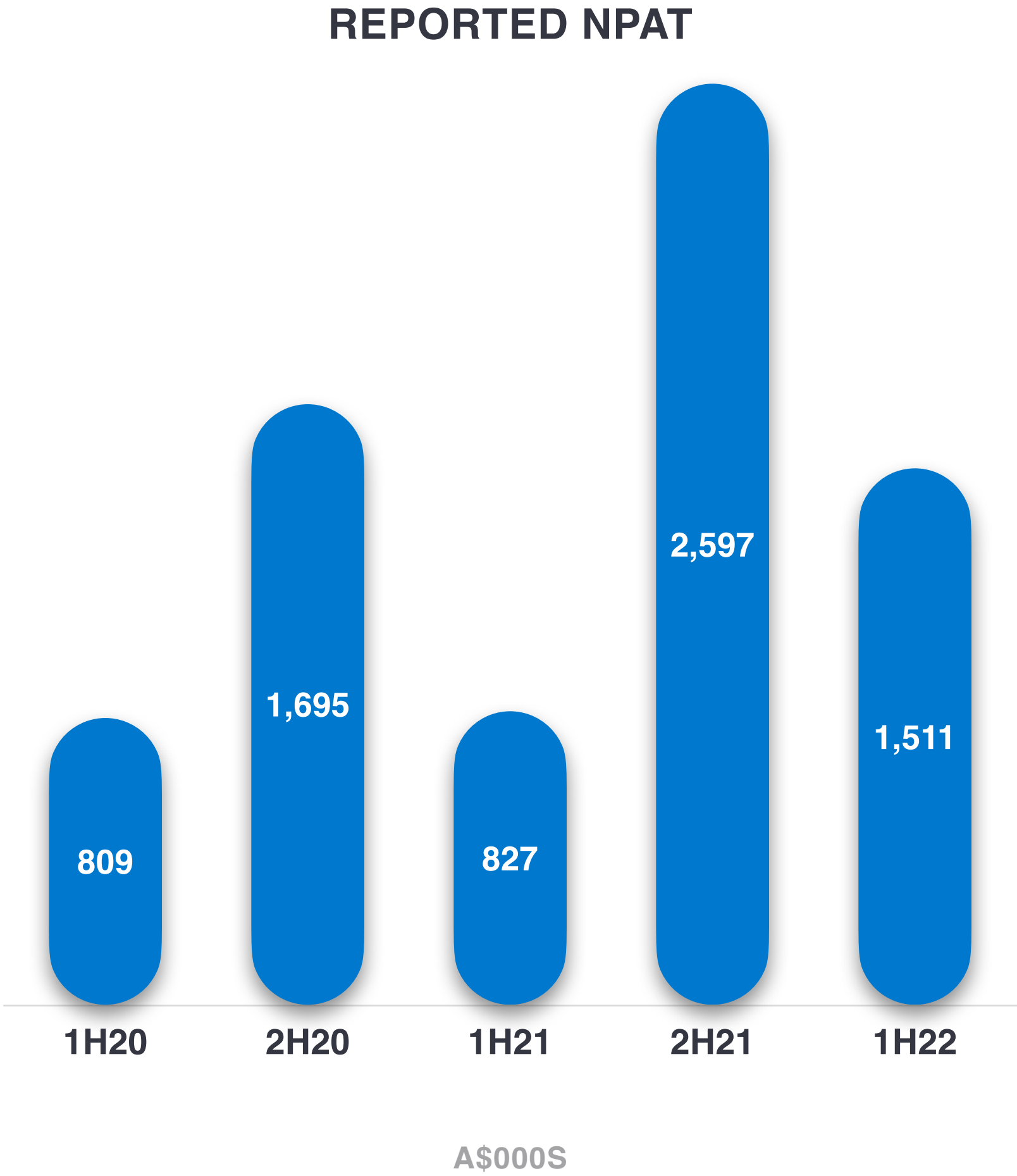


Reported NPAT is \$1.5m for 1HFY22 compared to \$0.8m for 1HFY21.

The second half NPAT of \$2.6 million drove the full-year result as we benefited from a rebound in revenues, particularly in the last quarter.

Included in the profit for the year was \$1.5 million of grant Income arising from COVID-19 related government stimulus packages received from various jurisdictions in which the Group operates.

Austco Healthcare continues to report profits despite COVID-19. With a growing Open Sales Order book we expect increased profits to be generated when access restrictions ease and supply challenges abate.



CASH & DEBT



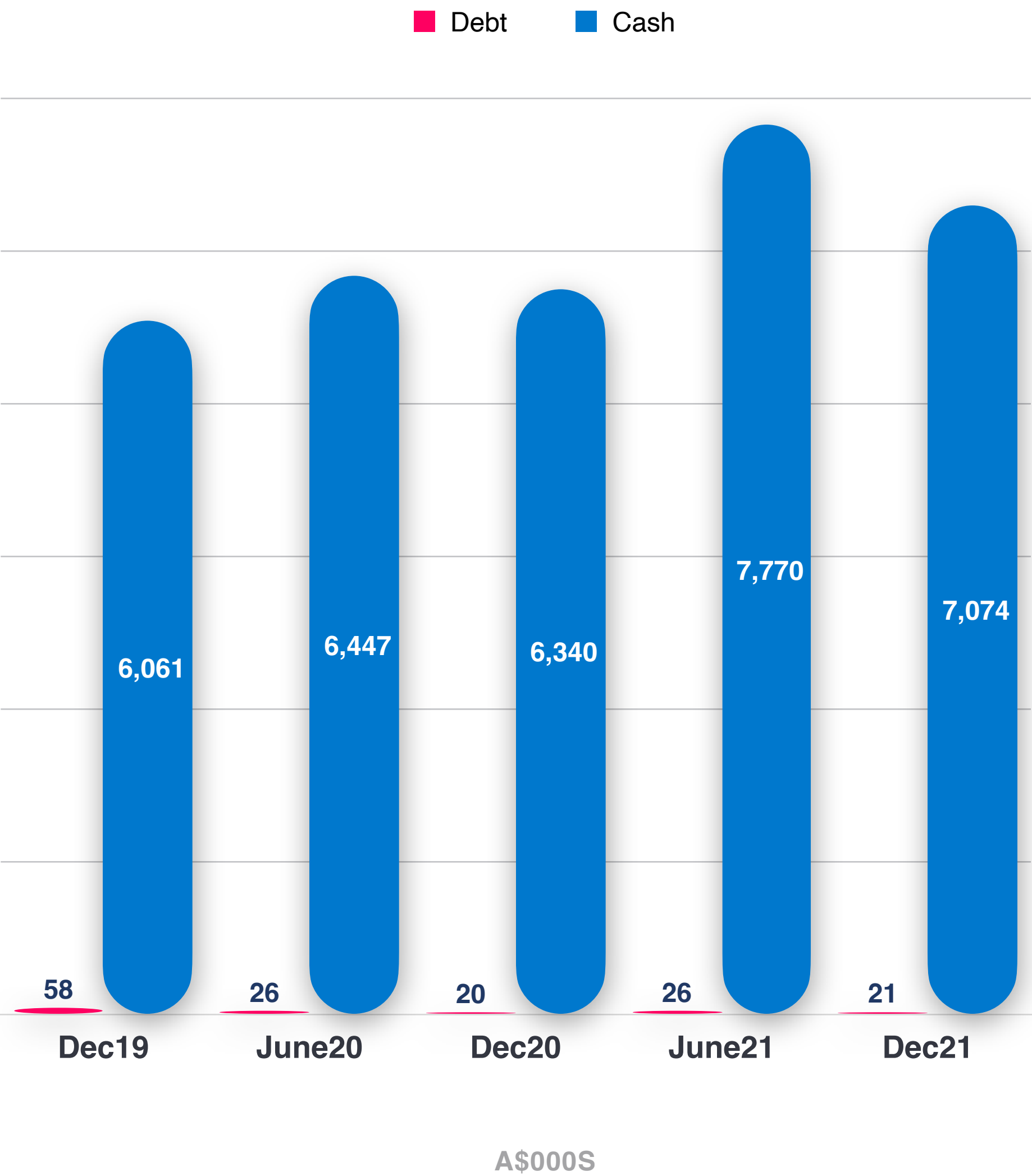
Cash on hand remains strong at \$7.1m

The December 2019 capital raising proceeds have now started to be deployed. We have invested in strategic inventory and put on a number of new sales resources in North America and the Middle East to pursue our organic growth objectives.

Cashflow from operations was \$0.4m, which was impacted by our growing inventory levels (\$2.4m increase since June 2021). Some of the increases in inventory were strategic buys of raw materials to ensure continued supply. The balance represents inventory held up by site access restrictions in some markets.

The Company has no effective debt. Strong cash balances allows the Company to review M&A opportunities

A solid cash position allows the Company to take advantage of initiatives focused on both organic and non-organic revenue growth.



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THANK YOU

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