

ANNUAL GENERAL MEETING

NOVEMBER 2022



Clayton Astles
Chief Executive Officer



FY22 HIGHLIGHTS

Austco Healthcare has enjoyed continued growth, despite the challenging business climate.

Revenue from customers up 15% to \$35.9 million

Software and SMA revenues up \$0.7 million to \$5.1 million

Underlying NPAT (excludes grant income) up 14% to \$1.7 million

Fully franked dividend of 0.3 cents per share declared

Invested in sales and marketing capability across multiple regions.





STRATEGIC OBJECTIVES

FY23 STRATEGIC PLAN

REVENUE STRATEGIES

01

Drive organic revenue growth

Recruit additional sales professionals, focus on USA, Europe, 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, Australia and Europe competitors to accelerate market access

03

Increase software and SMA revenue

Recruit software focused channel partners

- ☑ Successfully recruited sales and marketing professionals in strategic locations.
- ☑ M&A Team assembled and reviewing several acquisition opportunities in different verticals.
- ☑ Recruiting software focused resellers in a number of markets.

FY23 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

- ☑ Software and SMA revenue up by \$0.7m to \$5.1m
- ☑ Entered strategic partnerships with several market leading health tech companies.
- ☑ Established a software development team focused on product enhancements.

PRODUCTS

Austco Product Development have
continued to innovate





PATIENT STATION

Single room controller

Microphone array for voice-controlled applications

Magnetic connectors for quick-release pendants & handsets

Built-in RTLS available

Acute- and aged-care markets

What's for dinner?

I need water.

When am I going home?

Turn on the TV.



VOICE ASSIST & VOICE PLATFORM

An unobtrusive interface into various clinical systems

Actively used in longterm and acute care

Interface for resident's schedule, food menu

Staff ask questions and generate events

Resident Account Administration

Communications with family

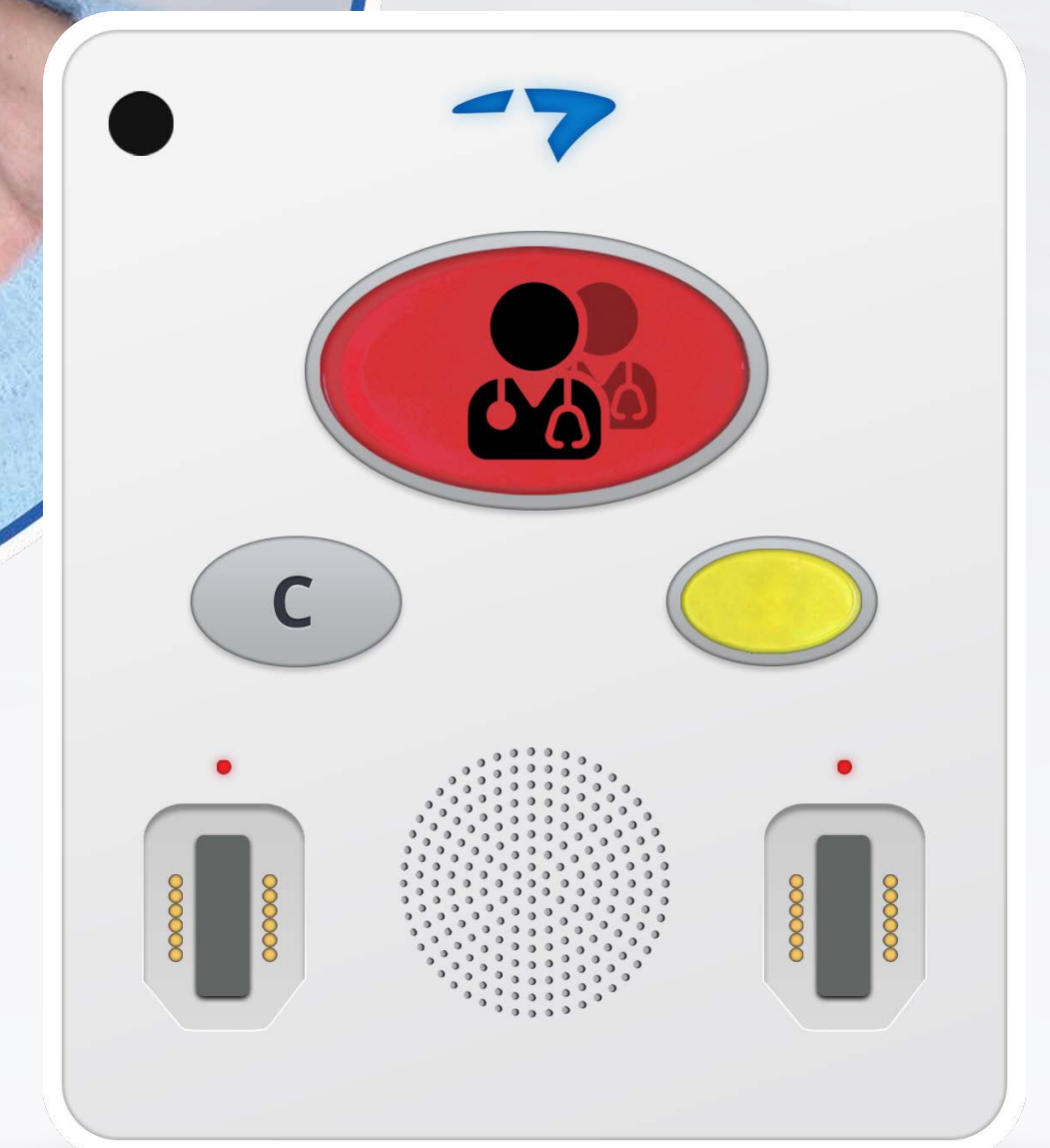
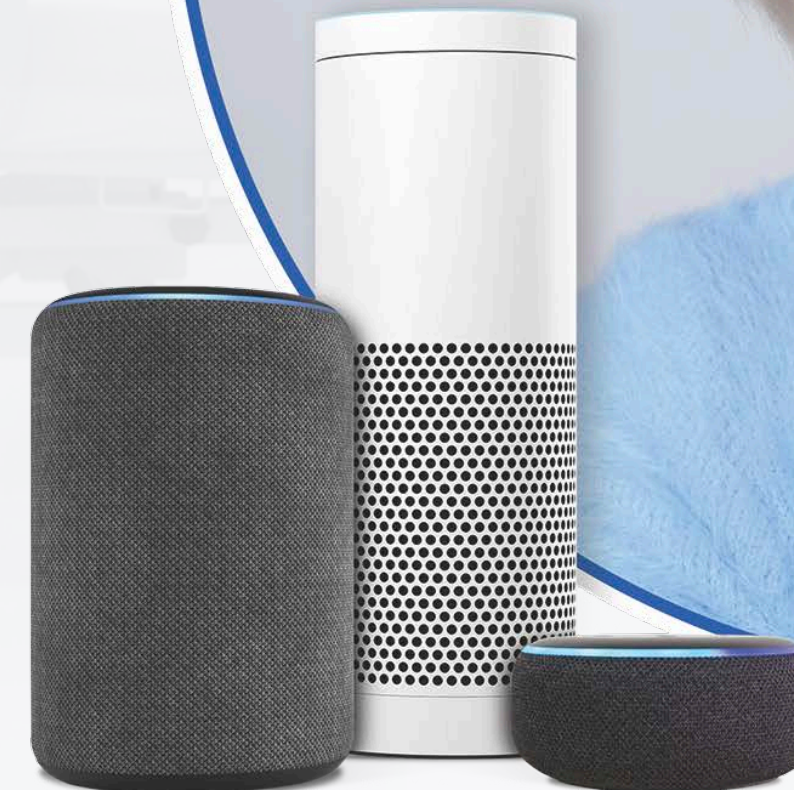
Individual voice commands

Alexa,
help!

Is room 10 clean?

Where is
resident Sarah?

Security to
room 4!





BUILT-IN RTLS

1-BUTTON BADGE

Paired with staff or residents/patients

IP rated for water immersion

Worn around wrist or as pendant

Minimum 7 days battery life

Replace badge without removing bracelet



TWIST TO UNLOCK

Badges can be removed from bracelet for easy replacement.



RECHARGEABLE

Charge up to 20 badges at once.



INTUITIVE

Badges provide visual, haptic, and tactile feedback for user assurance,



ROOM INFORMATION “APP”

Information about the room and occupant

Multiple layout options

Available on multiple devices

Display the information relevant to the care team, including

Last visit

Average visit length

Last cleaning

Active & expiring timers

Patient restrictions and precautions

PULSE PLATFORM



PULSE ATTEND

Remote patient monitoring, post-acute care, dementia, IoT



PULSE CARE

Alarm and alert management, Workflow, Communications



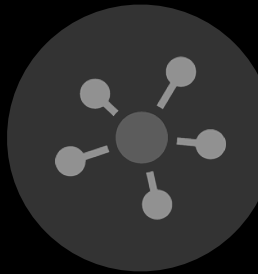
PULSE MOBILE

Clinical care & communication



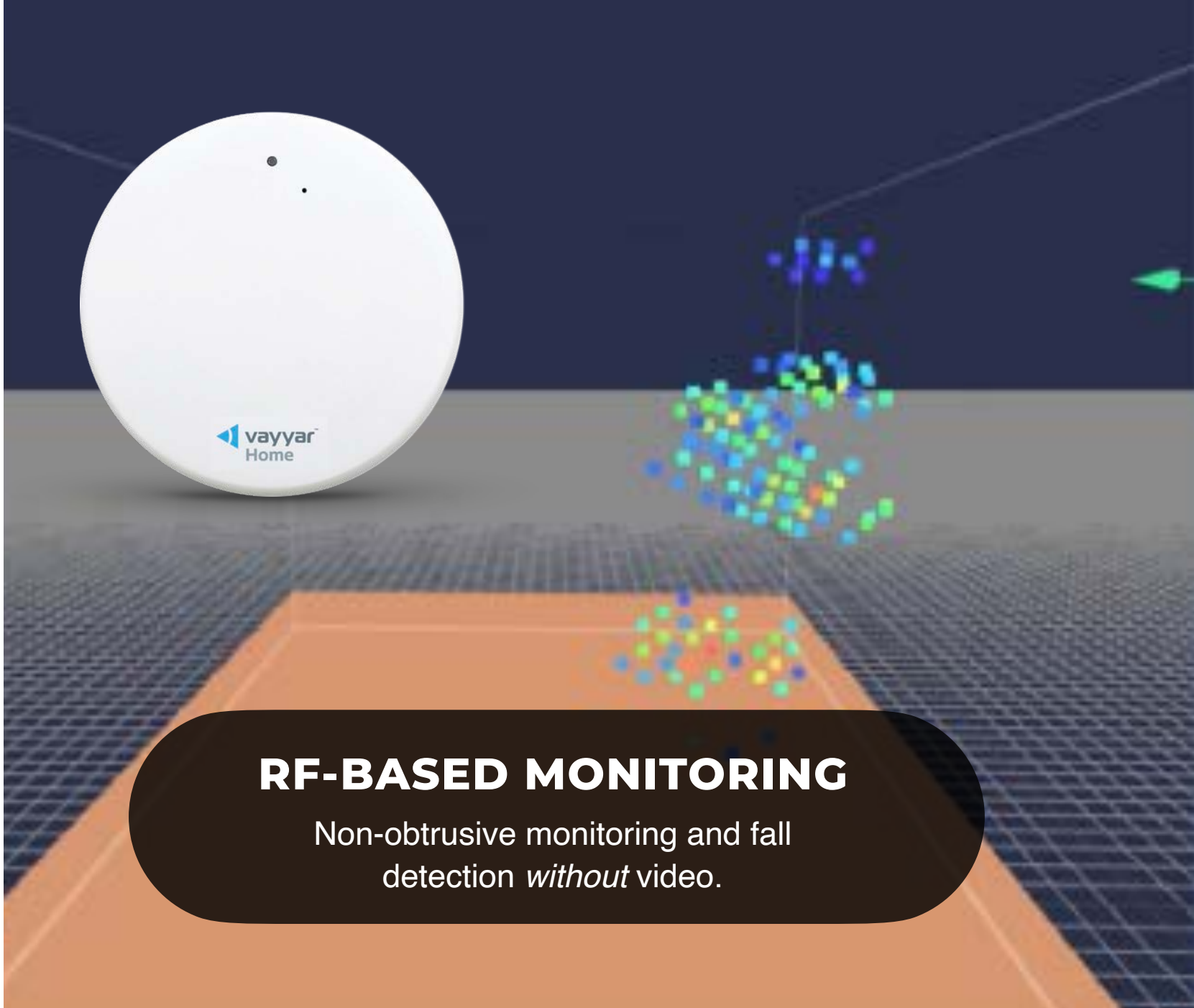
PULSE REPORTS

Enterprise reporting



PULSE MANAGE

“Productised” API, Management application



RF-BASED MONITORING

Non-obtrusive monitoring and fall detection *without* video.



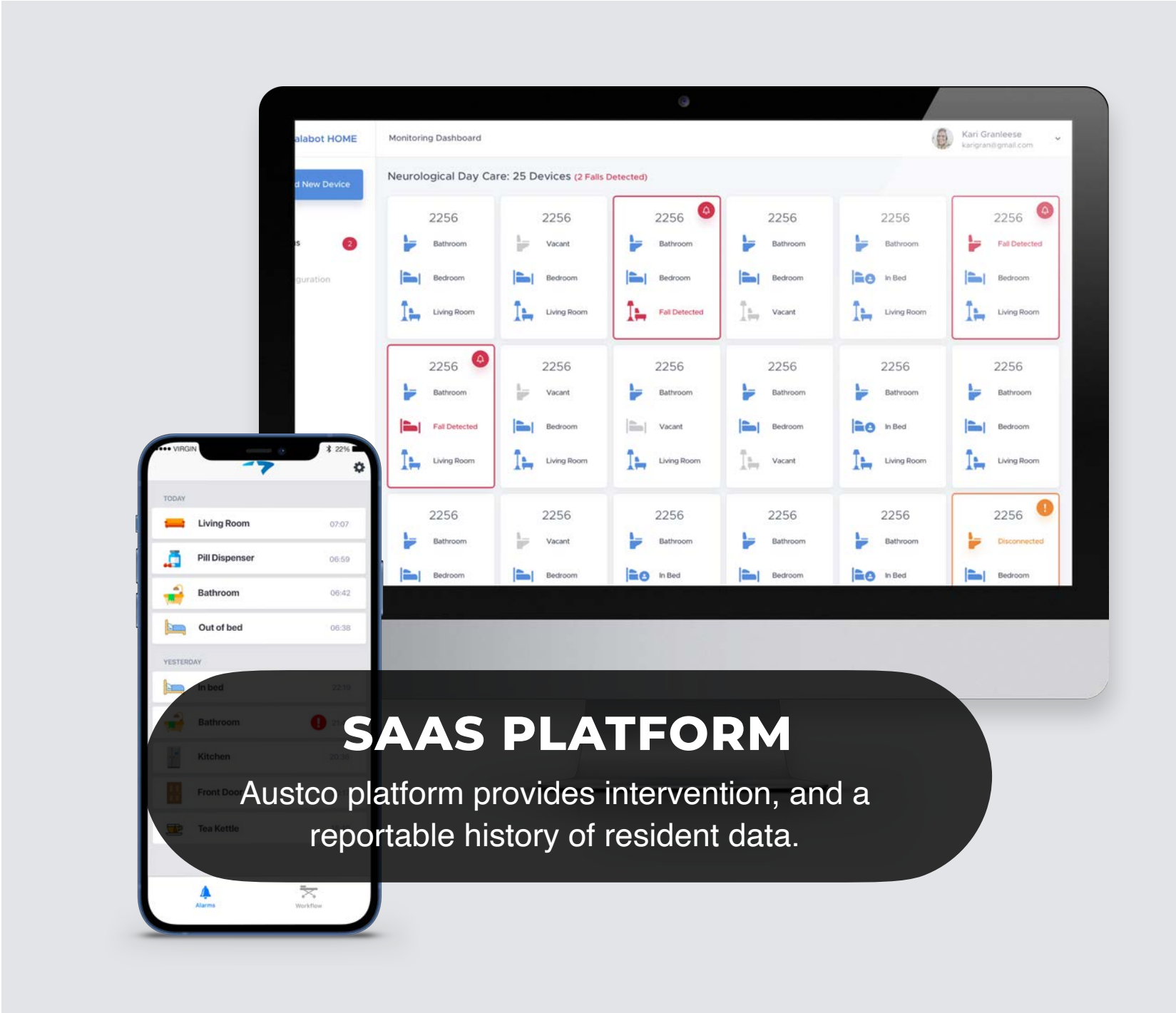
SMART DEVICES AND IOT

IoT devices gather data about activity level, transmit to Tacera.



WEARABLES

Devices measure vitals, transmit data to Tacera, notify if unusual readings.



SAAS PLATFORM

Austco platform provides intervention, and a reportable history of resident data.

FINANCIAL PERFORMANCE



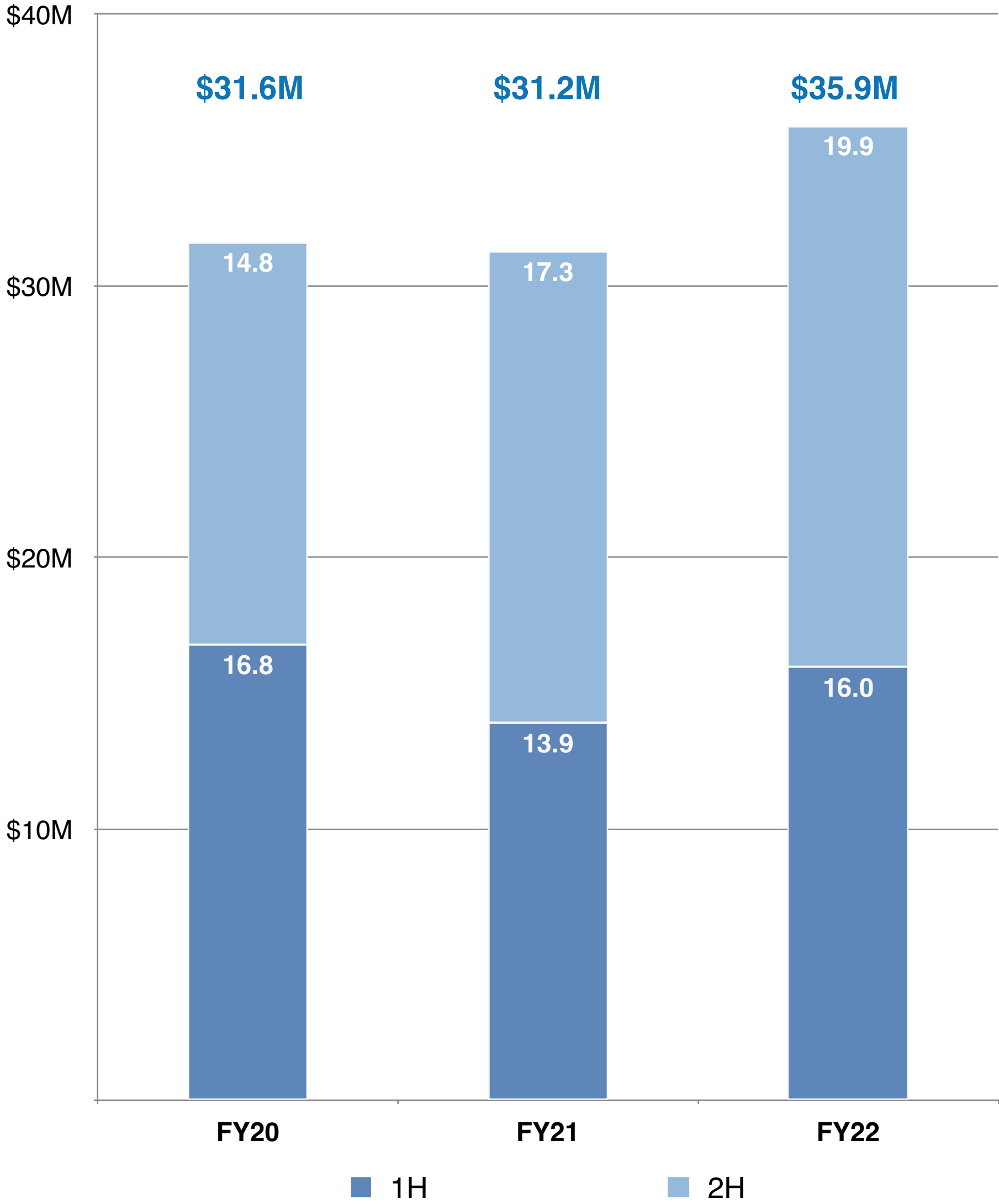
REVENUE FROM CUSTOMERS



Revenue from customers increased by 15% to \$35.9m for the year compared to the prior comparative period (pcp). This is the highest reported revenue over the last 10 years and was driven by a stronger second half, which was up 25% on the first half revenues.

North American markets drove the increase in revenue as we observed fewer site access restrictions in those markets as compared to our other markets.

Supply chain issues continued to restrict our ability to convert our strong sales orders into recognised revenue. We expect these supply chain issues to continue through FY23, however we are achieving more wins and these did contribute to the stronger Q4 in FY22 which drove our record result.

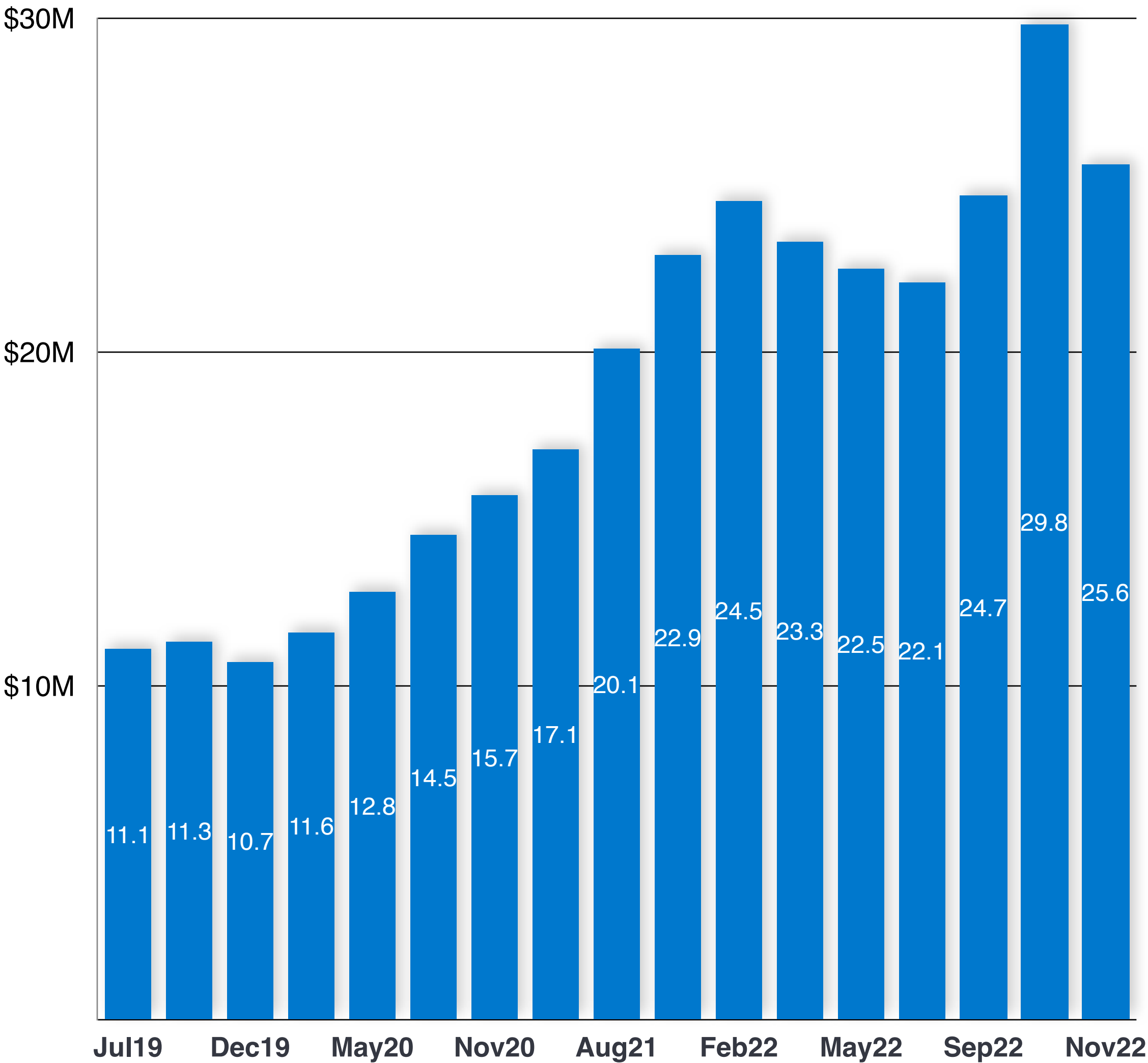


OPEN SALES ORDERS



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.
- During FY22, we increased our inventory holdings by \$4.1m to \$9.2m, as a result of strategic buys of certain materials. In the first half of FY23, we have further increased our strategic inventory purchases to allow for these orders to be converted to revenues.
- In October 2022 we reached the company’s highest reported Open Sales Orders of \$29.8m. At November 2022 the Open Sales Orders are \$25.6m.



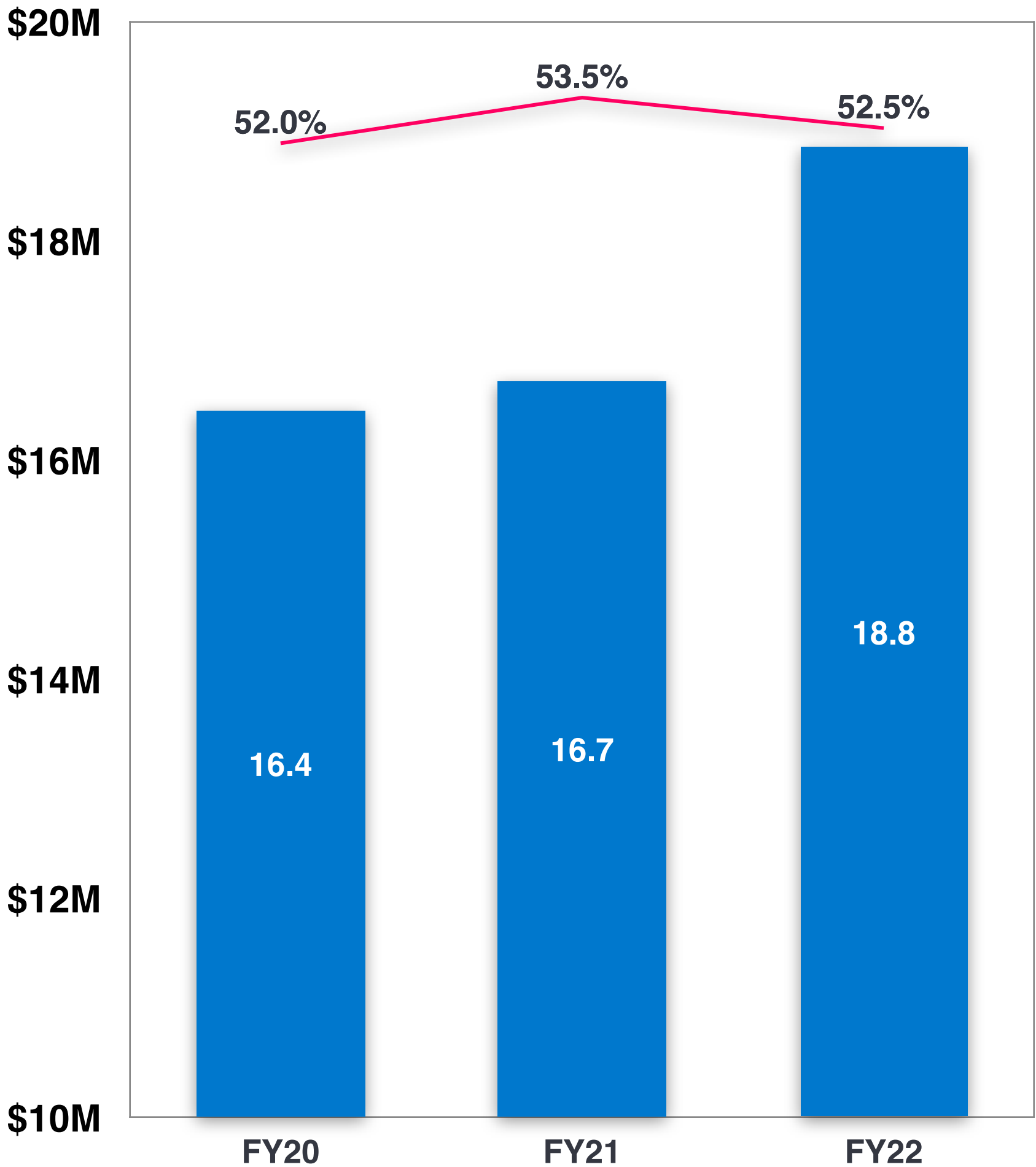
GROSS PROFIT AND MARGIN



Gross margin % remained under pressure through FY23 as a result of higher raw material costs as well as higher freight costs. This saw margins drop to 52.5% in FY22 as compared to 53.5% in the prior period.

Shortages of some components meant accessing new sources of supply in the secondary market which comes at a premium price. In other instances lack of supply of certain semiconductors meant we were forced to find alternatives. This leads to the inefficient use of our R&D and Regulatory teams to re-engineer and re-certify our products and risks our cadence of new product development.

Whilst the margin % decreased, higher revenues ensured growth in the amount of gross margin being generated which grew 13% to \$18.8m.



UNDERLYING EARNINGS

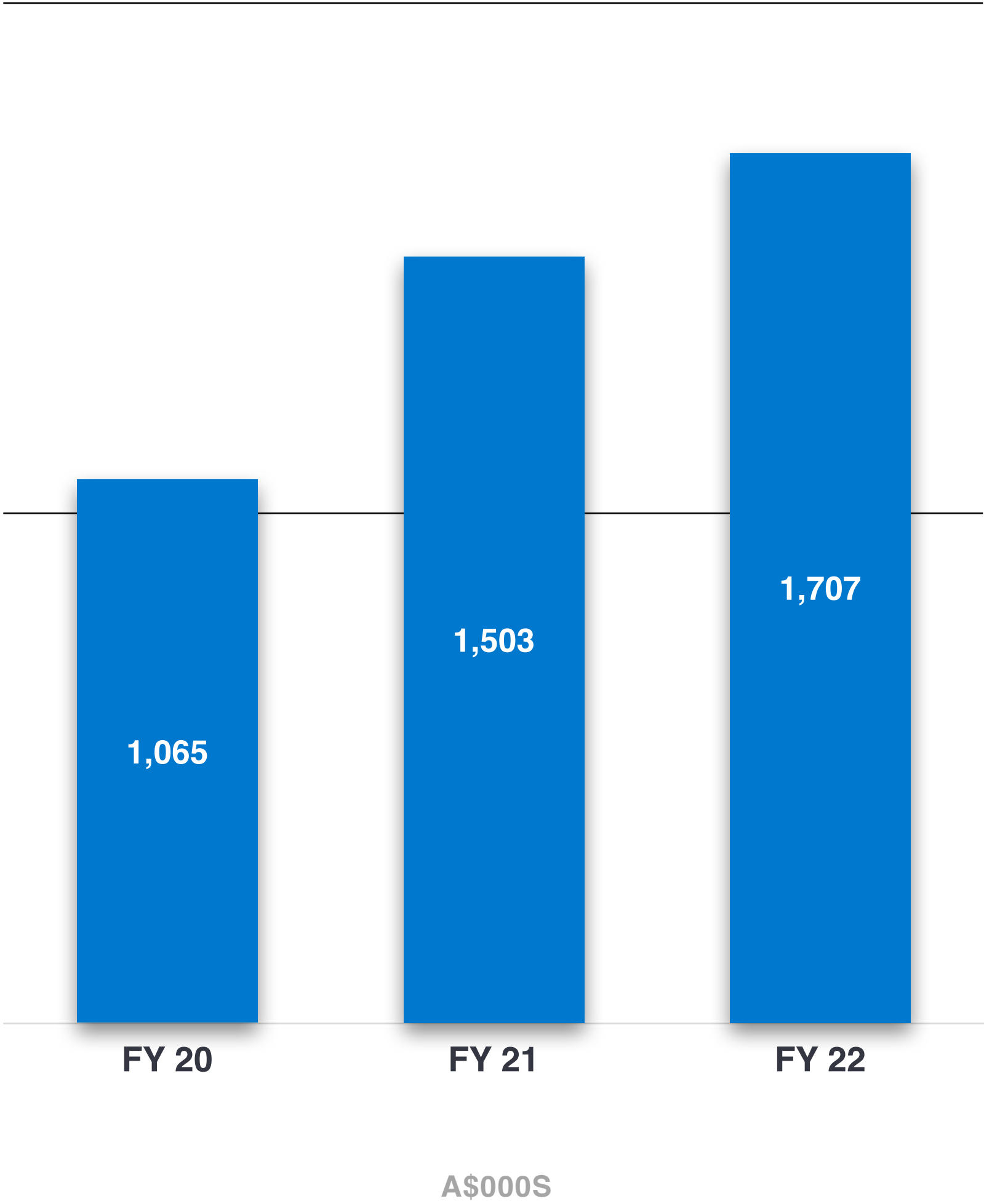


Underlying NPAT is the Reported NPAT less Other Income, which are grant proceeds, proceeds from legal settlements and Foreign exchange losses.

Underlying NPAT increased from \$1.5m for FY21 to \$1.7m in FY22.

Unlike in FY21, the contribution of Underlying NPAT in FY22 was even between the first half and second half of the year.

UNDERLYING NPAT



REPORTED EARNINGS

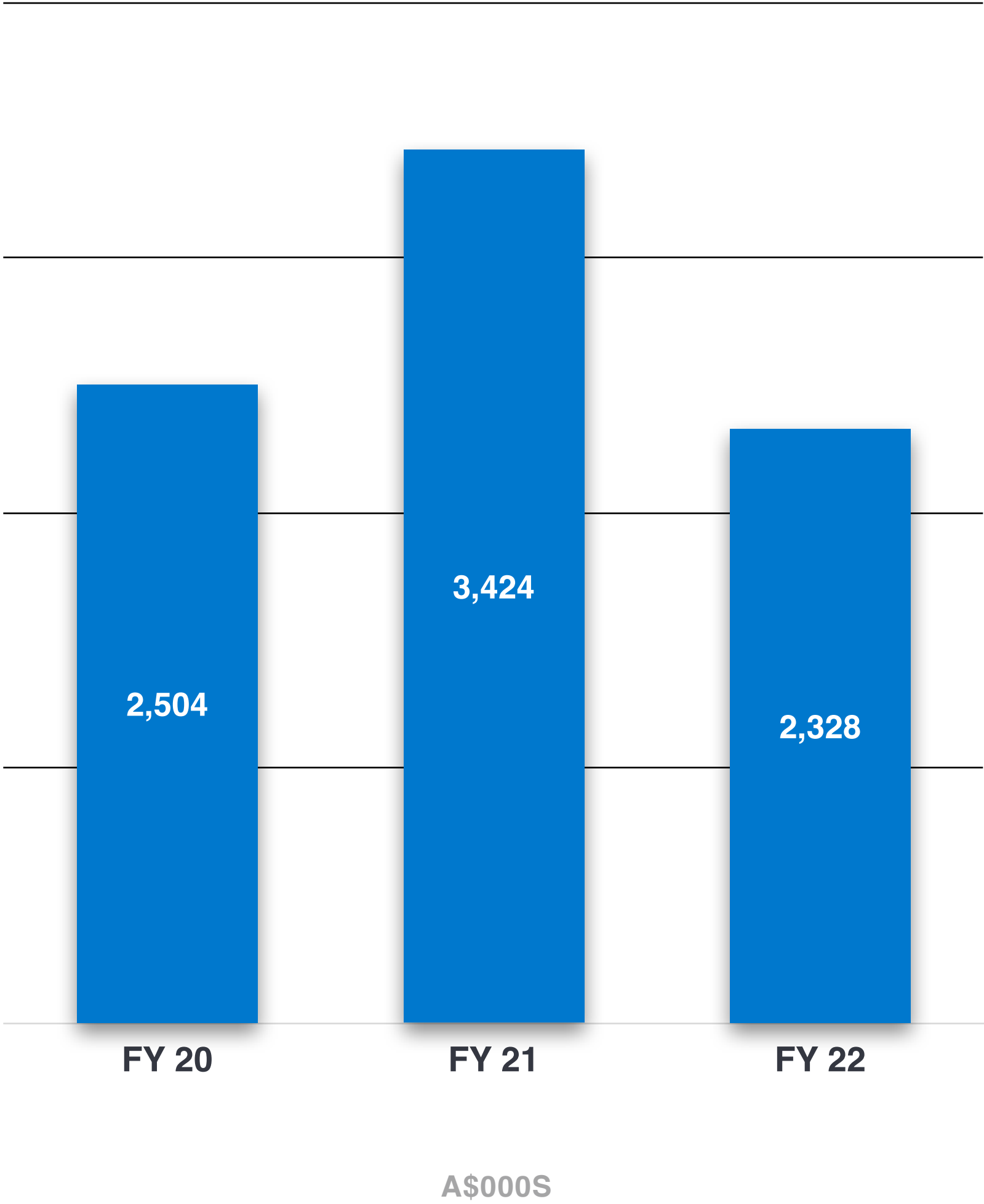


Reported NPAT is \$2.3m for FY22 which is down \$1.1m from FY21.

Included in the profit for FY22 was \$0.7m of grant Income arising from COVID-19 related stimulus packages received primarily from the USA.

Included in the profit for FY21 was \$1.5m of grant Income arising from COVID-19 related stimulus packages received from various jurisdictions in which the Group operates, and a further \$0.5m of proceeds from a legal settlement.

REPORTED NPAT



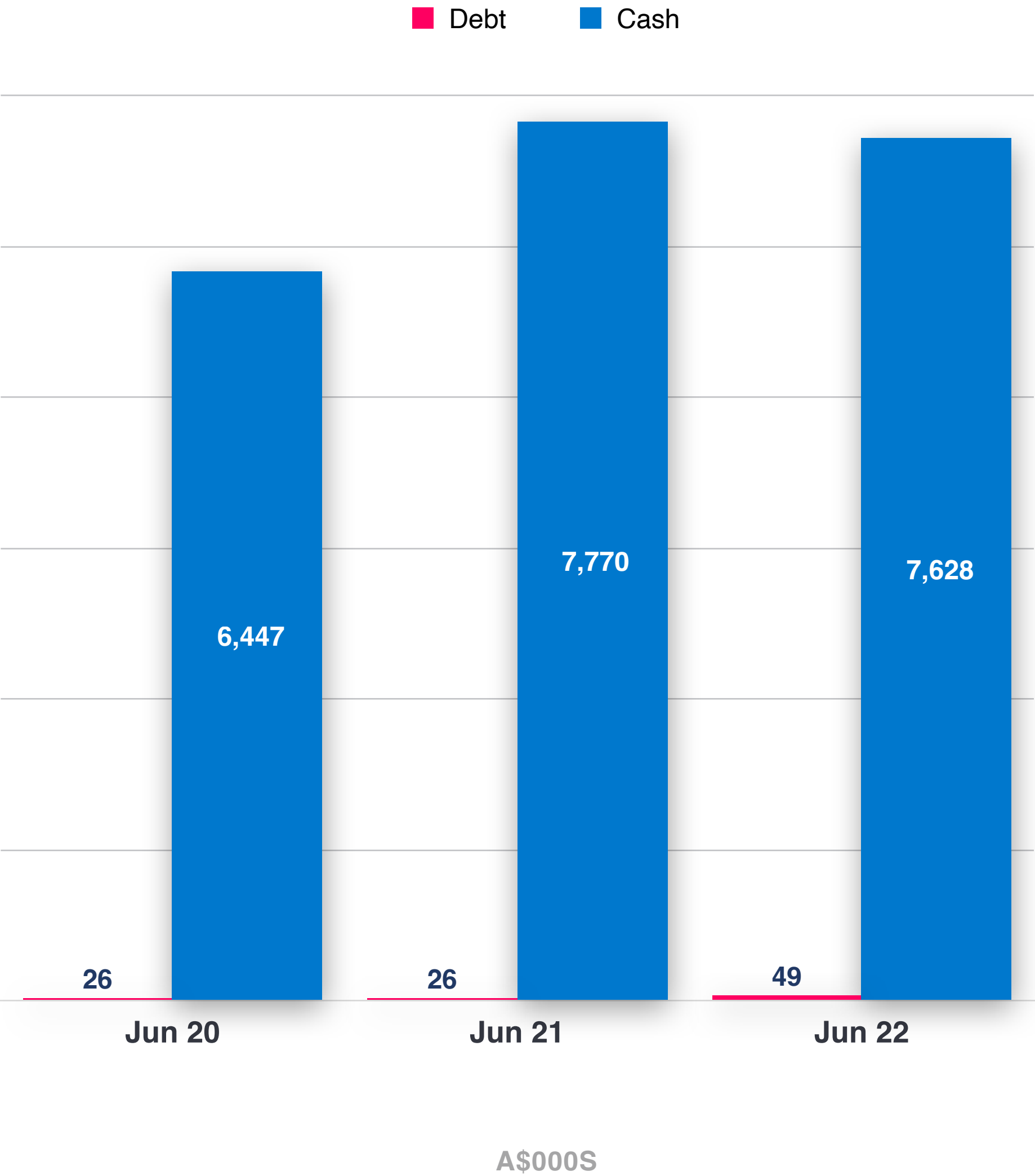
CASH & DIVIDEND



Cash on hand remains strong at \$7.6m. The Company has an immaterial amount of debt.

Cash generated from operating activities of \$1.9m assisted in absorbing our strategic build up of inventories by \$4.1m.

Given the continued profitability of the group the Board paid a fully franked dividend of 0.3 cents per share, the Company’s first in 13 years.





SUPPLY CHAIN CHALLENGES

Supply chain challenges remain and are expected to remain for FY23 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 de-risked country specific supply issues

OUTLOOK



- Robust order book of \$25.6m
- Market-leading products through sustained R&D commitment
- Modern and extensible operating platform
- Increased Investment in Sales and Marketing
- Supply chain uncertainty still exists for the business, which will need to be managed throughout FY23, and possibly beyond

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

DISCLAIMER



This presentation was prepared by Austco Healthcare Limited and was authorised for release by the Board of the Company.

This publication does not constitute an offer, invitation or recommendation for the sale or purchase of any securities in any jurisdiction.

References to, and the explanation of, legislation and regulatory issues in this Publication are indicative only and should not be relied on. They do not purport to summarise all relevant legislation and regulatory issues or to be a full explanation of any particular matter.

Past Performance

Past performance information given in this Publication is given for illustrative purposes and should not be relied upon as an indication of future performance.

Forward Looking Statements

The information contained herein involves elements of subjective judgment and analysis and may be identified by words such as 'may', 'could', 'believes', 'expects', 'intends' or other words that involve risk and uncertainty (collectively, forward looking statements). Any forward looking statements expressed in this Publication are subject to change without notice. They do not constitute, and should not be regarded as, a representation that the relevant results will actually be achieved or that the underlying assumptions upon which forward looking statements may be based are valid or reasonable. Actual results may vary from the forward looking statements and such variations may be material.

Other Information

All financial amounts contained in this Publication are expressed in Australian currency unless otherwise stated. Any discrepancies between totals and sums and components in tables contained in this Publication are due to rounding.

Disclaimer

Other than to the extent required by law, neither Austco nor any of their respective affiliates, associates, shareholders, directors, officers, employees, agents, representatives and advisers (the Austco Parties) make any representation or warranty (express or implied) as to, and assume responsibility or liability for, the authenticity,

origin, validity, accuracy or completeness of, or any errors in or omissions from, any information, statement or opinion contained in this Publication or in any accompanying, previous or subsequent material or presentation in connection with the subject matter of this Publication.

Without limiting the foregoing, none of the Austco Parties:

- makes or purports to make any statement or representation (including, but not limited to, any representation with respect to any forward looking statement) contained in this Publication;
- is responsible for the contents of this Publication;
- has verified the accuracy or completeness of this Publication; or
- is liable in any way for any misstatement in, or errors in or omission from, this Publication or in any accompanying, previous or subsequent material or presentation in connection with the subject matter of this Publication, except and then only to the extent required by law.

United States

In particular, this Publication is not an offer of securities for sale in the United States or to, or for the account or benefit of, U.S. persons (as defined in Regulation S under the United States Securities Act of 1933 (the Securities Act)). Austco, its affiliates and related bodies corporate are not and will be registering any securities under the Securities Act or the securities laws of any state of the United States or any other jurisdiction other than the Commonwealth of Australia.

This document has been prepared for publication in Australia and may not be released or distributed in the United States or to U.S. persons. Failure to comply with this directive may result in a violation of the Securities Act and/or another applicable law of the United States or another jurisdiction.

THANK YOU

**Clayton Astles**

CEO & Executive Director

Aust: +61 411 531 170

US: +1 416 565 7457

clayton.astles@austco.com

Brendan Maher

CFO & Company Secretary

Aust: +61 439 369 551

brendan.maher@austco.com