



Roadshow Presentation

MARCH 2024

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FY24 FIRST HALF HIGHLIGHTS

Revenue from customers up
11% to \$22.8 million

Teknocorp acquisition
completed and term sheet
for Amentco announced

Software and SMA revenues
up 11% million to \$4.0 million

Accumulated orders yet to be
delivered grows to an all-time
high of \$44.4 million

NPAT down slightly due to
investment in strategic growth
initiatives

Increased investment in
research and development to
\$2.3 million.



RECENT CONTRACT WINS

Austco Healthcare Limited

\$7.4
MILLION

CANADA
St. Pauls Hospital

The St. Pauls Hospital contract represents the largest single contract award in Austco Healthcare's history, and includes over 1100 full IP patient stations, 1200 clinical workflow terminals, and Webservices interfaces for EMR and RTLS systems integrations.

\$2.6
MILLION

SINGAPORE
Mt. Elizabeth Hospital

The Mount Elizabeth contract provides a significant strategic opportunity for Austco Healthcare. The contract includes Austco's innovative Tacera system, featuring RTLS-ready call points, Pulse Mobile, and industry-leading clinical workflow solution

\$3.8
MILLION

SINGAPORE
Jurong Health

This \$3.8 million contract includes a refresh of the Tacera Nurse Call platform at the state-of-the-art 700-bed Ng Teng Fong General Hospital (NTFGH) and the 400-bed Jurong Community Hospital (JCH), both part of the Jurong Health Campus.

\$1.2
MILLION

AUSTRALIA
Whittlesea Hospital

Teknocorp, which was recently acquired by Austco Healthcare, was awarded this \$1.2 million contract to deliver state-of-the-art access control and CCTV solutions for the upcoming Whittlesea Community Hospital.

\$2.5
MILLION

USA
Encompass Health

Over the past two months, our US subsidiary has been awarded three new hospital contracts from Encompass Health totaling \$2.5 million. The contracts are for the supply and installation of our industry leading IP Nurse call solution and Tacera Pulse software platform.

A woman in a blue surgical cap and white lab coat is looking up at a futuristic digital interface. The interface features a circular design with various medical icons such as a heart, a brain, a microscope, and a pill. The background is a dark blue gradient with a subtle pattern of hexagons. The overall aesthetic is clean and professional, representing a modern medical or pharmaceutical environment.

» New products and roadmap



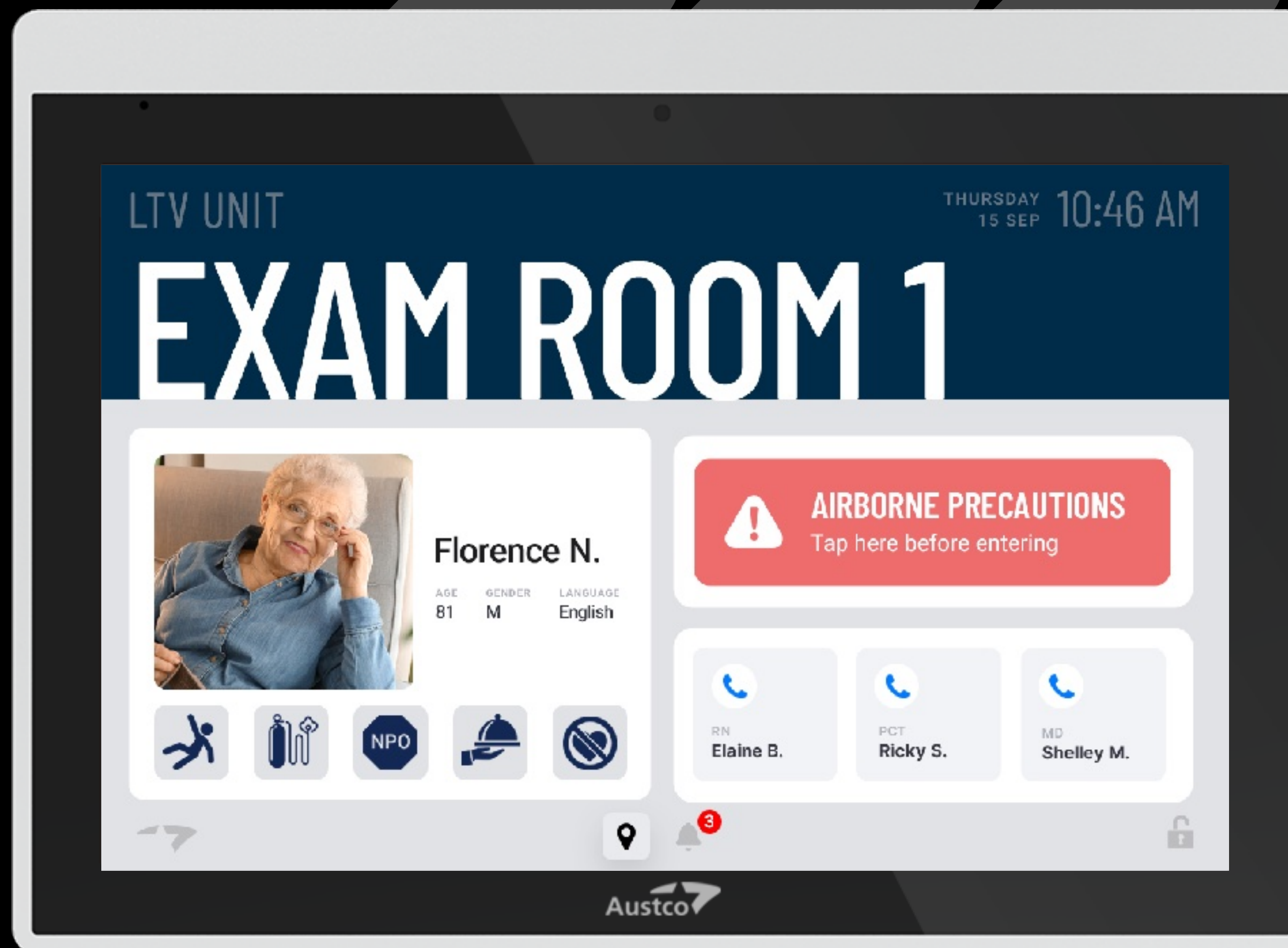
App Station Apps

Annunciator

Communications (VoIP audio)

Virtual call points (Workflow) *released with 4.27*

Hallway sign / Room screen *released with 4.28*





1-Button Badge & Charger

Paired with staff or residents

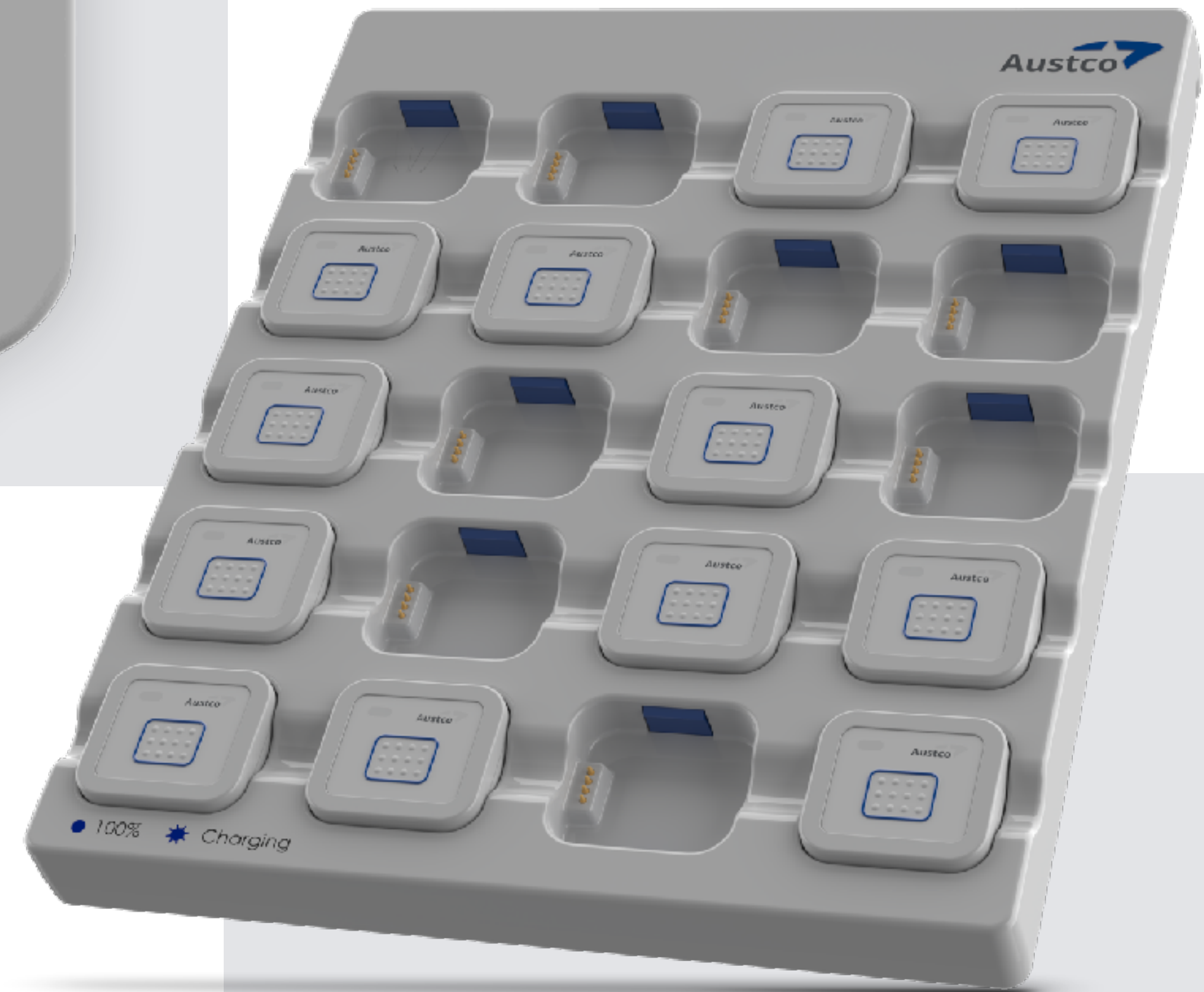
IP rated for water immersion

Worn around wrist or as pendant

Replace badge without removing bracelet

Gyroscope for fall detection

Minimum 7 days battery life





Wander Prevention

Procurement strategy privileges vendors who tick more boxes

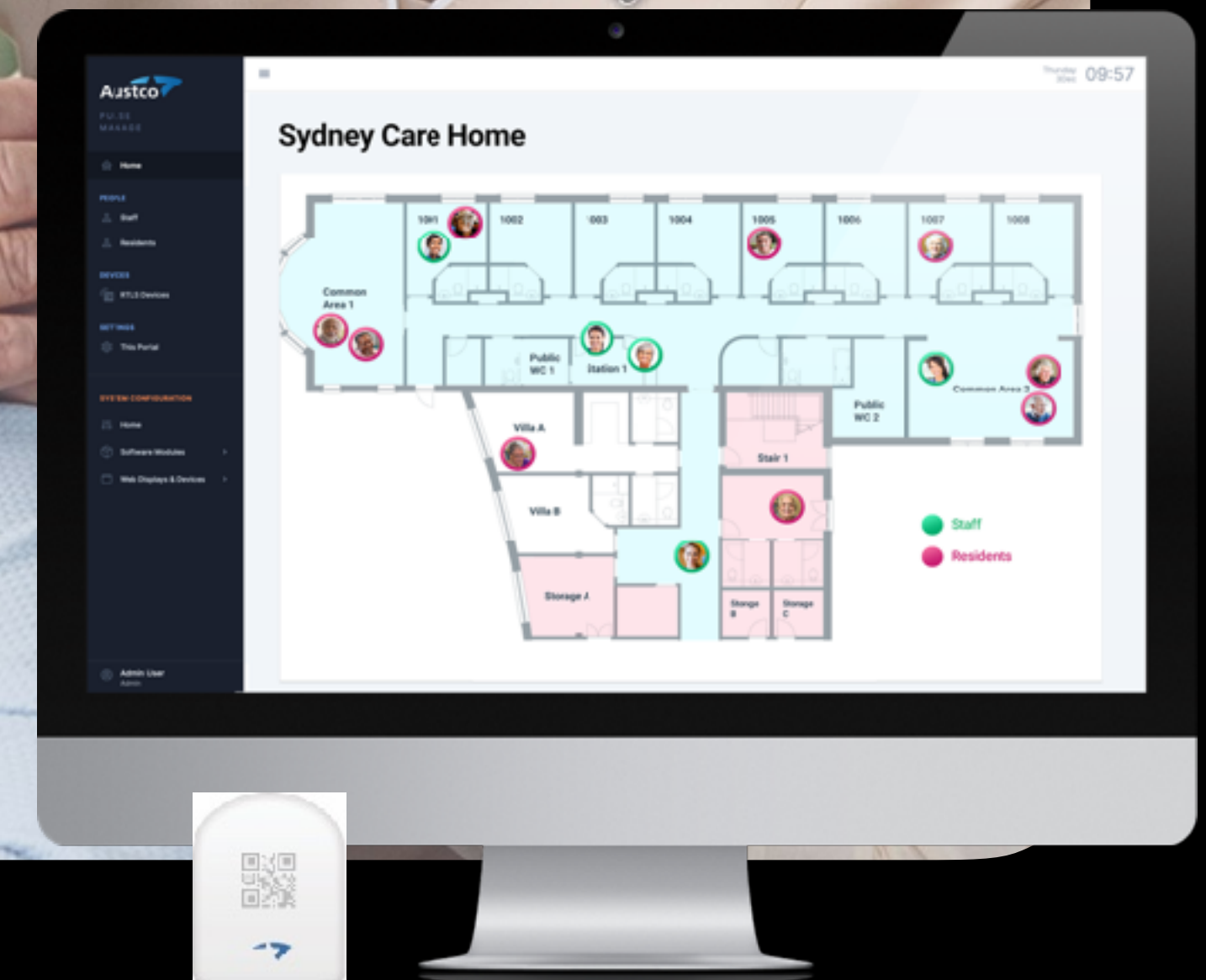
Initial rollout is white/black list of locations

Location events can activate relays for door locks

ASSET TRACKING

Most likely integrated 3rd party hardware

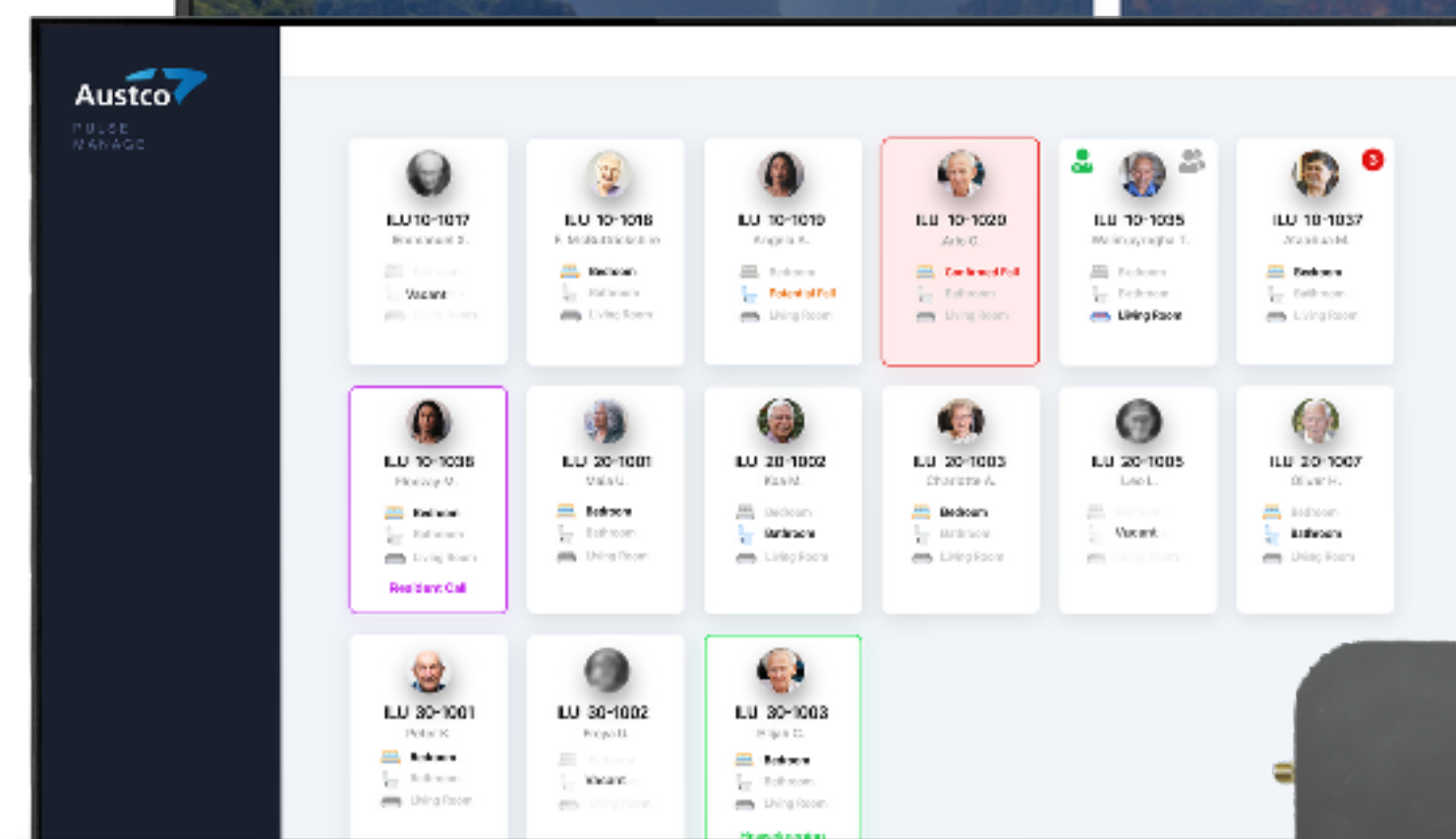
To be useful, requires mapping





Roadmap: additional apps

Seaside Towers . Villa 2	Emergency 00:29
Albion House . Room 17	Pendant Out 01:42
The Avondale . Lobby	Staff Assist 03:14
Shoalhaven Homes . Apt 4	Staff Presence 04:58





Master Callpoint

Single room controller

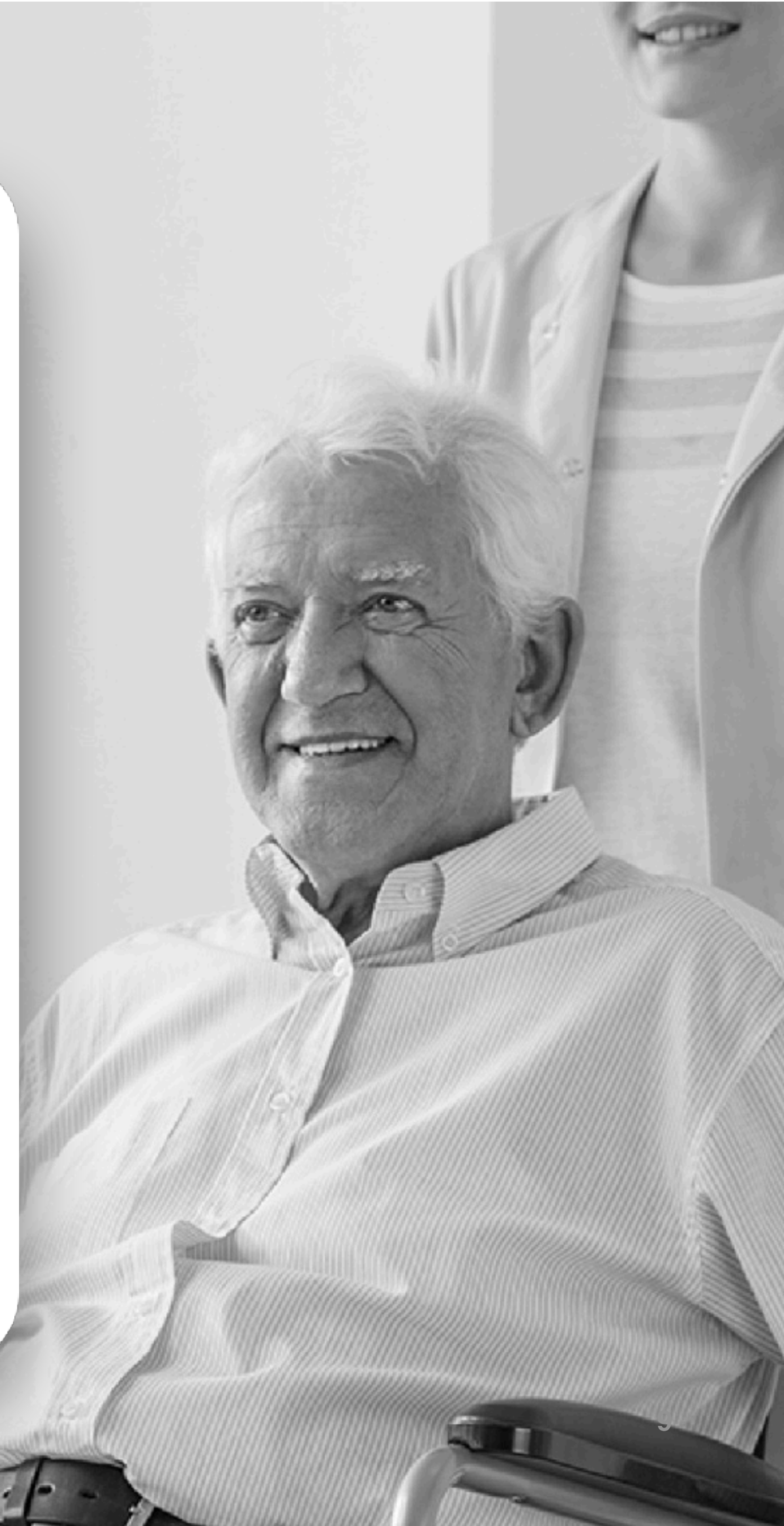
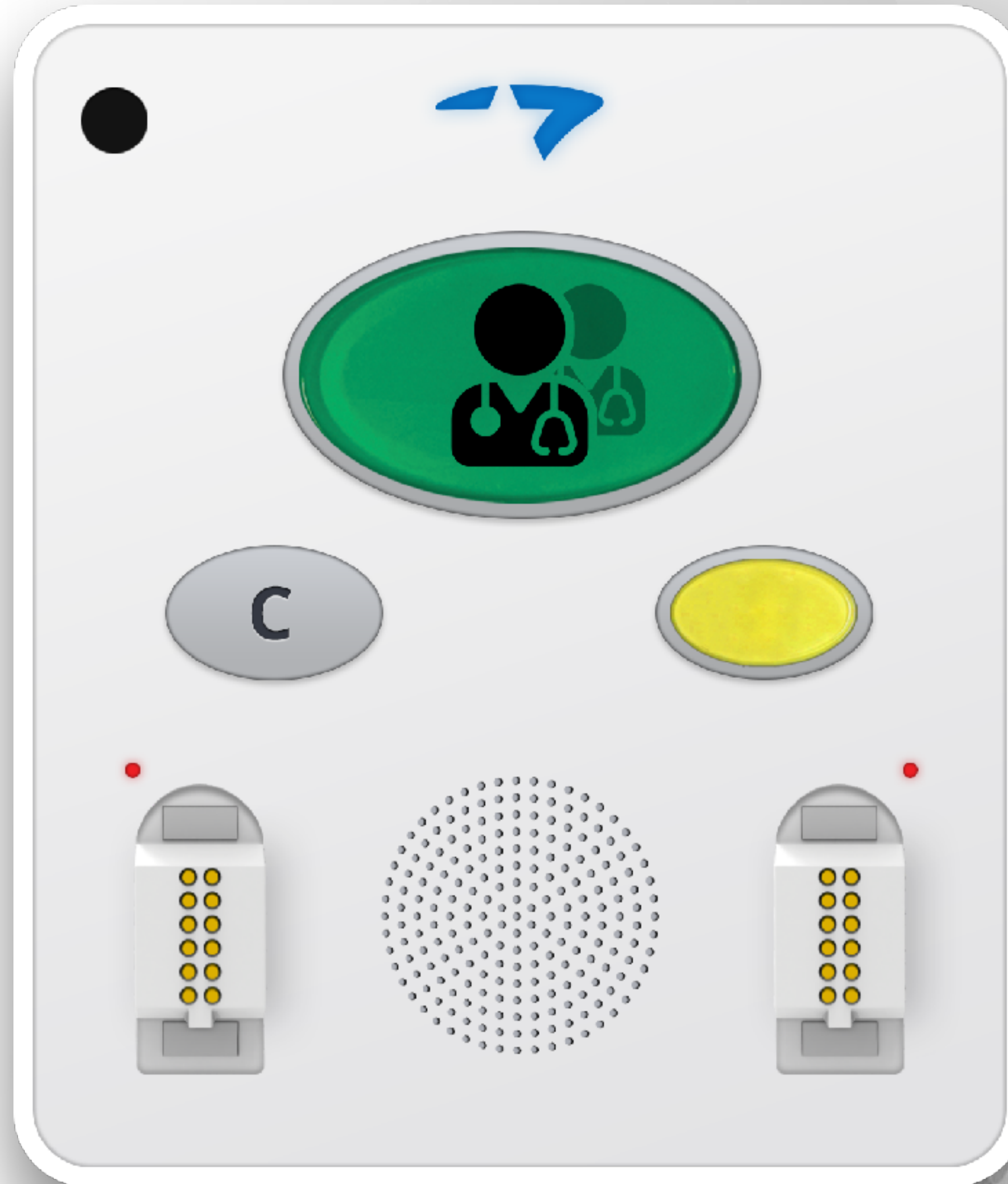
Microphone array for voice-assist applications

Built-in RTLS available

At home in Aged or Acute care

Magnetic connectors

Austco's new design language





Fall detection, behaviour analysis

No cameras, no wearables, no buttons

Fall Detection

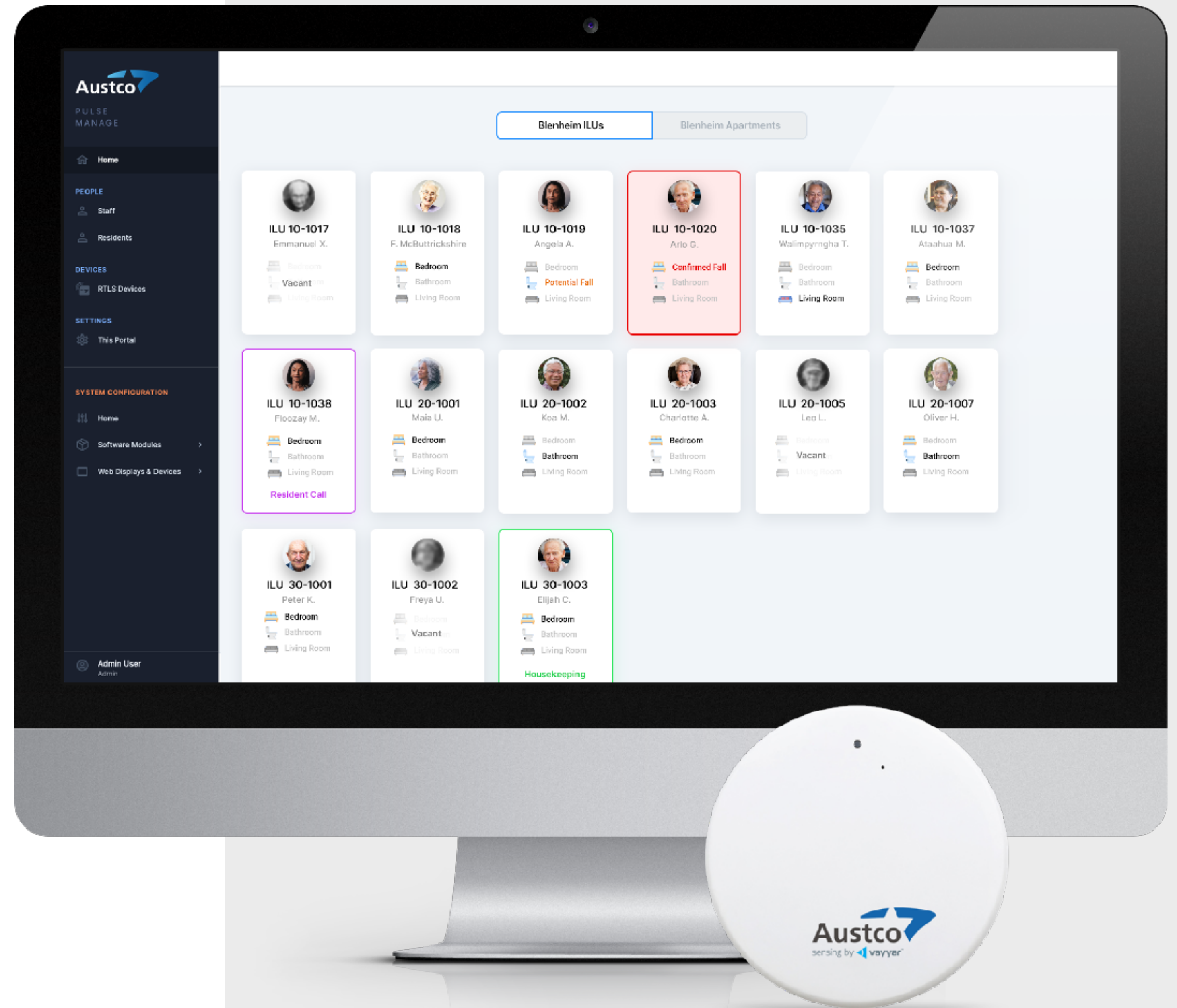
- multiple “levels” of fall, all independently actionable and reportable

Automation

- Each device monitors multiple “zones”
- Based on zone and other factors, can automate aspects of the system: lights, alerts, door locks, messaging

Comprehensive Reporting

- all events logged for reporting.
- Data accumulated over time allows for predictive analysis – intervention *before* an emergency occurs





Redesigned Mobile Application

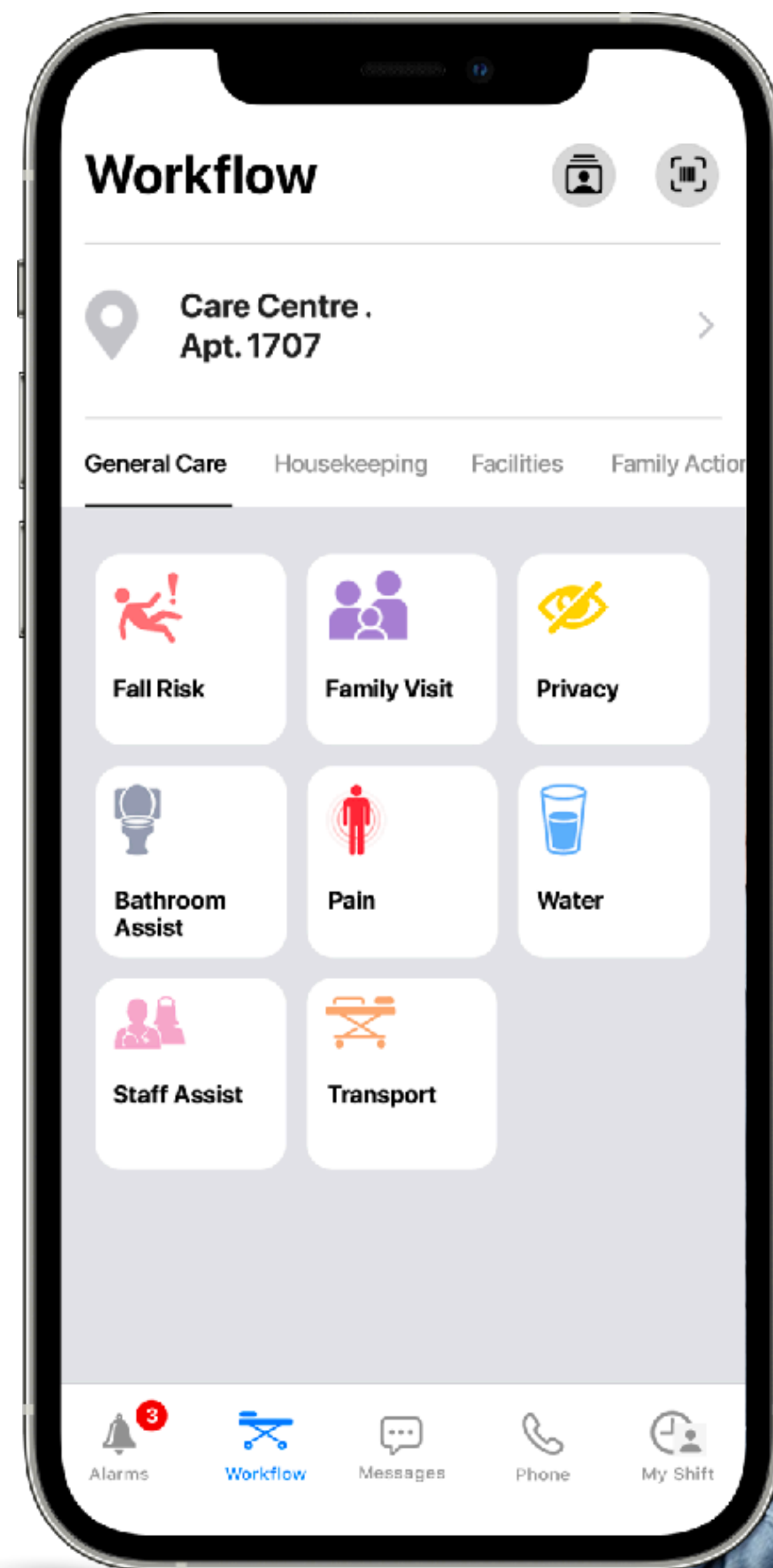
Modern framework for easy updates

Communications features: voice and secure text

Pending tasks and reminders for room

Room “inbox” for messages

Control anything tied to an integrated system:
lights, thermostat, blinds, etc.





Strategic Goals





FY24 Strategic Plan: Revenue Strategies

OBJECTIVE		STRATEGY
01	Drive Organic Growth	<ul style="list-style-type: none">• Build the sale pipeline leveraging the new sales resources added over the prior year.• Continue to look to add additional resellers in all markets• Target national accounts in all regions
02	Growth by Acquisition	<ul style="list-style-type: none">• Target feature rich and software capable resellers• Target US, Australia and Europe competitors to accelerate market access• Emerging technology that compliments our core products (IP)
03	Increase Software & SMA Revenues	<ul style="list-style-type: none">• Educate the market on what is possible with Austco's software solutions (early-engagement)• Focus our salespeople & resellers on software selling



FY24 Strategic Plan: Revenue Strategies

OBJECTIVE		STRATEGY
04	Increase Brand Awareness	<ul style="list-style-type: none">• Implement global marketing strategies that boost our brand.• Early engagement with industry influencers.• Lead generation programs across all regions
05	Expand across Europe and Middle East	<ul style="list-style-type: none">• Target feature rich and software capable resellers• Target competitors’ resellers to accelerate market access• Target resellers with industry experience



FY24 Strategic Plan: Operational Strategies

OBJECTIVE		STRATEGY
01	Improve Systems	<ul style="list-style-type: none">• Zoho CRM Improvements• Order fulfillment portal (delivery status)
02	Continue to Innovate	<ul style="list-style-type: none">• Release new products and product enhancements on a regular basis• Continue to gather internal and external input
03	Product Training	<ul style="list-style-type: none">• Make training material accessible through a training portal• Recruit a dedicated global technical and end-user trainer• Improve processes to ensure training is provided ahead of new product releases



M&A AMENTCO ACQUISITION

ACQUISITION OF



Amentco

Electronic Systems Integrators

OVERVIEW

RATIONALE

FINANCIAL TERMS

INTEGRATION

About Amentco

Amentco is a Systems Integrator specialising in the Installation, Service and Maintenance of Nurse Call, Customised Workflow, Real-Time Locating (RTLS) Security, CCTV and Access Control Systems. Amentco designs and installs integrated solutions that help enhance patient care, improve efficiency and minimise risk. Its loyal customer base consists of enterprises in public and private sectors, predominantly operating in healthcare, and aged-care, sectors across Queensland, Australia.

ENTITY

Amentco Enterprise Group Pty Ltd

STATUS

Binding term sheet signed 25
February 2024

TRANSACTION VALUE

\$10.6 million

ACQUISITION OF



Amentco

Electronic Systems Integrators

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Strategic Rationale

The acquisition of Amentco aligns with Austco's strategic objectives of expanding its direct sales capability, driving accelerated growth, and enhancing its portfolio of solutions to better serve the Australian healthcare market. Unlike other regions within the Austco Group, which already employ a direct sales model alongside resellers, Australia's market structure relies on state-based resellers. By integrating Amentco into its operations, Austco aims to enhance its direct sales approach, extend its market reach, and establish a more unified presence across the country.

Benefits for Austco Healthcare

- Expansion of Market Presence
- Diversification of Products and Services
- Revenue Synergies
- Operational Efficiencies
- Talent Acquisition
- Enhanced Competitive Advantage

ACQUISITION OF



Amentco

Electronic Systems Integrators

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Financial Terms

Amentco will be acquired on a cash-free, debt-free basis for a total purchase price of \$10,600,00 based on 3.5 times financial year 2023 EBITDA and will be subject to customary completion adjustments for working capital, any net debt assumed and an earnout.

The Purchase Price is based on:

- a) an upfront cash payment (subject to adjustments) of \$5,000,000;
- b) the issue at completion of \$2,000,000 of Austco shares; and
- c) an earnout amount calculated on the annualised FY24 EBITDA and FY25 EBITDA of Amentco multiplied by 3.5 times less the upfront payment.

ACQUISITION OF



Amentco

Electronic Systems Integrators

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Integration Plan

Austco intends to merge Amentco's extensive business with its current operations, spanning hundreds of sites. Key personnel from Amentco will be retained to facilitate a seamless transition for both customers and employees. This strategic alignment is expected to unlock significant revenue synergies by leveraging the complementary strengths of both entities. By facilitating cross-selling opportunities for products and services and optimizing operational processes, Austco anticipates a strengthened market position and enhanced value proposition for its customers.



OUTLOOK

With a clear strategic vision and a commitment to innovation, Austco Healthcare is positioned for meaningful growth for the foreseeable future.



ORDER BOOK CONTINUES TO GROW

Since reporting our results, there has been a further increase in our Open Sales Orders, now at \$44.4 million.

INNOVATION AND PRODUCT DEVELOPMENT

We will continue to prioritise innovation and product development, investing in the development of solutions that address the evolving needs of healthcare organisations worldwide.

SOFTWARE & SMA REVENUE

Increased interest in high-margin workflow and software solutions.

MERGERS AND ACQUISITIONS (M&A)

By strategically integrating complementary businesses, technologies, and talent, we will strengthen our competitive edge and drive sustainable growth





➔ Financial Performance

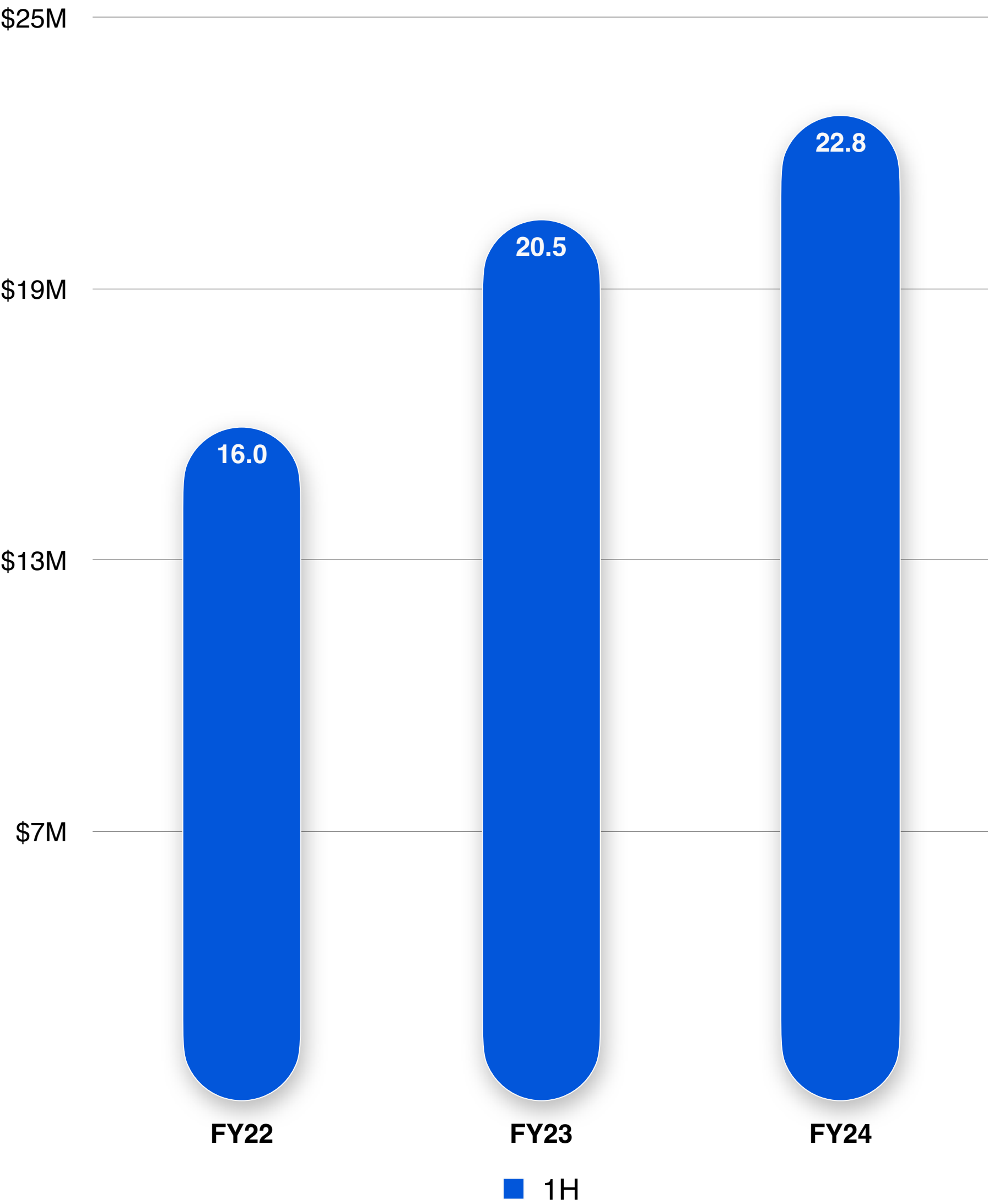
REVENUE FROM CUSTOMERS



Revenue from customers was up 11% to \$22.8 million compared to pcp. Revenue from customers was also up on our 2HFY23 revenues of \$21.4 million, despite 2H being traditionally stronger than 1H.

Notably, this growth is attributed to a strategic product mix adjustment, with a decrease in installation revenues and an increase in equipment revenues, reflecting our ongoing commitment to optimising our offerings to meet market demands.

This sustained growth not only reaffirms our position as a leader in the industry but also underscores our commitment to delivering value to our stakeholders and driving long-term success for Austco Healthcare.

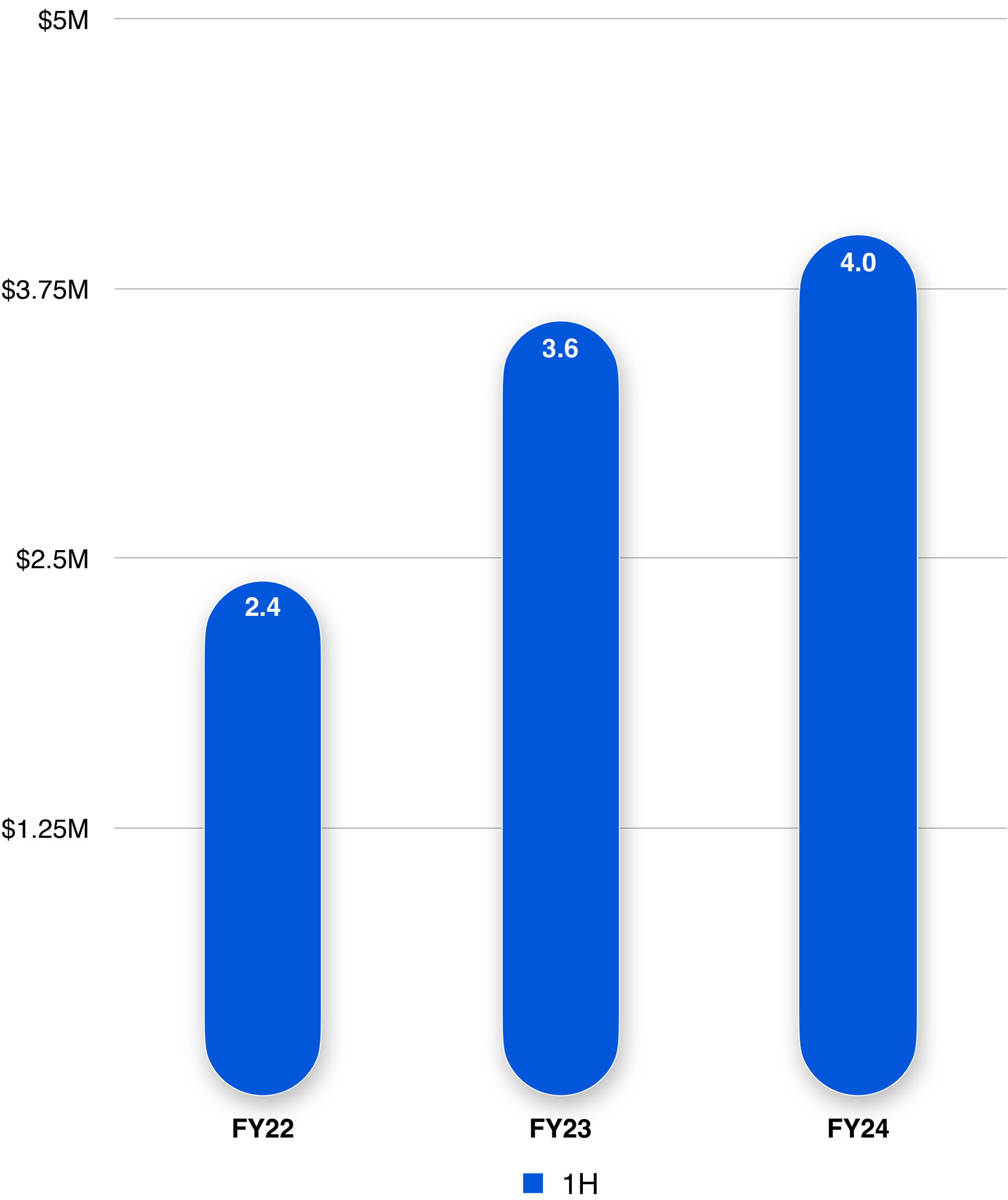


SOFTWARE AND SMA REVENUES

Growth in Software and Service Maintenance Agreement (SMA) revenues by 11% to \$4.0 million, accounting for 17% of total revenues, underscores our commitment to developing cutting-edge software solutions.

As we continue to invest in the development of innovative software solutions, Software and SMA revenues will continue to play a vital role in driving our company's growth and success.

Moving forward, we are confident that our continued focus on software innovation will further solidify our position as a leader in the healthcare technology sector. With Software and SMA revenues at the forefront of our revenue streams, we are positioned to capitalise on emerging opportunities and drive sustained success for Austco Healthcare.



OPEN SALES ORDERS

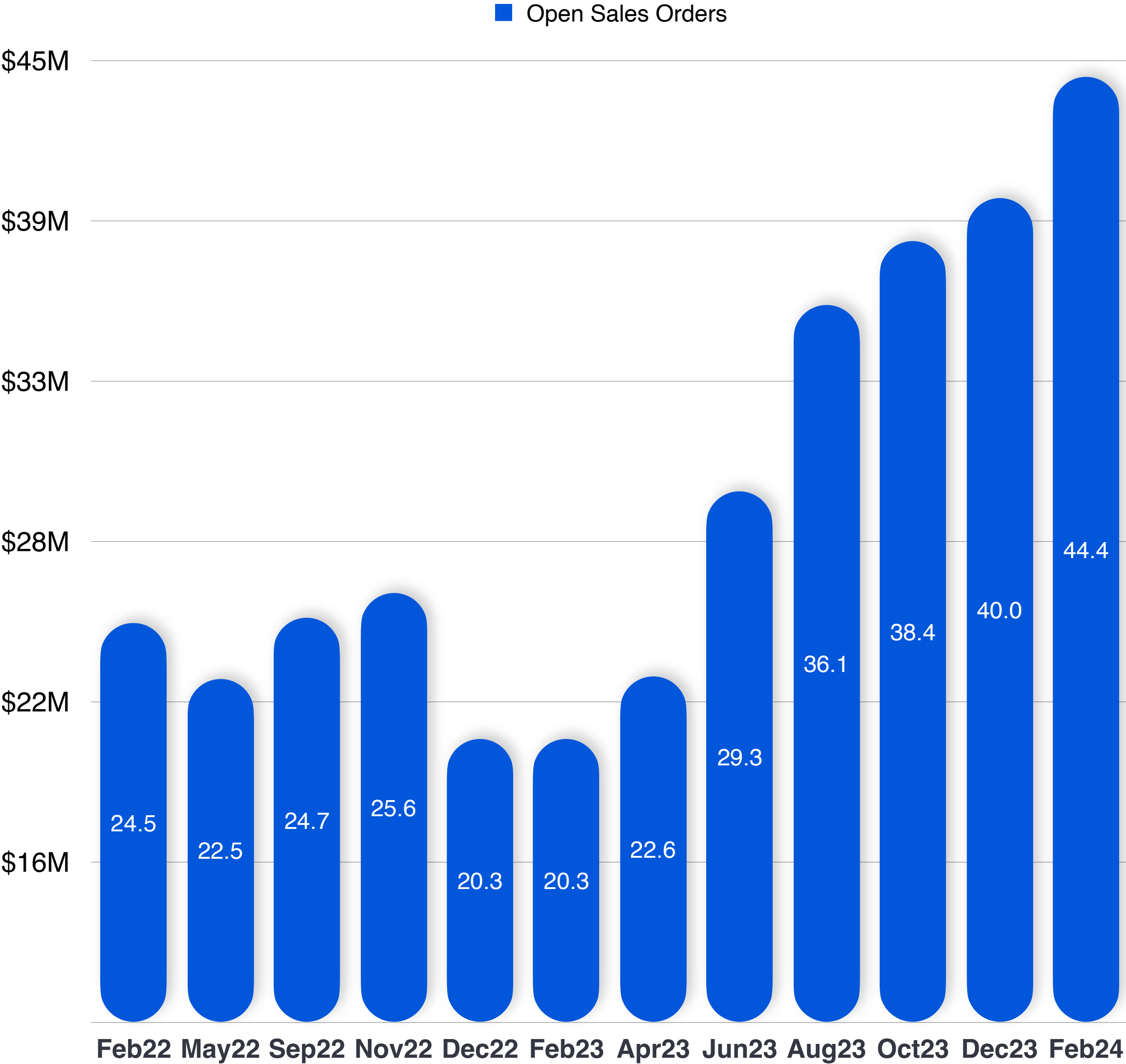


Open Sales Orders (OSO) represent confirmed contracted orders from customers that have not yet been fulfilled and, as such, no revenue recognised.

Despite recording growth in recognised revenues, we continue to win new work at a greater rate and as such, our OSO continues to build.

A substantial increase in our Open Sales Orders to \$44.4 million, inclusive of a \$3.3 million contribution from our recently acquired Teknocorp, serves as a strong foundation for our ongoing revenue growth trajectory.

This figure is a significant increase from our Open Sales Order book one year ago of \$20.3 million reported in February 2023.



GROSS PROFIT AND MARGIN



Gross Margin increased from \$11.3 million to \$11.8 million from higher revenues.

Gross margins at 51.9% were down on pcp of 54.8% and the 52.2% delivered in 2HFY23. The reduction was driven by:

- Consumption of higher cost raw materials procured during COVID to maintain product delivery certainty, the balance of which is expected to be consumed in 2HFY24;
- Higher revenue contribution from two lower margin markets (Latin America and Asia); and
- Contribution from lower margin Teknocrp projects. The strategic initiatives of this acquisition will assist in increasing the margin and revenue contribution of this business.

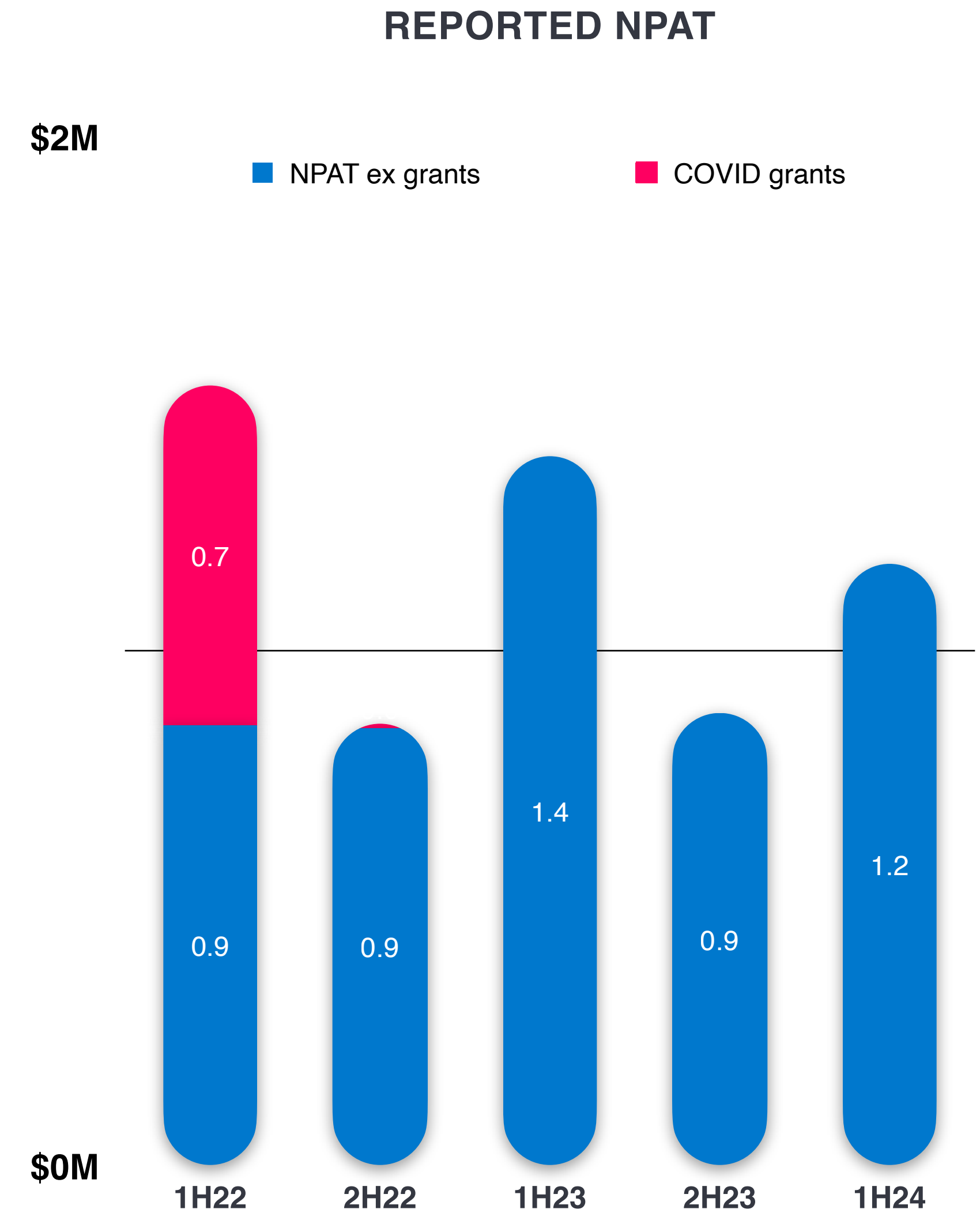


REPORTED EARNINGS

Statutory NPAT was \$1.2 million for 1HFY24 compared to \$1.4 million in the pcp (1HFY23) and \$0.9 million in 2HFY23.

The Company's continued investment in R&D, recruitment and M&A transaction costs over these reporting periods have consumed the financial benefits of revenue growth.

Outside of M&A costs we do not expect significant additional costs growth such that future revenue and margin growth would contribute to increased profits going forward.



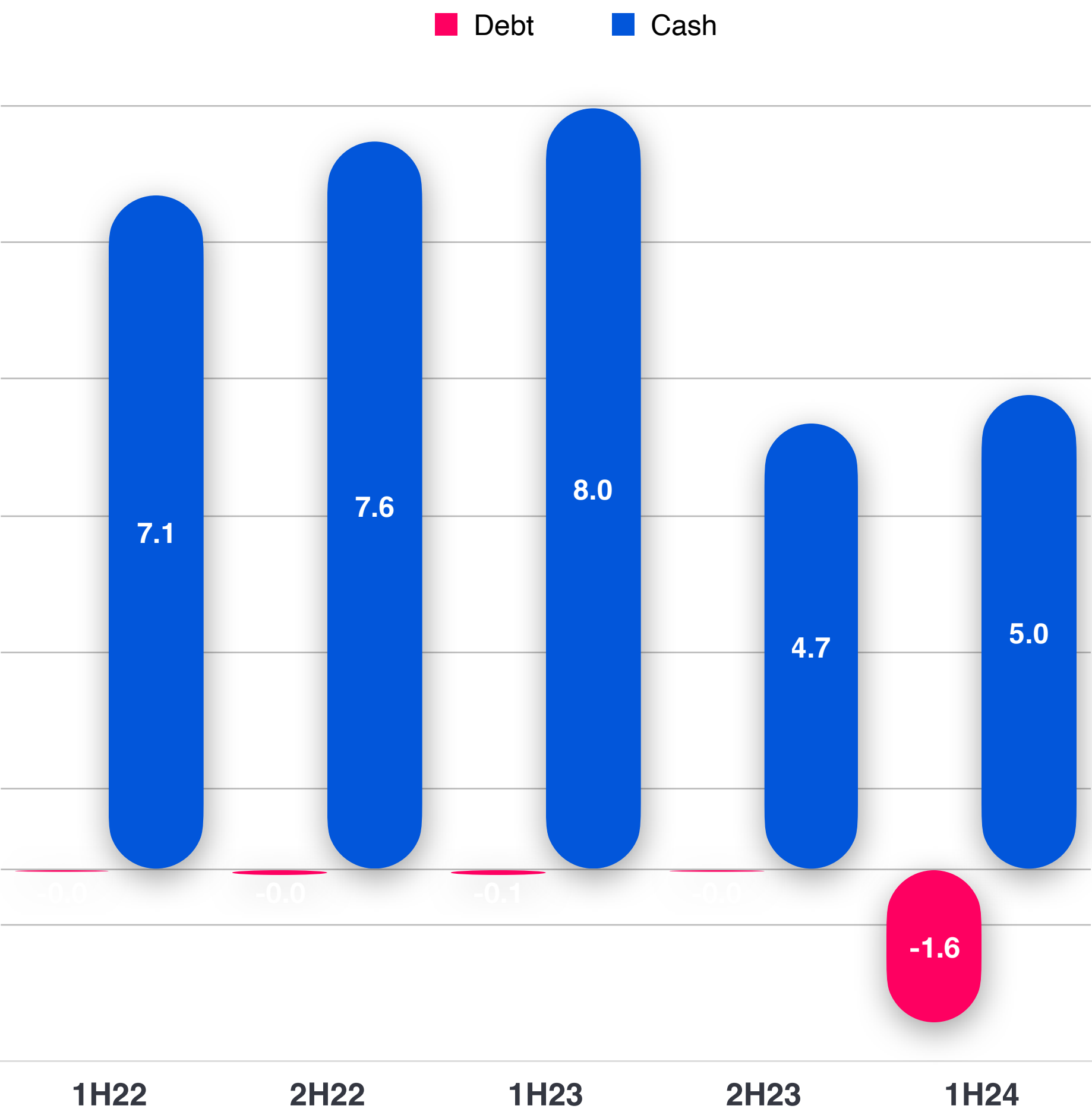
CASH & DEBT



Cash on hand was \$5.0 million at 31 December 2023, up \$0.3 million from June 2023.

Borrowings of \$1.5 million have been used to fund the acquisition of Teknocorp.

Cash generated from operating activities of \$1.9 million assisted in limiting the amount of borrowing required.



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»» Thank you



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