



Roadshow Presentation

Clayton Astles
Chief Executive Officer

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Chief Financial Officer



FY24



AUSTRALIAN, BY BIRTH

Austco was established in Perth in 1986. Though we are a global company now, we are proud of our Aussie roots.



GLOBAL, BY DESIGN

Now over 4,500 installations in 56 countries. Austco maintains 6 offices globally. 114 full time staff are supported by a network of resellers and distributors



RESPONSIVE AND AGILE

Responsive to market changes, Austco are able to release new products and features on a consistent cadence due to our R&D investment.



OUR PEOPLE ARE OUR EDGE

Many long-term employees have grown with the company and now occupy leadership positions. In addition, we involve caregivers of every level in the design of our products to ensure best fit for purpose.



Our Story



Global Updates



USA
Added:
Sales Director
Contracts won:
Encompass
(AUD \$2.5)

CANADA
Contracts won:
New Surrey Hospital
(\$5.0m)
New Saint Paul's
(\$6.7m)

UK & EUROPE
Added:
Director of Sales

LATAM
Contract Won:
Hospital Sírío-
Libanês USD \$1.5m

MIDDLE EAST
Added:
4 new resellers in
Oman, Jordan, Iraq
and UAE

SINGAPORE
Contract won:
Mount Elizabeth
(SGD \$2.6m)

AUSTRALIA
Added:
Global Trainer, Sales
Director
Acquired:
Teknoco Corp and
Amentco



→ Recent Contract Wins



SURREY HOSPITAL

Surrey Hospital will feature over 650 beds, including 48 ICU beds and 25 NICU beds. It will also house a new emergency department, the second largest in Canada, with specialized care areas for children, mental health patients, and those with less urgent needs.



SIMCOE VILLAGE

The Simcoe Village Campus will provide 160 long-term care beds plus 179 seniors housing units, including affordable housing for older adults, supportive housing and co-housing. The facility, set to be completed in mid 2025, will be one of Ontario's most advanced long-term care facilities.



ST. PAUL'S 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.



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

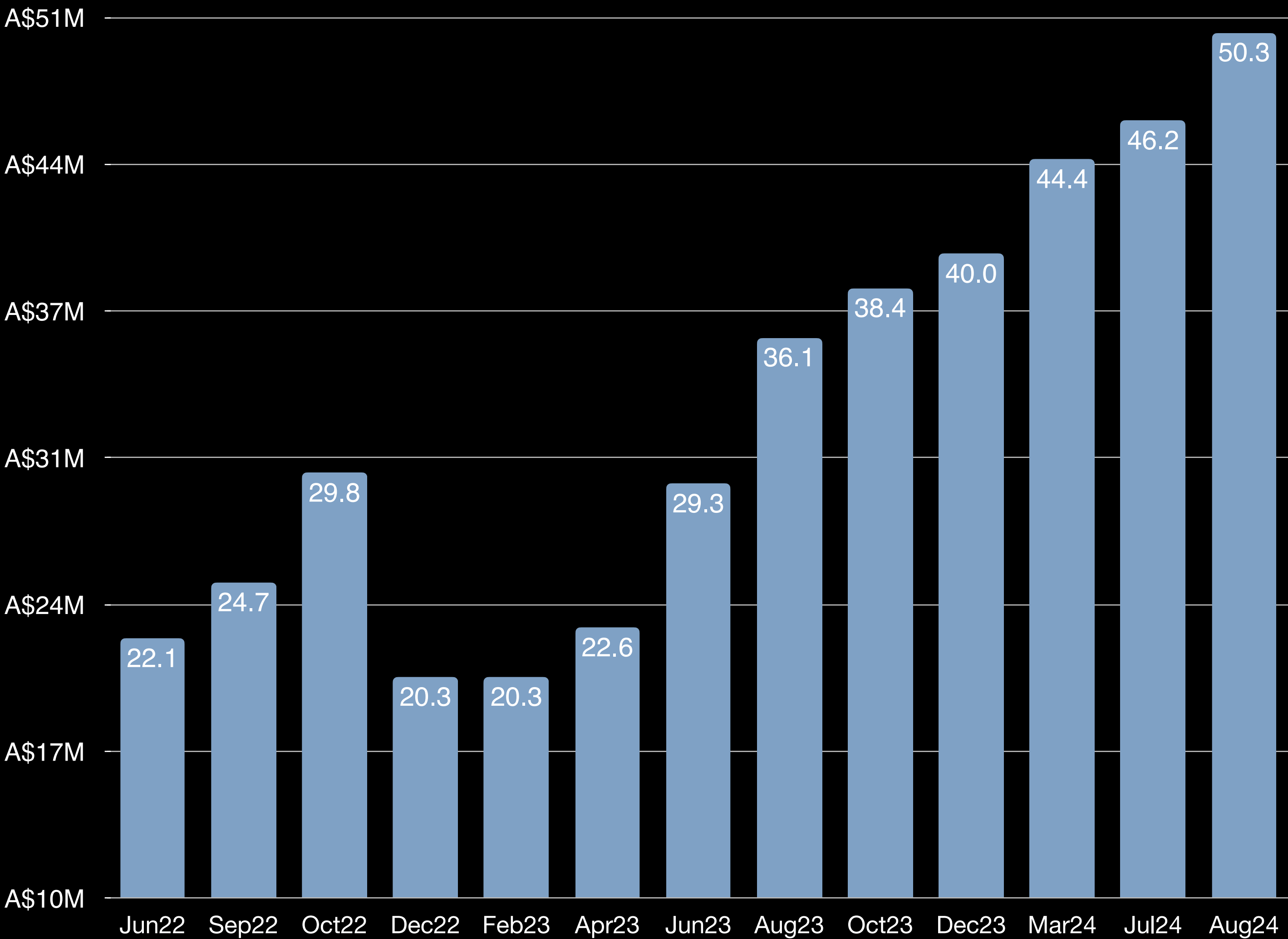


Contracted Orders

Unfilled Contracted Orders from customers now stands at \$50.3 million at 15 August 2024, up from \$29.3 million or 72% at 30 June 2023.

Despite record revenues in FY24, our new sales wins have outpaced revenue delivery, which has contributed to our consistent growth in Unfilled Contracted Orders.

The company is negotiating contracts for several material projects, which are expected to be executed in the normal course of business, reinforcing our focus on future growth.





➔ Financial Performance



FY24 Financial Summary

REVENUE

↑ 39%

Total FY24 revenues of \$58.2 million were up \$16.2 million or 39% on FY23. This is the highest reported revenue over the last 11 years.

EBITDA

↑ 126%

EBITDA was \$8.1 million, up 126% as compared to the \$3.6 million reported in FY23.

NPAT

↑ 213%

Net Profit After Tax (NPAT) of \$7.1 million in FY24 is \$4.8 million or 213% above FY23.

GROSS MARGIN

↑ 37%

Gross Margin for FY24 was \$30.7 million, an increase of 37% or \$8.2 million from FY23. The increase was driven by increased top line revenues.

SOFTWARE AND SMA

↑ 9%

Software and SMA revenues were up 9% or \$0.8 million to \$9.3 million.

UNFILLED CONTRACTS

↑ 72%

Contracted orders yet to be delivered stood at \$50.3 million on 15 August 2024, up from \$29.3 million or 72% at 30 June 2023.



REVENUE FROM CUSTOMERS

Total FY24 revenues of \$58.2 million were up \$16.2 million or 39% on FY23. This is the highest reported revenue over the last 11 years.

Revenue growth was driven by a combination of organic growth from existing operations of \$7.0 million or 17% growth, together with additional revenue from the acquisitions through the year being Teknocorp (purchased 27 November 2023) with \$6.5 million revenue and Amentco (purchased 1 May 2024) with \$2.7 million revenue.

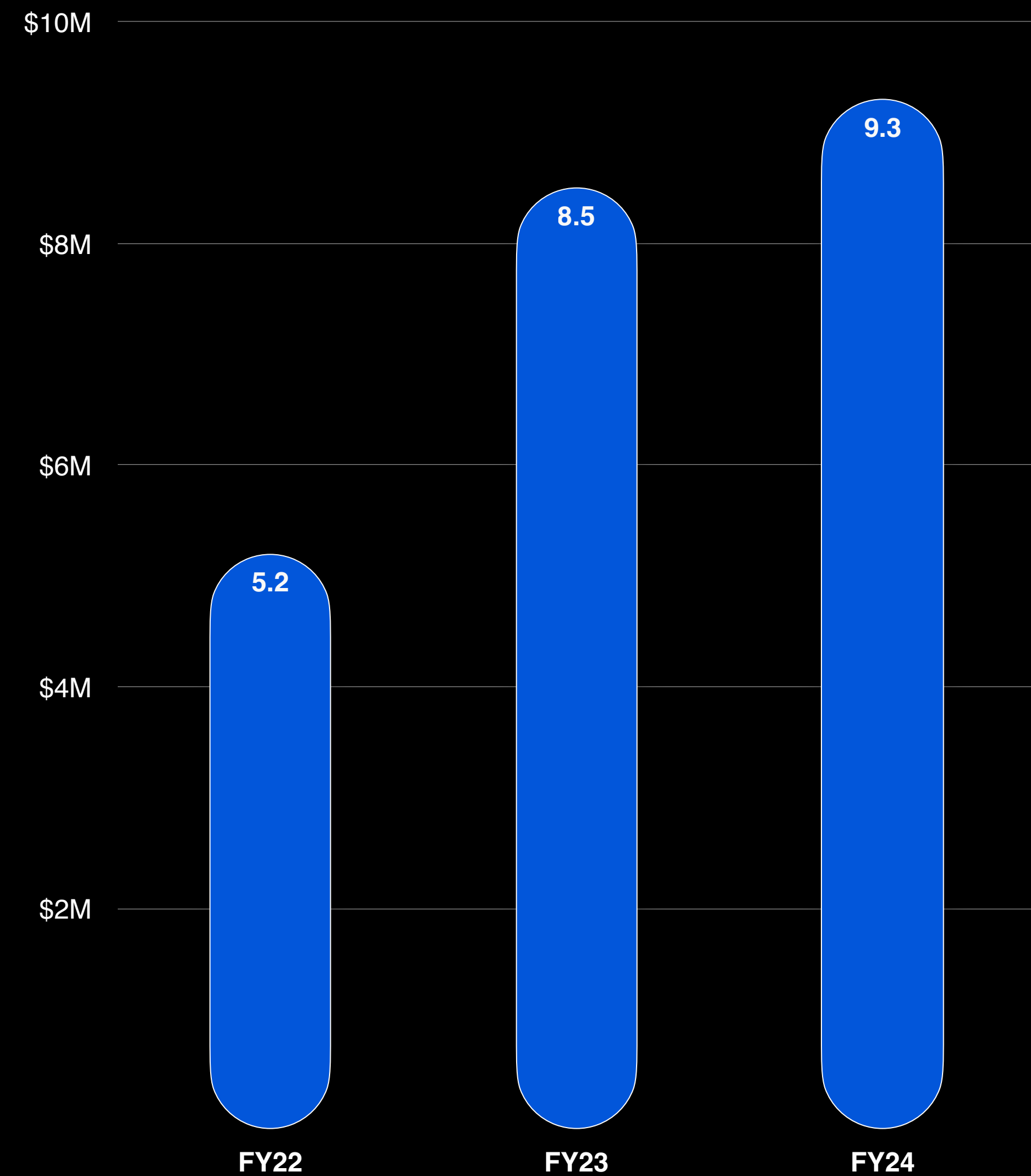
Organic revenue growth was driven by the North American and Asia markets. Australia and NZ made up 35% of group revenues in FY24 and we expect this to increase as the full year impact of the acquisition comes to account in FY25.



SOFTWARE AND SMA REVENUES

Software and SMA revenues were up 9% or \$0.8 million to \$9.3 million.

Although this growth wasn't directly influenced by the recent acquisitions, it presents a key opportunity to integrate and expand software and SMA revenues within the acquired businesses.



GROSS PROFIT AND MARGIN



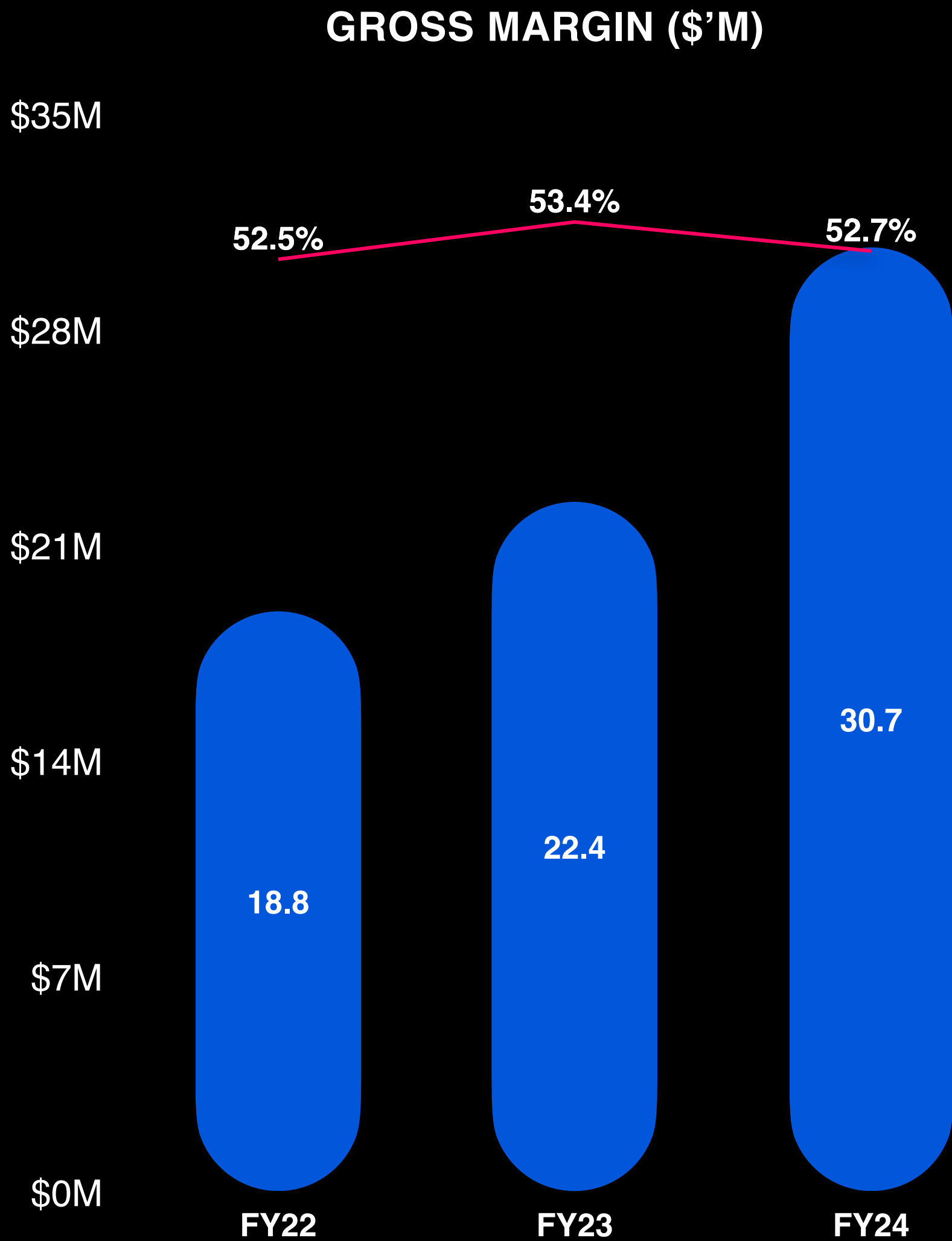
The Gross Margin for FY24 was \$30.7 million, an increase of 37% or \$8.2 million from FY23.

The increase was driven by increased top line revenues.

Gross Margin percentage declined slightly from 53.4% to 52.7% for FY24 as a result of acquiring the two lower margin businesses through the year; however, we expect that our strategic initiatives, including those that relate to the acquisitions, will bolster margins over the medium term.

In 2HFY24, we saw relief in the cost of manufacturing, both in the costs of raw materials and freight, which will assist in gross margin gains in the future.

The Gross Margin for 2HFY24 was 53.3%.



EBITDA

EBITDA of \$8.1 million in FY24 was 126% up on the \$3.6 million reported in FY23.

This exceeded the top end of our \$7.5 million to \$8.0 million guidance announced to the ASX in early July 2024.

Of the \$4.5m increased EBITDA in FY24 \$3.3 million arose from the growing organic business whilst the two acquired businesses contributed \$1.2 million of the increased EBITDA.



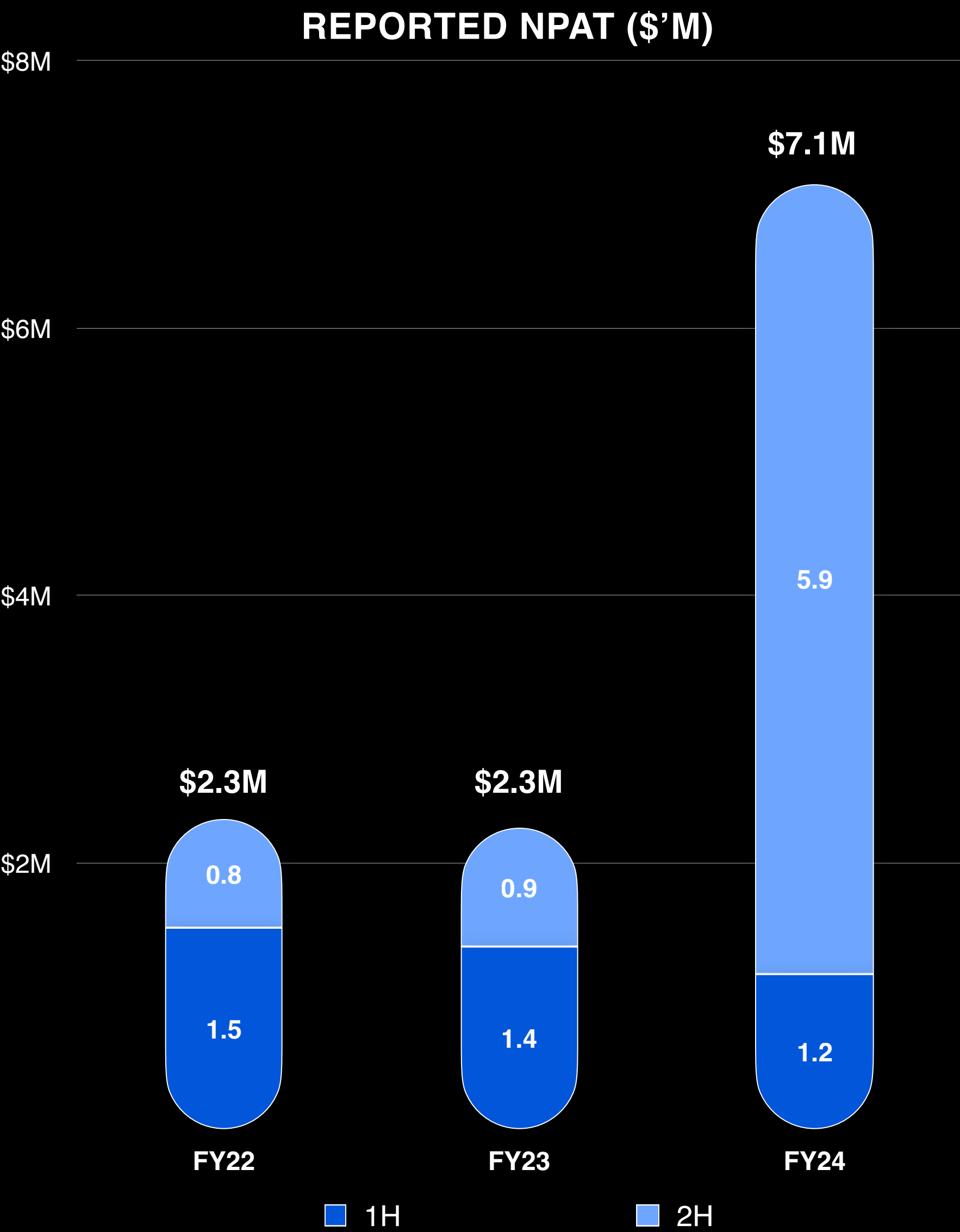
REPORTED EARNINGS



Demonstrating strong operating leverage, we were able to convert strong revenue growth into robust growth of 213% in reported NPAT.

Reported NPAT of \$7.1 million in FY24 is \$4.8 million above FY23.

NPAT also increased significantly as income tax expense was more than offset by the bringing to account of the last of the unrecognised income tax losses and offsets as held in the group.



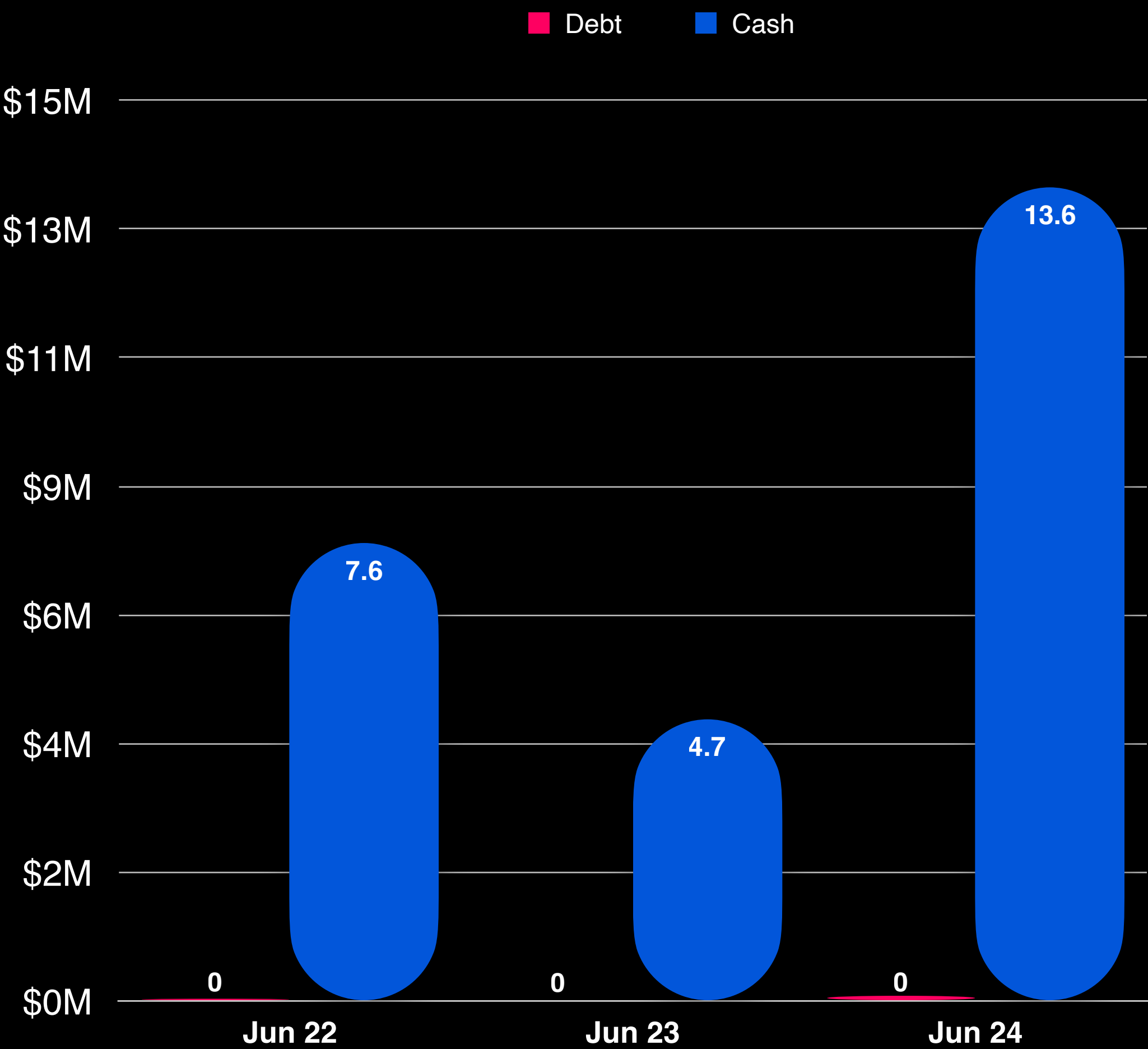
CASH



Cash on hand was \$13.6 million at 30 June 2024, up from \$4.7 million at June 2023.

Cash generated from operating activities of \$11.3 million reflected underlying profitability and decreases in our working capital needs, mainly inventory and receivables, despite absorbing two new businesses.

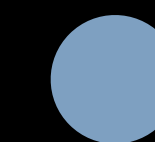
The operating cashflow and proceeds from capital raises of \$9.6 million funded the two business acquisitions and continued investment in R&D.





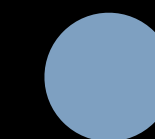
Outlook

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



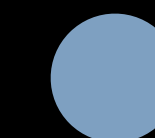
GROWING ORDER BOOK

Despite record revenues being delivered in FY24, our new sales wins have outpaced revenue delivery, which has given rise to our consistent growth in our order book, now at \$50.3 million.



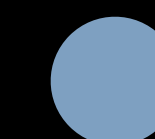
INNOVATION

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



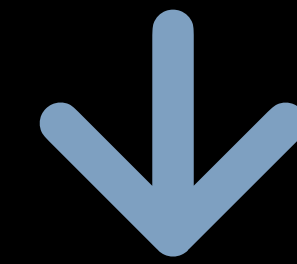
SOFTWARE & SMA REVENUE

Increased interest in high-margin workflow and software solutions.



MERGERS AND ACQUISITIONS

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



Products, Roadmap, Vision



Tacera

Care Communications Platform



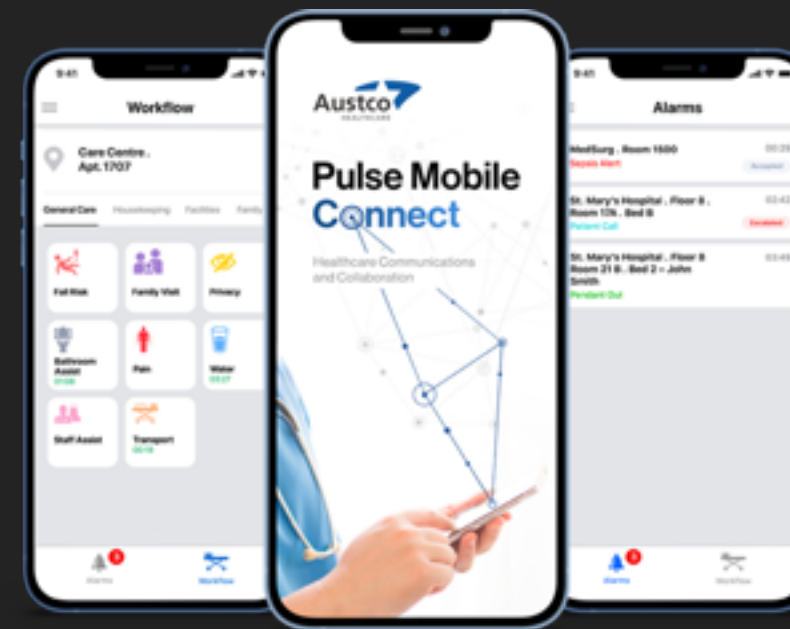
Real-Time Locating (RTLS)



Whiteboards & Signage



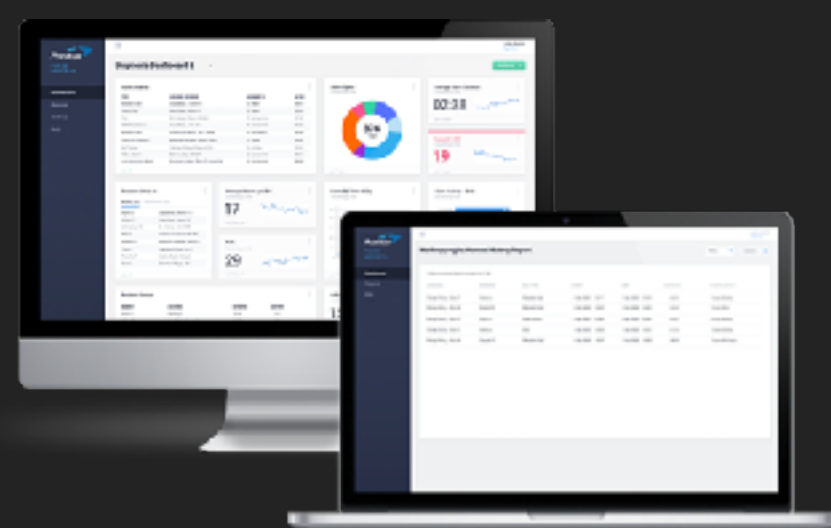
Integrations API



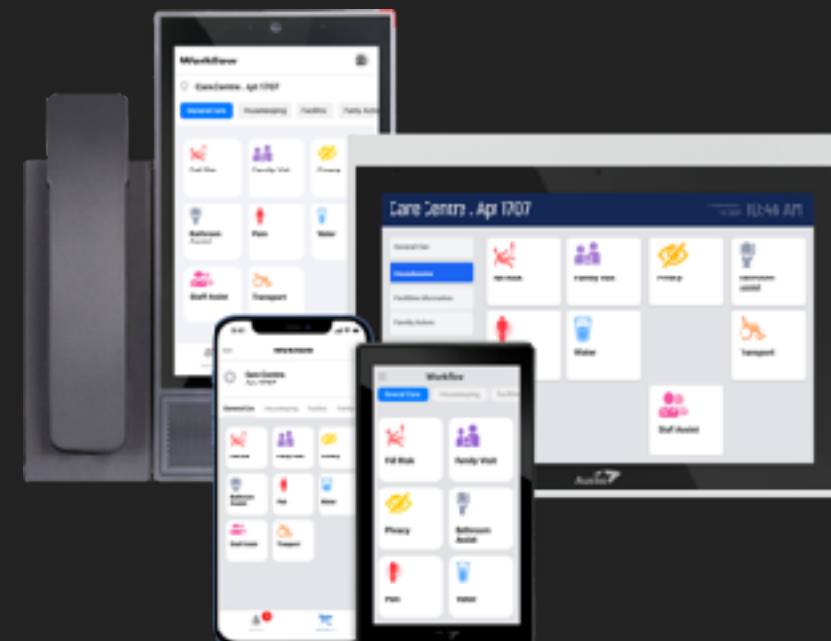
Mobile Communications



Fall Detection & Monitoring



Enterprise Reporting



Workflow



IP Nurse Call





TOUCHPOINT

» Less Medical, More Versatile

Extend the value of a customer's investment by offering multiple software functions on a single device

Tones and visual for out-of-the-way areas

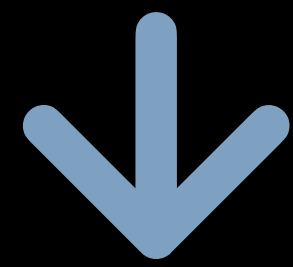
2-way VOIP calling

Install once, configure from anywhere

Runs all touchscreen applications

Can show any piece of data, from any integrated system





“Bed Card” Application

Powered via HL7 feed from EMR

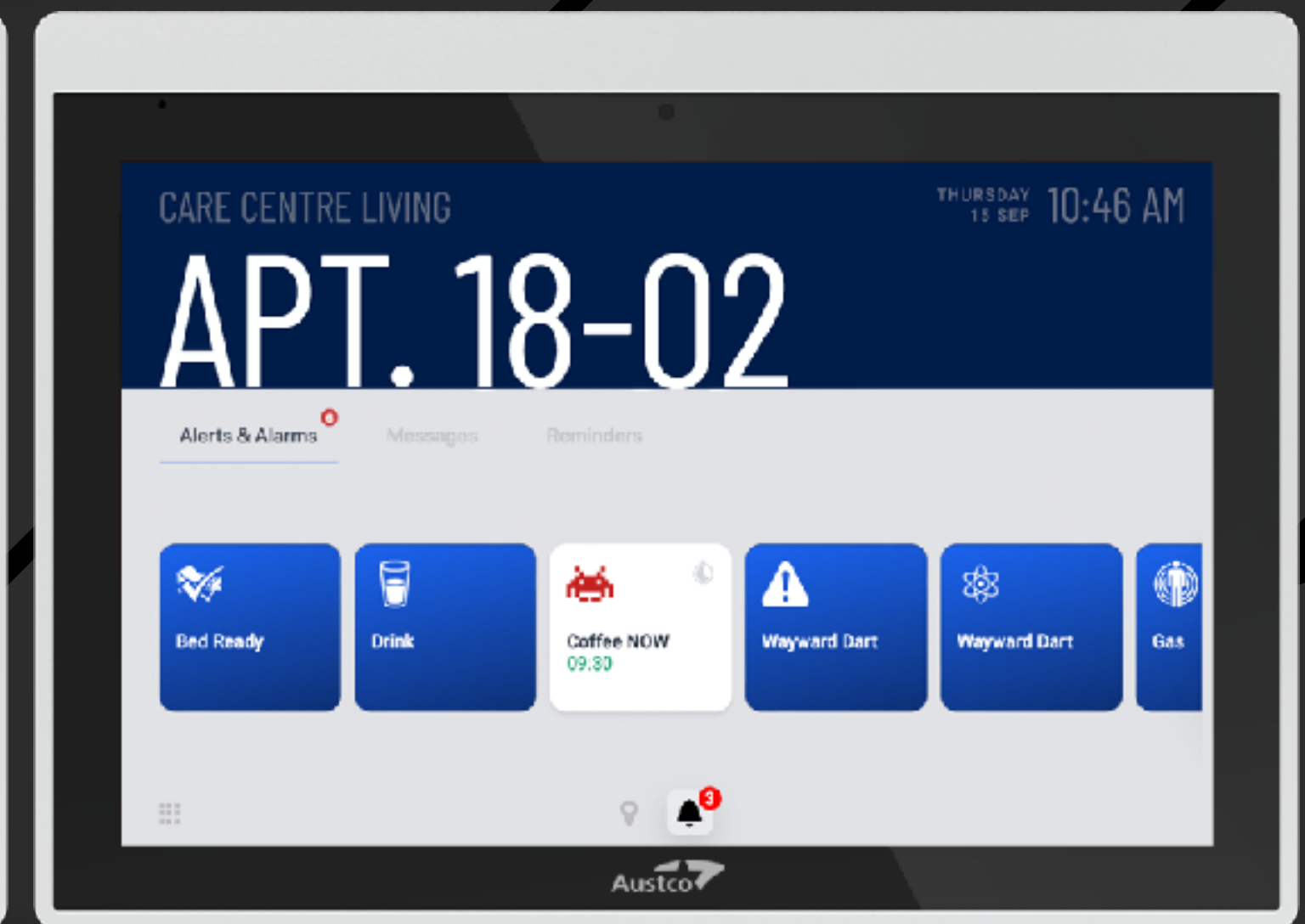
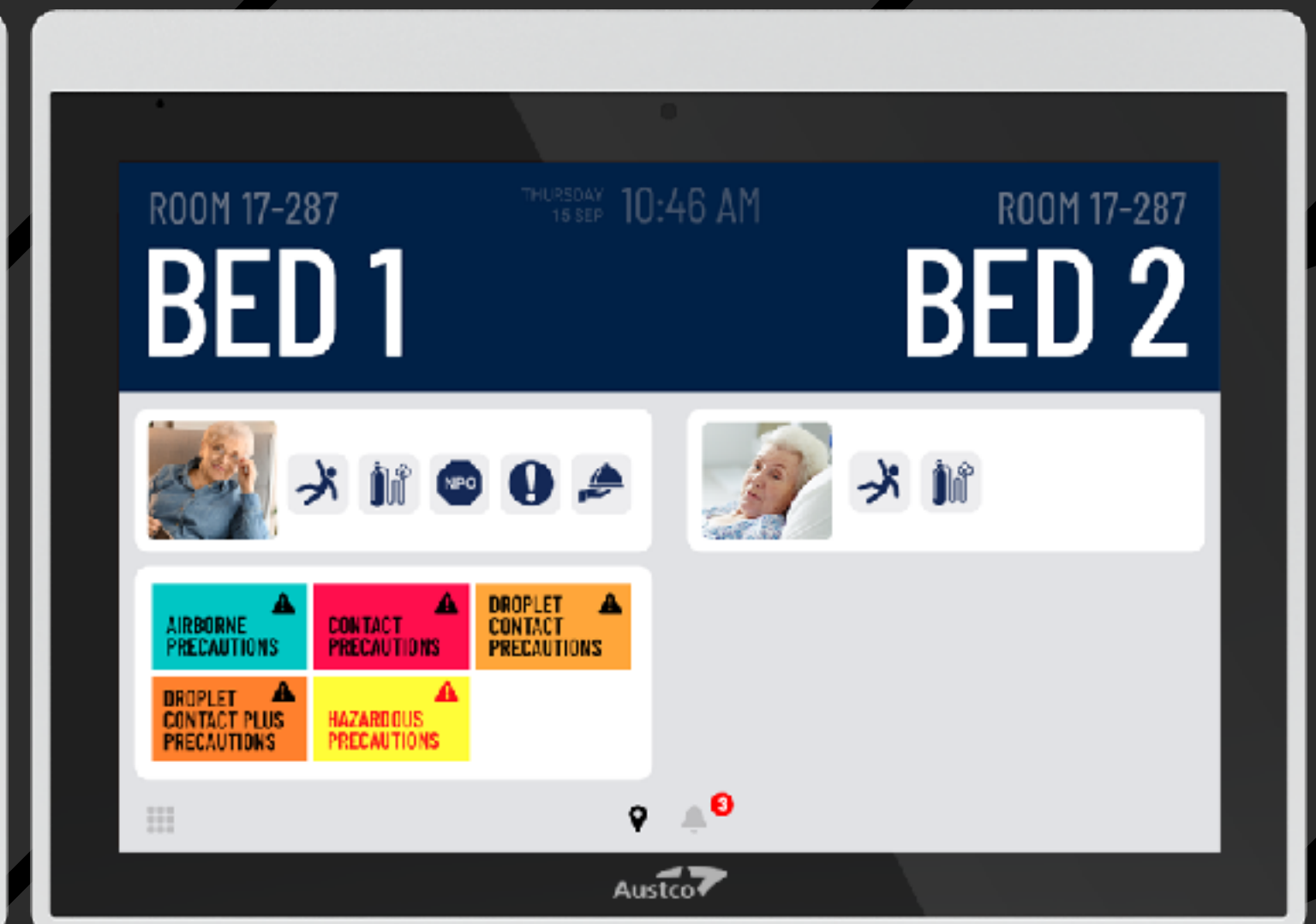
Patient / Resident information

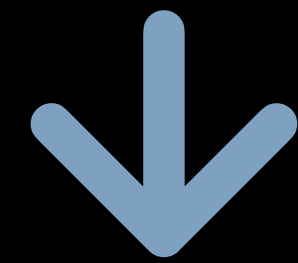
Active alarms/timers

Customer branding

Supports dual-bed rooms

Austco continues to layer on software applications that take advantage of our versatile touchscreens





Large Screen Applications

Alarm List

Analytics Dashboard

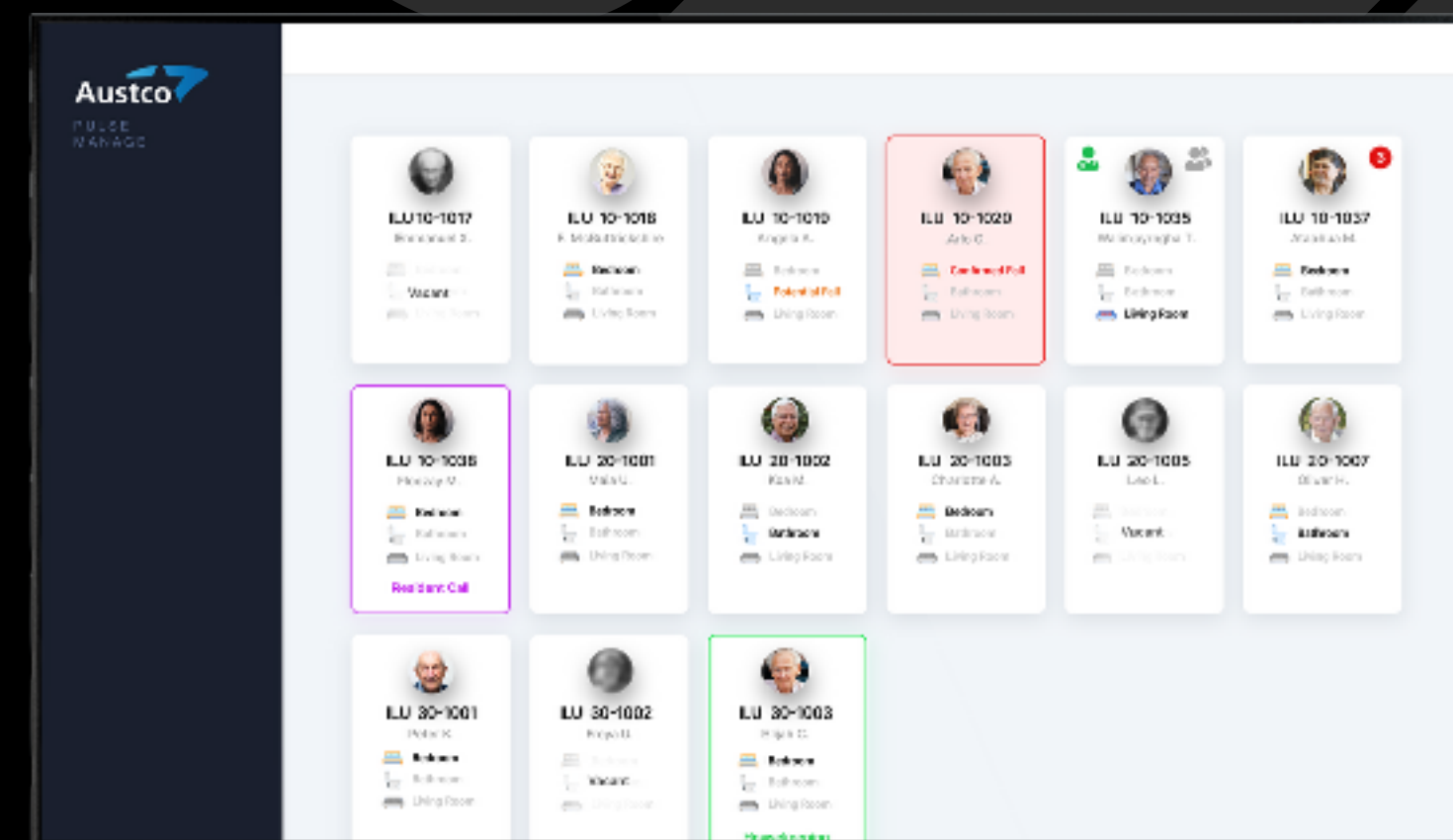
Unit Census

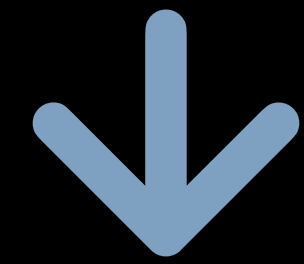
RTLS Location Mapping

Our philosophy is to procure hardware –like a micro PC – off the shelf. Our software applications can run on any OS.

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

16:28





Fall detection, behaviour analysis

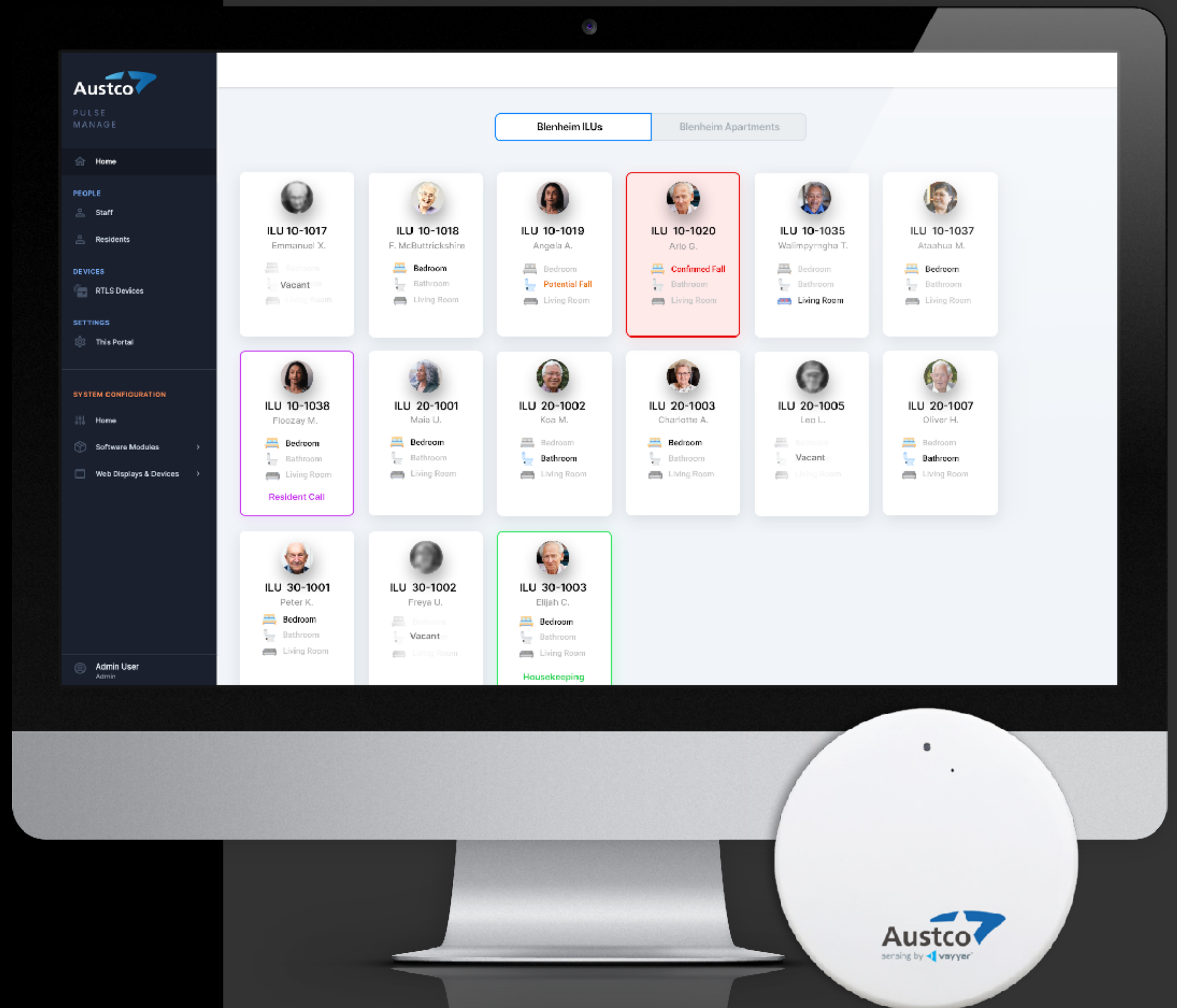
No cameras, no wearables, no buttons

Multiple “levels” of fall detection

Based on zone and other factors, can automate aspects of the system: lights, alerts, door locks, messaging

Data accumulated over time allows for predictive analysis – intervention *before* an emergency occurs

*Austco considers itself a software company first.
The value we add is the data and analytics.*





Collaboration is the future of mobile

We aim to take advantage of the unique opportunities a mobile platform offers.



1

VoIP calling and secure text messaging

2

Share tasks, reminders, and statuses with care team members

3

Create reminders for individual locations and be reminded when near that location

4

Manage alarms and alerts from all clinical systems, not just nurse call



» Thank you



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