



Capital Raising Presentation

APRIL 2024

Clayton Astles
Chief Executive Officer

Brendan Maher
Chief Financial Officer

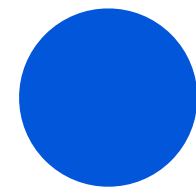




Executive Summary

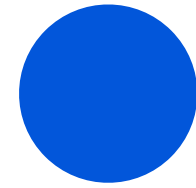
Austco Healthcare Limited

Innovative Solutions	Austco Healthcare develops innovative communication solutions, including nurse call systems, clinical workflow management, and real-time location systems (RTLS), designed to streamline workflows and improve patient outcomes.
Global Presence	With a presence in multiple countries, including Australia, Canada, the United States, New Zealand, the UK and Singapore, Austco Healthcare serves a diverse clientele in Hospitals and Aged Care (Long Term Care) facilities.
Financial Performance	The Company has demonstrated consistent revenue growth and profitability, supported by strategic acquisitions and organic expansion initiatives.
Capital Raising Overview	<p>\$9.7m capital raising at \$0.185 per new share representing an approximate 5.1% discount to last close. The capital raising consists of:</p> <ul style="list-style-type: none">• A\$6.90m Placement to professional and sophisticated investors• A\$2.82m pro-rata Non-Renounceable Entitlement Offer on a 1 for 22.0 basis to eligible shareholders <p>Use of funds to facilitate settlement of the Amentco acquisition, debt repayment and additional working capital.</p>



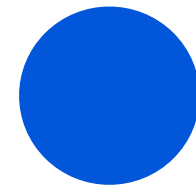
AUSTRALIAN, BY BIRTH

Austco was established in Perth. Products are engineered for reliability, durability, and aesthetics.



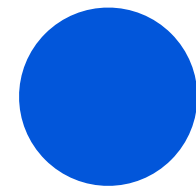
GLOBAL, BY DESIGN

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



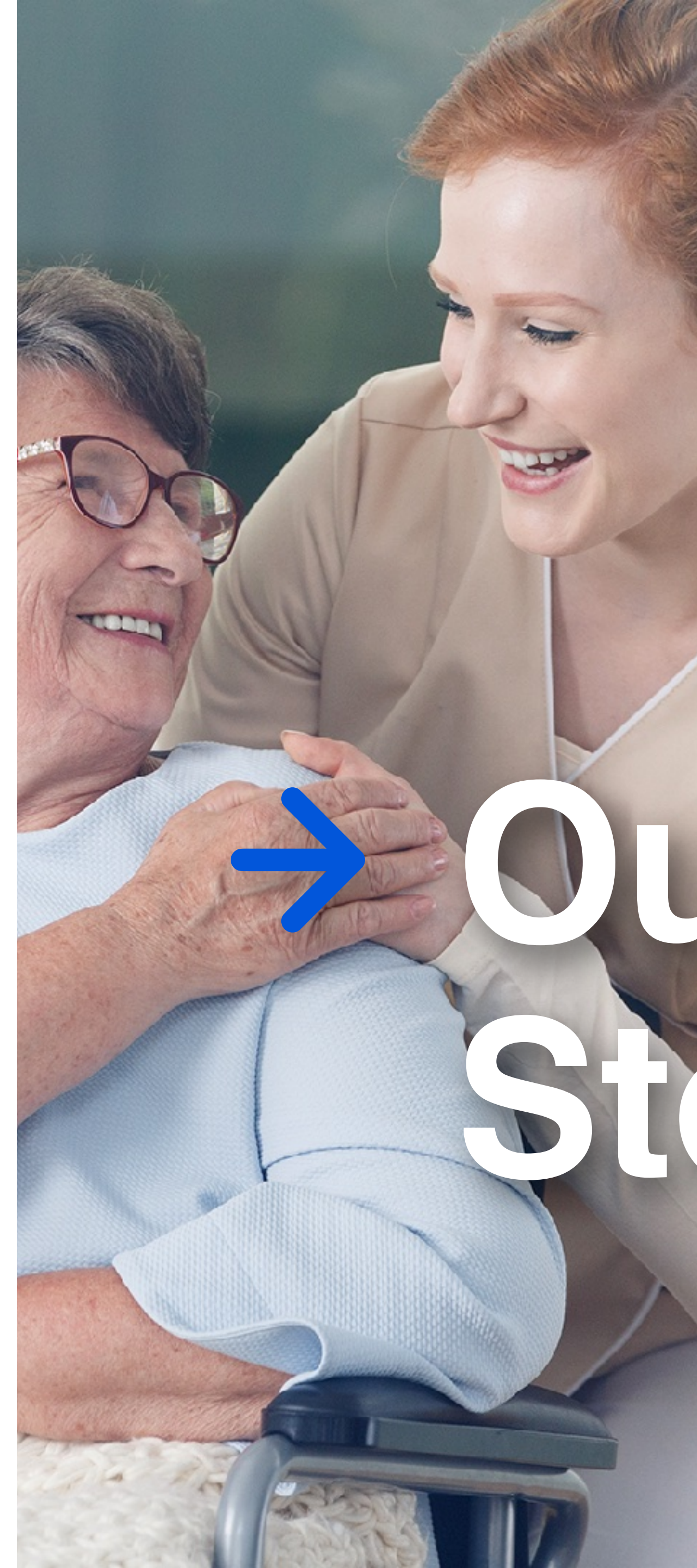
RESPONSIVE AND AGILE

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



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



Management Team

Chief Executive Officer

Clayton Astles

Clayton Astles brings over 20 years of leadership experience in the healthcare technology industry to his role as Chief Executive Officer of Austco Healthcare. Throughout his 16-year tenure at Austco, Clayton has played a pivotal role in shaping the company's success and reputation as a leader in nurse call and clinical software solutions.

As President of Austco Healthcare's operating subsidiary, Austco Marketing & Services (USA) Ltd., Clayton spearheaded strategic initiatives that propelled the company's growth in the North American market. Under his leadership, Austco expanded its presence and established a Software Development Centre and manufacturing facility in Dallas. This facility is instrumental in developing the company's next-generation products, ensuring Austco remains at the forefront of technological innovation in healthcare communication.

With a diploma in Electronics Engineering, Clayton combines technical expertise with a keen business acumen to drive Austco Healthcare's continued success and growth in the dynamic healthcare technology landscape.





Management Team

Chief Financial Officer & Company Secretary

Brendan Maher

Brendan is an experienced Chief Financial Officer with a demonstrated track record of success across a wide range of roles over his 30 year career and has extensive experience in capital raisings, acquisitions and divestments, and new market entry in both listed and non-listed environments.

Most recently, Brendan was CFO and Company Secretary for software development company, Freestyle Technology. His role involved raising capital, helping the business enter new markets and introducing the systems, processes and governance necessary for a listed entity.

Prior to his role at Freestyle, Brendan was CFO and Company Secretary for six years at ASX-listed software development company Adslot Limited. He has also worked with Skilled Group, the Transport Accident Commission, National Westminster Bank PLC in Germany, and global accounting firm, Andersen.



GLOBAL UPDATES

USA
Added:
Sales Director
and sales team
and Marketing
Manager

CANADA

Contracts won:
New Saint Paul's
(CAD 6.7m)
Mapleview
(CAD \$2M)

UK & EUROPE

Added:
Multi-lingual sales
executive

MIDDLE EAST

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

SINGAPORE

Contract won:
Mount Elizabeth
(SGD \$3m)
Added:
New reseller in India

AUSTRALIA

Added:
Chief Commercial
Officer
Deployed:
First Built-in RTLS
site (SA)

LATAM

Contract Won:
Hospital Sírio-
Libanês \$1.5m



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 several 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.

CONTRACTED ORDERS

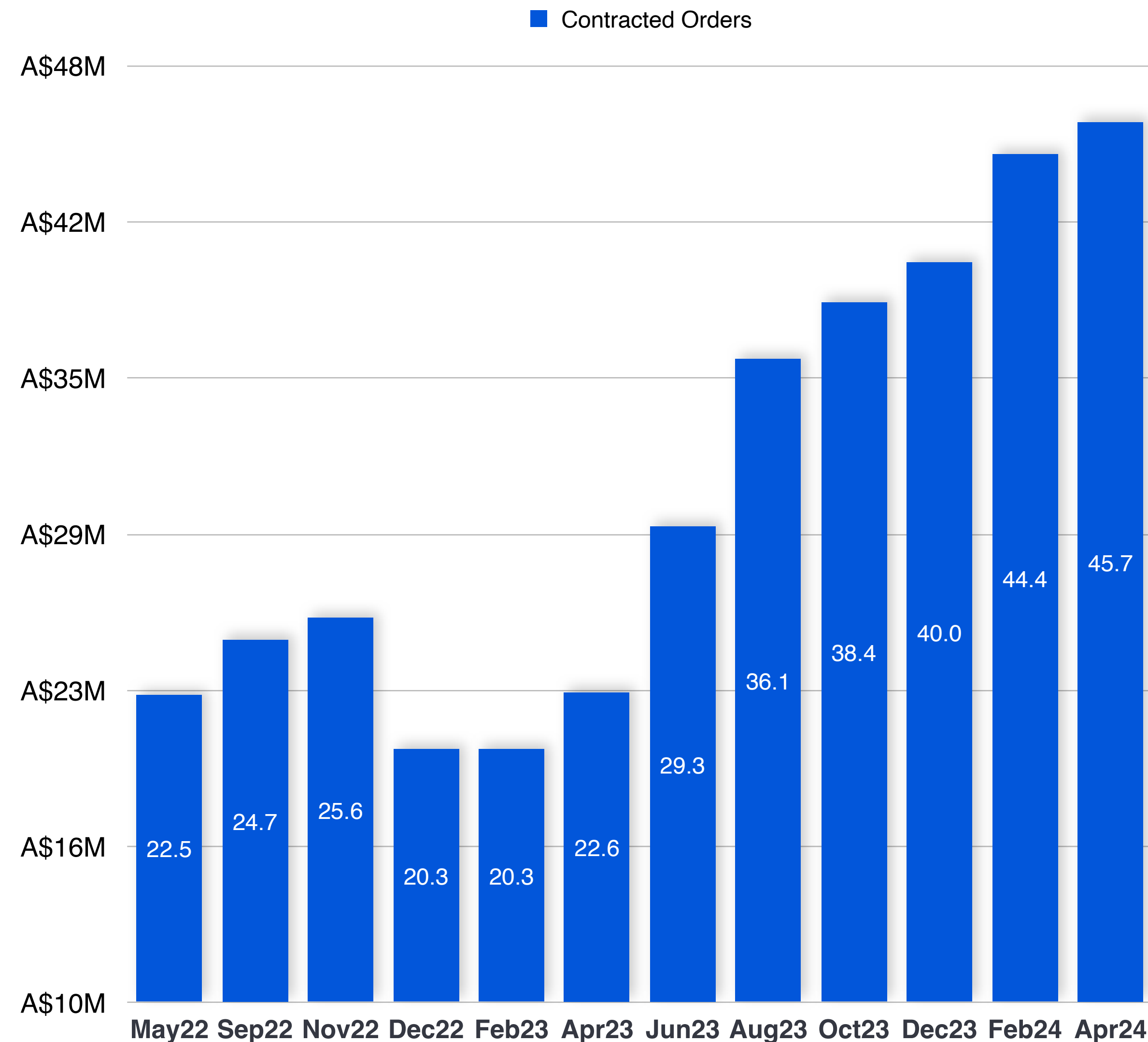
Contracted orders from customers that have not yet been fulfilled are at an all-time high of \$45.7 million.

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

This is inclusive of a \$3.5 million contribution from recently acquired Teknocorp, which serves as a strong foundation for our ongoing revenue growth trajectory.


This figure is a significant increase on our Contracted Orders of \$20.3 million reported in February 2023.

The company is currently negotiating contracts for several material projects which are expected to be executed in the normal course of business.





→ Financial Performance



Q1-Q3 FY24 FINANCIAL SUMMARY

Revenue for the nine-month period increased by 28% to \$36.9 million.

EBITDA grew by 109% to \$4.6 million.

Net Profit After Tax (NPAT) surged by 353% to \$2.8 million.

Q3FY24 Gross Margin was 57.5% compared to 51.9% for 1HFY24.

Significant contract wins and strong pipeline growth during the period.

Contracted orders yet to be delivered grows to an all-time high of \$45.7 million.

EXECUTING OUR STRATEGY AND DELIVERING STRONG FINANCIAL RESULTS



Q3FY24 was a robust quarter, with all regional offices performing well. The Group delivered substantial revenue and profit growth for the nine-month period ended 31 March 2024.

Revenue for the period was up 28% to \$36.9 million, EBITDA was up 109% to \$4.6 million and NPAT was up 353% to \$2.8 million.

Q1-Q3 FY24 Includes a slightly more than 4 months contribution for recently acquired Teknocorp. Since acquisition Teknocorp has contributed \$4.6m in revenue, \$0.7m in EBITDA and \$0.6m in NPAT.

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.

Metric (Group)	Q1-Q3 FY23 (A\$m)	Q1-Q3 FY24 (A\$m)	Growth (A\$m)	Growth (%)
Revenue	28.8	36.9	8.1	Up 28%
EBITDA	2.2	4.6	2.4	Up 109%
NPAT	0.6	2.8	2.2	Up 353%



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

SPA expected to be executed
imminently

TRANSACTION VALUE

\$10.6 million

ACQUISITION OF



Amentco

Electronic Systems Integrators

OVERVIEW

RATIONALE

FINANCIAL TERMS

INTEGRATION

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

OVERVIEW

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Financial Terms

Amentco will be acquired on a cash-free, debt-free basis for a total purchase price of \$10,600,000 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.

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 Contracted Orders, now at \$45.7 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





OFFER SUMMARY



Offer Summary

Austco Healthcare Limited

Offer Structure	<p>A capital raising of up to approximately A\$9.72 million which comprises:</p> <ul style="list-style-type: none">▪ a ~\$6.90 million placement to sophisticated and professional investors (the Placement)▪ a ~\$2.82 million 1 for 22.0 pro-rata non-renounceable entitlement offer to eligible shareholders of AHC (Entitlement Offer, together with the Placement being the Offer)▪ Approximately 52.5 million new fully paid ordinary shares in AHC (New Shares) to be issued under the Offer, representing approximately 17.6% of existing ordinary shares on issue in AHC (Shares)
Offer Price	<ul style="list-style-type: none">▪ The Offer will be conducted at a fixed price of A\$0.185 per New Share (Offer Price) which represents:<ul style="list-style-type: none">▪ A discount of 5.1% to the last close of A\$0.195 on Friday, 19 April 2024▪ A discount of 8.8% to the 5-day VWAP of A\$0.203▪ A discount of 4.3% to the Theoretical Ex Rights Price (TERP) of A\$0.194
Entitlement Offer	<ul style="list-style-type: none">▪ The Entitlement Offer will open on Friday, 3rd May 2024 and will close at 5.00pm on Friday, 17th May 2024.▪ It is the intention of the Lead Manager to fully underwrite the Entitlement Offer, subject to the Lead Manager receiving sufficient sub underwriting commitments during the bookbuild process
Record Date	<ul style="list-style-type: none">▪ 7.00pm (Sydney, Australia time) on Thursday, 2nd May 2024
Ranking	<ul style="list-style-type: none">▪ New Shares issued under the Offer will rank pari passu with existing Shares from their date of issue▪ New Shares issued under the Placement will be allotted on a cum-rights basis and will be eligible to participate in the Entitlement Offer
Lead Manager and Underwriter	<ul style="list-style-type: none">▪ Bell Potter Securities Limited



Uses of Funds

Uses of Funds	A\$m
Amentco Acquisition	5.0
Payout existing debt facility	1.6
Working Capital and costs of the Offer	3.1
Total Uses	9.7



Offer Timetable¹

Austco Healthcare Limited

Bookbuild opens	10:00am (Sydney time), Monday 22 April 2024
Bookbuild closes for receipt of firm and irrevocable Bids	4:00pm (Sydney Time), Monday 22 April 2024
Placement announced and Return to Trading on the ASX	Wednesday, 24 April 2024
Settlement of Placement via DVP	Tuesday, 30 April 2024
Allotment of Placement New Shares	Wednesday, 1 May 2024
<u>Entitlement Offer Timetable</u>	
Ex Date	Wednesday, 1 May 2024
Record Date	Thursday, 2 May 2024
Entitlement Offer opens, Entitlement Offer booklet lodged with ASX	Friday, 3 May 2024
Entitlement Offer closes	5:00pm (Sydney time), Friday, 17 May 2024
Allotment of Entitlement Offer Securities	Thursday, 23 May 2024

¹ The timetable is indicative only and subject to change by the Company and Lead Manager, subject to the Corporations Act and other applicable laws



»» Thank you



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BRENDAN MAHER

CFO & Company Secretary

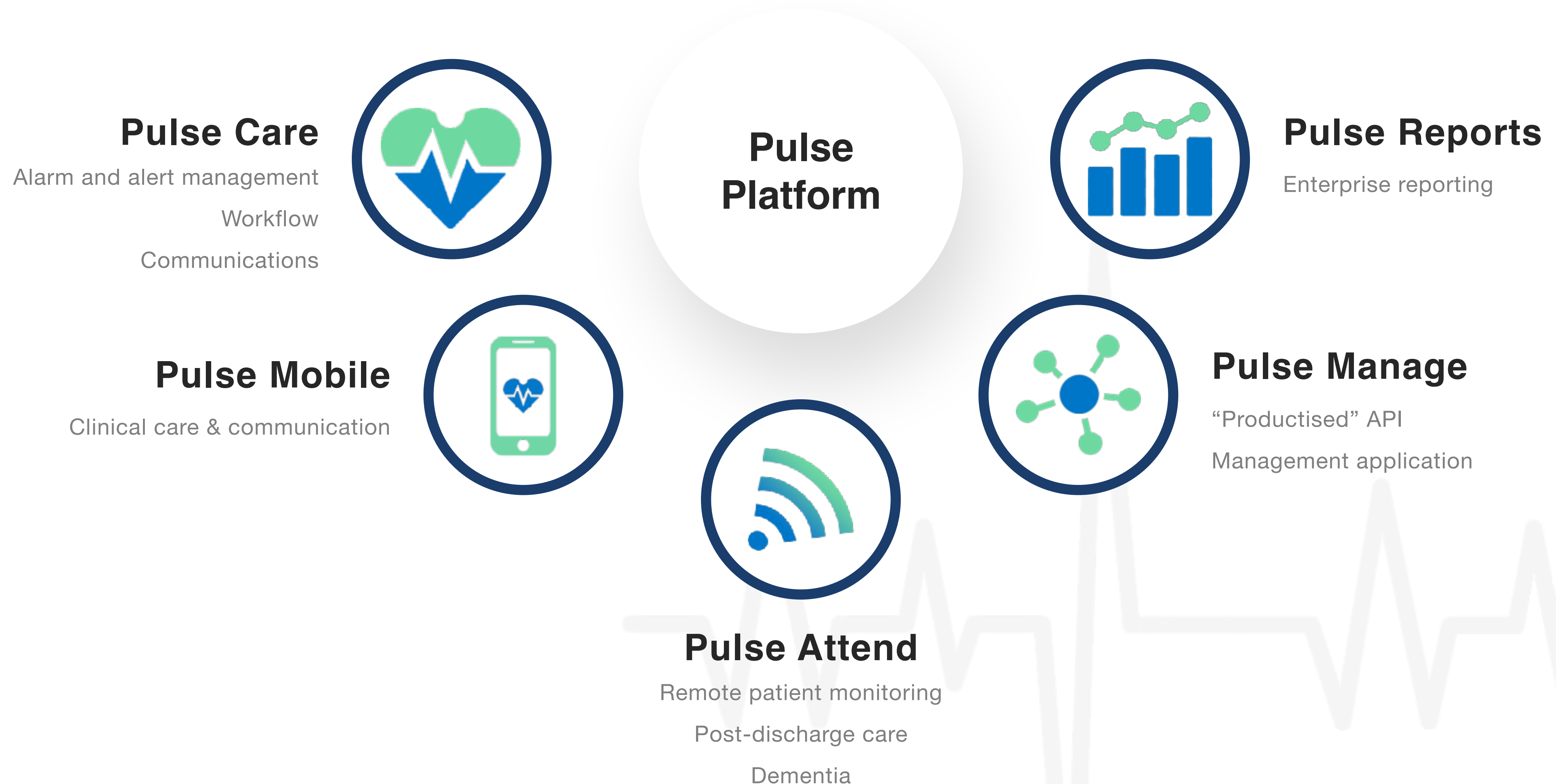
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» New products and roadmap

PRODUCT PORTFOLIO





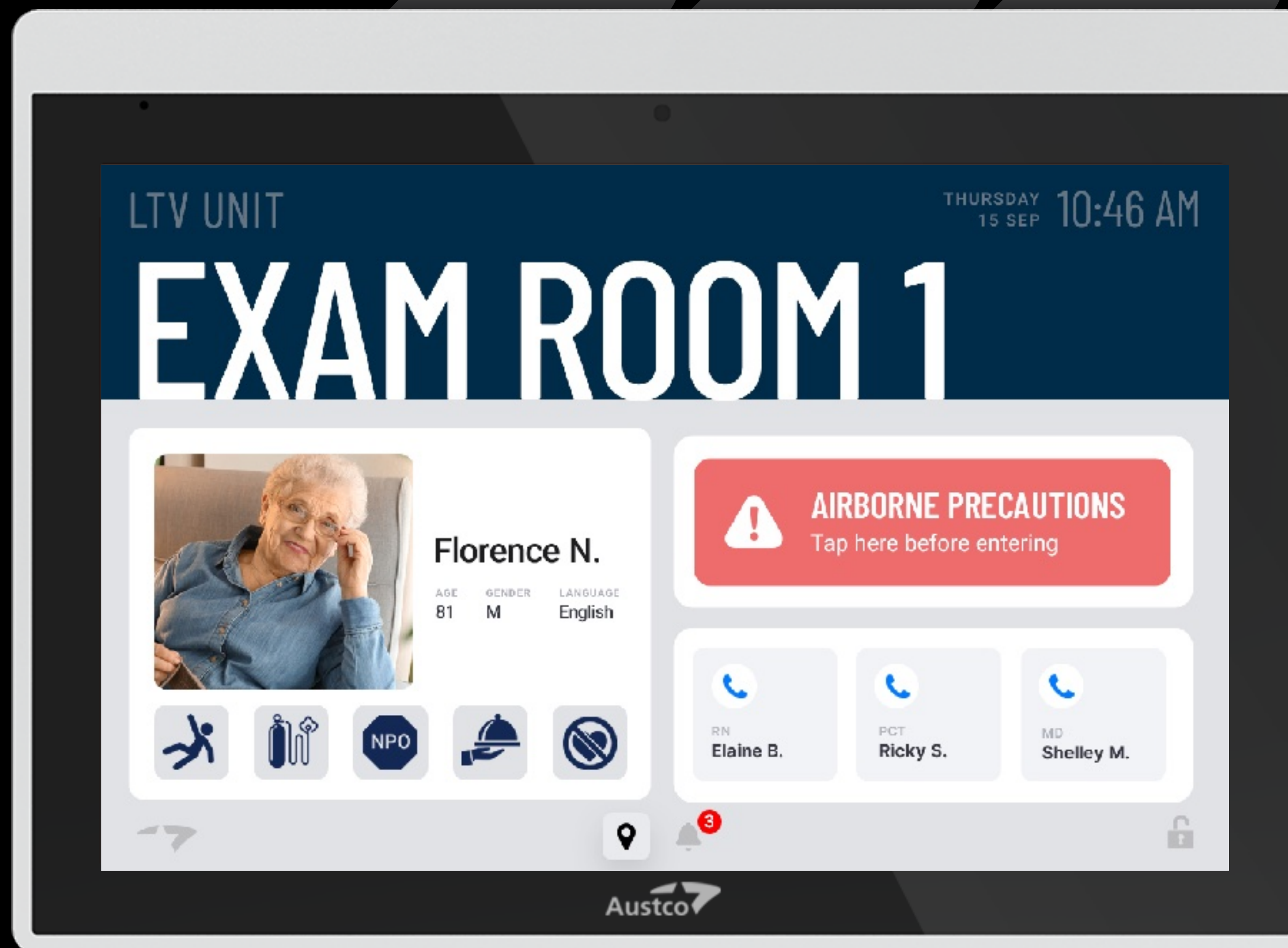
App Station Apps

Annunciator

Communications (VoIP audio)

Virtual call points (Workflow) *released with 4.27*

Hallway sign / Room screen *released with 4.28*





Master Callpoint

Single room controller

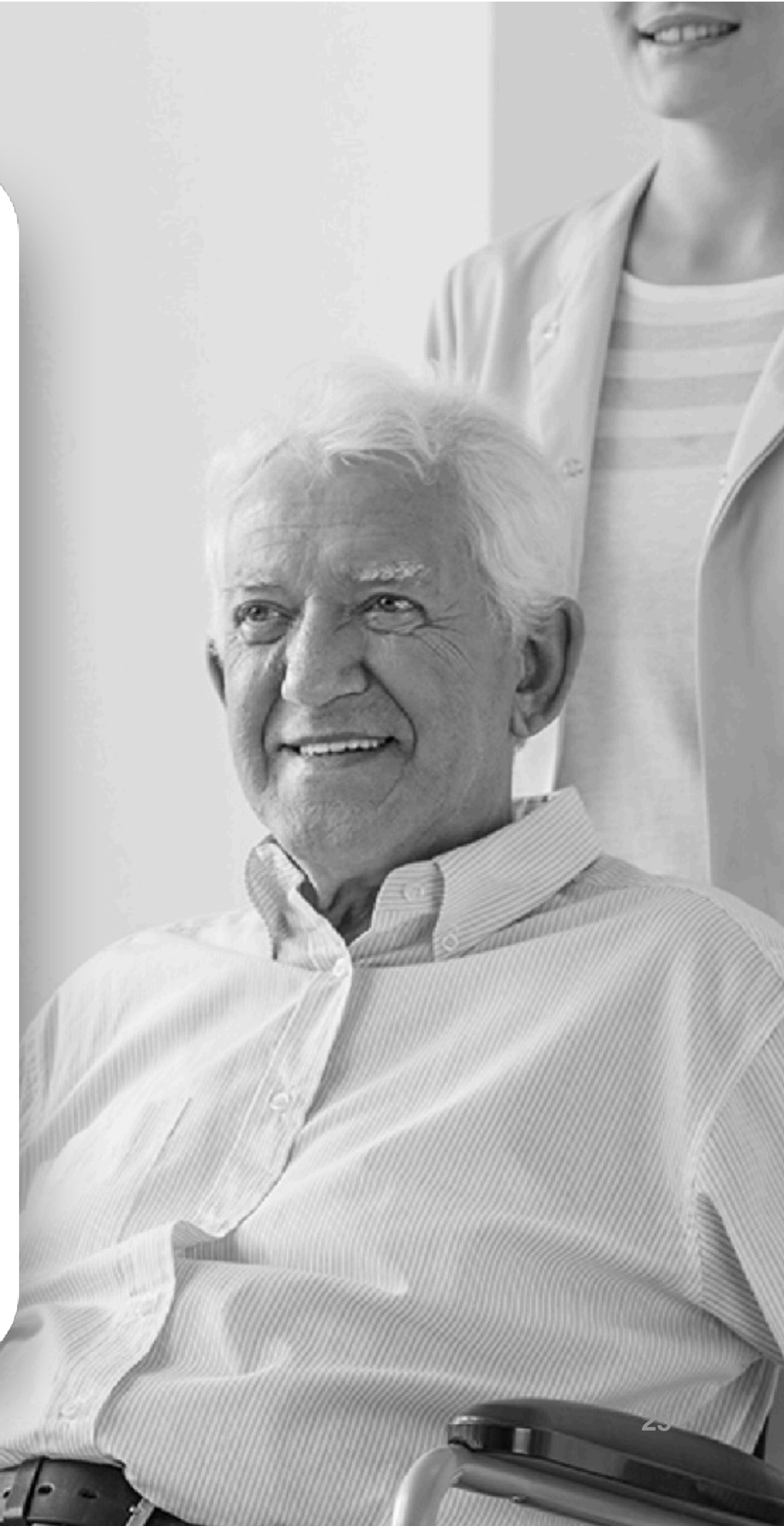
Microphone array for voice-assist applications

Built-in RTLS available

At home in Aged or Acute care

Magnetic connectors

Austco's new design language





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





In production now (4.28)



Pulse Display Driver

- Pulse Device – *no more Touchduty*
- Administered through Pulse Manage
- Customised for each facility
- 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

16:28

Austco

PULSE MANAGE

PEOPLE

Staff

Residents

Logout

Map Setup

Configure & Profiles

Monitor & Alarms

Device Assignment

User Profiles

Comms/Logging

Software Modules

1001

1002

1003

1004

1005

1006

1007

1008

Common Area 1

Public WC 1

Stair 1

Villa A

Villa B

Storage A

Stair 2

Stair 3

Public WC 2

Common Area 2

Staff

Residents

Austco

PULSE MANAGE

ILU 10-1017

Resident 2

Bedroom

Vacant

Living Room

ILU 10-1018

Resident 3

Bedroom

Vacant

Living Room

ILU 10-1019

Resident 4

Bedroom

Vacant

Living Room

ILU 10-1020

Resident 5

Bedroom

Vacant

Living Room

ILU 10-1021

Resident 6

Bedroom

Vacant

Living Room

ILU 10-1022

Resident 7

Bedroom

Vacant

Living Room

ILU 20-1023

Resident 8

Bedroom

Vacant

Living Room

ILU 20-1024

Resident 9

Bedroom

Vacant

Living Room

ILU 20-1025

Resident 10

Bedroom

Vacant

Living Room

ILU 20-1026

Resident 11

Bedroom

Vacant

Living Room

ILU 20-1027

Resident 12

Bedroom

Vacant

Living Room

ILU 30-1028

Resident 13

Bedroom

Vacant

Living Room

ILU 30-1029

Resident 14

Bedroom

Vacant

Living Room

ILU 30-1030

Resident 15

Bedroom

Vacant

Living Room

Memorial Hospital, Northwest Campus

Filters

Actions

Response Times - Unit 1

83%

0-1 min

1-2 min

2-4 min

4-8 min

Response Times by Type - Unit 1

Code Blue

Emergency

Resident Call

Fire

Medical

Alarm Types

876

Message Load

22

Total Patient Calls

47

Average Response Time

02:27

Night Shift vs. Day Shift

Average

Max

Total

Per Resident

Unassigned

Alarm Activity - Beds

Unassigned

Bed 1

Bed 2

Bed 3

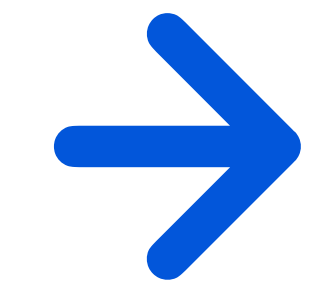
Bed 4

Bed 5

Time Spent In-Room

03:11

Austco



Fall detection, behaviour analysis

No cameras, no wearables, no buttons

Fall Detection

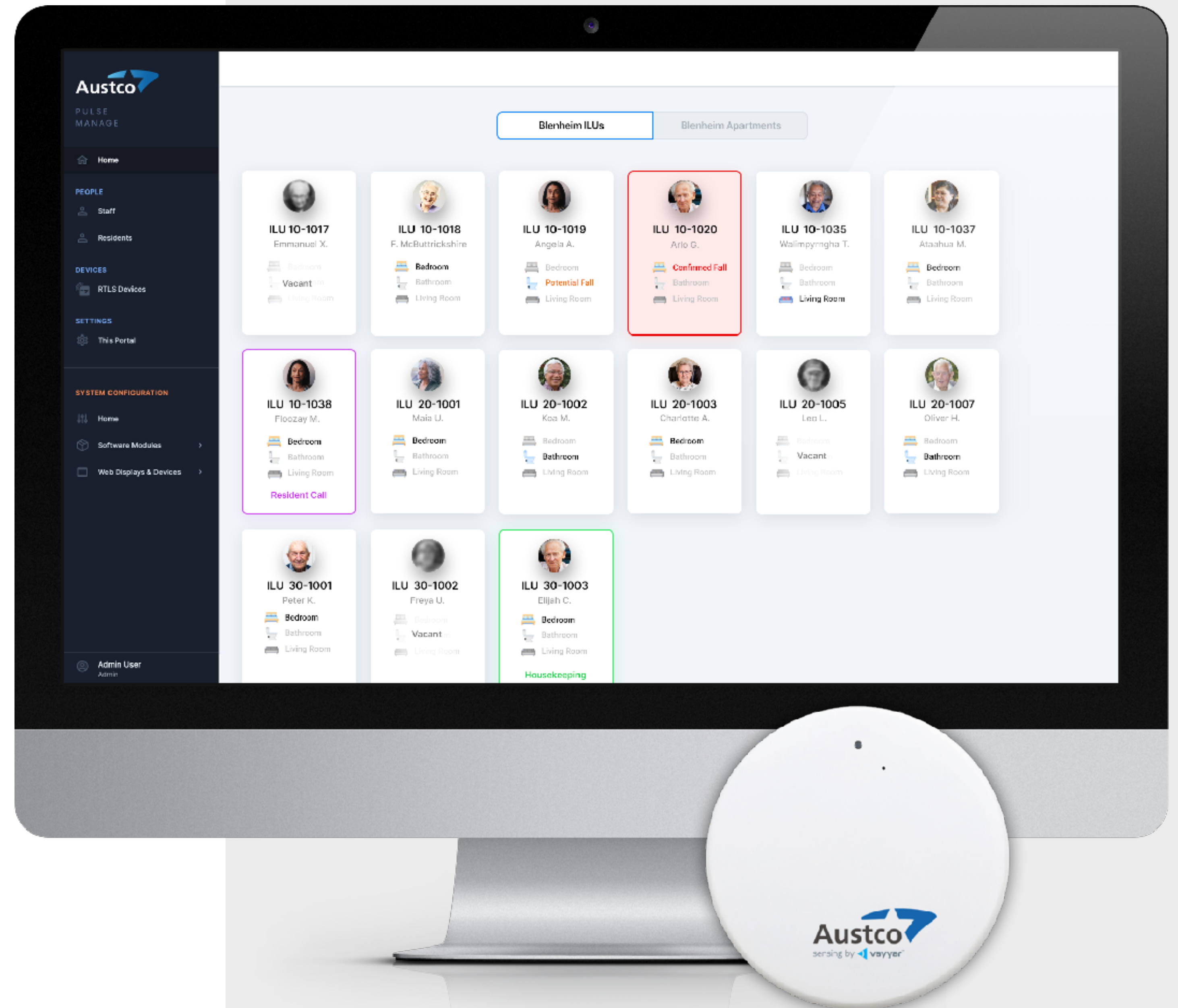
- multiple “levels” of fall, all independently actionable and reportable

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

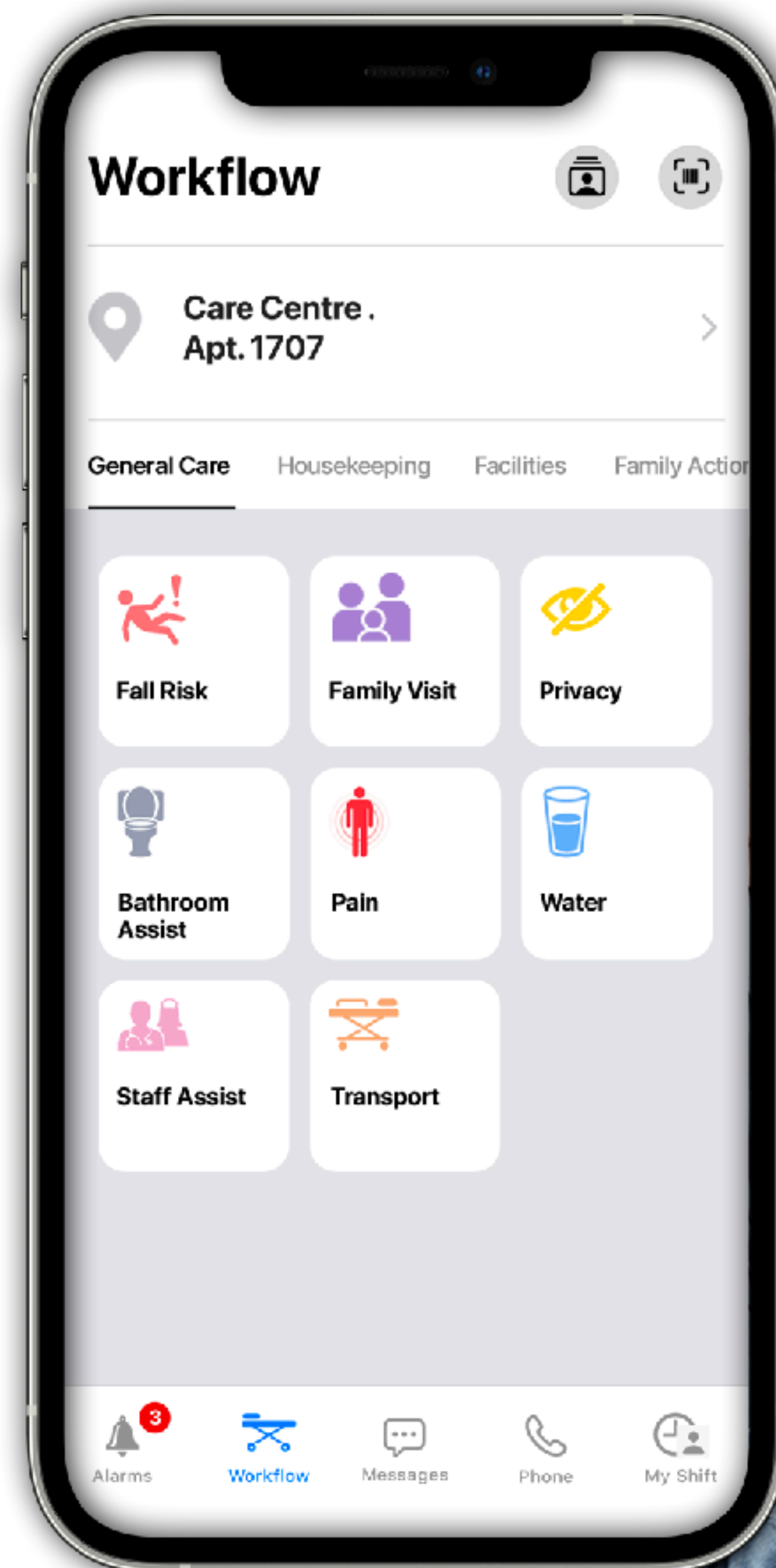
Modern framework for easy updates

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

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