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HEALTHCARE COMMUNICATIONS, WORLDWIDE

2026 AGM

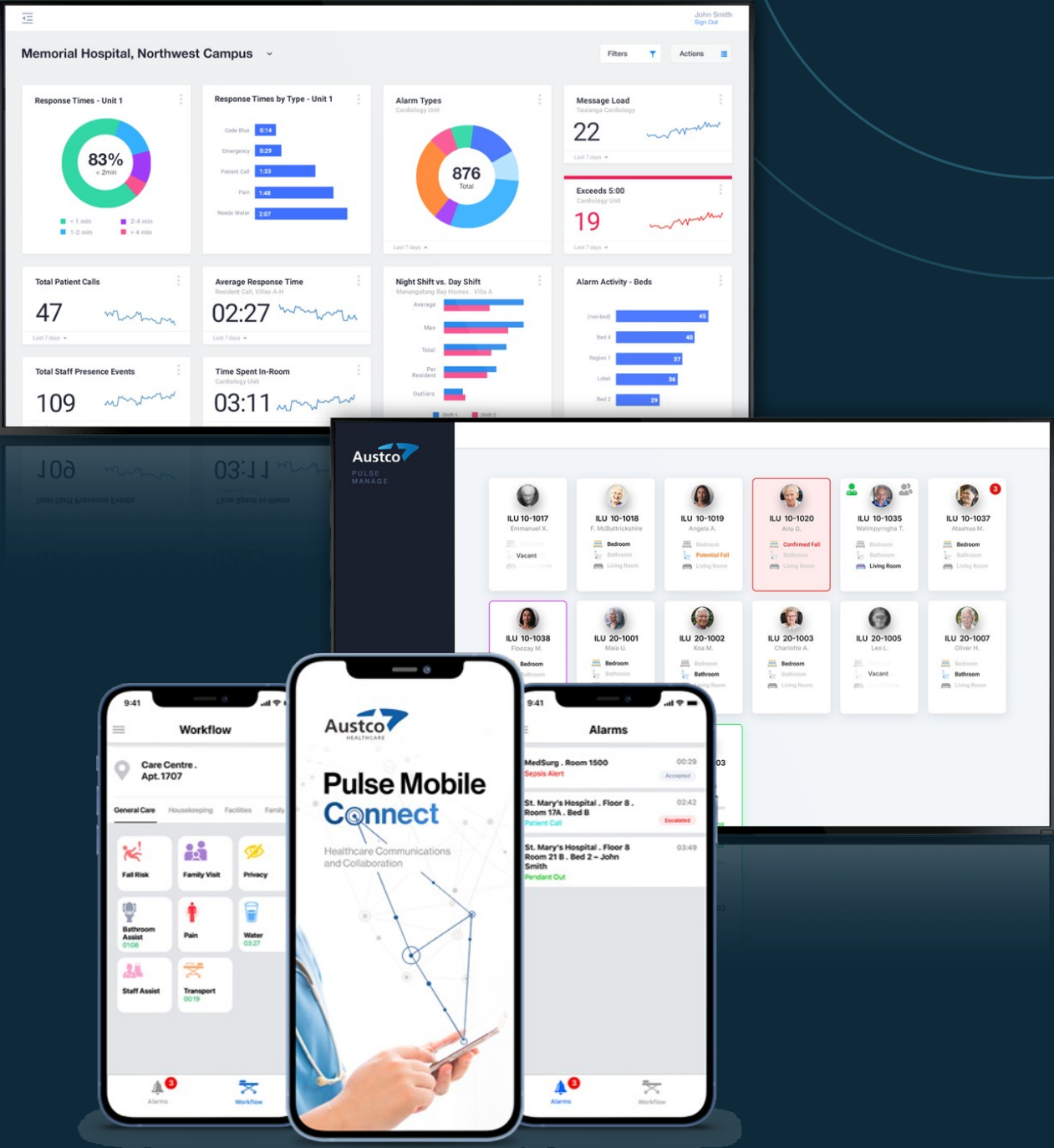
CEO's address

Win the facility. Grow with it, worldwide.
A broader portfolio to sell across our 5,000+ facilities

Clayton Astles
CHIEF EXECUTIVE OFFICER

Austco Healthcare Limited · ASX: AHC · 19 October 2026

ASX : AHC



Clinical communications, workflow and systems intelligence for better healthcare

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FY26 IN SUMMARY

Record revenue and earnings, delivered while absorbing three businesses



A Record Year

\$94.2m

revenue, up 15.8%.
EBITDA of \$14.9m, up
14.0%

Structural
growth tailwinds

US\$1.9tn

global digital health
spending forecast by
2031, a 25.7% compound
rate

The base we sell
into

5,000+

facilities in over 60
countries, served from
direct operations in 6
countries

Differentiated
platform

\$11.4m

software and
maintenance revenue, up
19%, now 12.0% of
Group revenue

Balance sheet
strength

\$16.3m

cash and no material
borrowings as at 30 June
2026

53.4%

Gross margin,
from 52.0%

\$11.6m

Profit before
tax, up 43.8%

\$9.0m

Net profit after
tax, up 51.8%

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UNFILLED CONTRACTED REVENUE



\$51.2 million of contracted work, 25% of it SMA & Software vs 12% in FY26

\$51.2m

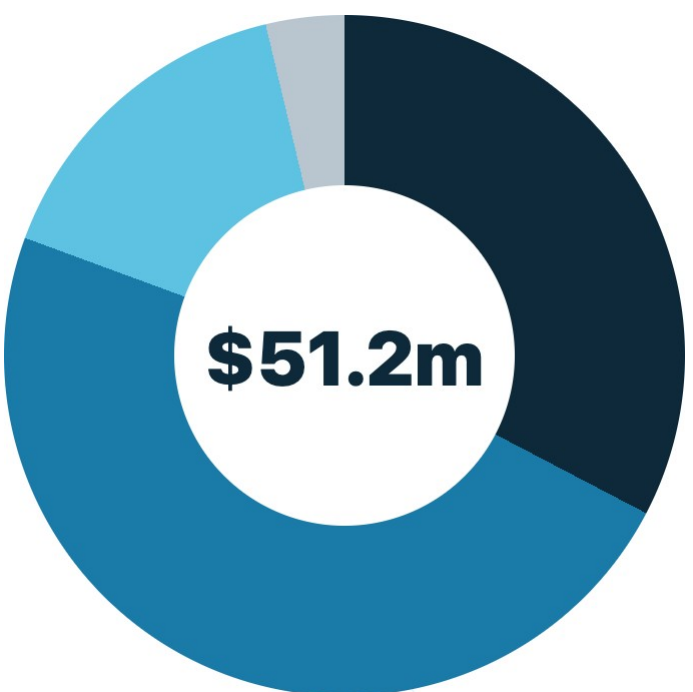
unfilled contracted revenue at 17 August 2026

▲ 13%

growth since June 2026, driven by new awards

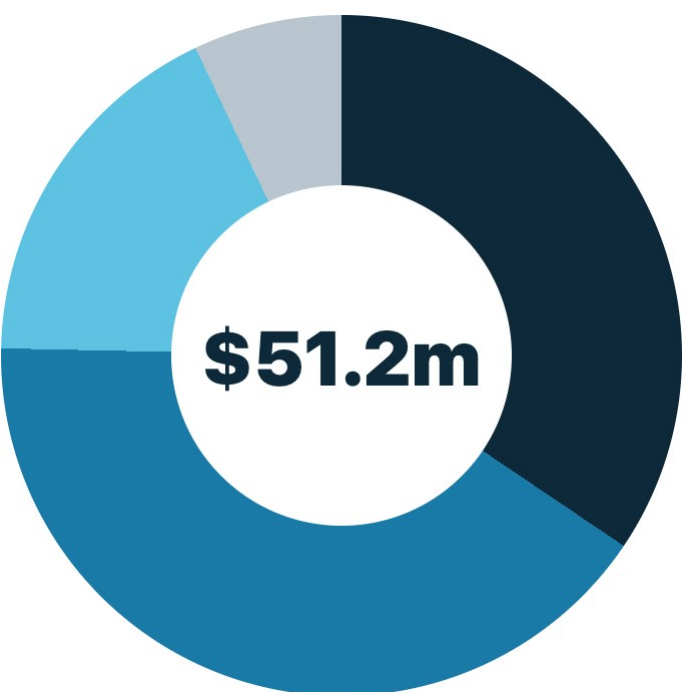
▼ FX

year-end movement driven by currency translation, not lost work



By region

ANZ	\$16.7m
North America	\$24.5m
Asia	\$8.0m
Europe	\$1.9m



By revenue type

Equipment	\$17.6m
Installation	\$20.9m
SMA	\$9.0m
Software	\$3.6m

UCR converts to revenue as equipment is delivered and installation completes. Breakouts as at 17 August 2026; figures may not sum due to rounding.

ACQUISITION STRATEGY



From buying our resellers to adding new products we can sell to our customers

	What it adds	Where it sits in the model
Four resellers, 2023 to 2026	The customer relationship, brought in-house. National coverage across Australia and New Zealand	Austco holds the relationship for the life of the system
CareTech, agreed October 2026	A lower-cost clinical communications system for aged care and smaller hospitals, and wireless products	More ways to win the facility
RTM, agreed October 2026	Real-time monitoring software across the connected systems on site	More to earn from the facility after installation

Resellers put Austco in front of the customer. Bring established resellers in-house, strengthen direct sales capability and deepen customer relationships.

CareTech and RTM add what Austco sells to that customer. Owned product and software, offered through Austco's operations in Australia and internationally, CareTech's products subject to local certification.

Together: an integrated offering from the bedside to real-time monitoring of the connected systems on site

ACQUISITION STRATEGY: RTM

Austco’s most significant acquisition to date: software we intend to take to our customers worldwide



	As announced on 16 October 2026
The business	Real Time Monitoring Solutions, Brisbane, established 2012, 27 staff
What it does	A cloud platform that monitors nurse call, duress, access control, CCTV and building management systems and identifies faults early, with installation and maintenance services
Reach	300+ system interfaces, including Austco’s Tacera. 600+ sites across Australia
FY26, normalised & unaudited	Revenue about \$15.6m and EBITDA about \$2.2m, 12 months to June 2026
Consideration	About \$9.44m upfront in cash, subject to completion adjustments, of which \$3.0m is expected to be held in escrow pending renewal of a key customer contract. Estimated earn-out \$5.82m. Estimated total \$15.26m
Earn-out	6.0x the average of FY27 and FY28 EBITDA, less the upfront payment. Cash, uncapped, payable after the audited FY28 accounts
Completion	Expected on or around 1 December 2026, subject to conditions, and conditional on CareTech

What it adds

- 1 A product for Austco's international customers**
Austco intends to offer RTM Cloud through its international operations and its reseller network.
- 2 Proactive monitoring and maintenance**
identifying faults early and supporting earlier intervention.
- 3 Software and recurring service revenue**
each RTM installation creates ongoing software licence, maintenance and support revenue.

ACQUISITION STRATEGY: CARETECH



CareTech: lower-cost clinical communications for aged care and smaller hospitals, plus wireless products

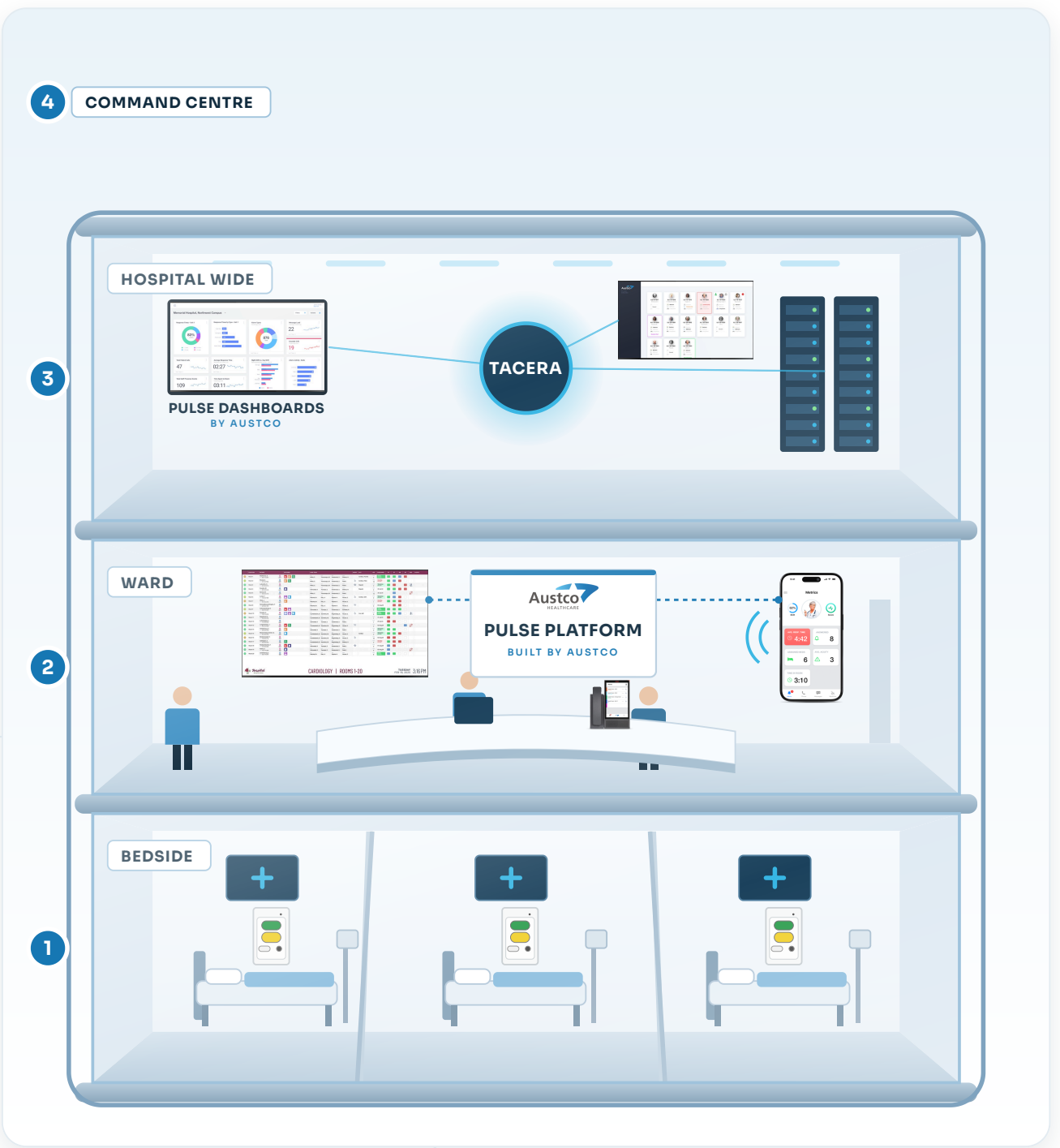
	As announced on 16 October 2026
The business	CareTech Systems, Brisbane, in the nurse call industry for more than 25 years
What it does	Designs and owns clinical communications (nurse call) products: call points, pendants, mats, wireless devices, real-time location tags and complete IP systems. Made by a contract manufacturer
Reach	Installed at about 200 sites. Its systems are monitored through RTM's platform, and RTM is its largest customer
FY26, unaudited	Revenue \$3.4m, of which \$1.5m was sales to RTM, eliminated on consolidation. Normalised EBITDA about \$0.9m. 12 months to June 2026
Consideration	\$3.0m upfront in cash, subject to completion adjustments. Estimated earn-out \$1.04m. Estimated total \$4.04m
Earn-out	3.5x the average of FY27 and FY28 EBITDA, less the upfront payment. Cash, uncapped, payable after the audited FY28 accounts
Completion	Expected on or around 1 December 2026, subject to conditions, and conditional on RTM

What it adds

- 1 **A lower-cost nurse call system**
suited to aged care and smaller hospitals, alongside Tacera for larger and acute facilities.
- 2 **Wireless products**
that fill a gap in Austco's current product range.
- 3 **Owned intellectual property**
with a measured roll-out to selected international markets, subject to local certification.

HOW IT FITS TOGETHER

From the bedside to the command centre: Austco's Pulse platform, with RTM and CareTech



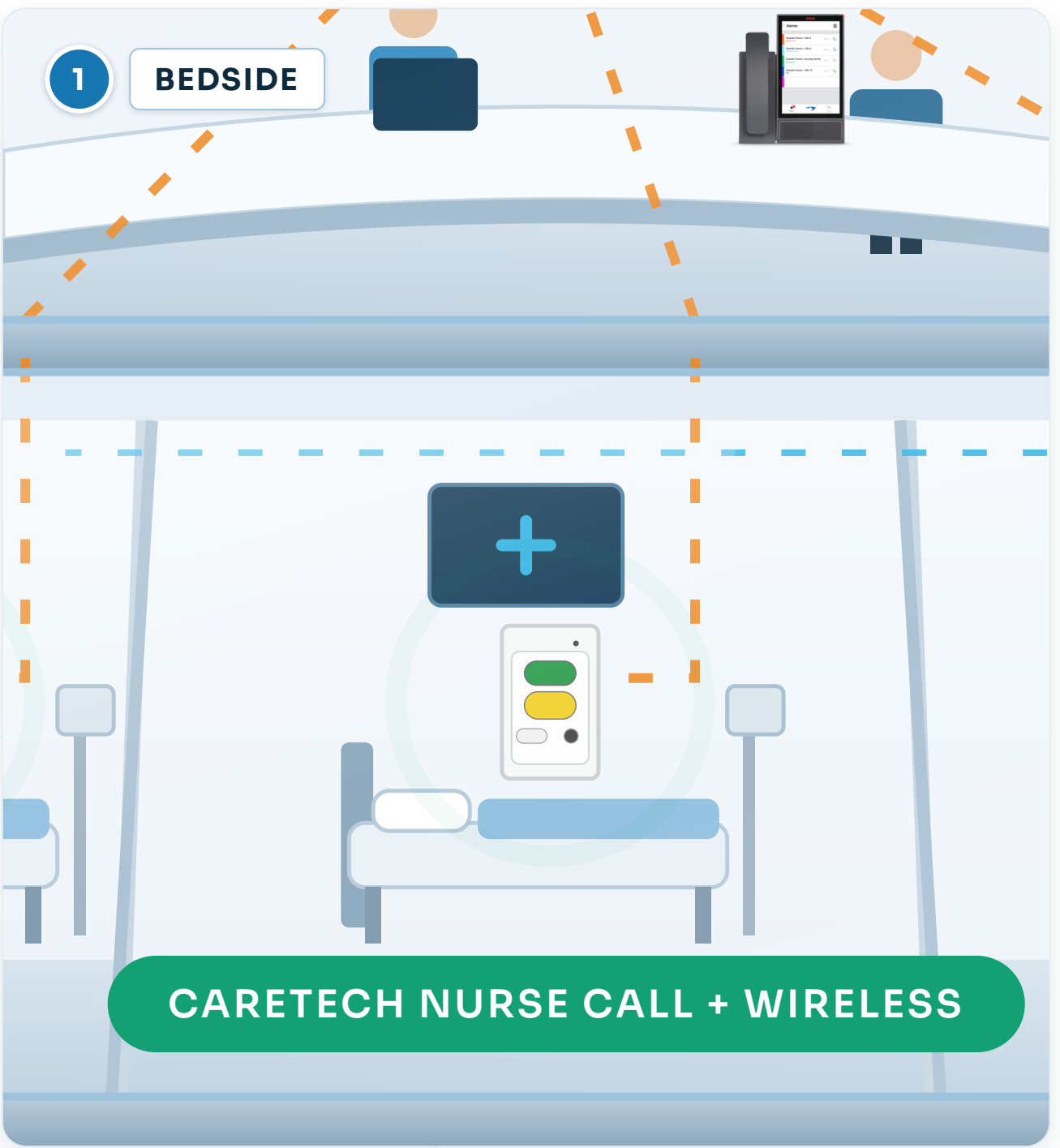
Four levels, one Austco platform

- 1 At the bedside**
Call points, in room devices and real time location that raise a call and identify who is calling and where.
- 2 In the ward**
Patient status boards, Pulse Mobile and displays that route the call to the right clinician on the right device.
- 3 Across the healthcare facility**
Austco's Tacera alarm management and call routing, drawing on information from third party clinical systems.
- 4 Command centre**
Enterprise reporting and proactive system health monitoring across every site.

HOW IT FITS TOGETHER



From the bedside to the command centre: Austco's Pulse platform, with RTM and CareTech



NEW: CARETECH

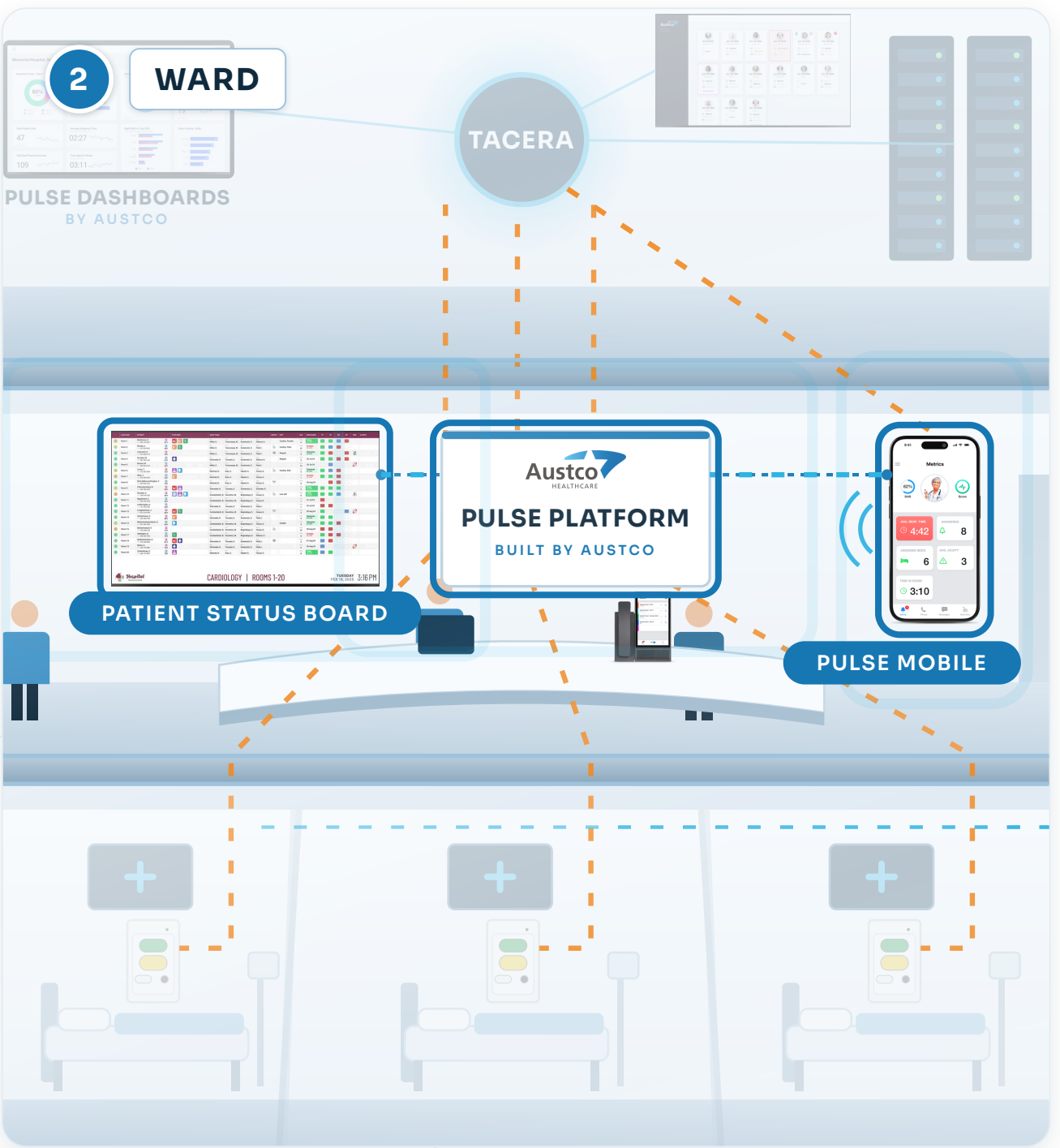
At the bedside

- 1 **CareTech IP call point**
Presence, Staff Assist and Cancel buttons, with a pendant socket, ready for real time location.
- 2 **A lower-cost clinical communications system**
Suited to aged care and smaller hospitals, alongside Tacera for larger and acute facilities.
- 3 **Owned intellectual property**
Austco owns the product IP and captures the full product margin.

HOW IT FITS TOGETHER



From the bedside to the command centre: Austco's Pulse platform, with RTM and CareTech



BUILT BY AUSTCO

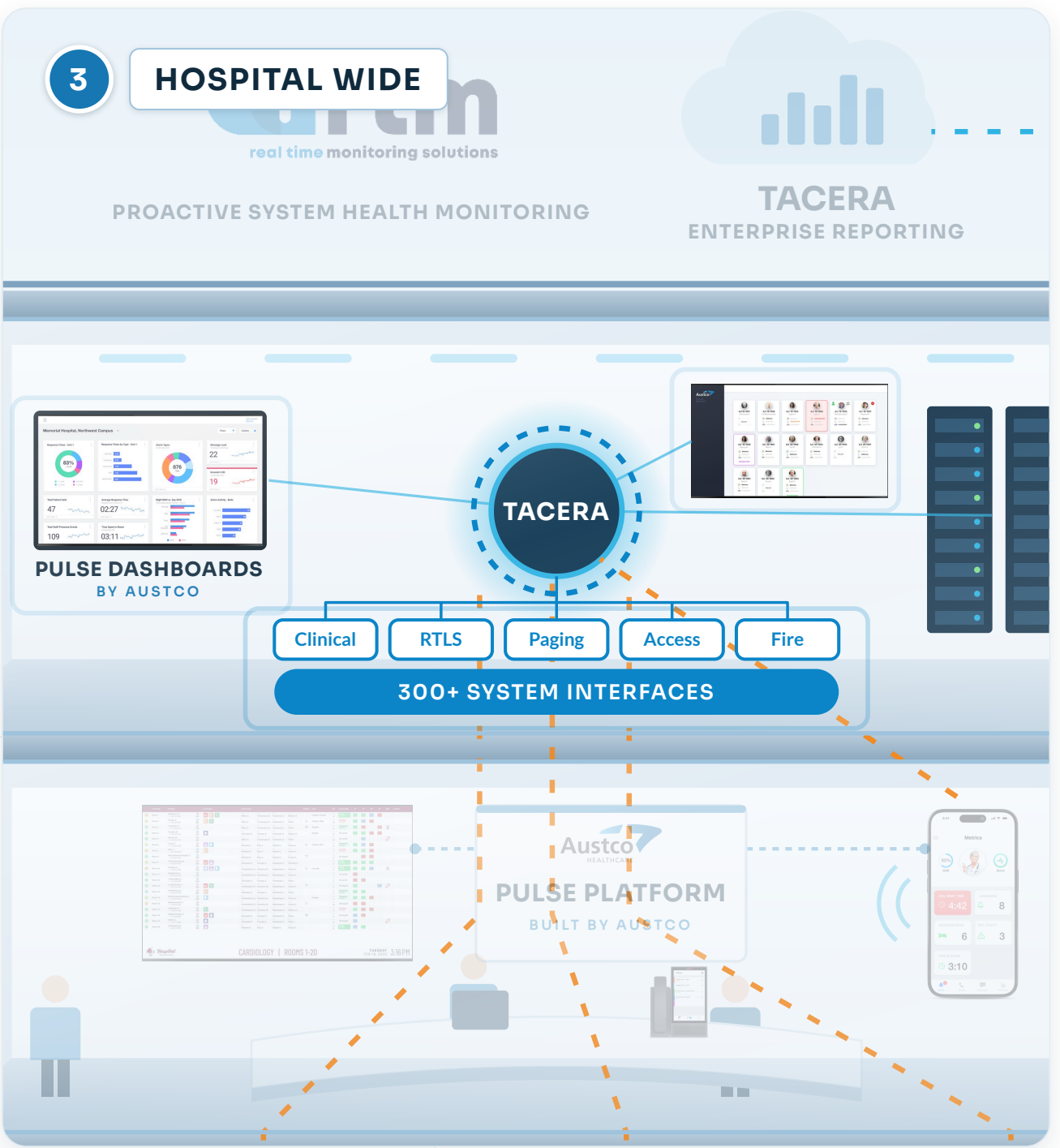
In the ward

- 1 Patient status board**
Every room's status, care team, alerts and discharge plan at a glance.
- 2 Pulse Mobile**
Alarms, messages, metrics and workflow on each clinician's phone, so the call reaches the right person.
- 3 Pulse Platform**
Austco's own platform ties the status board and Pulse Mobile into one system.

HOW IT FITS TOGETHER



From the bedside to the command centre: Austco's Pulse platform, with RTM and CareTech



AUSTCO + RTM

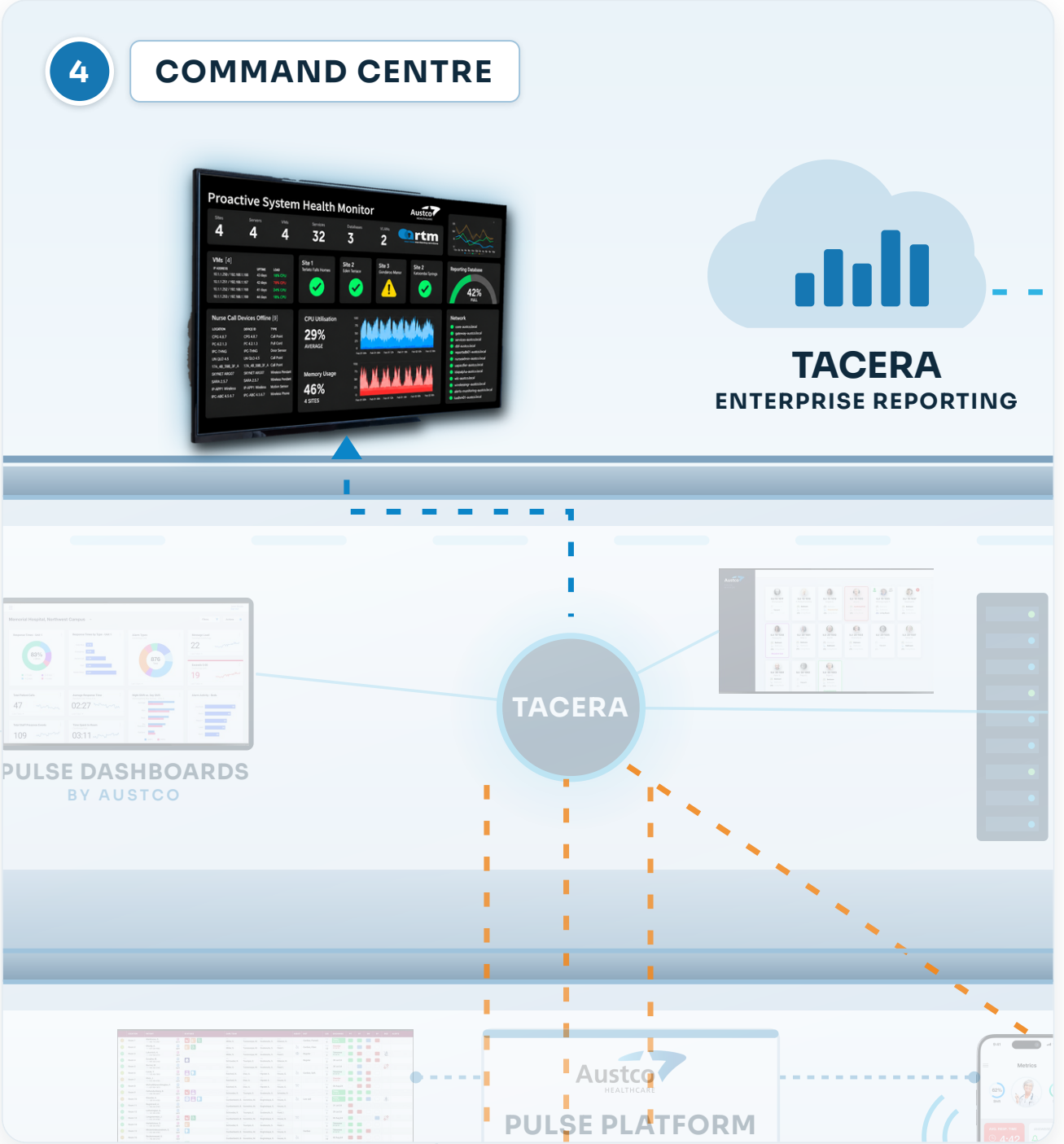
Across the healthcare facility

- 1 Austco's Tacera**
Alarm management, call routing and audio communications across the facility.
- 2 Pulse Dashboards by Austco**
Response times, alarm activity and staff assignment in one view.
- 3 300+ system interfaces from RTM**
Connecting Tacera to clinical, real time location, paging, access control and fire systems.

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HOW IT FITS TOGETHER

From the bedside to the command centre: Austco's Pulse platform, with RTM and CareTech



NEW: RTM

Command centre

- 1 Tacera enterprise reporting**
Operational insight across every site in the Group.
- 2 RTM proactive system health monitoring**
From RTM, an Austco company: identifying faults early and supporting earlier intervention. Live at more than 600 Australian sites.
- 3 A product for international customers**
Austco intends to offer RTM Cloud through its international operations and reseller network.

AI AND THE PLATFORM

Embedding intelligence across Tacera, Pulse and RTM



ROADMAP

Predictive clinical intelligence

Fall risk scoring, call anomaly detection and early warning of deterioration from call data and real-time location.

ROADMAP

Intelligent workflow optimisation

Routing staff on acuity, workload, proximity and skill to reduce response times.

FOUNDATIONS LIVE

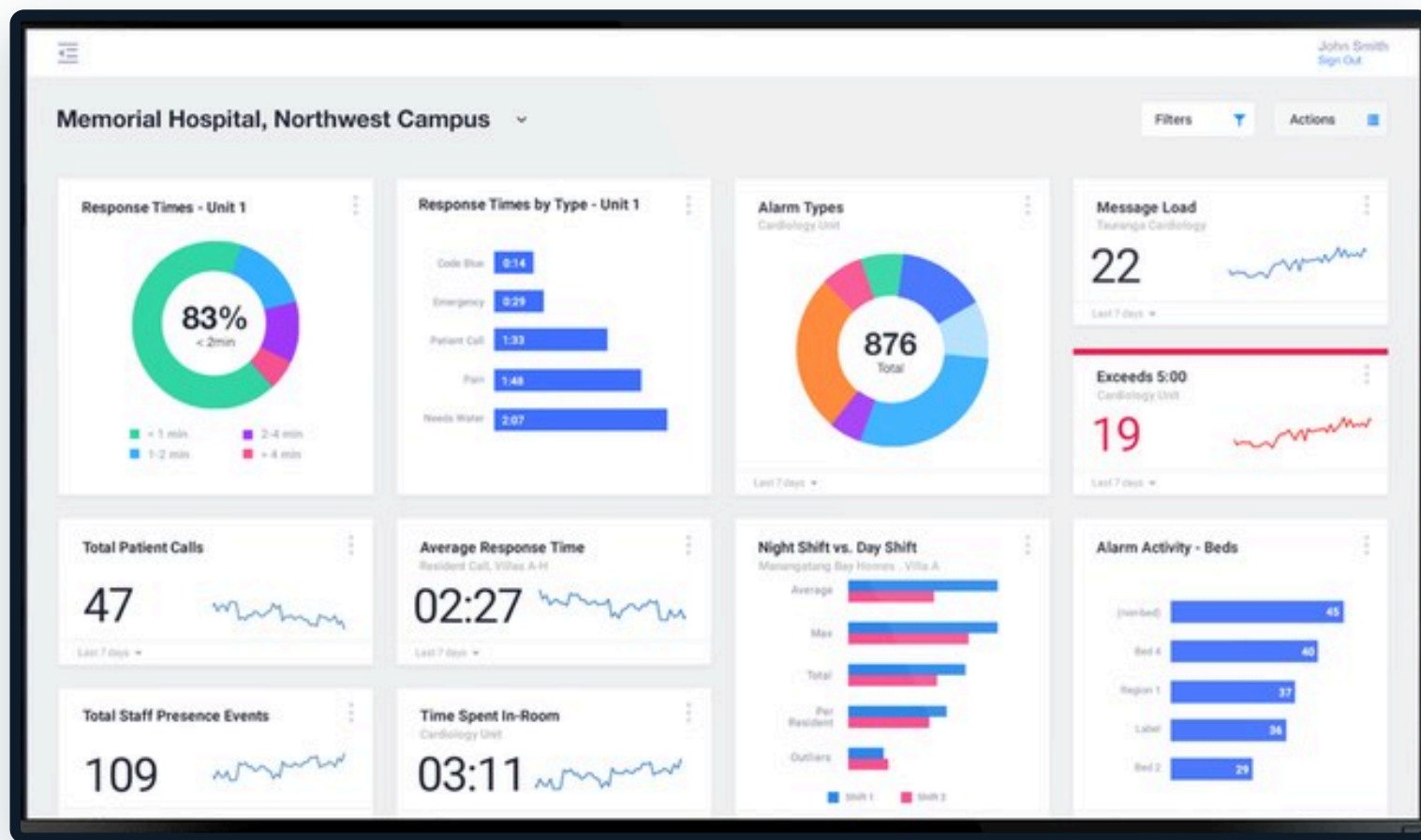
Operational analytics and decision support

Response time analysis, staffing adequacy and compliance readiness in Pulse Insights.

WITH RTM

Predictive maintenance and system health

Monitoring installed systems to flag issues before downtime, strengthening the value of every maintenance agreement.



PULSE DASHBOARDS BY AUSTCO

AI enhances Tacera, Pulse and RTM: deepening platform stickiness, expanding recurring software revenue and widening competitive differentiation.

ACQUISITION DISCIPLINE

Four completed, two agreed, one structure



Acquisition	Status	Geography	Earn-out
Teknocorp	Completed November 2023	Victoria	Completed
Amentco	Completed May 2024	Queensland	Outperformed: recognised at \$5.9m, settled at \$8.4m
G&S Technologies	Completed May 2025	New Zealand	Estimated \$2.5m, due March 2027
Medical Communications Systems	Completed August 2026	South Australia	Estimated \$0.64m, payable after the audited FY27 accounts
CareTech	Agreed October 2026. Completion expected about 1 December 2026	Queensland	Estimated \$1.04m, payable after the audited FY28 accounts
RTM	Agreed October 2026. Completion expected about 1 December 2026	Queensland	Estimated \$5.82m, payable after the audited FY28 accounts

The structure. An upfront payment, and an earn-out tied to the earnings the business goes on to deliver.

The multiple. 3.5x for CareTech, consistent with the four previous acquisitions. 6.0x for RTM, reflecting recurring software and maintenance revenue and the opportunity to take RTM to Austco’s international customers.

We pay for performance. Amentco outperformed and settled above the amount recognised.

- What every acquisition has had to do**
- 1. Deepen a direct customer relationship.** The four resellers.
 - 2. Or bring technology that complements what Austco already sells, faster than we could build it.** CareTech and RTM.
 - 3. And meet the structure:** part of the price tied to performance.

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HOW WE WILL FUND THESE ACQUISITIONS



Two acquisitions funded from cash and a new bank facility, with no shares issued

	As lodged, or as announced on 16 October 2026
Cash	\$16.3m at 30 June 2026, no material borrowings
Cash generated from operations	\$12.5m in FY26
Upfront payments at completion	About \$12.44m in cash for RTM and CareTech together, including the \$3.0m RTM escrow amount
New debt facility	\$12.0m Market Rate Loan facility with the Commonwealth Bank of Australia
Shares issued	None, for either acquisition. The upfront payments and both earn-outs are payable in cash.
After completion	About \$7.7m cash and \$5.0m undrawn committed facilities, before earn-out payments
Earn-outs ahead	\$2.5m due March 2027. An estimated \$0.64m after the FY27 accounts. An estimated \$6.86m after the FY28 accounts. Expected to be funded from operating cash flow (\$12.5m in FY26) and the undrawn facility
Dividends	None declared for FY26

How we allocate capital

- 1 Invest in our technology**
to keep our solutions at the forefront of healthcare communication.
- 2 Complete and integrate our acquisitions**
bringing RTM and CareTech into the Group alongside MCS, with part of each price tied to performance.

STRATEGY AND PRIORITIES

Clear priorities for sustainable growth and scale



Continuous innovation

\$4.8 million invested in research and development in FY26, with the AI roadmap extending our platforms across predictive care, workflow and system health.



Expand recurring revenue

Software and maintenance grew 19% to \$11.4 million, 12.0% of revenue, anchored by the ten-year, \$4.2 million Jurong SMA.



Enhance margin profile

Gross margin up 140bp to 53.4% in FY26, on supply chain efficiencies delivered through integration.



Integrate our acquisitions

Completing RTM and CareTech, announced 16 October 2026, and integrating them alongside MCS, each with a performance-based earn-out aligning the vendor to delivery.



Deepen market presence

Flagship reference sites in every region: Hospital Israelita Albert Einstein in LATAM, Jurong in Asia, national ANZ coverage.



Cross-sell into our installed base

Offering RTM Cloud to Austco's international customers, and CareTech in selected markets, through Austco's sales force.

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This presentation refers to the proposed acquisitions of RTM and CareTech announced on 16 October 2026. Completion is subject to conditions precedent and may not occur when expected or at all. Earn-out amounts are estimates based on current forecasts; the amounts payable may be higher or lower.

Other information. All financial amounts are expressed in Australian currency unless otherwise stated. Discrepancies between totals and sums of components are due to rounding.

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