

ASX Announcement
17 April 2024

Trading Update – Third Quarter FY24

Executing our strategy, delivering strong financial results

Austco Healthcare Limited (ASX: AHC) is pleased to provide a trading update for the nine months ended 31 March 2024.

Austco Healthcare CEO Clayton Astles said, "We are delighted to announce Austco Healthcare's exceptional financial performance for the year to date. Q3 was a robust quarter, and all our regional offices performed 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 \$36.9m and NPAT was up 353% to \$2.8m.

Our relentless focus on innovation and customer-centric solutions has driven robust revenue growth and solid profitability. This achievement reflects our team's dedication and hard work, as well as the resilience of our business model and growth strategies. We remain committed to delivering value to our shareholders and enhancing patient care for our customers."

Percentage growth change for the nine months (including unaudited Q3) when compared to the prior corresponding period:

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

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.

The NPAT reported for 1H FY24 was \$1.2m, which highlights that we have generated \$1.6m in NPAT in Q3 FY24, arising from increased revenues and improved margins. Gross margin for Q3 FY24 was 57.5% (compared to 51.9% reported for 1H FY24).

Key Highlights:

- Contract Wins:** Austco Healthcare has been awarded several significant contracts during the period for its innovative healthcare solutions. The Company secured a \$2.2m contract to supply its advanced clinical communications system to Simcoe Village, reinforcing its position as a leader in the healthcare communication sector. Additionally, Teknocorp, the Company's recently acquired subsidiary, has been awarded an AUD \$1.2 million contract to deliver state-of-the-art access control and CCTV solutions for the upcoming Whittlesea Community Hospital in Victoria, Australia.

2. **Acquisitions:** On 27 November 2023, the Company acquired the businesses of Teknocorp and Victorian Monitoring Systems. The acquisition of Teknocorp increases Austco's direct sales capability, provides growth opportunities and enhances its range of solutions to better meet the needs of the Australian healthcare market. On 21 February 2024, the Company announced that it had entered into a conditional binding term sheet to purchase Queensland based Amentco Enterprise Group Pty Ltd, which will further accelerate our Australian direct sales capability.
3. **Strategic Partnerships:** Austco Healthcare continues to strengthen its strategic partnerships with key stakeholders in the healthcare industry. A recent collaboration with Cerner highlights the Company's commitment to delivering cutting-edge solutions and expanding its market presence.
4. **Product Development:** The Company continues to drive innovation in the healthcare sector with the introduction of a diverse range of new products and enhancements aimed at empowering healthcare organisations to effectively manage patient care and streamline workflow processes. Among the latest offerings are new wandering prevention features for our real-time locating system (RTLS) and enhanced Pulse Mobile features.
5. **Financial Performance:** Austco Healthcare's financial performance remains robust, with steady revenue growth and strong operational efficiency. Along with delivering our order book of \$45.7m million, we will focus on optimising operational efficiencies, managing costs effectively, and maximizing revenue streams to drive profitability and long-term value creation for our shareholders.

Outlook for Austco Healthcare

Looking ahead, while the Company continues to manage macro-economic factors such as supply chain disruptions, we remain optimistic about our growth prospects and market opportunities for the rest of the financial year and the longer term. The Company will continue to focus on expanding its product portfolio, strengthening customer relationships, and pursuing strategic initiatives to drive long-term value creation for shareholders.

This announcement was approved for release by the AHC Board.

~ENDS~

Further Information

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About Austco Healthcare Limited (ASX Code – AHC)

Austco Healthcare Limited is an international healthcare communication and clinical workflow management solutions provider. Headquartered in Australia, the Company has subsidiaries in six countries and supports healthcare facilities through its global reseller network, which includes growing markets in health, aged care and acute care. Austco Healthcare services markets including Australia, New Zealand, Canada, the UK, USA, Asia and the Middle East. For further information, please refer to the Company's website www.austcohealthcare.com.