

1 June 2026

Austco Healthcare — FY26 Trading Update

Austco Healthcare Limited (ASX: AHC) is pleased to provide a trading update for the financial year ending 30 June 2026 (FY26).

Highlights

- **Revenue** expected in the range \$90 million to \$95 million for FY26, up 11% to 17% on FY25 (A\$81.4 million).
- **EBITDA** expected in the range \$14.0 million to \$14.6 million, up 7% to 12%, with EBITDA margin of approximately 15.5% reflecting continued investment in people and performance.
- **Net profit after tax** expected in the range \$9.0 million to \$9.4 million, up 52% to 58% on FY25 (A\$5.9 million).
- **Gross margin** expected at around 52.8% (FY25: 52.0%).
- **Major US rollout** of Pulse Mobile contracted to our largest US customer through their 180 hospitals expected during the 2026 calendar year.
- **Continued sales momentum** across all regions, underpinned by new contract wins in New Zealand, Australia, Canada and the United States.

FY26 financial summary

The table below sets out the Company's expected FY26 results against FY25 actuals. FY26 figures are unaudited management forecast ranges for the financial year ending 30 June 2026 and remain subject to trading conditions in the final weeks of the year, finalisation and audit.

	FY25 actual	FY26 forecast range	Change
Revenue	81.4m	90.0m – 95.0m	+11% to +17%
Gross profit	42.4m	47.5m – 50.1m	+12% to +18%
Gross margin	52.0%	~52.8%	+0.8 pts
EBITDA	13.0m	14.0m – 14.6m	+7% to +12%
EBITDA margin	16.0%	~15.5%	-0.5 pts
Profit before tax (NPBT)	8.1m	11.0m – 11.6m	+37% to +44%
Net profit after tax (NPAT)	5.9m	9.0m – 9.4m	+52% to +58%

Note on NPBT and NPAT: FY26 NPBT and NPAT include an expected one-off benefit of approximately A\$1.0 million from the reduction of G&S's contingent consideration recognised in prior periods.

Performance commentary

Austco expects to deliver another year of profitable growth in FY26, with revenue, earnings and margins all ahead of the prior year. Forecast revenue growth of 11% to 17% reflects strong sales execution across the Group's regions and the contribution of the Australian and New Zealand services businesses.

Gross margin is expected at around 52.8%, reflecting a favourable product and services mix and the ongoing contribution of recurring software and maintenance revenue following the continued rollout of the Tacera platform. EBITDA margin of approximately 15.5% is broadly in line with FY25 (16.0%), with revenue growth partly offset by continued investment in people, capability and group-wide performance. The forecast lift in net profit after tax to between \$9.0 million and \$9.4 million is supported by this revenue growth together with a one-off benefit noted below.

Against tougher trading conditions in the second half, Austco forecasts delivering a strong full year result, with revenue, earnings and net profit all expected to be ahead of FY25. The Group is successfully navigated longer freight transit times and higher logistics costs arising from geopolitical conditions in the Middle East and disruptions to global shipping routes, together with extended lead

times on certain electronic components reflecting strong global demand from the AI sector for advanced semiconductors. Disciplined execution, proactive supply chain management and the depth of customer relationships across the Group's regions have enabled Austco to continue delivering for customers throughout the period. While slower moving construction programs in certain regions have shifted the timing of some installations, revenue recognition and pipeline conversion into later periods, these opportunities are being deferred rather than lost. Customer commitment remains intact, and the Group will enter FY27 with a healthy sales pipeline and continued momentum across all regions.

Recent contract wins

Sales momentum in the current quarter has been supported by a number of new contract wins across the Group's regions. The most significant development this period is a new agreement with our largest US customer to roll out Austco's Pulse Mobile clinical communication solution across its hospital network. Deployment is expected to reach approximately 180 hospitals during the 2026 calendar year. The rollout extends an existing relationship with the customer and is a strong endorsement of Pulse Mobile's role in mobilising clinical staff communication and workflow.

The Group also secured several new project awards in recent months. In New Zealand, G&S Technologies was awarded a residential portfolio RFP from one of New Zealand's largest retirement and aged care providers, worth approximately NZ\$1.1 million. In Australia, Austco was awarded the Warrnambool Hospital Expansion at approximately A\$1.1 million, continuing Austco Australia's strong record of public hospital delivery in Victoria. In Canada, Austco received a purchase order for the North York General Hospital long-term care project, valued at approximately A\$0.9 million, with North York General a University of Toronto teaching hospital.

Together with a healthy pipeline across all regions, these wins reinforce the Group's growth outlook into FY27.

This announcement has been authorised for release by the Board of Austco Healthcare Limited.

About Austco Healthcare

Austco Healthcare Limited (ASX: AHC) is a global provider of healthcare communication and clinical workflow solutions. Founded in 1986 and headquartered in Port Melbourne, Australia, Austco supports more than 5,000 healthcare facilities across over 60 countries through its direct operations and global reseller network. Its core products include the Tacera IP nurse call platform, Medicom, Pulse Mobile, clinical workflow and real-time location services, and enterprise reporting and integration.

For further information

Clayton Astles | Chief Executive Officer, Austco Healthcare Limited
E: clayton.astles@austco.com

Brendan Maher | Chief Financial Officer and Company Secretary, Austco Healthcare Limited
E: brendan.maher@austco.com

Matthew Pearson | Managing Director, Pont Equity
M: +61 432 065 797 | E: matthew@pontequity.com.au | W: www.pontequity.com.au

Forward-looking statements

This announcement contains forward-looking statements, including the Company's FY26 forecast financial information. These statements are based on management's current expectations and assumptions and are subject to known and unknown risks and uncertainties. Forecast figures are unaudited and may differ materially from final reported results. Austco undertakes no obligation to update any forward-looking statement, except as required by law.