

## **Prepared Address at 2020 Annual General Meeting**

In accordance with Listing Rule 3.13.3, attached is a copy of the prepared address of Mathew Cherian, the Managing Director and Chief Executive Officer to be delivered at the Annual General Meeting of Global Health Limited being held today.

## Global Health Ltd

### Annual General Meeting 2020

### Presentation by Managing Director & CEO

Good morning and welcome to Global Health's virtual Annual General Meeting for 2020.

Twelve months ago, we shared our plan to progressively introduce our SaaS platforms for a patient-centred, connected healthcare eco-system.

Our SaaS platforms - MasterCare, Lifecard, HotHealth and ReferralNet were designed as collective disruptors to address the challenges facing health delivery organisations; especially those that deal with the growing incidence of healthcare consumers who live with long-term chronic conditions.

Our view was, and remains, that the traditional patient engagement models do not have the capacity to cope with the ever-increasing cost and escalating demand for healthcare services.

This was pre-Covid19.

It has since turned out to be the worst of times globally, and the best of times for re-thinking healthcare delivery.

The Covid19 pandemic took everyone by surprise.

With no warning, all aspects of normality were turned on their head.

Despite these disruptions, your Company delivered solid results in the year ended 30 June 2020:

- Annualised Recurring Revenue (**ARR**) up 26% to \$4.7M
- Total Customer revenue of approximately \$6M
- Recurring subscription revenue accounted for 70% of customer revenue
- EBITDA up 180% to \$489K
- Company debt was reduced by \$534K to \$631K
- Net Loss after tax was reduced by 95% to (\$60K) from (\$1.3M) in 2019

Covid19 has been a catalyst for positive change in healthcare delivery and an enormous opportunity for the Company.

The digitization of healthcare services delivery has been brought forward by many years.

This is clearly illustrated by the adoption and take-up of:

- Telehealth,
- Online digital forms,
- Electronic Prescriptions,
- Clinicians working from home and delivering healthcare anywhere, anytime, to patients at home.

This is Virtual Care and the move to Virtual Care since Covid19 is not temporary. It is here to stay.

The strength of a company is its people.

I am proud of the way our team reacted to the impact of Covid19. Our business transitioned to working from home, overnight.

Our staff adapted well to support our customers; many in the frontline, and it was an honor to support their endeavors with minimal disruption.

Covid19 has brought to the forefront and exposed community health issues like mental health, and issues with drugs and alcohol.

This has generated strong demand for the Company's MasterCare Case Management platform and we secured significant new customers:

- Bellarine Community Health Services in Victoria
- Ballarat Community Health Services in Victoria
- Peninsula Health in Victoria
- Elver Child Trauma program in NSW
- Butterfly Residential Care in Qld
- Mental Health Commission in WA

The implementation of our support for these new customers is expected to be completed in the second half of FY21 and will add over \$800K in ARR over the next financial year.

In the current financial year:

- our expected full year revenue is tracking to grow in the range of 20% to 30% to somewhere between \$7.2M and \$7.8M, and
- we expect a return to profitably with Profit before Tax in the vicinity of around \$500K.

The Covid19 challenges have provided multiple opportunities for the Company to accelerate growth and profitability.

Our focus on consumer empowerment and engagement is gathering momentum with new partnerships with Diabetes Victoria, the Asthma Foundation and community sporting groups like the Glen Eira Football and Netball club in Melbourne.

Lifecard Personal Health and HotHealth Virtual Care platforms have become more relevant during Covid19 with demand for these at significantly higher levels. Digital engagement with consumers and an optimised consumer experience are now key areas of focus for progressive healthcare delivery organisations.

For the six months to 31<sup>st</sup> December 2020 we expect the Company to generate positive EBITDA for the second consecutive half-year and this momentum is expected to continue into the second half of the year ending on 30 June 2021, based on existing customer contracts and assuming minimal restrictions.

We will continue to invest in research and development to ensure that all of our platforms remain at the forefront of innovation, and our agile culture will help us meet the exciting demands of a dynamic and challenging healthcare environment.

The Company continues to explore opportunities for mergers or acquisitions that will enhance and accelerate our financial performance and our platforms.

I would like to take this opportunity to acknowledge and thank all our staff especially our executive leadership and team leads within the group who have displayed exceptional resilience, positivity and dedication in support of our customers through these challenging times.

To my board of Directors who have been extremely active and supportive in validating and guiding us through COVID19, I also thank you for your counsel and support.

Finally, we would like to thank our investors for your on-going confidence and support of our vision. We look forward to sharing with you further progress through the next stage of our journey.

**For further information please contact:**

**Mathew Ravi Cherian**, Managing Director  
**Global Health Limited**  
T: (03) 9675 0688, M: 0409 099 788,  
E: [Mathew.Cherian@global-health.com](mailto:Mathew.Cherian@global-health.com)

**Rod North**, Managing Director,  
**Bourse Communications Pty Ltd**  
T: (03) 9510 8309, M: 0408 670 706,  
E: [rod@boursecommunications.com.au](mailto:rod@boursecommunications.com.au)

**About Global Health Limited**

Global Health (ASX: GLH) is a leading provider of Digital Health solutions to the Australasian Healthcare Industry. Innovation, consumer-centricity and connectivity are the foundations of the Company's vision of 'Connecting Clinicians and Consumers.'

Global Health helps streamline the delivery of healthcare services and provide better health outcomes across various health sectors, including acute and community settings.

Global Health offers a range of solutions to help health businesses be more efficient and deliver excellent patient care. These include electronic medical records, patient administration systems, practice management systems, clinical records, secure message exchange, patient engagement platforms and consumer health records.

Find out more about Global Health Solution's at [www.global-health.com](http://www.global-health.com) or visit any of the product websites.

