

24th November 2021

CEO AGM Address

I wanted to take this opportunity to provide an update on our progress and the business in general.

Despite the impacts of Covid-19 on the wider community and business sector Global Health has seen revenue growth in FY21. For the year ending 30 June 2021 the company achieved:

- Revenue was up 20 % to \$7.48M
- Total Customer revenue was up 18% \$7.03M
- A successful Capital Raising of \$3.8M in the first of two tranches, with the second tranche of a further \$3.8M in August 2021.
- an adjusted EBITDA of \$1.05M, \$565K favourable from prior year (FY20 \$489K).
- a net loss after income tax of \$488K in FY21, an increase of \$288K from FY20 (\$200K) primarily driven by increased labour cost to deliver new customers.
- Impairment charge of \$998,546 was applied against all capitalised products other than the flagship MasterCare platform due to write downs resulting from reduced sales outputs in FY21 and forecasted future sales impacts, which has materially impacted FY21 EBIT and NPAT results

With the logistical challenges resulting from Covid-19 the team did extremely well to deliver solutions for a number of new customers in October this year. Expansion of our delivery and R&D teams did lift labour costs year on year to ensure new customers are brought on effectively. These teams position us well for further customer acquisition in FY22.

The company successfully executed a significant capital raise across June and July of 2021 and the appointment of a new CEO to allow for investment in increased sales and marketing activity, accelerated R&D, for our SaaS product suite and the exploration of strategic M&A opportunities.

Exiting FY21 and entering FY22 the company has a strong foundation of people and solutions to address the expanding mental health and broader digital healthcare requirements of the Australian healthcare market.

In our last investor presentation we discussed the areas of focus for the first half of this financial year and I am pleased to say we have made progress on all of these fronts as we near the close out of the half. The deployments of services to Ballarat Community Health, Peninsula Health and the West Australian Mental Health Commission have all been successful with services delivered, accepted and in operation today.

From a sales perspective, recruitment to plan has occurred and pipeline growth has been positive with opportunities progressing through the funnel and a number nearing a decision with customers. We would expect to see revenue impacts in half two and beyond.

Marketing activity, to test lead generation, has displayed some early positive signs with effective lead generation for two of our solutions in a cost-effective manner. The review of our digital presence has identified opportunities to simplify and improve the efficacy of our web sites. Further brand simplification will follow to help our customers and investors understand the breadth and depth of our capability.

We signalled in September the development and testing of our mobile application for nursing in the home and on the road. I am pleased to say testing has gone well, with positive feedback from our customer base and already significant suggestions for further expansion of the application. We will go live shortly with our initial customers to pilot the application and identify improvements from real world use.

In recent times we have seen upward wage pressure for developer resources. As a result we have needed to increase salaries for new staff and have taken proactive steps to de-risk the potential for loss of key existing staff. The impact has been a slight delay in on boarding staff for software development, however, this has not stopped the business ensuring the latest Medicare PRODA requirements are operational for the March 2022 deadline for the health sector.

M&A discussions continue both in Australia and in the ASEAN region.

Overall the business is tracking well, we expect to see customer revenue growth per corresponding period with strong growth in half two as our new client's revenue impacts for the full half.

I would like to take this opportunity to acknowledge and thank all our staff within the group who have displayed exceptional resilience, positivity and dedication in support of our customers through this challenging time.

To our board of Directors who have been extremely active and supportive in settling me into the role, I also thank you for your counsel and support. I would also take this opportunity to welcome Karen Corry to the board who further deepens the expertise and insight the Board bring to the strategic direction of the company.

Finally, I 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.