

FY22 Half Year Presentation

Results and Business Update

16 February 2022

Global Health Limited (ASX:GLH)



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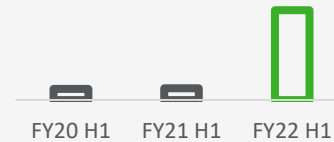
Our Performance



At a Glance

Available Cash

Total cash and cash equivalents of **\$7,041,454**



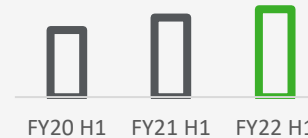
Total Revenue & Income

Total customer revenue **\$2,930,865** down 6.32% PCP



Total Expenses

Total expenses for the half increased to **\$4,129,163**



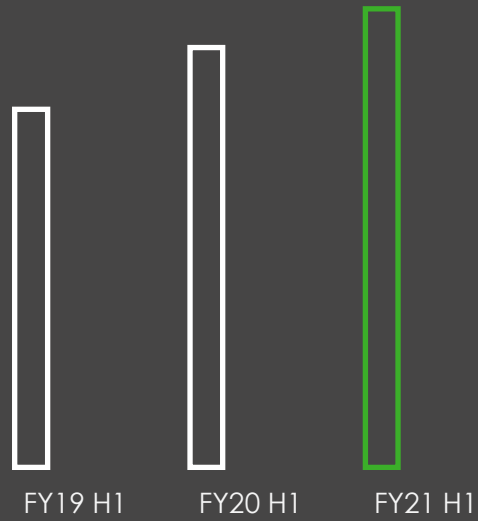
Operating Cashflow

Total operating cashflow for the half at **\$(1,043,500)**



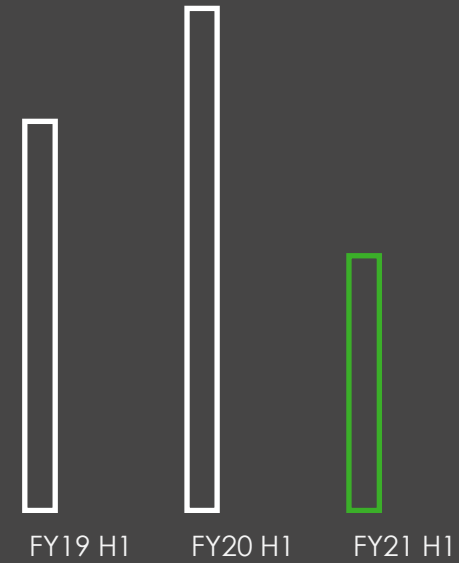
EBIT & EBITDA

EBIT and EBITDA for the half decreased to **\$(1,341,571)** and **\$(1,198,160)** respectively



Recurring Revenue

Recurring revenue base of the business **increased 9.25%** from PCP up \$212k



Other Customer Revenue

Professional services were materially **down 49%** PCP \$(410)k

Revenue Detail

	Dec-19 HY	Dec-20 HY	Dec-21 HY
Subscription Revenue	\$1,699,313	\$1,950,150	\$2,119,926
Expansion Revenue	\$ 259,553	\$ 346,576	\$ 389,141
Total Recurring Revenue	\$1,958,866	\$2,296,726	\$2,509,067
Other Customer Revenue	\$ 644,465	\$ 831,726	\$ 421,798
Total Customer Revenue	\$2,603,331	\$3,128,452	\$2,930,865
Other Income	\$ -	\$ 443,000	\$ -
Finance Income	\$ 5,273	\$ 2,201	\$ 138
Total Revenue and Income	\$2,608,604	\$3,573,653	\$2,931,003

✓ Subscription revenue continues to grow half on half, with the FY22 recurring group revenue growing by an additional **9.25%/\$212K**. The Company's **MasterCare EMR** product has been a key driver of growth.

✓ Professional services decreased by **49%/410k** PCP, due to reduced projects revenue.

Key Updates



Sales Focus

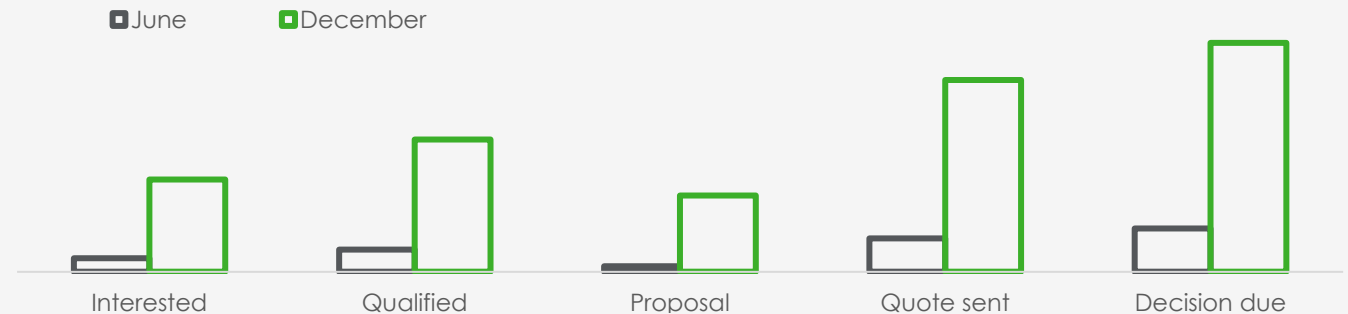
Establishing New Sales

- Sales activity has lifted materially
- Account Management discipline and engagement in full swing.

Successful Implementations

- Ballarat Community Health
- Peninsula Health
- Western Australia MHC

Pipeline Changes



New Contract Wins

Mental Health Solutions

- Waratah Intervention Services
- NSW Rural Fire Services
- Echuca Headspace

Medical Discharge SaaS Applications

- St Andrews Toowoomba
- Wolper Jewish Hospital

EMR Solutions

- La Trobe University

Marketing Focus

Increased Campaign Activity

- Successful EMR content syndication resulting in strong lead generation.
- Deeper understanding of digital pathways to market.

Half Two Campaigns

- New EMR content campaigns
- PAS campaign
- Trial campaign for HotHealth
- Cross sell activity

MasterCare Strategy

- EMR and PAS strategy

Brand Simplification

- Solution focus redesign
- Website reviews & rebuild
- Social media restructure
- Collateral redesign



Public Relations, Investor Relations & Events

Public Relations

- Confirmation of client wins (ongoing)
- Launch of Mconnect
- Launch of EMR in-patient
- Launch of HH integration
- Interest articles – outcome of pilots, surveys, trends

Events

- APHA conference 3-5 April
- SA Roadshow April
- Victorian Community User groups March
- Other states User Groups March

Investor Relations

- GLH Investor deck Feb
- Reach Investor Feb
- Baker Young Roadshow Feb
- Talking Health Tech podcast March
- GLH Investor deck May
- Trial investor campaign

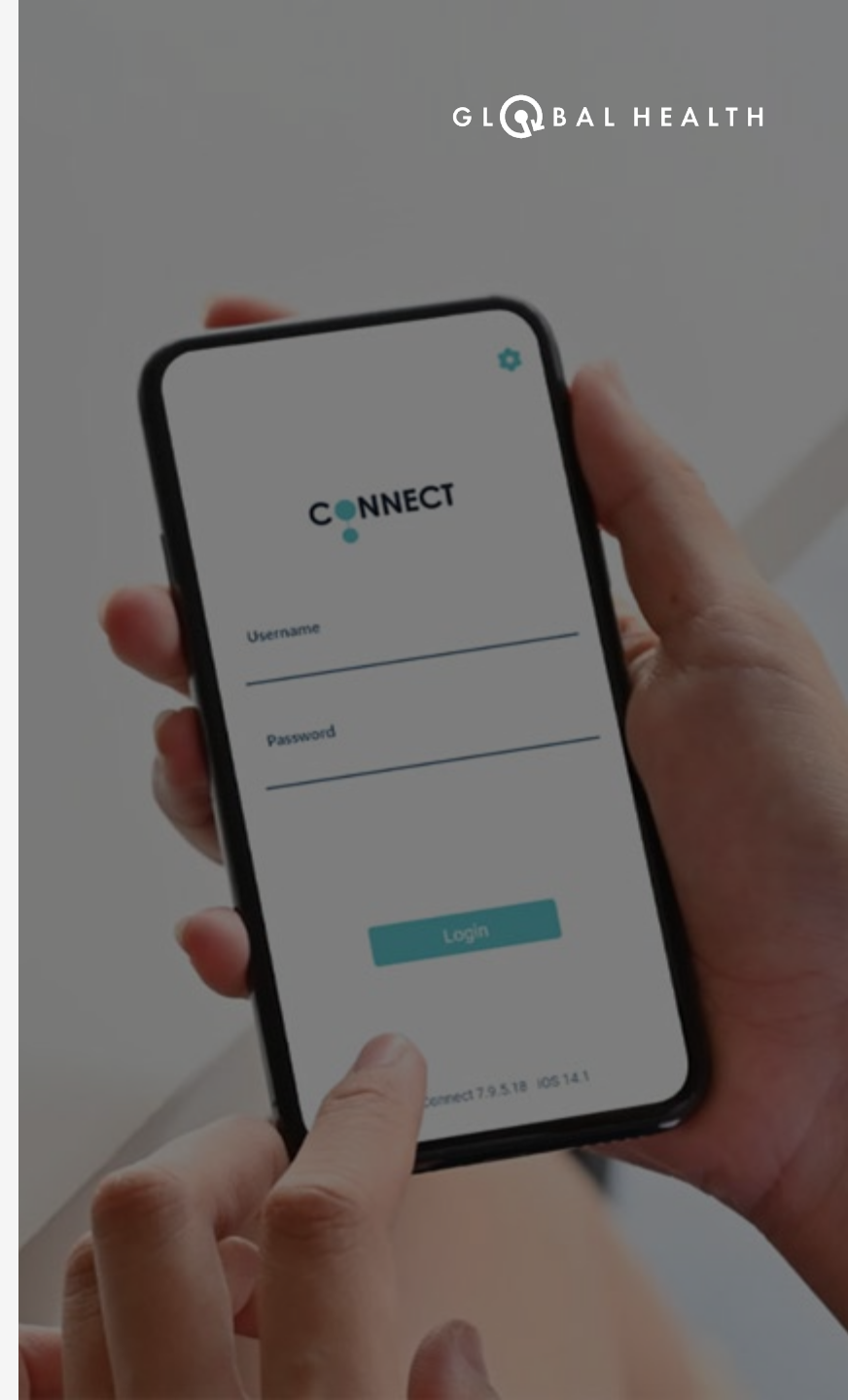
Product Focus

Enhanced Capability

- Delivered PRODA upgrades to our full product suite in line with the mandatory Medicare changes due in March.
- Delivered ePrescribing enhancements to our PrimaryClinic solution.
- Achieved ISO27001 certification – establishing significant credibility for the pursuit of larger health provider solutions.
- Progressing interoperability of our product set to lift cross selling opportunities. HotHealth, our digital front door solution being the priority to enable Telehealth, forms and online booking for existing clients.

New Product Initiatives

- MasterCare Connect delivered – a mobility application for in home care. Pilot trials are underway in a full production environment.



Opportunities

In-Organic Opportunities

Multiple indirect sales channel discussions in progress, initially targeting the underserved and larger ASEAN consumer markets of Malaysia, Indonesia, Vietnam and Philippines. Reseller engagements are focussed on the Company's MasterCare+ Provider platform, HotHealth Patient engagement platform and Lifecard consumer Personal Health Record platform

In the early stages of reviewing potential joint venture, merger and acquisition opportunities. In this process, we are seeking close adjacencies and synergies to our existing business and our go to market strategy.



Moving Forward



Sector Trends

Patient Management

- Better At Home Government initiative that aligns well with our capability
- Royal Commission recommendations are now impacting on the workflow and direction of health organisations throughout the health sector.
- Outcome based charging is emerging
- A shift from PAS to EMR adoption within the private hospital sector
- Community Health organisation consolidation likely in Victoria over the coming 24 months

Interoperability

- Federally led interoperability drive for secure messaging services underway
This positions our ReferralNet solution well for growth through significant network growth
- Demand for modular digital solutions across a range of health sector entities

Patient Engagement

- Emerging adoption of Digital Front Door solutions across a range of health organisations
- Increased demand for integrated Telehealth
- Increased demand for integrated forms
- Significant cross sell potential for Hot Health

Consumer Empowerment

- Increased demand for patient centred engagement and communications
- Better at Home initiative and the general shift to dispersed care is causing demand for patient centred solutions

Our Growth

- ✓ Global Health enters the 2nd half of the year with a strong balance sheet and a positive pipeline of opportunity.
- ✓ Many of the resources hired in half one are now settled into their roles and are becoming significantly more productive.
- ✓ Global Health's current and in train capabilities for in home care position the company well to capitalise on this rapidly emerging demand in the health care sector.
- ✓ Investigation of overseas and adjacent market growth will be a focus for the 2nd half of the financial year. These new market initiatives are expected to be driven by our consumer engagement applications specifically, our HotHealth digital front door platform and our Lifecard Patient empowerment platform.
- ✓ Campaign activity continues with additional EMR and PAS campaigns, increased cross-sell activity, and trial campaigns for our HotHealth solution.



Our Growth

Global Health will continue to execute on our strategy to accelerate growth, focused on increasing share in our three core markets - **Community Health Services, Hospitals** and **Mental Health**.

A focus on product expansion within existing customers and the acquisition of new customers, in combination, is designed to target an average revenue growth rate of **25% p.a.** over the next three years.

Forward Outlook

> Half One

1. Sales and Marketing drive to lift opportunity development
 - a) Establish core sales functions
 - b) Commence campaigns for EMR, PAS, Hot Health and Primary Clinic
2. Brand Review
 - a) Simplify go to market messaging and value proposition
 - b) Emphasise SaaS modular solutions
 - c) Align capability with sector trends for patient engagement and in home care

> Half Two

1. SaaS upgrade strategy and review
 - a) Develop scoping and costing
 - b) Map milestone deliverables for new market expansion.
2. Sales uplift
 - a) Conversion of pipeline to revenue
 - b) Increase sales capacity in line with lead generation improvements.
3. Explore M&A opportunities and develop Reseller partnerships

Our Board of Directors



MATHEW CHERIAN
Executive Director

An experienced leader with over 40 years in the tech industry, Mathew was CEO and Managing Director of Global Health from 2002 to 2021. Responsible for transitioning Global Health into the healthcare sector, he now plays an active role in product strategy and the development of overseas markets.



STEVEN PYNT
Independent Chairman

A former Director of the Perth legal firm McDonald Pynt, which he established in 2003, Steven's primary area of practice is within commercial law. Currently the non-Executive Chairman of two other listed public companies, and Non-Executive Director of another, Steven is the Chief Executive Officer of Muzz Buzz Franchising Pty Ltd.



ROBERT KNOWLES AO
Independent Non-Executive Director

A former Victorian Minister of Health, Housing and Aged Care, and a former Commissioner with the National Mental Health Commission and National Health and Hospital Reform Commission, Robert's leadership roles include Chair of Melbourne's Royal Children's Hospital, Chair of the Victorian Health Innovation and Reform Council, a director of the Silver Chain Group of Companies, IPG Pty Ltd, Beyond Blue and Drinkwise Australia.



GRANT SMITH
Independent Non-Executive Director

An experienced leader in the private hospital and general private health sector, Grant established the first healthcare investment fund in Australia and floated Hospitals of Australia, which owned and operated a number of hospitals. Currently involved in the development of a number of new hospitals, he is also involved in utilising digital technology to generate productivity for the healthcare sector.



KAREN CORRY
Independent Non-Executive Director

An experienced board director, business leader and former partner at KPMG consulting, Karen established Delta Management Consulting during the health sector's transition toward digital technology. Karen is currently the non-executive director at Peninsula Health, Holmesglen Institute, ACMI (Australian Centre for the Moving Image) and Chair of the Australian Community Support Organisation (ACSO).



For Further Information

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