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18/10/2022
ASX:GLH

Presented by Michael Davies, Chief Executive Officer

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About us



Global Health Limited

Global Health is an Australian public-listed company (ASX:GLH) with a comprehensive portfolio of healthcare software applications directed at “**Connecting Clinicians and Consumers**”. Our digital health technology solutions are strongly focused on patient engagement and connectivity across the sector



Our solutions

MasterCare is the leading Australian health sector brand of **Global Health**, an Australian based company with over 20 years in healthcare

Our solutions are integral to running a community health organisation or a private/independent hospital

- These solutions are long term
- Our clients need a core system which is stable and reliable - manage risk
- Healthcare regulated changes on time ~ ensuring compliance
- Implementations are complex - 'long haul'
- ISO27001 compliant, comply with all data protection regulations and relevant privacy laws



Our sectors of engagement

1.

Community Health Providers

Community health providers including mental health and alcohol and other drug (AOD) service providers in both regional and remote areas across Australia

We currently support over 70 community health providers across Australia

2.

Private and Independent Hospitals

Small to medium sized independent and private hospitals operating across Australia including both regional and remote areas

We currently support over 30 private and independent hospitals across Australia

3.

Specialist Mental Health Providers

Specialist mental health providers such as headspace centres operating across Australia including both regional and remote areas

We currently support over 50 headspace community centres across Australia

4.

Allied Health and General Practice

Allied health and general practitioners operating in individual or joint practices across Australia

We currently support over 550 different users through our modular SaaS solutions

Industry dynamics



Industry dynamics

 <p>Right care, right place and time</p> <p>Implement new models of 'integrated care'. Increase quality and eliminate waste. Rethink business models, e.g. products to solutions, experience</p>	 <p>Outcomes based funding</p> <p>Shift from volume to value to enable prevention, new care models and eliminate cost-shifting. Explore new models to drive innovation, e.g. social benefits bonds, PPPs. Integrate behavioural incentives into insurance</p>	 <p>Reconfigure the workforce</p> <p>Build new capabilities for the future, e.g. digital and analytics. Multi-disciplinary teams, leadership and change management. Consider how AI and robotics can complement human capital</p>	 <p>Collaboration</p> <p>Public and private organisations, Commonwealth and State, new entrants and established players, even competitors can benefit by partnering to deliver consumer-centred health services</p>	 <p>Digital and analytics</p> <p>Leverage technology and integrated data to deliver more convenient, affordable and personalised prevention and quality care. Build cyber security capabilities to manage increased risks as we digitise the health system</p>	 <p>Keeping people healthy</p> <p>Shift focus from treatment of illness to wellness and prevention (including social determinants of health). Increase health literacy and encourage Australians to take greater responsibility for their health</p>	 <p>Consumer empowerment</p> <p>Identify and deliver on what most customers value most: putting the "patient at the centre". Use patient reported outcomes to measure success and provide greater transparency to support better decisions</p>
<p>Community Health/Hospital solutions</p>			<p>Partnerships</p>	<p>Additional solutions</p>		

Competitors & GLH positioning



Competitors and GLH Positioning

- Enterprise International players target large public providers
- US Dollar currency fluctuation is creating pricing complexity for users of large US based solutions
- Smaller independent local players target point solutions
- The depth and breadth of our capability is positioning our solutions well for state wide solutions
- Considerable pressure in the sector for software providers with increasing demand for features and reduced access to funding
- Security requirements are increasing, we are well positioned due to security investments ongoing over the past two years
- Our focus on interoperability enables us to compete for business in complex health environments
- Significant investment in **community and mental health** along with backlogs at hospitals needing to create efficiencies places GLH in a strong position for growth and future expansion

Growth strategies



Growth strategies

- Delivering solutions for private hospitals managing long and large backlogs of operation/surgeries ~ digitisation to drive efficiency
- Using our vast mental health expertise gained over more than 10 years to support in the delivery of mental health services/community health services as government investment comes online
- **ASEAN Markets** – A new director and CEO to pursue ASEAN market opportunities with our founder supporting these new market initiatives. Focus on Vietnam, Malaysia, Thailand and Philippines
- Low rates of medical practitioners driving demand for digital solutions
- Target corporate accounts ~ payers of medical insurance. Solutions to manage healthcare costs and encourage preventative care
- Continue to explore **M&A opportunities** with synergistic organisations



Financial highlights

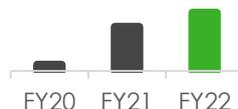


Financial highlights

A year of investment, following a capital raising, has delivered a material increase in sales, marketing and software development capability. Reduced professional service revenue in FY22 impacted the top line, however, recently secured sales will remediate this in FY23.

Available Cash and Cash Equivalents

\$6,376,082 (↑32%)



Annual Recurring Revenue

\$5,186,222 (↑10%)



Total Expenses

\$8,546,161 (↑6%)



Total Revenue and Income

\$6,536,631 (↓13%)



EBIT

(\$1,976,059)

EBITDA*

(\$1,688,268)

Net Total Operating Cash Flow

(\$1,182,580) (↓186%)

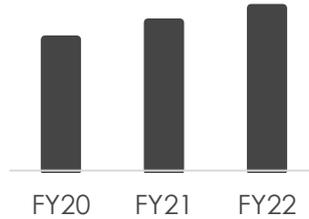


(Unaudited Non IFRS Financial Information)*

Key statistics

Recurring Revenue

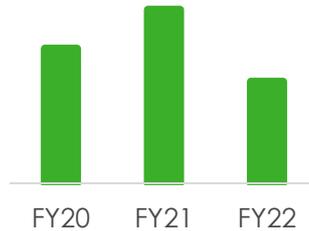
Recurring revenue base of the business **increased 10% to \$5.19m**



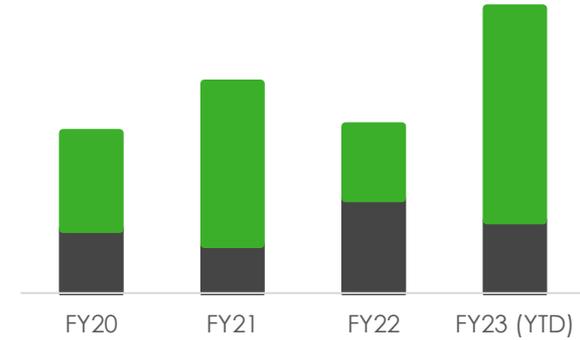
One Off Customer Revenue

Professional services **down 58%** - onboarding/covid restrictions

We will see a significant uplift in one-off revenue in FY23 as a result of sales created in FY22



■ Recurring revenue
■ One off customer revenue



New Contract Value

Recurring revenue uplift from new contracts was secured late H2 FY22. H1 FY23 CARR will exceed the FY22 full year results

Contracted Annual Recurring Revenue (CARR) **\$800k secured** since April 2022

Moving Forward



Why invest in Global Health?

- Strong balance sheet and a positive pipeline of opportunity
- In home care capabilities position us well to capitalise on this rapidly emerging demand in healthcare
- Continued expansion opportunities for which we are well placed
- Long cycle contracts providing certainty in revenue
- Solution simplification providing better cross sell and new business opportunities

Proven Growth

- Contracted Annual Recurring Revenue (CARR) lifted over \$800k since April 2022
- Contracted Professional services revenue lifted over \$1,300,000 since 1 April 2022

Major shareholders



Insights

Shares on Issue: 56.65 million

Market cap: \$17 million as at 13/10/22

Top 20 hold: 79.6%

Top 10 Shareholders ASX:GLH

Rank	Name	28 Sep 2022	%IC
1	MICRON HOLDINGS PTY LTD	17,050,324	30.10
2	J P MORGAN NOMINEES AUSTRALIA PTY LIMITED	6,032,194	10.65
3	MICRON HOLDINGS PTY LTD	5,388,795	9.51
4	MR PAUL MCLAREN	2,027,745	3.58
5	SANDHURST TRUSTEES LTD	1,801,802	3.18
6	MRS ELIZABETH MAY PRISCILLA THOMAS	1,728,378	3.05
7	CONNAUGHT CONSULTANTS (FINANCE) PTY LTD	1,081,236	1.91
8	MR ANDREW CHARLES GRACEY	1,065,000	1.88
9	B & R JAMES INVESTMENTS PTY LIMITED	1,050,000	1.85
10	DR RUSSELL KAY HANCOCK	1,000,000	1.77

Our Experienced Board of Directors



MATHEW CHERIAN
Executive Director

Experienced leader who has been working in the tech industry since 1981. CEO and Managing Director of Global Health from 2002 to 2021. Transitioned the company (then Working Systems Pty Ltd) into Global Health, operating in the healthcare sector. Mathew plays an active role in product strategy and the development of overseas markets



STEVEN PYNT
Independent Chairman

Former Director of the Perth legal firm McDonald Pynt which he established in 2003. Main area of practice in commercial law including corporations' law, revenue law and contracts. Current non-Executive Chairman of two other listed public companies, Non-Executive Director of another, and Chief Executive Officer of Muzz Buzz Franchising Pty Ltd



KAREN CORRY
Independent
Non-Executive Director

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



GRANT SMITH
Independent
Non-Executive Director

Experience in the private hospital and general private health sector. 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 and is also involved in utilising digital technology to generate productivity for the healthcare sector



STEVEN STRANGE
Independent
Non-Executive Director

Appointed as Director in 2022. 30 years leadership expertise taking technology products to local and international markets. Founder and Executive Director of Health Metrics (HM a leading provider of software solutions to the aged care sector. Successfully completed the sale of HM to Private Equity interests



For Further Information

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