

GLOBAL HEALTH LTD

(ASX:GLH)

INVESTOR PRESENTATION JULY 2018



www.global-health.com/chr

About Us | Global Health

Global Health (ASX: GLH) is a health-tech company that develop, own and market a comprehensive portfolio of healthcare software applications with the goal of “Connecting Clinicians and Consumers”.

Over 3,000 healthcare organisations use the company’s applications across mental health services, general practice, specialists, hospitals, allied health and community health.

GLH Board of Directors

Chairman (Non-Executive)	Steven Pynt
Director (Non-Executive)	Robert Knowles AO
Director (Non-Executive)	Grant Smith
Director (Non-Executive)	Pattie Beerens
Managing Director / CEO	Mathew Cherian

Our Customers



The Royal Australian and New Zealand College of Obstetricians and Gynaecologists
Excellence in Women's Health



ST JOHN OF GOD
Health Care



Government of
Malaysia



Member
Australian
Psychological
Society MAPS



Mercy Health
Care first



From state-wide rollouts to solo practitioners, our products produce **improvements in business productivity and patient outcomes** particularly in the management of people with chronic or lifelong health conditions.

These need a coordinated approach involving multiple medical and allied health services across a variety of delivery settings sharing sensitive clinical information and working in partnership with their patients.






Managing over 3 Million occasions of service annually.

Deployed in over 3,000 healthcare organisations.

Used by over 10,000 healthcare providers.

Supporting in excess of 1.5 million people.

Our Products & Platforms

Product	Service/Software	Target Customer	Monetisation Model
	Multi-disciplinary team-based clinical software	Acute and Community Health Sectors	Software Subscription, transaction fee for add-ons
	Clinical and Practice management software	GP, Specialist and Allied Health Sectors	Software Subscription, transaction fee for add-ons
	Secure messaging service	All health sectors and consumers	Freemium, transaction fee
	Personal Health Record platform	Consumers	Freemium, Premium add-ons
	Digital community platform for providers	All health sectors	SaaS Subscription, transaction fee for add-ons

Global Health provider software services over 1.5 million active patients every year and growing!

Revenue From Business As Usual (BAU) | On-Premises Deployments

PrimaryClinic



Practice & Clinical Management for GPs, Specialist and Allied Health practitioners.

MASTERCARE PAS



Streamlined and defined work processes from pre-admission through to discharge or transfer for Day & Overnight hospitals

MASTERCARE



Team-based, multi-disciplinary care for patients with chronic diseases across hospitals, community health, outpatient and home settings

MASTERCARE DATA WAREHOUSE



Business and clinical Insights into service activity, outcomes and efficacy of treatment plans for large organisations and funders of healthcare.

Ready To Scale



12% Revenue growth
From 2017 - 2018



\$7.1 Million
Internally funded investment in
R&D over 6 years

Financial Period	2013	2014	2015	2016	2017	2018 ⁽¹⁾
Revenue	\$4,543,763	\$5,251,086	\$4,539,109	\$5,199,450	⁽²⁾ \$5,300,18	\$5,899,848
Expenses	\$3,446,915	\$3,807,573	\$3,479,202	\$5,091,505	\$8,368,162	\$6,094,340
Net profit after tax (NPAT)	\$1,096,848	\$1,443,513	\$1,059,907	\$107,945	(\$3,067,981)	(\$194,492)
Basic Earnings per Share	\$0.04022	\$0.04420	\$0.03246	\$ 0.00329	⁽³⁾ \$ 0.05212	(\$0.0058)
Investment in Connected Health Platforms	\$824,800	\$1,100,460	\$1,156,468	\$1,012,032	\$1,154,169	\$1,866,141

(1) 2018 balances subject to audit

(2) 2017 Revenue excluding once-off payment of \$5 million licence settlement

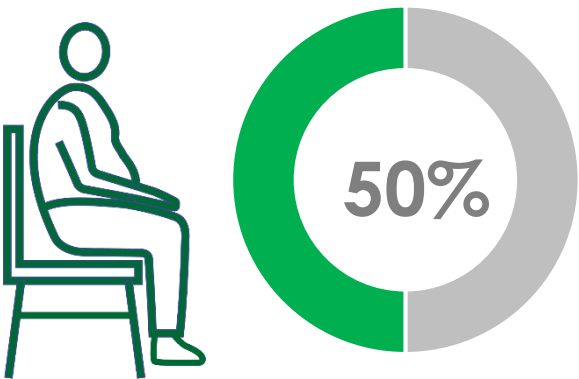
(3) 2017 Basic Earnings Per Share includes once-off revenue item of \$5 million

The Problem - Unsustainable Escalation Of Healthcare Costs

Healthcare costs will escalate due to an aging global population, advances in medicine and technology, unhealthy lifestyles and mental health impacts of today's society.

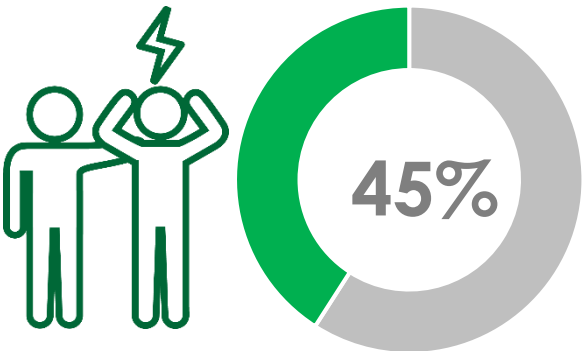
UNHEALTHY LIFESTYLE

50% of Australians have chronic conditions which account for 87% of deaths



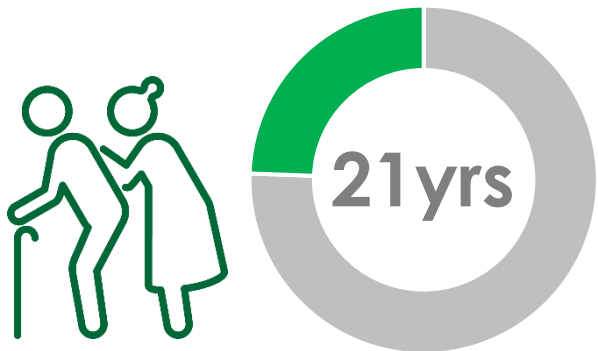
MENTAL HEALTH

Mental Health affects around 45% of the Australian population in 2015.



AGING POPULATION

People aged 65 in 2016 could expect to live another 21 years.



\$467M SPENT EVERY DAY on healthcare services in Australia (\$19 per person)

*Australia's health 2018 report 4 Jun 2018 edition (AIHW)

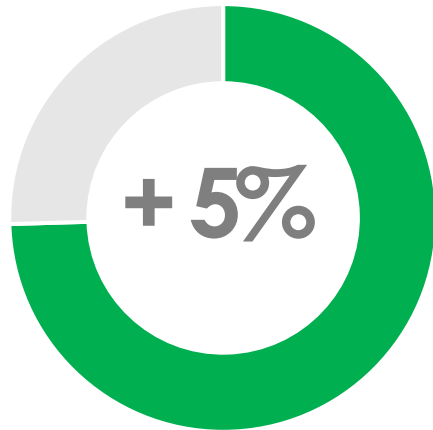
The Opportunity - The Same Challenge Is Magnified on a Global Scale

In 2017,

Worldwide healthcare costs increased by **5.4% more** than the average inflation rate

Chronic disease was estimated to be responsible for **70%** of all deaths around the globe

By 2030, the impact of chronic disease is estimated to result in lost economic output of **5%** of global GDP



UNHEALTHY LIFESTYLE

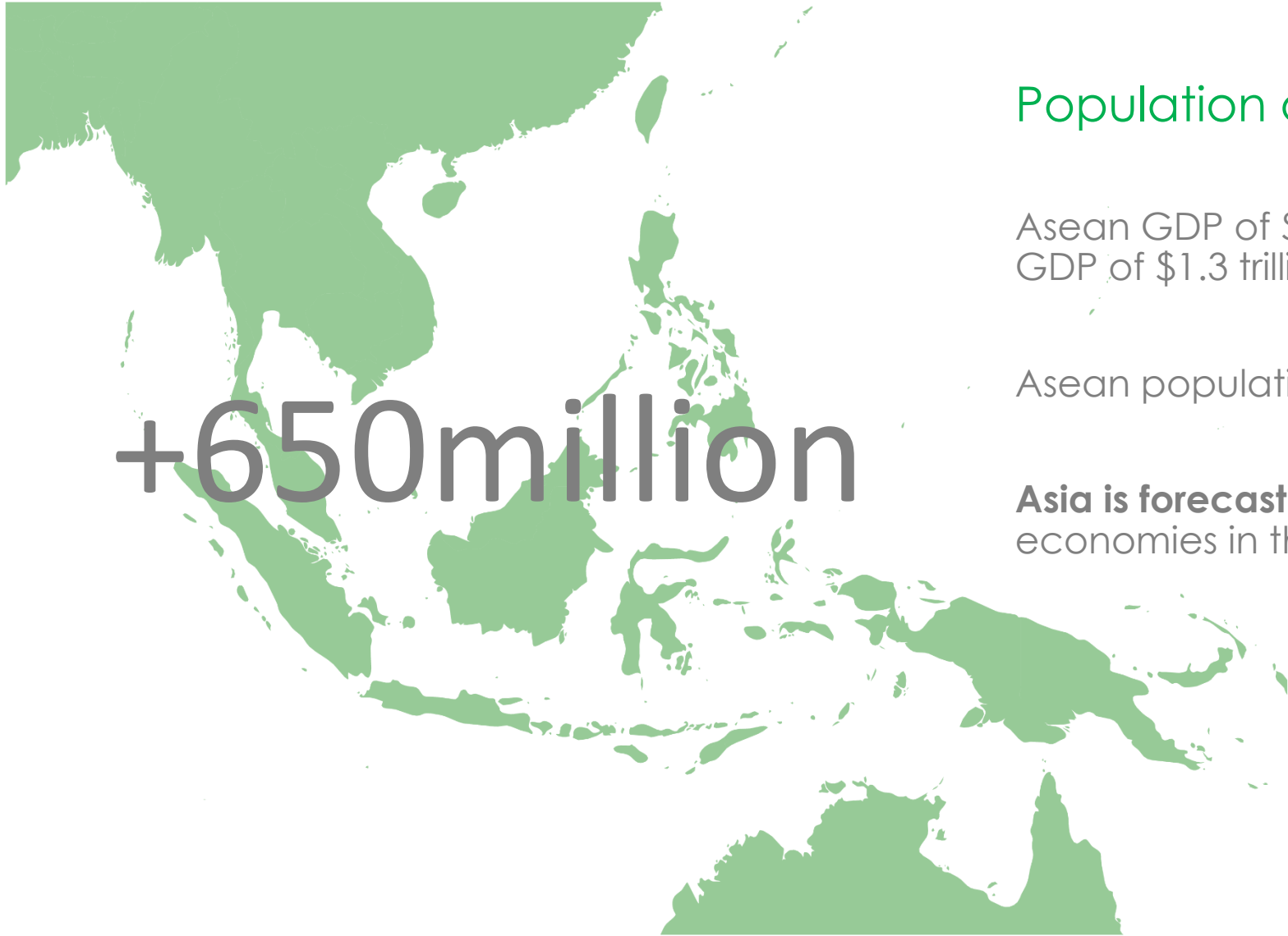


MENTAL HEALTH



AGEING POPULATION

The Opportunity | ASEAN AS A STEPPING STONE TO A GLOBAL MARKET



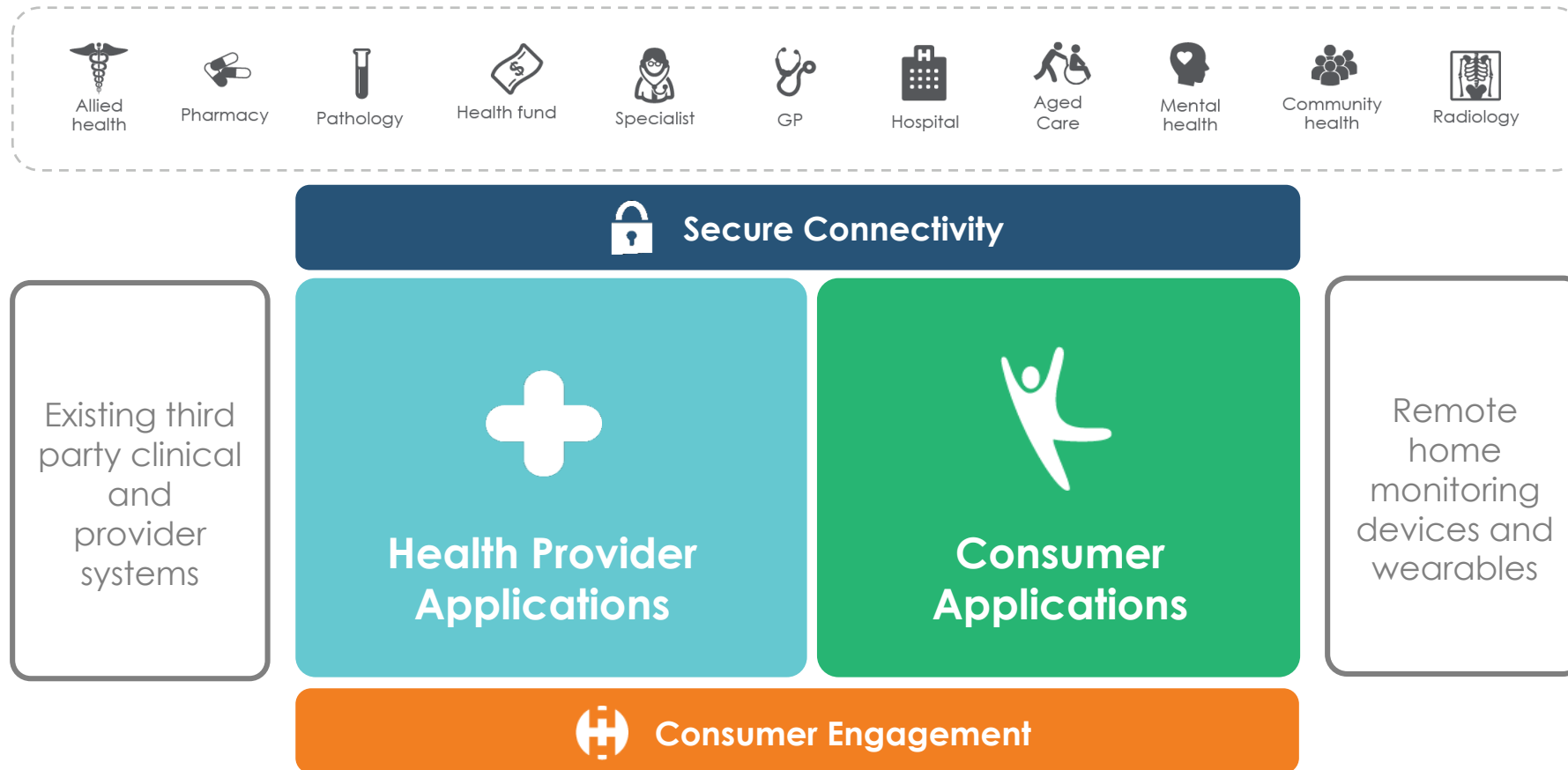
Population of 650 million and growing

Asean GDP of \$2.5 trillion **almost double** Australia's GDP of \$1.3 trillion

Asean population is **26 times** larger than Australia

Asia is forecast to contain 4 of the 5 largest economies in the world by 2030

Our SaaS Portfolio Connects the Industry

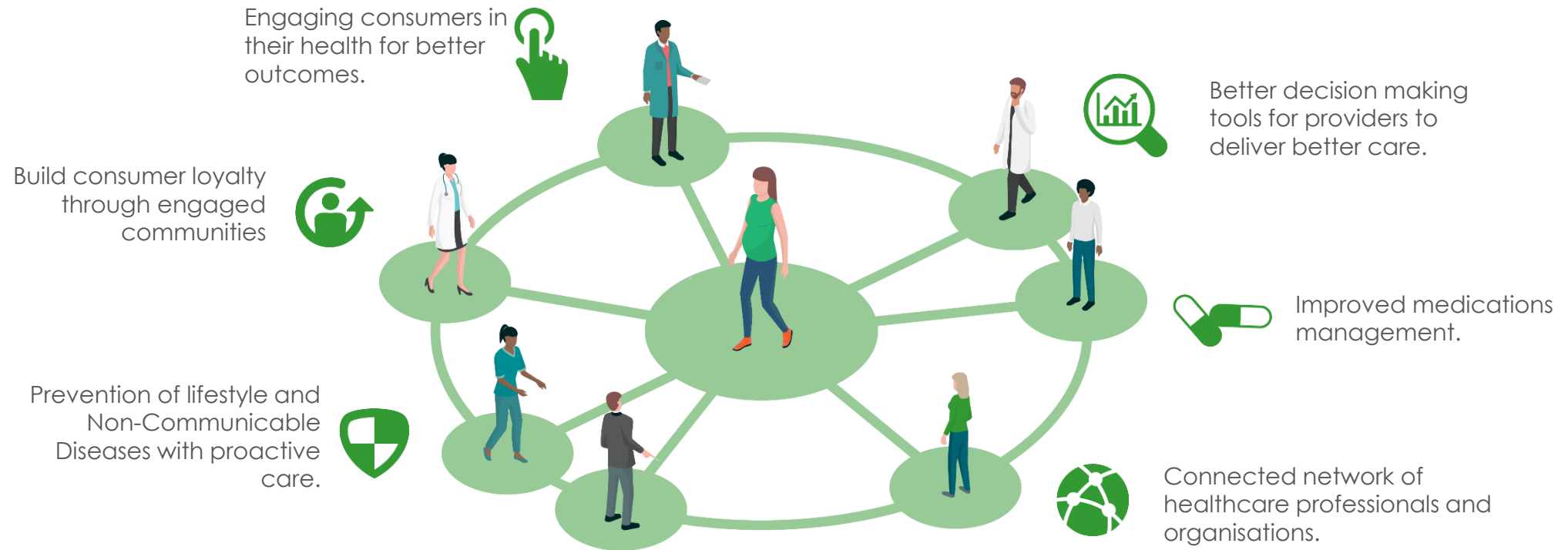


FY2018

MVP and early commercialisation of the Global Health Connected Health Records (CHR) portfolio successfully trialled in Australia

Connected Health Records

Access to the right information at the right time for clinicians to make the best decisions for their patients



A single consumer record whenever and wherever needed.

Consumers are empowered to pro-actively manage their wellness and health conditions in partnership with their care team

For Healthcare Providers – Secure connectivity and informed decisions at the point of care

ReferralNet 

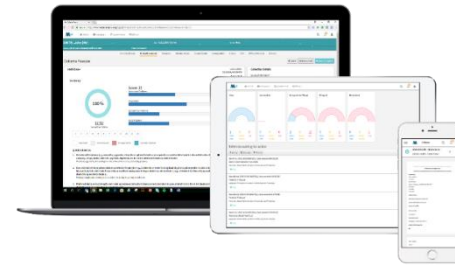


Secure Message Delivery

Ensures confidentiality of clinical information

Uses digital certificates and encryption

Guarantees non-repudiation



Total flexibility and modular solution

Web-based, mobile-first design

Secure clinical document depository

Client management records

Practice management features

Integrated with Lifecard, HotHealth and ReferralNet

For Consumers – their health records available anytime for active engagement with their care teams



Personal Health Record App

Multi lingual – available in Thai, Bahasa and Vietnamese

Track observations and measurements

Seamlessly share you account with your care team

Market place for value add-ons

Accessible anywhere, anytime on any device



Patient engagement platform

Build customer loyalty

Online appointment bookings

Secure video conferencing

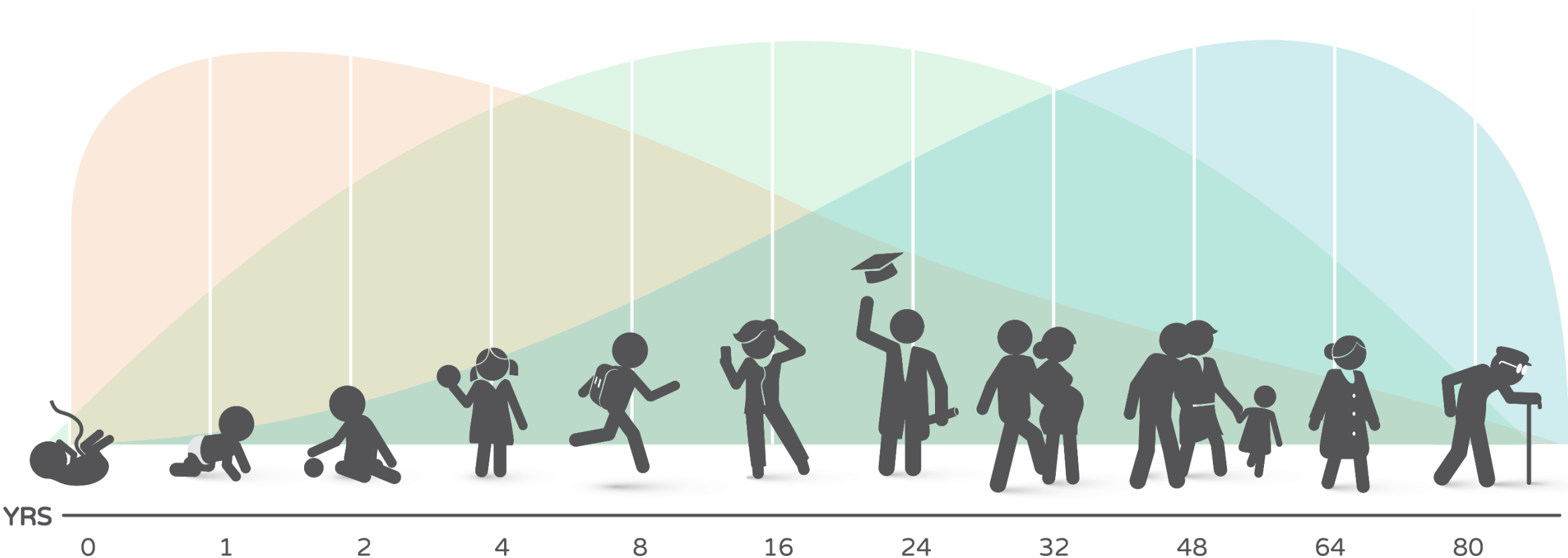
Share news and notifications with group

Online webstore

Take payments online for appointments

Digitally Connected Health Journey

Empowerment, engagement and collaboration with providers.
Supporting consumers throughout their lifetime.



Family Health

Wellbeing

Support and Care Network

GLOBAL HEALTH
Connecting Clinicians and Consumers

Targeting a global healthcare problem

With consumer-centric Connected Health Records

Leveraging the proven pedigree of the Australian healthcare system

In the fast-growing Asean market of 650 million consumer

www.global-health.com

