

## **MEDIA RELEASE**

**ASX: GLH**

### **Financial Result for the half year ended 31<sup>st</sup> December 2016**

Global Health Limited (ASX: GLH) is pleased to report a Net Profit after Tax of \$3.7m which corresponds to 11.18 cents in earnings per share (EPS).

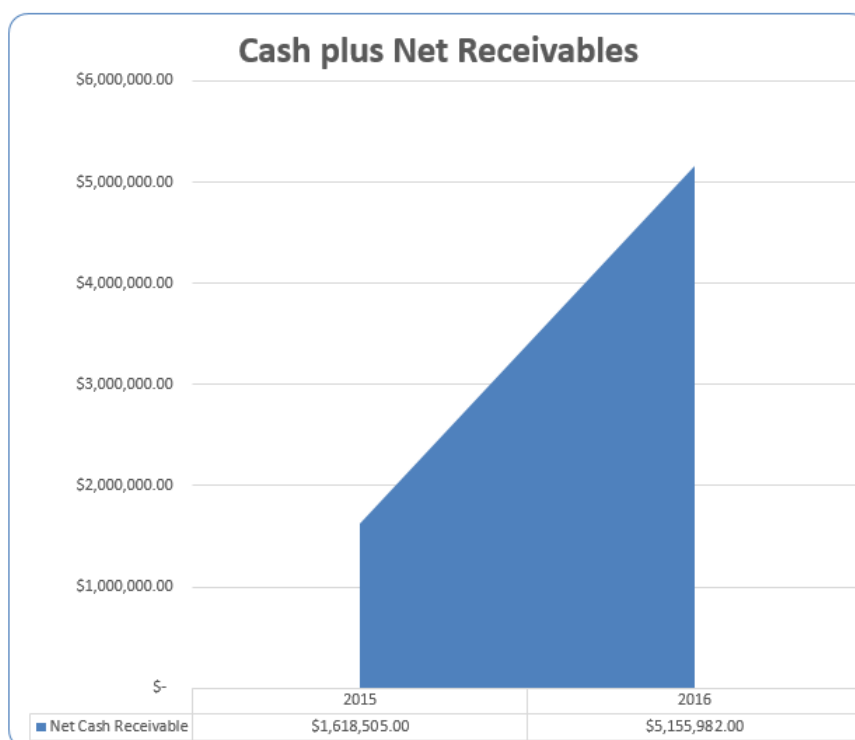
This was largely attributed to Other Revenues of \$5m received from the settlement of a license dispute with SA Health as announced to the market on 4<sup>th</sup> August 2016. The \$5m settlement relates to a restatement of the financial statements as at June 2016.

Excluding the settlement with SA Health and other income, for the six months to December 2016, like-for-like revenue grew by 17.7% to \$2.414m (Dec-15: \$2.051m).

Following the result, the Directors have resolved a further dividend of 1 cent per share be paid on 9<sup>th</sup> March 2017. This follows on from the 1 cent per share dividend paid on 25<sup>th</sup> November 2016.

### **Financial Position**

The financial performance of the Company has resulted in Net Assets increasing by \$3.9M to \$7.4M.



As at 31<sup>st</sup> December 2016, the Company's Cash + Net Receivables was \$5.156m representing an increase of \$3.54m (219% increase).

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### Operational Activity

#### *Software for healthcare organisations and clinicians*

Over the reporting period to 31<sup>st</sup> December 2016, the Company has continued to secure new customers and value-add sales to existing customers of our provider (clinician) systems:

- In August, the Company signed an agreement with **Country South Australia Primary Health Network (PHN)** for the MasterCare Chronic Disease portfolio of applications comprising **MasterCare Electronic Medical Record (EMR)**, **MasterCare Analytix Data Warehouse** and **ReferralNet Secure Messaging platform**.
- Also in August, the Company signed an agreement with **Mercy Mental Health** for the **MasterCare Mental Health EMR** hosted on Global Health's Cloud service.
- In December, the Company signed an agreement with **Canada Bay Private Hospital** for the **MasterCare Patient Administration System**, **MasterCare Connect Provider Portal**, **LifeCard Patient Portal**, **ReferralNet Secure Messaging platform** and the **HotHealth Digital Engagement platform**, all hosted on the Global Health's Cloud service.
- Our **Primary Clinic** practice management and clinical systems has been steadily deployed to replace the legacy Practice2000 software and now includes the Company's **ReferralNet Secure Messaging** platform as well as integration to the Company's **LifeCard Personal Health Record**.
- Our **MasterCare Patient Portal** has been successfully deployed in two private hospitals for completion of pre-admission information direct into our **MasterCare Patient Administration System (PAS)**.

Mathew Cherian, CEO of Global Health in commenting on various developments in the industry said:

"Healthcare is one of the few industries yet to successfully embrace technology that can re-invent how services are delivered in an efficient and cost-effective manner."

"Digital health is about encouraging people to be actively engaged in managing their health and wellness, collaborating with the many clinical and allied health providers they engage with through their lifetimes. For both health care providers and health care consumers, it is about access to the right information at the right time".

## **MEDIA RELEASE**

### ***Connectivity and Interoperability is core to digital health and disruptive innovation***

“Inter-connectivity and interoperability across the many providers and clinical systems involved in delivering care to citizens over their lifetime is a fundamental enabler for digital health”.

In the six months to 31st December 2016, the Company announced a number of initiatives to promote connectivity and interoperability:

- In the first half of 2016, the Company announced bilateral agreements to inter-change electronic messages between the ReferralNet secure message delivery platform and the Medical Objects, Argus Connect and MMex secure messaging platforms. In October, ReferralNet subscribers were able to securely send documents to subscribers on Telstra’s Argus Connect secure messaging platform. There is committed activity to build on these initiatives to overcome the lack of interoperability which has been a significant barrier to transaction volumes, which should lead to much greater flow of data digitally across Australia.
- In November 2016, the Company announced the integration of the ReferralNet Secure Messaging platform with HealthKit – a cloud based practice and clinical management system with over 15,000 subscribers, primarily in the Allied Health market segment. The Company is actively promoting the use of ReferralNet with other practice and clinical management software vendors to further enhance the flow of digital data across Australia.
- In December 2016, ReferralNet was successfully deployed across the Frankston Mornington peninsula in Victoria with hospital discharge summaries from the Cerner clinical system to General Practitioners and Specialists as the initial rollout.

### ***Engaging consumers with clinicians will enable disruptive innovation***

Global Health’s focus is on helping practitioners, consumers and funders improve health outcomes. It’s vital every dollar of health funding is put to the best effect. The rise in chronic diseases will stretch health systems to their limits.

In Australia over 1 in 3 people have a chronic illness. Equally, the rise in chronic health conditions amongst the population is posing a challenge to the health systems right across Asia - even countries

## MEDIA RELEASE

with relatively younger populations such as the Philippines and Indonesia, more than 1 in 5 people are forecast to have a chronic illness. Unlike treatment for epidemics, effective chronic care treatment requires coordination across health practitioners. Both in Australia and across Asia, new initiatives are required to address the problem.

Technology is the key to address the chronic challenge. The Company's **LifeCard** platform is a Personal Health Record for consumers that is accessible anywhere, anytime, and from any device. Consumers can choose to share some or all of their health record with anyone – including clinicians, care providers, siblings, parents or personal trainers. Consumers can choose the extent of access and the duration – for a specific period or until they decide otherwise. **ReferralNet** is built into the LifeCard platform to encourage data flow across providers and consumers.

The critical piece in the jigsaw is patient engagement. The best funding and clinical treatment can be wasted if the patient is not engaged or fully aware of their condition and medication plan. Our product development is focused on how we can help practitioners maximise patient engagement to improve health outcomes and efficiencies.

In the latter half of 2016, the Company piloted its **HotHealth** community engagement platform that enables practitioners, consumers or combinations of providers and consumers to interact online from their phone, tablet or PC.

The next wave of development will grow the range of online services available for the practitioner to engage with patients. These will save the patient time in visiting a practice when an online service is clinically acceptable and provide clinicians with access to larger markets of under-resourced communities, particularly in the developing economies of Asia.

### Forward Outlook

The Company's focus is on sustainable, profitable growth through:

- Considered investments in consumer health services particularly focused on connectivity, community engagement and consumer empowerment;
  - Increased investments in local and neighbouring market development;
  - Accelerated investment in executing the “mobile-first” upgrade of our portfolio; and
- Ensuring our clients continue to maintain the quality and efficiencies of their healthcare services by fully utilising Global Health's growing portfolio services and products.

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**About Global Health Limited:** Global Health is a leading provider of Digital Health solutions that address the needs of administrators, funders, clinicians and consumers across the healthcare industry. Global Health's portfolio of products supports healthcare delivery services in both the acute and community settings with a particular focus on team-based, shared medical records and active consumer engagement. Internet connectivity and an open architecture are the foundations of the Company's vision of 'Connecting Clinicians and Consumers'. Global Health is listed on the Australian Stock Exchange with its head office in Melbourne.

For more information please visit: [www.global-health.com](http://www.global-health.com).