

CONSUMER ENGAGEMENT

The future of healthcare

GLOBAL HEALTH LTD
ASX: GLH
MAY 2017



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INVESTING IN THE NEXT WAVE OF GROWTH



ReferralNet

Establish a focused Connectivity business to grow our ReferralNet reach and revenue. Major productivity and safety pay-offs for providers and healthcare consumers.



Launch our LifeCard Personal Health Record that enables healthcare consumers to pro-actively manage their health and wellness. Positive feedback and good take-up since Nov-16 in early adopter sites.



hot⁺health

Launch our HotHealth digital engagement platform for healthcare providers to engage online with their healthcare consumers.








Accelerate the release of our “mobile-first”, next generation of applications for hospitals, community health, medical and allied health service providers.



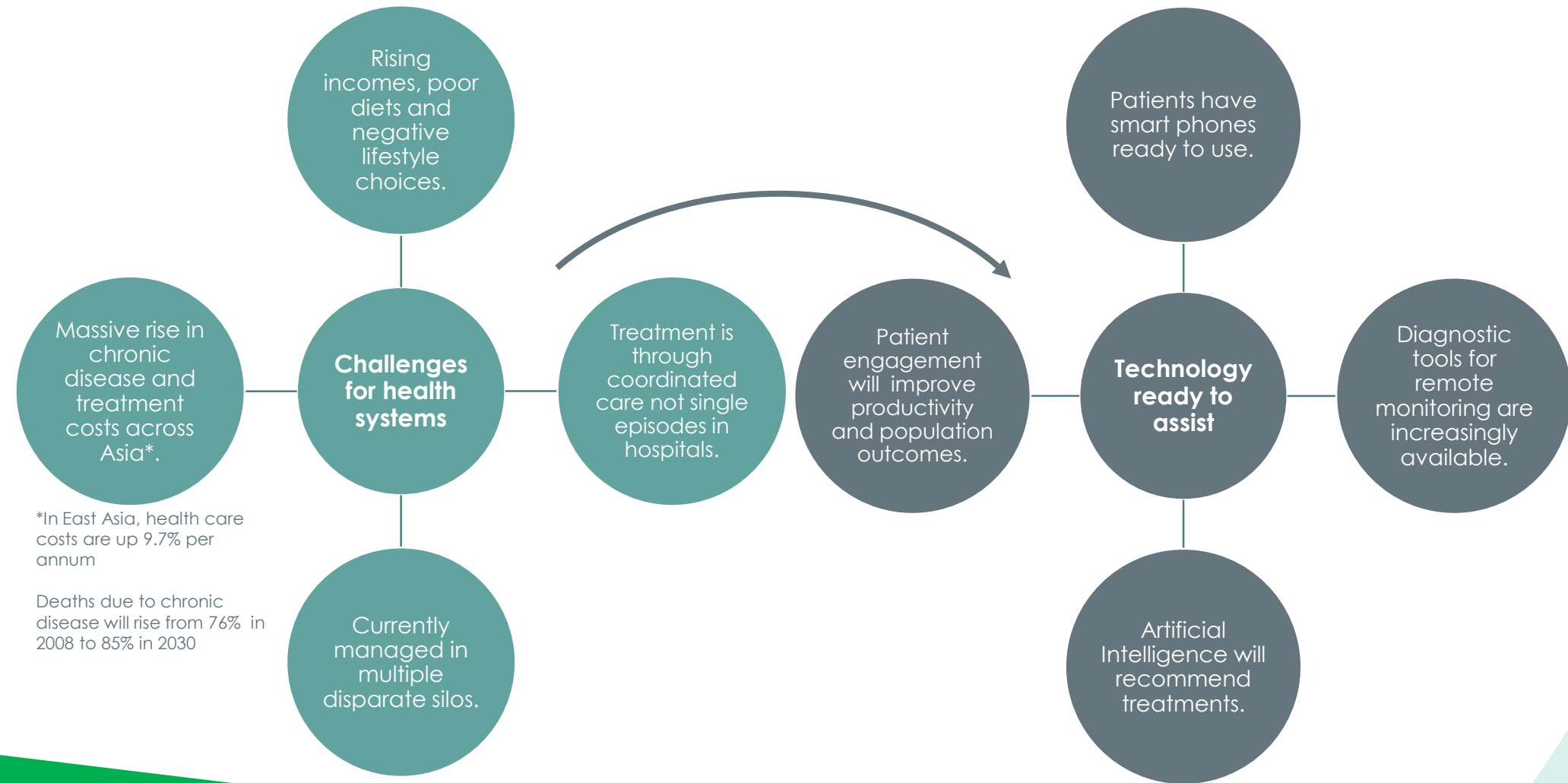
Develop new overseas markets with a particular focus on Asia.

Global Health's mission is: to transform the patient journey through software applications that “Connect Clinicians and Consumers”.

Product	About the Product		
	Service/Software	Target user	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 currently services over 1.5 million active patients every year and growing!

THE GLOBAL CHALLENGE FOR HEALTH CARE



THE MARKET SIZE IS SIGNIFICANT



The Australian Healthcare IT market is worth \$1.2bn¹ and is predicted to grow to **\$2.2bn** p.a. by 2020.

Practitioners and system integration drive growth.



The Global Healthcare IT market is forecast to have grown from \$US40bn² in 2012 to **\$US57bn** in 2017 - driven largely by an ageing population.

Global Digital Health Market forecasts
includes practitioner IT and consumer solutions
\$76m³ in 2015 with a **21% CAGR** forecasted for the next eight years.

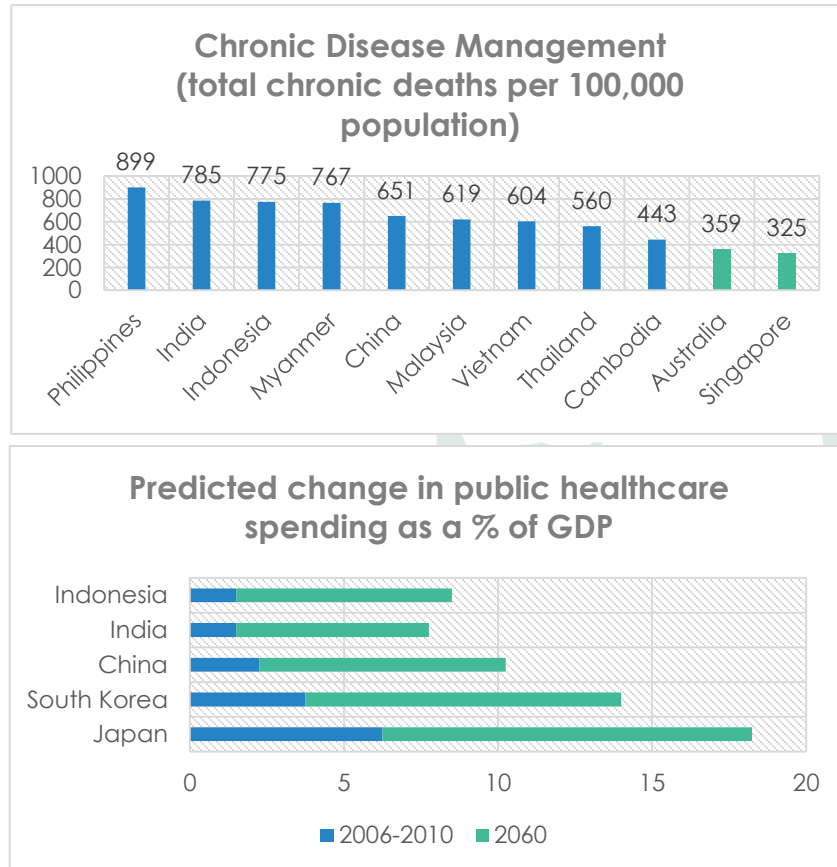
The Asian digital health market is expected to grow **27.6% CAGR** between 2016 and 2022.

¹ Frost & Sullivan - Analysis of Healthcare IT spending in Australia

² Markets and markets

³ P&S market research

THE TIME IS RIGHT TO INVEST



Source: United Nations, World Bank, OECD, IMF 2016

Consumer Health engagement in Asia

Healthcare investments to date have been provider focused.

Governments and private health insurers are increasingly focused on chronic care populations.

Consumer Health platforms enable patient engagement to unlock efficiencies.

There are Greenfield opportunities across the developing economies particularly in Asia.

Huge opportunity to improve chronic care outcomes in Asia.

GLOBAL HEALTH'S COMPETITIVE ADVANTAGE



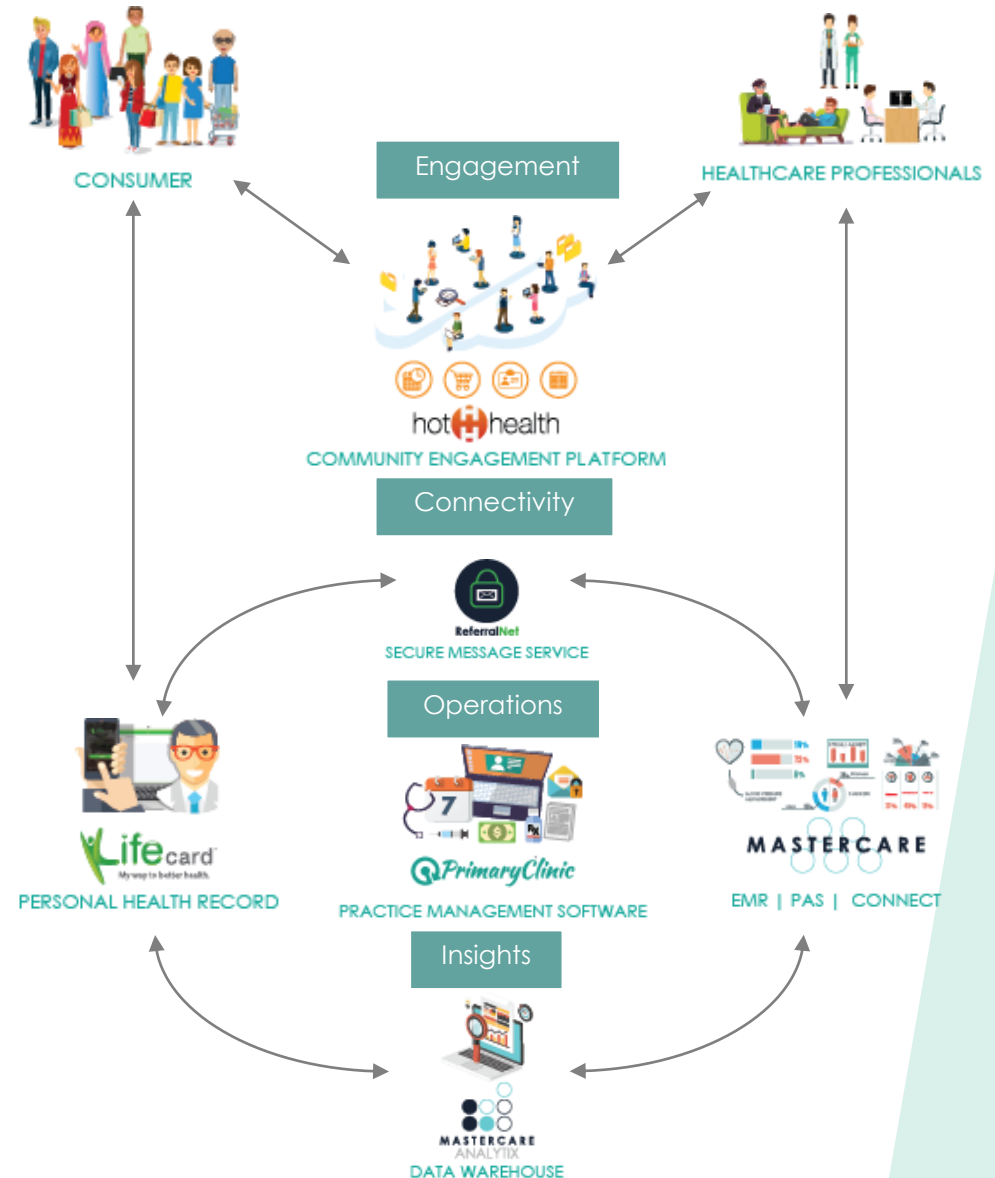
Global Health benefits from expertise in building software across the health sector.



Global Health's strong credentials in connectivity and provider systems now extends to consumer health applications.



A "mobile-first" philosophy provides global access to developing economies.



Global Health's range of products connects clinicians and consumers

PATIENT ENGAGEMENT IS THE KEY TO SUCCESS

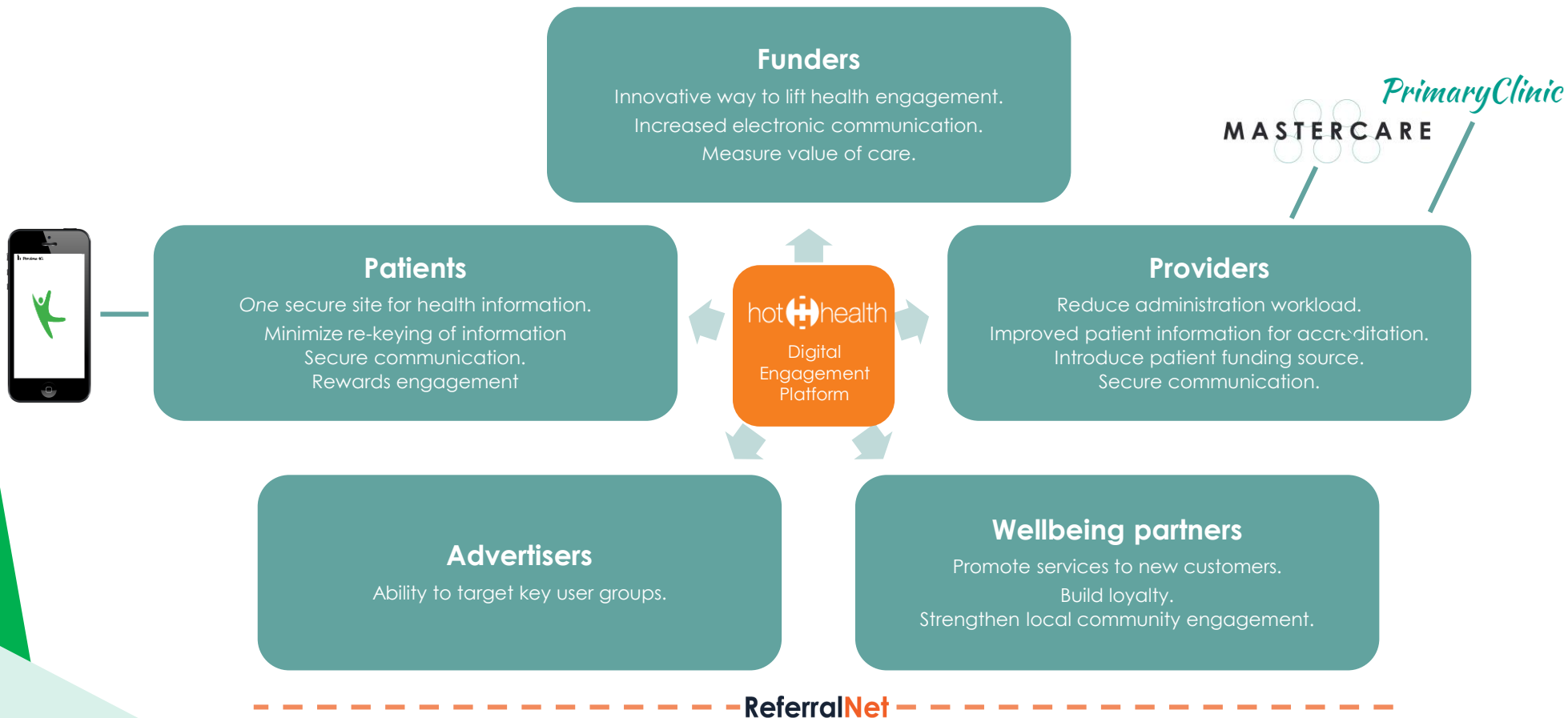
Clinical studies show active and engaged patients achieve better clinical outcomes.¹

Global Health's consumer services are built to maximise community engagement in health and wellbeing.

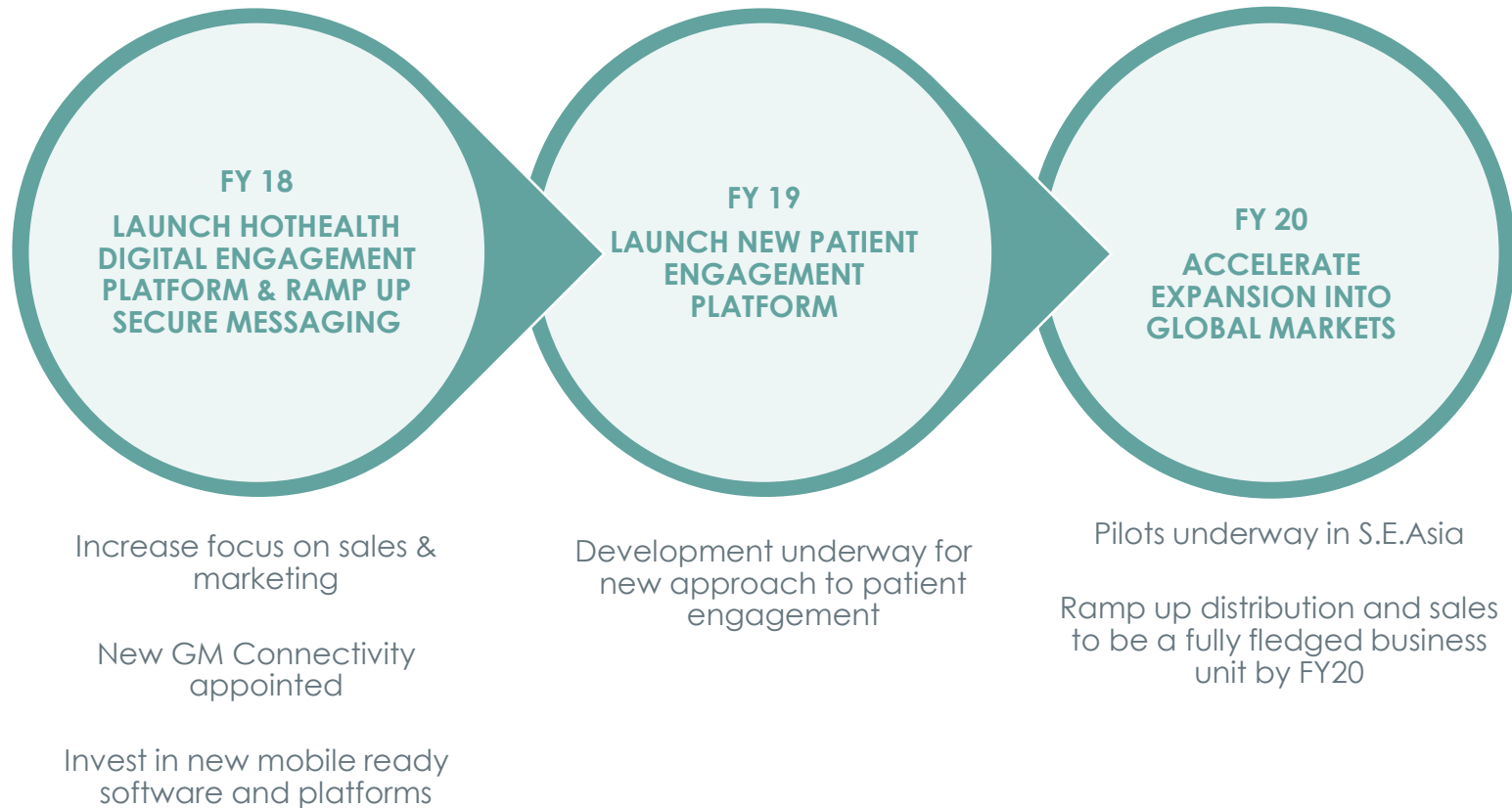
¹ Studies by Hibbard 2007, Frosch & Elwyn 2011, Greene & Hibbard 2012, Bareilto 2015

LifeCard Personal Health Record and HotHealth community engagement platforms

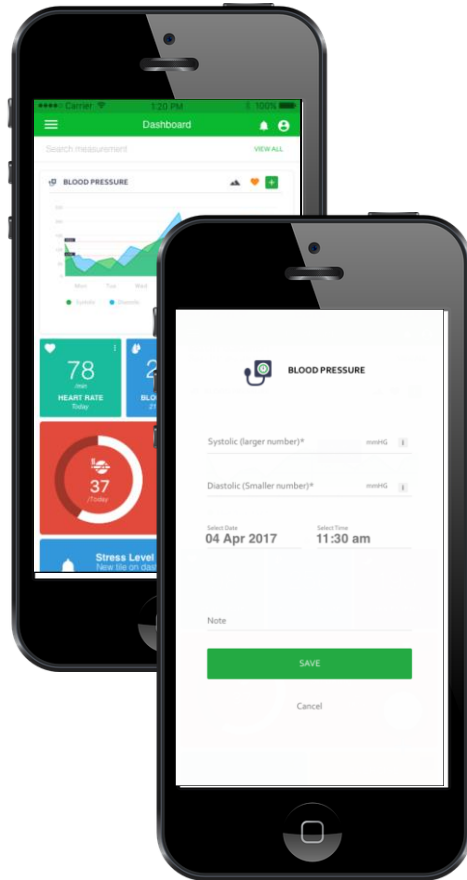
All stakeholders and participants will benefit from using and supporting one or both platforms.



GLOBAL HEALTH HAS A CLEAR **PLAN** FOR INVESTMENT AND LAUNCH



NEW LIFECARD PERSONAL HEALTH RECORD

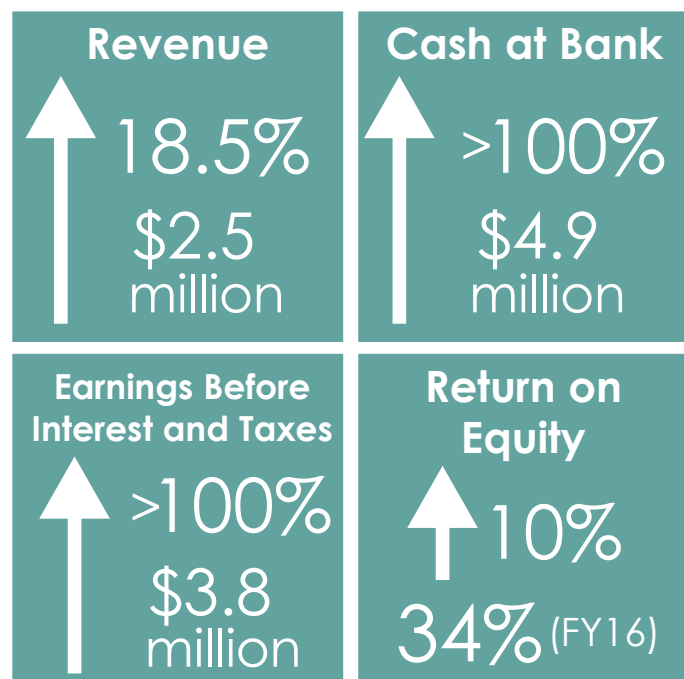


- Records clinically useful information beyond what's available on My Health Record.
- Easily share information with your practitioners.
- Practitioners can send information to LifeCard via ReferralNet.
- Plans to link with My Health Record.

FORWARD OUTLOOK

	Outlook
Revenue growth of underlying business	>12% pa
EPS growth from underlying business	High single digits
New business contribution within 5 years	Revenue of \$8-12m

HEALTHY FINANCIALS



- Global Health is at its best financial position since listing.
- Fourth consecutive year of Net Profit After Tax in excess of \$1 million.
- Cash flow positive and no net debt.
- 2 cents per share dividend paid in FY17.
- Directors and management hold 58% of shares.
- Top 20 hold 82%.

CORPORATE **SNAPSHOT**

Key Statistics (ASX:GLH)

Share Price	37.5¢
Ordinary Shares on Issue	33,314,995
Unlisted Staff Options	2,260,000
Market Cap @\$0.37	\$12.33 million

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
Company Secretary / CFO	Glen Fowles

Financial Snapshot

Fourth year of profitable operations
Return on Equity of 34% (FY16)
Dividend Per Share of 2 cents (FY17)
Cash + Net Receivables of \$5.1M (Dec-16)
18.5% Underlying Revenue growth on PCP (Dec-16)
Net Assets of \$7.4M

Shareholders

Directors / Management	58.8%
Top 20	81.97%

THANK YOU

ReferralNet

hot  health

 **Life**card[™]
My way to better health.

 **MASTERCARE**

PrimaryClinic

 **GLOBAL HEALTH**
Connecting Clinicians and Consumers

www.global-health.com | www.referralnet.com.au | www.mastercare.net.au | www.hothealth.com | www.primaryclinic.com.au | www.lifecard.com