

Gobal Health Ltd - AGM 2017 Presentation by CEO

GLOBAL HEALTH LTD
(ASX:GLH)

CHIEF EXECUTIVE PRESENTATION TO SHAREHOLDERS

ANNUAL GENERAL MEETING
NOVEMBER 2017

GLOBAL HEALTH
Connecting Clinicians and Consumers

ReferralNet

hot+health

MASTERCARE

PrimaryClinic

Life card
My way to better health.



GLOBAL HEALTH
Connecting Clinicians and Consumers

Good afternoon ladies and gentlemen

5th Year of Profitable Operations



Note: Jun-17 Revenue includes \$5M being monies received in respect to the grant of a licence to SA Health, for the use of the CHIRON software in South Australia for the period April-2015 to March-2020

Over the 2017 Financial Year, we continued our focus on profitable operations reporting a Net Profit after Tax in excess of \$1.7M.

There were significant restatements in the 2017 accounts described further in Section v of Note 1 in our published Annual Report.

The revenue and expense restatements in the audited June 2017 accounts and prior year adjustments relate to the receipt and recognition of \$5M in resolution of a dispute with the South Australian Health department.

The settlement related to the use of the Company's CHIRON software in over 60 South Australian public hospitals for 60 months commencing 1 April 2015 and expiring on 31 March 2020 with a further annual fee should the licence be required beyond March 2020.

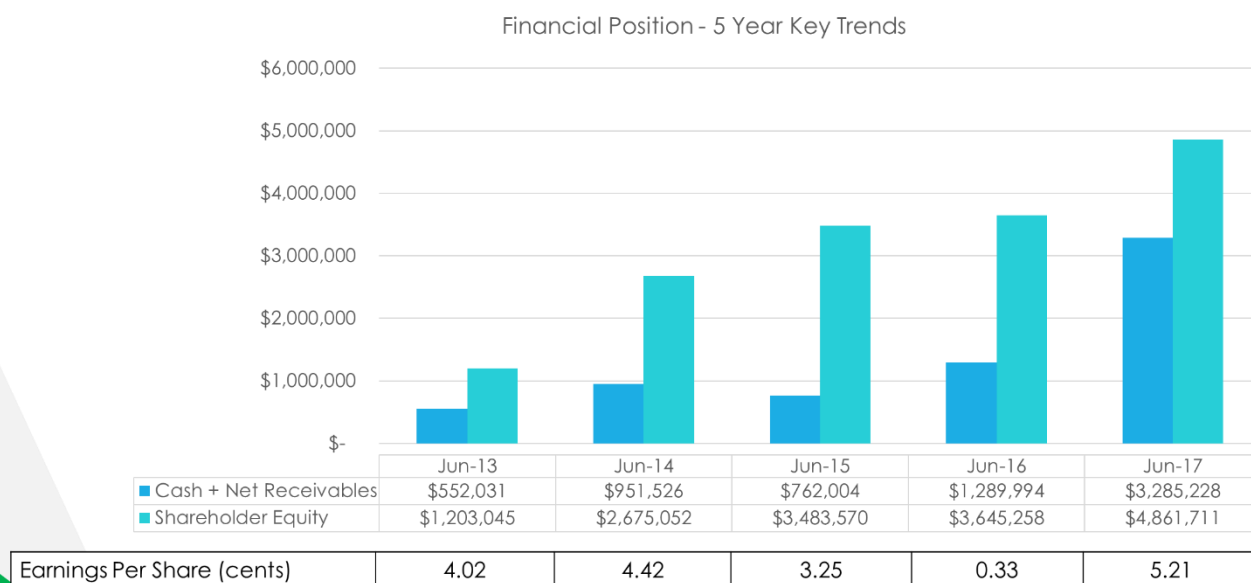
The settlement does not impose any performance obligations on the Company going forward.

Consequently, all related revenue and direct expenses are recognised in the 2017 financial year as damages.

Revenue, expenses, capitalisation and amortisation relating to the dispute in prior years have been reversed with the net effect reflected in today's presentation.

Pleasingly, this was the 5th consecutive year of profitable operations after taking into account these significant prior year adjustments.

5 Years of Strengthening Financial Position



2 cents per share dividend was declared for shareholders in FY-17

Net Assets or Shareholder Equity has increased fourfold over the last 5 years to over \$4.8M.

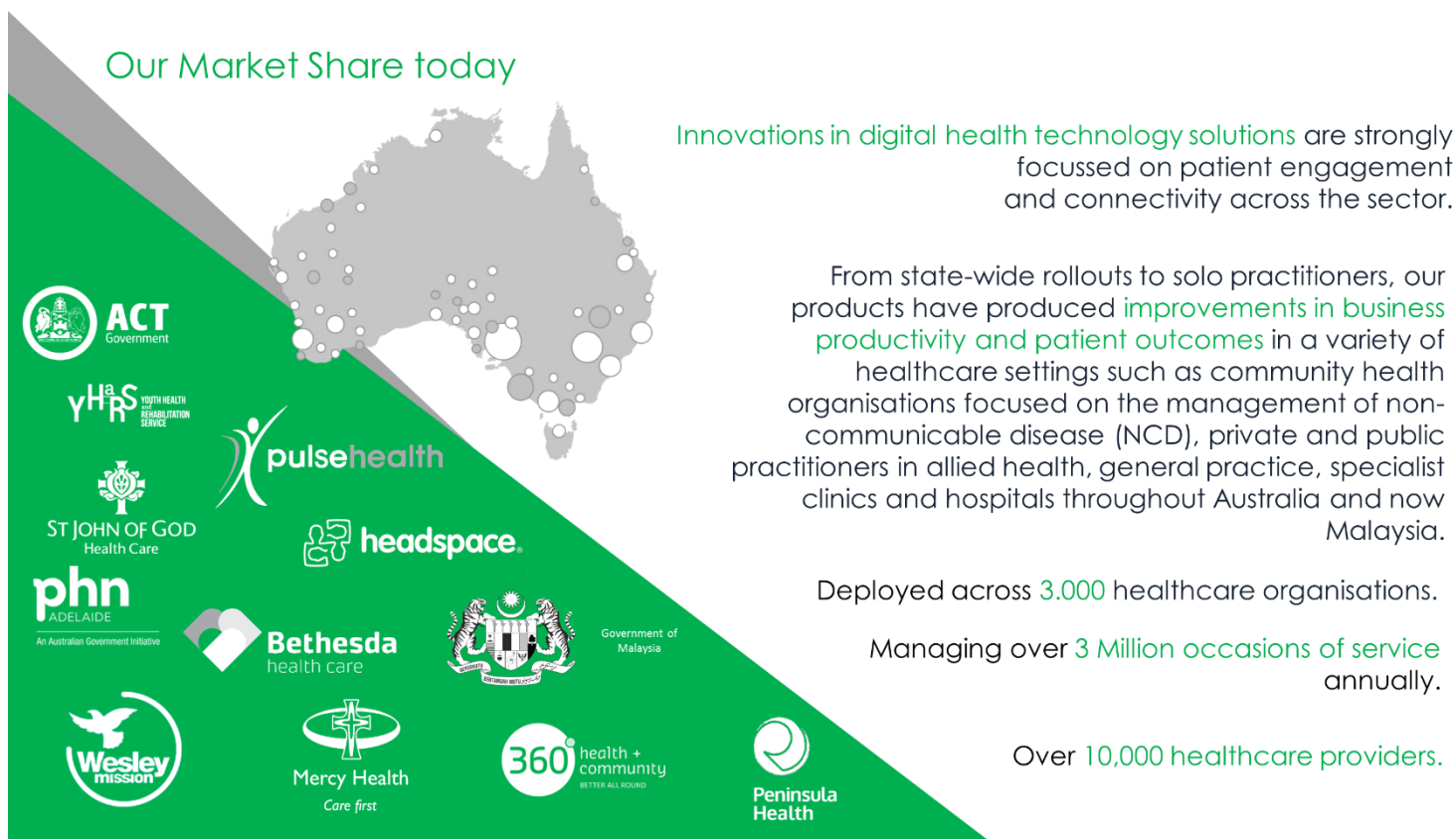
The Company paid a special dividend of 2 cents per share over the last 12 months and has implemented some structural changes to our operations to be more focussed on market share growth. These required some one-off re-structuring payment outflows.

Our Cash plus Net Receivables position at 30 June 2017 was \$3.28M.

The strongest cash position in 5 years enables the Company to commit greater funds into sales and marketing and accelerate the progressive migration of our on-premises, desktop software applications to a cloud-based Software-as-a-Service business model.

Over the last five years, the Company has consistently averaged Returns on Equity in excess of 25% per annum.

The migration of our on-premises, desktop applications to a Software-as-a-Service (SaaS) offering available anytime, anywhere and on any device, is key to the Company's aspiration to service the worldwide demand for innovation in healthcare and maintaining healthy Returns on Equity.








Healthcare has been described as a complex system of complex systems. There is no one-size that fits all.

From large state-wide enterprises to corporate networks of private providers and large numbers of small single-speciality solo businesses, healthcare in Australia is estimated to involve around 150,000 different businesses.

Key to the Company's strategy is to provide solutions that are commercially viable – this involves a degree of “cannibalisation” of our own business. Our business has successfully made this transition over the last decade with a much lesser reliance on a few customers paying us large initial licences and large annual maintenance fees.

Monetisation Business Model

Product	About the Product		
	Service/Software	Target user	Model
 MASTERCARE	Multi-disciplinary team-based clinical software	Acute and Community Health Sectors	Software Subscription, transaction fee for add-ons
 PrimaryClinic	Clinical and Practice management software	GP, Specialist and Allied Health Sectors	Software Subscription, transaction fee for add-ons
 ReferralNet	Secure messaging service	All health sectors and consumers	Freemium, transaction fee
 Life card	Personal Health Record platform	Healthcare Consumers	Freemium, Premium add-ons
 hot+health	Patient engagement platform for providers and healthcare consumers	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!

In the past, it was common practice for vendors to charge large initial capital outlays for perpetual software licences with annual maintenance and support representing 20% to 30% of the initial investment. Software was in effect considered a fixed capital asset.

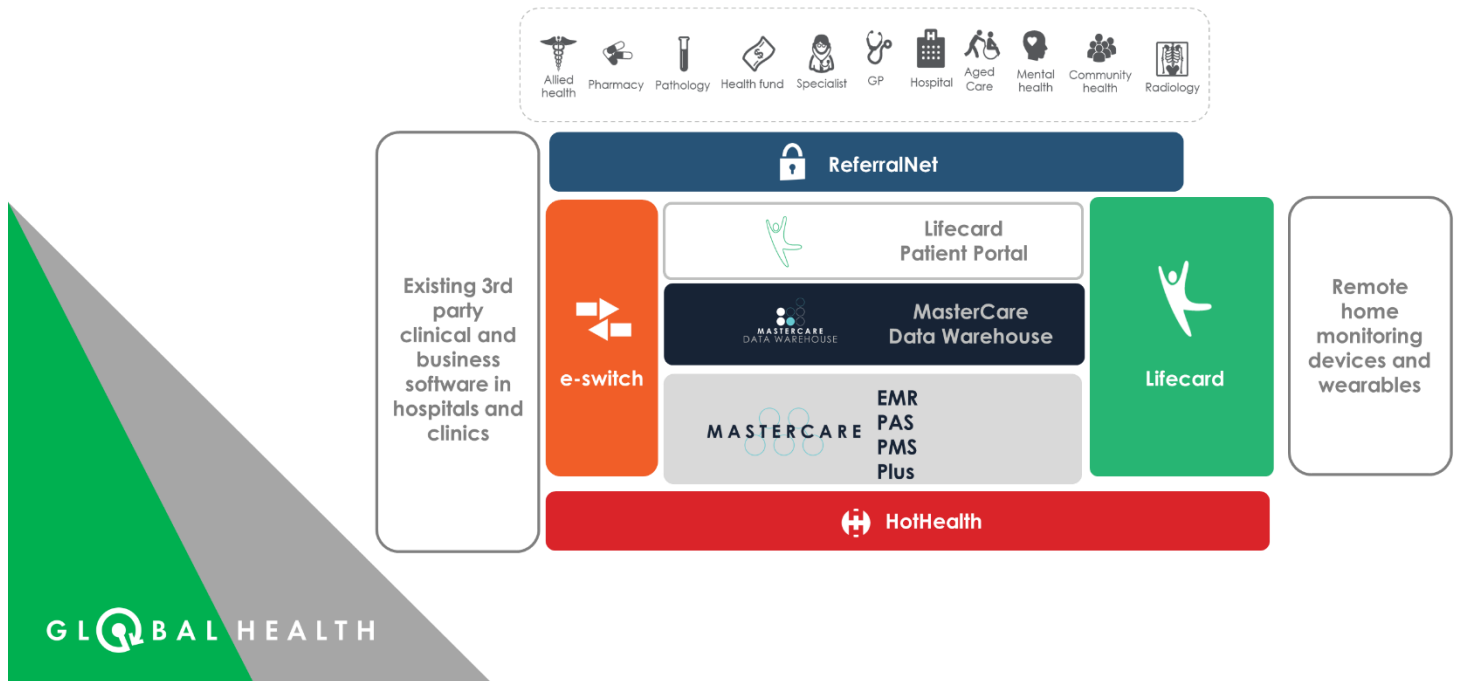
The Australian Accounting Standards Board (AASB) has introduced new accounting standards (AASB 15) effective from January 2018. The impact on our business and our customers is that expenses associated with software solutions will now be classified as an operating service cost over the expected life of the software.

Software is best promoted as an activity-related operating cost that reflects the value derived from usage with low barriers to take-up.

The Company is preparing for this with a model of recurring minimum monthly subscriptions combined with transaction fees based on usage.

Our business model is transitioning to a monetisation model based on affordable entry points for our customers and transaction costs that are self-evident in the productivity we deliver for our customers - a shared reward program that scales as our customers scale.

Our Business - software portfolio for clinicians, consumers and connectivity



The aim of our portfolio of applications is to deliver improved productivity and better patient outcomes across the healthcare industry.

The global challenge of increasing healthcare costs and the increasing incidence of lifestyle diseases requires new thinking.

Crucial to the way forward is the need for connectivity and integration with a large variety of special-purpose “best-of-breed” applications;

Connectivity across the large variety of specialists and allied health practitioners we encounter through our patient journey across our lives; Integration to the variety of software systems in use across hospitals and the community; and integration to the rapidly emerging wearable and remote monitoring devices that enable on-going, real-time observations and measures to be collected at a personal level.

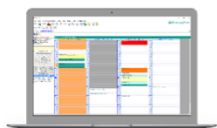
The other key catalyst for change is increased patient engagement with their care teams and their cohorts, to encourage behaviour change that mitigates a deterioration of an individual's wellness or pre-existing health condition.

Our portfolio of applications has been developed with these disruptors in mind.

Our portfolio provides the tools and technology that empowers consumers to take more responsibility for their health conditions in a connected, streamlined and collaborative journey.

On-premises Provider Solutions generate the bulk of our revenues and cashflow

PrimaryClinic



A fully featured practice and clinical management system to support general practitioners, specialists and allied health providers in private practice.

MASTERCARE



An intuitive team-based approach to client management which has proven to be the perfect fit for multi-speciality models of care.

Focused on management plans and outcome measures to support providers working together and with their common clients to improve health outcomes.

A rich history in improving outcomes in **Mental Health, Drug and Alcohol** and other **non-communicable disease** settings

MASTERCARE PAS



A patient administration system for hospital administrators seeking to streamline the patient journey within their facility.

MasterCare PAS manages the revenue cycle from pre-admission through to bed management, theatre management, medical records management and discharge planning.

In the last 12 months, the Company's proven software has provided the bulk of our revenues and cashflow.

In particular, our MasterCare EMR software for non-communicable disease (NCD) management experienced a terrific run of success securing significant projects, notably with Mercy Mental Health Services in Victoria and territory-wide across the ACT Mental Health, Justice, Alcohol and Other Drugs services.

In the last 6 weeks, both projects have successfully been implemented adding approximately 1,500 new clinical, allied health and administrative end-users to our MasterCare EMR customer base.

In Malaysia, the rollout of MasterCare EMR in a pilot of 12 public sites across the country has been very well received by the Malaysian Ministry of Health as a unique and innovative project that was delivered on time and on budget.

Our hospital business achieved important milestones adding the 85 bed Arcadia Pittwater rehabilitation hospital to our MasterCare PAS customer base and successfully introducing key value-add modules; implementing our Lifecard patient portal for online pre-admissions integrated to MasterCare PAS in three early adopter hospitals, and MasterCare Data Warehouse integrated to MasterCare PAS in a further three customer sites.

Connectivity and Integration are our fast growing platforms



A secure messaging platform for healthcare providers to securely send and receive patient-related documents such as referrals, letters, results and discharge summaries.

Secure messaging improves business productivity and patient outcomes by reducing the need for re-keying of data and minimising transcription errors.

www.referralnet.com.au



E-Switch is an Integration engine "middleware" enabling disparate software systems that meet different needs to be used in conjunction with one another, ultimately providing improved data integrity and optimised workflow.

e-switch is based on a multi-threaded architecture to meet the requirements of enterprises requiring a high volume of information exchange.

www.global-health.com/e-switch/



MasterCare Plus is an enterprise solution that enables hospitals to digitise communications and workflow, between hospitals, clinics, rehab, specialists, allied health and primary care practitioners.

MasterCare+ is a patient-centric repository of correspondence and notes. ReferralNet is embedded within MasterCare+ enabling the electronic exchange of letters, orders, results, progress notes, encounter and discharge summaries between healthcare providers via ReferralNet.

www.mastercare.net.au/mastercare-plus

In May 2017, we committed to a more focussed Connectivity and Integration business with the appointment of an experienced business manager and additional resources for the on-going support, development and implementation of Integration and Connectivity across the healthcare value-chain.

In February 2017, the Victorian funded Peninsula Health Service went live with outbound discharge summaries from the Frankston Public hospital. Over 70% of outbound discharge summaries are now delivered securely out of the Cerner clinical software to medical practitioners across Victoria using our ReferralNet secure messaging platform.

In June, the initial release of our MasterCare Plus "mobile-first" platform for Referral Management went live at the Frankston public hospital with inbound referrals through ReferralNet from community-based providers. Patient information within MasterCare Plus is synchronised to DXC's iPM PAS via the Company's e-switch integration middleware.

In the 6 months since the establishment of a dedicated Connectivity team, the ReferralNet secure messaging network has increased by over 13% with daily message volumes increasing by over 40%. This is an exciting phase for the business with our Connectivity portfolio achieving several "firsts" including 2-way interoperability with Telstra's Argus secure messaging platform.

2-way secure messaging between healthcare practitioners, connectivity and integration have been described as one of the highest priorities for the Australian Government's Digital Health Agency and the Royal Australian College of General Practice.

Our Connectivity business is well positioned to support this.

Consumer Engagement and Insight platforms are in early commercialisation



A Data Warehouse that collates the large volume of business and clinical data into analytic data cubes for management to gain timely and valuable insights into their healthcare operations.

MasterCare Data Warehouse serves as a summary repository for a range of financial and clinical Key Performance Indicators (KPIs) to enable informed decisions and encourage continuous quality improvement.

<http://www.mastercare.net.au/data-warehouse/>

GLOBAL HEALTH
Connecting Clinicians and Consumers



A personal health record for consumers to securely store and access their health information anywhere, anytime and on any device.

Key medical records, observations and measurements can be monitored and tracked to encourage positive behavior change.

The Lifecard platform empowers individuals to pro-actively maintain their wellness and manage their health outcomes. Lifecard is particularly valuable for consumers with lifelong conditions and Non Communicable Diseases (NCDs).

www.lifecard.com



A digital patient engagement platform for healthcare practitioners to engage with patients and clients online.

Easily create and maintain online engagement features with a website and mobile app to streamline the patient journey and build communities around your healthcare brand.

www.hothealth.com

What excites us the most is the huge opportunity to radically disrupt existing workflow inefficiencies through active consumer engagement. This consumer-led disruption for the better, is ubiquitous in so many other aspects of our daily lives. The possibilities for improving healthcare productivity and patient outcomes is everywhere.

The Company announced the release of two significant new platforms to enable this disruption:

- HotHealth Patient Engagement platform, and
- Lifecard Personal Health Record.

Early commercialisation pilots are in progress with significant positive feedback from participants and we expect to announce these pilots in greater detail in the coming weeks.

MasterCare Data Warehouse has also been deployed as value add-on's in several customer deployments across hospitals and community health including the Mentari project for the Malaysian Ministry of Health. MasterCare Data Warehouse provides the data analytics foundation for operators and funders of healthcare services to make evidence-based business and clinical efficacy decisions from the insights provided.

The next 5 years

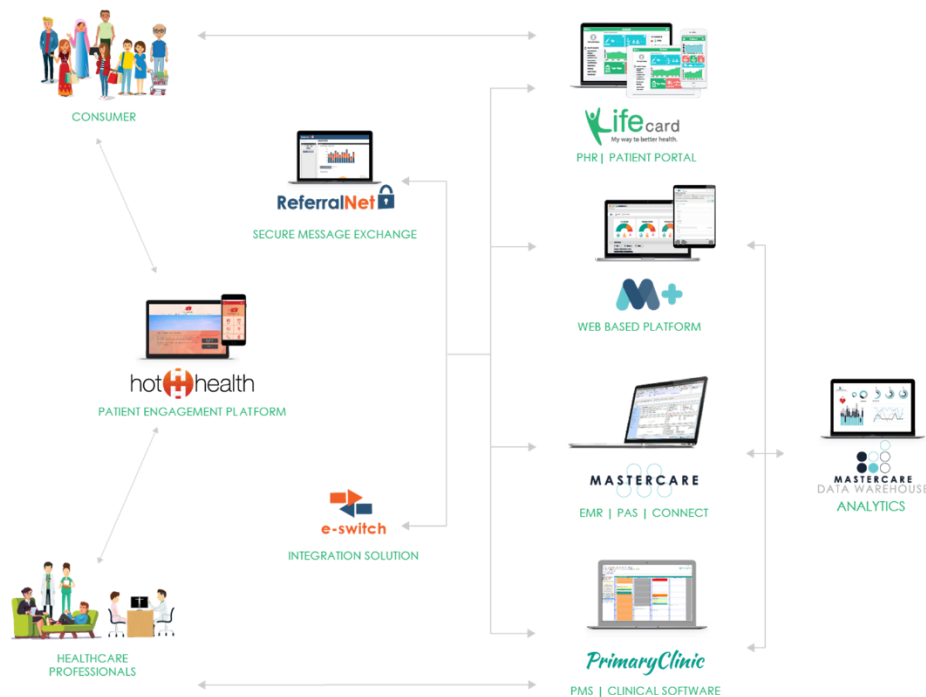
Complete the transition of the existing on-premises, desktop applications to cloud-based SaaS platforms with a "mobile-first" design:

- MasterCare Plus for healthcare providers
- LifeCard for consumers
- HotHealth for online patient engagement
- ReferralNet for connectivity & Integration across the healthcare value-chain

Seek commercial partnerships to collaborate and grow together

Increase internal Sales & Marketing capability to accelerate market share

Actively pursue engagement opportunities to extend market reach globally.



It has been a challenging but rewarding past 5 years.

Our ReferralNet Connectivity platform, HotHealth Online Patient Engagement platform and Lifecard Consumer platform are all developed with a "mobile-first" design to enable access anywhere, anytime and on any device.

Our focus is always on usability and usefulness to gain customer endorsements based on high levels of satisfaction. Incremental functionality is added in "small steps" based on feedback and in support of our goal of connecting clinicians and consumers, empowering consumers and streamlining our life's journey in health.

We value our customer's investments in our software over the years and the long relationships that we establish with our customers.

In the medium term, our R&D investment will be directed at the MasterCare Plus platform to progressively transition our feature-rich, well established applications from a desktop, on-premises deployment to a Software as a Service Cloud offering to complete our healthcare platform portfolio.

Our ability to innovate is driven by the needs of our domestic market - the needs of the 24M healthcare consumers in Australia, their healthcare providers and their funders.

In the last week we have initiated a new leadership team for Australian sales and marketing with the goal of accelerating our local market share and opportunities for innovation in the new year.

Acknowledging that healthcare is a global product, all our SaaS platforms are multi-lingual enabled and available in overseas jurisdictions in their native language with minimal effort. In the last quarter, a GM for ASEAN was appointed with the goal of establishing strategic partners focussed initially on the 650M healthcare consumers in ASEAN.

Conclusion

This has been a good year for the Company.

The payment of the special dividend of 2 cents to shareholders in the last 12 months reflects our appreciation of shareholder support.

More importantly, it also reflects the Company's confidence in our future.

I would like to take this opportunity to thank the Board for their guidance and the dedicated team of over thirty-five staff who have worked diligently across all areas of the business in support of our customers and shareholders.

Thank You.

THANK YOU

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