

# Connected Health Records

For better patient outcomes and improved business efficiency



GLOBAL HEALTH  
(ASX:GLH)

## Disclaimer:

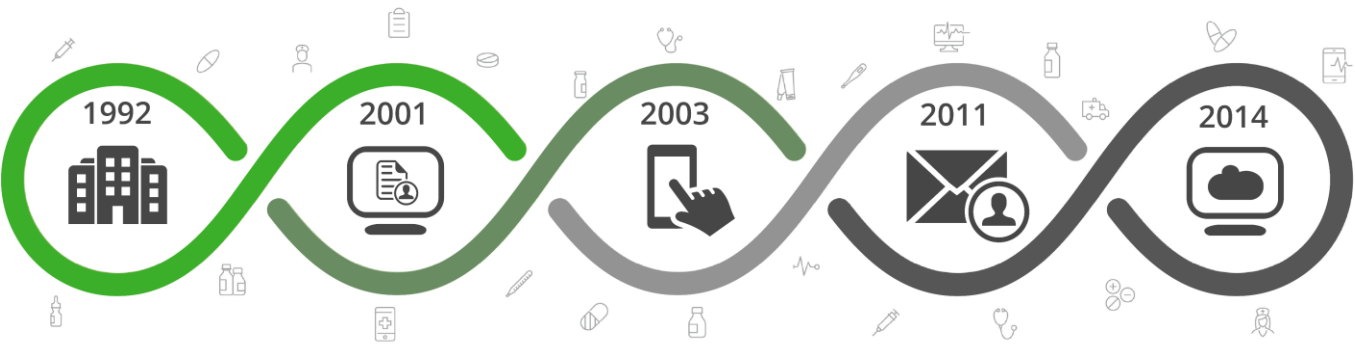
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# Global Health – Improving healthcare business productivity and patient outcomes

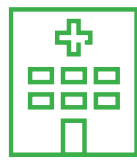
Global Health (ASX: GLH) develop, own and market a suite of software and SaaS platforms that connect clinicians and consumers with the goal of empowering healthcare consumers to better manage their health and wellness.



**Our Belief:** The key to enhanced health outcomes for individuals and improved operational and financial outcomes for healthcare delivery organisations is a **patient-centric, connected healthcare eco-system.**



Managing over 3 million occasions of service annually



Deployed in over 1,000 healthcare organisations



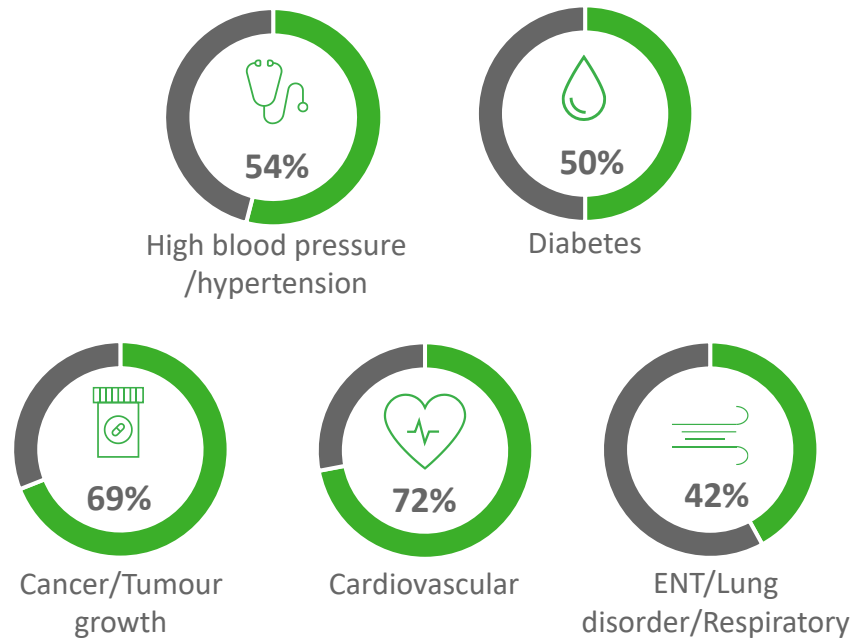
Used by over 10,000 healthcare providers



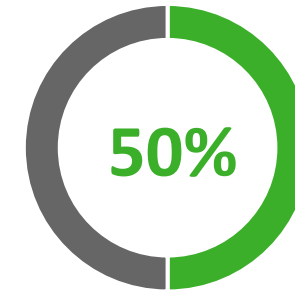
Supporting in excess of 1.5 million people

# The need we are addressing is the global issue of escalating medical costs

With an aging population who live longer, chronic medical conditions are driving an increase in the investment of medical plan costs

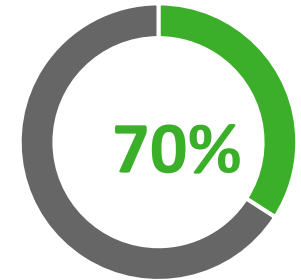


The healthcare industry demands innovation to support earlier detection of illness and control escalating costs of medications



**of Australians**

Live with at least  
One chronic disease



**of Healthcare Costs**

relate to the delivery of care to those  
with long term or chronic health issues

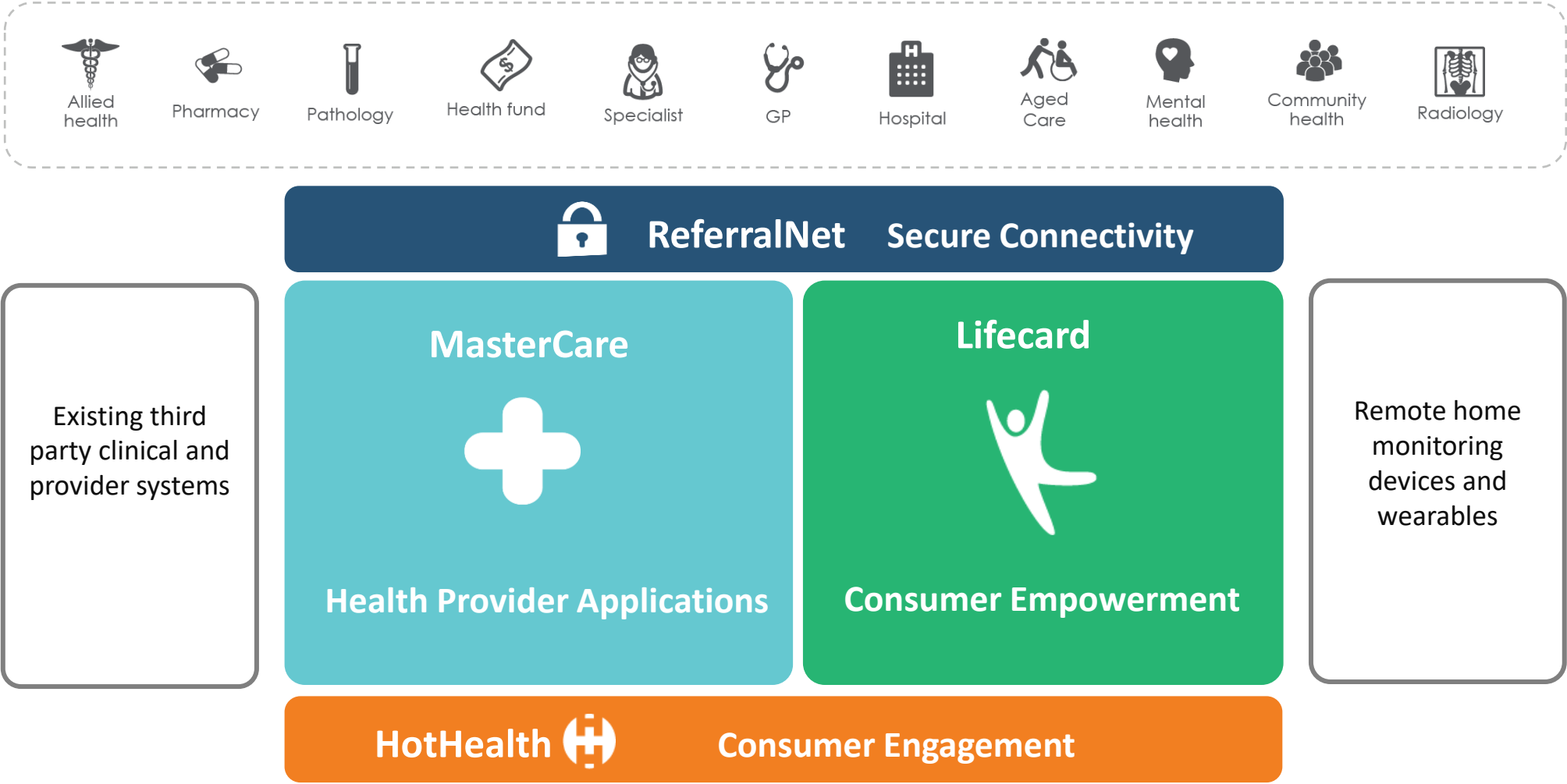
**Escalating healthcare costs**

\$467M spent **daily** on healthcare  
services in Australia



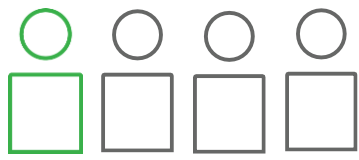
*Without change and new models of care,  
our healthcare systems will continue to be overloaded and unsustainable*

# Our Solution – A portfolio of 4 SaaS platforms that connect the healthcare eco-system



**Connected Health Records (CHR)** for better patient outcomes and improved business efficiency

# Our Market Focus - Mental Health, Community Health, Hospitals & Chronic Disease sector



One in four people worldwide will be affected by a mental or neurological disorder at some point in their lives.



It is estimated that in 2017, 792 million people globally lived with a mental health disorder, slightly more than one in ten people (10.7%).



MasterCare EMR is helping healthcare providers in multi-disciplinary roles throughout the connected health ecosystem.

Used in

  
Government

  
Community

  
Hospital

  
Private Practice

Australian Owned & Operated

*Health systems need to work toward a future in which the collective focus shifts away from a system of treating patients after they fall ill, to one of health, which supports physical and mental well-being, prevention, and early intervention.*

# CHR SaaS platforms currently in product/market-fit stage with early adopters

Easy onboarding for clients

Accessible anytime, anywhere on any device

Streamlining the Patient Journey and quality of care

Promoting Connected Health Records (CHR) and patient engagement

Access to the right information at the right time to make the best decisions for better patient outcomes

Improving patient outcomes through more collaboration and connectivity between patients and their care teams







## Empower consumers to take control of their health & wellbeing

A combined view of all health data captured from a variety of sources



### Manage

their health as well as the health of their family and dependants



### Share

their information with healthcare providers and other Lifecard users



### Access

their Lifecard records anywhere and anytime, from any device



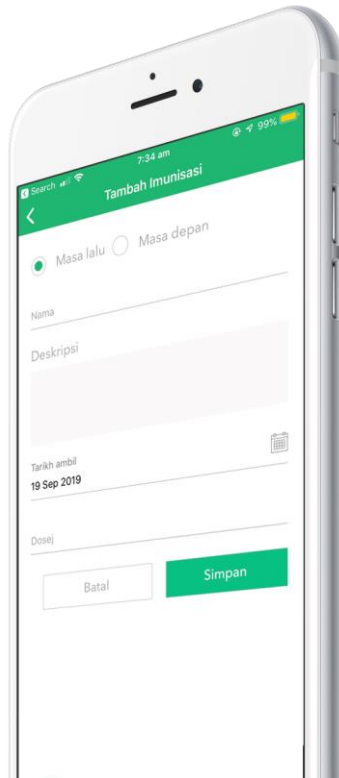
### Store

all their health information and communication securely



### Update

their records on the go via the Lifecard app



## Key features include:

- Phone and web app ✓
- Multilingual ✓
- Account and data sharing ✓
- Create sub accounts ✓
- Measurements (e.g. vitals, labs, fitness) ✓
- Medications and Allergies ✓
- Medical condition history ✓
- Attachments ✓
- Immunisations ✓
- Reminders ✓
- Chronic care modules ✓
- Inbox (Secure Messaging) ✓
- Tasks ✓
- Appointments (for integrated services) ✓
- Single login with HotHealth ✓





Our secure messaging solution support over 10,000 users with a growing national network

Our clients benefit:



Improved care team collaboration




Efficient communications




Patient privacy protection


We support




Government




Hospitals




Community




GPs & Private Practice




Allied Health




Specialists



Connectivity



Pharmacy



Diagnostics Services

We help our clients

Improve patient care and outcomes

Protect patient privacy and personal data

Streamline workflow processes

Grow their referral network

Access to the right information to make informed decisions

Securely communicate with other healthcare professionals

Reduce admin task and improve the patient experience

# hot health

**The digital doorway to better healthcare services**  
A patient engagement platform connecting consumers to their care team

## Key features include:

Secure video conferencing for telehealth ✓

Custom online forms and surveys ✓

Customisable branding, images and colours ✓

Online appointment booking ✓

Access for patients to see and manage their own booked appointments ✓

Integration with ReferralNet Secure Messaging for forms ✓

Mobile app for easy access for patients and providers ✓

Stripe integration for online payments ✓

User groups and chat functions ✓

Staff profile page ✓

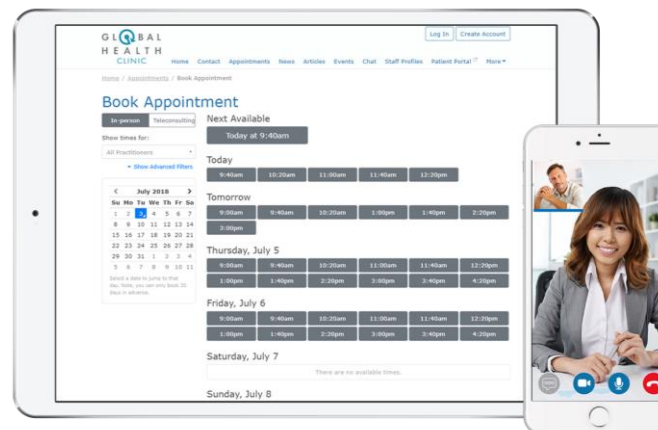
News and Articles page ✓

Events page for easy management of events ✓

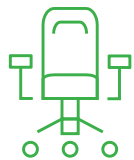
Push and email notifications ✓

Single login with Lifecard ✓

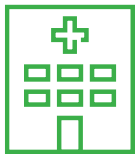
FHIR HL7 API ✓



# Some of our customers



Managing over 3 million occasions of service annually



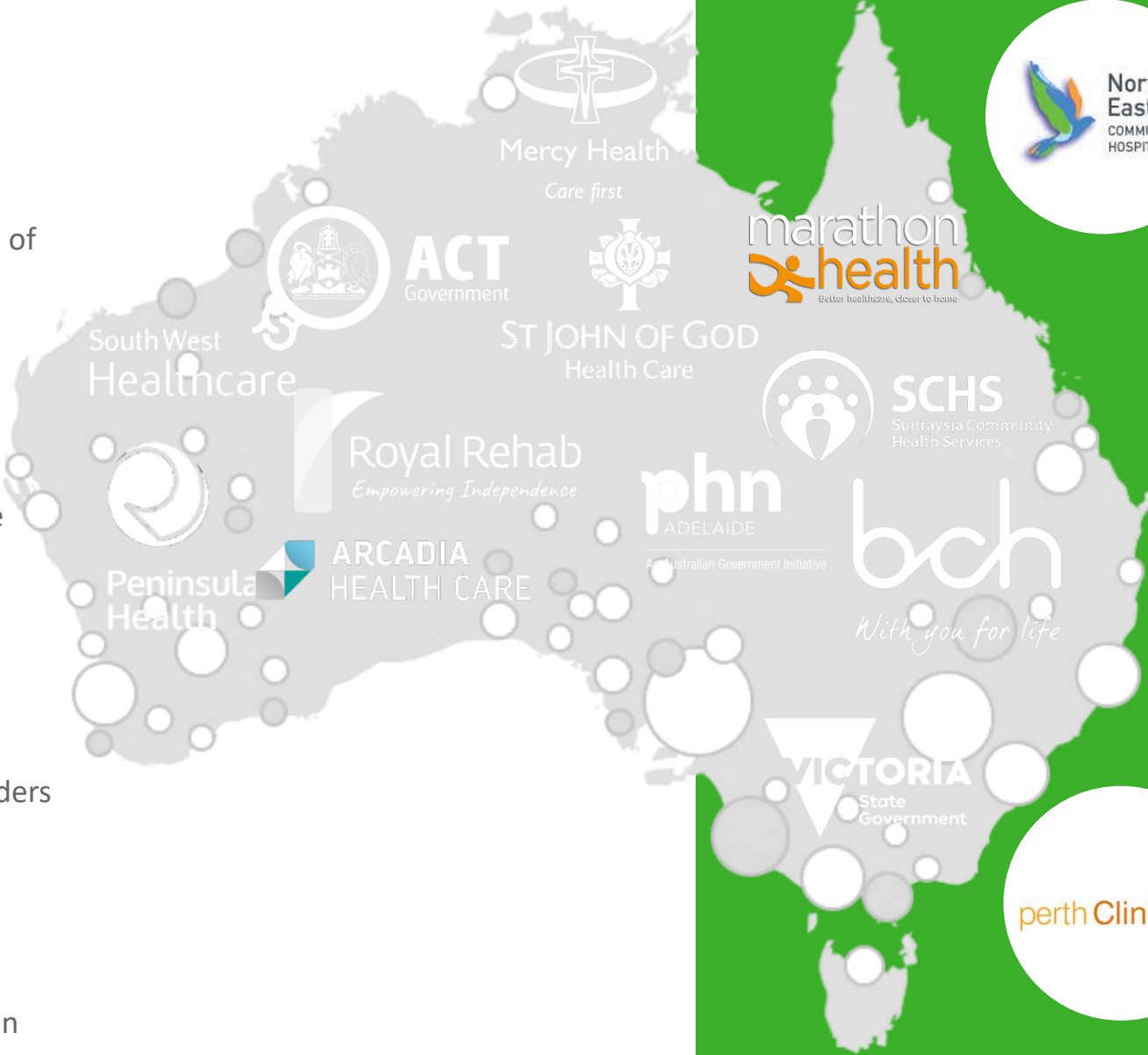
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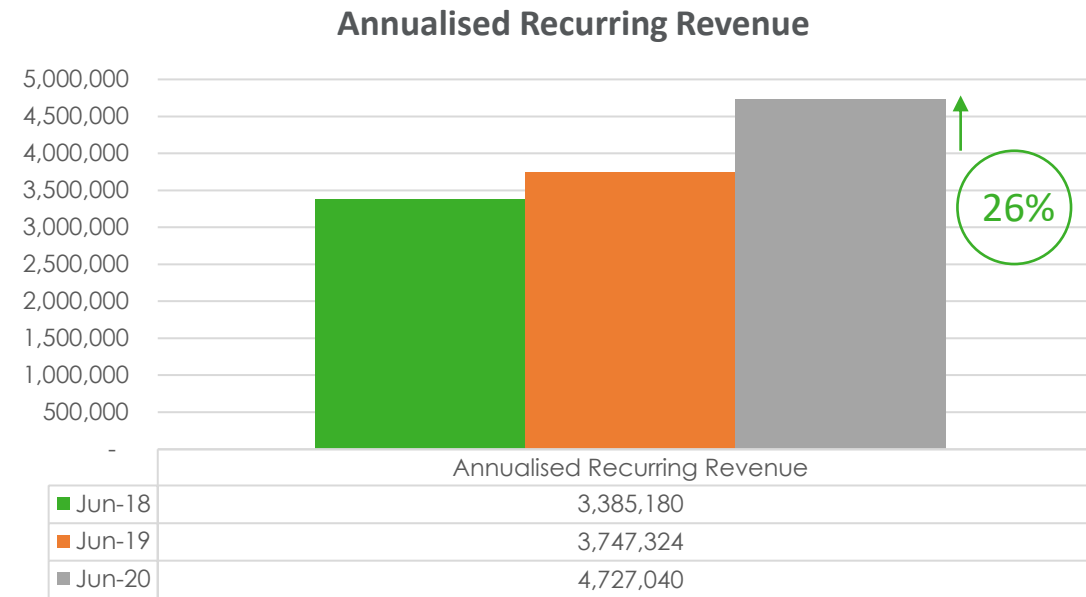
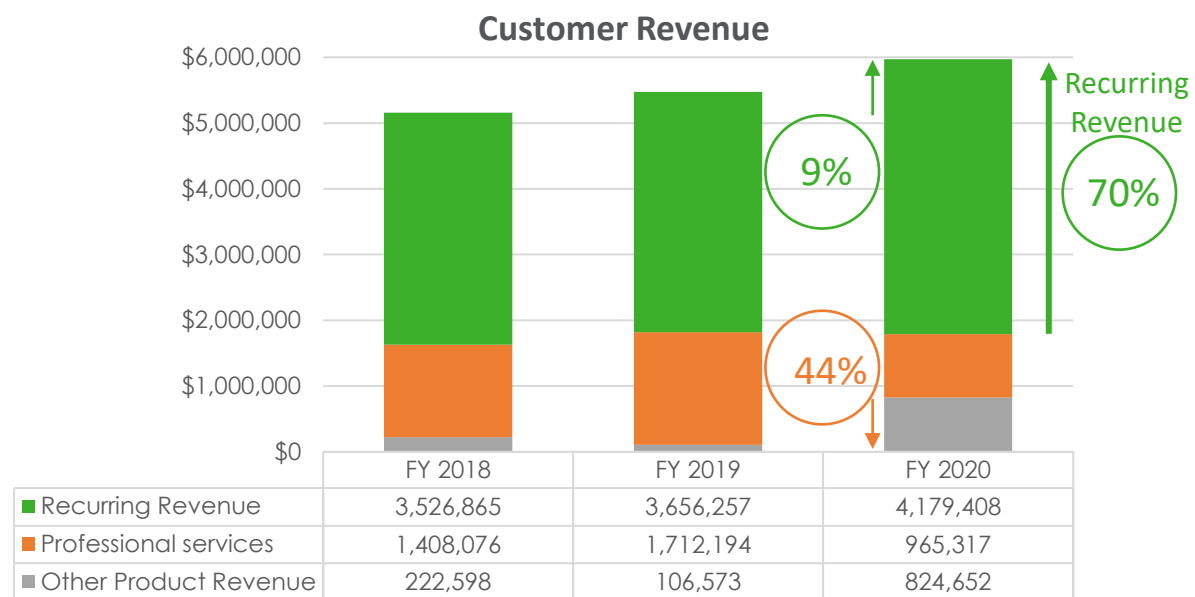
Supporting in excess of 1.5 million people



Saint John of God Community Services

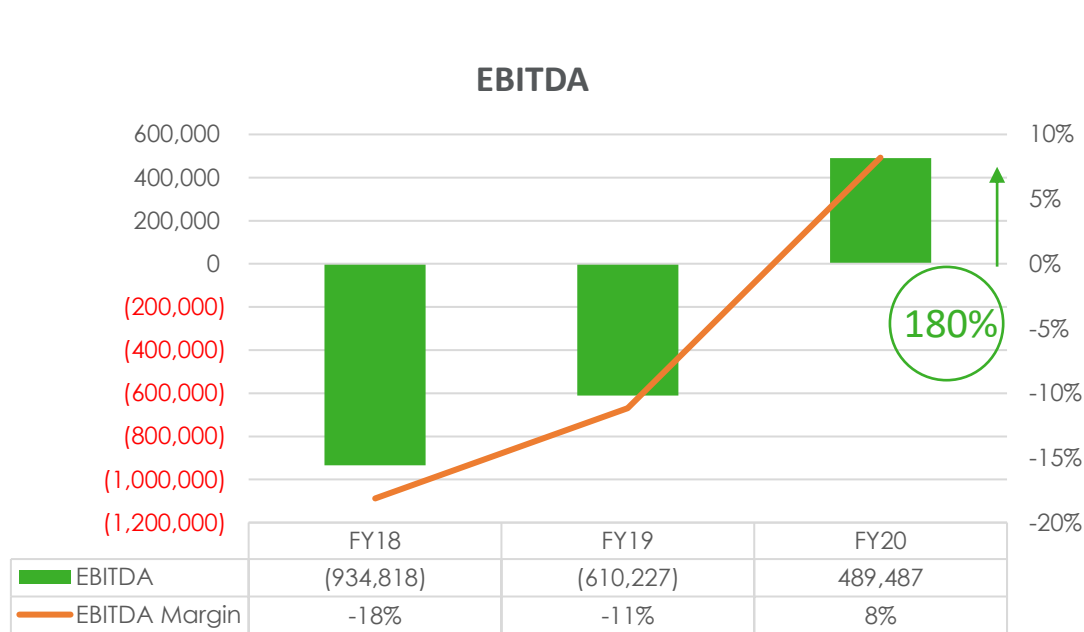


# Financial Highlights – FY20

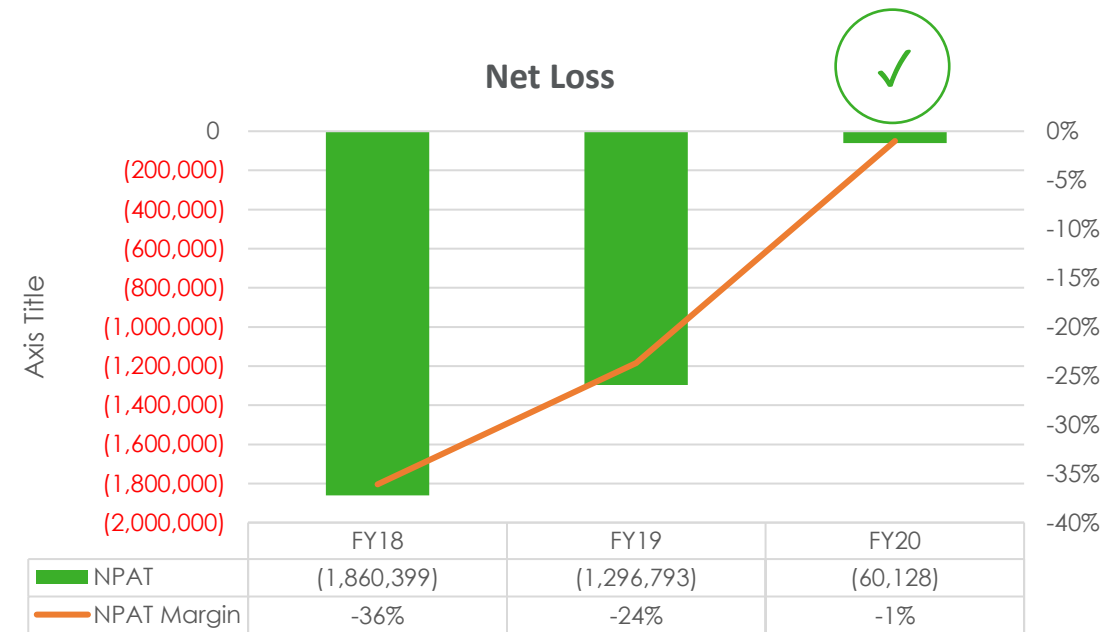


- ✓ Customer Revenue up 9% to \$5.96M, with 70% recurring revenue
- ✓ Professional Services down 44% due to COVID restrictions. Approximately \$750K of Professional Services revenue postponed to the current 2021 financial year.
- ✓ Recurring Subscription and usage revenue up 14% to \$4.17M
- ✓ Annualised Recurring Revenue (ARR) up 26% to \$4.72M

# Financial Highlights – FY20



- ✓ EBITDA up 180% to \$\$489K
- ✓ EBITDA Margin up from -11% to 8%



- ✓ Net Loss reduced by 95% to \$60K
- ✓ NPAT Margin up from -11% to -1%

# Global Health – A Snapshot

## FY 2021 Goals

Deliver backlog of contracted projects to deliver \$750K of services revenue and \$300K of ARR

Develop new-logo customers in NSW & Qld with recently established new Sydney sales team

Expand Community Health market share in Victoria, South Australia and Western Australia

Upsell CHR platforms to existing customers

## Board & Senior Management

Steven Pynt

Chairman

Mathew Cherian

Managing Director

Grant Smith

Director

Robert Knowles AO

Director

## Capital Structure (as of 10<sup>th</sup> Sept 2020)

ASX Code

GLH

Share Price

\$0.225

52 Weeks High

\$0.38

Shares on Issue

42.1 m

**Market Capitalisation**

**\$9.47 m**

## 1 Year Share Chart





**STEVEN PYNT**  
Chairman of Global Health

Steven is an independent Non-Executive Director and the Chairman at Global Health.

In previous roles, Steven was a Director of the Perth legal firm McDonald Pynt which he established in 2003. His main area of practice is in commercial law including corporations law, revenue law and contracts.

He was a member of the Racing Penalties Appeals Tribunal from 1995-2007, Deputy Chairman and then Chairman of the Commercial Tribunal of Western Australia from 1994-2004 and taught Ethics and Professional Responsibility to Articled Law Clerks from 1994-2005.

Steven is a non-Executive Chairman of two other listed public companies, Non-Executive Director of another, and Chief Executive Officer of Muzz Buzz Franchising Pty Ltd, Australia's largest specialty drive through coffee business.



**MATHEW CHERIAN**  
Managing Director of Global Health

Mathew has had a great interest in technology his entire career, and has worked in the industry since 1981.

Global Health, formally known as Working Systems Software Pty Ltd was established in Perth, Western Australia in 1985. Mathew was appointed CEO and Managing Director of the company in 2002, with his first project to re-focus the group in the healthcare sector.

The initial phase of this project culminated with the re-branding of the company as Global Health Limited.

Mathew plays an active role in product strategy and the development of overseas markets. His passion for an integrated and connected healthcare eco-system and patient centricity has been a major driver in the strategic direction of Global Health.



**GRANT SMITH**  
Director of Global Health

Grant has had great involvement in the private hospital and general private health sector throughout his career. He established an independent funds management group and floated Hospitals of Australia, which owned and operated a number of hospitals throughout Australia, and was the first healthcare investment fund in Australia.

Grant was intimately involved in the building of a number of hospitals including Strathfield Private, Southern Highlands Private Hospital, Port Macquarie Hospital and the refurbishment of a number of other healthcare facilities.

He developed and built the Medica Centre and opened the first digital private surgical hospital in Australia. Grant is 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.



**ROBERT KNOWLES AO**  
Director of Global Health

Robert is a former Victorian Minister of Health, Housing and Aged Care.

His leadership roles include a director of the Silver Chain Group of Companies, IPG Pty Ltd and Drinkwise Australia, a Commissioner with the National Mental Health Commission, Chair of the Royal Children's Hospital and Chair of the Victorian Health Innovation and Reform Council, and boardmember of the Brotherhood of St Laurence.

Rob shares Penington Institute's underlying philosophy of harm minimisation.

"By building a system around a recovery model and harm minimisation, addressing mental health and drug dependence problems, we can support people to recover and enable them to lead a contributing life."



To learn more visit our dedicated websites

[www.Global-Health.com](http://www.Global-Health.com)

[www.HotHealth.com](http://www.HotHealth.com)

[www.Lifecard.com](http://www.Lifecard.com)

[www.MasterCare.net.au](http://www.MasterCare.net.au)

[www.ReferralNet.com](http://www.ReferralNet.com)

[www.PrimaryClinic.com](http://www.PrimaryClinic.com)

GLOBAL HEALTH

GLOBAL HEALTH  
Solutions

## Consumer Engagement

hot health

### HotHealth

A digital engagement tool with a website, video conferencing and online booking capabilities to improve patient engagement.

Life card

### Lifecard

A digital Personal Health Record available as an app or online that empowers patients to record, track and measure their health health vitals.

MasterCare+

### MasterCare+

An innovative and truly modular solution that supports organisations in digitising their services and processes.

ReferralNet

### ReferralNet

Integrates with existing clinical software to securely send and receive a range of document types in an HL7 format.

MASTERCARE  
EMR

### MasterCare EMR

An Electronic Medical Record designed for multidisciplinary and team-based care with an inbuilt Practice Management System to help manage chronic disease.

MASTERCARE  
PAS

### MasterCare PAS

A scalable Patient Administration System menus for day procedure services, psychiatric to complex multidisciplinary hospitals.

PrimaryClinic

### PrimaryClinic

A synchronised medical and practice management software for GPs and Specialists that share the same patient demographic.