



Investor Presentation

Company Outlook

March 2021

ASX: GLH

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Positioned for the Healthcare System of Tomorrow

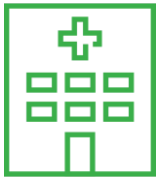
Our Vision

A suite of **patient-centric SaaS platforms** with the goal to improve individual outcomes through empowered patients and digital connectivity across the healthcare eco-system

Our FY21 forecast

- ✓ Annual Customer Revenue forecast to increase by up to 20% to \$7.2m
- ✓ 70% Annual Recurring Revenue and profitable operations

Our Business – SaaS Subscriptions for Providers, Connectivity and Consumers



Deployed in over
**1,000 healthcare
organisations**



Supporting in
excess of **1.5
million people**



Used by **over
10,000 healthcare
providers**

The Need for Change



50% of Australians
live with at least one
chronic disease

With an **aging population** and a **higher life expectancy**, chronic medical conditions are driving an **increase in the investment** of medical plan costs.



70% of Healthcare Costs
relate to the delivery of care to those
with long term or chronic health issues

The healthcare industry demands **innovation** to support **earlier detection and management** of illness to reverse **escalating costs**.

Escalating Healthcare Costs

\$500m is spent daily on healthcare
services in Australia

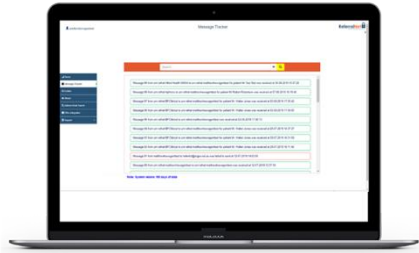
*Without **innovation** and **disruption** our
healthcare systems will continue to be
overloaded and unsustainable*

GLOBAL HEALTH
Connecting Clinicians and Consumers

Our Portfolio of SaaS Solutions

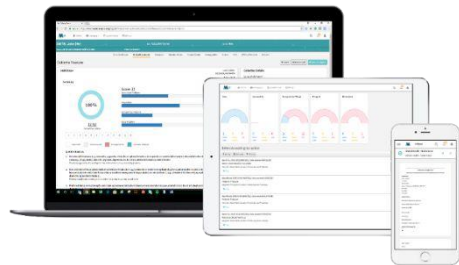
Connecting Clients and Clinicians

For Providers



Secure Connectivity

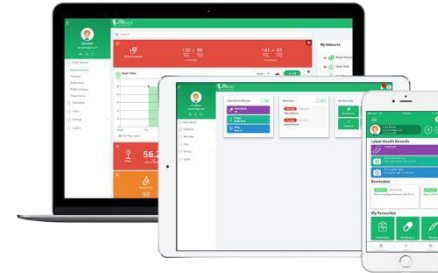
- ✓ Secure messaging delivery system
- ✓ Connecting health providers
- ✓ Guaranteeing non-repudiation



Informed Decision Making

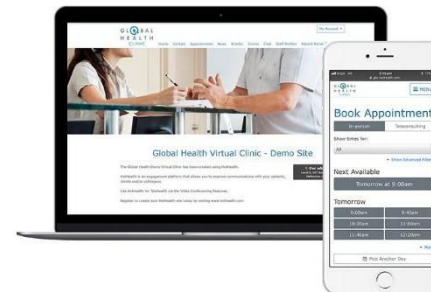
- ✓ Web based, mobile design
- ✓ Designed for client and practice management in a range of settings
- ✓ Integrated with GLH product suite

For Consumers



Consumer Empowerment

- ✓ Personal health record application
- ✓ Empowers consumers to manage their own health and share their health records
- ✓ Marketplace for value add-ons



Patient Engagement

- ✓ Online patient engagement platform
- ✓ Online appointment bookings, payments and telehealth capabilities
- ✓ Mobile patient management

Connecting the Healthcare Eco-System



Allied health



Pharmacy



Pathology



Health fund



Specialist



GP



Hospital



Aged Care



Mental health



Community health



Radiology



ReferralNet | Secure Connectivity

MasterCare



Health Provider
Applications

Existing third
party clinical
and provider
systems

Lifecard



Consumer
Empowerment

Remote home
monitoring
devices and
wearables

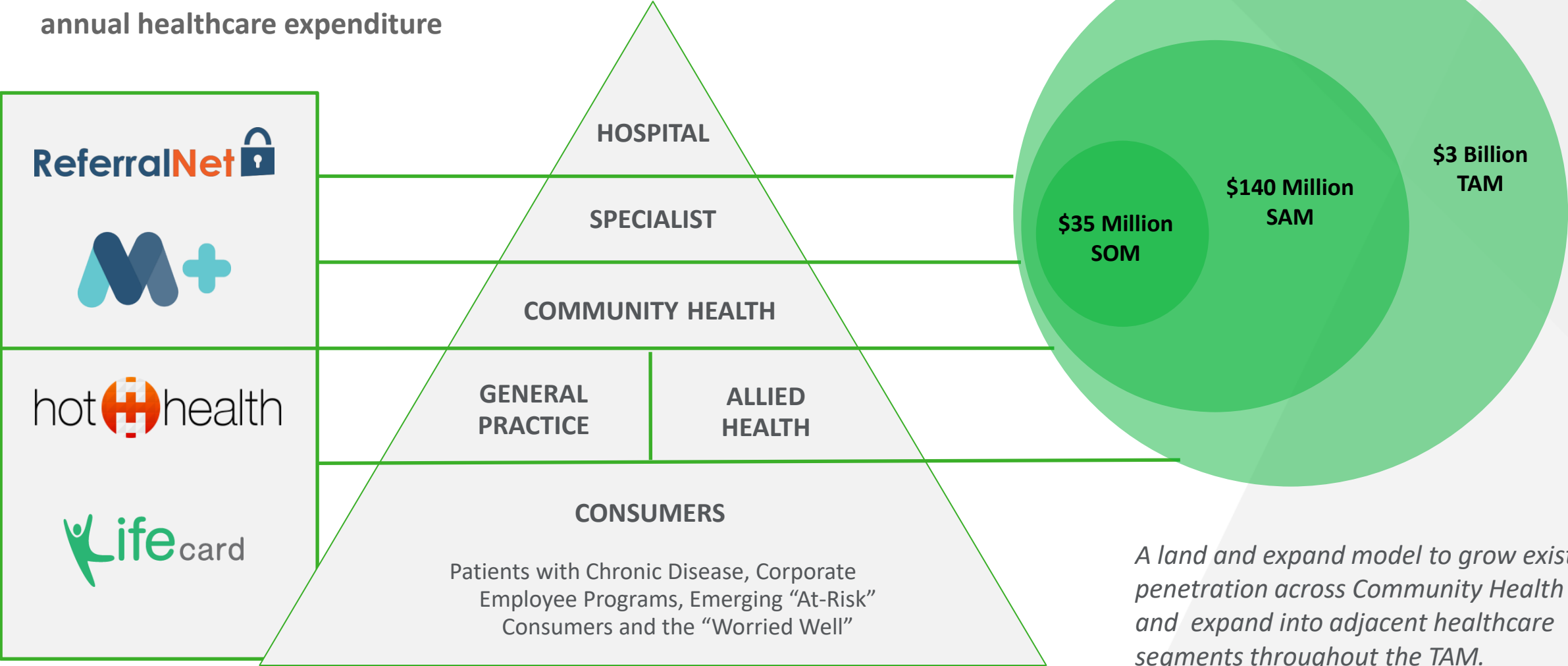


HotHealth | Patient Engagement

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

Australian Healthcare Market Size

\$200 Billion in estimated Australian annual healthcare expenditure



3 Year Growth Plan

Our Patient Centric Approach

1. Expand existing target segment

Expand Community Health market penetration (MasterCare) and upsell Consumer & Connectivity platforms (ReferralNet, HotHealth & Lifecard) to existing Provider customers



2. Explore Acquisitions

Target potential acquisitions (M&A) within Australia to strengthen our domestic position



3. Grow Recurring Revenues

Grow Annualised Recurring Revenue (ARR) by 20% p.a.



4. Overseas Expansion

Target growth in South-East Asia Market on a B2C basis across a potential 650m consumers



650m Healthcare Consumers across the Asia Pacific Region

Establishing Our Brand Across Australia

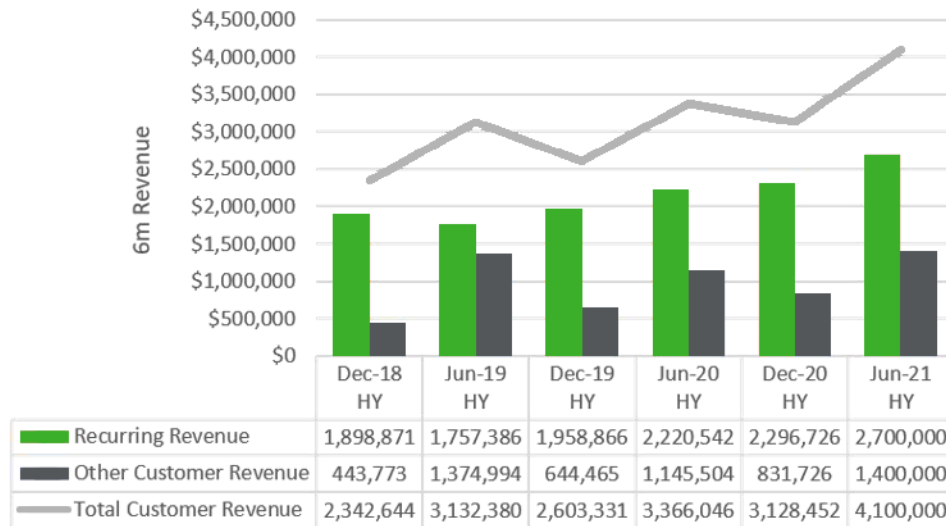
Over 1,000+ active organisations ranging from hospitals, private practices and community health services, to charities, non-for-profits and State Governments across Australia are using **Global Health** platforms.



Revenue Forecasts

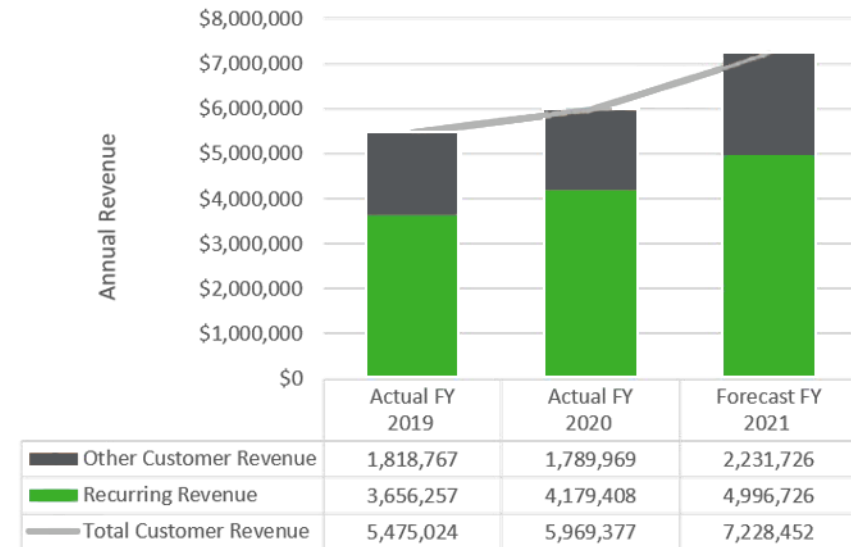
Revenue growth is forecast to continue at **20% per annum**

Half-Year (6m) Revenue Trend



- ✓ Customer Revenue for 6 months to Dec-20 **up 20%** on PCP to \$3.16M, with **70% recurring revenue**
- ✓ Forecast \$4.1M for the 6 months to June-21

FY(12m) Revenue Trend



- ✓ Annual Customer Revenue forecast to increase by **up to 20%** to \$7.2M for the 12 months to June-21
- ✓ Recurring Revenue forecast as **70% of total Customer Revenue**

Company Overview



Steven Pynt Chairman

- Former Director of the Perth legal firm, McDonald Pynt which he established in 2003
- 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

- 40 years of industry experience in technology and managing director of Global Health since 2002
- Refocused the company (formerly known as Working Systems Software Pty Ltd) into the healthcare sector to become Global Health Limited



Grant Smith Director

- Experienced in private health sector, having floated Hospitals of Australia, the first healthcare investment fund in Australia
- Involved in the building of several hospitals including Strathfield Private, Southern Highlands Private Hospital and Port Macquarie Hospital and opened the first digital private surgical hospital in Australia



Robert Knowles AO Director

- Former Victorian Minister of Health, Housing and Aged Care
- Previously 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 board member of the Brotherhood of St Laurence

Capital Structure (as of 9 th March 2021)	
ASX Code	GLH
Share Price	\$0.40
52 Weeks High	\$0.60
Shares on Issue	42.28m
Market Capitalisation	\$17m
Substantial Shareholders	Micron Holdings Pty Ltd (55.5%) & Related Holdings



Glossary

Understanding the key terms in this presentation

SaaS: Software as a Service.

CHR: Connected Health Records.

TAM: Total Available Market – calculated by forecasting annual expenditure on software across all Australian healthcare segments.

SAM: Serviceable Available Market – calculated by estimating annual expenditure on software across the whole Australian community health segment.

SOM: Serviceable Obtainable Market – calculated by estimating the portion of annual expenditure on software across the Australian community health segment the company is well-positioned to capture.

ARR: Annual Recurring Revenue.

B2C: Business to Consumer.

To learn more visit our dedicated websites:

www.Global-Health.com

www.HotHealth.com

www.Lifecard.com

www.MasterCare.net.au

www.referralnet.com.au

www.PrimaryClinic.com.au



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+

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.

GLOBAL HEALTH

Solutions