



**Proactive Lifesciences Webinar
Presentation
10 August 2021**

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Financial data

All references to dollars (\$) in this presentation are to Australian currency, unless otherwise stated.

Market and industry data

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Six Reasons to Invest in Global Health

Key Investment Drivers

- ✓ Uniquely positioned in the Healthcare sector with digitisation a big focus in a COVID-19 environment
- ✓ Strong Board, Leadership and Management Team with newly appointed CEO, Michael Davies highly focused to drive sales
- ✓ Strong outlook for organic Revenue Growth with 70-80% ARR
- ✓ Newly enhanced **MasterCare, Lifecard, ReferralNet** and **HotHealth** SaaS platforms ideally suited to the needs of the market place
- ✓ Target M&A activity and opportunities in the Asia Pacific Region
- ✓ Strong cash position to fund growth

Global Health raised \$7.8m with Bell Potter & Baker Young to:

- Accelerate growth of the Company through enhanced Sales team and increased Development resources to upgrade customers to the Company's SaaS platforms
- Strong balance sheet to improve procurement of business opportunities
- Opportunity to target M&A
- New Investors assist in boosting liquidity in the stock

Your Health System

Australia's annual expenditure on healthcare was \$185B in 2017-18. Healthcare expenditure has grown at a rate of 4.3% p.a. since 2001 (*Source: AIHW*). With over 70% already being spent on chronic disease management each year, without innovation and disruption, our health system will continue to be overloaded and unsustainable



Demographic

- Increasingly Ageing Population
- Rising incidence of Chronic Disease



50%

Of Australians Live With **1 or More** Chronic Diseases
(*Source: AIHW*)



Industry

- Disconnected Healthcare Systems
- Complex Funding and Reporting programs

31%

Of This Burden Is **Considered Preventable**
(*Source: AIHW*)



Consumer

- Siloed and Incomplete Patient Health Records
- Frustrating engagement and empowerment tools

10-20%

Of Chronic Discharges Return to Hospital **Within 1 Month**
(*Source: AIHW*)

GLOBAL HEALTH

What we do at Global Health:

Specialists In Supporting The Delivery Of Community Chronic Disease Management Services

SaaS Subscription Model to Connect Healthcare Providers and Consumers



Global Health develops, owns and markets 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 Core Brands:



For Healthcare
Providers



For Industry-Wide
Connectivity



For Patient
Engagement



For Consumer
Empowerment

Our Strength - Community Health Market

Community Health Organisations deliver primary health, human services and support to local communities. They sit alongside general practice and privately funded services to make up the primary healthcare sector

Our Market Leading Software Solution for Victorian Community Health

The **MasterCare brand** is currently positioned as the market leading software solution for Victorian Community Health organisations due to its unique value proposition, granting our clients the ability to **maximise their funding potential** with access to reports and data extracts for more Government funded programs than **any other healthcare software in the Australian market**

Our Supported Programs:

- **20+ State & Federal Programs**
- **100+ Community Health Organisations**
- **7 State Health Services**
- **8 Billing & Claiming Types**
- **12,000+ Clinicians & System Users**

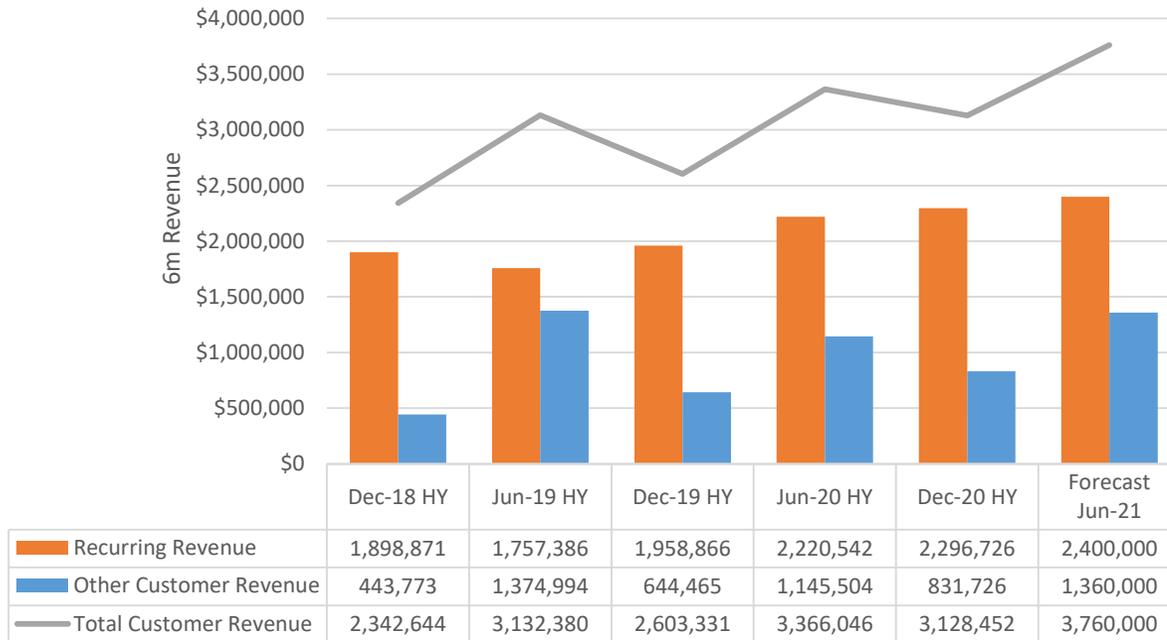
Global Health has been engaged to implement **MasterCare** in six Community Health organisations in Victoria over the last 24 months

This represents **13%** of the **\$35m** Victorian Community Health market, which in turn makes up only a fraction of Australia's total **\$170m** Community Health market

FY21(f) Revenue of A\$6.9m

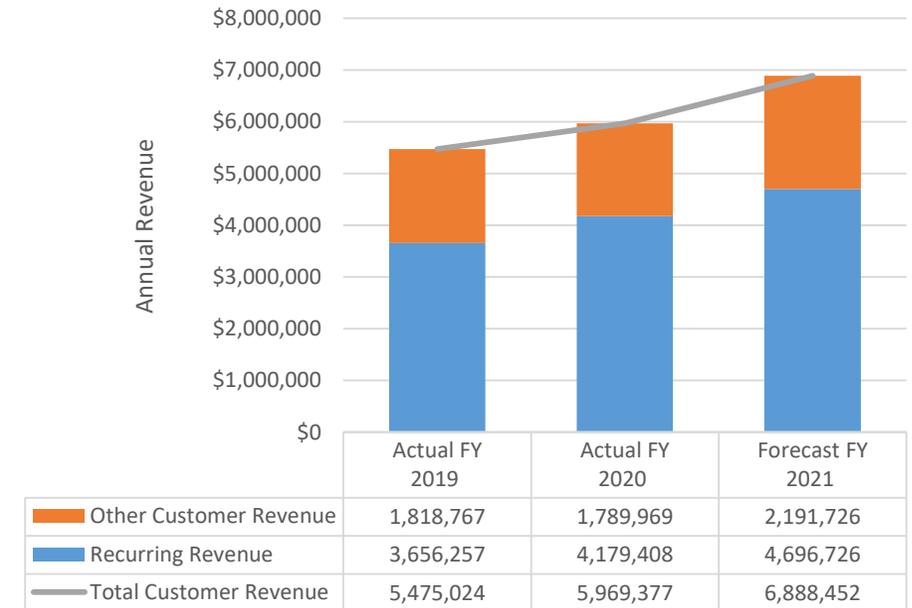
Approximate EBIT breakeven position for FY21, achieved with only 1 sales person. Significant investment in sales from cap raise expected to drive 25%+ p.a recurring revenue growth going forward

Half-Year (6mth) Revenue Trend



✓ Customer Revenue for 6 months to Dec-20 up 20% on PCP to \$3.16M, with 70% recurring revenue

FY (12mth) Revenue Trend



✓ Annual Customer Revenue forecast to increase by 15+% for the 12 months to June-21

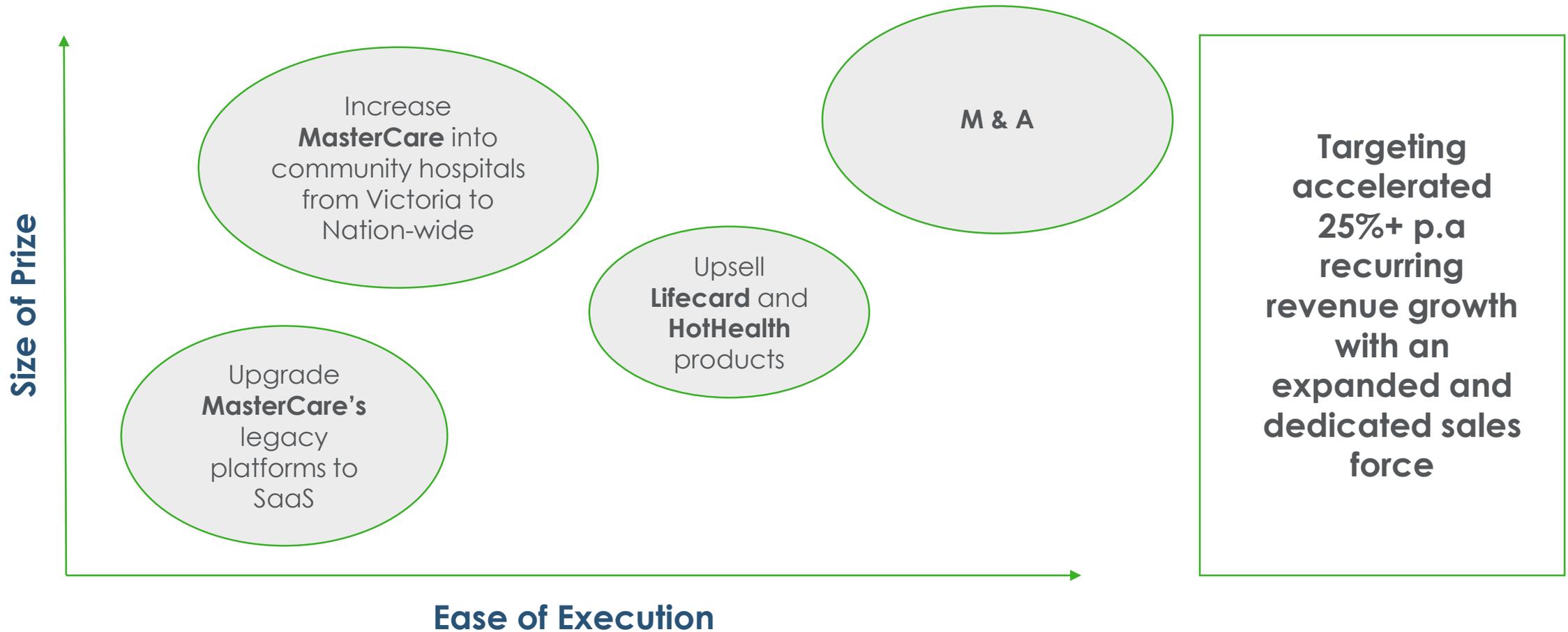
✓ Recurring Revenue at 70% of total Customer Revenue

— Our new CEO - Michael Davies (from 1st July) —

- New CEO at **Global Health**
- 20 Years of sales experience across leading groups including Telstra, Optus and most recently as Head of Revenue for Macquarie Telecom
- Big focus in career on sales generation, strong leadership with demonstrable interpersonal skills and an in depth understanding of the 'key drivers' to build and grow a successful ASX listed company
- Key focus will be to drive top line sales revenue growth for **Global Health** through a focus on delivering exceptional customer engagement and customer success, and an increased profile across enterprise buyers in the sector



To Recap: Drivers for Revenue Growth in FY21/22



Board of Directors



ROBERT KNOWLES AO
Non-Executive Director

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

His leadership roles include Chair of Melbourne's Royal Children's Hospital, Chair of the Victorian Health Innovation and Reform Council, a director of the Silver Chain Group of Companies, IPG Pty Ltd, Beyond Blue and Drinkwise Australia. Rob is also a former Commissioner with the National Mental Health Commission, National Health and Hospital Reform Commission and former board member 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."



GRANT SMITH
Non-Executive Director

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 Medical 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.



MATHEW CHERIAN
Executive Director

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.



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.

For Further Information

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