

## Live Interview with CEO

**Global Health Limited (ASX:GLH) ("Global Health" or "the Group")** advises that CEO Mathew Cherian will be conducting a live interview at midday AEDT today, Monday 21 October 2024.

The interview will incorporate discussion of Global Health's latest quarterly results released on Friday, 18 October 2024, forecasts and key areas of focus for the year ahead. Members of Strawman can access the interview at: <https://strawman.com/home>

A copy of the presentation is attached to this announcement.

The same presentation will be utilised for the upcoming MicroCap conference on 29<sup>th</sup> & 30<sup>th</sup> of October 2024:

<https://web.cvent.com/event/6351b9d9-cf0f-449a-9df0-9089b654ef50/websitePage:24b66584-fd5c-4e01-9ac9-a913aa0aef75>

This ASX announcement has been authorised for release by the Chair of Global Health.

### **For further information, please contact:**

#### **Global Health Limited (ASX:GLH)**

Mathew Cherian  
Managing Director  
M: 0409 099 788  
E: [Mathew.cherian@global-health.com](mailto:Mathew.cherian@global-health.com)

### **About Global Health Limited (ASX:GLH)**

Global Health Limited (ASX:GLH) is a leading provider of Digital Health solutions to the Australian Healthcare Industry. Innovation, consumer-centricity and connectivity are the foundations of the Company's vision of 'Connecting Clinicians and Consumers.'

Global Health helps streamline the delivery of healthcare services and provide better health outcomes across various health sectors, including acute and community settings.

Global Health offers a range of tailored software and SaaS solutions helping health businesses to be more efficient and deliver excellent patient care. These include electronic medical records for health delivery organisations, client management systems for community health, patient administration systems for hospitals, practice management

systems, secure messaging for connected care, patient engagement platforms and consumer health records.

Located in Melbourne, Victoria the company is ISO27001 compliant.

To learn more about Global Health please visit: <http://www.global-health.com/>

**For more information**



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# Market Update

October 2024




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The truth, accuracy or completeness of any information provided by the Company is not assured or warranted and no responsibility or liability is accepted by the Company, its related bodies corporate or its directors, officers and advisors for any reliance placed on the information provided. To the fullest extent permitted by law, the Company accepts no responsibility or liability (including in negligence) in connection with any act or omission, directly or indirectly in reliance on any information provided by the Company.

Any forward-looking statements are not guarantees or predictions of future performance and involve known and unknown risks, uncertainties and other factors beyond the Company's control, which may cause actual results to be materially different from those expressed in any forward-looking statement. Neither the Company nor its officers, directors or advisers guarantee or make any representation about the success of the Company or any capital, dividend or other return in respect of holding shares in the Company, or that buying shares in the Company is a suitable investment for you.





# Escalating and unsustainable healthcare costs

Source: AIHW.gov.au

**70%** of Australia's \$240B is spent on managing and supporting people living with lifelong conditions

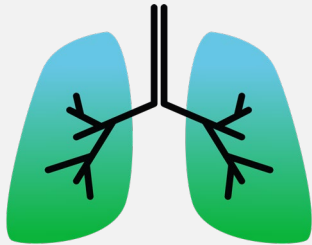


- ❖ In 2021–22, Australia spent an estimated \$241.3 billion on health goods and services, an average of \$9,365 per person.
- ❖ In real terms (adjusted for inflation), this was an increase of 6.0% (\$13.7 billion) or \$484 per person (in 2021–22 dollars) from 2020–21 and larger than the average yearly growth rate over the decade to 2021–22 (3.4%).
- ❖ In 2021, Australia had the 15<sup>th</sup> highest health spending as a proportion of gross domestic product (GDP) out of 38 Organisation for Economic Cooperation and Development (OECD) countries.
- ❖ Australia's health spending to GDP ratio was 10.5% – higher than the OECD median (9.5%).

Australians are living longer than ever before, but **chronic conditions continue to have a considerable impact;**  
91% of the non-fatal burden of disease is related to them.

# Increasing Incidence of Chronic disease

Source: AIHW.gov.au



**60%** of Australians (15.5 million) live with 1 or more chronic disease i.e. People living with anxiety, depression, asthma, diabetes, hypertension, alcohol addiction, drug dependencies etc.

In 2020–2022, an estimated 8.5 million Australians (43% of the population) aged 16–85 had experienced a mental disorder at some time in their life while 4.3 million people aged 16–85 (22% of the population) had experienced a mental disorder in the last 12 months.

The 5 most common :

- **anxiety (4.8 million people, 18.9%)**
- back problems (4.0 million people, 15.7%)
- **depression (3.2 million people, 12.4%)**
- asthma (2.8 million people, 10.8%)
- deafness or hearing loss (2.4 million people, 9.6%)

The 5 risk factors that caused the most disease burden in Australia in 2018 were:

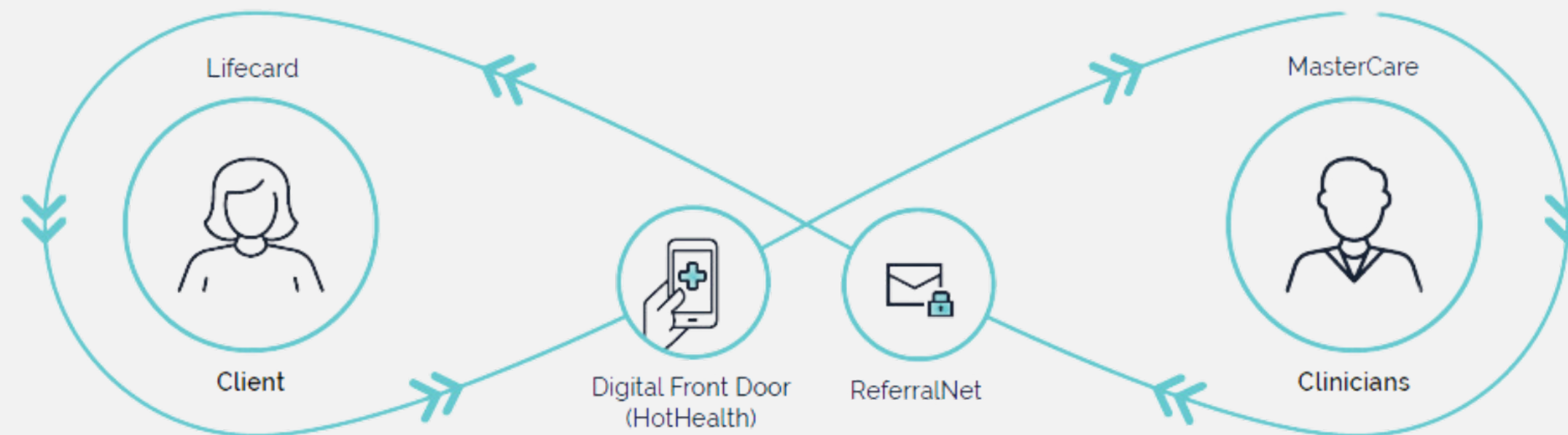
- tobacco use (8.6% of total burden)
- overweight and obesity (8.4%)
- dietary risks (5.4%)
- high blood pressure (5.1%)
- alcohol use

*Treatment of chronic conditions typically involve a **team of medical and allied health specialists** working to create a care plan that includes **behavior changes** from impacted individuals.*



# Our Mission

Enhancing health outcomes for individuals and improving operational and financial outcomes for healthcare providers with a patient-centric and connected healthcare eco-system.



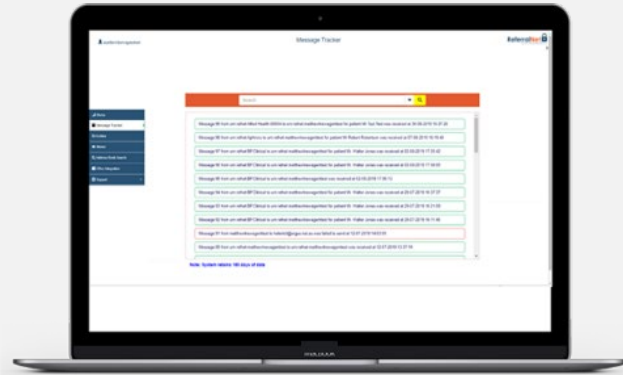
**Global Health (ASX: GLH)** develop and market a portfolio of composable software and SaaS platforms designed to digitally connect consumers with their clinicians, encouraging a more collaborative healthcare model that automates workflow, delivering improved productivity and profitability for operators and empowers consumers to better manage their health and wellness.

# Our Portfolio of SaaS Solutions

Connecting Consumers and Clinicians

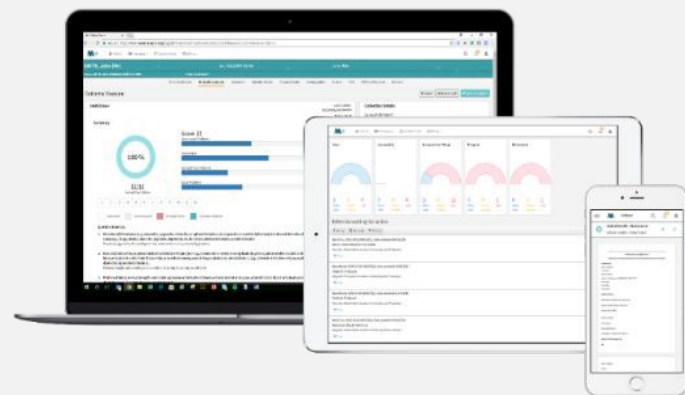
GLOBAL HEALTH

## For Providers



### Secure Connectivity

- ✓ End-to-end encryption
- ✓ Shared clinical documents
- ✓ Payload agnostic
- ✓ Guaranteed non-repudiation



### Informed Decision Making

- ✓ Any device, anytime, anywhere
- ✓ Optimised for business workflow
- ✓ Fully featured for clinicians

## 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



### Consumer Engagement

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



# Competitive Advantage



The 5 most common chronic conditions :

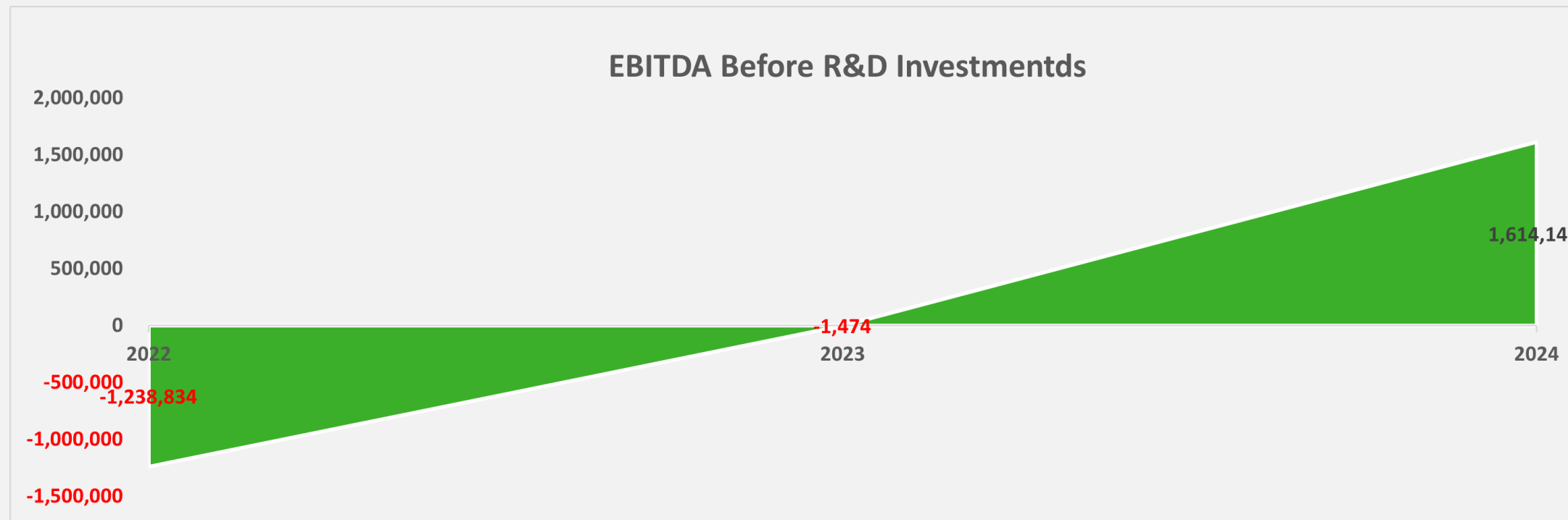
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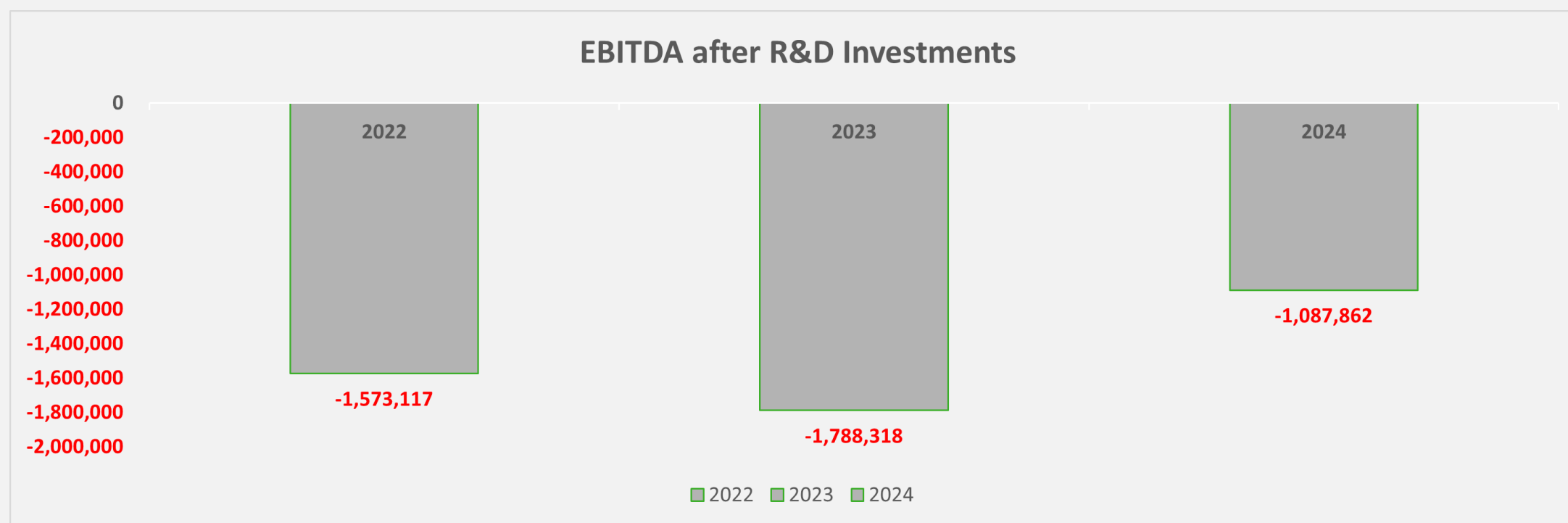
- ✓ Healthcare providers focusing on Mental Health and Alcohol and Other Drug (AOD) treatment represent a key customer segment for Global Health. These conditions are among the top five most prevalent chronic diseases.
- ✓ Global Health is a market leading provider in the chronic disease segment, supporting individuals living with lifelong conditions across diverse healthcare settings. These include hospitals, general practices, specialist services, allied health, community health, mental health, aged care, and in-home care.
- ✓ Global Health's HotHealth Consumer engagement and Lifecard empowerment platforms are key to managing the risk factors that cause the most disease burden.
- ✓ This provides Global Health with a unique advantage to be able to serve multiple sectors of the healthcare eco-system across with customers in the community health, primary, secondary and acute care segments of healthcare.

# Financial Performance – Expenses & EBITDA



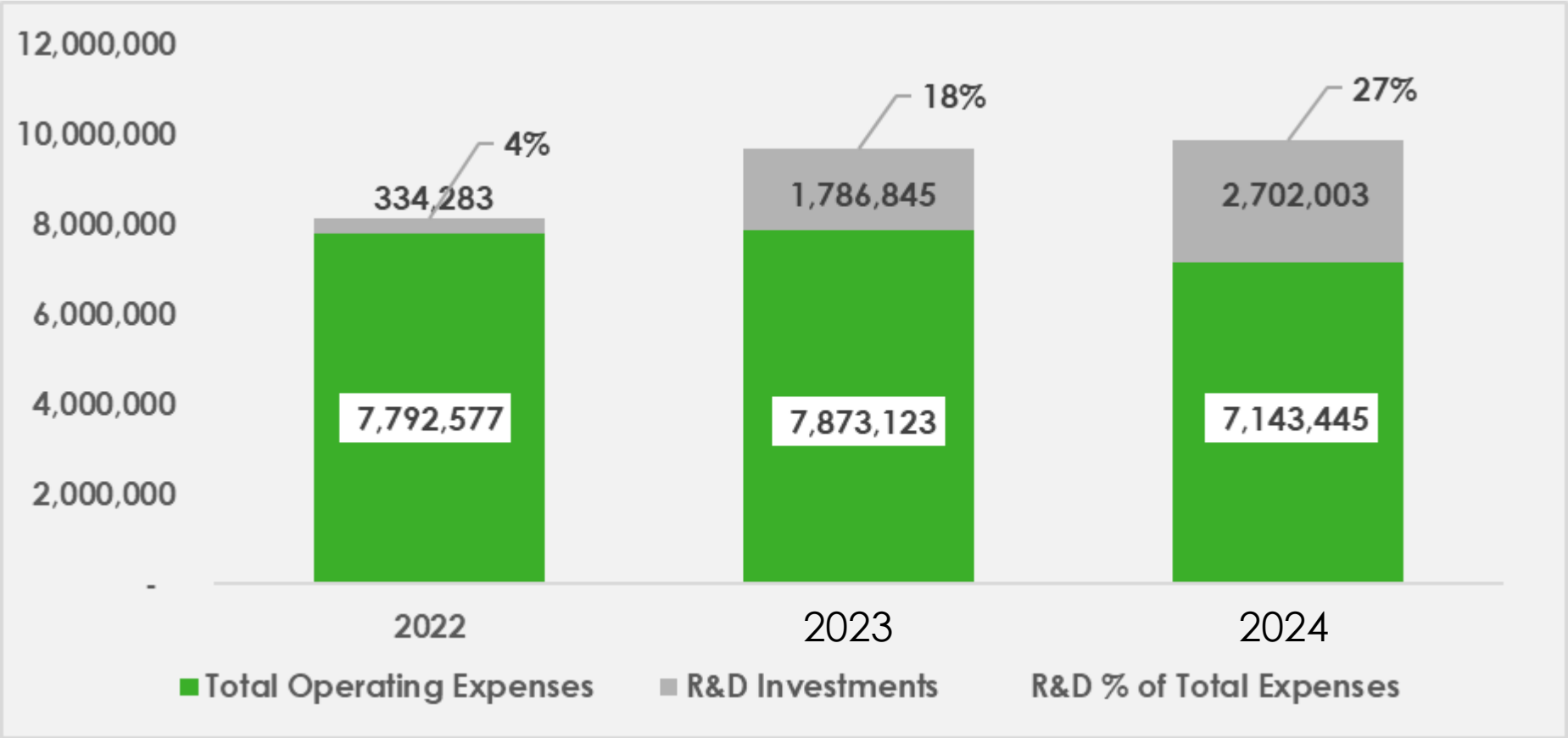
Over the 24 months since June 2022, Operating EBITDA improved by \$2.85M from negative EBITDA of (\$1.238M) before Growth R&D investments to **positive EBITDA before Growth R&D investments of \$1.614M in FY24.**

However, over the same period, investments in future revenue or Growth R&D increased from \$324K (4% of total expenses), to \$1.782M in FY2023 and \$2.702M (27% of total expenses), in FY 2024.



EBITDA after R&D investments are fully expensed and forecast to revert to a **positive earnings result in FY25.**

Expenses Profile



With the bulk of the Growth R&D now complete, investments in Growth R&D is forecast to **reduce to \$2.055M in 2025** representing 22% of total expenses.

Our composable MasterCare Plus (M+) SaaS platform integrated to our HotHealth Digital Front Door and Lifecard Patient empowerment platforms will be the focus of marketing and sales initiatives going forward.

## Transition On-Prem Solutions

PrimaryClinic

MASTERCARE  PAS

MASTERCARE  EMR



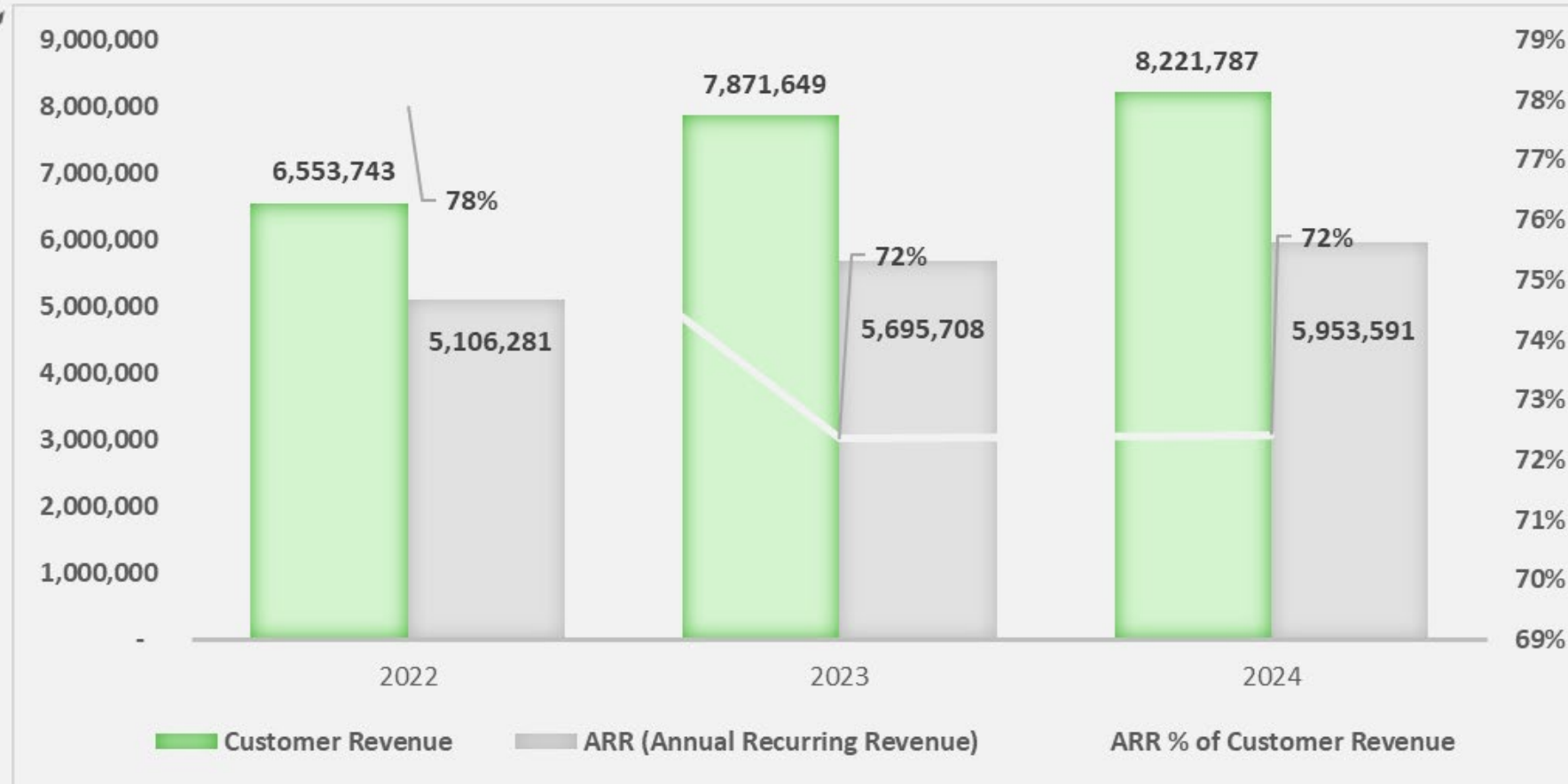
## To SaaS Based Solution





# Financial Performance - Revenue & Gross Margin

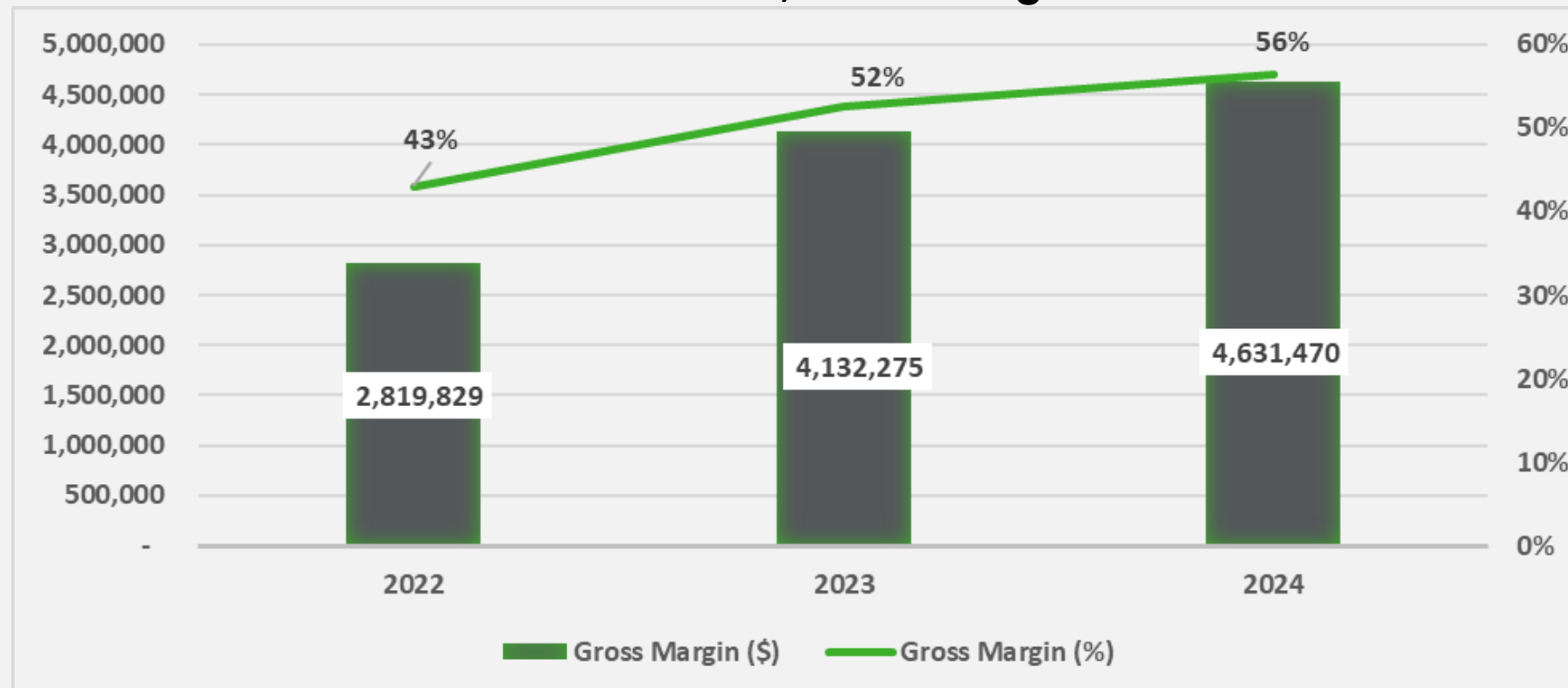
## Revenue



## In the 24 months since June-22:

- Customer revenue (excluding Interest income and Grants) **increased by 25%**
- Customer Subscriptions or ARR (Annual Recurring Revenue) **increased by 17%.**
- ARR as a percentage of Customer Revenue was 72% in the last two financial years.

## Net Revenue / Gross Margin

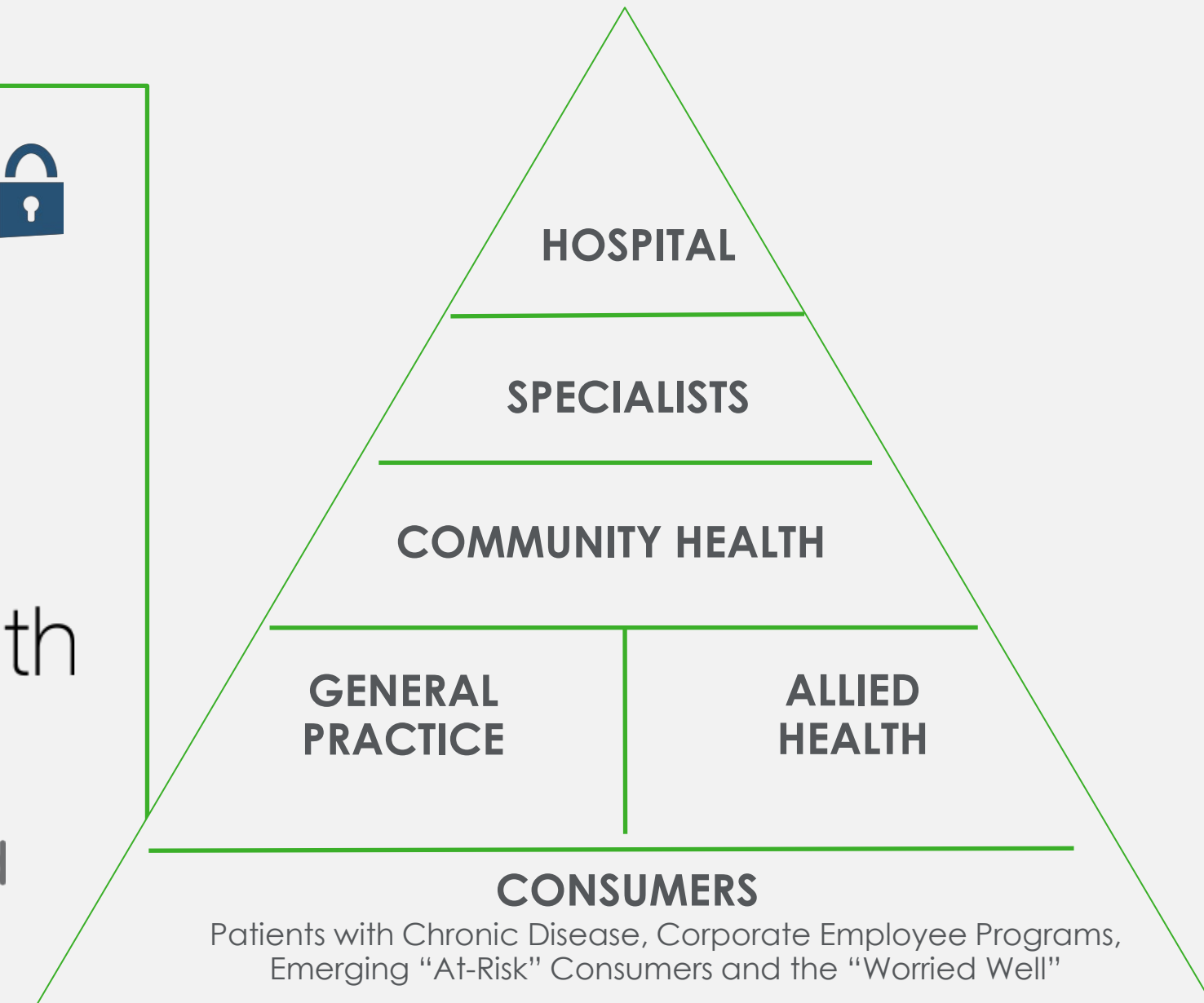
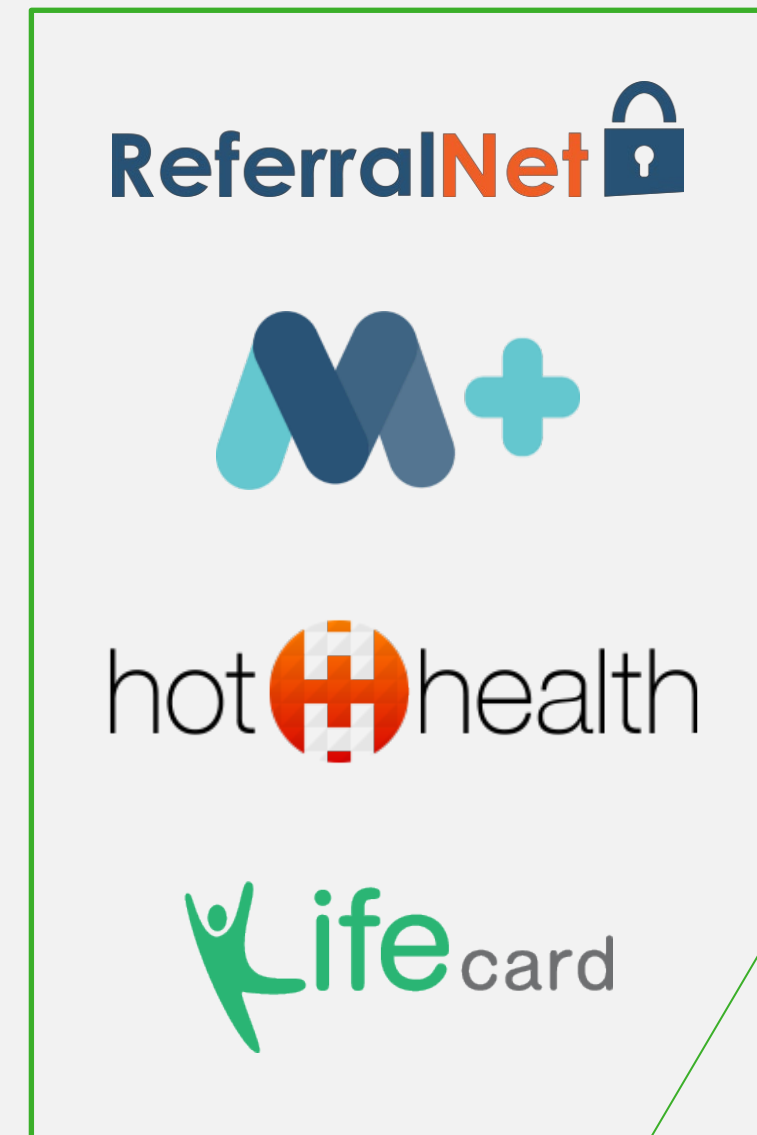


Net Revenue or Gross Margin is Total Revenue less Product Development and Maintenance, customer support, 3<sup>rd</sup> party costs and services.

Net Revenue **increased by 64%** from \$2.819M to \$4.631M

Gross Margin **increased from 43% to 56%.**

# The Australian Healthcare Market Size



- ❖ **650** private hospitals including day hospitals
- ❖ **36,000** Medical Specialists
- ❖ **31,000** General Practitioners
- ❖ **47,000** Psychologists
- ❖ **200,000** Allied Health Professionals

A land and expand model to grow existing penetration across Community Health and expand into adjacent healthcare segments throughout the TAM.



# Looking Ahead

## FY2025 - Revenue Target of 10% growth

- Commenced rollout of our MasterCare+ SaaS platforms as an upgrade to existing Primary Care, Community Health and Hospital customers.
- Commenced Value-add upsell campaigns with HotHealth Digital front Door, Microsoft Cloud Hosting and ReferralNet Secure Messaging functionality.
- Initiated campaigns to acquire “new-logo” SaaS customers using low-touch online channels, Customer Success Officers and Business Development Managers.
- ARR is forecast at \$7M representing 18% growth over FY24

## FY2025 - Expense Target is a 10% reduction in total expenses

- Reduce R&D investment by 25% from \$2.7M to \$2M.

## Ongoing Activity - FY2025 and beyond

- Continue to develop Reseller Channels in Australia and overseas.
- Develop B2C market with Lifecard for consumer empowerment and engagement.
- Explore M & A opportunities



# Market Information

## Additional Financial Information (as at 30 June 2024)

Cash and cash equivalents	\$2,066,224
Borrowings (Debt)	\$1,026,862
Trade Receivables	\$849,381
Trade Payables	\$334,926
Intangible Assets	\$0

## Share Information

Shares on Issue	58,048,778
Unlisted options (\$0.25 / 11th December 2024) issued to 6 holders	630,000
Convertible notes at \$1 issued to 18 holders redeemable on 17 June 2027	946,000

Substantial Shareholders:	
Mathew Cherian	24,176,619
J P Morgan Nominees Australia Pty Ltd	8,587,654

79.92% issued shares owned by Top Twenty largest shareholders

# Our Board of Directors



**GRANT SMITH**  
Independent Chairman

A seasoned healthcare executive with over 40 years of experience in the private hospital and general private health sector. Grant has been instrumental in the establishment and operation of numerous hospitals across Australia, including the first digital private surgical hospital. He is currently involved in the development of several new hospitals; he is also involved in utilising digital technology to generate productivity for the healthcare sector.



**STEVEN PYNT**  
Independent Non-Executive Director

Steven is a Director of the Perth legal firm, MP Commercial Lawyers, and his main area of practice is in commercial law including corporations' law, franchising, and contracts. He was formerly a member of the Racing Penalties Appeals Tribunal and Chairman of the Commercial Tribunal of WA.



**STEVEN STRANGE**  
Independent Non-Executive Director

Steven brings over 30 years of leadership experience to the Board at Global Health at a very opportune and pivotal time, where the Company seeks to significantly grow its business both domestically and in its positioning in the Asia Pacific Region. Steven was the Founder and Executive Director of Health Metrics (HM) a leading provider of software solutions to the aged care sector. He also recently successfully completed the sale of HM to Private Equity interests.



**KAREN CORRY**  
Independent Non-Executive Director

Karen is an experienced board director and business leader in digital health, technology, and finance. Previously a KPMG partner and founder of Delta Management Consulting, where she has led digital health strategy initiatives for over a decade. She is currently a non-executive director at Peninsula Health, Chair of ACSO and the Cultural Development Network, and a Fellow of both the Institute of Chartered Accountants and the Australian Institute of Company Directors.



**MATHEW CHERIAN**  
Managing Director

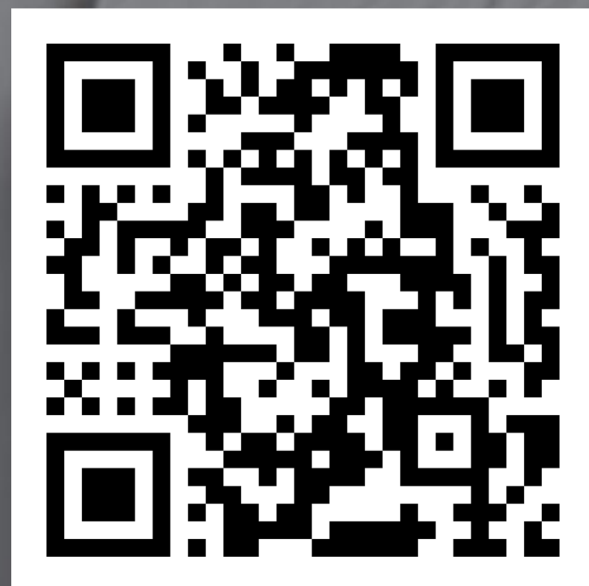
Mathew has been in the information technology industry since 1981. In 1985, he established Working Systems Pty Ltd in Perth, Western Australia. He was appointed CEO of Working Systems Solutions Limited in January 2002 to refocus the Group as a software product developer for the healthcare sector. The initial phase culminated with the rebranding of the Company as Global Health Limited in December 2007. Mathew plays an active role in product strategy and the development of overseas markets for the Company.

# Thank you for listening!



## For Further Information

Visit our website



**Mathew Cherian**

Managing Director, Global Health Limited,

E: [investor.relations@global-health.com](mailto:investor.relations@global-health.com)

M: +61 409 099 788