



Investor Update November 2014

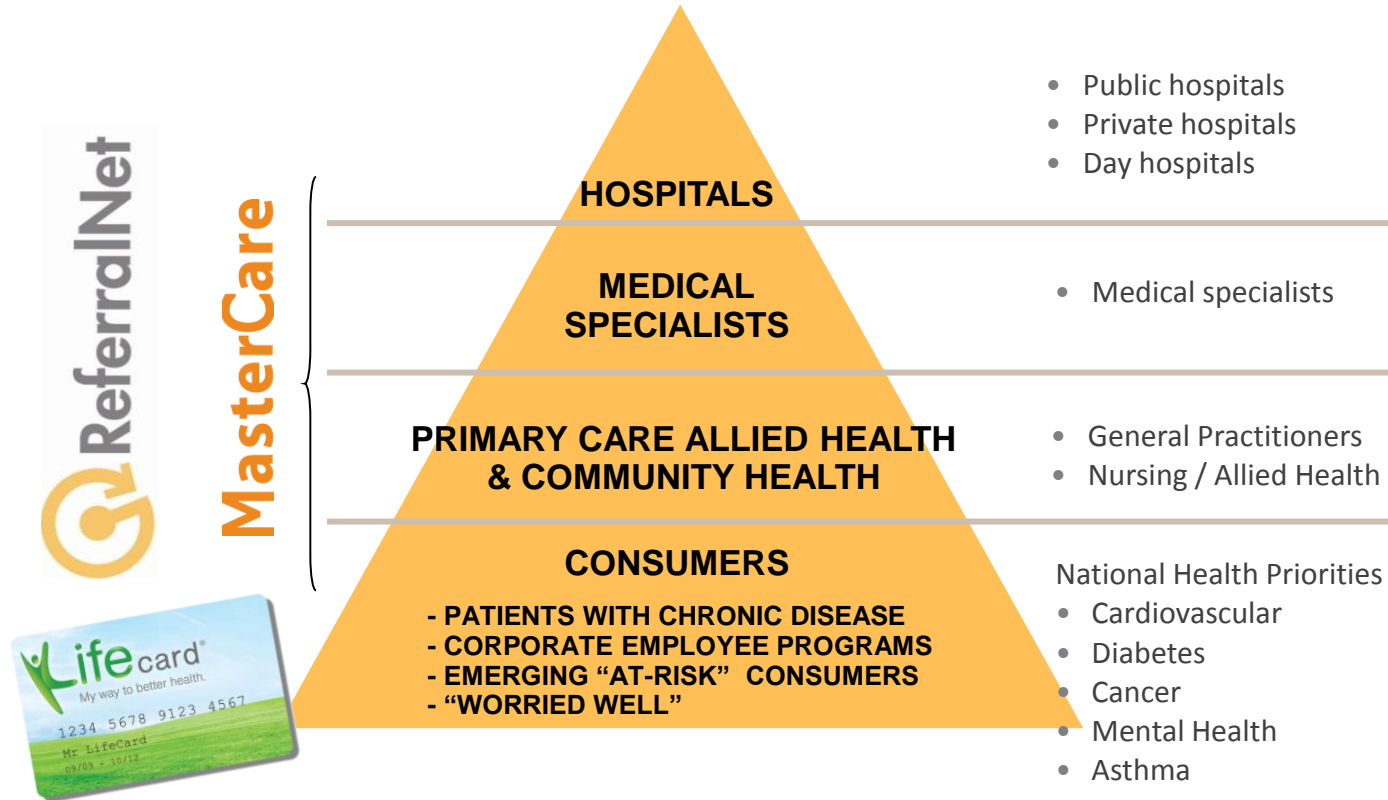
Our Business- In brief

- Design, develop, supply and support software applications for the Healthcare Industry
 - Largest Industry in the world demanded by every citizen in every country from cradle to grave
 - Fastest growing industry due to the increasing global population and rising affluence
- One of few companies with a holistic (“Global”) view of healthcare that seeks to “Streamline the Patient Journey”
- Applications that potentially touch every point of engagement through the Patient Journey regardless of demographic or state of health
- Revenue from software subscriptions (Annual Licence, maintenance and Support)

Brief History

| Date | Activity |
|-------------|--|
| 1985 | Established in Perth as a Consulting and Software Development business servicing a broad variety of industries |
| 1991 - 2000 | Developed strong credentials in Hospital (acute sector) Patient Administration Systems in Australia and SE Asia |
| April 2000 | Listed on ASX as Working Systems Solutions providing e-learning, e-business and e-health consulting services and software applications |
| 2003 – 2008 | Transitioned out of non-health and consulting (non-product) business. Extended e-health portfolio to include clinical, consumer and connectivity applications. |
| 2008 | Name change to Global Health reflecting sole focus on e-health software applications . |
| Today | 95% of revenue from healthcare clients. Software licence and recurring subscriptions between 70% to 80% of total revenue |

Healthcare Market Segments



Settings:

Acute (Hospitals),
Non-Acute
(Community)

Audience:

Consumers,
Clinicians and
Administrators

Our Goal - Connecting Clinicians and Consumers



Combination of On-Premises and Cloud applications across healthcare segments



MHAGIC

Shared EMR designed to optimize the practice of mental health case management.



EMR

Fully featured shared electronic medical record for multidisciplinary care teams, specialists and allied health.



PMS

Appointments, billing, online claiming, rostering, for back the back office business processes.



Connect

Browser-based provider portal to access clinical notes management plans and patient histories anytime, anywhere!



ReferralNet

Secure electronic messaging of correspondence between providers.



Data Warehouse

Gain valuable insights into clinical and business activity through the dynamic and flexible executive information system.



HotHealth

Template website that provides an online portal for health businesses to engage with their providers and patients.



Patient Portal

Engage online with your patients to capture patient Information and assessments.



Lifecard

Personal Health record for consumers accessible anytime, anywhere!



ePAS

Fully featured patient administration system to support the logistics and management of hospitals and day surgeries

FY-14 Highlights

| Group Revenue | up 16% | to \$5.25M |
|------------------------|--------|------------------------|
| EBITDA | up 43% | to \$1.66M |
| NPAT | up 32% | to \$1.44M |
| EPS (Adj) | up 23% | to 4.4 cents per share |
| | | |
| Cash at Bank | up 35% | to \$1.11M |
| Cash + net receivables | up 72% | to \$951K |

Financial Performance

Highlights:

- Licence Subscriptions up 13%
- Total Revenue up 16%
- Operating Expenses up 6%
- EBITDA up 43%
- EBIT up 38%
- Net Profit After Tax up 32%

| | Jun-14 | Jun-13 | Change | Change |
|------------------------------|-------------|-------------|--------|----------|
| <u>Revenue</u> | \$ | \$ | % | \$ |
| Licence and Subscription | 4,102,836 | 3,621,385 | 13% | 481,451 |
| Professional Services | 666,065 | 564,414 | | |
| Other | 482,185 | 357,964 | | |
| Total Revenue | 5,251,086 | 4,543,763 | 16% | 707,323 |
| <u>Operating Expenses</u> | | | | |
| Salaries & Related | (2,614,639) | (2,328,956) | | |
| Direct External Costs | (136,803) | (271,921) | | |
| Corporate, Sales & Marketing | (840,158) | (778,461) | | |
| Total Expenses | (3,591,600) | (3,379,338) | 6% | -212,262 |
| <u>EBITDA</u> | 1,659,486 | 1,164,425 | 43% | 495,061 |
| Depreciation | (8,402) | (13,876) | | |
| Amortisation | (209,953) | (105,657) | | |
| <u>EBIT</u> | 1,441,131 | 1,044,892 | 38% | 396,239 |
| Finance Costs | 31,397 | (66,897) | | |
| Forex gains / (losses) | (29,015) | 118,853 | | |
| Net Profit | 1,443,513 | 1,096,848 | 32% | 346,665 |

Financial Position

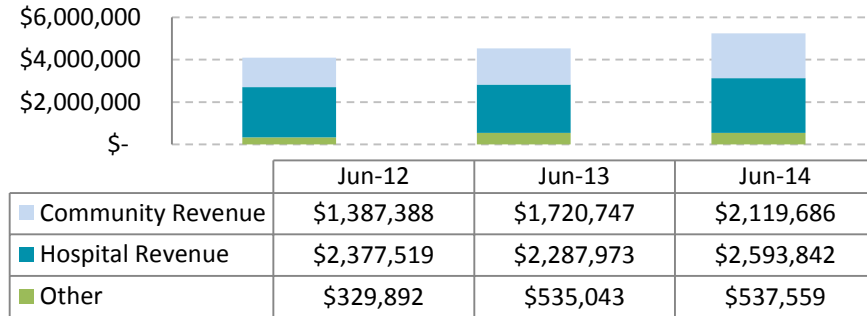
Highlights:

- Cash up 35%
- Cash + Net Receivables up 72%
- Zero Debt
- ~\$4.5M of carry forward tax losses
- Return On Equity up 59% to 180%

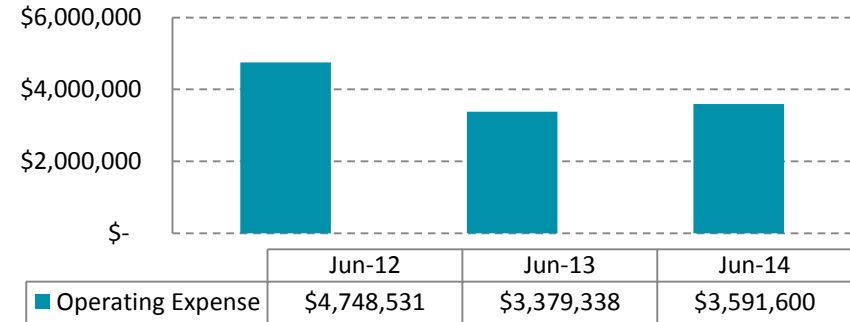
| | Jun-14 | Jun-13 |
|--------------------------------|-------------|------------|
| <u>Current Assets</u> | \$ | \$ |
| Cash & Equivalents | 1,117,444 | 825,354 |
| Receivables | 500,899 | 564,719 |
| Other | 166,479 | 125,302 |
| Total Current Assets | 1,784,822 | 1,515,375 |
| <u>Non-Current Assets</u> | | |
| Receivables | 97,680 | - |
| Intangibles | 3,080,101 | 2,189,594 |
| Property, plant and Equipment | 10,664 | 7,878 |
| Total Non-Current Assets | 3,188,445 | 2,197,472 |
| <u>Current Liabilities</u> | | |
| Payables | 666,817 | 838,041 |
| Interest bearing Liabilities | 44,715 | 55,080 |
| Provisions | 455,439 | 434,791 |
| Unearned Income | 997,646 | 1,095,368 |
| Total Current Liabilities | 2,164,617 | 2,423,280 |
| <u>Non-Current Liabilities</u> | | |
| Provisions | 133,598 | 86,521 |
| Total Non-Current Liabilities | 133,598 | 86,521 |
| <u>Net Assets</u> | 2,675,052 | 1,203,046 |
| <u>Equity</u> | | |
| Contributed Equity | 20,656,242 | 20,656,242 |
| Reserves | 186,133 | 157,723 |
| Accumulated Losses | -18,029,436 | -9,473,161 |
| Minority Interests | -137,887 | -137,759 |
| <u>Total Equity</u> | 2,675,052 | 1,203,045 |

3-Year Comparison

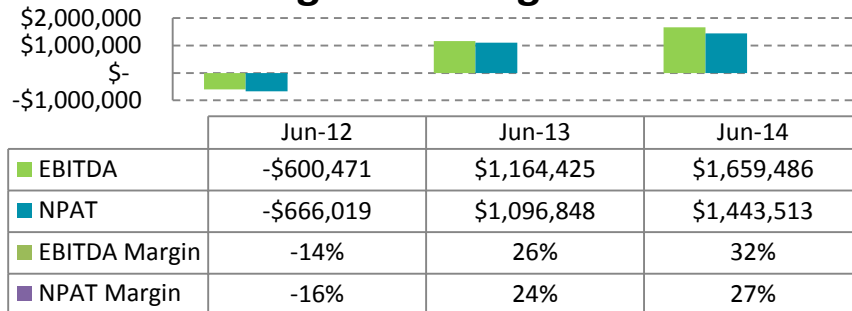
Revenue by Segment



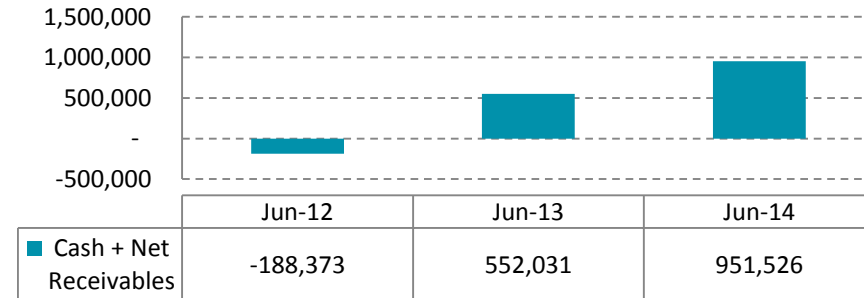
Operating Expenses



Earnings and Margins



Cash + Net Receivables

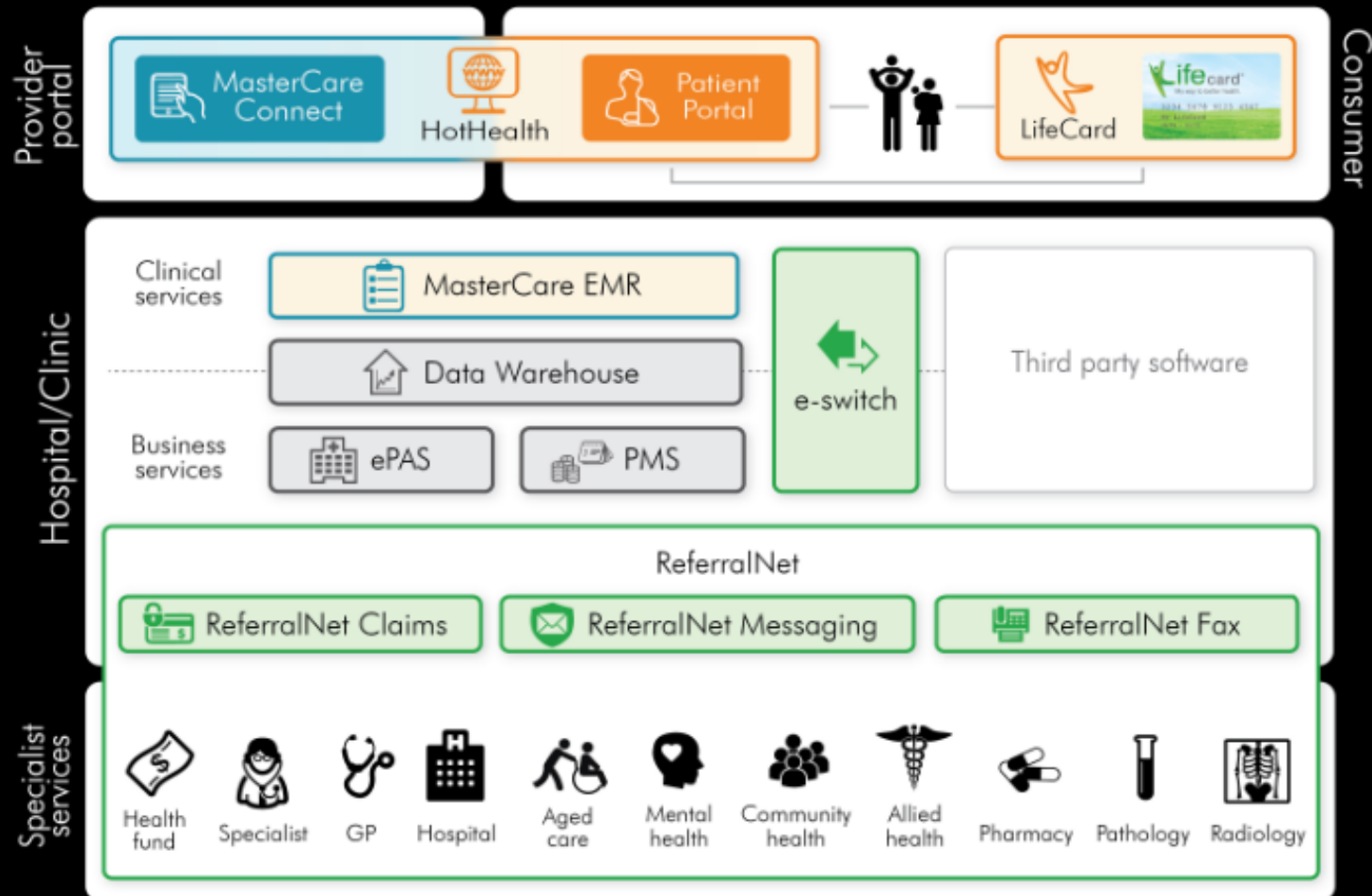


Looking Forward



- Increase cloud deployment
- Access Global Marketplace for both Supply & Sales
- Increase customer value by bundling
- Engage consumers for “healthcare and wellness” not just “sick care”
- Open Cloud architecture to encourage collaboration and “add-ons”

A typical portfolio deployment



Corporate Snapshot

Board of Directors

| | |
|--------------------------|--------------------------|
| Chairman (Non-Executive) | Steven Pynt |
| Director (Non-Executive) | Robert Knowles AO |
| Director (Non-Executive) | Grant Smith |
| Managing Director / CEO | Mathew Cherian |
| Company Secretary / CFO | Peter Curigliano |

Capital Structure (ASX:GLH)

| | |
|--------------------------|-------------------|
| Ordinary Shares on Issue | 32,659,758 |
| Unlisted Staff Options | 1,290,000 |

Contact Details

| | |
|-------------|--|
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GLOBAL HEALTH

Connecting Clinicians and Consumers



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