



Capital Raising Presentation

15 June 2021

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Financial data

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

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This presentation contains information relating to the industries, segments and markets in which the Company operates (**Industry Data**). Unless otherwise stated, this information has been prepared by the Company using both publicly available data and its own internally generated data. The Company's internally generated data is based on estimates and assumptions that the directors and management of the Company believe are reasonable. In addition to the Industry Data, the Presentation contains third party market data, estimates and projections. There is no assurance regarding the accuracy of such information and the third party information, and the Industry Data, has not been independently verified by the Company.

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

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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%

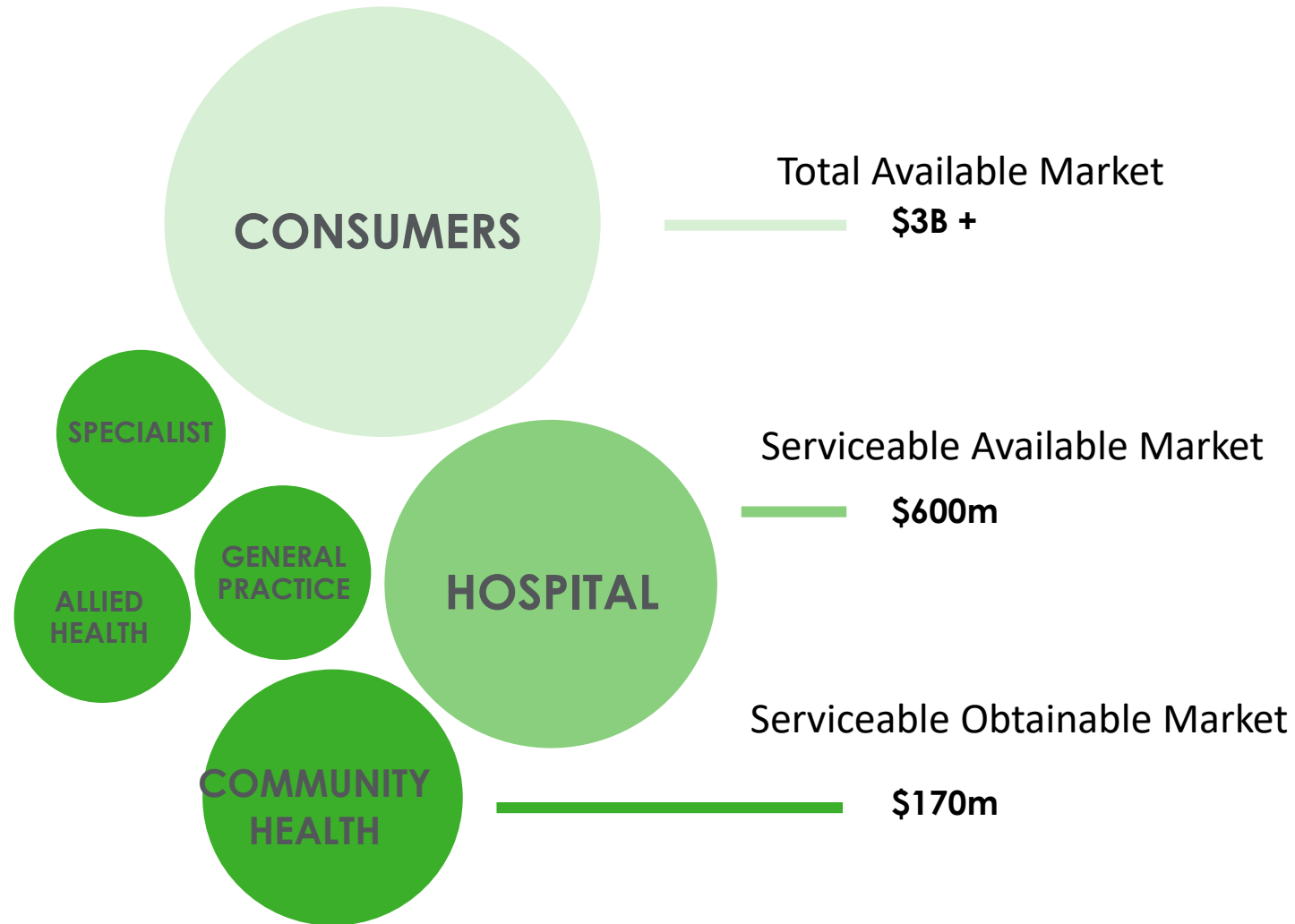
Of Chronic Discharges Return to Hospital **Within 1 Month**
(Source: AIHW)

Your Healthcare Market

Estimated spend of \$120 per person on non-clinical health-related purchases each year

All functions of the overall chronic disease market are addressable by **Global Health products**, from smaller general practice markets to the larger hospital and consumer health markets

With a land and expand model, **Global Health** will continue to target the **\$170m Australian Community Health market** before addressing the larger **consumer market** with an estimated size of **\$3B** annually



Our SaaS Platforms – Linking the Health Eco-System

ReferralNet connects providers across the healthcare network, enabling the secure exchange of clinical documents across general practice, allied health, pharmacy, health funds, specialists, hospitals, aged care, mental health and diagnostic services.

Connecting the Australian Referral Network

Linking to Existing 3rd Party Provider Systems

MasterCare is our provider brand. It is deployed with middleware to connect with existing 3rd party clinical, financial or other provider systems. This ensures healthcare delivery providers have access to the right information at the right times, for more informed clinical decisions.

Data from Home Monitoring Devices And Wearables

Our **Lifecard app** is designed for consumers to keep a single record of all their personal, and extended families, medical and health information. The record can be shared with others, including health professionals to encourage pro-active behaviour changes and better personal health outcomes.

Engaging with Consumers on a Digital Platform

HotHealth sits between health organisations and their customers. The platform allows interactions to occur online including digital forms, tele-consulting, discussion groups and online appointments. HotHealth is one of the most comprehensive patient engagement and Customer Relationship platforms available in Australia.



Our Customers

Our average client tenure is more than 8 years with satisfied customers upgrading through multiple technology generations over 25 years



From hospitals, general practices, specialists, community health and allied health services to charities, non-for-profits and State Governments, **Global Health** is:

- ✓ Deployed in over 1,000 Healthcare Organisations
- ✓ Used by over 10,000 Healthcare Providers
- ✓ Supporting in excess of 1.5 Million People

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:

Medicare Claiming, DVA Work Cover, TAC, PHF, HiCAPS, Private Billing, PIR, Crisis and triage, NDIS, HACC, CH, VADC, VINAH, NOCC, FMHiCHP, AOD, AOD ACT, AOD NSW, PMHC, CHSP

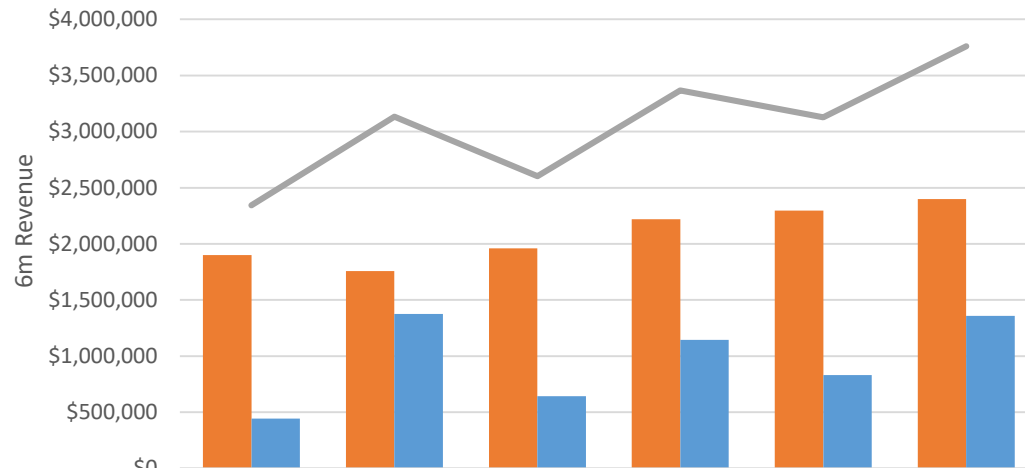
Global Health has been engaged to implement **MasterCare** in six Community Health organisations in Victoria over the last 24 months

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\$6.8m

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

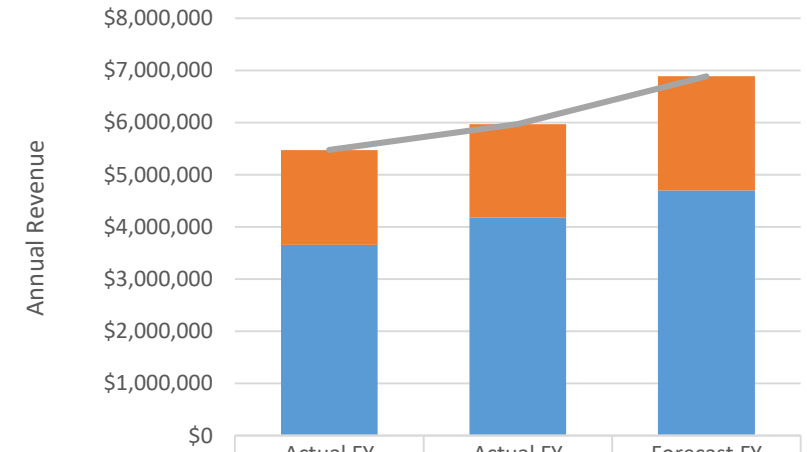
Half-Year (6mth) Revenue Trend



	Dec-18 HY	Jun-19 HY	Dec-19 HY	Jun-20 HY	Dec-20 HY	Forecast Jun-21
Recurring Revenue	1,898,871	1,757,386	1,958,866	2,220,542	2,296,726	2,400,000
Other Customer Revenue	443,773	1,374,994	644,465	1,145,504	831,726	1,360,000
Total Customer Revenue	2,342,644	3,132,380	2,603,331	3,366,046	3,128,452	3,760,000

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

FY (12mth) Revenue Trend



	Actual FY 2019	Actual FY 2020	Forecast FY 2021
Other Customer Revenue	1,818,767	1,789,969	2,191,726
Recurring Revenue	3,656,257	4,179,408	4,696,726
Total Customer Revenue	5,475,024	5,969,377	6,888,452

✓ 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)

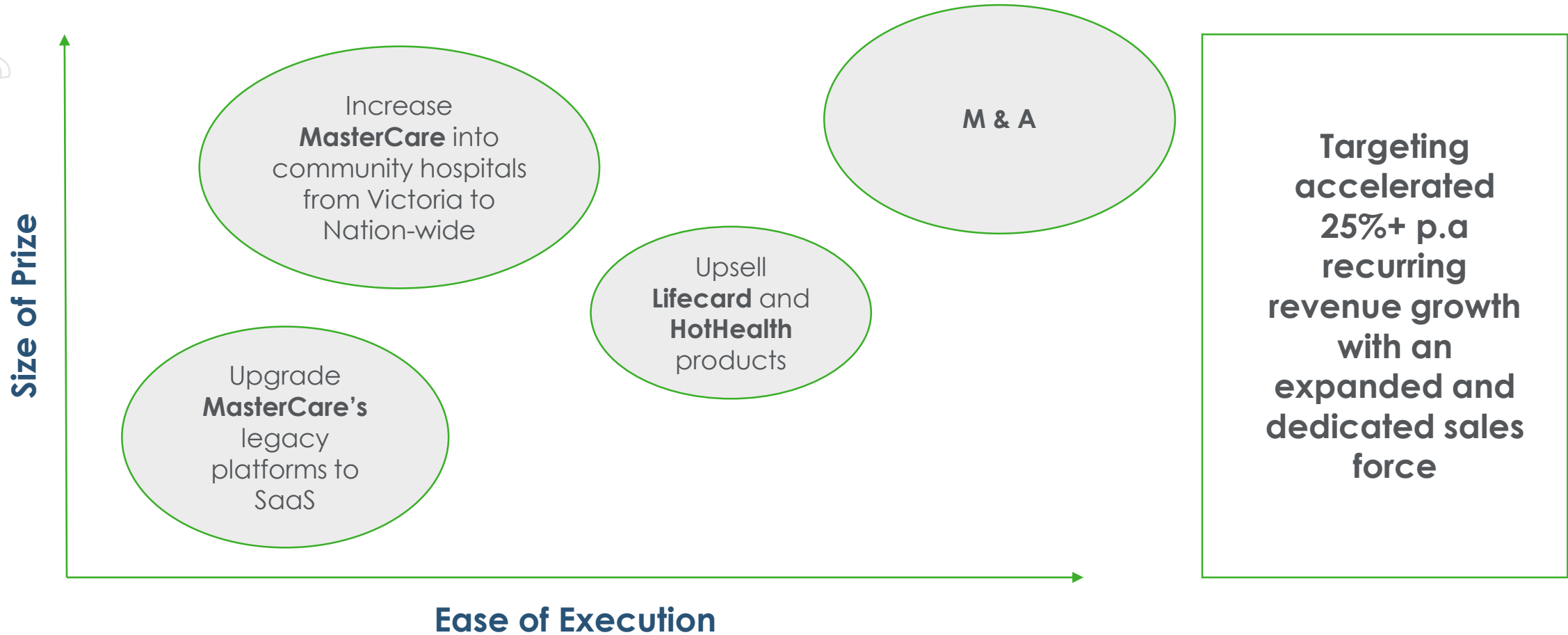
- New CEO and Head of Revenue at **Global Health**
- 20 Years of sales experience across leading groups including Telstra, Optus and most recently as Head of Revenue for Macquarie Telecom
- Big focus in career on sales generation, strong leadership with demonstrable interpersonal skills and an in depth 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



Capital to Accelerate Growth

Use of Funds for 2021/22 (\$m)	Rationale	Max (\$m)
Expanding Sales Team	To increase sales focus in Victorian market and expansion into Australian market for MasterCare and associated brands	2.0
Expand additional R&D Team	To accelerate the progression of customers to SaaS	1.5
Expanding Delivery and Customer Service Teams	To accelerate the speed of service delivery to allow for faster scalability	1.0
Target M&A activity	To improve chance of procuring large Government contracts and provide capacity for M&A opportunities	1.4
Increased SaaS Operational capacity – SaaS cyber security, platform performance management	To accelerate the upgrade of on-premises customers to cloud	1.0
Cash and Expenses	To fund Capital Raising expenses & additional cash reserve	0.9
TOTAL		7.8

Drivers for Revenue Growth



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Scale up a Dedicated Sales Team

Increase **MasterCare** penetration into community hospitals from Victoria to Nation-wide

To date our focus has been on Victoria, constrained by resource but with success to date, our intent is to go National

Upgrade **Master Care** On-Premise customers to cloud SaaS

We are upgrading our MasterCare On-Premises customers to our next generation cloud SaaS platform (M+)

Upsell **Lifecard** and **HotHealth** products to **MasterCare** customers

Whilst commercially available, we have not yet built our sales capability and distribution for this consumer product

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.

Capital Structure

Top 10 Holdings as at 9 June 2021

Name	Position	Weighting
Micron Holdings Pty Ltd	17,050,324	40.37%
Micron Holdings Pty Ltd S/F	5,388,795	12.76%
Mr Paul McLaren	1,927,745	4.56%
Mrs Elizabeth May Priscilla Thomas	1,728,378	4.09%
B&R James Investments Pty Ltd	1,050,000	2.49%
Connaught Consultants Pty Ltd	1,000,500	2.37%
Alumootil Mathew Cherian	937,500	2.22%
Mr Andrew Charles Gracey	900,000	2.13%
Dr Russell Kay Hancock	800,000	1.89%
Ms Serene Lim & Mr Nicholas Russell Ward	770,000	1.82%

\$	FY'19	FY'20	HY' Dec-20
Revenue	5,475,024	5,969,377	3,128,452
EBITDA	(610,227)	489,487	443,759

Capital Structure (9 June 2021)

Shares on issue	42,238,862
Performance Rights	900,000
Options on issue	5,614,331
Net Cash (31-Mar)	\$1.129M

Offer Summary

Offer structure	Two-tranche placement of new, fully paid ordinary shares (New Share) with one free attaching option for every two New Shares issued. Options to have a \$0.8325 exercise price and expire 2 years after issuance and will be offered under a transaction-specific prospectus (Options).
Offer size	Tranche 1 (unconditional): 7.04 million New Shares to raise ~\$3.9 million using the Company's available placement capacity under ASX Listing Rules 7.1 and 7.1A. Option offer to Tranche 1 participants not conditional. Tranche 2 (conditional): 7.04 million New Shares to raise ~\$3.9 million, conditional on shareholder approval. Option offer to Tranche 2 participations also conditional.
Offer price	\$0.555 per New Share
Ranking	Pari passu with existing shares (save for the entitlement to subscribe for Options)
Lead Manager	Bell Potter Securities Limited and Baker Young Limited
Key dates	Tranche 1 New Shares: settlement on 21 June and issuance on 22 June 2021 EGM: prior to the end of July 2021 Tranche 2 New Shares and all Options: settlement and issuance shortly after the EGM

Key Risks

Examples of specific risks which relate directly to the **Global Health** business are set out below. The risks identified below may have a material impact on the financial performance of the Company and the market price of the Company's shares

The following is not intended to be an exhaustive list of the risk factors to which the Company is exposed:

Control of the Company. Micron Pty. Ltd. ACN 113 977 094 (**Micron**) is a majority shareholder of the Company. Micron currently has the ability to solely determine any ordinary resolutions put to members of the Company and can therefore affect, to some degree, the direction of the Company. There is a risk that Micron and its associates will decide to exercise its votes in a manner contrary to the interests of other members

Reliance on two products for majority of revenues. The Company's revenue relies predominantly on the MasterCare EMR (a team-based, multi-disciplinary case management system for mental health and other non-communicable diseases) and the MasterCare Patient Administration System. Failure to maintain customer satisfaction with these products and/or develop enhancements to meet customer needs may materially adversely impact Global Health's future operations and financial performance

Failure to properly execute the rollout of SaaS product offering. The Company has recently developed and is rolling out its 'Connected Health Records' suite of SaaS platforms. There is a risk that the initial stages of the commercialisation of these products will result in a less than optimal customer experience which may materially adversely impact future operations and financial performance

Competition. The Company develops software applications for the Australian Healthcare Industry. The industry is intensely competitive and subject to rapid and significant change. Competitors may be pursuing the development of products that target the same healthcare providers as the Company. The Company's products may compete with existing products already available to customers. The Company may face competition from competitors with substantially greater resources. Competing products may be superior to the Company's products, which would adversely impact the commercial viability of the Company's products

Technology disruption or failure. The Company relies on the performance and reliability of its technology. There is a risk that the Company's software applications or broader technology platform will contain or develop latent defects or errors, which will only become apparent when the software is implemented for new customers or when new versions or enhancements are rolled out to existing customers. This would materially adversely affect the Company's reputation and ability to generate new business. It is also possible that customers' data could be stolen, leaked or unintentionally lost resulting in warranty claims and litigation, which may have a material adverse effect on the Company's business, reputation, financial performance and operations

Key Risks

Dependence upon key personnel. The Company depends on the talent and experience of key personnel to deliver on its project commitments. If key personnel leave, it may be difficult to replace them, or to do so in a timely manner or at a comparable expense. Any key personnel who leave to work for a competitor may adversely impact the Company. Additionally, increases in recruitment, wages and contractor costs may adversely impact upon the financial performance of the Company

Intellectual property. The Company's ability to commercialise its software applications depends upon its ability to protect its intellectual property and any improvements to it. The intellectual property may not be capable of being legally protected, may be the subject of unauthorised disclosure, may be unlawfully infringed or the Company may incur substantial costs in protecting its intellectual property rights

Regulation. The research, development, manufacture, marketing and sale of the Company's products to the healthcare industry is subject to regulation (including regulatory approvals) by government authorities in Australia and overseas. Software applications to be deployed in the healthcare industry are subject to intense scrutiny and undergo a comprehensive development and review process before receiving approval for distribution. The process includes the provision of clinical data relating to the quality, safety and efficacy of the products for their proposed use. There is no guarantee that such regulatory approvals will be granted

Research & Development (R&D) Tax Rebate. The Company is currently entitled to receive a R&D rebate on part of its' R&D expenditure. There is a risk that the Australian Government may make material changes to the rebate scheme or not approve the Company's rebate applications, which may adversely impact the funding available to the Company to fund its operations. In order to obtain a R&D rebate on that part of its expenditure that is incurred out of Australia the Company must first gain approval for that expenditure from the Australian Government. Such an approval is called an Advanced Finding. The Company is currently preparing an Advanced Finding application. There is no guarantee that this application will be approved

Growth. There is a risk that the Company may be unable to manage or fund its future growth successfully. The ability to hire and retain skilled personnel as outlined above may be a significant obstacle to growth

Commercial Partners. The Company's growth strategy may be impacted if it is unable to find suitable commercialisation partners. The Company's due diligence processes may not be successful and a commercial partnership may not perform to the level expected

Additional requirements for capital. Depending on the Company's ability to generate income from its operations, further financing may be required from time to time. Additional equity financing will dilute shareholdings and debt financing, if available, may involve restrictions on financing and operating activities. A failure to obtain required financing may result in a reduced scope of operations, production levels, or require scale back in R&D and/or clinical trials. There is no guarantee that the Company will be able to secure further financing or be able to secure it on terms favourable to the Company

For Further Information

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Executive Director, Global Health Limited

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Glossary

Understanding the Key Terms in this presentation

- **AIHW:** Australia's Health 2018 published by the Australian Institute of Health and Welfare
- **ARR:** Annual Recurring Revenue
- **CHR:** Connected Health Records
- **SaaS:** Software as a Service
- **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
- **TAM:** Total Available Market – calculated by forecasting annual expenditure on software across all Australian healthcare segments
- **B2C:** Business to Consumer