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# Market Update

**Date:** 5th September 2025

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**LinkedIn:** <https://www.linkedin.com/in/mathewravicherian/>



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## Company Snapshot

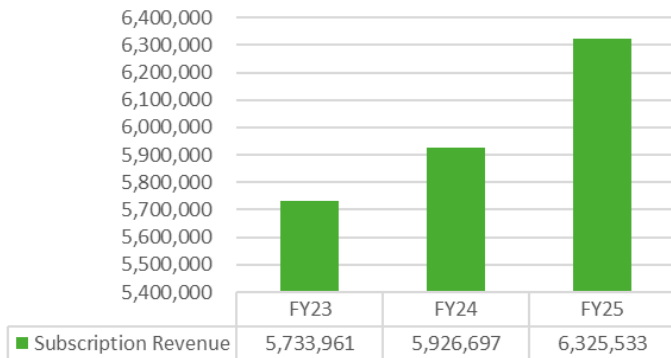
- ✓ Global Health (ASX: GLH) listed in April 2000 with our head office based in Melbourne.
- ✓ Our vision is a patient-centred, integrated healthcare eco-system streamlining the patient journey with digital tools that simplify workflows, maximise productivity for operators and empowers consumers to improve their health and wellness.
- ✓ We market a **portfolio of software applications for the Healthcare industry** designed to **connect consumers with their team of clinicians and carers.**
- ✓ Our solutions are deployed in 950+ healthcare service providers.
- ✓ Deployed across multiple delivery settings such as hospitals, Mental Health Services, Alcohol and Other Drug (AOD) services, community health centres, corporate organisations, Specialist surgeries, General Practice clinics, and Allied Health practices.



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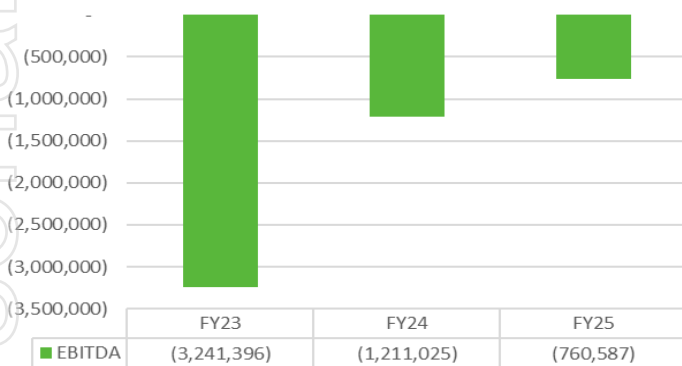
# Recurring Revenue & EBITDA

Subscription Revenue



- Subscription Revenue **up 7% to \$6.325M**
- **7% Year-on-Year increase** in recurring subscriptions boosted by a **16% increase in new SaaS revenue** from existing and new clients.
- **30 new-logo clients** were signed over FY25

EBITDA

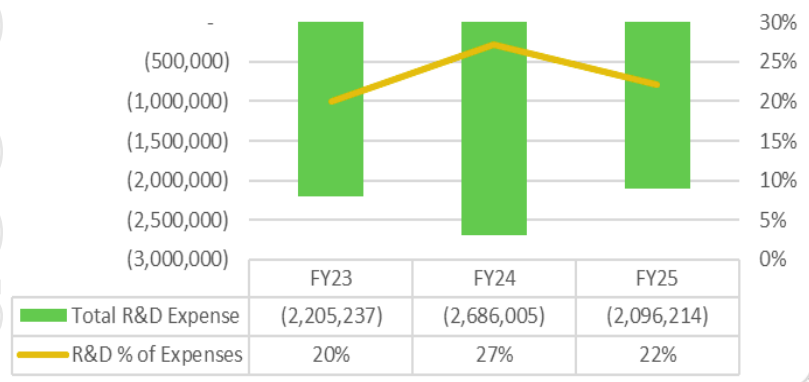


- EBITDA after fully expensed **R&D improves by \$450K**
- EBITDA for the 12 months to June 2025 **was (\$760K)** compared to the **PCP EBITDA result of (\$1.211M)**
- **Improvement** of over **37% (+\$450K)** on the PCP.

**58,574,535 Shares on Issue (5<sup>th</sup> Sep-25)**

# Technology Investment for Research & Development

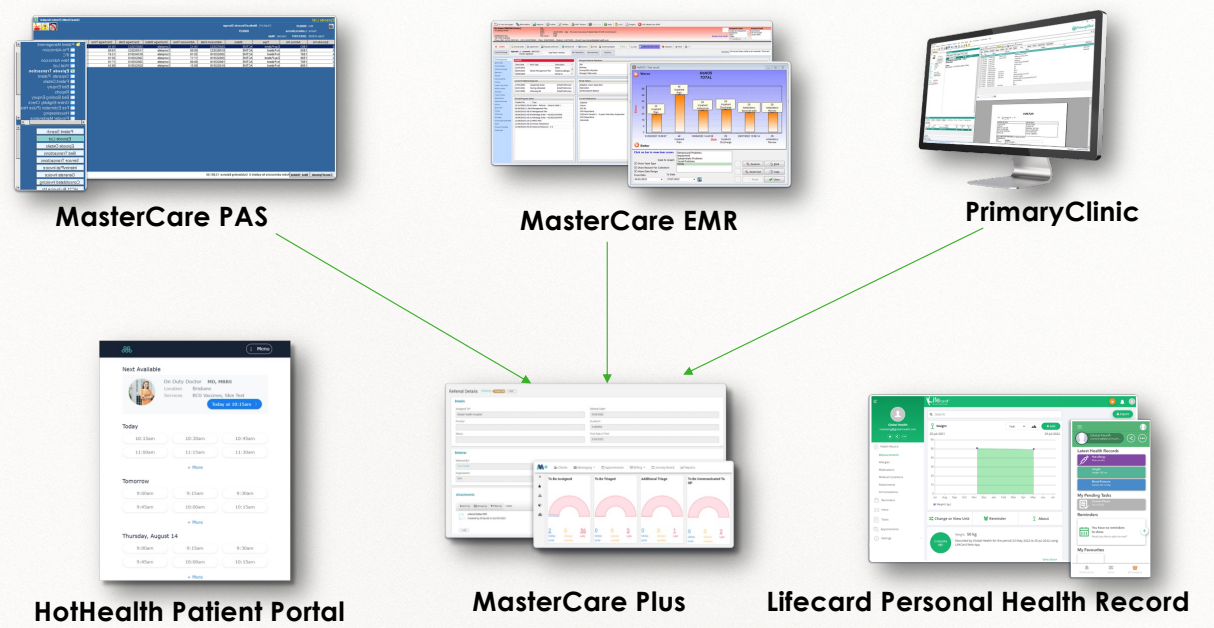
Research and New Product Development



- Investment in Research and Product Development **reduced by \$590K to \$2.1M**
- Operating surplus of **\$1.335M** and a further **\$760K was invested** to transition of "on-premise" applications to SaaS platform.

Transition three desktop (on-premises) provider applications to a single, composable architected, multi-tenancy SaaS platform – MasterCare Plus

Technology, new features and UI/UX update for our consumer SaaS platforms



*Multi-tenanted SaaS platforms – any device, anytime, anywhere*

# Healthcare Landscape

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

The top 5 leading causes of disease burden in 2023 were chronic conditions.

## Chronic Disease Expenditure

- ▶ **\$82 billion** in 2022–23, just under half (48%) of all disease spending in 2022–23.

## Chronic Disease Prevalence

- ▶ **15.4 million (61%)** were **living** with at least one of the selected **long-term health conditions** in 2022.

## Aging Population increases Demand

- ▶ The proportion of older Australians forecasted to reach approximately **20.7% by 2066**.

- ▶ National Framework for Chronic Conditions recognised **digital health** to support the **transition from institutionalised to home-based care**.

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# Australian Healthcare Market

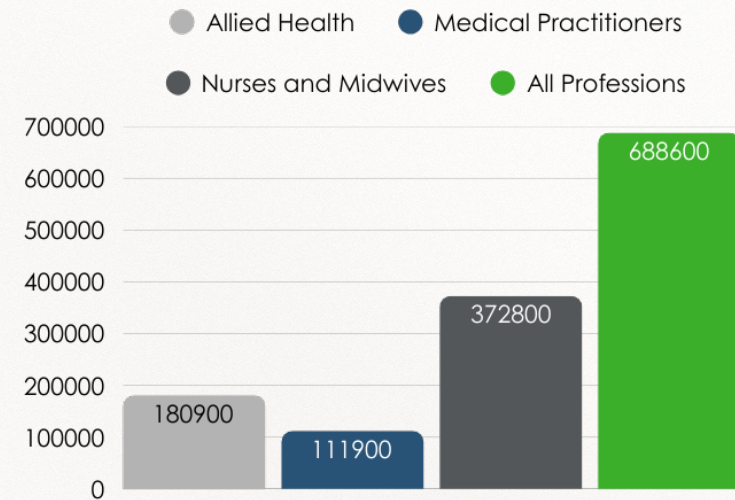
## Health Expenditure in Australia

**Non-government (private) funding** accounted for **29.2%** (~AUD\$73.8 billion), comprising:

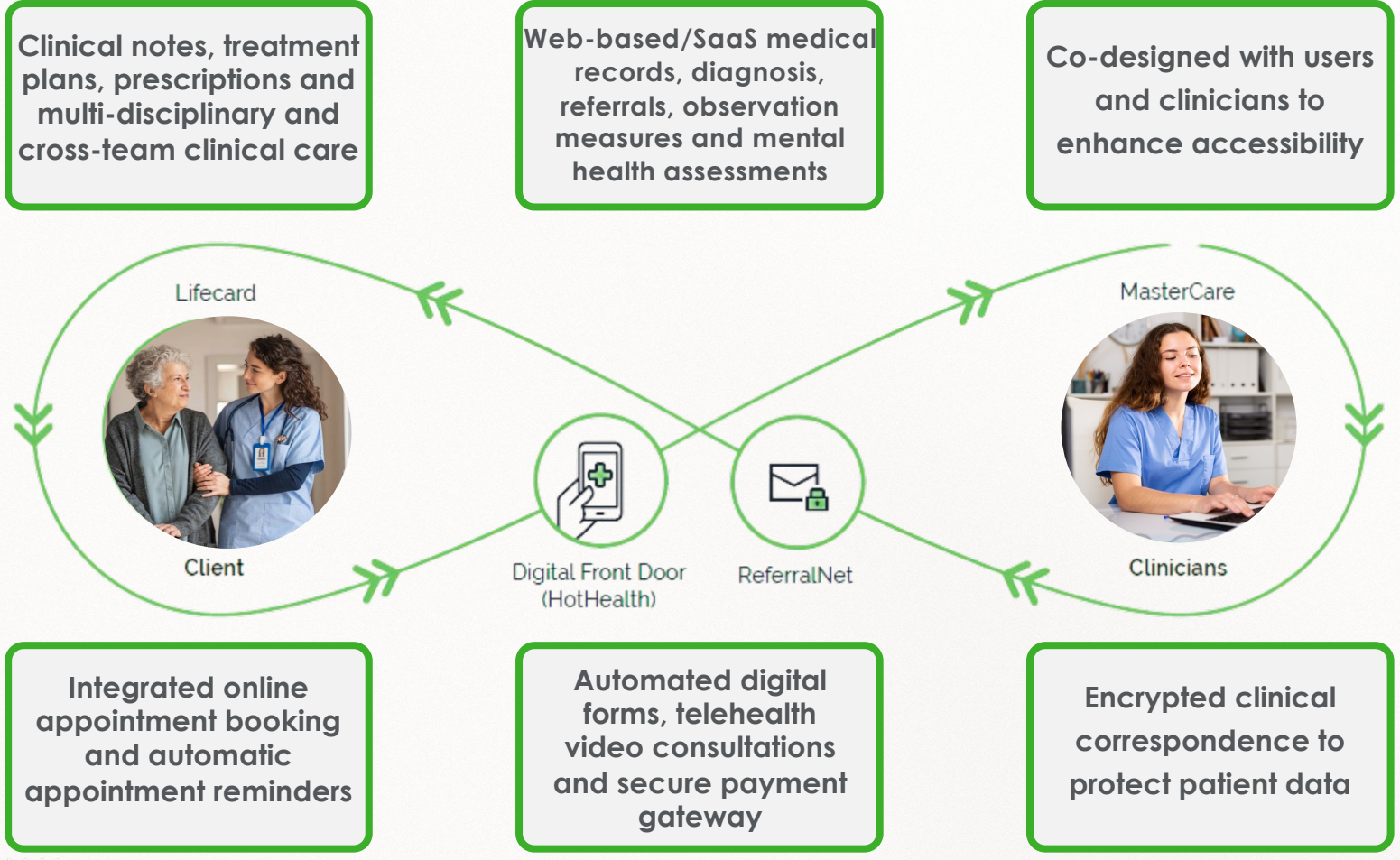
- Individuals (out-of-pocket): ~52.6% of non-government spending (~**AUD\$38.9 billion**)
- Private health insurers: ~26.2% (~**AUD\$19.3 billion**)
- Other private sources (e.g., compensation insurers): ~21.1% (~**AUD\$15.6 billion**)

## Healthcare Software-as-a-Service (SaaS) Market in Australia

Revenue of **AUD\$693.8 million in 2024**, expected to reach **AUD\$2.278 billion by 2030**; **CAGR 22.1%**



# Integrated end-to-end patient journey



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# Looking forward

## Priorities:

- **R&D expenditure reduction** from \$2.1M in FY25 to \$1.6M in FY26 to be **re-directed to sales and marketing**.
- Aug-25 **Closed Sales 100+% above Aug-24** closed sales with a pipeline
- Expand sales to **new/existing customers and partner channels**
  - Best Practice,
  - Latrobe Care Economy Collaborative Research Centre
- Empower and engage consumers to develop new **Healthcare consumer revenue** segment.
- **Engaged AI delivery Manager** to:
  - **Implement AI** across internal process to “**do more with less**”
  - **Develop AI** add-ons and integrate 3<sup>rd</sup> Party AI features **in our healthcare platforms**.
- Targeting a return to **profitable operations and positive cashflow** by June 2026.

## Macro Tailwinds:

Rising healthcare costs, ageing population, chronic disease growth, and innovation pressures globally to adopt technology for improved outcomes.

MasterCare 

ReferralNet 

hot  health

 Life card

# Our Board



**Grant Smith**  
*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.

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**Steve Pynt**  
*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. Steven was previously a Director of the Perth legal firm McDonald Pynt which he established in 2003. Steve was formerly a member of the Racing Penalties Appeals Tribunal and Chairman of the Commercial Tribunal of WA, and taught Ethics and Professional Responsibility to Articled Law Clerks from 1994-2005.

Steven has previously been a non-executive Chairman or Director of a number of other listed public companies and is currently a non-executive Director of Muzz Buzz Franchising Pty Ltd, Australia's largest specialty drive-through coffee business

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**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 markets for the Company.

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# Thank You

## Contact Us

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