

HomeStay secures national implementation partnership following a successful pilot program

- **Commercial partnership for up to 1,000 HomeStay 'Intelligent Home' installations over 18 months**
- **First 100 installations underway with initial project revenue due in Q2 2019**
- **Partnership due to successful pilot program with Enrich Living Services**
- **Part of an umbrella master services agreement between the companies which may include future projects**

Healthcare technology provider **HomeStay Care Limited (ASX: HSC)** ("HomeStay") has entered into a commercial contract with **Enrich Living Pty Ltd** ("Enrich Living") to expand its Intelligent Home aged care monitoring platform for up to 1,000 homes across Australia.

HomeStay and Enrich Living partnered for a pilot program in early 2018. The tangible results have already led to early intervention and more efficient practices for preventative care for some clients.

Encouraged by these outcomes, Enrich Living has signed a commercial agreement with HomeStay to install the Intelligent Home platform nationally in a target 1,000 homes within its national service network over the next 18 months. First installations have commenced for the first 100 units. The parties will collaborate on the care delivery, resident movement data and support requirements to inform a technology-enabled care delivery model. The commercial project provides for an up-front fee, including installation fees, in addition to an ongoing monthly subscription fee on a per home basis. The revenue value of the current agreement is approximately \$2,000,000 - \$200,000 (refer to Appendix 1 for further details).

The parties will review milestones on every 100 installations so as to provide gate-controlled contract delivery, following such review either party may terminate the contract on notice. This project is part of an umbrella master services agreement which may also apply to future projects between the parties.

Wayne Cahill, HomeStay Chairman, said, "Homestay Care are delighted to enter into this commitment to enhance support services to Australians in need of such technology-based support. This will provide independence and support in the community and provides further evidence of the viability of technology-based solutions to assist such important objectives for Australians in need of such community support."

Luke Greive COO Enrich Living Services said, “Our initial conversations have been extremely positive with our existing clients who have signed up for the technology, we have already had the opportunity to see the Enrich Homestay in action – allowing us to provide early and proactive intervention for clients in need, we are very much looking forward to continuing to work with HomeStay on meaningful care solutions for clients as they age.”

For Investor Enquiries, please contact: investor@homestay.care

About HomeStay:

The HomeStay Intelligent Home platform allows elderly Australians to live independently in their own home for longer. It uses artificial intelligence and data analysis, as well as human monitoring, to determine residents’ routines and detect anomalies. These early insights allow for better decision-making by care providers and families, allowing more focused service, minimising unnecessary care and facilitating welfare checks in a more responsive manner.

HomeStay helps protect and connect our elderly with a scalable healthcare technology platform that allows them to live in their homes for longer. www.homestay.care

About Enrich:

The Enrich Living Services brand cares for over 1,400 clients every month. Previously a strong Western Australian brand, now a nationally accessible organisation providing a new vision for Aged and Home care services; built on the belief that aged care is not an end to a person’s life, but a time that can be celebrated, active and one that can exist within people’s chosen communities. www.enrichliving.com.au

APPENDIX 1

The material terms of the commercial contract include:

- A master services agreement has been entered into, which may also apply to future commercial projects between the parties under further statement of works to be agreed.
- First agreed project is for the installation of a targeted 1,000 Intelligent Homes, to be delivered by 30 June 2020 unless option exercised to extend by a further 4 months. The parties will collaborate on the care delivery, resident movement data and support requirements to inform a technology-enabled care delivery model.
- The commercial project provides for an up-front fee, including installation fees, in addition to ongoing monthly subscription fees on a per home basis. The product offering is a tiered offering with different levels of subscription. The revenue value of the contract based on subscriptions at the average tier offering) may potentially be \$2,000,000 - \$200,000 (with the former figure being based on a 1,000 home target, and the latter figure being based on the minimum 100 home installation).
- The parties will review milestones on every 100 installations so as to provide gate-controlled contract delivery, following such review either party may terminate the contract on notice. The master services agreement continues unless terminated, usual commercial termination on notice provisions apply.