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## HomeStay Care Ltd Annual General Meeting

### Chairman's Address

**Dear shareholders,**

Good morning and welcome to the HomeStay Care Limited Annual General Meeting for the year ended 31 December 2018.

As Chairman, this is the first HomeStay Care AGM I have addressed, and I welcome my fellow Directors and the HomeStay Care Executive Leadership team here today.

I also welcome our employees, shareholders, and visitors who are present.

***Let me start by acknowledging some key events during the past 12 months.***

Last year, the Company undertook a successful reverse takeover of HomeStay Care Pty Ltd, a technology services company for the aged-care and disability sectors. This process was completed in November 2018 and the Company commenced trading on the ASX under the ticker code "HSC".

As Chairman, I am proud to be part of HomeStay. Our 'Intelligent Home' platform allows elderly and disabled Australians to live more independently in their own homes and makes a tangible difference to their quality of life. Through remote monitoring and data analysis, it alerts carers and family members to changes in the daily routines of their loved ones and provides reminders to clients so they have more autonomy. This gives carers and families peace of mind and allows clients to stay in their own homes for longer.

In aged care we are already installing our 'Intelligent Home' technology in up to 1,000 homes through Enrich Living Services' national aged car network. The two companies are collaborating on the care delivery, resident movement data and support requirements for the first 100 installations where we will then review milestones. The revenue from the rollout, if we assume mid tier purchases, will potentially range from \$200,000 for the first 100 homes up to \$2,000,000 if 1,000 homes have our technology installed.

In the disability care sector, our proprietary technology services are now rolling out and we recently announced a collaboration with St John of God Health Care on its smart home project. We have conducted a live trial which includes a smart home built by St John of God with technology provided by HomeStay and other leading technology companies. This purpose-built smart home, which will be officially launched next month, allows residents with intellectual disabilities to be more independent and less reliant on carers and highlights the ability for our technology to make a real difference to people living with complex needs.

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To progress the commercialisation of HomeStay's proprietary technology, several senior executive and Board hires have been made to further strengthen the leadership team. I joined the company as Non-Executive Chairman effective 1 February 2019, Philippa Lewis was appointed as CEO, and Manoj Chandra is our new CTO.

Philippa Lewis brings over 25 years of experience in the health, aged care and medtech sectors. She has been a founder and CEO of several successful private and listed medtech companies in the aged care sector in Australia, New Zealand, Europe and North America. She is a welcome addition to our team and has already hit the ground running.

Manoj Chandra is a technology executive with more than 10 years of experience in developing software and in product design. He will lead the ongoing development and rollout of HomeStay's proprietary technology solutions as we continue to increase the market penetration of our offering.

As for me, previously I have been a chief executive of major health care organisations and a corporate partner in major law firms advising on healthcare and aged care matters for over 25 years, as well as a director.

At the heart of our business is our people. In addition to Philippa and Manoj, we have an outstanding team of professionals that underpin the success of HomeStay. I would like to thank all staff for their hard work, commitment and dedication over the course of this past year.

I believe we have an industry-leading team, with deep service delivery experience and the industry and government relationships to drive our business into the next stage of growth as we continue to commercialise HomeStay's technology solutions.

***Let me now address the FY19 outlook and our strategy going forward.***

It has been a busy start to the year for HomeStay and we are excited by the potential we see for HomeStay's technology solutions. Our team is focused on converting our strong sales pipeline of new business opportunities to drive commercial orders in the near term and increase market penetration across the Australian aged care and disability services markets.

The projects underway demonstrate how HomeStay contributes to enhanced independence for clients; more effective service delivery for carers; and increased peace of mind for families. Through products that can be customised to the individual needs of clients, we are pleased to help keep people in their homes for longer and facilitate the implementation of preventive measures.

HomeStay is well positioned to benefit from the evolving landscape in the aged care and disability sectors. There is already a strong market for preventative care solutions such as ours that enable people to be independent and connected. This will only increase as the current Royal Commission into Aged Care Quality and Safety examines ways to most effectively use technology. We look forward to seeing users of our products benefit from our innovative technology that enhances their every-day quality of life.

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In closing, I would again like to thank all employees for their commitment to the business and I would also like to thank all of the Board members for their counsel, strategic input, commitment and support during our first year as a listed entity. I look forward to reporting to you on our successes and progress in 2019/2020.

**Wayne Cahill**  
**Chairman**

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**Investor Enquiries:**

Ronn Bechler  
03 9591 8901  
[ronn.bechler@marketeye.com.au](mailto:ronn.bechler@marketeye.com.au)

**Media Enquiries**

Tristan Everett  
0403 789 096  
[tristan.everett@marketeye.com.au](mailto:tristan.everett@marketeye.com.au)

**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](http://www.homestay.care)