



HomeStay Sales Update

28 January 2020

- **HomeStay strengthened its relationship with Essence APAC upgrading binding heads of agreement**
- **HomeStay utilises the Essence APAC IoT solutions to configure its intelligent homes**
- **First commercial contract commenced to provide assistive technology to the disability sector**
- **A\$430,000 cash received in January from sales**

HomeStay Care Limited (ASX:HSC) ("**Homestay**", or "**Company**") is pleased to provide a sales update following the receipt of more than \$430,000 cash in January from sales.

The Company has continued strengthened its relationship with Automation Australia Pty Ltd trading as Essence APAC ("**Essence APAC**"), with a number of amendments to its binding heads of agreement (refer to Company Announcements dated 15 July 2019 and 3 December 2019 for these details and amendments). HomeStay utilises the Essence APAC IoT solutions to configure its intelligent homes, which has enabled the Company to create cost efficiencies and further support customer deployments, whilst continuing to be the exclusive reseller of the Essence APAC solutions in Australia, New Zealand and Singapore.

The Company continued to integrate with the Essence APAC business and product delivery under its agreement, with ongoing sales integration resulting in invoicing by Essence APAC and accrued as Company revenue under the licensing arrangement. There are currently a number of projects underway as a result of a successful integration, as the Company focuses on growing its sales pipeline and delivery of assistive technology utilising the Essence APAC IoT solutions to configure its intelligent homes.

The Company commenced its first commercial contract during the December quarter to provide assistive technology to the disability sector with the signing of Enliven Housing as a customer. Enliven Housing is part of the Enliven Group, with Enliven Housing being specialised provider of disability accommodation (SDA) registered housing, catering for people assessed as requiring high physical support, fully accessible and improved liveability accommodation.

The Company is pleased to work with Enliven Housing on the initial project and looks forward to developing further tailored solutions for further clients with disabilities that may require unique fit for purpose technology. The Company does not consider the contract value to be financially material, however the contract provides further proof of concept for the Essence APAC IoT solution, with the provision of technology to assisted living smart home solutions under the National Disability Insurance Scheme (NDIS), confirming that the technology is a next generation platform. The Essence APAC IoT solutions provides clients with improved independence and autonomy while providing alerts, notifications and transparency to carers, family and providers while still delivering privacy and enhancing safety.

The Company received A\$22,000 cash from sales in the quarter ending 31 December 2019.

The Company has received more than A\$430,000 cash in the current quarter (Q1 2020) to date pursuant to sales, both new and existing invoiced sales.

The Company has anticipates commencing rollout on another project with Enrich Living Pty Ltd (**ELS**) during the current quarter for the supply and installation of technology to 120 residents. The contract is a further statement of works pursuant to the existing master services agreement between the Company and ELS. The



project provides for up-front fees, including installation fees, in addition to ongoing monthly subscription fees on a per home basis. Refer to Company Announcement on 22 March 2019 for further details.

This announcement has been authorised by the Board of Directors of HomeStay Care Limited.

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About HomeStay

The HomeStay assistive technology platform allows elderly and people with disabilities to live independently in their own home for longer, through the use of 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 and people with disabilities with a scalable healthcare technology platform that allows them to live in their homes for longer.

FORWARD LOOKING STATEMENTS

Certain statements contained in this ASX release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:

- (a) are necessarily based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies;
- (b) involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and
- (c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social and other conditions. The Company disclaims any intent or obligation to publicly update any forward-looking statements, whether as a result of new information, future events or results or otherwise.

The words "believe", "expect", "contracted", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "may", "will", "schedule", "planned" and similar expressions identify forward looking statements. All forward looking statements contained in this ASX release are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.

