



Homestay Care Limited

Investor Presentation

February 2020

ASX:HSC

DISCLAIMER



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HIGHLIGHTS



- HomeStay awarded a tender to upgrade technology at the **Aged Care & Housing Group Inc (ACH Group)** multiple sites of residential care in South Australia, with **purchase orders already received for over \$1,000,000.**
- **Master Services Agreement with one of Australia's largest** not-for-profit, healthcare and independent living service providers, RSL Care RDNS Limited (trading as Bolton Clarke), to provide an HomeStay's IoT Assistive Technology Solution, with **\$300,000 in purchase orders already received.**
- HomeStay's IoT Assistive Technology Suite is **All Cloud, All Scalable, All Recurring Revenue and Fully Integrated.**
- **Cloud based IoT Aggregator, connecting the HomeStay product suite and third party devices** through a universal system, eliminating the need for multiple apps and management platforms.
- **HomeStay distributes and resells leading IoT aged care products, reducing the need to high capital expenditure in technology development,** ensuring HomeStay remains at the forefront of the market.
- There are currently 1.3 Million consumers of aged care in Australia, with the government currently spending \$19.9 Billion*, which is unsustainable based on an estimated 230% increase over the next 30 years.
- The Company has a **distribution agreement with the rights to sell Essence IoT Safety and Emergency products,** including aged care and smart home products, in Australia, New Zealand and Singapore.
- **Distribution rights for YouVue aged care Communication and Entertainment Portal,** and reseller agreements for iHealth Health and Wellness Biometrics Diagnosis and BluFi Security and Accountability products.
- Feros Care, Bolton Clarke, eHome Care and IRT are **currently selling the HomeStay product suite through their online stores.**

All Cloud, All Scalable, All Recurring Revenue and Fully Integrated

* <https://www.health.gov.au/resources/publications/>, summary-of-the-2018-19-report-on-the-operation-of-the-aged-care-act-1997

THE FACTS

“By 2050 in Australia it’s projected that Around 1 in 4 Australians will be over 65, that’s nearly 9 million people or a 230% increase or over 5,500 people per week turning over 65.”

91%

Seniors want
to live in their
own home

52%

Aged Care
residents have
CSD depression

40%

Of seniors will
live to be over
90 years old

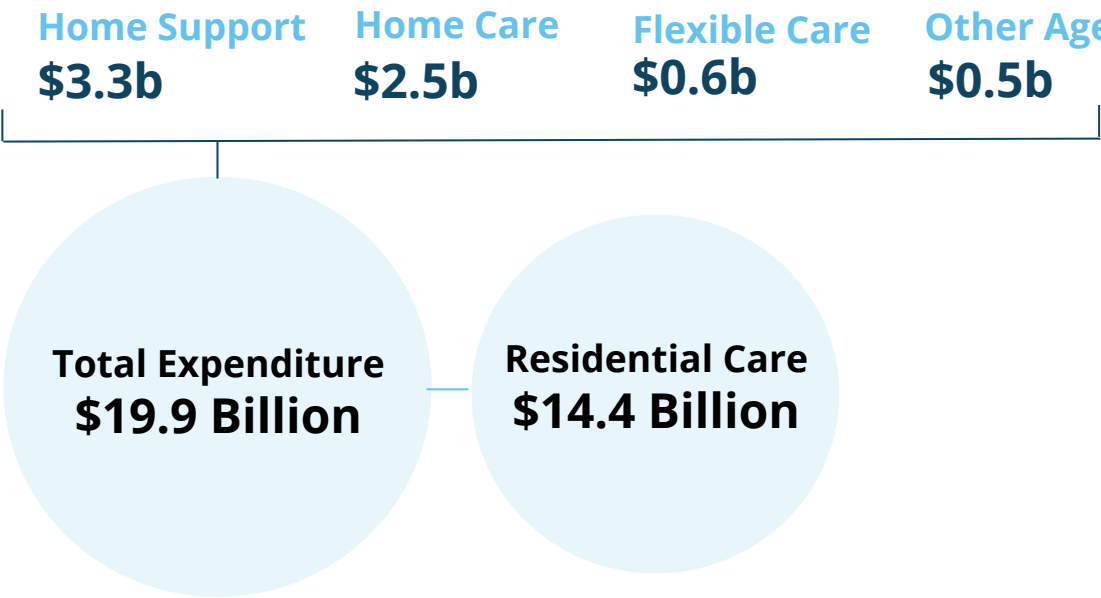
30%

Of people over 65
will have a fall
each year

THE AGED CARE MARKET - AUSTRALIA



There are currently 1.3 Million consumers of aged care in Australia, with the government currently spending \$19.9 Billion, which is unsustainable based on an estimated increase of 230% over the next 30 years. Aged care workers would need to triple by 2050, with continued wage pressure for qualified care staff.



	HACC	Home Care	Residential Care
Number of Providers	1,676	504	1,016
Number of places	775,959	66,149	189,283
Commonwealth Funding	\$1.70m	\$1.271m	\$9.814m
Total Revenue	\$1.8b	\$1.3b	\$14.4b

**

THE CHALLENGE



INDEPENDENCE

Everyone wants to stay at home



INSUFFICIENT FUNDING

There is insufficient funds available for home care in the future



INADEQUATE WORKFORCE

There are not enough skilled workers to provide care

THE SOLUTION - TECHNOLOGY



THE CLOUD

Allows low cost scalable solutions



IoT SENSORS & WEARABLES

Low cost technology to be deployed to constantly gather data



AI MACHINE LEARNING

Monitors sensor data for signs of health deterioration



BENEFITS



FINANCIAL



- Allows people to stay in their homes longer, reducing costs of care
- Low cost preventative care solution for peace of mind for the family

COMMUNITY



- Staying at home means staying connected to the local community
- Share with the family and friends

HEALTH



- An “Intelligent Home” that monitors daily activity for wellness and safety
- Artificial Intelligence driven alerts to help with preventative care, reducing possible hospital admissions

PRODUCTS AND SOLUTIONS

HomeStay sells products and services across four defined categories



1 - SAFETY & EMERGENCY

Emergency response system with Data Analytics (Essence Distributor)

Alerting family members and carers of proof of life, emergency response and live feedback.



COMMUNICATION & ENTERTAINMENT - 2

YouVue Communication and Entertainment Portal (Distributor)

White label subscription based tv streaming and communicate platform (Netflix for the Elderly).



HOMESTAY
IOT AGGREGATOR

3 - SECURITY & ACCOUNTABILITY

Real Time Location System (BlueFi Reseller)

Track persons, equipment, staff and assets, increasing time efficiency and accountability.



HEALTH & WELLNESS - 4

Biometrics for Diagnosis (iHealth Reseller)





White label subscription based tv streaming and communicate platform (Netflix for the Elderly).



REVENUE MODEL

Multiple revenue streams with recurring revenue across all products



		UPFRONT PURCHASE	IMPLEMENTATION FEE	ONGOING SUBSCRIPTION FEE
		All products are purchased upfront with a margin for HSC.	Set up cost for all products - server fee and customisation fee.	Monthly subscription including different fee levels.
SAFETY & EMERGENCY		\$300 - \$1500 ✓	up to \$15,000 ✓	\$12 - \$25 per device ✓
COMMUNICATION & ENTERTAINMENT		\$250 ✓	\$25,000 to \$55,000 ✓	\$9 - \$25 per device ✓
SECURITY & ACCOUNTABILITY		\$200 ✓	up to \$15,000 ✓	\$3.50 per device ✓
HEALTH & WELLNESS		\$100 ✓	up to \$15,000 ✓	\$3.50 per device ✓

Indicative figures only, which may vary due to assistive technology customisation .

CONTRACT WINS

Recent Contracts with Leading Australian Aged Care Providers



Good Lives for
Older People

AGED CARE & HOUSING GROUP – TENDER AWARDED

SAFETY & EMERGENCY



- Contract with Aged Care & Housing Group Inc (ACH Group) multiple sites of residential care in South Australia, with purchase orders already received for over \$1,000,000.
- Installation, service and maintenance of assistive technology to the nine residential aged care sites by HSC, on a site by site basis, with each site being the subject of a separate purchase order.
- Includes more than 800 residents collectively, and commences with the rollout of the initial Kapara site in Glenelg, South Australia for 137 residents including the deployment of the Essence APAC multi-site cloud portal.



BOLTON CLARKE – MSA & \$300K IN PURCHASE ORDERS RECEIVED

SECURITY & ACCOUNTABILITY



- Master Services Agreement with one of Australia's largest providers, RSL Care RDNS Limited (trading as Bolton Clarke), to provide an HSC's IoT Assistive Technology Solution.
- MSA allows for continual innovation and implementation of assistive technology solutions powered by Essence APAC IoT devices.
- \$300,000 in purchase orders already invoiced, with product delivery underway.

SAFETY & EMERGENCY

CORPORATE SNAPSHOT



Homestay Care Limited's (ASX:HSC) assistive technology platform helps to protect and connect our elderly and people with disabilities, through a scalable healthcare technology platform, that allows them to live in their homes for longer.

Cloud based IoT aggregator, integrates and manages assistive technology aged care products and services across four key categories:

- Safety and Emergency
- Communication and Entertainment
- Security and Accountability
- Health and Wellness

ASX Code: HSC	
Shares on issue (including Escrow)	1.657b
Share price as at 19 th Feb 2020	\$0.005
Market Capitalisation	A\$8.285m
Cash (31 Dec 2019)	\$2.75m
EV	\$5.541m





Wayne Cahill - Chairman

- Mr Cahill has a rare combination of experience as CEO of major health care organisations, and as a partner in major law firms leading health industry practices.
- Distinguished legal career, including over 150 publications in the health and legal fields, as well as a contributing editor to Thomson Reuter's Laws of Australia and Health Law in Australia.



Graham Russell – Managing Director

- Over 25 years' experience in Systems Integration and Sensor technology solutions, across all verticals of Healthcare, Utilities, Mining and Government, and managing teams to develop, install, service and maintain IoT systems for national organisations across the Asia Pacific.



Sara Kelly - Director

- Ms Kelly has significant transactional and industry experience having both worked in private practice, as a corporate advisor and as in-house counsel.
- She is a Partner at Edwards Mac Scovell, a boutique litigation, insolvency and corporate firm based in Perth, Western Australia.



Shannon Robinson - Director

- Ms Robinson is an experienced director and corporate advisor more recently focusing on emerging technology companies in early stages of development and commercialisation.
- Holds over 10 years' experience and has been a director and company secretary of several ASX and AIM listed companies.

CONTACT



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