



Secondary Large Order from Bolton Clarke for Flagship Big Data Platform

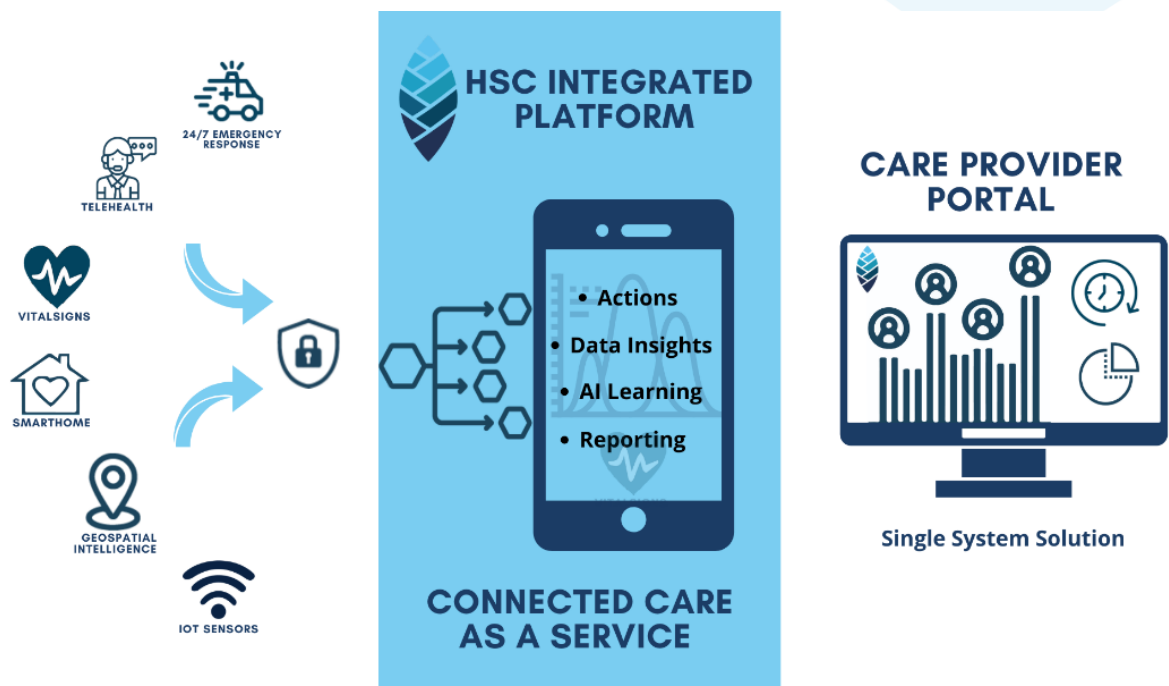
12 May 2020

- **Secondary large order from Bolton Clarke for HSC’s Flagship Platform under existing MSA**
- **Validates high demand in market and for HSC assistive technology offerings to keep seniors independent and safe**
- **COVID-19 has highlighted value of remote monitoring platforms for the aged care sector and potential fast track industry wide adoption**
- **HSC Software backed IoT Platform uniquely positions the Company for scale in a rapidly growing market for aged care**

HomeStay Care Limited (ASX: HSC) (“HSC”, or the “Company”) is pleased to announce that it has received a second large order from Bolton Clarke for assistive technology offerings of 1,000 Personal Emergency Response (PERS) IoT units. This purchase order is made pursuant to the master services agreement (“MSA”) signed in January 2020 establishing a long-term relationship and securing a cornerstone customer. It follows the delivery of a previous order for 1,000 PERS IoT units in Q1 2020.

The MSA allows for continual innovation and implementation of HSC’s comprehensive ecosystem of assistive technology solutions, including Personal Emergency Response Technology; Telehealth; Remote Vital Sign Monitoring; Smart Home Safety; and Real-Time Location.

HSC’s critical role in this ecosystem is in its unique Big Data, Actions and Insights platform which connects IoT devices and then provides a consolidated, real-time, proactive care approach which potentially reduces operational costs, increases quality of care and prevents hospitalisations, allowing loved ones stay safe and independent as long as possible. The platform continues to learn and improve through greater adoption, further enhancing market leadership.





RSL Care RDNS Limited (trading as Bolton Clarke) (“Bolton Clarke”) is an experienced, not-for-profit provider of independent living, health and wellbeing services. The group has provided healthcare and aged care services for more than 200 years with Bolton Clarke being the new face of RSL Care and RDNS. Bolton Clarke are one of the largest Australian owned and operated not-for-profit healthcare and independent living service providers, with a passion for ensuring its customers live the best possible life.

This order further validates high demand in the market and the reliability of HSC assistive technology offerings. The Company is encouraged with sales pipeline conversion following a strong Q1 2020 which delivered cash receipts from sales of more than \$1 million. The Company also has a number of enterprise customer projects underway. These projects and ongoing IoT product sales continue to grow its 2,000+ active commercial subscriptions in Australia and New Zealand. This will grow the Company’s recurring revenue streams as it scales its cloud-based IoT solutions.

Graham Russell, Managing Director of HSC, said “Bolton Clarke continues to lead in the aged care sector, by adopting “Assistive Technology Platforms” that will deliver immediate value to their client now, but also position them to provide future services to allow clients to age in place independently, safer and for longer.”

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

Investor Enquiries

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About HSC

HSC provides a range of Connected Health and Smart Home solutions.

The HSC assistive technology platform allows elderly and people with disabilities to live independently via “Aging in Place” solutions, 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.

HSC helps protect and connect our elderly and people with disabilities with a scalable healthcare technology platform integrated with leading third party providers to ensure end-to-end solutions for Connected Health.



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.