

## HomeStay Care Limited Annual General Meeting 2020 Chairman's Address

15 June 2020

Dear shareholders,

Welcome to the HomeStay Care Limited Annual General Meeting for the year ended 31 December 2019.

The past 18 months have continued to see change within the company and advances in our position as a leader in the supply of assistive technology for the aged care and disability sectors.

The market need and our competition has also grown in this time, and these opportunities and challenges have helped us focus more on our products suite and how we can continue to forge our place in the market and return greater shareholder value.

### Key milestones

A number of key milestones have been achieved over the past 18 months, most notably generating revenue and developing our product offering.

In terms of new business, we have achieved over \$3 million in sales contracts and more than 2,500 active commercial subscriptions generating recurring revenue, whilst continuing to work with strategic partners to strengthen our offering and position ourselves for growth in the future.

Some of these highlights include:

- Awarded a tender to upgrade technology at multiple Aged Care & Housing Group (ACH Group) residential care sites in South Australia, with purchase orders already received for over \$1,000,000.
- Signed a Master Services Agreement with one of Australia's largest not-for-profit, healthcare and independent living service providers, Bolton Clarke to provide HSC's solution, with more than \$600,000 in purchase orders already received.
- Awarded a \$410,000 contract with Odyssey Private Aged Care for the delivery of next generation assistive IoT technology for its new independent living units in its first development on the Gold Coast.

HSC is committed to the ongoing sourcing and partnering of superior technology solutions for the aged care and disability home care sectors that will continue to provide us with the platform from which to lead the industry.

### Strategy moving forward

The aged care and disability sectors provide HSC with significant opportunity for growth. Our total addressable market (hardware and software) is estimated to be \$1.2 billion according to figures available from the federal government, made up by Personal Emergency Response Systems, Nurse Call, Geospatial artificial intelligence and cloud-based telehealth platforms.



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While we will continue to pursue opportunities in this market as our primary focus, we are encouraged by interest for the technology and solutions we provide having a wide range of applications across a number of other industry sectors.

Simply put, our offering delivers decision-making solutions through technology that track, analyse and provide data to help companies gain insights, benchmark environments and provide real-time response mechanisms for specific customer needs. This same technology has potential to be rolled out to a number of other industry verticals and opportunities including agriculture, mining, childcare and home automation to name a few.

To better position the group, as part of a broader strategy the Board has recommended to change the name of the company from HomeStay Care Limited to HSC Technology Group Ltd.

This will be my last AGM as Chairman as I intend to retire as a director of the company.

In closing, I would like to thank all who have been involved in HomeStay Care Limited for their commitment to the business, and especially the Board members for their counsel, strategic input, commitment and support during the past year.

As I have previously indicated the potential for Homestay in the current and emerging markets is significant.

I wish you all well in your future involvement in the company and success for the company in the coming years.

**Wayne Cahill**  
Chairman

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 seniors 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.*

