



HomeStay signs MSA with Bolton Clarke

28 January 2020

- **Master Services Agreement (MSA) signed with Bolton Clarke establishing long term relationship and securing national cornerstone customer**
- **Bolton Clarke are one of the largest Australian owned and operated not-for-profit healthcare and independent living service providers**
- **Bolton Clarke named the inaugural Future of Ageing Awards winner in Technology – Health and Wellbeing category for its digital independence offering**
- **MSA allows for continual innovation and implementation of assistive technology solutions powered by Essence APAC IoT devices including Personal Emergency Response (PERS) units, motion detector sensors, smart door switches, voice activated emergency buttons and the accompanying software applications to connect to smart phones and other devices**
- **Initial purchase order for PERS units of approximately \$300,000 invoiced, with product delivery underway**

HomeStay Care Limited (ASX: **HSC** or **Company**), the in-home care platform powered by IoT devices, is pleased to announce a 3 year master services agreement with national aged care provider RSL Care RDNS Limited (trading as Bolton Clarke) (**Bolton Clarke**) (**MSA** or **Agreement**).

Bolton Clarke is an experienced, national 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.

Bolton Clarke were recently named the inaugural Future of Ageing Awards winner in Technology – Health and Wellbeing category for its digital independence offering. This offering involves the roll out of a new suite of smart technology including wearables and in-home monitoring supporting clients to age in place and stay connected with their families.

The Agreement may govern multiple commercial projects between the parties where HomeStay provides an assistive technology platform powered by IoT devices on a project by project basis on standard commercial terms to be agreed over the next 3 years, with: setup; hardware purchase; subscription; professional service; and/or transaction fees applicable. The Agreement provides a framework whereby projects can be initiated under further statement of works (to be agreed). Material terms and conditions of the MSA are set out at Appendix A.

HomeStay and Essence APAC have been working closely with Bolton Clarke over an 18-month period, including technology trials. The MSA allows the Company to collaborate with Bolton Clarke to provide continual innovation, and implementation of Ageing in Place technology platforms that foster independence and autonomy for Bolton Clarke clients.

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.

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Appendix A – Updated material summary of the Agreement

In accordance with ASX guidelines, HomeStay provides the following information:

<i>Description of the Agreement</i>	A master services agreement (MSA) has been entered into setting out the commercial terms that will be applicable to any number of commercial projects between the parties (with each project to be initiated and further governed by terms and conditions set out in a statement of works, which will be read together with the MSA) as agreed from time to time.
<i>Material terms of the Agreement</i>	Commencing immediately, the MSA is with RSL Care RDNS Limited (trading as Bolton Clarke). The initial term of the MSA is 3 years. Either party may terminate the MSA in event of an unremedied breach. The Agreement provides for confidentiality, representations and warranties, and indemnity provisions typical for an agreement of this nature.
<i>Significance of the Agreement</i>	The MSA has been entered into with a national aged care provider as an overarching agreement which has potential to expand across multiple projects throughout Australia. The initial purchase order for approximately \$300,000 has been invoiced with product delivery underway. The Agreement has a material financial impact on HomeStay with the invoicing of the initial purchase order for approximately \$300,000 and product delivery underway.
<i>Other material information relevant to assessing the impact of the Agreement on the price or value of HomeStay securities</i>	There is no other material information.

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