



## HomeStay awarded contract by Odyssey Private Aged Care

17 March 2020

- **Homestay awarded Contract to provide next generation Assistive IoT technology to Odyssey Private Aged Care (“Odyssey”), valued at approximately \$410,000**
- **HomeStay’s technology will be applied to Odyssey’s Independent Living Units development, under new construction and located at Robina on the Gold Coast, Queensland.**
- **Odyssey Private Aged Care group’s contract includes technology solutions across three of HomeStay’s four defined product and service categories:**
  - **Safety and Emergency** - IoT data driven Nurse Call Solution
  - **uVue Communication and Entertainment Platform** - Customised Boutique Concierge IPTV
  - **Security and Accountability** - IoT Real Time Location System covering entire site
- **The Assistive Care Technology for Odyssey will be integrated through HomeStay’s cloud based IoT Aggregation and Messaging Engine**
- **The Contract commences immediately with completion anticipated in June 2020**

Homestay Care Limited (ASX:HSC) (“**Homestay**” or the “**Company**”) is pleased to announce that it has been awarded the design and construct contract to provide Assistive Care Technology to Odyssey Private Aged Care (“**Odyssey**”), for a new Apartment Independent Living Unit development, located at Robina on the Gold Coast, Queensland. Odyssey’s development is for a total of 152 apartments across 3 towers with HomeStay being awarded the contract to deliver assistive technology in the first 2 towers built, being 99 apartments.

Odyssey Private Aged Care is a privately held aged care development company that provides independent living units for seniors to downsize, inclusive of care, while providing premium aged care services. Odyssey sought a proactive care solution that provided an advanced Ageing in Place solution for its residents. The solution needed to be discreet and deliver privacy while providing a level of transparency to the care teams onsite, in addition to connecting family members remotely giving peace of mind that their loved ones were being proactively cared for.

**CEO of Odyssey, Phil Usher, said,** “After a very competitive and exhaustive technology review, we identified Homestay’s IoT assistive care solution as the most appropriate for our needs. Their overall product and service offering delivers the discreteness and level of service our clients expect throughout our properties, and we’re excited to be working with the Homestay team on the delivery of their premium technology suite.”

**HSC Managing Director, Graham Russell, commented,** “Phil Usher, CEO of Odyssey, is a pioneer of change in the Aged Care industry, with significant experienced in the sector. Working with Phil and the Odyssey team during the design of the Robina project was inspiring. They know the problems and challenges that Odyssey faces and could see the real value that our Assistive technology would provide for their residents to increase their independence and safety, while providing an enhanced lifestyle. Odyssey also recognized the operational efficiencies for the organisation, which would flow onto lower costs for their clients.”

HomeStay has entered into a design and construct contract with J. Hutchinson Pty Ltd (“**Hutchinson Builders**”) for the delivery of assistive technology under the project, with further details are set out in Appendix A. Hutchinson Builders are a Tier 1 construction Company headquartered in Queensland and is the main contractor for the construction of the site. Construction of the apartments is scheduled for completion in June 2020. HomeStay has been working closely with both the developer and builder on the project, with delivery of the technology to commence immediately.

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With an aging population, limited qualified care works and limited government funding, Homestay's 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.

Homestay's 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

**For the Contract with Odyssey, HomeStay will be delivering three products and service solutions from the four categories outlined above:**

1. **Safety and Emergency** – The Essence Control Panel Gateway will be installed as a Nurse Call Solution in each apartment with 2 way communication to care teams activated by an Emergency Voice Activated Alert or a stylish wearable pendant, along with a range of activity sensors providing proactive data analytics to detect out of the normal events. These early insights allow for better decision making by care providers, allowing more focused attention, minimising unnecessary care and facilitating more responsive care services.
2. **Communication and Entertainment** – A concierge IPTV customised hospitality solution for the Aged Care sector, will be installed in each apartment, connected to the residents existing TV. The solution provides a sophisticated communication platform from management to the residents of Odyssey, providing boutique services only experienced in luxury hotels including Entertainment, Social Inclusion Activities, Site Information, Meals, Telehealth and much more. This solution provides significant operational efficiencies to the organisation by utilising a platform for all site communications.
3. **Security and Accountability** – A Geo Real Time Location System provides internal locations so staff can pinpoint the exact location of needed resources. With increased productivity from reducing waste, staff are freed up to perform more personalised patient care and have greater job satisfaction; all while helping the organisation improve operational efficiencies lowering ongoing costs to residents.

The Assistive Care Technology solution for Odyssey will be integrated through HomeStay's cloud based IoT Aggregator.

The project involves the installation and ongoing service and maintenance of the platform for the life of the system. The design and construct contract is directly to Hutchinson Builders, a Tier 1 builder headquartered in Queensland, which is the main contractor for the construction of the site.

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

#### Investor Enquiries

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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.*

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**Appendix A – Updated material summary of the Agreement**

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

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| <p><i>Description of the Agreement</i></p>  | <p>The agreement that has been entered into is a design and construct subcontract for the project with J. Hutchinson Pty. Ltd (<b>Agreement</b>).</p> <p>The Agreement provides contractual terms and conditions that the parties will be able to rely upon in relation to the provision of the Company’s assistive technology to 99 new construction apartments under the project.</p>  |
| <p><i>Material terms of the Agreement</i></p>   | <p>Commencing immediately, the Agreement is with the project builder, J. Hutchinson Pty. Ltd.</p> <p>The Agreement includes subcontract conditions for design and construct (Qld) based on Standards Australia Ltd material amended from AS 4903-2000 <i>General conditions of subcontract for design and construct</i> is a part of the suite of conditions of contract based on AS 4000 – 1997 <i>General conditions of contract</i>. These terms and conditions including for confidentiality, termination, representations, warranties, dispute resolution and indemnity provisions typical for an agreement of this nature.</p> <p>The Agreement is valued at approximately \$410,000 for delivery of assistive technology, including setup, hardware purchase, software licenses, professional service and transaction fees. The project will be invoiced throughout delivery in accordance with terms of the Agreement.</p> |
| <p><i>Significance of the Agreement</i></p>   | <p>The Agreement has been entered into with the builder for the project for delivery of assistive technology into a 99 apartment new construction project. The agreement has a material financial impact on the Company with the contract value being approximately \$410,000.</p>   |
| <p><i>Other material information relevant to assessing the impact of the Agreement on the price or value of HomeStay securities</i></p> | <p>There is no other material information.</p>   |

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