

EpicQuest Education Group International



Company Presentation
April 2023



Safe Harbor Statement



Certain of the statements made in this document are "forward-looking statements" within the meaning and protections of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements include statements with respect to our beliefs, plans, objectives, goals, expectations, anticipations, assumptions, estimates, intentions, and future performance, and involve known and unknown risks, uncertainties and other factors, which may be beyond our control, and which may cause the actual results, performance, capital, ownership or achievements of the Company to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. All statements other than statements of historical fact are statements that could be forward-looking statements. You can identify these forward-looking statements through our use of words such as "may," "will," "anticipate," "assume," "should," "indicate," "would," "believe," "contemplate," "expect," "estimate," "continue," "plan," "point to," "project," "could," "intend," "target" and other similar words and expressions of the future.

All written or oral forward-looking statements attributable to us are expressly qualified in their entirety by this cautionary notice, including, without limitation, those risks and uncertainties described in our most recent Form 20-F and otherwise in our SEC reports and filings. Such reports are available upon request from the Company, or from the Securities and Exchange Commission, including through the SEC's Internet website at www.sec.gov. We have no obligation and do not undertake to update, revise or correct any of the forward-looking statements after the date hereof, or after the respective dates on which any such statements otherwise are made.

Equity Snapshot & Financial Statement Metrics

Nasdaq: EEIQ	FYE: September 30
Stock Price (5/5/23)	\$1.30
52-Week Range	\$0.80 - \$3.63
Shares Outstanding	11,439,206
Market Capitalization	\$14.9 million
Price to Book Ratio	1.0x

Revenue	\$6.3 million
Net Income (Loss)*	(\$6.2) million
EPS	(\$0.55)
Cash	\$11.4 million
Total Assets	\$24.0 million
Total Equity	\$15.1 million

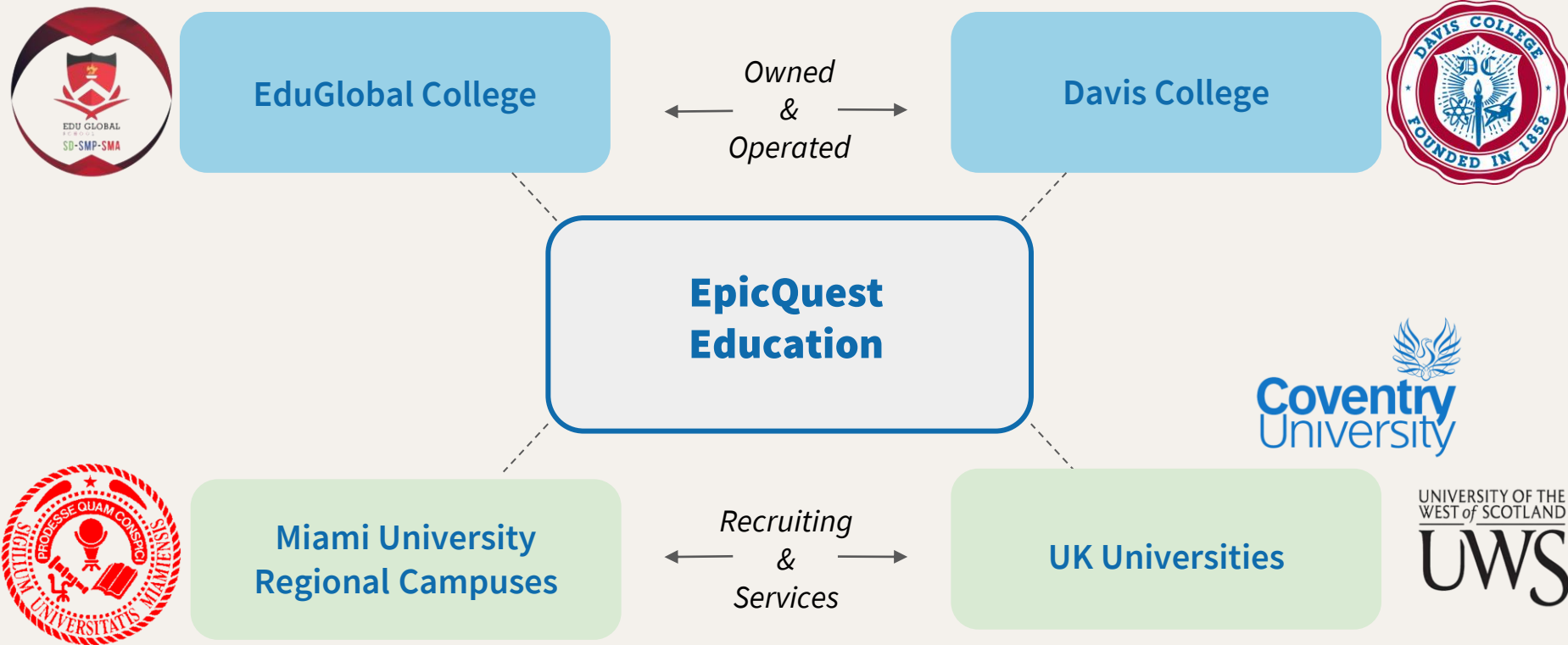
***FYE net loss / EPS due to non-cash and acquisition expenses**
All financial statement figures are as of FYE, September 30, 2022

Company Overview

- 1 Provides comprehensive education solutions** for domestic and international students seeking college and university degrees in the US, Canada, and the UK.
- 2 Focuses on international expansion strategy** through global collaborations with colleges and universities with an increased emphasis on international recruiting.
- 3 Owns and operates EduGlobal College**, based in Vancouver, that provides English language programs for international students and a ‘transfer pathway’ for students to pursue degrees in Canada.
- 4 Has majority ownership in & operates Davis College** in Toledo, OH; the college provides career-training programs and internationalized academic options for students.
- 5 Maintains a strong relationship with the Miami University Regionals** where we offer study abroad students an array of services & support to facilitate study abroad success.



Business Model



Mission Statement and Operating Objectives

Our Mission is Twofold:

- 1 **A strategic growth plan of international expansion.** This includes educational collaborations with colleges and universities around the world, international recruiting, enriched academic programming and expanding our global educational platform by means of organic growth and acquisitions.
- 2 **To offer students opportunities** for academic advancement and practical educational programming that aligns with the job demands of the global economy.

Our Operating Objectives Include:

- **Expanding our educational programming** by offering more international courses and technical degrees as well as transfer pathways to universities.
- **Investing in campus infrastructure**, improving the current hybrid academic learning model and achieving superior academic outcomes for our students
- **Improving our operating metrics** associated with student enrollment, revenue per student and the costs of services.



Owner & Operator of EduGlobal College in Vancouver



Acquired 100% of EduGlobal College, based in Vancouver, specializing in transitional English language and pathway programs for international students seeking academic degrees and career advancement.

Offers English for Academic Purposes (EAP) program, a first-year university program (iUPP), and a Master's Academic Preparation Program (MAAP) to help prepare students who have completed a bachelor's degree and who aspire to pursue undergraduate and graduate degrees at Canadian Universities.

EduGlobal's focus is to develop pathway programs to Canadian public universities; these pathways serve as a bridge for students to move from a private institution to a public university, representing a valuable and unique opportunity in Canadian higher education.

EduGlobal has entered into agreements with Algoma University and Yorkville University to provide seamless transfer pathways for EduGlobal students to complete baccalaureate degrees at these universities' campuses in Canada.



EduGlobal College: Operations Update

Approved for Education Quality Assurance (EQA) designation in British Columbia which allows for the hosting of international students on study permits and participation in overseas recruitment and partnership events organized by the Department of Global Affairs Canada

- Bolsters mission to attract a diverse student body from China, India, LATAM, the ASEAN countries and other regions to internationalize the EduGlobal campus.

EduGlobal was placed on the Designated Learning Institution List (DLI) maintained by Immigration, Refugees and Citizenship Canada which allows an international student to participate in a program of study in Canada with a duration longer than six months.

EduGlobal's EQA designation and DLI listing support EduGlobal's international expansion and further enhances its image and reputation to successfully recruit international students.



Majority Owner & Operator of Davis College in Toledo, OH

Davis College offers career training that leads to successful employment; we provide marketable skills for students of all backgrounds to develop fulfilling careers as well as 'transfer pathway' programs to further students' educational goals.

Davis College's international student recruitment continues to expand; the LATAM and ASEAN markets, with Sri Lanka as its hub, are key in engaging private high schools and universities.

Partners with international universities and colleges programs to offer 1+1 programs in which students finish their first year in their home country and complete their associate degree at Davis College; partnerships with 4-year universities have 2+2 transfer pathways.

Launching first Bachelor's program in Business Management in 2023 along with Nursing and STEM programs; this broadens options for students making a 4-year degree more accessible while opening the door for more Davis College premier programs.



Davis College: Operations Update

Davis College has articulation agreements that offer students transfer pathways to its academic partners:

- Rennes School of Business
- Northeastern University
- Sofia University

Davis College has entered into numerous MOUs with international colleges and universities to diversify the student base, enter cross-border collaborations, and internationalize its academics:

- | | |
|----------------------------|---|
| → ICBT Campus of Sri Lanka | → Isabela State University of the Philippines |
| → PSB Academy of Singapore | → Infrastructure University of Malaysia |
| → Anhui Business Institute | → Holy Cross of Davao College |
| → Hanjiang College | → Meishan Pharmaceutical College |

Davis College recently entered into an agreement for the intake of 46 students in September 2023 that expands to an enrollment of at least 138 students in 2025. The agreement with Chongqing Technology and Business Institute is for a Diploma and Bachelor's degree in Interior Design.

EduGlobal College & Davis College

- Engage directly with international high schools as premier recruitment channel – engage directly with this cohort and market products that support and enrich the study abroad experience
- Develop office in Sri Lanka as ASEAN recruiting hub and to coordinate with region's colleges and universities
- Davis College currently enrolls 37 international students executing on its mission of internationalization its student base
- Centralized recruiting for both colleges creates operating synergies
- Recently initiated recruitment for the LATAM markets: plan includes identifying international-oriented institutions, developing partnerships, collaborating on curriculum & summer programs

International recruiting is a key element of EEIQ's international growth strategy.

Relationship with Miami University Regional Campuses

Miami University (MU) has five campuses and undergraduate and graduate enrollment of ~23,000; EEIQ's relationship with MU is with the Middletown and Hamilton Regional Campuses with an enrollment of ~4,000 students.

We have recruited for the Miami University Regional Campuses since 2013.



'One-Stop' Services for MUR Study Abroad Students

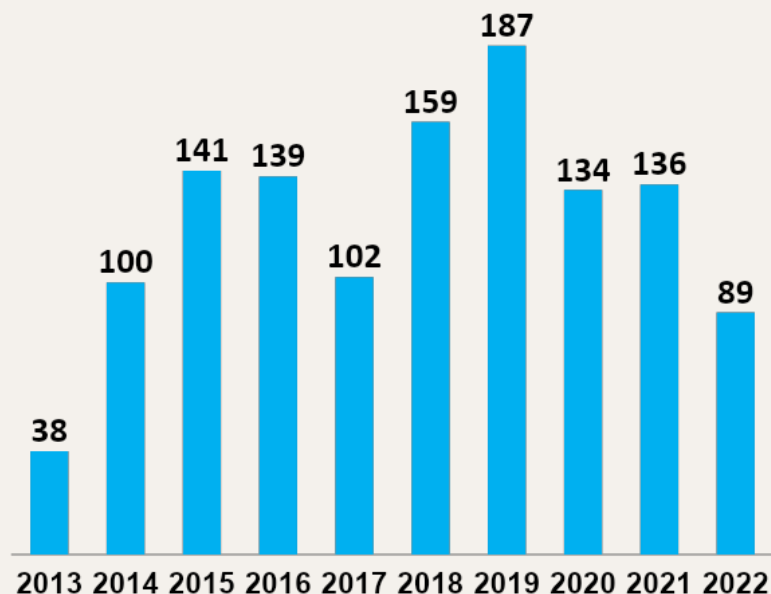
- We recruit and provide admission-related services to prospective international overseas students and their parents and high school administrators
- We provide student housing, dining services, dorm supervision and 24-hour emergency support for study abroad students
- Students enroll in the English Language Center (ELC) program and take Miami University Regional (MUR) campus courses based on English proficiency
- We operate 11 dorms, a cafeteria, gym, and a student life center on the regional Middletown and Hamilton campuses
- We are upgrading and expand our facilities adjacent to the MUR Campuses attributable to our strong and recruiting efforts



Miami University Regionals: Operations Update

- For the Fall 2022 term, 89 students were present for in-person classes at the MU Regional Campuses including those students admitted in 2022, and some from the previous year.
- It is beneficial for us to have our students on-campus due to residential fees and other fees. The remainder of the students who had been admitted to the English Language Program are taking online classes.
- Divested of residential properties adjacent to the Hamilton and Middletown campuses of MU at a sales price of ~150% of the initial purchase price; we intend to use these proceeds to develop modernized and improved facilities for our students.

Overseas Student Enrollment at MU Regional Campuses



Miami University Regionals: Marketing Activities

Study Abroad Agencies → we have cooperative relationships with the 5 largest agencies in China

B2B Study Abroad Companies → we have several B2B companies in our circle of cooperative relationships

Intl. High School / Language Programs → we maintain direct contact with many schools and programs

University Foundation Programs → we work with a number of programs and are creating own foundation platform



- Upgraded admissions software, social media outreach, campus visits, student ambassadors, virtual events, college fairs, etc.
- Peer feedback, virtual tours, digital outreach, social media posts, influencer marketing, student ambassadors, SEO and social media reviews becoming increasingly important.

Key Market Trends: US and International

US

- Higher education curricula designed for the current labor market.
- Diversity in students and faculty influenced by globalization and immigration that includes non-traditional students.
- Hybrid learning, including AI and VR, ushered in by the pandemic.
- Consolidation of colleges due to overall lower enrollment.

International

- Increased competition for international students as evidenced by students taking the Duolingo English test in 12,000 cities.
- Strategic institutional partnerships and exchange programs grow.
- An increase in online learning lowers barriers and cost concerns.
- The US, UK, Australia, and Canada continue to see a large influx of international students.



Execute on our plan of international expansion

- **Leverage our numerous international college and university collaborations** to further internationalize our educational ecosystem.
- **Internationalize our academic programming**, launch bachelor degree programs to augment our pathway programs, and leverage our cross-cultural relationships.
- **Recruiting focus on ASEAN and LATAM regions** to start, & then Europe and Africa to deepen and diversify our student body.
- **Target colleges for acquisition** in the US, Canada, the UK, and SE Asia , as well as in major cities.



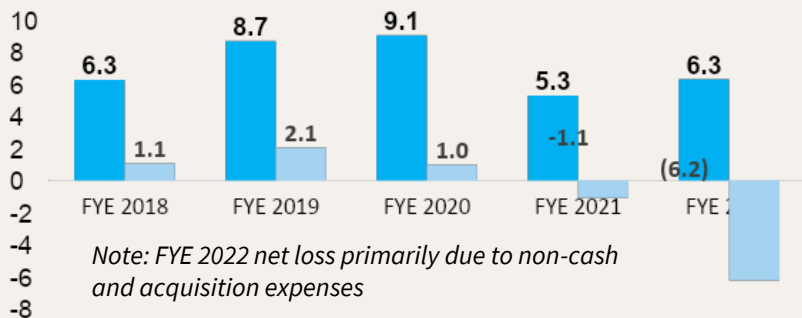
Improve our Programming and Operating Metrics

- **Enhance our academic programming and learning models** to achieving superior academic outcomes for our students.
- **Improve our operating metrics** associated with student enrollment, revenue per student and the costs of services.

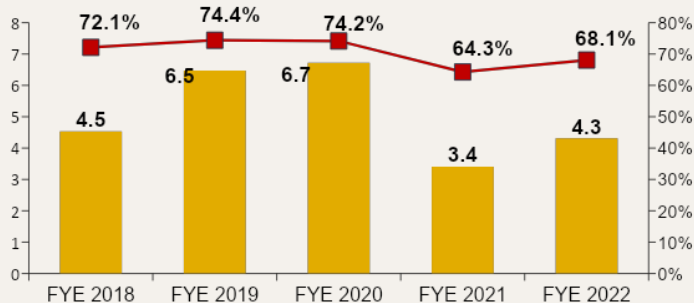
Financial Summary

Income Statement Data (in \$mm)

Revenue and Net Income

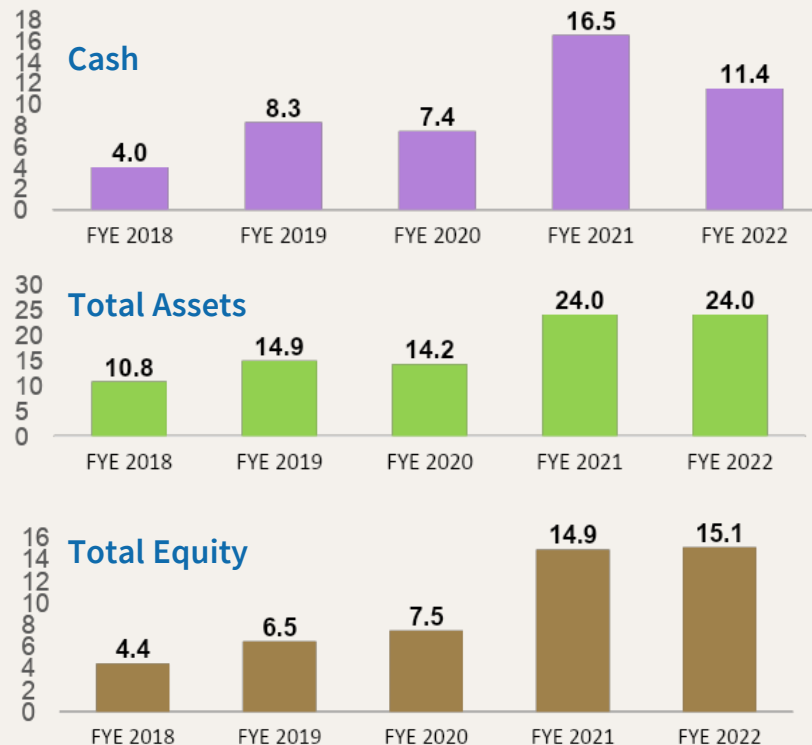


Gross Profit and Gross Margin



Note: Audited Financials for FYE September 30th

Balance Sheet Data (in \$mm)



Board of Directors and Management Team



Jianbo Zhang
CEO, Founding
Chairman



Zhenyu Wu
CFO, Director



Craig Wilson
Independent
Director Chair,
Audit
Committee



G. Michael Pratt
Independent
Director Chair,
Compensation
Committee

Jianbo Zhang - Bachelor (1987) and Master in Finance (1993) from Renmin University, MBA (1999) from Coventry University, and EMBA (2003) from Singapore Tiandu Education

Zhenyu Wu - Ph.D. (2007) in Finance, MBA (2002) in Finance, and MA in Economics (2001) from University of Calgary, and Bachelor in Economics (1999) from Nankai University

Craig Wilson - Ph.D. (2004) in Finance, BComm (2008) in Finance, and B.Sc. in Mathematics (1996) from University of Alberta

G. Michael Pratt - Dean of Regional Campuses and Associate Provost at Miami University (2010-16), Ph.D. in Anthropology (1981) from Case Western Reserve University

Key Investment Highlights

- Growth Strategy of International Expansion
- Owner & Operator of For-Profit Colleges
- Strong MUR and Business Relationships
- Global Expansion Opportunities
- Growing Recruitment Metrics
- Diversified Sources of Revenue
- Extensive Marketing and Sales Channels
- Highly Experienced Management Team



Contact Information

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EpicQuest Education Group



Thank you!

