

EpicQuest Education Group International



**Company Presentation
October 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.

EEIQ Company Overview



EduGlobal College

*Owned
&
Operated*

Davis College



**EpicQuest
Education**

**Miami University
Regional Campuses**

*Recruiting
&
Services*

UK Universities



Mission Statement and Operating Objectives



Our Mission is Twofold:

1. **A strategic growth plan of international expansion** of educational collaborations around the world, international recruiting, organic growth and acquisitions
2. **To offer students opportunities** for academic advancement and a practical education 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
- **Investing in campus infrastructure**, improving the hybrid learning model, superior academic outcomes
- **Improving our operating metrics** associated with student enrollment, revenue per student and operating costs

Execute on our plan of international expansion

- **Leverage our numerous international college and university collaborations** to further our mission of internationalization
- **Internationalize our academic programming**, launching new bachelor of science degree program and augment our academic pathway programs
- **Recruiting focus currently on ASEAN and LATAM regions** to deepen and diversify our student body; further recruiting efforts to be in Europe and Africa
- **Target colleges for acquisition** in the US, Canada, the UK, and SE Asia, with a focus on major cities



All of these strategies are focused on increasing our enrollment – which increases our revenue and profitability.

Owner & Operator of EduGlobal College in Vancouver



Acquired EduGlobal College in January 2022, which specializes in transitional English language and pathway programs for international students seeking academic degrees and career advancement

Offers programs to prepare students to complete bachelor's degrees and who seek 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

EduGlobal has entered into agreements with several Canadian colleges and universities to provide seamless transfer pathways for EduGlobal students to complete bachelor's degrees at the Canadian universities



Approved for Education Quality Assurance (EQA) designation for that enables participation in overseas recruitment organized by the Dept. of Global Affairs Canada

- Bolsters mission to attract a diverse student body from China, India, LATAM, the ASEAN countries 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 longer than six months

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

Majority Owner & Operator of Davis College

Davis College offers career training that leads to successful employment; we provide marketable skills for students to develop fulfilling careers as well as ‘transfer pathway’ programs.

Davis College’s international student recruitment continues to expand: enrolled 102 international students in 1st academic quarter of 2023, a 3-fold increase y-o-y; focus on ASEAN and LATAM markets with a new Sri Lanka office as marketing hub

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; 4-year universities have 2+2 transfer pathways.

Launched 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.



Davis College has articulation agreements that offer students transfer pathways:

- Rennes School of Business → Sofia University → University of Cincinnati
- Northeastern University → Cleveland Institute of Arts → Lourdes University

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

- 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
- University of Portsmouth → Meishan Pharmaceutical College
- Suzhou Polytechnic Inst of Agriculture → Urumqi Vocational University
- Peking University → Beijing Institute of Technology

Davis College entered into an agreement with Chongqing Technology and Business Institute and we exceeded the 50 students stipulated in Sept. 2023

Recruitment for Owned & Operated Colleges

EduGlobal College & Davis College

- **Engage directly** with international high schools
- **Developing office in Sri Lanka** as ASEAN recruiting hub
- **Centralized recruiting** for both colleges creating synergies
- **Recently initiated recruitment** for the LATAM markets
- **New recruitment strategies** have resulted in a 26% increase in international students at Davis College for 2022 – 2023
- **Engaged a leading recruiter in China** which is expected to raise company profile
- **The two colleges' numerous collaborations** are expected to result in significant enrollment increases over time

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

Relationship with Miami University Regionals (MUR)

Miami University is a world class university that has five campuses and undergraduate and graduate enrollment of ~23,000; the Miami University Regional Campuses have an enrollment of ~4,000 students. We have recruited for the English Language Center at the Miami University Regional Campuses since 2013.



'One-Stop' Services for MUR Study Abroad Students

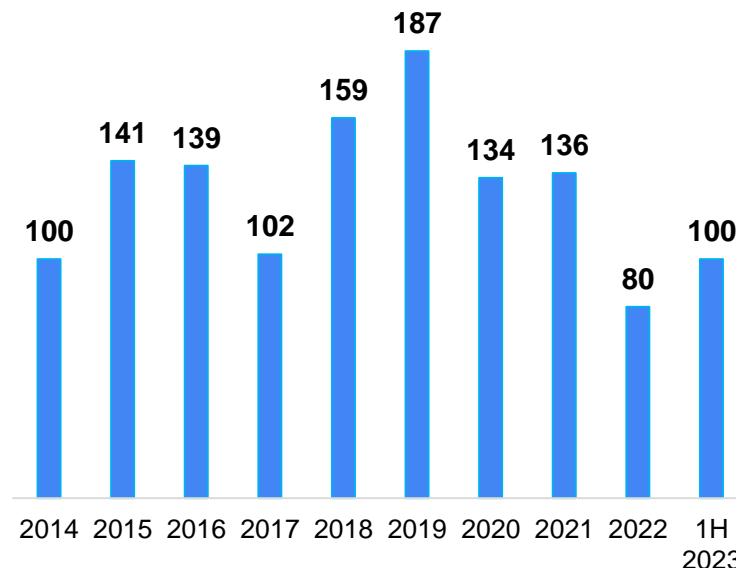
- **We recruit and provide admission-related services** to prospective international overseas students
- **We provide an array of services:** student housing, dining services, supervision, a gym, a student life center, career counseling and 24-hour emergency support
- **Students enroll in the English Language Center (ELC)** and take Miami University Regional (MUR) campus courses based on English proficiency
- **We recently renewed our agreement with Miami University for a five-year term** that propels EEIQ forward to implement its internationalization plans as part of its sustainable growth strategy.



Miami University Regionals: Operations Update

- **As of March 31, 2023**, 100 students were present for in-person classes at the English Language Center
- **Students on-campus remit residential fees and other fees**; the remainder of students take online classes
- **Recently renewed contract with Miami University**; EEIQ has guaranteed at least 100 students for enrollment for the 2023-2024 academic year
- **Going forward** recruiting to be expanded to include Southeast Asian countries

Overseas Student Enrollment at MU Regional Campuses



- Study Abroad Agencies** → we have relationships with the 5 largest agencies in China and are developing agency relationships in other countries
- B2B Study Abroad Companies** → we have several B2B companies in our circle of cooperative relationships
- Int'l High School / Language Programs** → we maintain direct contact with a large number of schools programs
- University Foundation Programs** → we work with a number of programs and are creating our own foundation platform

Key Market Trends: US and International

US

- Education curricula designed for the current labor market
- Diversity in students and faculty via globalization
- Hybrid learning ushered in by the pandemic
- Consolidation of colleges due to overall lower enrollment

International

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



Equity Snapshot & Financial Statement Metrics

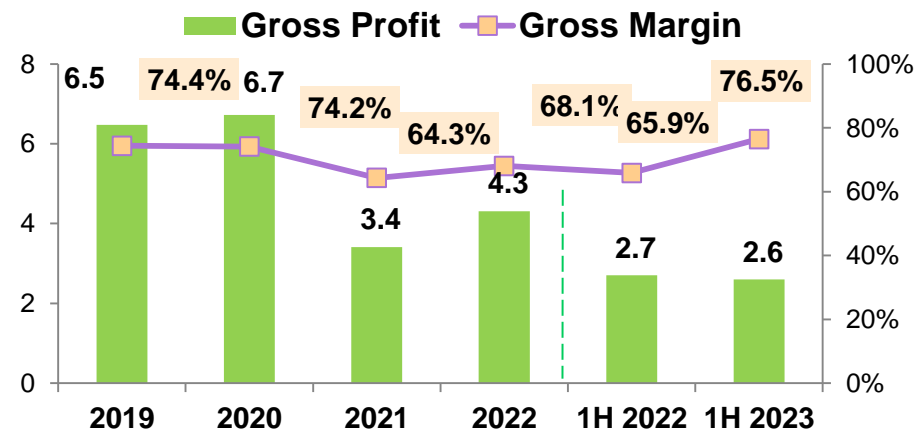
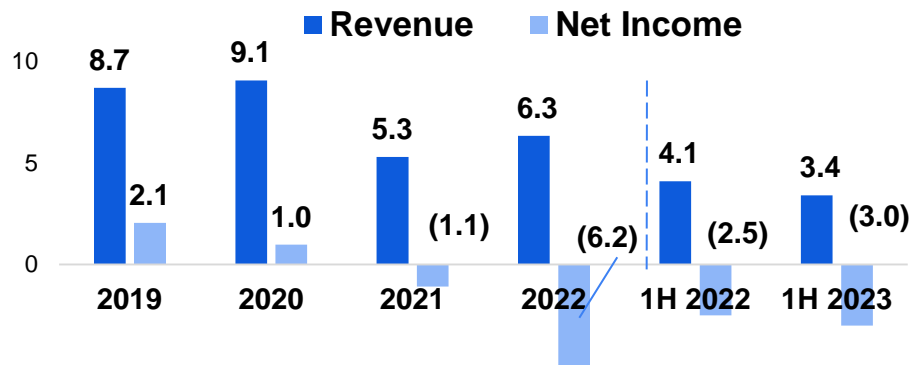
Nasdaq: EEIQ	FYE: September 30
Stock Price (10/18/23)	\$1.17
52-Week Range	\$0.80 - \$3.63
Shares Outstanding	11,469,800
Market Capitalization	\$13.4 million
Price to Book Ratio	1.2x

Revenue (TTM)	\$5.7 million
Net Loss (TTM)	(\$5.7) million
EPS (TTM)	(\$0.54)
Cash	\$5.9 million
Total Assets	\$19.6 million
Total Equity	\$11.6 million

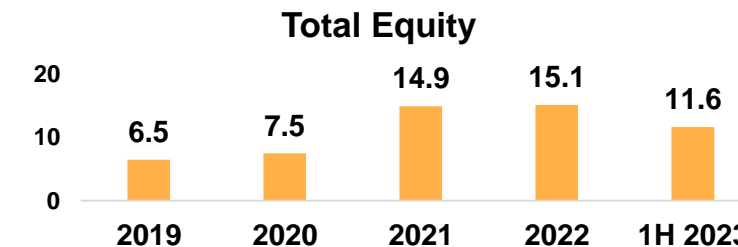
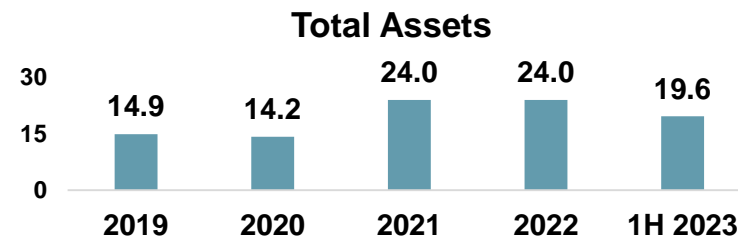
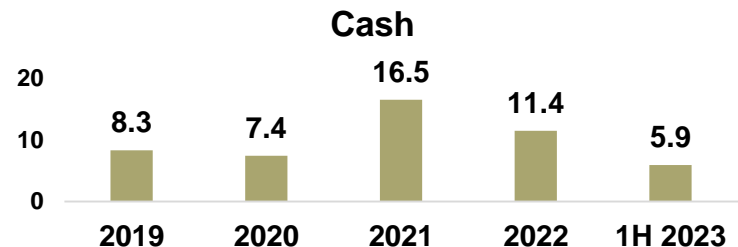
* TTM = Trailing 12 months. Net loss & EPS due to non-cash and acquisition expenses. All financial statement figures as of March 31, 2023, unaudited)

EEIQ Financial Summary

Income Statement Data (in \$mm)



Balance Sheet Data (in \$mm)



Board of Directors



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

EEIQ Key Investment Highlights

- **Growth Strategy of International Expansion**
- **Owner & Operator of For-Profit Colleges**
- **Strong Miami University Regionals Relationship**
- **Diversified Sources of Revenue**
- **Global Expansion Opportunities**
- **International Recruiting Leads to Greater Enrollment and Revenue**
- **Highly Experienced Management Team**



Contact Information

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Thank you!

