

# EpicQuest Education Group International



**Company Presentation  
December 2024**



# 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](http://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.

# Key Market Trends: United States

## United States

- Hybrid learning ushered in by the pandemic here to stay
- Arrival of AI offers challenges and opportunities
- Financial and demographic challenges
- Lower enrollment due to a strong job market
- The closings and consolidation of colleges



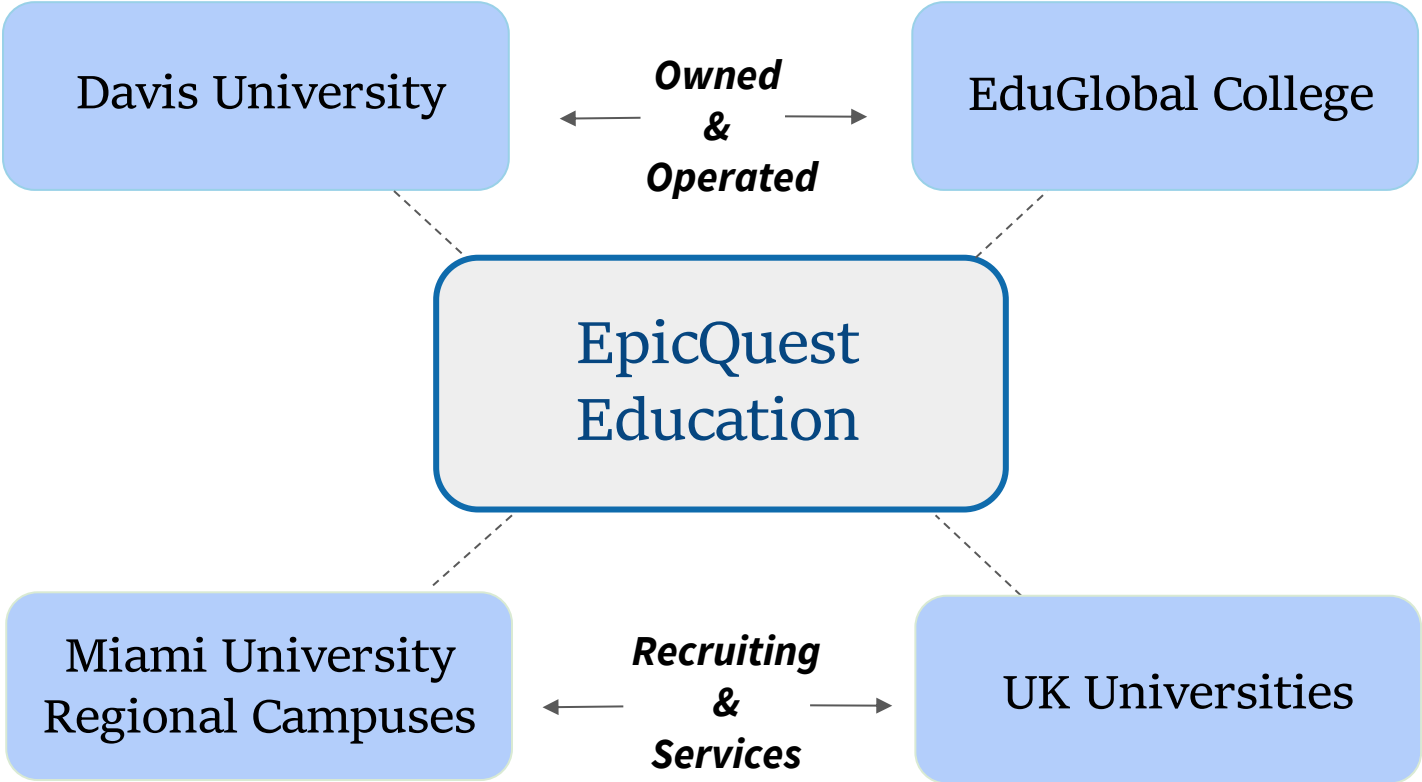
# Key Market Trends: International

## International

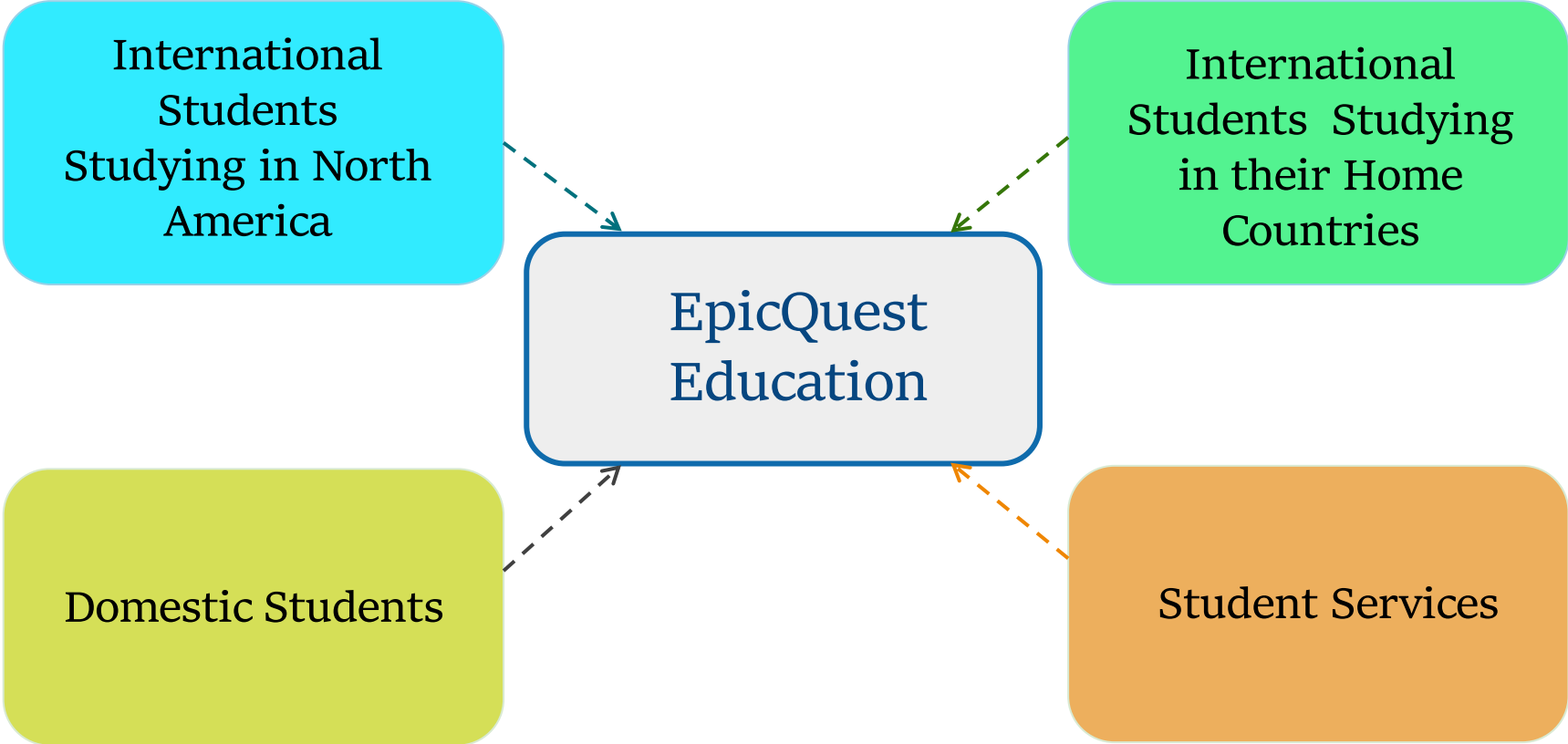
- Increased competition for international students
- Strategic partnerships and exchange programs grow
- An increase in online learning lowers barriers and costs
- The US, UK, Australia, and Canada continue to see a large influx of international students



# EEIQ Business Model



# EEIQ Revenue Streams





# EEIQ Mission Statement

## Our Mission is as Follows:

1. To provide our students with an array of options which fit the needs of students today – and which lead to good jobs and fulfilling life journeys

## Our Growth Plan

1. A strategy of internationalization
2. To expand geographically and sustain our high growth via organic growth and acquisitions



Acquired Davis University, based in Toledo, in November 2021

- Offers students career training associate degree programs that focus on practical education and good, well-paying jobs
- Launched a Bachelor's of Science in Business degree, that retains students on campus and enhances international recruiting
- Davis' new STEM programs that can access the federal OPT program to gain work experience in the US
- Davis' foundational programs in students' home countries are hugely successful





## International Collaborations

- Peking University
- Holy Cross of Davao College
- ICBT Campus of Sri Lanka
- University of Portsmouth
- Isabella University of the Philippines
- Infrastructure University of Malaysia



## Articulation Universities

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

Acquired EduGlobal College, based in Vancouver, in January 2022

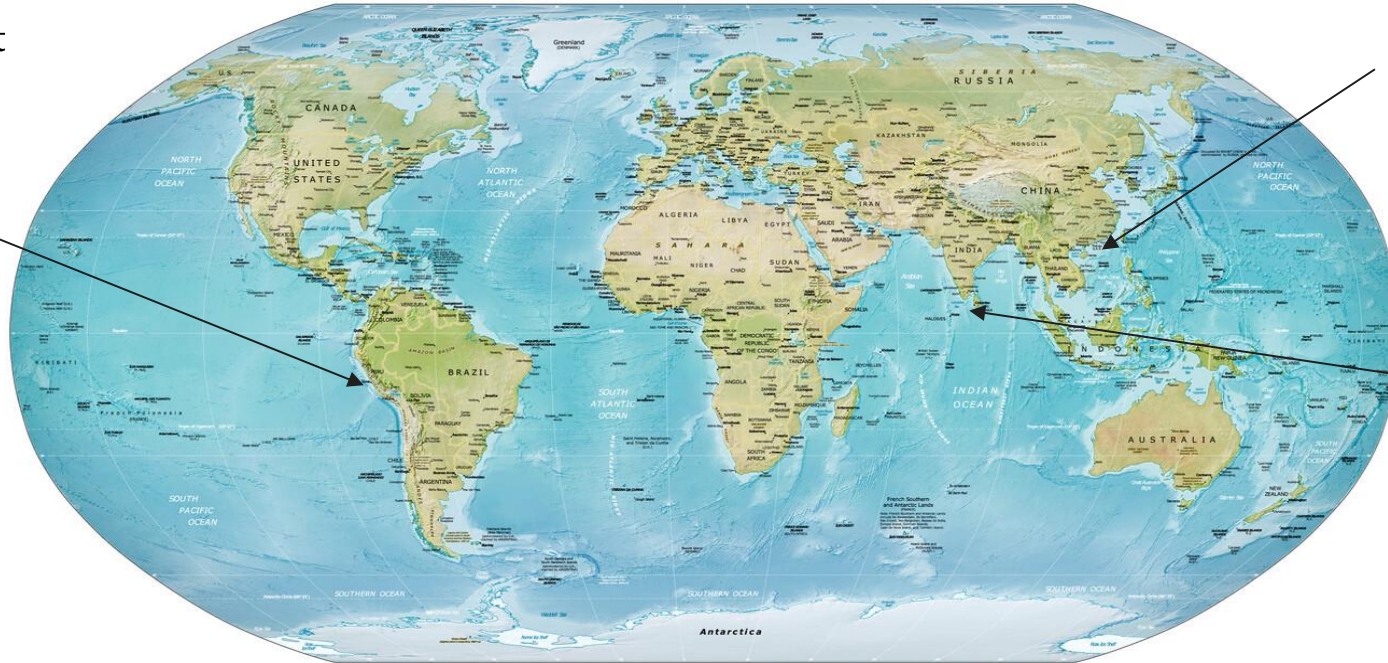
- Specializes in transitional English language with pathway programs to elite Canadian universities
- Placed on the Designated Learning Institution List (DLI) which allows an international student to participate in a program of study in Canada longer than six months
- Approved to offer new business co-op diploma and certificate programs
- Entered into agreements with Canadian colleges and universities to provide seamless transfer pathways for students to complete bachelor's and master's degrees



# Student Recruitment Around the Globe

International Recruiting is a Key Element of EEIQ's Growth Strategy

Recruitment  
Initiated for  
the LATAM  
markets



Foundational  
programs in China  
to build student  
pool for pathway  
programs

Sri Lanka as  
ASEAN  
recruiting  
hub

Established numerous collaborations with institutions and agents  
in various countries for transferring students

# Newly Enriched Academic Programs

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## Davis University

- STEM
- Kinesiology and Recreational Education
- Nursing
- Master of Management

## EduGlobal College

- Pre-Master's programs
- Business co-op programs





# Relationship with Miami University Regionals (MUR)

Miami University of Ohio is a World Class University

- Five campuses with undergraduate and graduate enrollment of ~23,000
- We have recruited for the English Language Center at the MUR since 2013



# 'One-Stop' Services for MUR Students

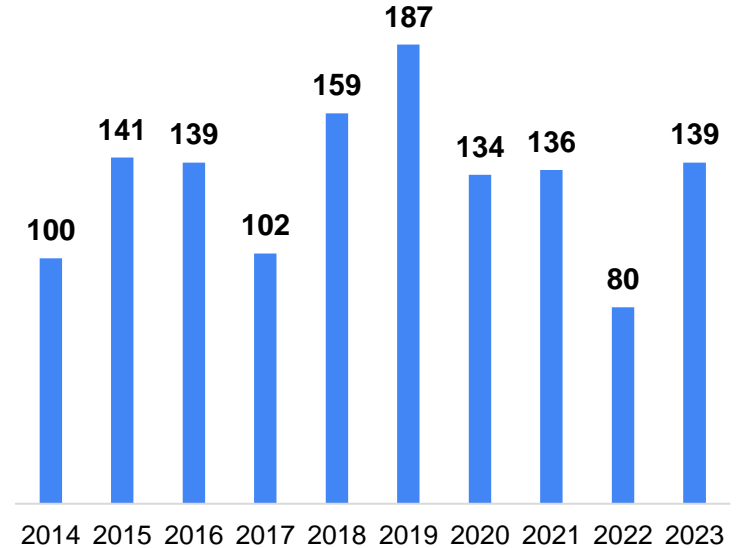
- We recruit and provide admission services to international students who seek to study abroad
- We provide an array of services: student housing, dining services, supervision, career counseling, 24-hour emergency support, etc.
- We enroll students in the English Language Center (ELC) and MUR courses based on English proficiency





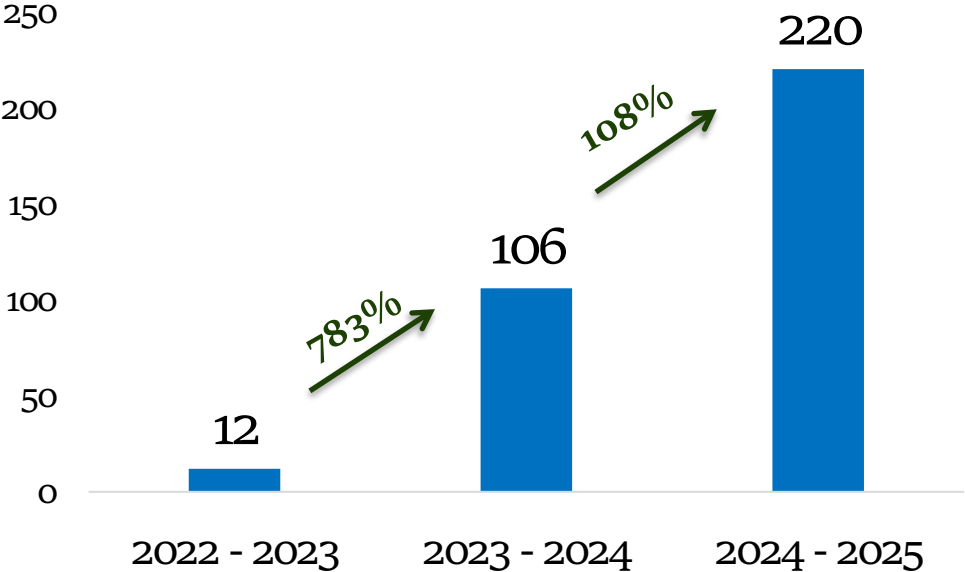
- In 2023, 139 students were present for in-person classes at MUR
- Agreement with MUR renewed for a 5-year term for sustainable growth
- EEIQ has guaranteed at least 100 students for enrollment for the 2023-2024 academic year
- Going forward, recruiting to be expanded to India and other Southeast Asian countries

**Overseas Student Enrollment at MU Regional Campuses**



# Update on Student Enrollment

Number of International Students Enrolled in Davis' Foundational and 3+0 Programs



# EEIQ's Plans for AI-Based Growth

- Be a leader in AI: empower students' academic achievement and engagement
- Approach: a blended model of AI and traditional teaching with human connection
- AI-based learning platform
- AI university of the future



# Equity Snapshot & Financial Statement Metrics



Nasdaq: EEIQ	<b>FYE: Sept. 30</b>
Stock Price (11/29/24)	<b>\$1.04</b>
52-Week Range	<b>\$0.73 - \$2.19</b>
Shares Outstanding	<b>13,003,173</b>
Market Cap.	<b>\$13.5 million</b>
Price to Book Ratio	<b>1.9x</b>

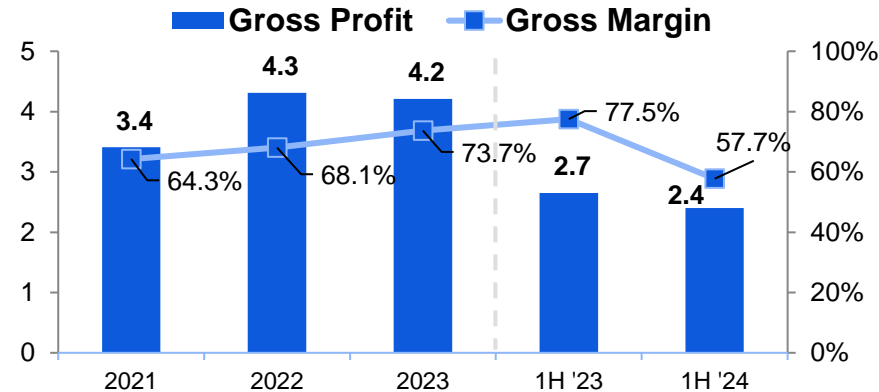
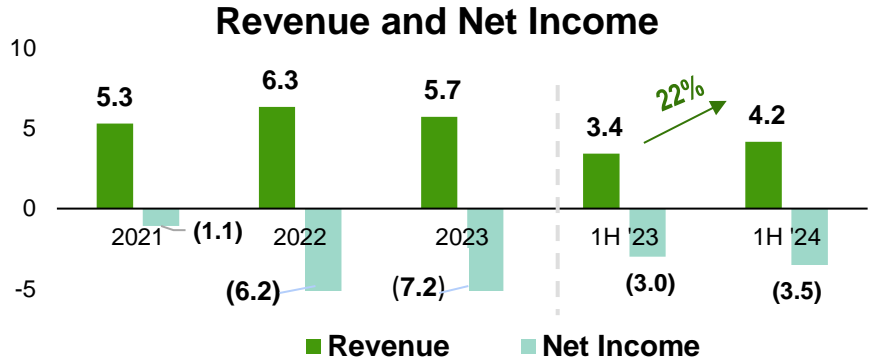
Revenue (LTM)	<b>\$6.5 million</b>
Net Loss (LTM)	<b>(\$10.4) million</b>
EPS (LTM)	<b>(\$0.60)</b>
Cash	<b>\$0.6 million</b>
Total Assets	<b>\$20.5 million</b>
Shareholders' Equity	<b>\$7.1 million</b>

*Note: LTM = latest 12 months; financial statement information as of 3-31-2024*

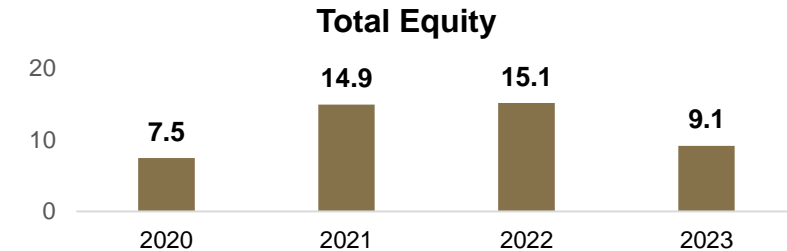
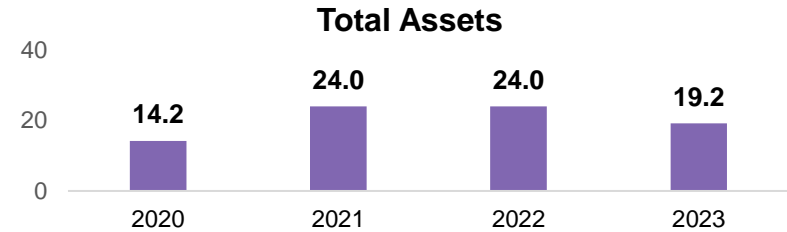
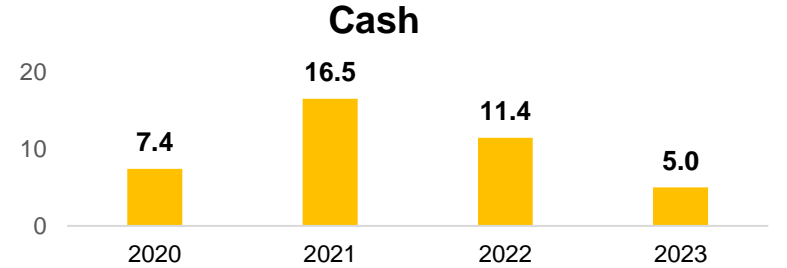
# EEIQ Financial Summary



## Income Statement Data (in \$mm)

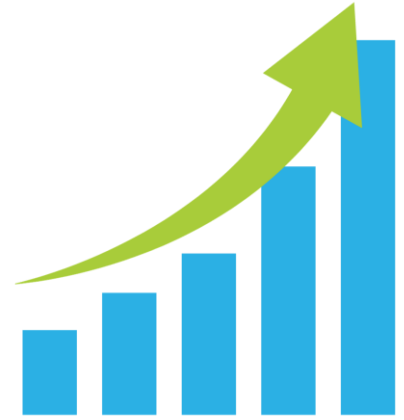


## Balance Sheet Data (in \$mm)



## Execute on our plan of internationalization:

- Leverage our numerous international college and university collaborations
- Launched new STEM programs to draw international students
- Internationalize our recruiting efforts to expand and diversify our student body
- Create synergies with our new kinesiology programs
- Set up study centers and branch campuses both in North America and around the globe



***Our strategies increase enrollment - which increases our revenue and profitability.***



# Board of Directors



**Jianbo Zhang**  
CEO,  
Founding  
Chairman



**Zhenyu Wu**  
CFO,  
Director

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**  
Independent  
Director  
Chair, Audit  
Committee



**G. Michael Pratt**  
Independent  
Director Chair,  
Compensation  
Committee

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



**Xiaojun Cui**  
Independent  
Director

Xiaojun Cui - MSc Marketing from Edinburgh Napier University (2002)

# EEIQ Key Investment Highlights

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- Owner & Operator of For-Profit Colleges
- Strong Miami University Regionals Relationship
- Growth Strategy of Internationalization
- Diversified Sources of Revenue
- Focus is on International Recruiting which Leads to Greater Enrollment and Revenue
- New Academic Synergies and AI Engagement
- Excellent Leadership and Corporate Culture



# Contact Information

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EpicQuest Education Group



*Thank you!*

