

# EpicQuest Education Group International



Company Presentation  
August 2022



# Disclaimer

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.

# Equity Snapshot

<b>Nasdaq: EEIQ</b>	<b>FYE: September 30</b>
<b>Stock Price (8/8/22)</b>	<b>\$2.00</b>
<b>Shares Outstanding</b>	<b>11,045,313</b>
<b>Market Capitalization</b>	<b>\$17.6 million</b>
<b>Revenue (TTM)</b>	<b>\$6.3 million</b>
<b>Net Income (TTM)</b>	<b>(\$3.3) million</b>
<b>EPS (TTM)</b>	<b>(\$0.31)</b>
<b>Cash</b>	<b>\$12.9 million</b>
<b>Total Assets</b>	<b>\$26.2 million</b>
<b>Deferred Revenue</b>	<b>\$4.6 million</b>
<b>Total Equity</b>	<b>\$16.3 million</b>

*All financial statement figures are as of March 31, 2022*

*TTM = Trailing Twelve Months*

# EpicQuest Education Group: Business Model



EduGlobal  
College

New  
Business

Davis  
College



EpicQuest  
Education  
Group

Regional  
Campuses of  
Miami  
University

Traditional  
Business

UK  
Universities



# Acquisition of Controlling Interest in EduGlobal College

- **Acquired 80% of EduGlobal College**, a college specializing in English language programs for international students seeking academic degrees and career advancement
- **EduGlobal seeks to attract a highly diverse student population from around the world**; its mission is to provide student-centric English proficiency and 'transfer pathway' programs for students from around the world who wish to pursue academic degrees in Canada
- **Offers English for Academic Purposes (EAP) programs, first-year university programs and a Master's Academic Preparation Program** to help prepare students who have completed a bachelor's degree and who aspire to pursue graduate studies at a Canadian University
- **EduGlobal recently entered into an agreement with Algoma College** to provide a seamless transfer pathway for its students to complete baccalaureate degrees and graduate certificates at certain of Algoma's campuses in Ontario, Canada.





# Acquisition of Rights to Underlying Equity in Davis College

- **In December 2021, we acquired the right to a controlling equity position in Davis College, in Toledo Ohio.** The two-year career training college offers practical academic programs that are cost-effective for students in a variety of fields
- **Davis College offers career training that often lead to careers in high demand;** our mission provides marketable skills for students who might not otherwise have the opportunity to develop fulfilling careers as well as 'transfer pathway' programs
- **New Programs Added to Address Market Demand;** New AAB's in Digital Marketing, Healthcare Administration, Logistics and Supply Management and Project Management
- **Business Academic Programming Developments;** the Ohio Dept. of Higher Education recently approved Davis College to provide online education to 49 member states including an online AAB in Business Management
- **Entered into MOU's for Collaborations with International Colleges and Universities;** plan is to diversify the student base and enhance its academic programs



# Relationship with Regional Campuses of Miami University

- Miami University of Ohio (MU) has 7 colleges, 5 campuses and a campus population of ~25,000; the Company's relationship with MU are with the Middletown and Hamilton regional campuses.
- We have recruited for the regional campuses of MU since 2013

**Middletown**



**Hamilton**

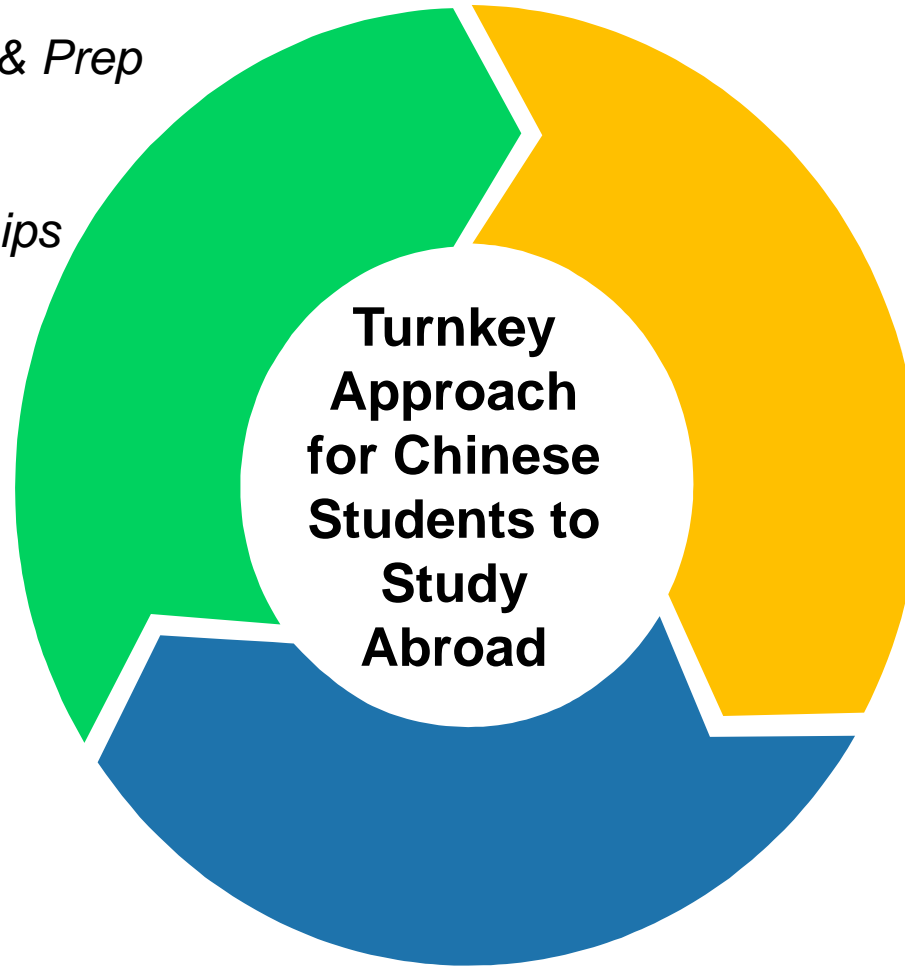


## EpicQuest Education - Marketing

- *Language Testing (ITEP) & Prep*
- *Study Abroad Agencies*
- *High Schools & Partnerships*
- *Foundation Programs*
- *Admissions Applications*

## China Partner: Renda Financial Education

- *Visa Services*
- *Student Applications*
- *Pre-Departure Training*



## Miami University of Ohio (Regional Campuses)

- *Two-Week Orientation*
- *English Language Center*
- *Flexible Admissions Standards*
- *Choice of Campuses*
- *Pick-Up Arrangements*

## EpicQuest Education - Services

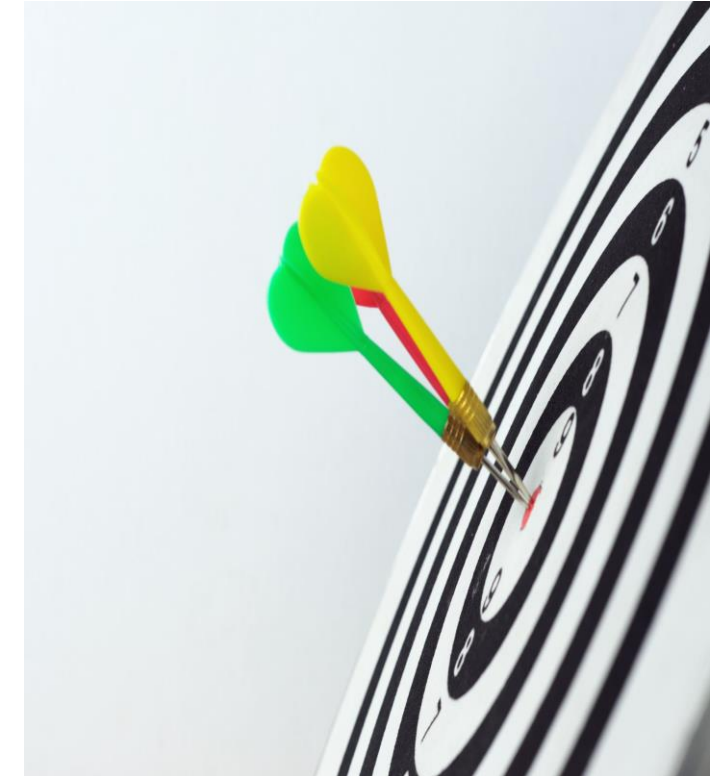
- *Courses in China for MU Credit*
- *Bridge Year Foundational Program*
- *Dormitory and Supervision*
- *Cafeteria and Student Resources*
- *Post-Studies Guidance*



# Marketing and Recruiting Programs

For the Regional Campuses of Miami University:

- **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
- **International High School / Language Programs** – we have essential contacts with many schools and programs
- **University Foundation Programs** – we work with a number of programs and are creating own foundation platform



For Our Owned and Operated Colleges:

- **Upgrading Marketing Efforts** – through admissions software, social media, on-campus visits, student ambassadors / alumni, virtual events - global outreach, improved websites, college fairs, academic and campus distinctiveness, expanded touchpoints

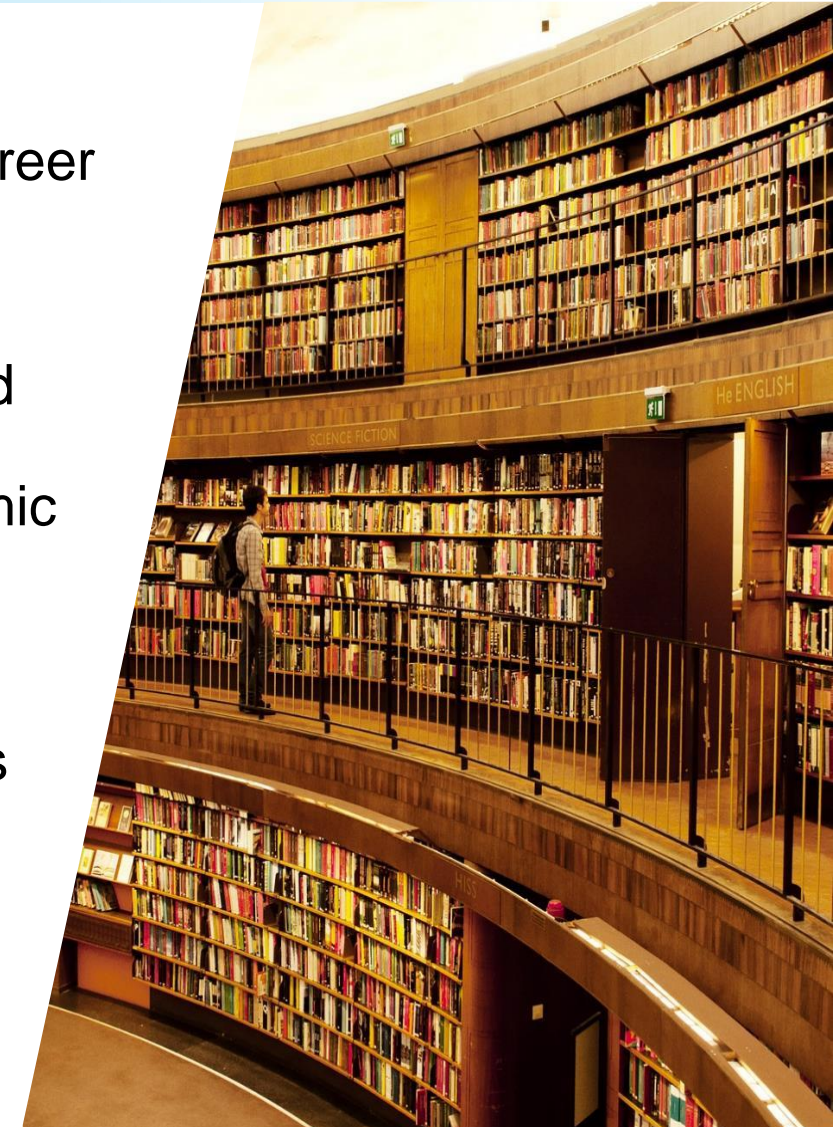
# Key Market Trends – US and International

## US

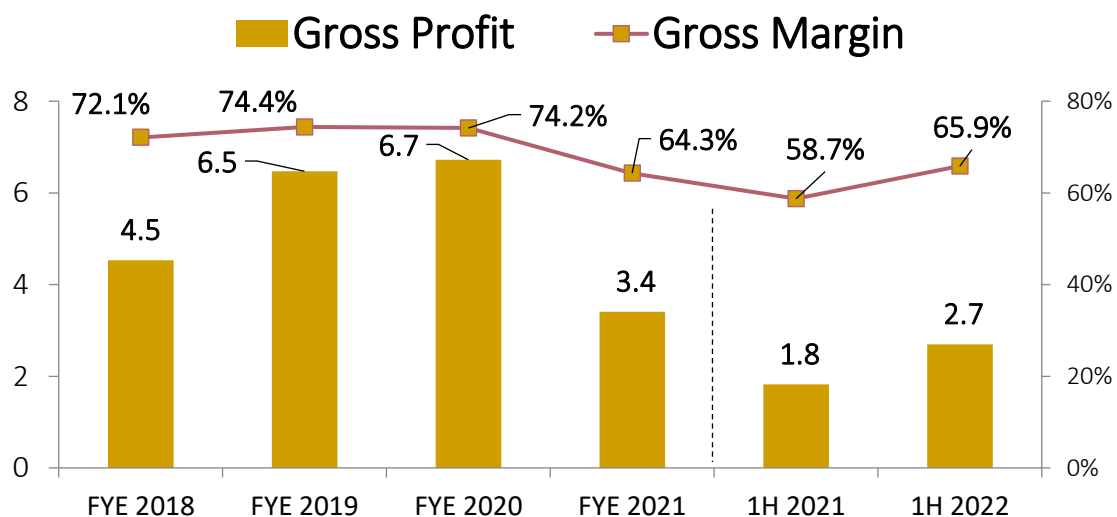
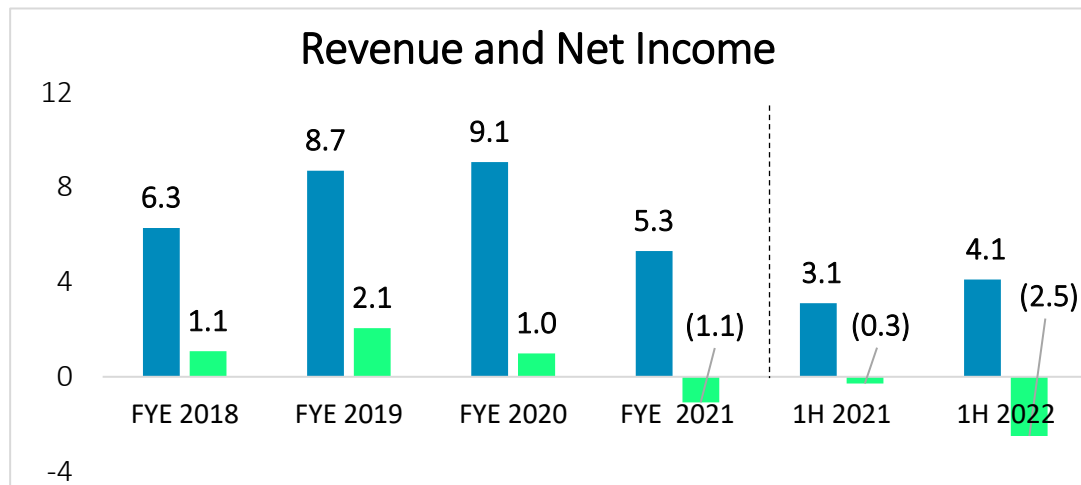
- A college education continues to be a pathway for better jobs, career satisfaction and a better standard of living; relevant coursework and career-training colleges can help land good-paying jobs
- The new hybrid system of remote and in-person learning adopted by many colleges and universities will continue to evolve; more affordable alternatives have also grown due to the global pandemic and a declining college population

## International

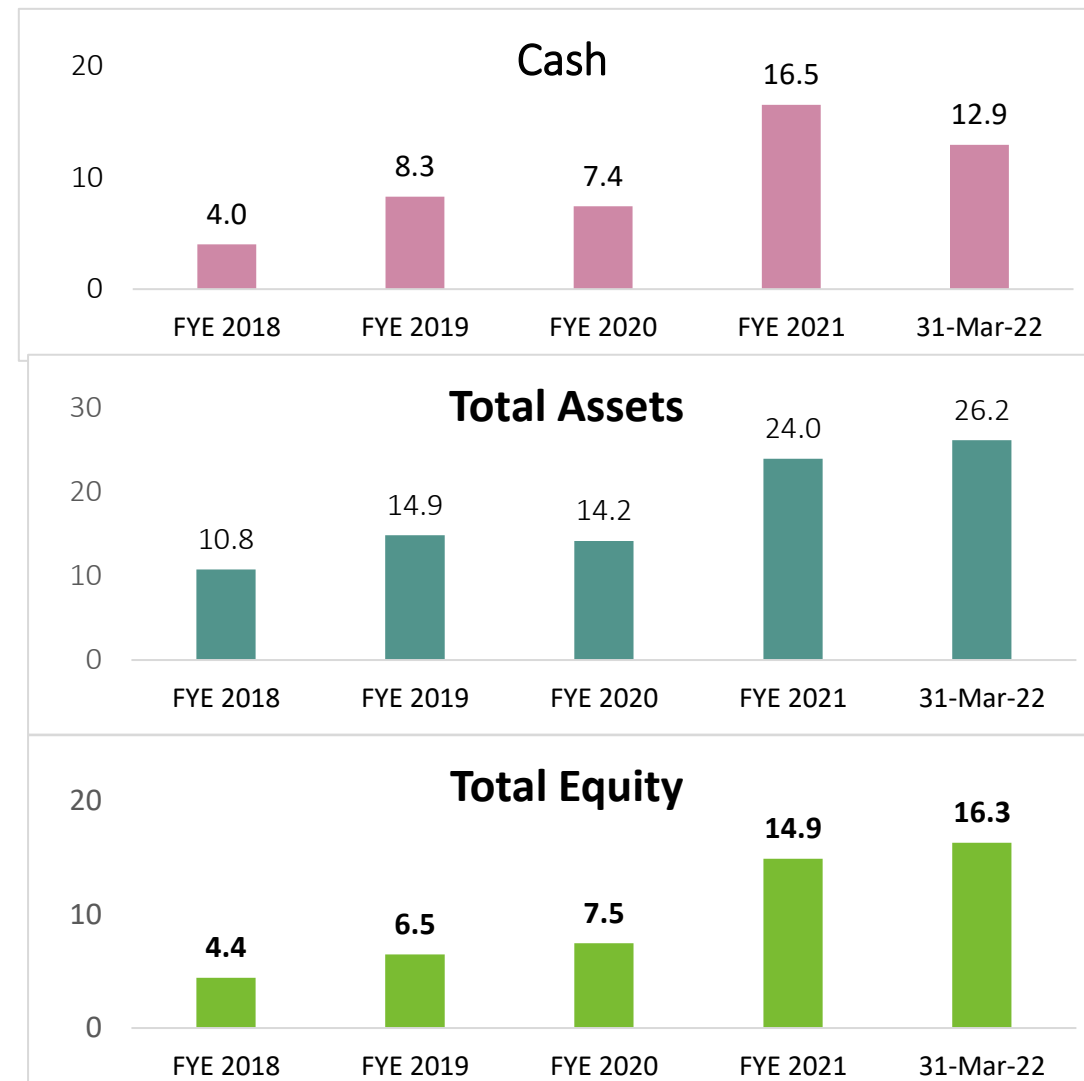
- The robust increase in GDP in China and SE Asian countries has led to a rise in the pursuit of study abroad education experiences
- Chinese families place a high priority on education as a means of mobility and success
- The US, UK, Australia and Canada are continuing to see a large influx of international students especially from China



## Income Statement Data (In \$mm's)

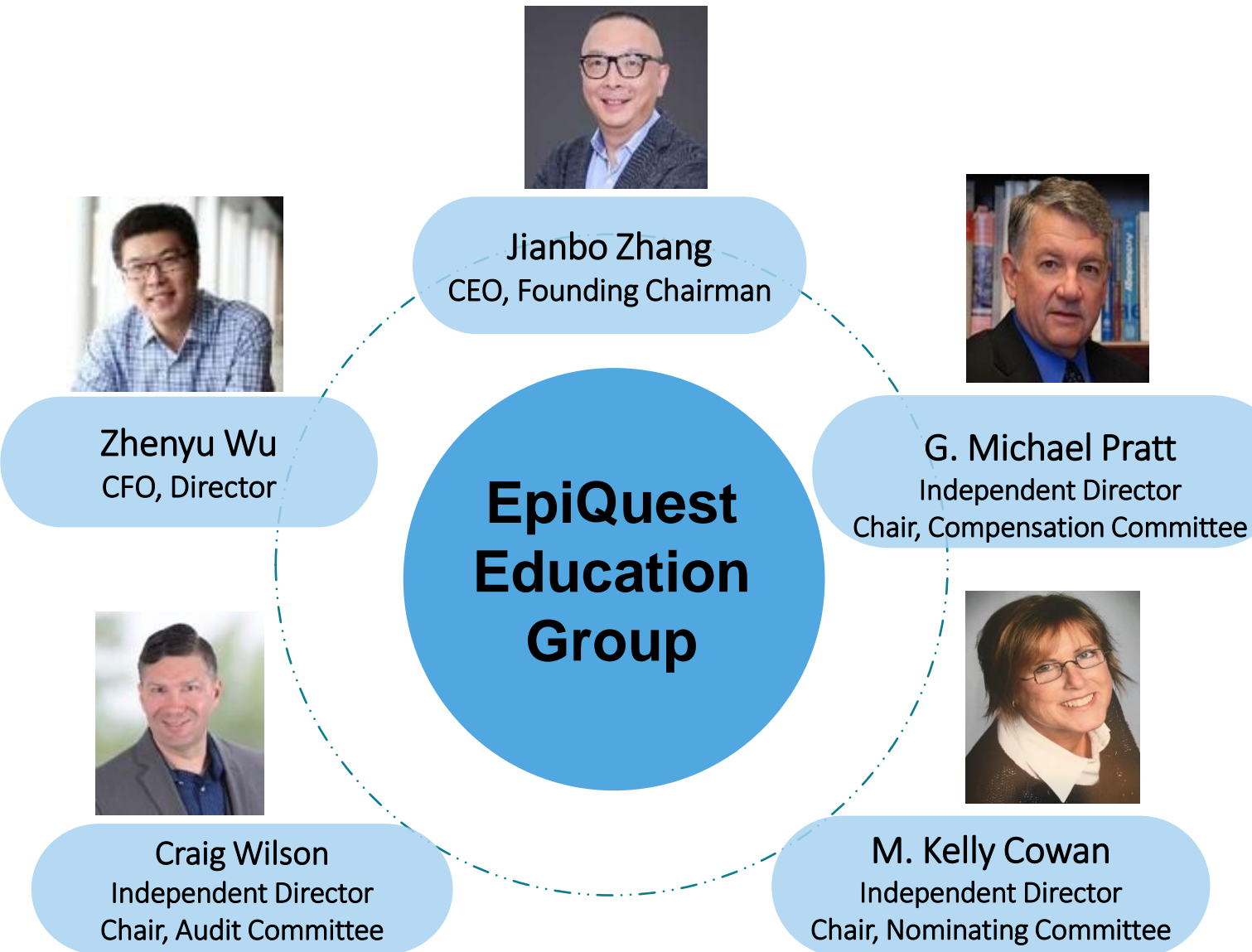


## Balance Sheet Data (In \$mm's)



Note: Audited financials for FYE Sept. 30; Unaudited as of March 31

# Board of Directors and Management Team



**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

**M. Kelly Cowan** - Director of Middletown Campus at Cincinnati State Technical and Community College (2015-16), and Dean at Miami University Middletown Campus (1993-2014)



# Key Investment Highlights

- **Owner & Operator of For-Profit Colleges**
- **Strong MU and Business Relationships**
- **Global Expansion Opportunities**
- **Growing Recruitment and Student Demand Metrics**
- **Extensive Marketing and Sales Channels**
- **Internationalization of Schools and Student Body**
- **Highly Experienced Management Team**



## **EpicQuest Education Group International Limited**

Quest Holding International LLC (subsidiary)  
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## **Investor Relations**

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