

EpicQuest Education Group International



Company Presentation
January 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

Nasdaq: EEIQ	FYE: September 30
Stock Price (1/23/23)	\$2.35
Shares Outstanding	11,439,206
Market Capitalization	\$26.9 million
Revenue	\$6.3 million
Net Income (Loss) (a)	(\$6.2) million
EPS	(\$0.55)
Cash	\$11.4 million
Total Assets	\$24.0 million
Total Equity	\$15.1 million
Price to Book Ratio	1.8x

(a) FYE net loss due to non-cash and acquisition expenses

All financial statement figures are as of September 30, 2022

Company Overview

- **We provide comprehensive education solutions** for domestic and international students interested in college and university programs in the US, Canada and the UK
- **In January 2022, we acquired a controlling equity position in EduGlobal College** based in the metro Vancouver which provides English language programs for international students and a 'transfer pathway' for students to pursue degrees in Canada
- **In December 2021, we acquired a right to a controlling equity position in Davis College** in Toledo, Ohio; the college provides career-training programs, a practical academic route for students
- **Strong relationship with the regional campuses of Miami University of Ohio** where we offer an array of services for Chinese students to study abroad



EpicQuest Education: Business Model



EduGlobal
College

New
Business

Davis
College



EpicQuest
Education
Group

Regional
Campuses of
Miami
University

Traditional
Business

UK
Universities



Mission Statement and Operating Objectives

- **Our Mission is Twofold:**

- To offer both domestic and international students opportunities for academic enrichment so that they can pursue their educational goals and achieve life-enriching, fulfilling careers.
- To offer students opportunities for academic advancement and practical educational programming that aligns with the job demands of the current economic climate.

- **Our Operating Objectives Include:**

- Expanding our educational programming by offering more technical degrees as well as transfer pathways to universities¹.
- Investing in campus infrastructure, improving the current hybrid academic learning model and achieving superior academic outcomes for our students
- Improving metrics associated with student enrollment, revenue per student and the costs of services.

¹ We currently offer transfer pathways to Northeastern University (Boston); Sofia University (Palo Alto), Algoma University (Ontario) and Trinity Western University (Vancouver).

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 controlling equity position in Davis College, in Toledo Ohio, converted from a right in Dec. 2022.** The two-year career training college offers practical academic programs that are cost-effective 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



'One-Stop' Services Offered to MU Study Abroad Students

- We recruit and provide admission-related services to prospective Chinese overseas students and their parents and high school administrators
- We provide student housing, dining services, dorm supervision and 24-hour emergency support for Chinese overseas students
- Our students enroll in the English Language Center (ELC) program and take MU Regional 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 MU regional campuses beginning in the Fall 2022 semester due to our strong recruiting efforts

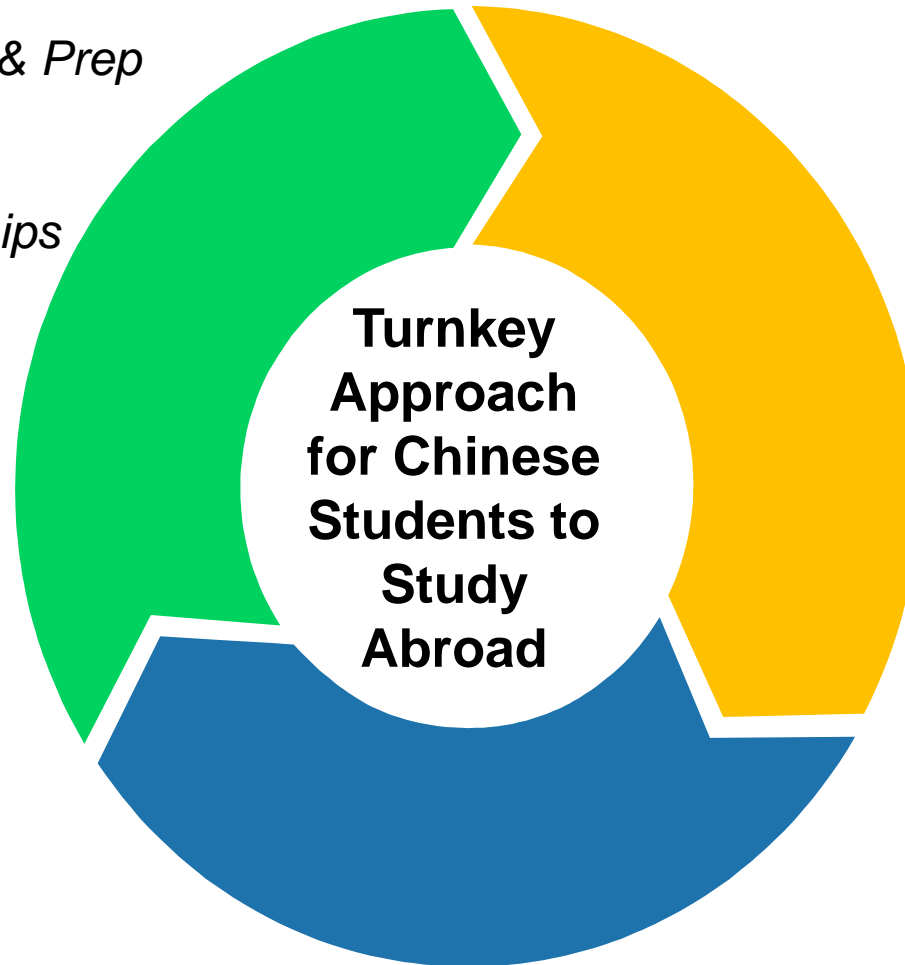


EpicQuest Education - Marketing

- *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

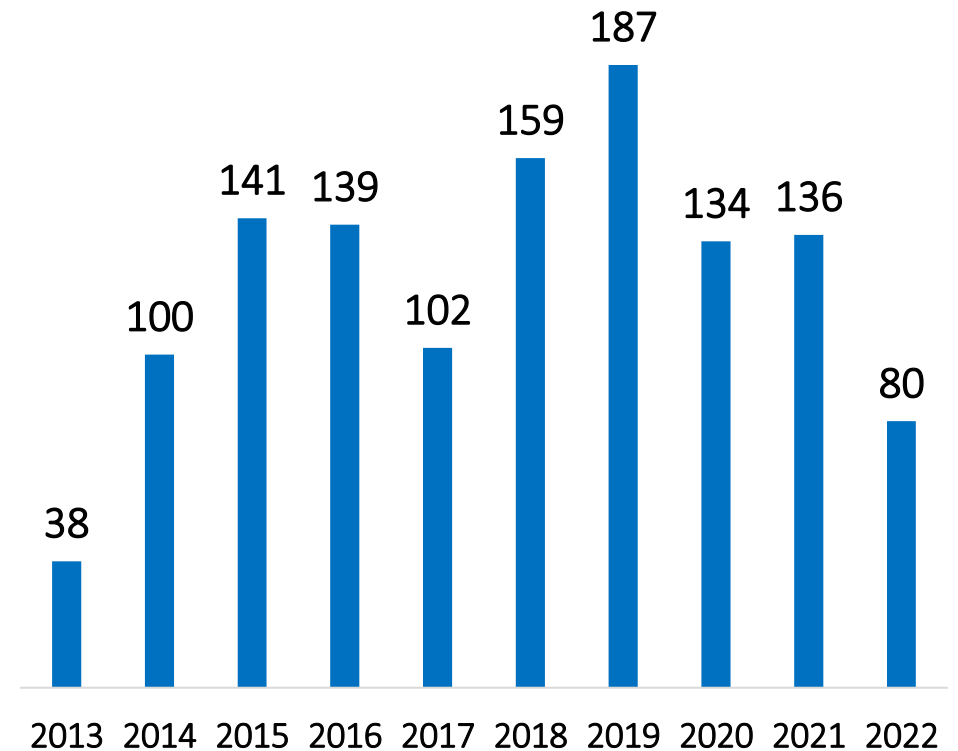
- *Courses in China for MU Credit*
- *Bridge Year Foundational Program*
- *Dormitory and Supervision*
- *Cafeteria and Student Resources*
- *Post-Studies Guidance*

Unique Turnkey Platform at MU Regional Campuses

We provide the following services for our study abroad students:

- Application, language testing, visa service & pre-departure services with our China partner
- Student dormitory management
- Academic guidance
- Student catering services
- Student transfer application services
- Internship and employment guidance
- On-site support staff and facilities
- Communications with students' families in China

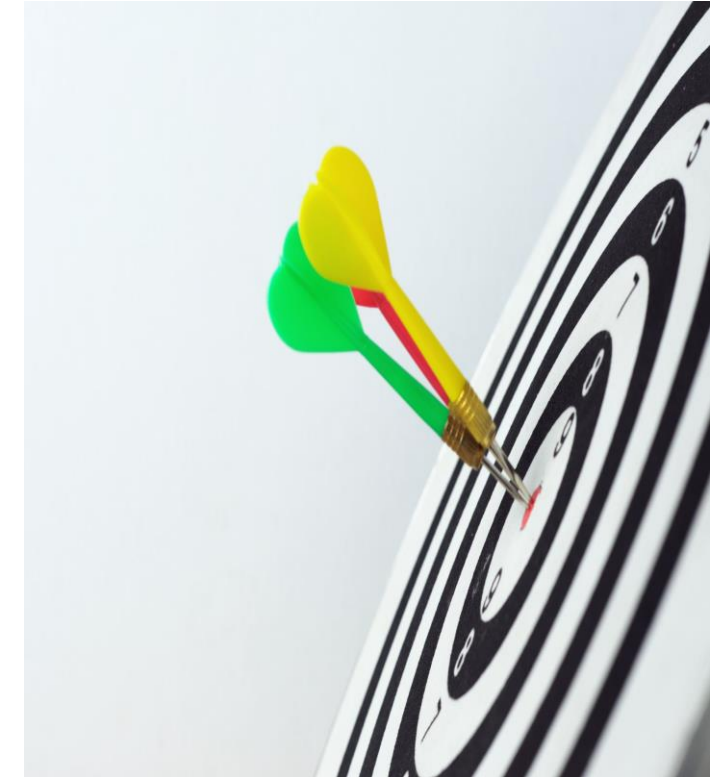
Overseas Student Enrollment at MU Regional Campuses



Marketing and Recruitment 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

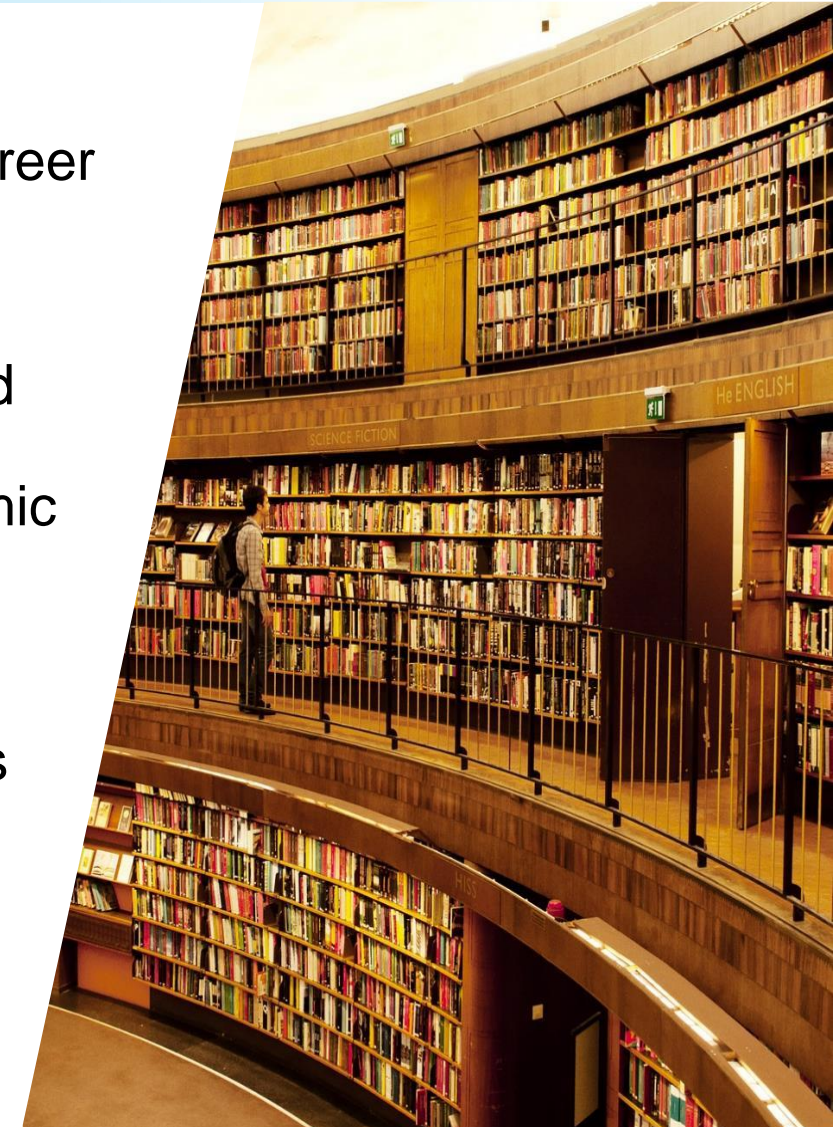
Key Market Trends – US and International

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



EduGlobal College



- Approved for Education Quality Assurance (EQA) designation in British Columbia, Canada that enables EduGlobal to host international students on study permits and allows the college to participate in overseas recruitment and partnership events organized by the federal Department of Global Affairs Canada.

Davis College



- Broadened its recruitment strategy as it has currently enrolled a total of 37 international students, including 24 from China, executing on its mission to recruit students from abroad to internationalize its student base.
- Entered into numerous Memoranda of Understanding (MOUs) to realize goals of diversity, inclusion and internationalization including with ICBT Campus of Sri Lanka, Isabela State University of the Philippines, PSB Academy of Singapore, Infrastructure University of Malaysia and Holy Cross of Davao College of the Philippines.

Regional Campuses of Miami University (MU)



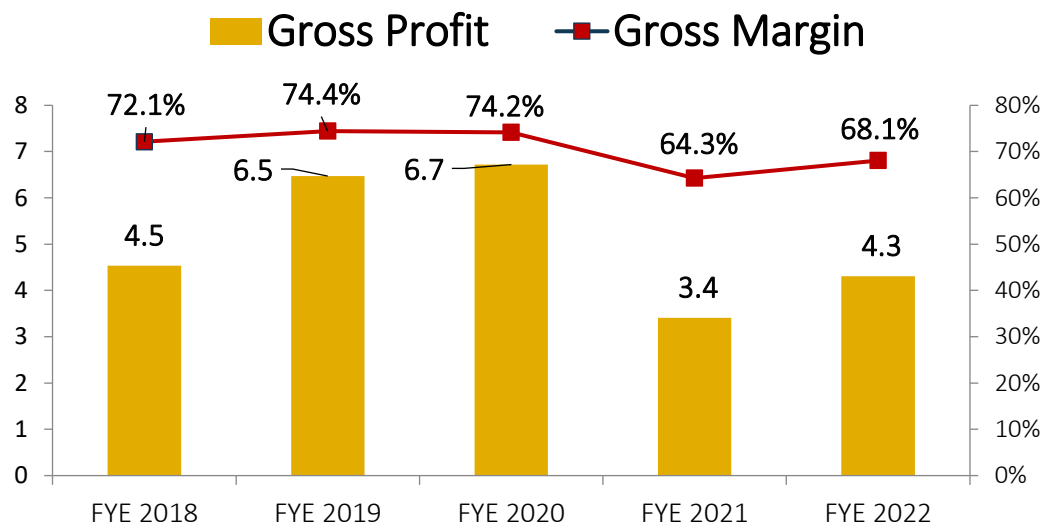
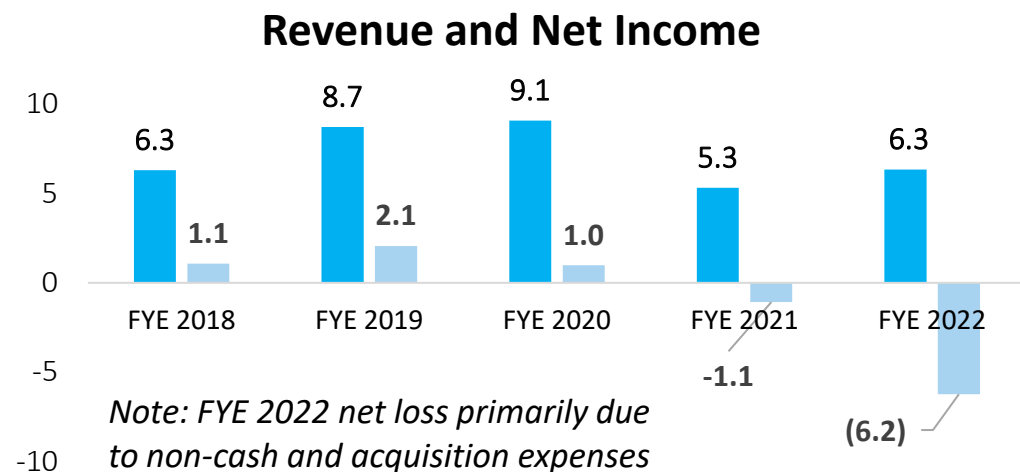
- As of September 30, 2022, 89 students were present for in-person classes at the MU Regional Campuses including those students admitted in 2022, and some from the previous year. It is beneficial for us to have our students on-campus due to residential fees and other fees. The remainder of the students who had been admitted to the English Language Program are taking online classes.
- We 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.

We believe that our current operations provide a diversified income stream that balances both our owned and operated colleges and our recruiting activities for Miami University and the two UK-based universities.

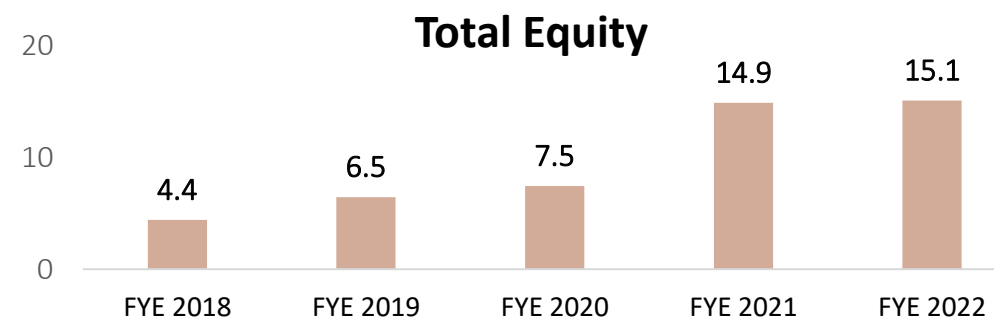
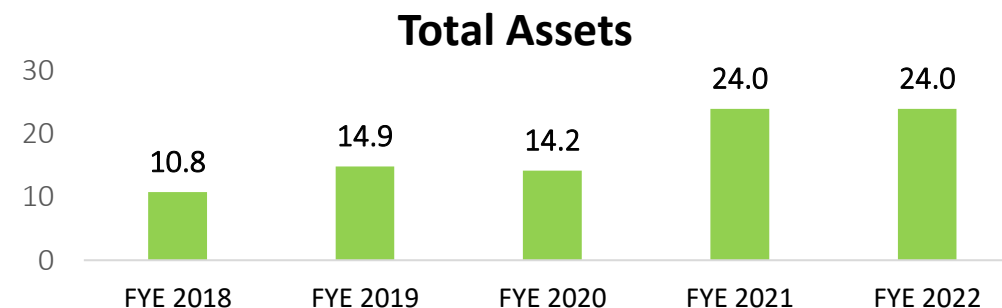
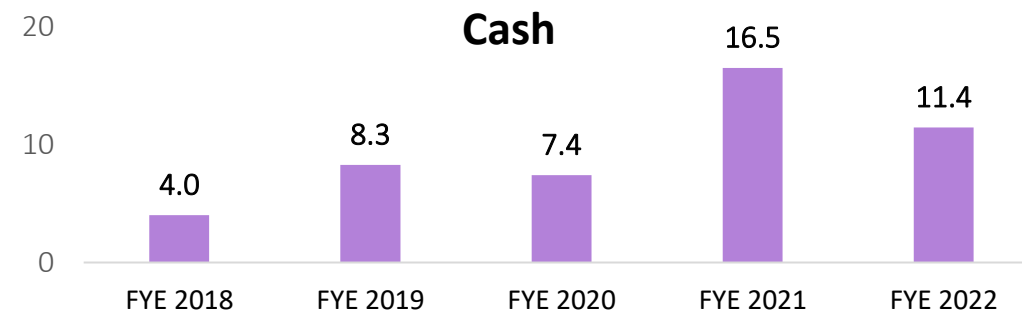
- **Continue to Target Educational Institutions that Meet our Acquisition Criteria**
 - ✓ Will continue to target colleges in the US, Canada and the UK as well as Southeast Asia
 - ✓ Looking to identify two-year and four-year programs in major cities that offer technical career-training curriculum
- **Develop Additional Recruitment Agency Relationships with Universities**
 - ✓ On 11/2/21, announced an agreement with The Education Group (London) Ltd which is a service partner of the University of the West of Scotland in support of the university's London campus
 - ✓ Represent Coventry University, based in England, since April 2021
- **Expand our Study Abroad Marketing into SE Asia, South America, Europe, Africa; Improve our Operating Metrics**
 - ✓ Encourage a diversified global student body at all of our owned and operated colleges
 - ✓ Deepen the applicant pools for all of our owned colleges as well as for MU

Financial Summary

Income Statement Data (In \$mm's)

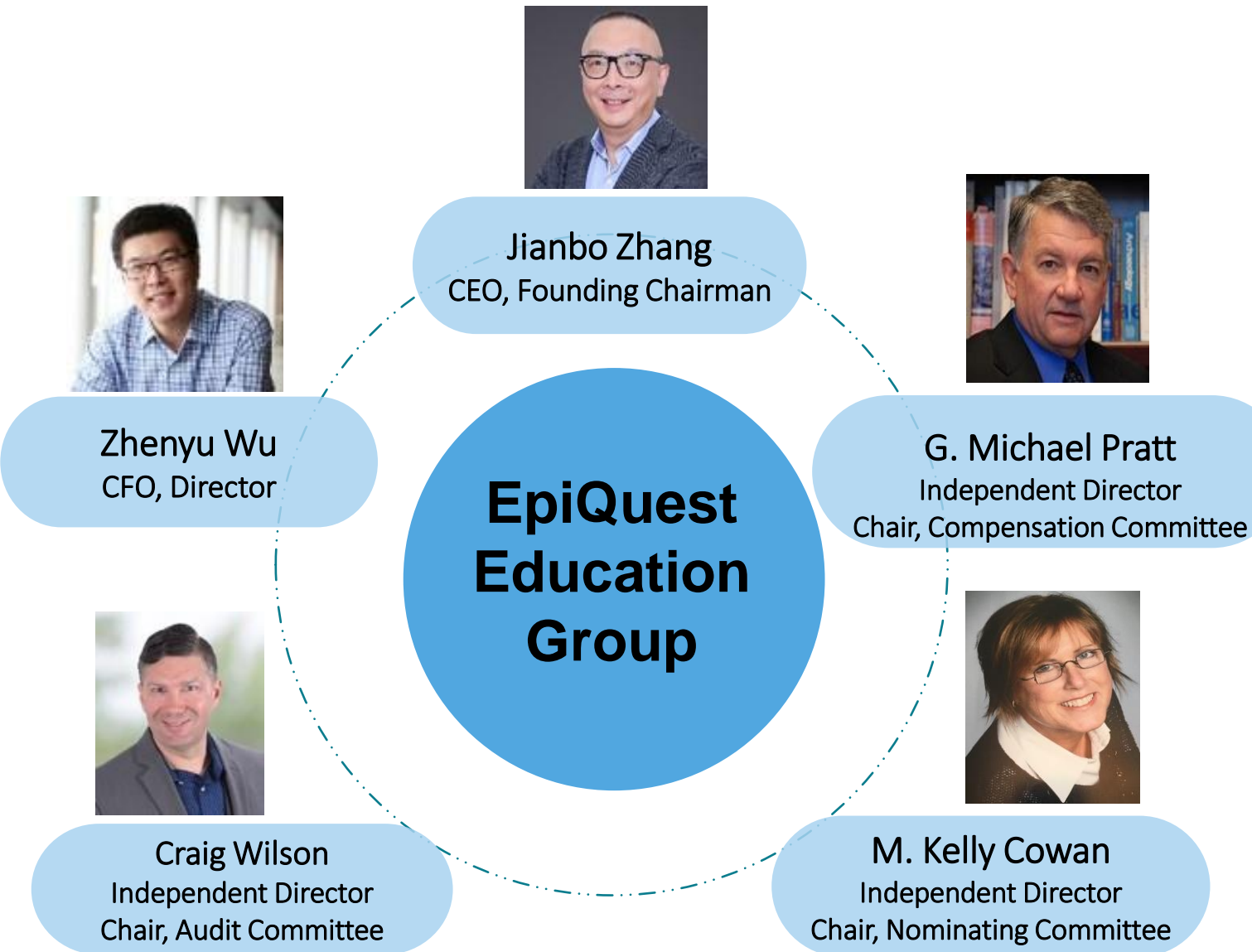


Balance Sheet Data (In \$mm's)



Note: Audited Financials for FYE September 30th

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

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



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EpicQuest Education Group International



Thank you!

