



Shareholder Update

April 2022



WELCOME

Welcome to:

- MyStay International Pty Ltd shareholders

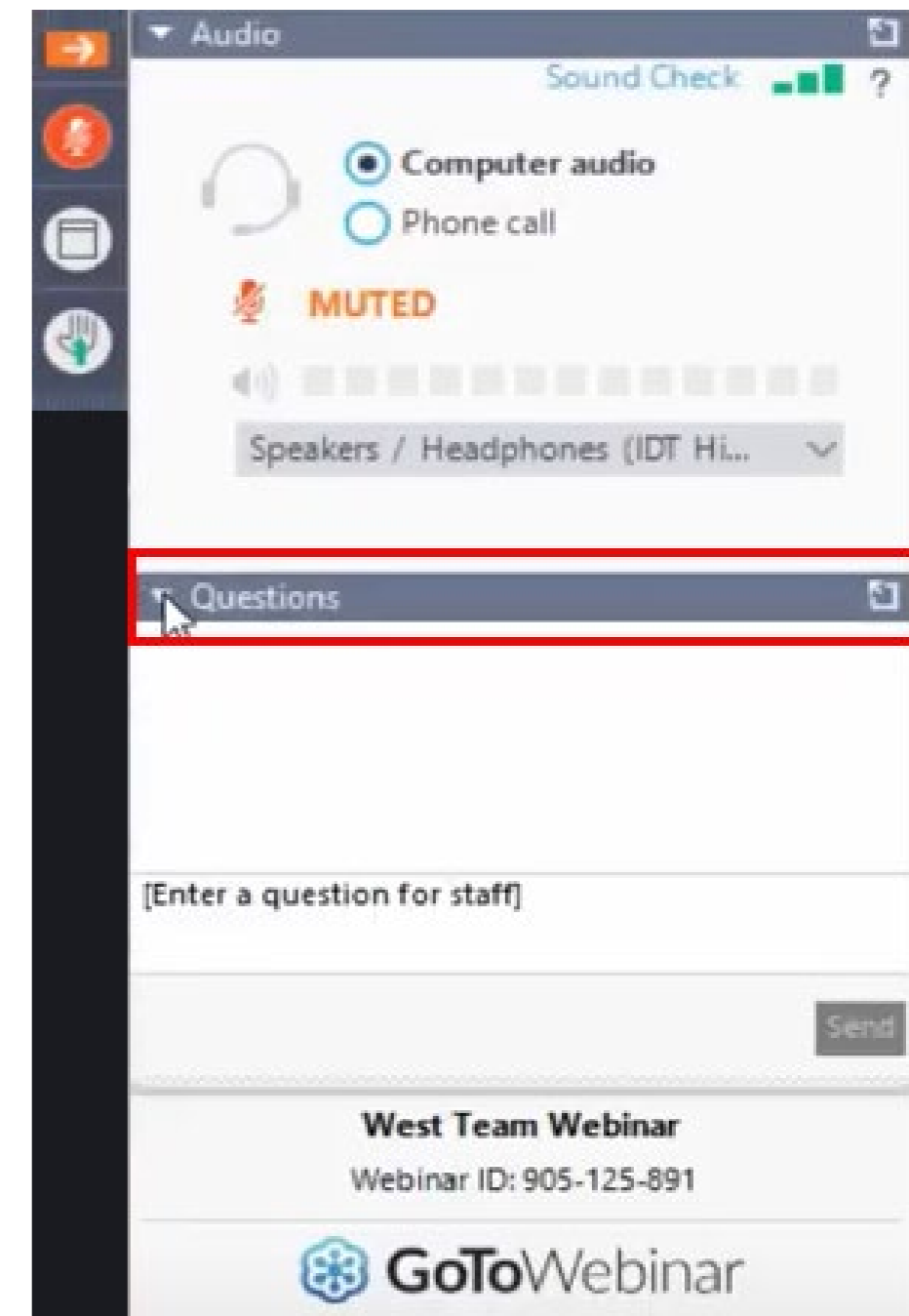
It is important to us to have regular communication with our stakeholders

- Quarterly written update/webinar for all shareholders – April, July, October, January
- Annual report and meeting with full disclosure and Q&A – October

HOUSEKEEPING

Housekeeping

- A copy of this presentation and a recording of the webinar will be emailed to you within 24 hours
- All attendees are muted
- Please submit any questions via the Questions tab on the GoTo control panel
- Any confidential questions can be emailed direct to david@mystayinternational.com



WEBINAR PROGRAM

- Results of the Capital Raise
- Status of MSI investment in StudentRoomStay International (SRSI)
- MSI Cash Flow – from Survival to Recovery
- Status of Priority Solutions
 - International Student Homestay
 - Australia
 - New markets e.g. New Zealand
 - Disability Homestay Network (DHN) program
 - Homestay diversification projects e.g. Virtual Homestay ENGLISH (VHE)
- Financial Projections and Exit Strategy recap

CAPITAL RAISE RESULTS

CAPITAL RAISE RESULTS 2021/22

- **Total Raised :**

\$674,679 all at \$0.51AUD per share

- **Major Equity Partner Progress:**

Now scheduling this for attention at the end of 2022/early 2023

- **Public Offer:**

This is planned to follow the Major Equity Partner Strategy

STATUS OF MSI INVESTMENT IN SRSI

ADAM LEE

**CEO and Director, StudentRoomStay International
Director, MyStay International**



Helping Students Home



Our Customers



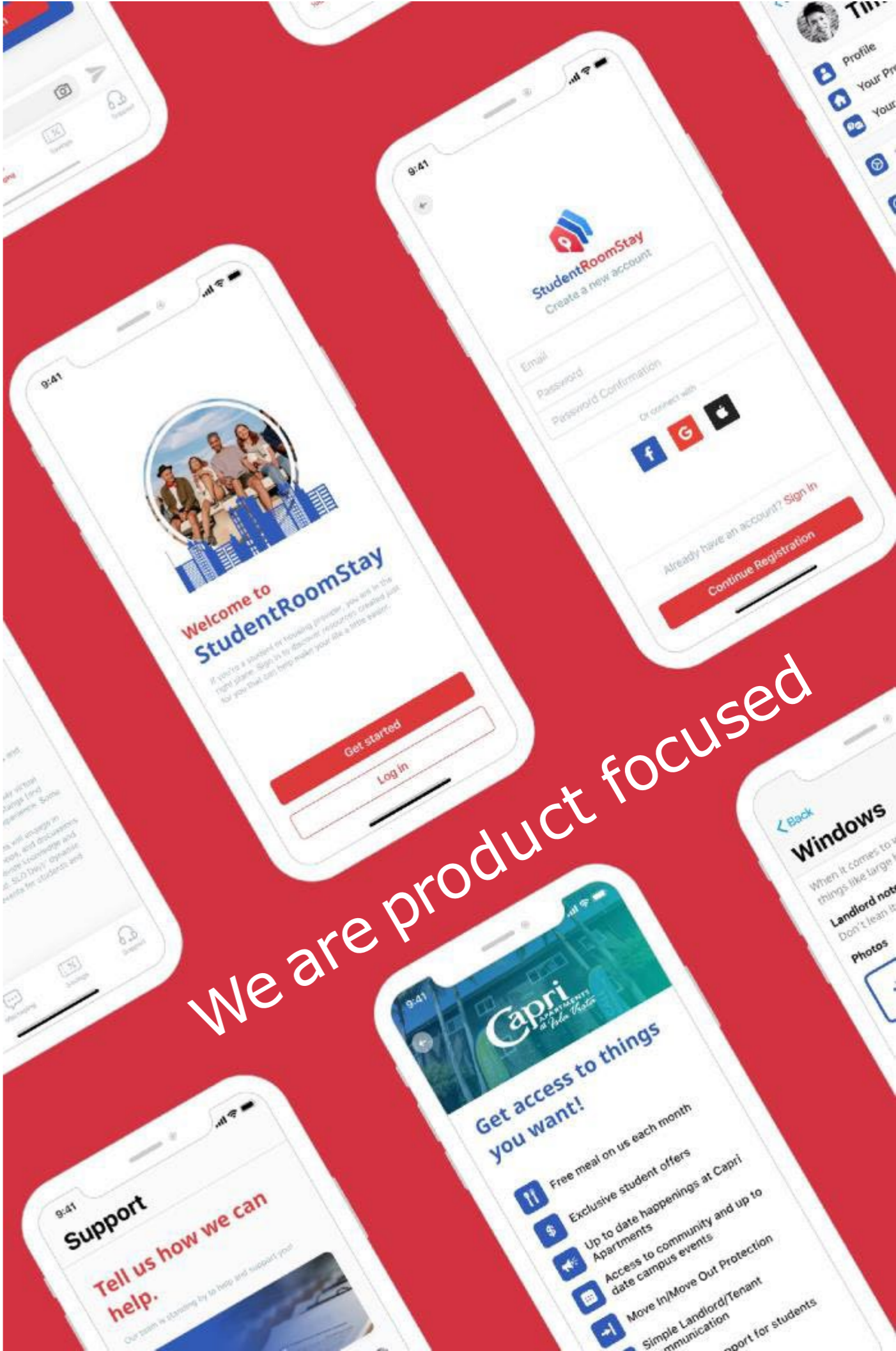
Students

Housing Providers

- Apartments
- Student Accommodation
- Host Families
- Dorms

Schools

- High Schools
- Junior Colleges
- Colleges
- Universities



We are product focused

Products

Our Key Products



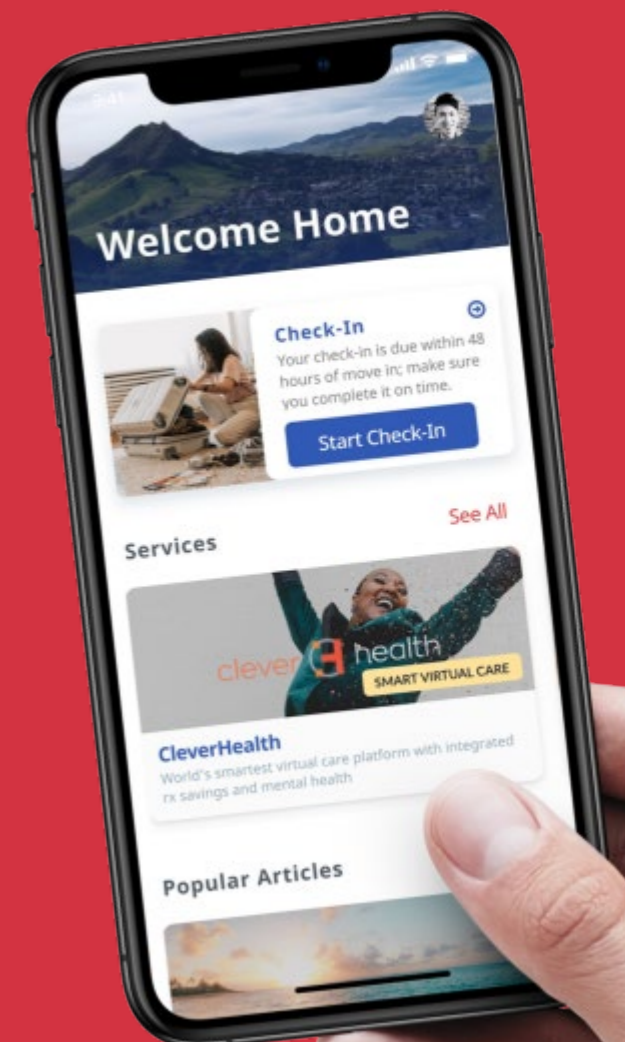
Homestay Services

Providing host family housing for international and domestic students globally.



The SRS App

An app designed for properties, schools, agencies, host families, parents and student renters.



Homestay Services

We provide welcoming host families for all students *and* ongoing resources throughout their entire academic journey.



Safety is our top priority

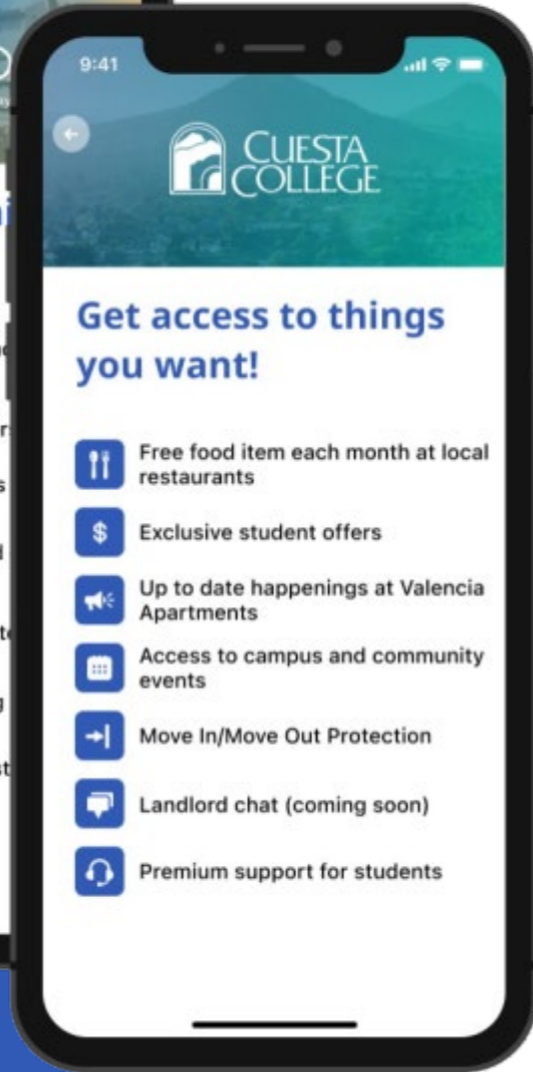
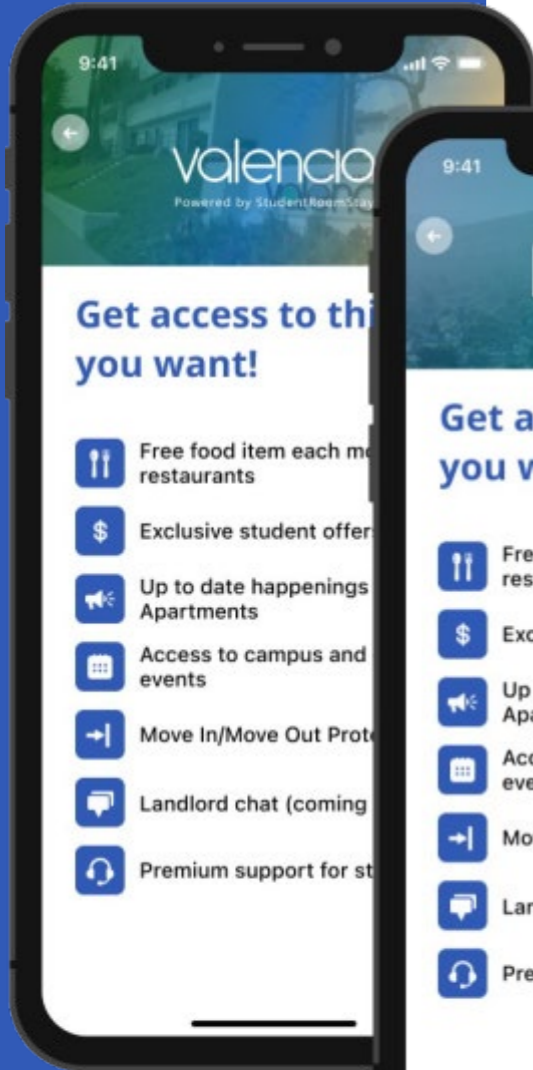
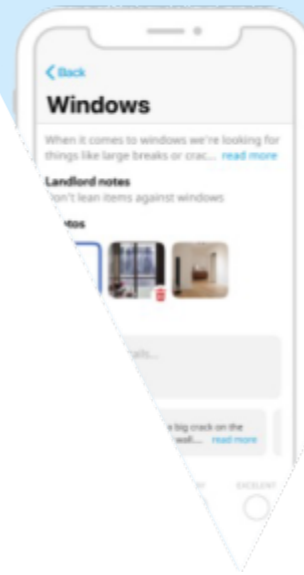
All host families go through an in-depth vetting process which includes:

- Background Checks
- Home Visit/Walkthrough
- Host Training
- Host Family Interview
- Matching Support
- Post Placement Support

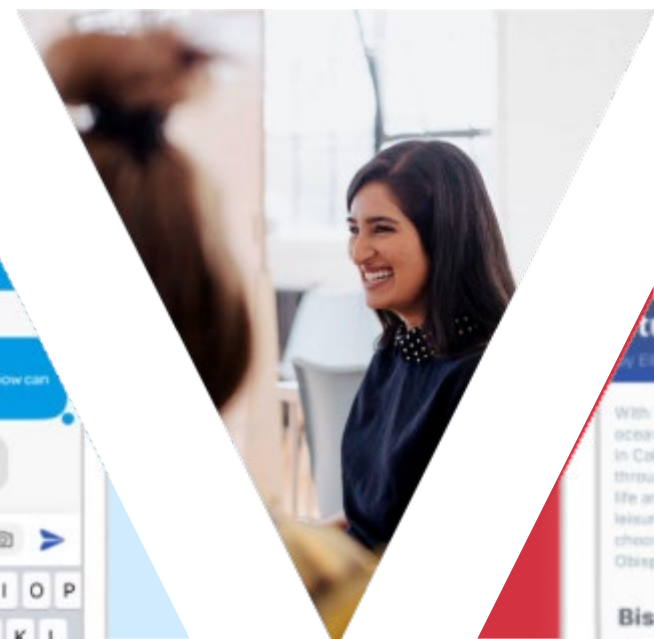
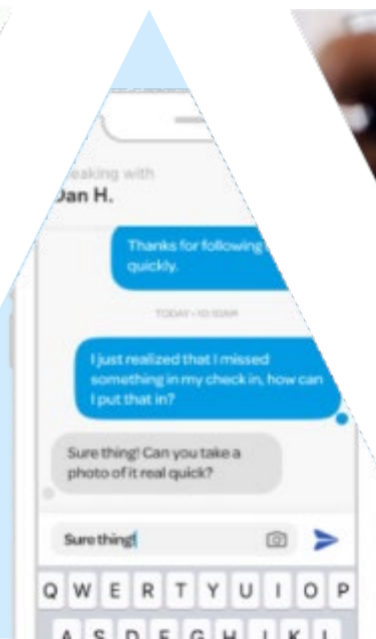
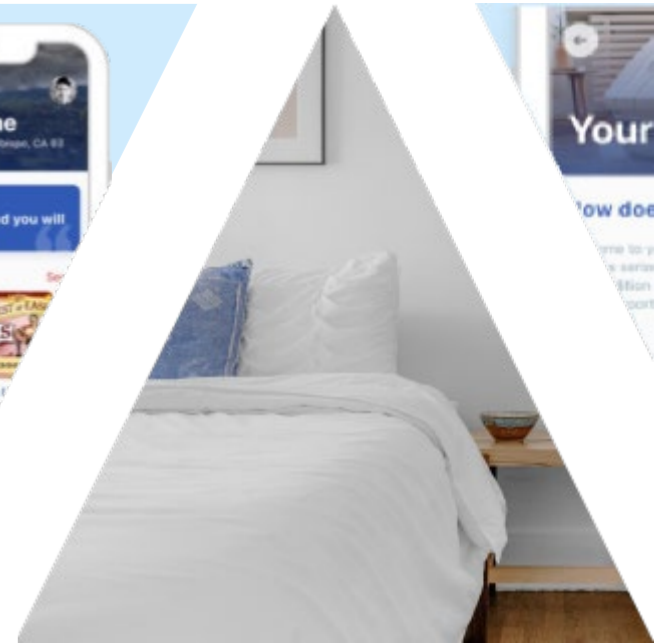
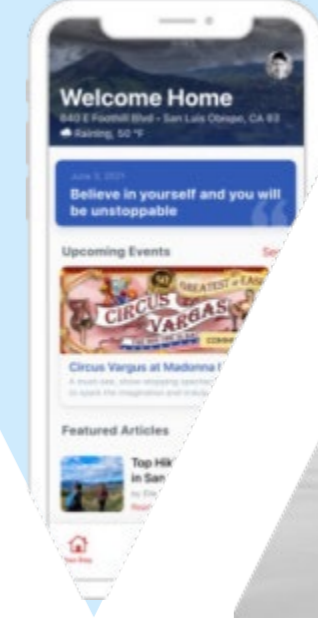




The SRS App



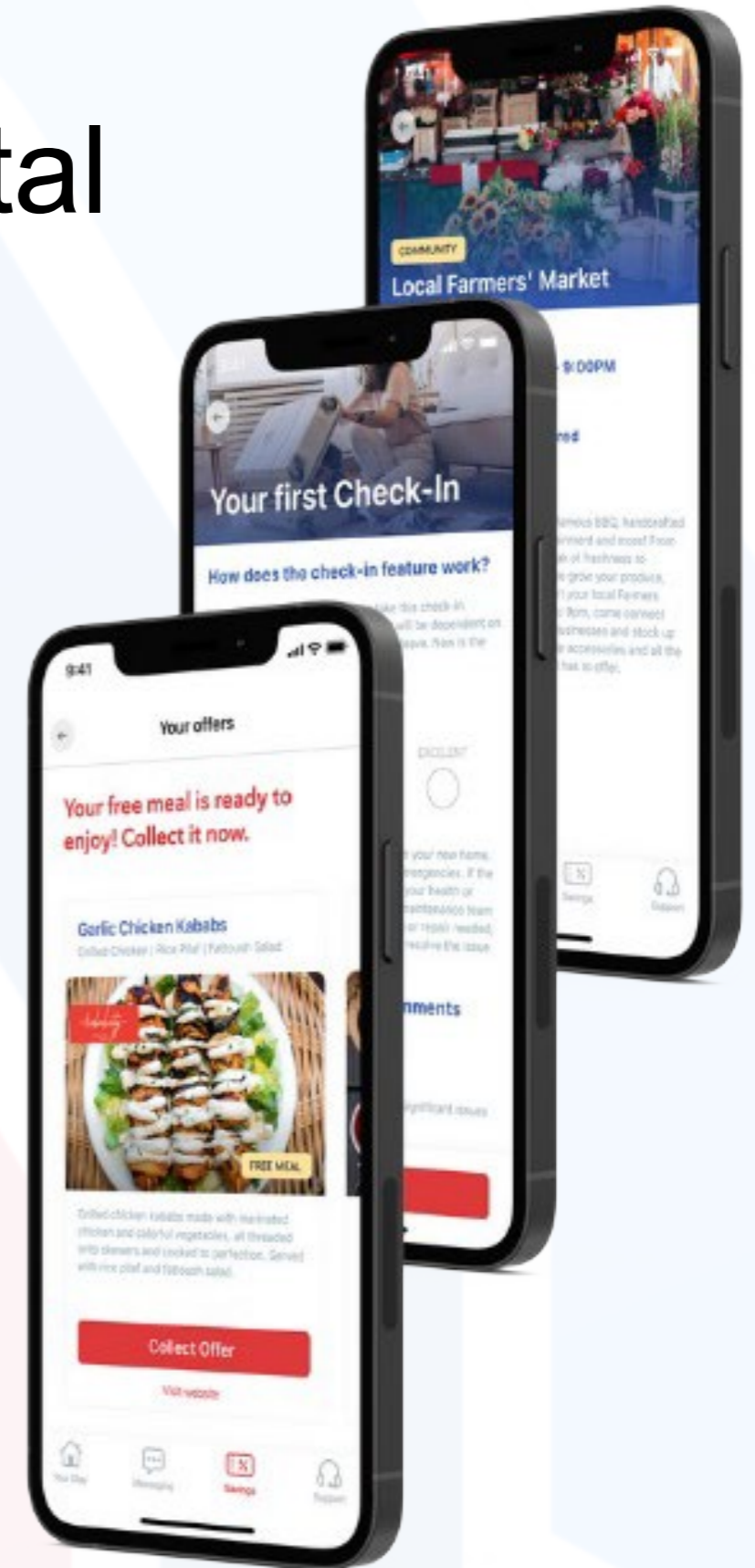
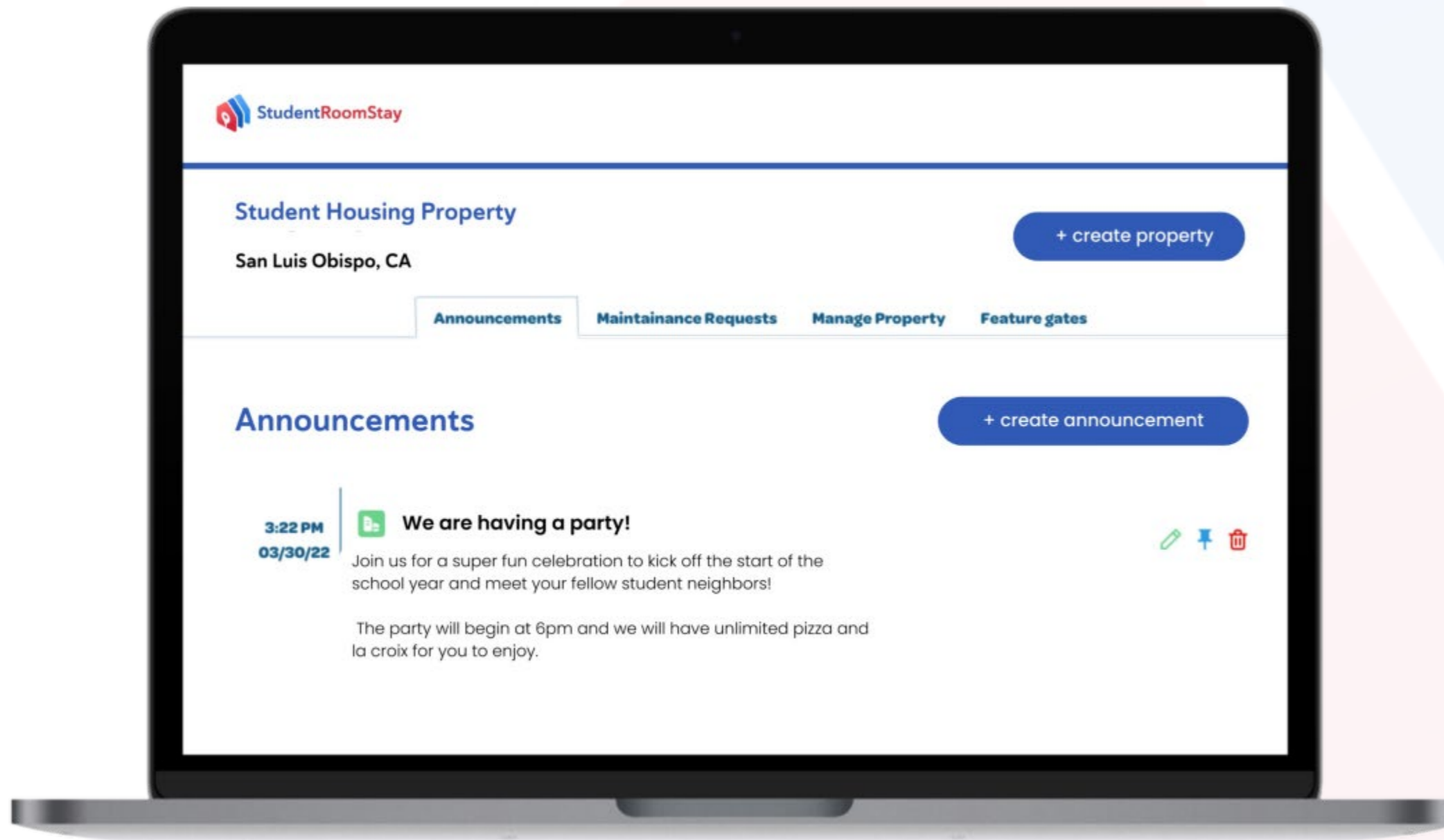
Helping Students Home



Student-Focused Solutions

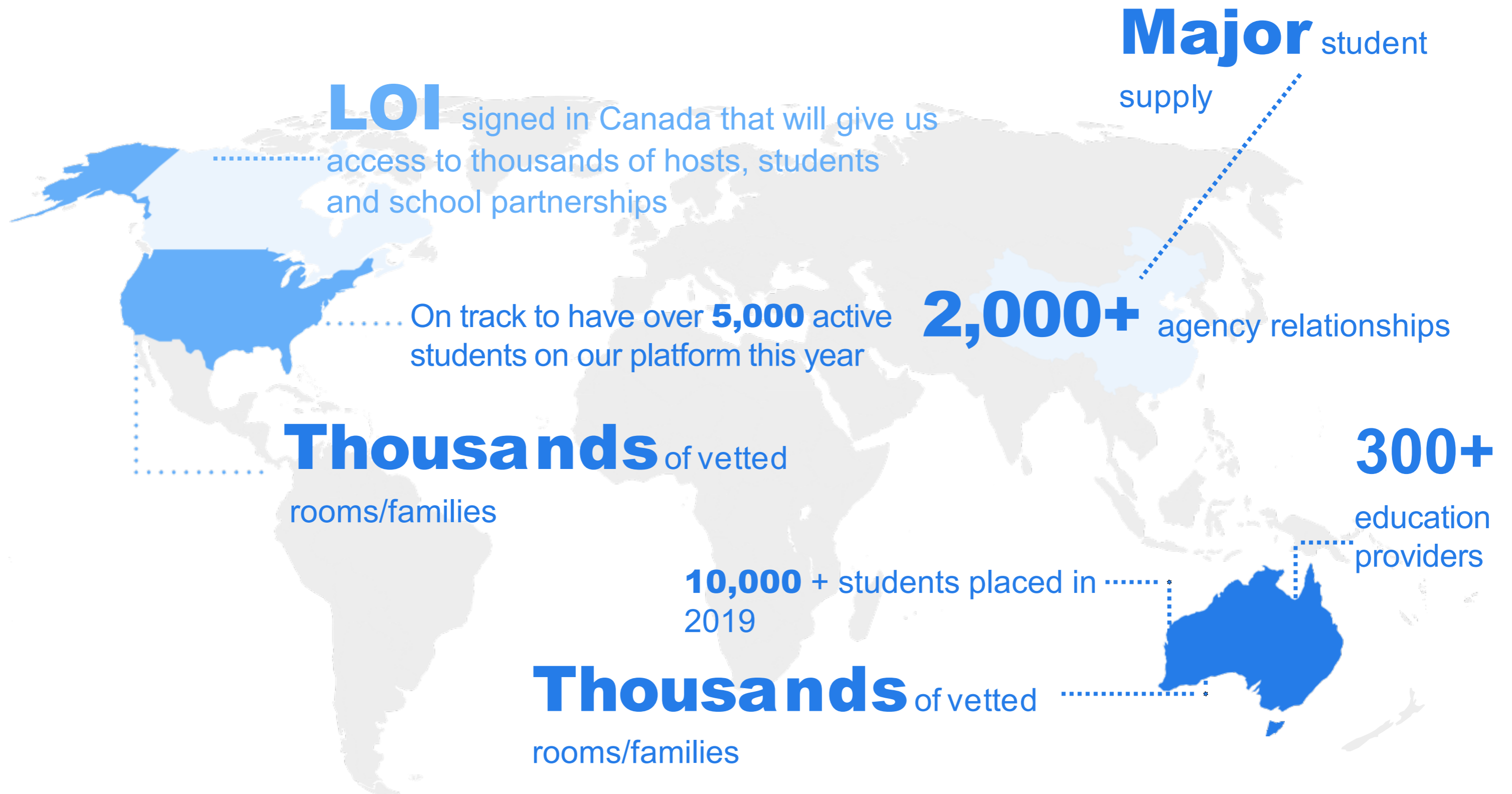
Property, School, Agency SRS Portal

Customizable mobile app and management portal—safely closing the communication gap between students and properties, schools and agencies.



Our Reach

We have a strong foundation for global success



Milestones

We're making progress



Q1 2020

- SRS was formed
- Raised \$500K in seed round



Q1 2021

- 25 school partnerships
- Raised another \$260k
- Focus on technology and mobile apps



Q4 2021

- Raised \$250k
- SRS mobile beta app launch



Q2-Q4 2020

- Hit \$100k MRR in March/April
- Covid Hit & MRR plummeted in May
- Decided to focus on technology
- Raised another \$500k



Q2-Q3 2021

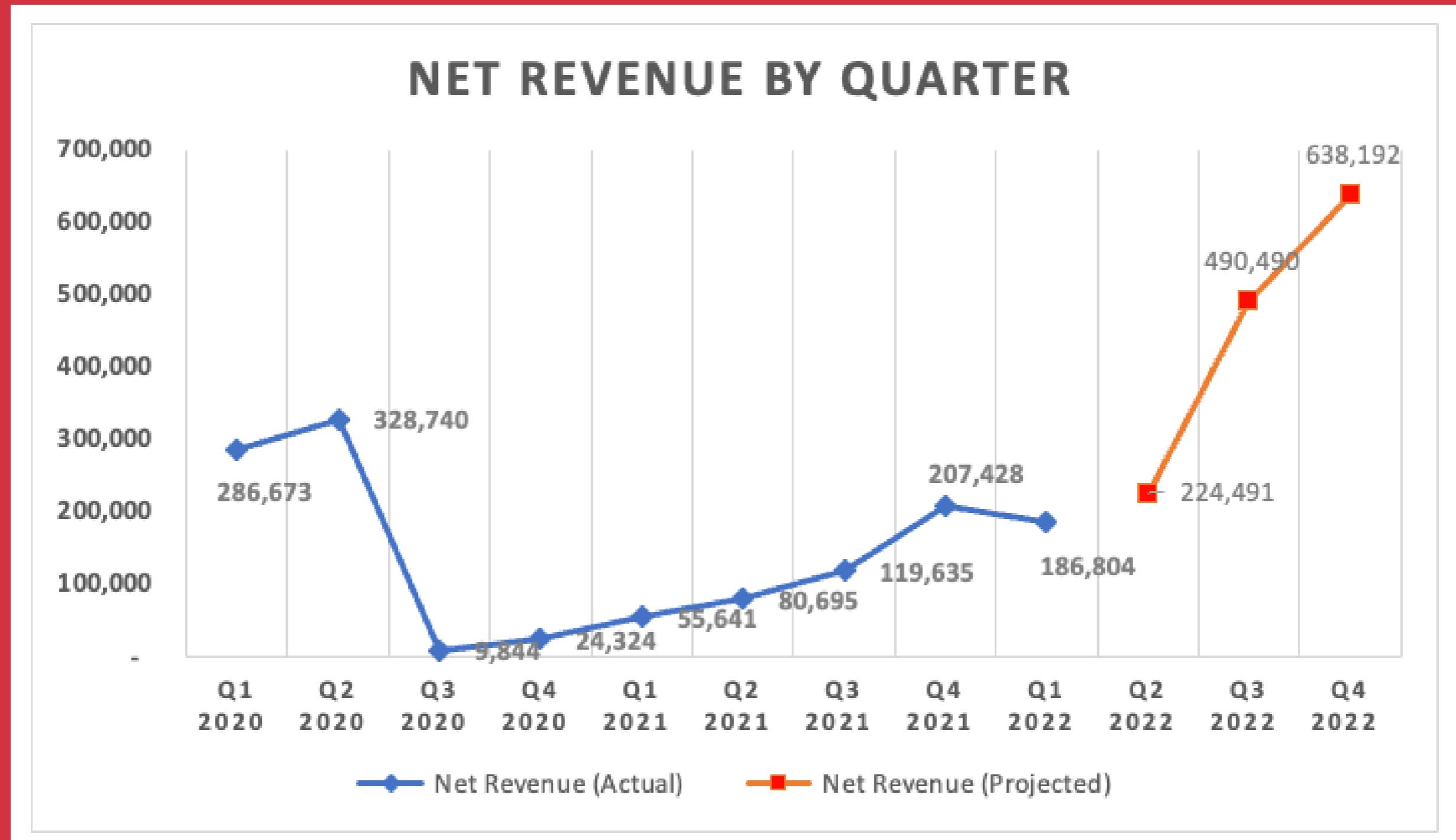
- Won 2 pitch competitions
- Raised \$390k



Q1 2022

- Raised \$650k
- Investment from 2 strategic partners
- Domestic strategy finalized
- On track to do over \$250k in MRR by Q3

2020-Present Financials



* As you can see in Q2 and Q3 of 2020 we had a major drop in revenue due to international travel bans from Covid. In Q1 2022 we also had a slight decline due to students pushing out their arrival due to Omicron. We are in a great position to fully bounce back and see tremendous growth this school year starting in Q3. In addition, we have fully expanded into the domestic market.

Thank You!

Airbnb proved that people are willing to pay for a tailored experience while they travel.

Airbnb is focused on short term travel.

We're going after a bigger opportunity.

StudentRoomStay is focusing on the long-term student accommodation space.



MSI CASH FLOW – FROM SURVIVAL TO RECOVERY

CHRIS BYCROFT

Executive Manager, MyStay International

MSI CASH FLOW – SURVIVAL

Survival

Rights Issue and Crowdfunding	\$ 670,000
JobKeeper	\$ 576,000
Voluntary Salary Reductions	\$ 500,000
NSW Government-Funded Project International Student Support Network (ISSN)	\$ 600,000
QRIDA Special COVID Business Loan (Queensland Rural & Industry Development Authority)	\$ 250,000
IT Development contracts	\$ 300,000
TOTAL	\$2,896,000

MSI CASH FLOW – RECOVERY

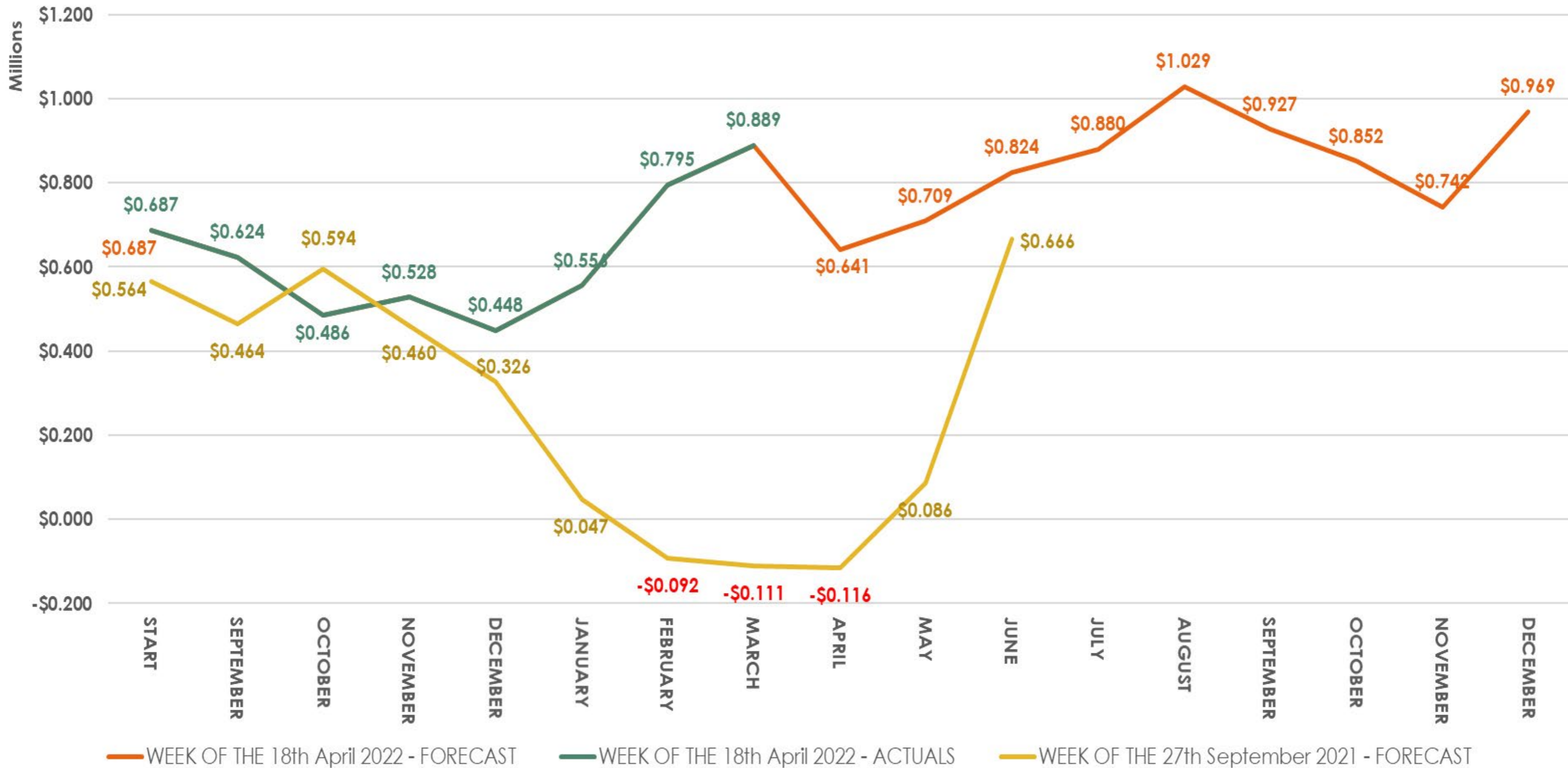
Recovery

COVID-19 has led to MSI finding both new opportunities and a better market position for the core business.

1. Core homestay business – market share improvement – through many Australian schools discontinuing their own homestay operations
2. New Zealand Homestay Network – market expansion
3. Disability Homestay Network (DHN) – diversification project
4. Cash Flow Projections (next slides)

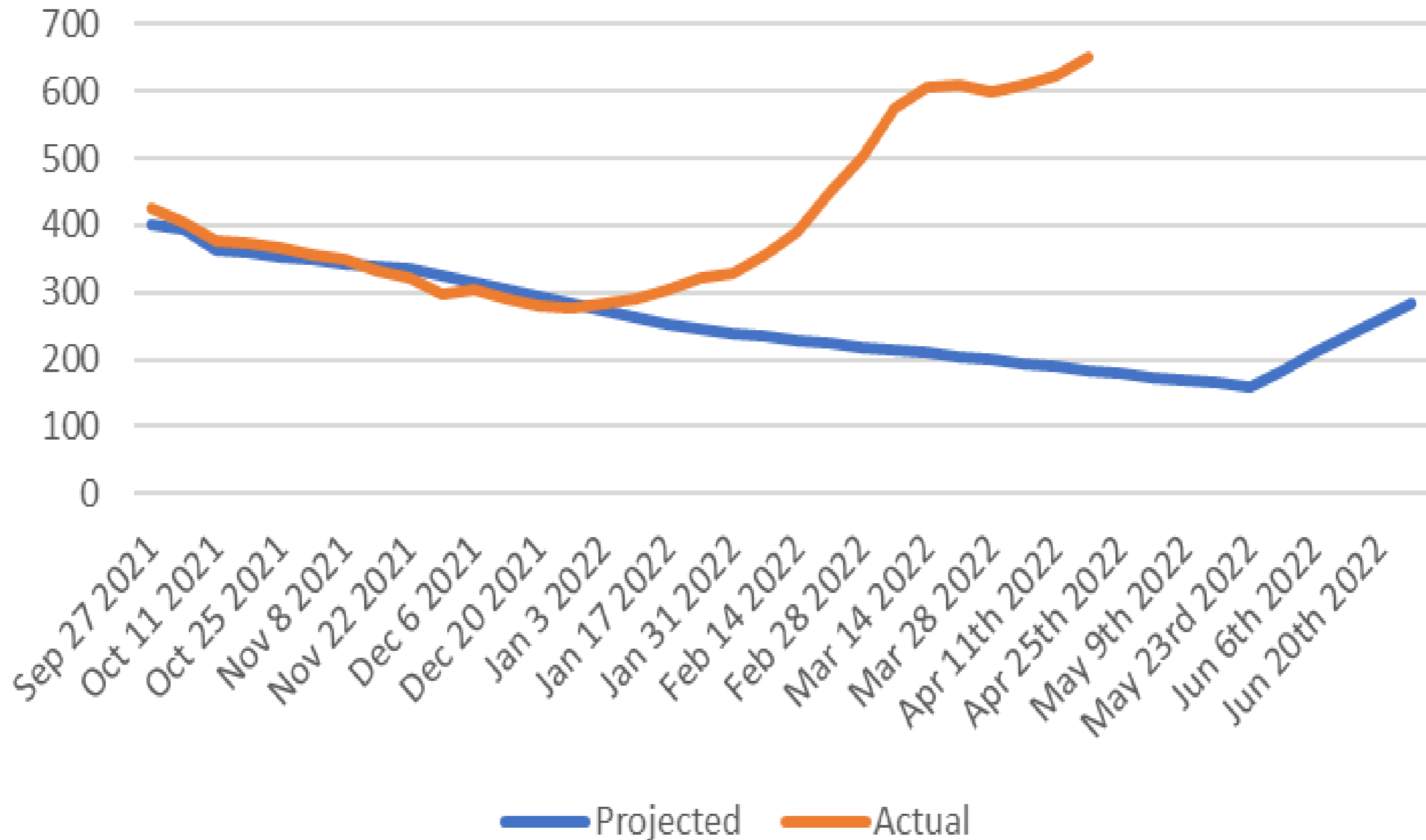
MSI FORECAST

MSI Forecast Comparison – 27th Sep 2021 vs 18th April 2022



MSI – AHN PLACEMENTS

Projected vs Actual Homestay Placements



MSI DEVELOPMENT 2020 - 2022

Development

- Maintained full development team and made significant progress throughout COVID-19
 - Upgrades to HMS2 core homestay system
 - SRSI expanded development work
 - Disability Homestay Network system creation
 - Upgrades in security

MSI CASH FLOW – FROM SURVIVAL TO RECOVERY

CHRIS BYCROFT

Executive Manager, MyStay International

PRIORITY SOLUTIONS UPDATE

International Student Homestay

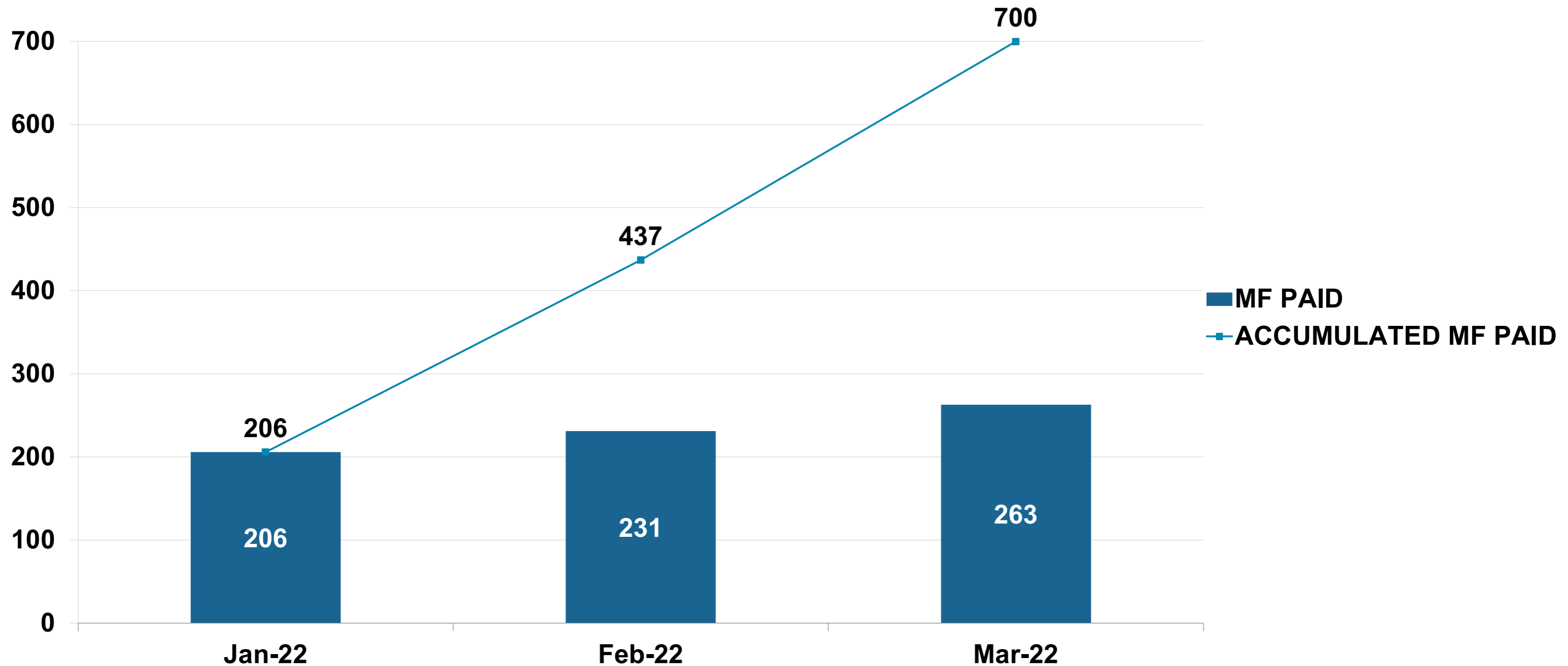
AUSTRALIAN HOMESTAY NETWORK

- 130,000 international students have arrived in Australia since the staged reopening of the border commenced on 1 November 2021*
- Fully vaccinated student visa holders are now able to travel freely to Australia
- AHN business appears to be well and truly on the rebound

* Based on Commonwealth of Australia data. (2022). *Budget Paper No. 1: Budget Strategy and Outlook 2022–23*. Retrieved from https://budget.gov.au/2022-23/content/bp1/download/bp1_2022-23.pdf.

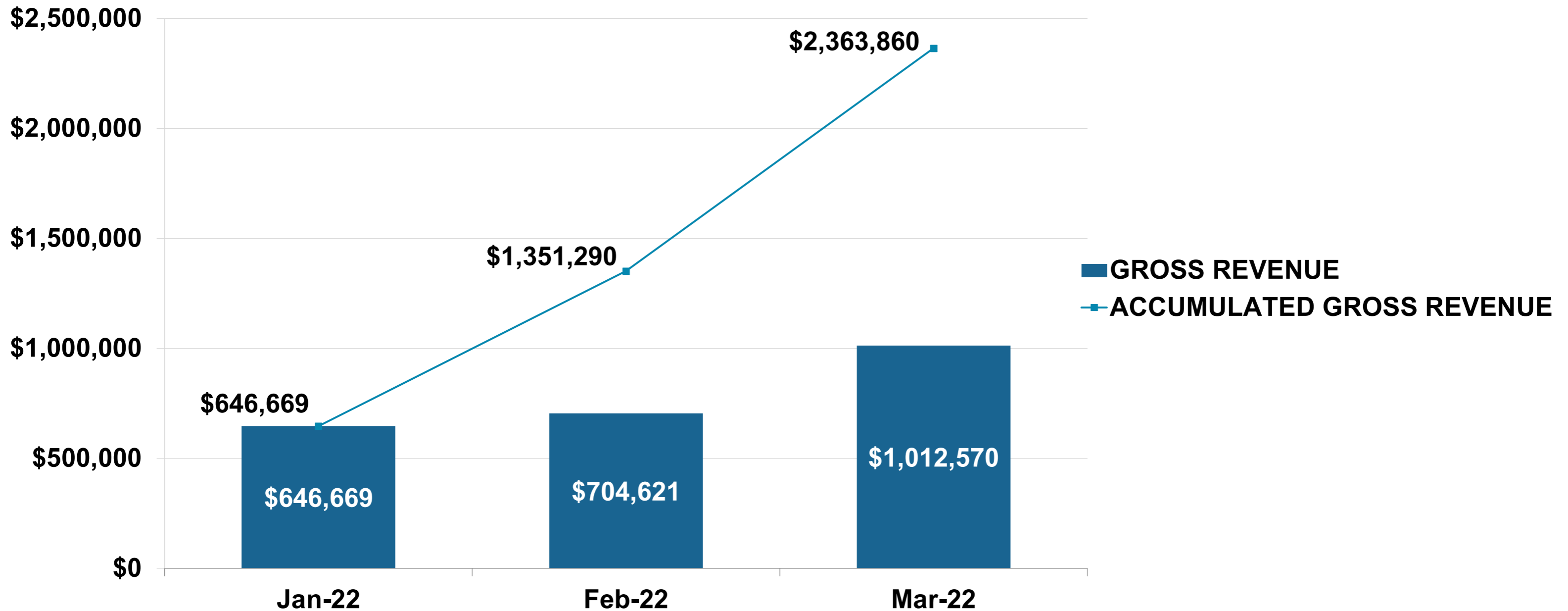
AUSTRALIAN HOMESTAY NETWORK

MATCHING FEES (MF) PAID – January to March 2022



AUSTRALIAN HOMESTAY NETWORK

GROSS REVENUE – January to March 2022



EXPANSION INTO NEW ZEALAND

- Local industry and government discussions complete
- *New Zealand Homestay Limited* registered as a business
 - Will trade as New Zealand Homestay
- Domain purchased (newzealandhomestay.co.nz)
- Website development in progress
- We expect to be fully operational for Semester 1, 2023

Disability Homestay Network (DHN)

DISABILITY HOMESTAY NETWORK

- Website launched (disabilityhomestay.com)
- Host recruitment initiated in November 2021
- Positive meetings with industry and community groups

Feedback has been encouraging

- *fulfils a niche for a structured, nationwide approach to STA*
- *finally a way for the wider community to be more involved*
- *provides more flexibility in NDIS participants' funding*
- First major partnership agreement signed with CoAbility (26 April 2022)
- Guest applications now open

**HOMESTAY
DIVERSIFICATION
PROJECTS**

DIVERSIFICATION PROJECTS

- Virtual Homestay English (VHE)
- FarmStay
- MyCityStay
- MyRegionalStay
- HealthStay

FINANCIAL PROJECTIONS & EXIT STRATEGY RECAP

Financial Projections 2022/23-2026/27

HEADLINE PROJECTION NUMBERS

Our original projections have been adjusted by 6 months (full year vs financial year) due to COVID-19 related industry delays and border closures.

NEW GROUP HIGH LEVEL SUMMARY					
	2023	2024	2025	2026	2027
Revenue	\$53,744,800	\$76,353,400	\$119,795,600	\$150,443,200	\$185,916,000
NET Revenue	\$3,559,382	\$5,142,706	\$8,169,051	\$10,405,175	\$12,898,744
Overheads	\$1,410,664	\$1,797,897	\$2,538,014	\$2,797,121	\$3,070,680
S&W	\$1,910,294	\$2,101,324	\$2,311,456	\$2,542,602	\$2,796,862
Profit before interest & tax	\$238,424	\$1,243,485	\$3,319,581	\$5,065,453	\$7,031,202

EXIT STRATEGY

- MSI's growth plan and solid diversification plan is anticipated to reduce the risk associated with focusing on a primary core business (international education)
- In the next 5 years, we still see an opportunity to implement an exit strategy via:
 - Global Merger (e.g. SRSI)
 - IPO listing
 - Trade Sale
 - Or equivalent

QUESTIONS

THANK YOU



Shareholder Update

Please send any questions and feedback to
David:

david@mystayinternational.com

