

EpicQuest Education Group International



Company Presentation / 公司报告
October 2023 / 2023年10月



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 / EEIQ公司概况



**EduGlobal College /
EduGlobal学院**

Owned / 拥有
&
Operated / 运营

**Davis College /
戴维斯学院**



**EpicQuest
Education**



**Miami University
Regional Campuses
迈阿密大学地方分校**

Recruiting / 招生
&
Services / 服务

**UK Universities /
英国大学**



Our Mission is Twofold: / 我们的使命有两个:

- 1 **A strategic growth plan of international expansion** of educational collaborations around the world, international recruiting, organic growth and acquisitions / **国际扩张的战略发展计划**, 在全球范围内开展国际教育合作, 进行国际学生招生, 实现有机增长和收购
- 2 **To offer students opportunities** for academic advancement and a practical education that aligns with the job demands of the global economy / **为学生提供**学术提升的**机会**, 以及与全球经济的工作需求相匹配的实用教育

Our Operating Objectives Include: / 我们的运营目标包括:

- **Expanding our educational programming** by offering more international courses and technical degrees / 通过提供更多的国际课程和技术学位, **扩展我们的教育课程**
- **Investing in campus infrastructure**, improving the hybrid learning model, superior academic outcomes / **投资校园基础设施**, 提升混合学习模式, 取得优异的学术成果
- **Improving our operating metrics** associated with student enrollment, revenue per student and operating costs / **提升**与学生招收人数、学生人均收入和运营成本相关的**运营指标**

EEIQ Growth Strategy / EEIQ发展战略

Execute on our plan of international expansion / 执行我们的国际扩张计划

- **Leverage our numerous international college and university collaborations** to further our mission of internationalization / **利用我们众多的国际学院和大学合作方**，推进我们的国际化使命
- **Internationalize our academic programming**, launching new bachelor of science degree program and augment our academic pathway programs / **将我们的学术课程国际化**，推出新的理学学士学位计划，并加强我们的学术路径计划
- **Recruiting focus currently on ASEAN and LATAM regions** to deepen and diversify our student body; further recruiting efforts to be in Europe and Africa / **目前招生重点是东盟和拉丁美洲地区**，以深化和多元化我们的学生群体；进一步的招生工作将在欧洲和非洲进行
- **Target colleges for acquisition** in the US, Canada, the UK, and SE Asia, with a focus on major cities / 在美国、加拿大、英国和东南亚**收购目标院校**，重点是大城市



All of these strategies are focused on increasing our enrollment - which increases our revenue and profitability. / 所有这些战略都是为了提高我们的招生人数，从而提高我们的收入和盈利能力。

Owner & Operator of EduGlobal College in Vancouver 在温哥华拥有和运营EduGlobal学院



Acquired EduGlobal College in January 2022, which specializes in transitional English language and pathway programs for international students seeking academic degrees and career advancement / **2022年1月收购了 EduGlobal学院**，该学院专门为寻求学位和职业发展的留学生提供过渡性英语语言和路径课程

Offers programs to prepare students to complete bachelor's degrees and who seek graduate degrees at Canadian Universities / **提供课程**帮助学生完成学士学位和在加拿大大学攻读研究生学位

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** 的重点是开发通往加拿大公立大学的途径课程；这些途径是学生从私立学校进入公立大学的桥梁。

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 / **EduGlobal** 与加拿大多所学院和大学达成协议，为 EduGlobal 学生在加拿大大学完成学士学位提供无缝转学途径



EduGlobal College: Operations Update / EduGlobal学院：运营更新

Approved for Education Quality Assurance (EQA) designation for that enables participation in overseas recruitment organized by the Dept. of Global Affairs Canada / **通过教育质量保证（EQA）认证**，可参加加拿大全球事务部组织的海外招生活动

- Bolsters mission to attract a diverse student body from China, India, LATAM, the ASEAN countries to internationalize the EduGlobal campus / 加强吸引来自中国、印度、拉丁美洲以及东盟国家的多元化学生群体，使EduGlobal 校园国际化



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被列入**由加拿大移民、难民和公民事务部管理的指定学习机构名单（DLI），这就允许国际学生在加拿大参加超过六个月的学习计划

EduGlobal's EQA designation and DLI listing support EduGlobal's international expansion and enhances reputation to successfully recruit international students / **EQA认证和DLI名单**为EduGlobal的国际扩张提供了支持，并提高了成功招收国际学生的声誉。

Majority Owner & Operator of Davis College

戴维斯学院大多数股权拥有方和运营方



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. / 戴维斯学院提供职业培训，帮助学生成功就业；我们为学生提供就业市场上受欢迎的技能，帮助他们发展充实的职业生涯，并提供“转学途径”课程。

Davis College’s international student recruitment continues to expand: enrolled 102 international students in 1st academic quarter of 2023, a near 3-fold increase y-o-y; focus on ASEAN and LATAM markets with new Sri Lanka office as marketing hub / 戴维斯学院继续扩大国际学生招生规模：2023 年第一季招收 102 名国际学生，同比增长近 3 倍；重点关注东盟和拉美市场，新设斯里兰卡办事处作为营销中心



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. / 与国际大学和学院项目合作，提供 **1+1** 项目，这样学生在本国完成第一年课程，然后在戴维斯学院完成副学士学位；四年制大学有 2+2 转学途径。

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. / **2023** 年推出首个工商管理学士学位课程以及护理和 **STEM** 课程；这为学生提供了更多选择，使他们更容易获得 4 年制学位。

Davis College: Operations Update

戴维斯学院：运营更新



Davis College has articulation agreements that offer students transfer pathways: / 戴维斯学院签订了衔接协议，为学生提供转学途径：

- | | | |
|-------------------------------------|--|-------------------------------------|
| → Rennes School of Business / 雷恩商学院 | → Sofia University / 索菲亚大学 | → University of Cincinnati / 辛辛那提大学 |
| → Northeastern University / 东北大学 | → Cleveland Institute of Arts / 克利夫兰艺术学院 | → Lourdes University / 罗德大学 |

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: / 戴维斯学院与国际院校签订了多项谅解备忘录，以实现学生基础多元化，发展跨境合作并使其学术课程国际化：

- | | |
|---|---|
| → ICBT Campus of Sri Lanka / 斯里兰卡ICBT学院 | → Isabela State University of the Philippines / 菲律宾伊莎贝拉州立大学 |
| → PSB Academy of Singapore / 新加坡PSB学院 | → Infrastructure University of Malaysia / 马来西亚建设大学 |
| → Anhui Business Institute / 安徽工商学院 | → Holy Cross of Davao College / 达沃圣十字学院 |
| → University of Portsmouth / 朴次茅斯大学 | → Meishan Pharmaceutical College / 眉山药科职业学院 |
| → Suzhou Polytechnic Inst of Agriculture / 苏州农业职业技术学院 | → Urumqi Vocational University / 乌鲁木齐职业大学 |
| → Peking University / 北京大学 | → Beijing Institute of Technology / 北京理工大学 |

Davis College entered into an agreement with Chongqing Technology and Business Institute and we exceeded the 50 students stipulated in Sept. 2023 / 戴维斯学院与重庆工商职业学院签订了协议，2023年9月已招收超过50名学生。

Recruitment for Owned & Operated Colleges

拥有和运营的学院的招生



EduGlobal College & Davis College / EduGlobal 学院和戴维斯学院

- **Engage directly** with international high schools / 与国际高中直接接轨
- **Developing office in Sri Lanka** as ASEAN recruiting hub / 在斯里兰卡设立办事处，作为东盟招生中心
- **Centralized recruiting** for both colleges creating synergies / 为两个学院进行集中招生，产生协同效应
- **Recently initiated recruitment** for the LATAM markets / 最近启动了针对拉丁美洲市场的招生工作
- **New recruitment strategies** have resulted in a 26% increase in international students at Davis College for 2022 – 2023 / 新的招生策略使戴维斯学院 2022 - 2023 年的国际学生人数增加了 26%
- **Engaged leading recruiter in China** which is expected to raise company profile / 聘请中国领先的招生公司，有望提升公司形象
- **The two colleges' numerous collaborations** are expected to result in significant enrollment increases over time / 随着时间的推移，两所学院的众多合作有望使入学人数大幅增加

International recruiting is a key element of EEIQ's growth strategy. / 国际招生是EEIQ 增长战略的关键因素

Relationship with Miami University Regionals (MUR) 与迈阿密大学地方分校 (MUR) 的关系



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. / 迈阿密大学是一所世界一流大学，拥有五个校区，本科生和研究生在读人数约为 23,000 人；迈阿密大学地方分校的注册人数约为 4,000 人。我们从 2013 年开始为迈阿密大学地方分校的英语语言中心招生。



‘One-Stop’ Services for MUR Study Abroad Students

为在MUR学习的海外学生提供“一站式”服务

- **We recruit and provide admission-related services** to prospective international overseas students / 我们招收海外学生并为其提供与入学相关的服务
- **We provide an array of services:** student housing, dining services, supervision, a gym, a student life center, career counseling and 24-hour emergency support / 我们提供一系列服务：学生宿舍、餐饮服务、监管、健身房、学生生活中心、职业咨询和 24 小时紧急支持
- **Students enroll in the English Language Center (ELC)** and take Miami University Regional (MUR) campus courses based on English proficiency / 学生在英语语言中心 (ELC) 注册，并根据英语水平选修迈阿密大学地区校区 (MUR) 的课程
- **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. / 我们最近与迈阿密大学续签了为期五年的协议，这将推动 EEIQ 实施其国际化计划，作为其可持续增长战略的一部分。



For further information about MUR, please see <https://miamioh.edu/regionals/>
欲了解有关MUR的更多信息，请参见<https://miamioh.edu/regionals/>

Miami University Regionals: Operations Update / 迈阿密大学地方分校：运营更新



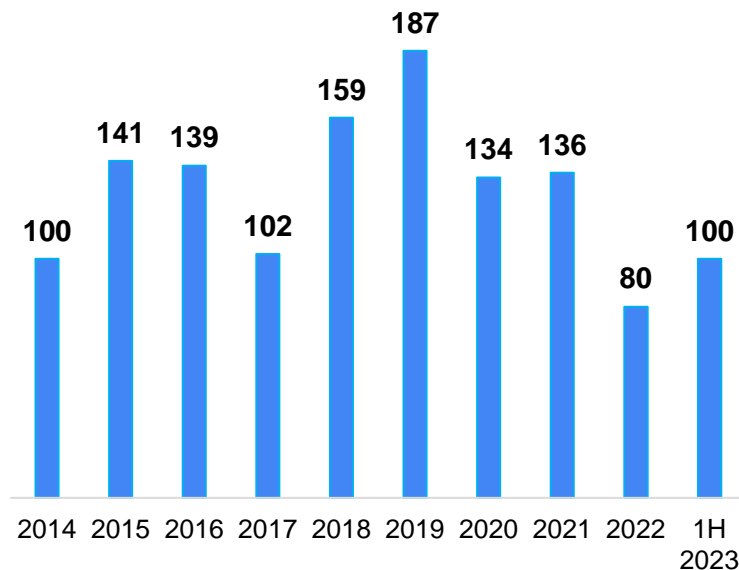
→ **As of March 31, 2023**, 100 students were present for in-person classes at the English Language Center / 截至 **2023 年 3 月 31 日**，有 100 名学生在英语语言中心接受面授课程

→ **Students on-campus remit residential fees and other fees**; the remainder of students take online classes / 校内学生缴纳住宿费和其他费用，其余学生通过网络上课

→ **Recently renewed contract with Miami University**; EEIQ has guaranteed at least 100 students for enrollment for the 2023-2024 academic year / 最近与迈阿密大学续签了合同；EEIQ 保证 2023-2024 学年至少招收 100 名学生

→ **Going forward** recruiting to be expanded to include Southeast Asian countries / 今后招生范围将扩大到东南亚国家

Overseas Student Enrollment at MU Regional Campuses
迈阿密大学地方分校的海外学生招生人数



Miami University Regionals: Marketing Activities / 迈阿密大学地方分校：营销活动



- | | |
|--|---|
| Study Abroad Agencies / 留学代理机构 | → we have relationships with the 5 largest agencies in China and are developing agency relationships in other countries / 我们与中国最大的 5 家代理机构建立了合作关系，并正在其他国家发展代理关系 |
| B2B Study Abroad Companies / B2B留学公司 | → we have several B2B companies in our circle of cooperative relationships / 我们的合作关系圈中有多家 B2B 公司 |
| Int'l High School / Language Programs / 国际高中/语言课程 | → we maintain direct contact with a large number of schools programs / 我们与许多的学校项目保持直接联系 |
| University Foundation Programs / 大学基金会项目 | → we work with a number of programs and are creating our own foundation platform / 我们与多个项目合作，并正在创建自己的基金会平台 |

Key Market Trends: US and International

主要的市场趋势：美国和国际

US / 美国

- Education curricula designed for the current labor market / 针对当前劳动力市场设计的教育课程
- Diversity in students and faculty via globalization / 通过全球化实现师生多元化
- Hybrid learning ushered in by the pandemic / 新冠疫情带来的混合式学习
- Consolidation of colleges due to overall lower enrollment / 由于总体入学率下降而合并学院

International / 国际

- Increased competition for international students as students take the Duolingo English test in 12,000 cities / 学生在 12,000 个城市参加 多邻国英语测试，加剧了对国际学生的竞争
- Strategic partnerships and exchange programs grow / 战略合作伙伴和交流计划不断发展
- An increase in online learning lowers barriers and costs / 在线学习的增加降低了门槛和成本
- The US, UK, Australia, and Canada continue to see a large influx of international students / 美国、英国、澳大利亚和加拿大继续有大量留学生涌入



Equity Snapshot & Financial Statement Metrics

Equity概览与财务状况



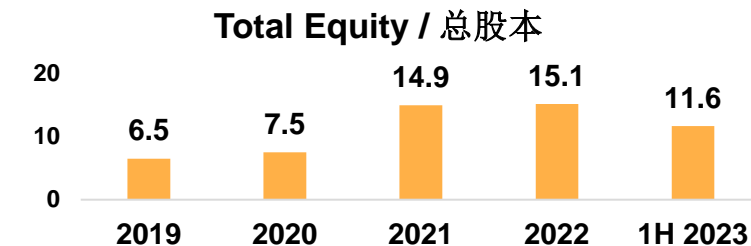
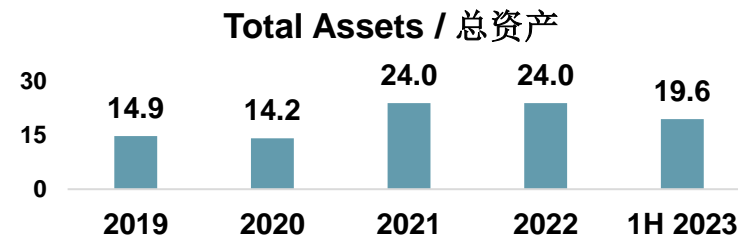
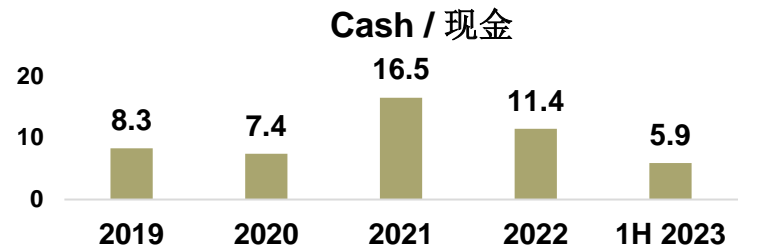
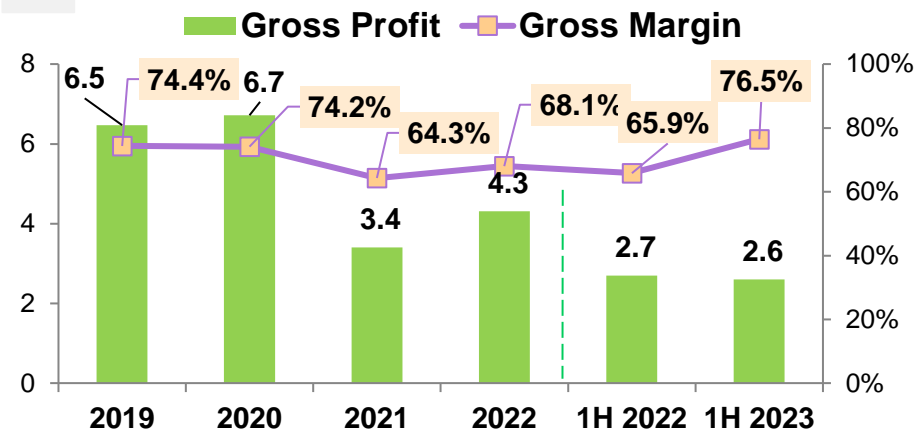
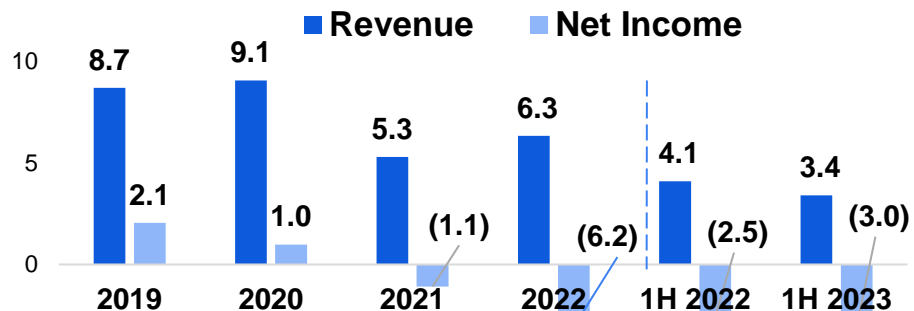
Nasdaq: EEIQ	FYE: September 30 / 9月30日
Stock Price / 股价 (10/18/23)	\$1.17
52-Week Range / 52周价格区间	\$0.80 - \$3.63
Shares Outstanding / 发行在外股票	11,469,800
Market Capitalization / 市值	\$13.4 million / \$1340万
Price to Book Ratio / 市净率	1.2x

Revenue / 营收(TTM)	\$5.7 million / \$570万
Net Loss / 净亏损 (TTM)	(\$5.7) million / （\$570万）
EPS / 每股盈余(TTM)	(\$0.54)
Cash / 现金	\$5.9 million / \$590万
Total Assets / 总资产	\$19.6 million / \$1960万
Total Equity / 总股本	\$11.6 million / \$1160万

* TTM = Trailing 12 months / 过去12个月. Net loss & EPS due to non-cash and acquisition expenses. All financial statement figures as of March 31, 2023, unaudited) / 净亏损和每股盈余因非现金和收购费用所致。所有财务报表数据截至2023年3月31日，未经审计)

EEIQ Financial Summary / EEIQ财务状况概览

Income Statement Data (in \$mm) / 利润表数据 (\$百万) **Balance Sheet Data (in \$mm) / 资产负债表 (\$百万)**



Board of Directors / 董事会



Jianbo Zhang
CEO, Founding
Chairman / 首
席执行官、董
事会主席



Zhenyu Wu
CFO, Director /
首席财务官、
董事



Craig Wilson
Independent
Director Chair,
Audit
Committee /
独立董事、审
计委员会主席



G. Michael Pratt
Independent
Director Chair,
Compensation
Committee / 独
立董事、薪酬
委员会主席

Jianbo Zhang - Bachelor (1987) and Master in Finance (1993) from Renmin University, MBA (1999) from Coventry University, and EMBA (2003) from Singapore Tiandu Education / 获得了中国人民大学学士学位(1987)和金融硕士学位(1993)、考文垂大学MBA(1999)、新加坡天都教育EMBA(2003)

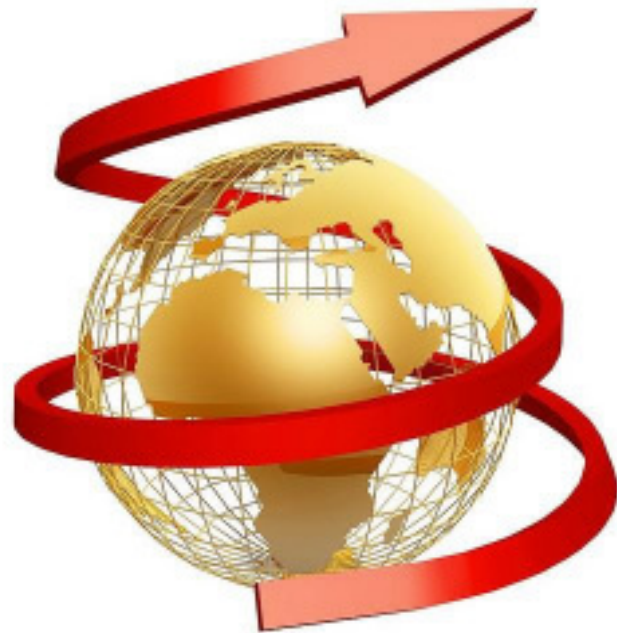
Zhenyu Wu - Ph.D. (2007) in Finance, MBA (2002) in Finance, and MA in Economics (2001) from University of Calgary, and Bachelor in Economics (1999) from Nankai University / 获得了南开大学经济学学士学位(1999)，卡尔加里大学经济学硕士学位(2001)、金融专业MBA(2002)以及金融专业博士学位(2007)

Craig Wilson - Ph.D. (2004) in Finance, BComm (2008) in Finance, and B.Sc. in Mathematics (1996) from University of Alberta / 获得了阿尔伯塔大学数学专业理学学士学位(1996)、金融专业商学学士学位(2008)和金融专业博士学位(2004)

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 / 迈阿密大学地方分校院长兼副教务长(2010-16)，凯斯西储大学人类学博士(1981)

EEIQ Key Investment Highlights / EEIQ投资亮点

- **Growth Strategy of International Expansion / 国际扩张的发展战略**
- **Owner & Operator of For-Profit Colleges / 拥有和运营多所盈利性学院**
- **Strong Miami University Regionals Relationship / 与迈阿密大学地方分校建立了密切的关系**
- **Diversified Sources of Revenue / 多元化的营收来源**
- **Global Expansion Opportunities / 全球扩张机会**
- **International Recruiting Leads to Greater Enrollment and Revenue / 全球招生令招生人数和营收提升**
- **Highly Experienced Management Team / 管理团队经验丰富**



Contact Information / 联系信息



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EpicQuest Education Group



Thank you!
谢谢!

