family zone

Family Zone Cyber Safety Ltd
(ASX: FZO)

AGM PRESENTATION

NOVEMBER 2019

SUPPORTING & PROTECTING EVERY CHILD'S DIGITAL JOURNEY

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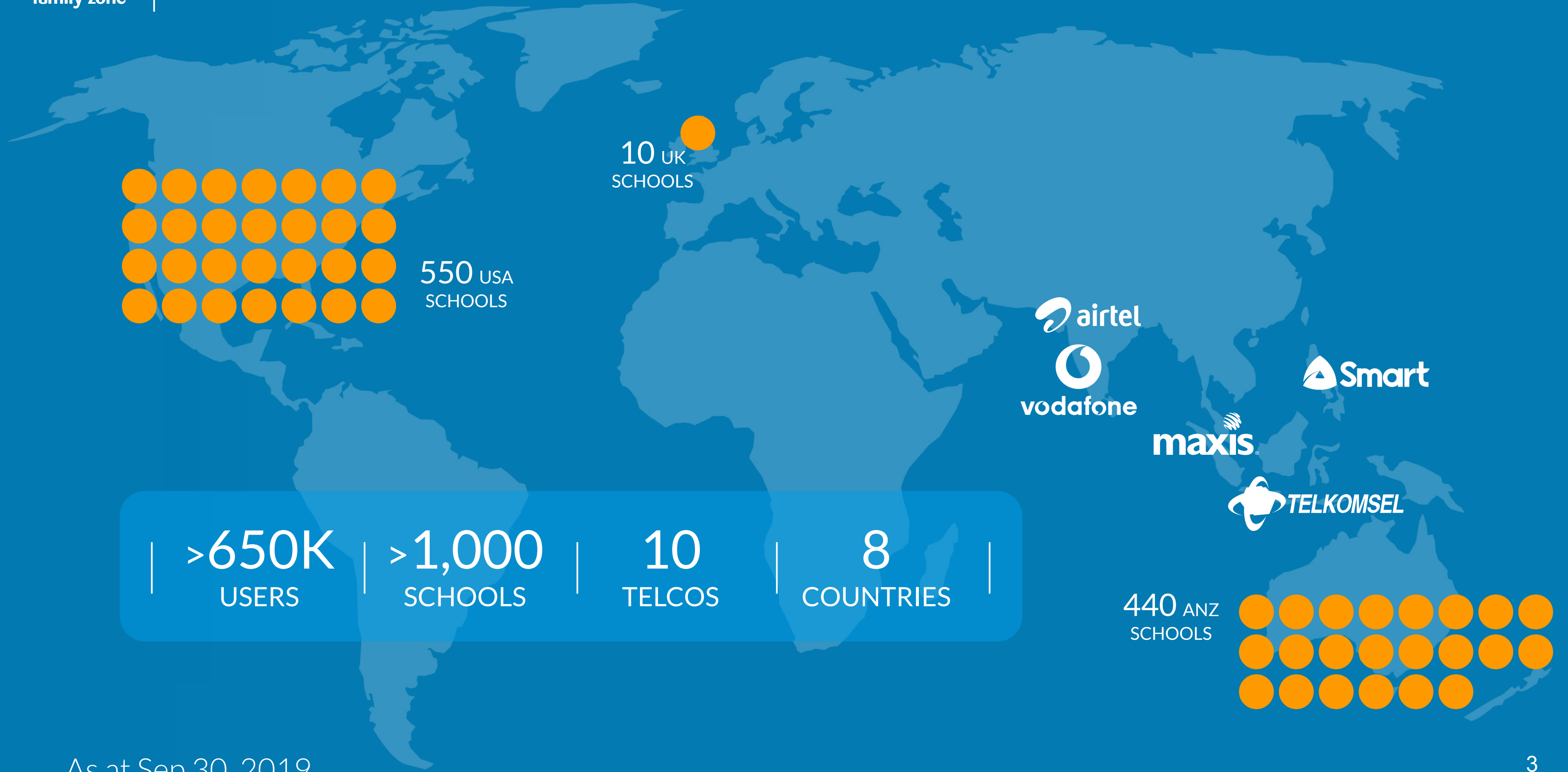
AT A GLANCE

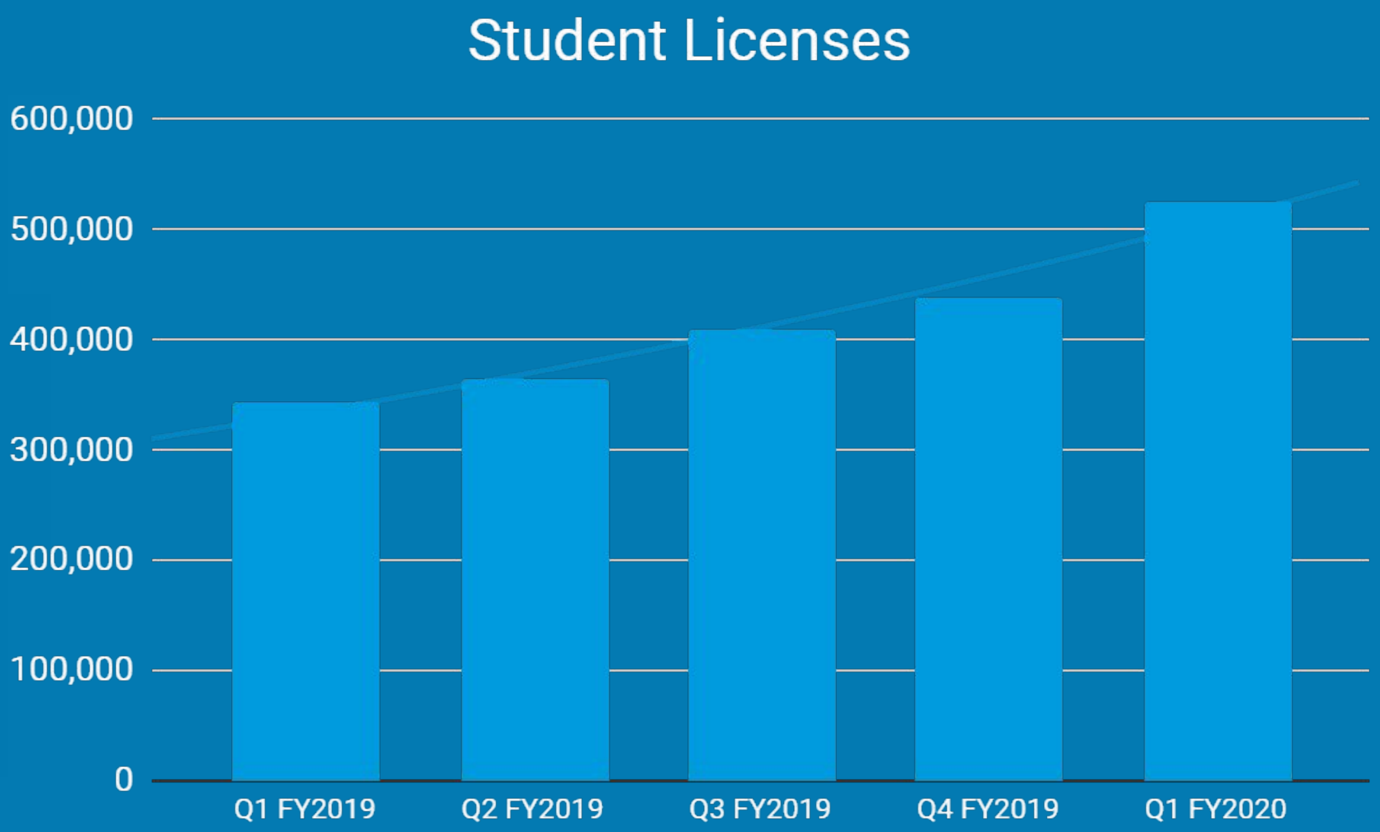


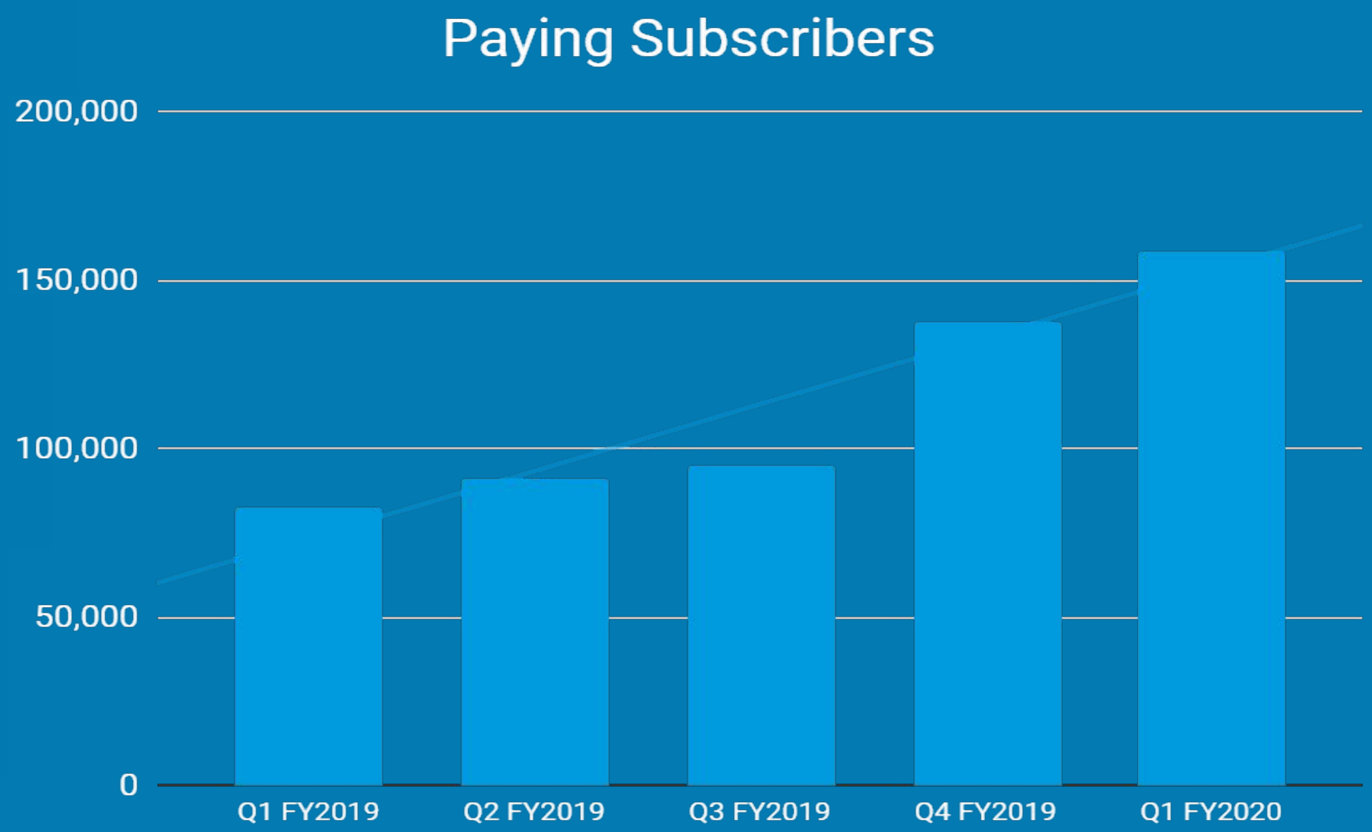
>650K	>1,000	10	8
USERS	SCHOOLS	TELCOS	COUNTRIES

As at Sep 30, 2019

RECORD GROWTH CONTINUES


School Clients
1000
750
500
250
0
Q1 FY2019
Q2 FY2019
Q3 FY2019
Q4 FY2019
21 Oct


Student Licenses
600,000
500,000
400,000
300,000
200,000
100,000
0
Q1 FY2019
Q2 FY2019
Q3 FY2019
Q4 FY2019
Q1 FY2020


Paying Subscribers
200,000
150,000
100,000
50,000
0
Q1 FY2019
Q2 FY2019
Q3 FY2019
Q4 FY2019
Q1 FY2020

EXCITING OPPORTUNITIES FOR SCALE & ACCELERATION

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MASSIVE USA OPPORTUNITY

USA EDUCATION

- 135K schools and 57M students
- Required by law to filter students
- Supported by national ed-tech resellers

Family Zone's successful entry
Inside 12 months Family Zone has signed up 550 schools across 65 school districts and 6 national edu-tech resellers.

PUBLIC SCHOOLING	INDEPENDENT & PRIVATE
DISTRICTS 14,000	
SCHOOLS 100,000	SCHOOLS 35,000
STUDENTS 51m	STUDENTS 6m

NUMBER OF FAMILIES IN USA
83m

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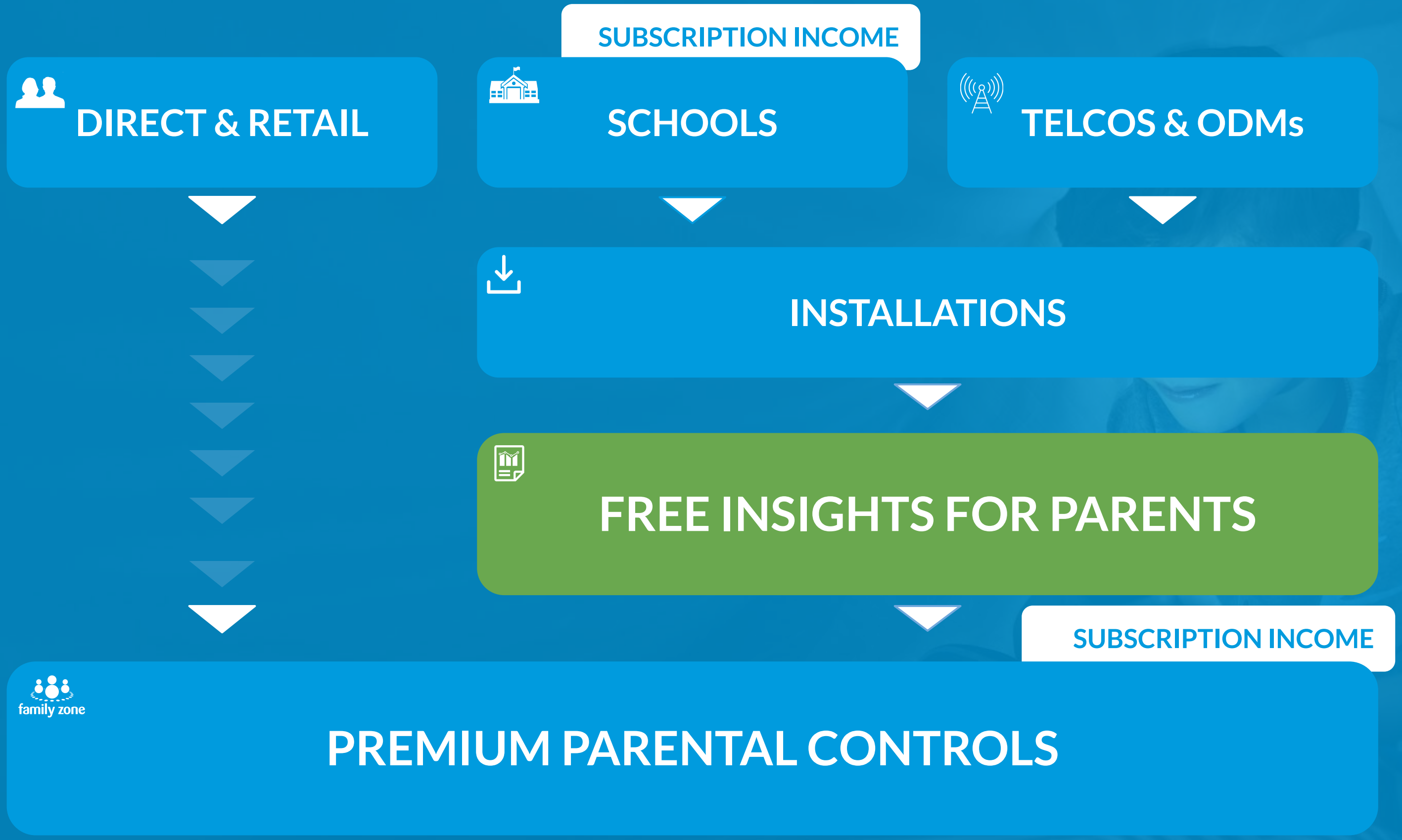
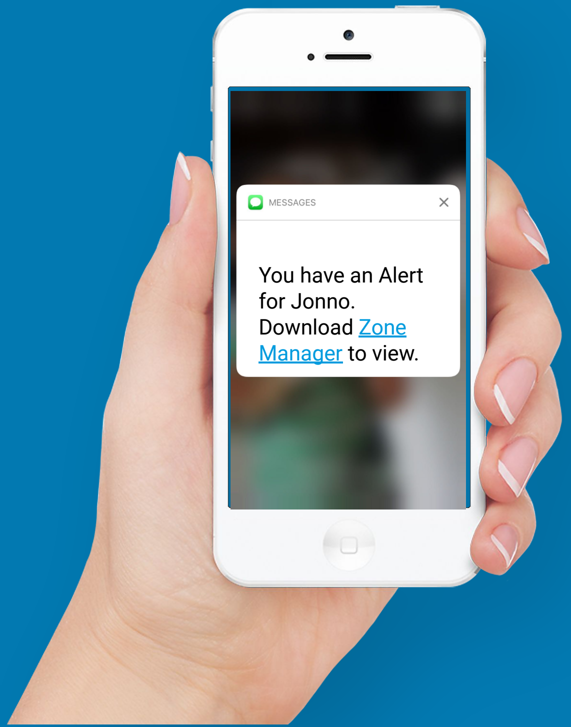
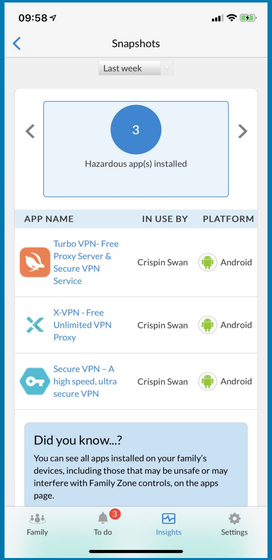
EXCITING FREEMIUM STRATEGY

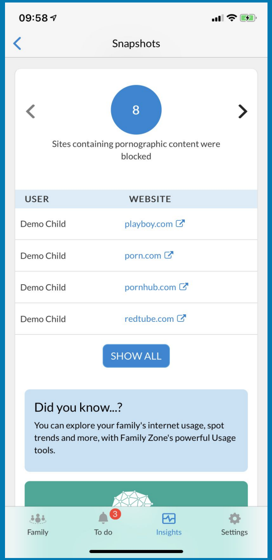
BUSINESS MODEL



Free tool for parents, schools & telcos







- Usage reporting
- Location tracking
- Alerts for adult content
- Alerts for unsafe apps
- Cyber expert advice

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FAMILY ZONE INSIGHTS

Simply install Family Zone's app on your child's devices and Insights will work silently for you in the background.

https://drive.google.com/open?id=1pCV0FPXdPWvWuUY2kKFwbc6DQ7rjWTGc

		Est Subscribers	Est Kids
Smart	Smart Philippines	58M	8M
maxis	Maxis	11M	2M
vodafone	Vodafone India	393M	35M
TELKOMSEL	Telkomsel Indonesia	168M	14M
airtel	Bharti Airtel India	320M	27M
		950M	**86M**

Southern Phone | Woolworths Mobile | alcatel | micromax

FAMILY ZONE INSIGHTS ROLLOUT PLANS

Nov 2019 | Dec 2019 | Jan 2019 | Feb 2019 | Mar 2019 | Apr 2019 | May 2019 | Jun 2019

Insights available for ANZ schools

Insights rolls out to ANZ schools for 2020 school year

Insights launch with Telkomsel

SAFE

Insights available to our Telco Partners

Community available for USA schools

Insights available for USA schools

Family Zone Premium Parental Controls

Controls for all networks & devices

- Screen Time
- Filter Web Content
- Manage Social
- Manage Streaming
- Restrict Apps
- Works with Schools
- Manage Gaming
- Disable Features
- Reports & alerts
- Safe Home WiFi

$5.95/m for 3 children & devices

UNTAPPED GLOBAL OPPORTUNITY

Parental controls is currently ~ $2.5B/a

$100B Untapped Global Opportunity

Estimated there is **<4%** take-up of parental controls globally.

- ✓ Incomplete / localised products
- ✓ Incompatibility with school needs
- ✓ Lack of interoperability
- ✓ Awareness only now taking hold

***Family Zone's** world-first **ecosystem** approach leverages schools, telcos and devices to **create** this **opportunity**.*

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CAPITAL STRUCTURE

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ORDINARY SHARES	210,031,261
MARKET CAP (@20c) *	$42M
TOP 20 SHAREHOLDERS	58%
FOUNDERS & EXECUTIVES	13%

Notes

* Calculated based on issued securities as at 1 Nov 2019. [1] Founder performance shares & rights have targets of $20m in annual revenue by 29 Aug 2020. [2] Remaining Linewize acq securities have target of NZ$9.25m recurring revenues from NZ operation and Linewize technology.
[3] Exec salaries received PRs in lieu of cash

Performance Shares/Rights

$20m Rev' by Aug 20[1]	11,775,001
$9.25m Rev' from NZ[2]	3,000,000
Exec salaries [3]	1,805,196
Various	666,670
	17,246,867

Options

30c Employee (15 Dec 2019)	5,335,000
30c-60c (expiring in 2020)	3,950,000
75c-90c (expiring 2021)	1,033,530
18c-25c (expiring 2022)	3,296,339
	13,614,869

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