



To protect & support every child's digital journey

General Meeting

Investor Update

ASX: FZO



Key messages

"Family Zone is emerging as the only true global online safety provider, with a rapidly maturing offering and above market performance in the UK and US. Strong sales growth, continued pipeline growth and high ARR / cash conversion is seeing FZO move rapidly to sustainable cashflow."

Tim Levy, Managing Director

✓ Qustodio merger is a game changer

✓ Safeguarding is flying in the US

✓ June quarter has been strong

✓ Rapidly moving to sustainable cashflow

Qustodio

Jose Gaspar, Co-founder

Eduardo Cruz, Co-founder & CEO

Josh Gabel, Co-founder

Highlights

Established 2012
Founder led from Spain
EBITDA profitable

World leading Parental Controls
Operates in 9 languages
10 telco resellers

A\$16 million ARR
270K paid subscribers
Strong growth; 15% in '21

Better together

The combination of Qustodio and Family Zone platforms creates a world leading capability and a game changing global opportunity.

		
✓ Content filtering	☒	☒
✓ Routines & calendars	☒	☒
✓ Time management	☒	☐
✓ Device management	☐	☒
✓ Call & messaging control	☒	☐
✓ Panic buttons	☒	☐
✓ Location & geofencing	☒	☒
✓ Safe home networking	☐	☒
✓ Work with schools	☐	☒
✓ Work with global telcos	☒	☐

Strategic rationale

The acquisition of Qustodio meets our strategic intent of attracting the best people and the best technology.

The acquisition offers us expertise, capability, scale, new markets, operational efficiencies and brings forward our inflection point.

1

Cross-sell into K-12

Qustodio has a highly resolved product, well suited to offer through Family Zone's 24,000 school footprint.

2

Global footprint & language skills

Qustodio operates globally with a strong presence in key countries. These are hubs for K-12 expansion.

3

Talent and talent pools

Qustodio is an outstanding outfit and Spain has a strong and cost effective talent pool in an attractive timezone.

4

Dedicated consumer capability

The merger allows pooling of consumer capability and dedication of resources to direct and B2B2C channels.

5

Expanded features

The merger creates an opportunity to bring together our consumer feature sets.

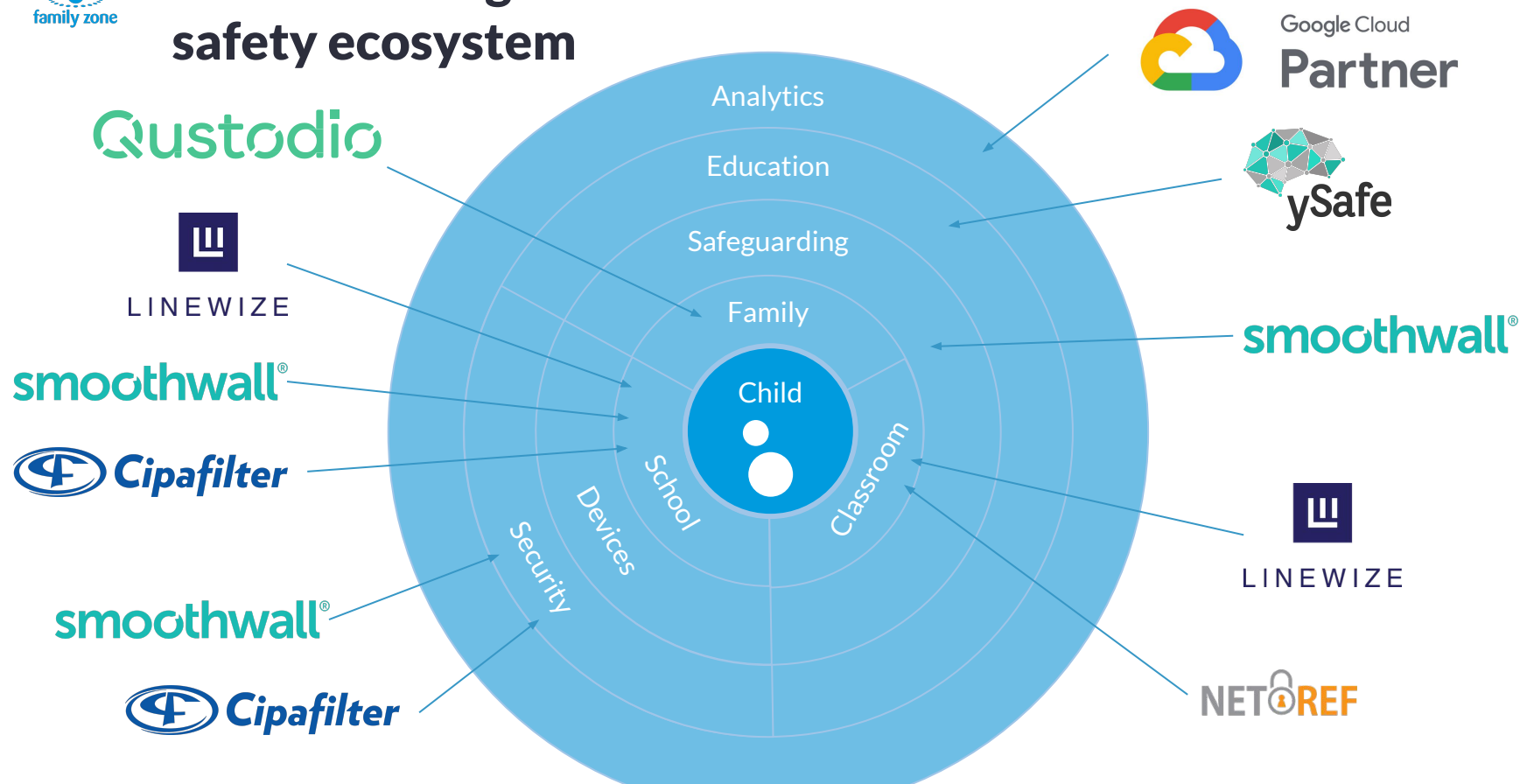
6

Operating efficiencies

The merger allows realisation of efficiencies through scale and duplication of effort.



We're building an online safety ecosystem



Single global brand launching H2 CY 2022



Leeds

Charlotte

San Diego

Orlando

Barcelona

Fully funded global leader in online safety

The acquisition of Qustodio cements Family Zone as the world's leading provider of online safety solutions and the destination for global talent and technology.

✓ 12 million students

✓ 24 thousand schools

✓ 38% of UK schools

✓ 16% of US districts

✓ \$75 million ARR *

✓ +80% margins

✓ 9 languages

✓ 10 telco resellers

✓ 350k parent accts

Sydney

Perth

Melbourne

Auckland

Safeguarding

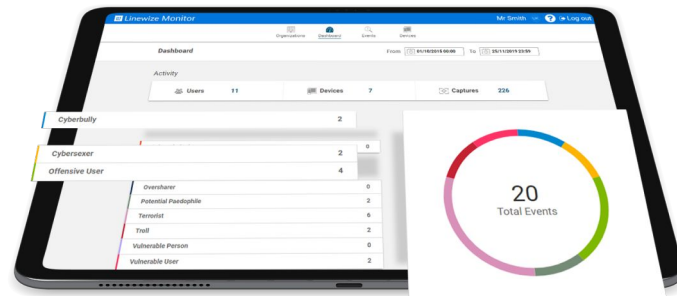


The launch of Monitor in the US

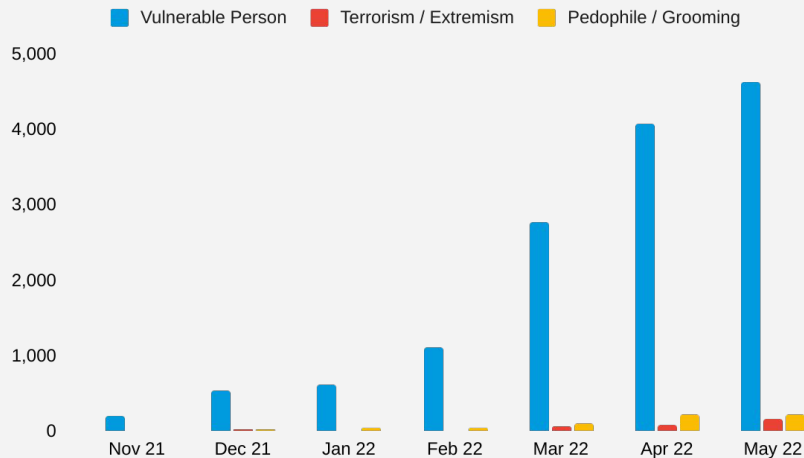
Massive growth in Monitoring continues

From November to May 2022

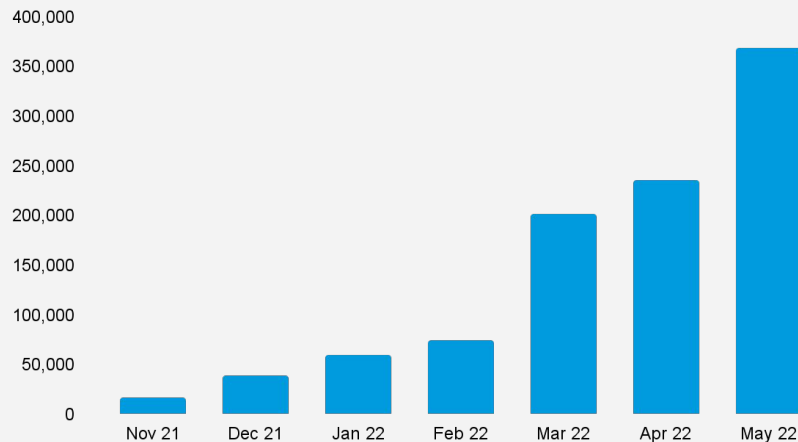
- ✓ 82,000 Actionable Events identified
- ✓ 15,000 interventions
(for suicidal ideation, terrorism and child grooming)



Level 5 Interventions
US Only | Count



Monitored Users
US Only | Count





Positioned to win

Quarter progress

"The promise of the huge March pipeline is turning into contracts whilst pipeline continues to grow, In competitive markets our teams continue to deliver outstanding results."

Tim Levy, Managing Director

✓ **Strong ARR growth**
Expect exit ARR circa \$60 million (excluding Qustodio)

✓ **Outstanding success of Monitor in US**
Expect ~ 400,000 users in US by 30 June

✓ **Continued pipeline growth**
May 31 pipeline exceeded \$16 million

✓ **Growing penetration into the US**
Passed through 16% of US school districts in May 21

✓ **Moving to sustainable cash flow**
ARR to cash conversion strong into the Dec half