

## ASX ANNOUNCEMENT

Family Zone Cyber Safety Limited

ASX:FZO ("Family Zone" or the "Company")



Our mission is to protect & support  
every child's digital journey.

# FAMILY ZONE ACHIEVES ~100% YoY GROWTH IN CONTRACTS SOLD IN THE QUARTER

Family Zone is pleased to update the market on business development achievements in the March quarter of 2021.

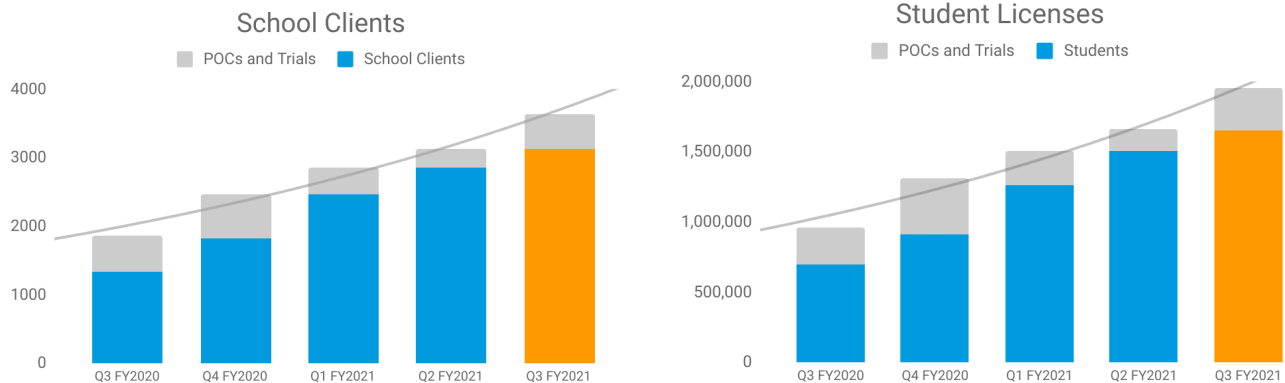
## Highlights for the quarter

- Ended the quarter with 3,135 contracted school (135% YoY growth), including 387 new contracted schools
- Ended the quarter with 1.65 million contracted students (137% YoY growth) including 201k new student licenses
- Signed contracts with an annual value of \$1.8 million (92% YoY growth)
- Signed contracts with a total value of \$3.6 million (97% YoY growth)
- Ended the quarter with ~2 million students on the platform
- Ended the quarter servicing more than 3.5% of US school districts
- Ended the quarter with 3,627 schools on the platform (95% YoY growth)
- Ended the quarter with ~350k students in POC trials

Managing Director, Tim Levy commented *"The Company has spent the past two quarters successfully building out engineering and sales capacity to prepare for the peak mid-year sales period in the US. We're very pleased with the March quarter and with more than 1 million students licenses in our pipeline we look forward to exceptional quarters ahead"*.

## Significant growth in schools and student numbers

The Company achieved outstanding sales success in the typically quiet March quarter. The Company has achieved greater than 130% YoY growth in the number of contracted schools and student licenses.



## Substantial growth in contracted revenue

The Company achieved 97% YoY growth in the total value of contracts sold in the quarter coming in at \$3.6 million.



Encouragingly the Company continues to see improvements in average license fees and sales conversion rates.

The Company ended the quarter with a record pipeline of more than 1 million student licenses.

*This announcement was made on 9 April 2021 and was authorised by the Board of Family Zone Cyber Safety Limited.*



## About Family Zone

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Family Zone, **supporting and protecting every child's digital journey**, is an ASX-listed technology company and an emerging leader in the fast growing global cyber safety industry. Family Zone's unique innovation is its patented cyber safety ecosystem, a platform enabling a world-first collaboration between schools, parents and cyber safety educators. Family Zone's unique approach is delivering rapid growth in the education sector, as well as through direct sales and scalable reseller arrangements with telco providers.

To learn more about the Family Zone platform and the Company please visit [www.familyzone.com](http://www.familyzone.com).

## Contacts

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**Ends.**