

Qoria Limited
ASX : QOR

INVESTOR PRESENTATION
NWR Conference June 2023

.....
Nothing is as powerful as all of us
.....

qoria.com



Qoria

(at Mar 31, 2023)

San Diego

Charlotte

Orlando

Leeds

Barcelona

Qoria Limited

The only global provider of
digital safety & student
wellbeing solutions

- ✓ 13 million students
- ✓ 24,000 schools
- ✓ 5 million parents
- ✓ 38% of UK schools
- ✓ 18% of US districts
- ✓ \$91 million ARR

Perth

Sydney

Melbourne

Auckland

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Qoria

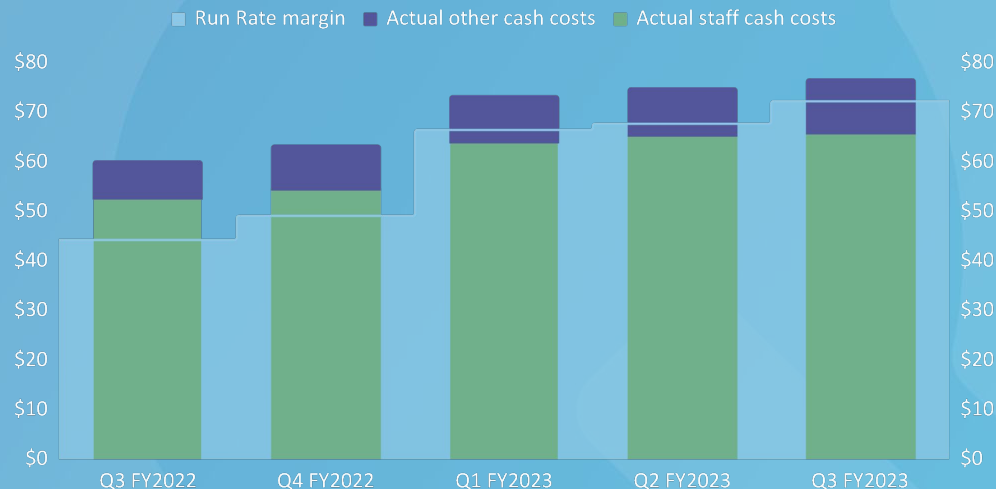
Inflection point

Qoria is rapidly and confidently approaching run-rate cash-flow break-even this FY.

- ARR at \$91M and growing
- Stable fixed costs
- Strong margins (+80% gross)
- Strong pipeline, \$11 million weighted (up 80% YoY)*
- Expanding opportunities

Run Rate Operating Cashflow

Group | AUD Millions



Inflection point

Qoria is undervalued against it's ASX and global peers.

- QOR trading ~ 2.0X ARR
- Growing faster than the index
- Rapidly approaching break-even
- Stable fixed costs in medium term
- Funded with de-risked balance sheet

Funding at 31 Mar 2023

\$18m (cash) including Mar 23 Placement Tranche 2

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Bessemer
Venture Partners

EV/ARR

ARR Growth

BVP Nasdaq Emerging
Cloud Index (Mean)

5.9X

27%

Qoria Limited

Market Cap: \$180m @17.0c

2.0X

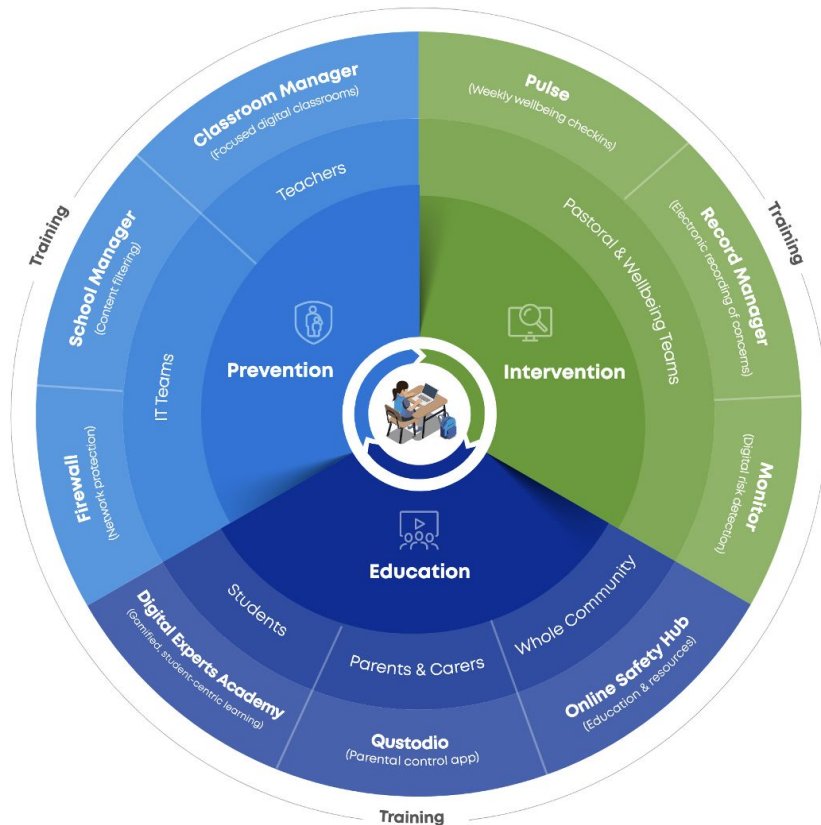
+30%

Qoria

What we do

Digital Safety & Student Wellbeing

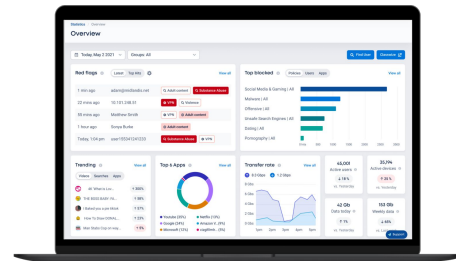
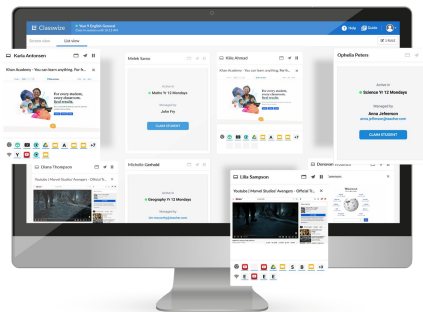
Qoria offer the world's most comprehensive suite of online safety and student wellbeing solutions into a rapidly growing market.



Protection

School Protection

- ✓ Content filtering
- ✓ Firewalls
- ✓ Digital Classrooms



Opportunity

- ✓ Backed by legislation/always funded
- ✓ Non-english markets in future

Positioning

- ✓ World 's best suite of tools/integrations
- ✓ 40% of UK and 18% of US Districts

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GLOBAL EDUTECH &
SMART CLASSROOMS

[Fortune Business Insights](#)

CAGR
17.8%

US\$320B

US\$102B

2022

2029

Intervention

Student Safeguarding

- ✓ Monitoring
- ✓ Moderation

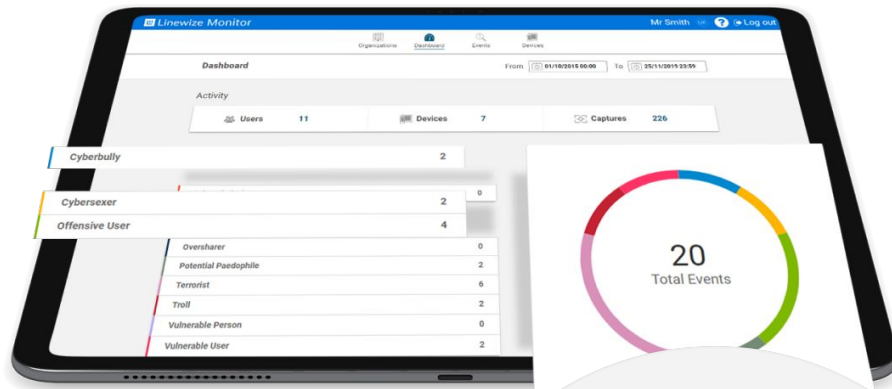
Opportunity

- ✓ Well funded
- ✓ Low penetration
- ✓ Explosive growth

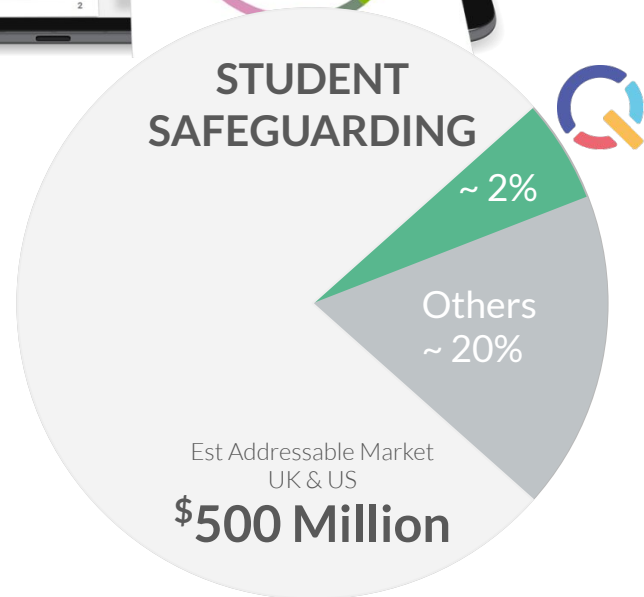
Positioning

- ✓ World's best tools
- ✓ < 20% penetrated base

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In 2022 Monitor intervened in life threatening situations every 3 hours



Intervention

Student Wellbeing

- ✓ Check-ins
- ✓ Engagement
- ✓ Analytics

Opportunity

- ✓ New market & funded
- ✓ Penetration < 10%

Positioning

- ✓ World's best tools
- ✓ 0% penetrated base

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ESSER third round allocated US\$122B to support student academic, social, and emotional needs.

STUDENT WELLBEING ANALYTICS

Others ~ 10%

Est Addressable Market
UK & US

\$500 Million

Engagement

Community

- ✓ Parental controls
- ✓ Education
- ✓ School PD

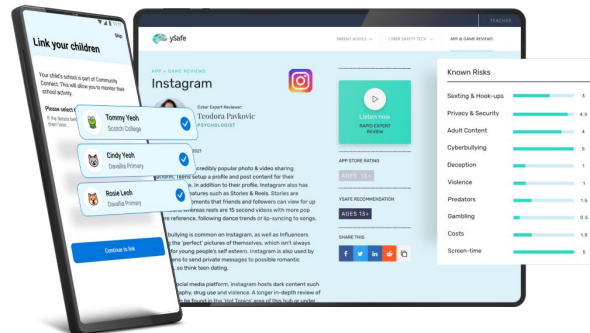
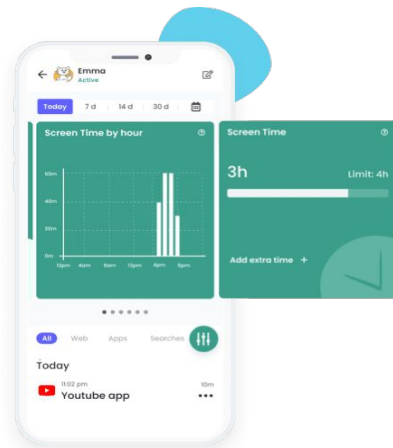
Opportunity

- ✓ Enormous growth
- ✓ No dominant providers

Positioning

- ✓ Unique & leading tools
- ✓ US launch underway

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PARENTAL CONTROLS ANZUSUK

ESTIMATED PENETRATION
10-40%*

ESTIMATED TAM
US\$ 3.6 Billion

GLOBAL PARENTAL CONTROL MARKET

[Fortune Business Insights](#)

CAGR
12.1%

US\$1.1B

2022

US\$2.5B

2029

Questions