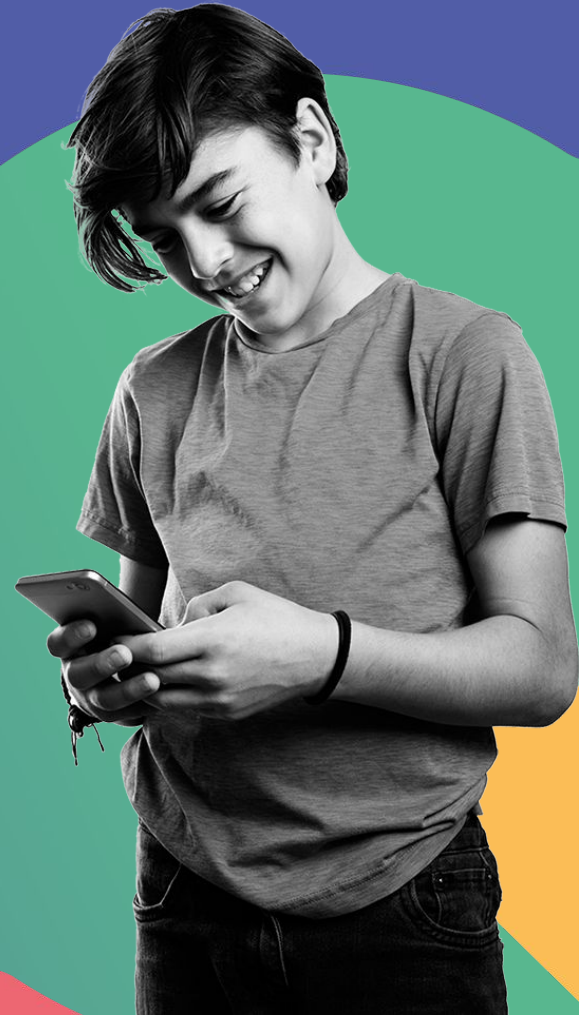


Qoria Limited  
ASX : QOR

INVESTOR PRESENTATION  
Market Update June 2023

Nothing is as  
powerful as all of us

[qoria.com](https://qoria.com)



# Why Qoria Limited



## Scaled & inflecting

**Qoria** is scaled and winning in a sophisticated global market. Qoria is moving to cash flow generation and profit.



## Untapped market

**Qoria** competes in a massive state funded, untapped, fragmented & expanding global market.



## Global visionary

**Qoria** is the only truly global provider in safety & wellbeing and has a clear, compelling and innovative vision.



## Impact & ESG

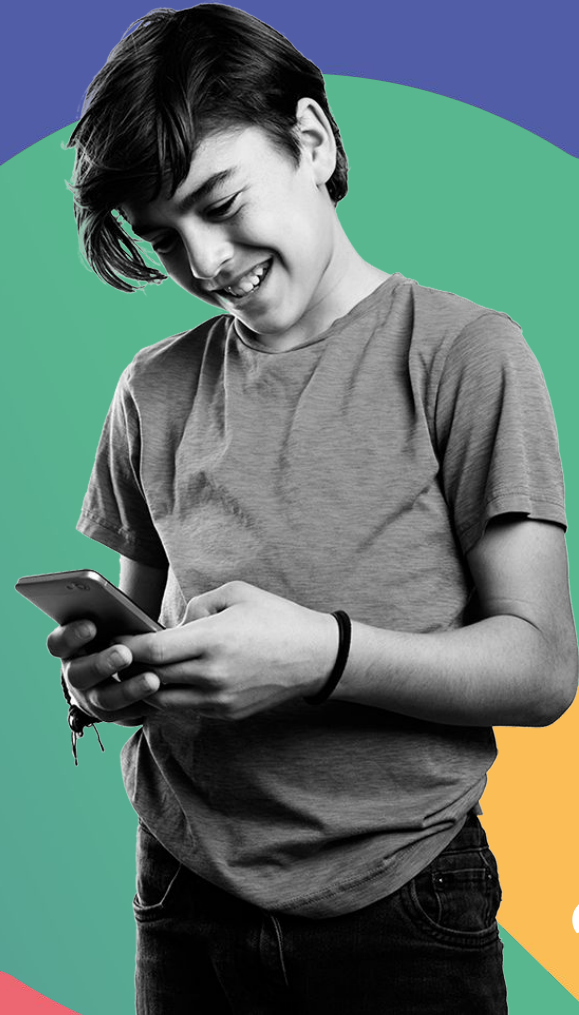
**Qoria** is an impact organisation; responsibly addressing the global concerns of online safety & student wellbeing

# Why Qoria Limited



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[qoria.com](https://qoria.com)

**Qoria**

# Inflecting

**Qoria** will achieve run-rate cash-flow break-even this FY.

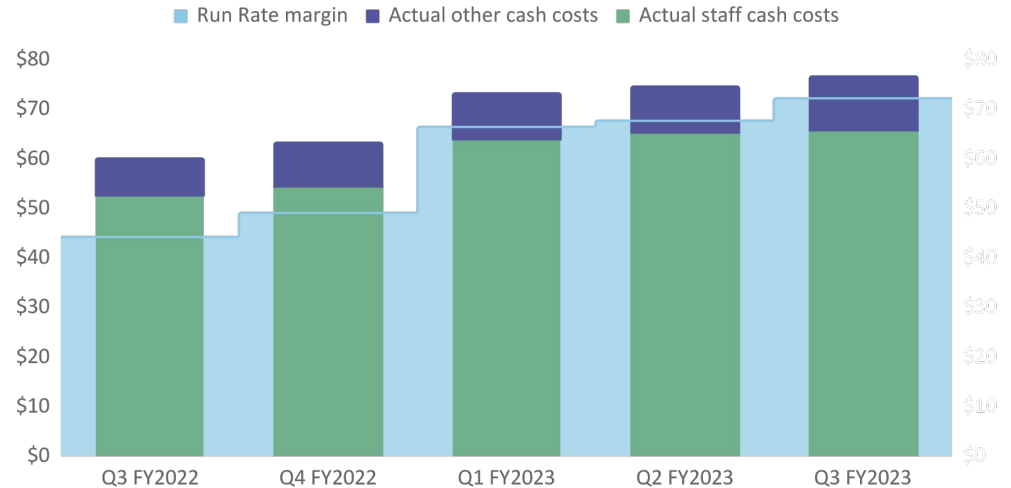
- ✓ ARR at +\$95M and growing\*
- ✓ Stable fixed costs and strong margins (+80% gross)
- ✓ Demonstrated sales success (31 Mar pipeline was up 80% YoY)
- ✓ Product expansion success and early in cross-sell journey
- ✓ Industry backed by consistent and growing gov funding
- ✓ Opportunities for add-ons and new markets

(\*estimate at Jun 30, 2023)

[qoria.com](https://qoria.com)

## Run Rate Operating Cashflow

Group | AUD Millions



**Qoria**

# Indicative Roadmap

**Qoria** continues to execute on its plan to deliver for investors and the global community. Our indicative commercialisation roadmap is shown here.



# Inflection point

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

- ✓ QOR trading ~ 2.5X 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

[qoria.com](http://qoria.com)



**Bessemer**  
Venture Partners

EV/ARR

ARR Growth

BVP Nasdaq Emerging  
Cloud Index (Mean)

5.9X

27%

**Qoria Limited**  
Market Cap: \$240m @21.0c

2.5X

+30%

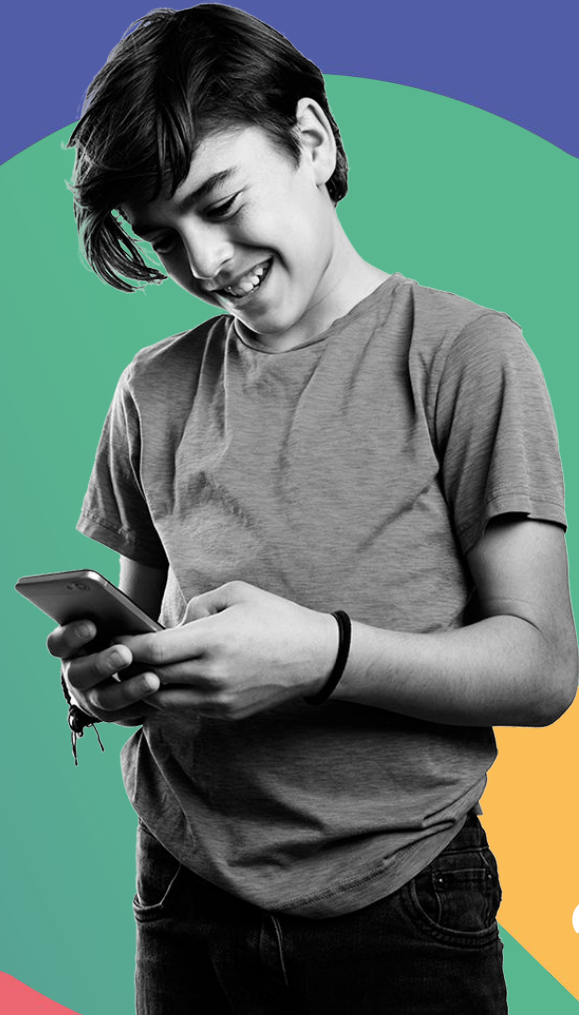
**Qoria**

# Why Qoria Limited



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[qoria.com](https://qoria.com)

**Qoria**

# Qoria Limited

**Qoria** is the only truly 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

(at Mar 31, 2023)

[qoria.com](https://qoria.com)

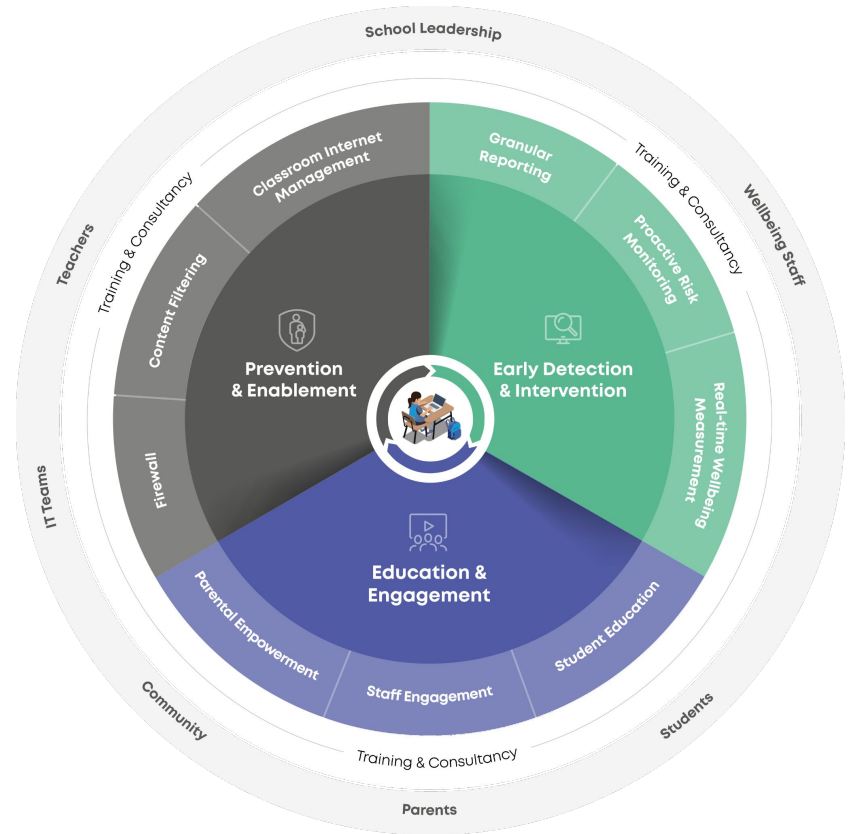


**Qoria**



# Student Digital Safety & Wellbeing

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

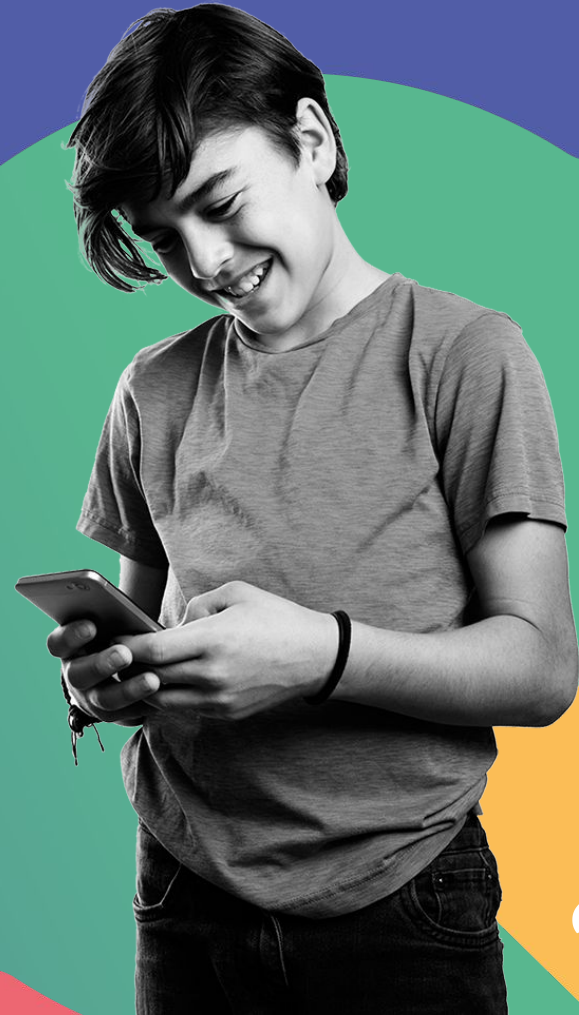


# Why Qoria Limited



## Untapped market

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[qoria.com](http://qoria.com)

**Qoria**

## Segment overview

# School Safety

- ✓ Content filtering
- ✓ Firewalls
- ✓ Digital classrooms

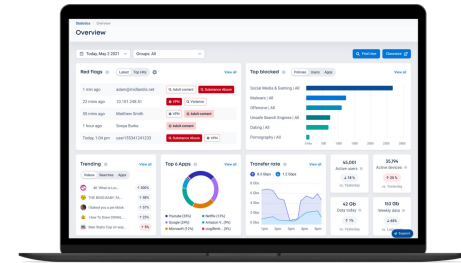
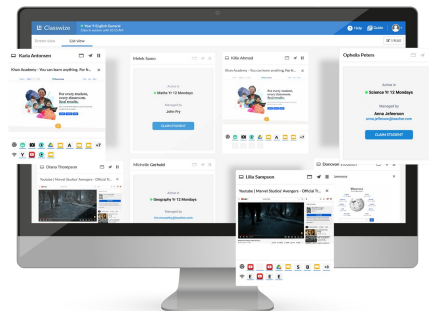
## Opportunity

- ✓ Backed by legislation/always funded
- ✓ Non-english markets not served

## QOR Positioning

- ✓ World's best suite of tools/integrations
- ✓ 38% of UK schools & 18% of US Districts

qoria.com



## GLOBAL EDUTECH & SMART CLASSROOMS

[Fortune Business Insights](#)

CAGR  
17.8%

US\$102B

2022

US\$320B

2029

Qoria

# Student Safeguarding

- ✓ Monitoring
- ✓ Moderation

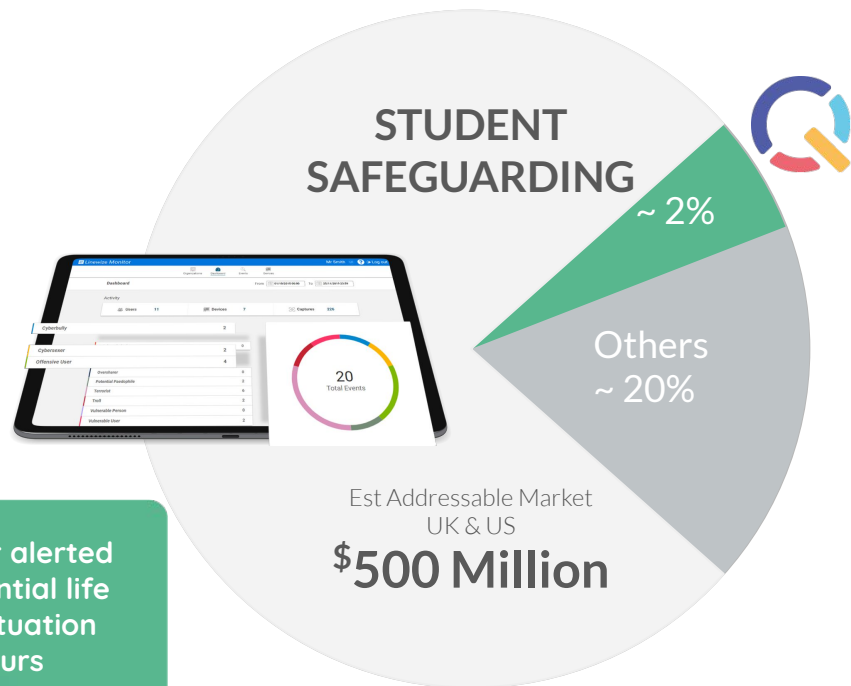
## Opportunity

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

## QOR Positioning

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

In 2022 Monitor alerted staff to a potential life threatening situation every 3 hours



# Student Wellbeing

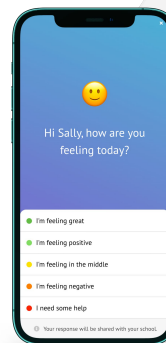
- ✓ Student check-ins
- ✓ Student engagement
- ✓ Analytics

## Opportunity

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

## QOR Positioning

- ✓ World leading tools
- ✓ 0% penetrated base



We've already connected  
11k students with help.  
How many more  
connections can we make  
happen?

## STUDENT WELLBEING ANALYTICS

Others ~ 10%

Est Addressable Market  
UK & US

**\$500 Million**



# Parents & education

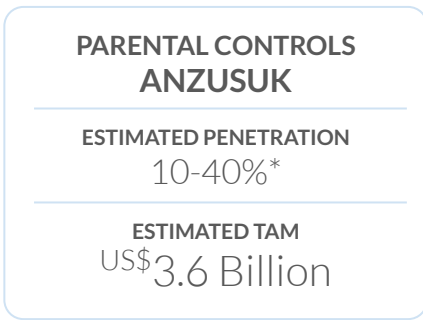
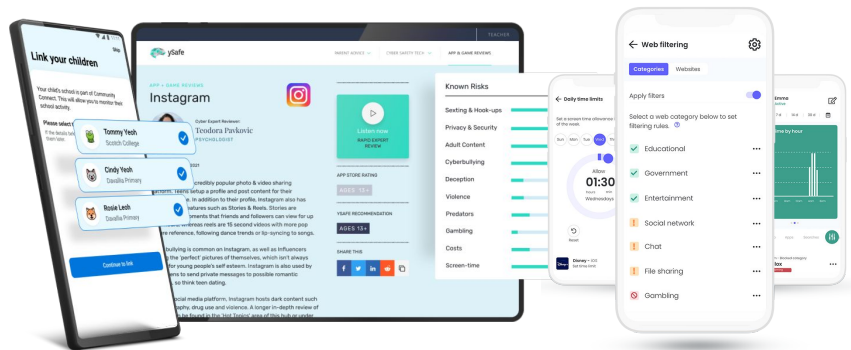
- ✓ Parental controls
- ✓ Education
- ✓ Professional Development

## Opportunity

- ✓ Enormous growth potential
- ✓ No dominant providers

## QOR Positioning

- ✓ World leading tools
- ✓ Unique community approach
- ✓ US launch underway

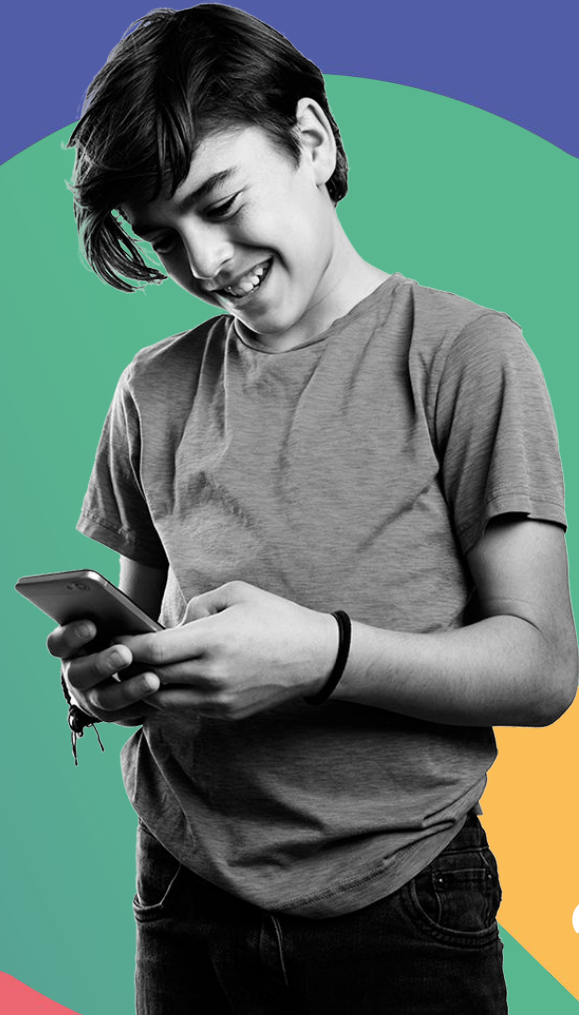


# Why Qoria Limited



## Impact & ESG

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wellbeing



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**Qoria**

# An impact organisation

**Qoria** is focussed on the wellbeing of children; a cohort struggling with mental health and a proliferation of digitally enabled risks.

Starting in FY2024 Qoria will report ESG metrics with an emphasis on:

- ✓ Energy consumption
- ✓ Employee wellbeing, diversity, equity & inclusion
- ✓ Data security and protection
- ✓ Community impact
- ✓ Governance & business ethics

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**69%** of males & **23%** of girls have viewed porn by age 13

**37%** of US teens have been victims of online bullying

Youth suicide in the US is up **56%** since 2007

**64%** of teens access porn at least once each week

Only **10%** of bullying incidents are reported to parents

Rates of depression in US teens is up **52%** since 2007

It's estimated that US teens spend **9 hrs** per day online

**27%** of children & **62%** of teens have received sexts

CDC research shows **57%** girls persistently feel sad or hopeless

**75%** of US teens get less sleep than recommended

**12%** of "sexts" are shared with third parties

**1 in 3** US teen girls have seriously considered suicide



World Health Organization



AMERICAN PSYCHOLOGICAL ASSOCIATION



**Qoria**



# Contacts



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Kate Sainty

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