

# QORIA SECURES STRATEGIC PARTNERSHIP IN TEXAS EDUCATION & WINS LARGEST EVER CLIENT

As previously announced, the Company's US (Linewize) operation has been working on a plan to go "upmarket" as evidenced by a significant contract in Georgia announced in July as part of the June Quarter Update.

We are pleased that these efforts are continuing to deliver results with additional substantial wins being

### Strategic partnership with Texas' Technology Alliance for Statewide Initiatives (TASI)

Qoria is pleased to advise that our US operation has been selected as a strategic partner and a preferred technology provider for Texas schools by the Technology Alliance for Statewide Initiatives (TASI).

The partnership makes Qoria's world leading suite of online safety and student wellbeing services available across Texas with assured pricing, service and support.

TASI is a collaboration between all 20 of the Texas Education Regions and the Texas Education Agency. When new technology initiatives or products are being considered for K-12 implementation, TASI's diverse experience and expertise are available to assist school leadership to ensure decisions and implementations align with the Statewide vision.

Under the arrangements, Linewize (Qoria's US business) has been selected as one of two preferred vendors in student safety & wellbeing. Through this partnership, Texas' school districts will have access to Qoria's world leading tools with transparent pricing and the support they need to cater for the challenges of today's schooling.

"We are grateful to have been chosen, through a competitive process, as a preferred vendor for the Texas school systems. We're truly excited by the opportunity to partner with TASI to support innovation and student wellbeing in Texas," said Stephen Mirante, Vice President of Strategic Relations at Linewize. "By working closely with the TASI team and their district membership, we seek to honor our mission to protect and support every child's digital journey."

#### **Biggest US Client won in Texas**

On the back of the TASI partnership the Company has this week signed a major deal in San Antonio Texas. This is our biggest ever US client sitting in the top 25 US Districts with 102,000 students across 125 schools. The contract is for school filtering only with a contract value ~\$750K over 3 years and opportunities available for cross selling of our broad suite of educational offerings.

This win displays the potential of our TASI partnership and demonstrates our capability at scale.

With this deal Qoria will support ~380,000 students in Texas. This is expected to exceed -550,000 by the end of the September quarter 2023 representing some 10% of the students in the State with more to come.

#### The Opportunity of Texas

Texas represents an exciting opportunity for Qoria. Texas is the second largest state with a population of 30 Million and 5.66 Million Students. Texas is advancing a strong regulatory regime pro parent rights and student safety.

Notably the Texas Legislature has recently passed HB 18 which comes into effect in September 2024. In many ways HB 18 reflects Qoria's platform vision. Amongst other things HB 18 requires Texas schools to:

- Ensure that parents are provided the resources necessary to understand cybersecurity risks and online safety regarding their child 's use of electronic devices before the child uses an electronic device at the child 's school;
- Specify periods of time during which an electronic device transferred to a student must be deactivated in the interest of student safety;
- Consider necessary adjustments by age level to the use of electronic devices in the classroom to foster development of students' abilities regarding spending school time and completing assignments without the use of an electronic device;
- Consider appropriate restrictions on student access to social media websites or applications with an electronic device transferred to a student by a district or school;
- Consider the required use of an Internet filter capable of notifying appropriate school administrators if a student accesses inappropriate or concerning content or words, including content related to: self-harm; suicide; violence to others; or illicit drugs.

Qoria's Digital Safety & Wellbeing Framework is uniquely positioned to address these new regulatory requirements along with the evolving needs of school leadership, IT, teachers, students and parents.

Similar regulatory moves are taking shape across US states, which augurs well for the Company's product strategy.

Whilst the Company considers the opportunities of TASI, Texas and regulatory changes in the US significant we are unable to estimate the likely sales that may arise. We will keep the market informed as matters progress.

Authorised for release by the Qoria Board.

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## **About Qoria**

Qoria is the only truly global provider of digital safety and student wellbeing solutions. Qoria's innovative integrated suite of best-in-class tools supports the needs of both schools and parents and enables a unique collaboration between them. Australian based and ASX-listed, Qoria's innovations are rapidly being adopted by school communities globally.