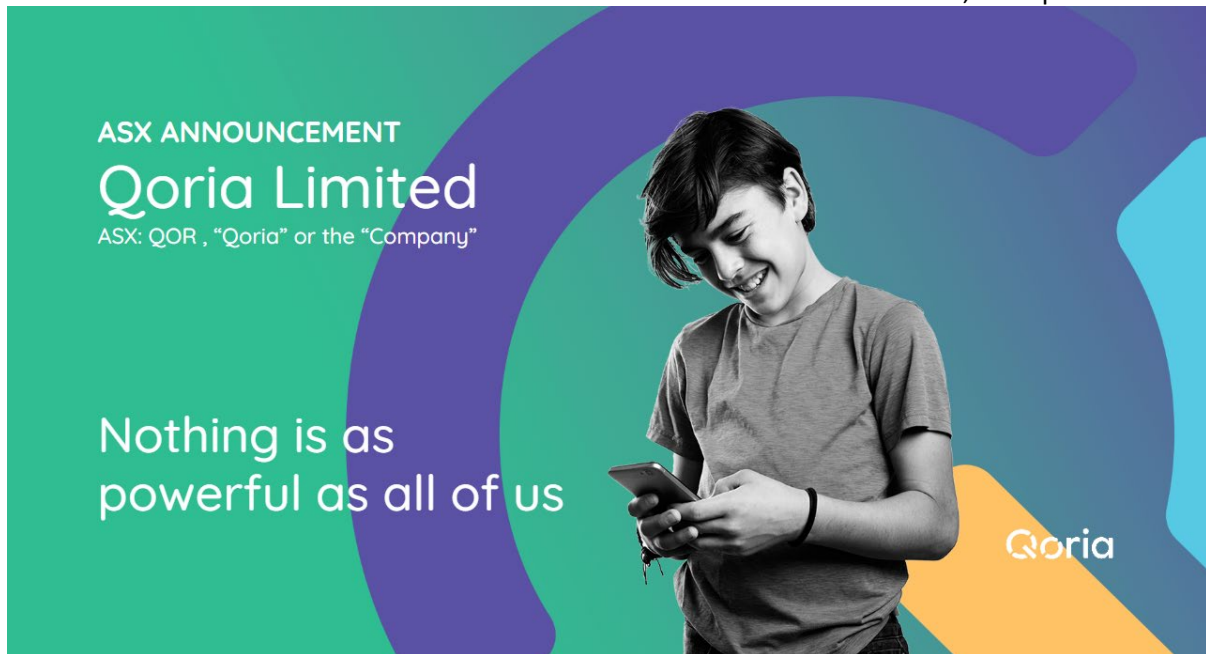


Perth, 13 September 2023



QORIA LIMITED INVESTOR DAY PRESENTATION

Qoria Limited (ASX: QOR) (Qoria or the Company) is pleased to provide the presentation which will be presented at the Company's Investor Day held today, Wednesday, 13 September 2023 at 1.00pm AEST.

Join us to gain insights directly from our senior leadership as they delve into essential aspects of our company's vision, strategy, and avenues for growth.

Registration is available at the link:

https://us02web.zoom.us/webinar/register/WN_5ZUUA4mmR46sTBd0FbPMZg

Date: 13th September 2023, 1:00 pm-2:30 pm AEST

Questions can be pre-submitted to simon@nwrcommunications.com.au or asked during the session.

After registering, you will receive a confirmation email containing information about joining the webcast.

The Investor Day will be recorded, with investors invited to either register prior to receive a recording following the event or register to view the recording after the event at the link below:

https://us02web.zoom.us/webinar/register/WN_5ZUUA4mmR46sTBd0FbPMZg

Authorised for release by the Qoria Board.

For more information, please contact:

Tim Levy

Managing Director

tim.levy@qoria.com +61 413 563 333

Simon Hinsley

Executive Director, NWR Communications

simon@nwrcommunications.com.au +61 401 809 653

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.

Qoria Limited

Level 3, 45 St Georges Terrace
Perth WA 6000
Australia

Email: enquiries@qoria.com
www.qoria.com

ABN: 33 167 509 177

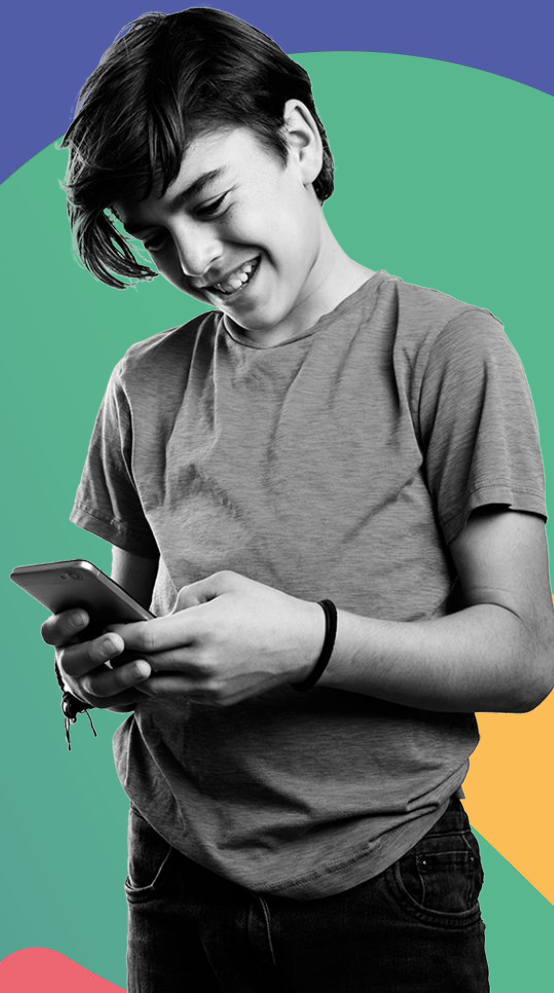
Qoria Limited
ASX : QOR

Investor Day

September 2023

*Helping every child to thrive
in their digital life*

qoria.com



Qoria

Qoria Limited

The world's only truly global digital safety & student wellbeing provider!



Tim Levy
Managing Director

- 20 million kids
- 25,000 schools
- 5 million parents
- 100 countries
- 38% of UK schools
- 19% of US districts
- 10 global offices
- \$100 million ARR



Get to know Qoria...



An outstanding team

Meet global leaders on safety, wellbeing and technology



World beating products

See world leading products in safety, wellbeing & parental controls



A strategy to win

Learn how we will win this massive, funded, fragmented & untapped market

Qoria Impact Areas

Our entire business is focused on protecting and supporting the digital journey of children.

Our innovative Qoria Online Safety & Student Wellbeing Framework drives our platform and go-to-market.



Qoria Impact Area

Prevention & Enablement

To be open for business, schools must have:

- ➔ Secure networks & devices
- ➔ Safe (filtered) networks & devices
- ➔ Technology to support digital learning

And so there are ubiquitous needs, budgets and efficient sales channels globally.



Ben Trigger
Chief Technology Officer

Qoria Impact Area

Prevention & Enablement

Enable seamless educational experiences

✓ We've curated a world leading suite of tools



Linewize
by Qoria

NETREF

Qustodio

smoothwall®
by Qoria

 Cipafilter

Hybrid deployments

Hand control to teachers

K-12 Integrations

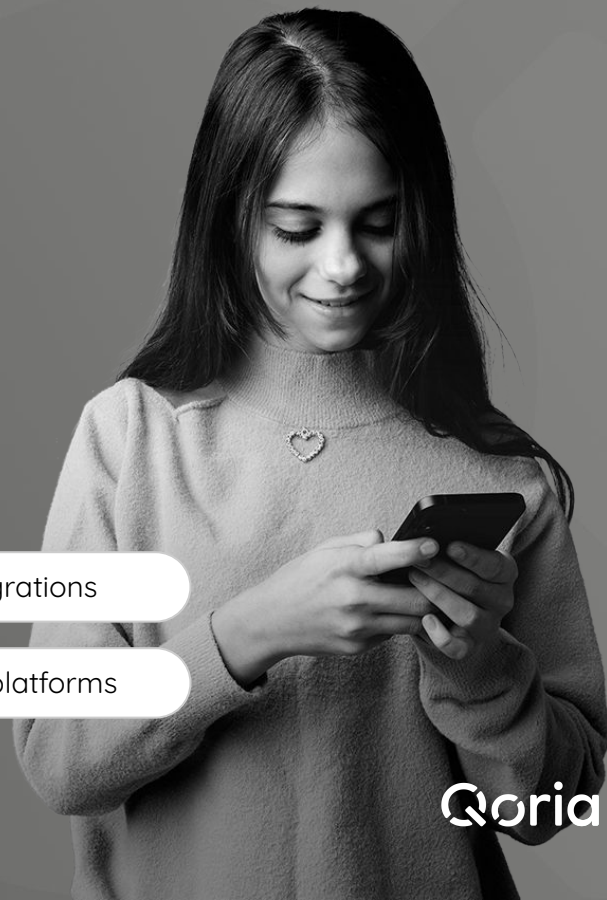
Real-time content filtering

Hand control to parents

All device platforms

qoria.com

Qoria



Market opportunity

Opportunity

- ✓ Backed by legislation/always funded
- ✓ Double digit growth in edu-tech
- ✓ Non-english markets poorly served

Qoria has...

- ✓ World's best suite of tools/integrations
- ✓ Focus on customer experience
- ✓ 38% of UK schools + 19% of US Districts

ESTIMATED US/UK TAM

US\$800 m

ESTIMATED PENETRATION

100% Filtering

60-80% Classrooms

STUDENT LICENSES

Average per student

USD4-6pa

US SCHOOL FUNDING

Average per student

USD6k-12K pa

Qoria Impact Area

Early Detection & Intervention



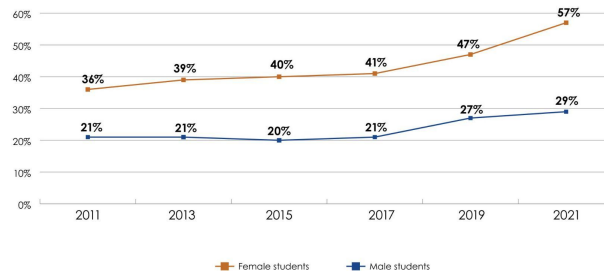
Nabil Shaheen
VP Detection & Intervention

Problem: Schools can't keep up

Solution: Augmented early intervention

Why Qoria?

**PERSISTENT FEELINGS OF SADNESS OR HOPELESSNESS
AMONG U.S. HIGH SCHOOL STUDENTS, BY SEX, 2011-2021**



Safeguarding

- Detects student at risk
24/7/365
- AI + human moderation
- World's best monitoring
& rules engine
- Escalation into Schools
or Law Enforcement

Market drivers

ANZ

Advanced
Wellbeing

UK

Regulatory
Requirement
(KCSIE)

USA

Student Safety
Concerns

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

Event type: Bullying/Violence

Level: 5

Message: User typed '#realschoolshooters' onto twitter. The context shows an excessive amount of searches for hashtags or videos of people dying, or killing. There is no context aside from these searches and nothing to suggest an immediate threat, however due to the nature of these searches this has been flagged.

Wellbeing analytics

- Enables measurement
- Active help seeking
- Captures student voice
- Built in predictive AI

“(Youth mental health needs) the defining public health crisis of our time.”

Dr Vivek Murthy | US Surgeon General



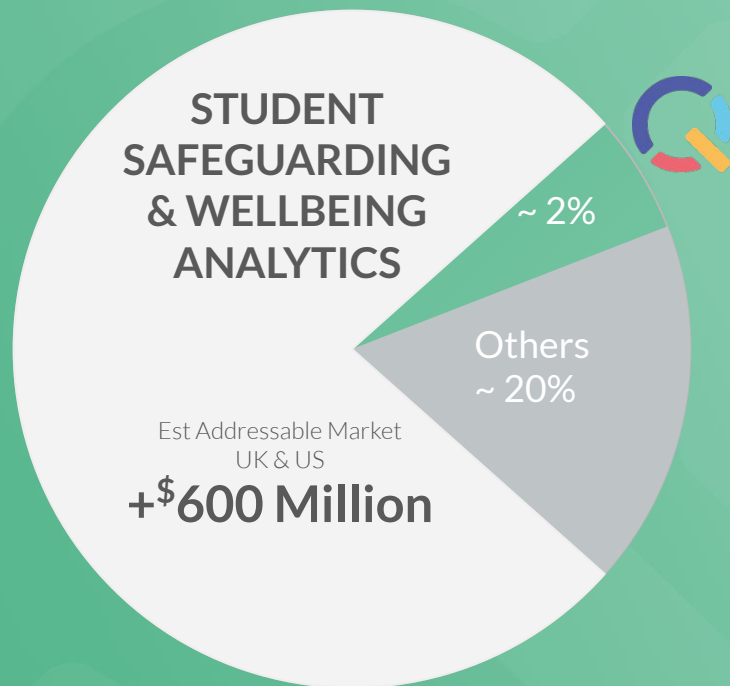
ED&I opportunity

Safeguarding

- Schools are well funded
- Increasing regulation including mandatory under KCSIE
- TAM est \$350-\$450m

Wellbeing analytics

- New and fast growing segment
- Driven by concerns, regulator interventions & funding
- TAM est \$200-\$300m



Qoria Impact Area

Education & Engagement



Taryn Wren

VP Education & Engagement

- Engage whole school communities in our ecosystem.
- Facilitate partnerships between schools and families.
- Build capability across all users of our technology.

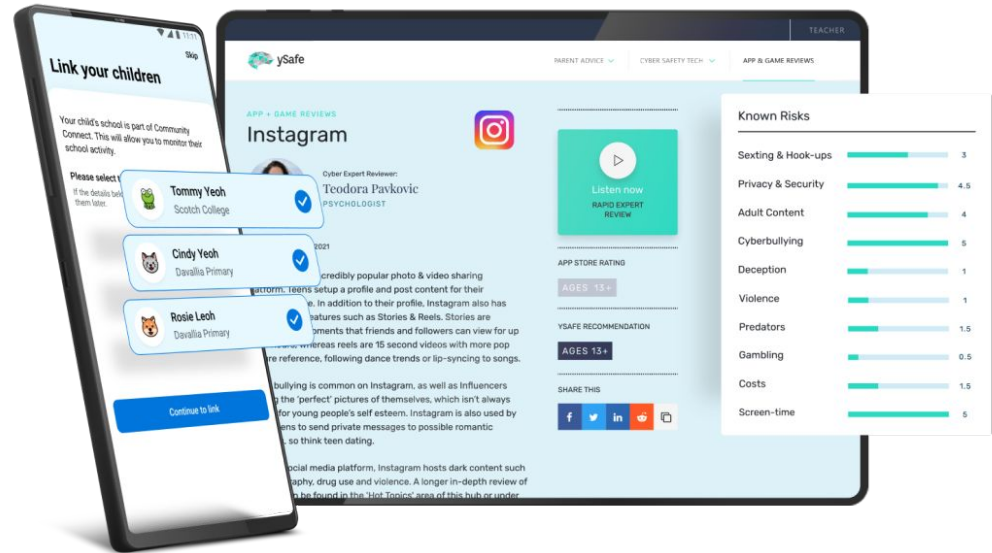
What we offer

Community

Provides visibility & control for parents.

Engages communities through educational events and programs.

Delivers insights & advice when they're needed most.



What we offer

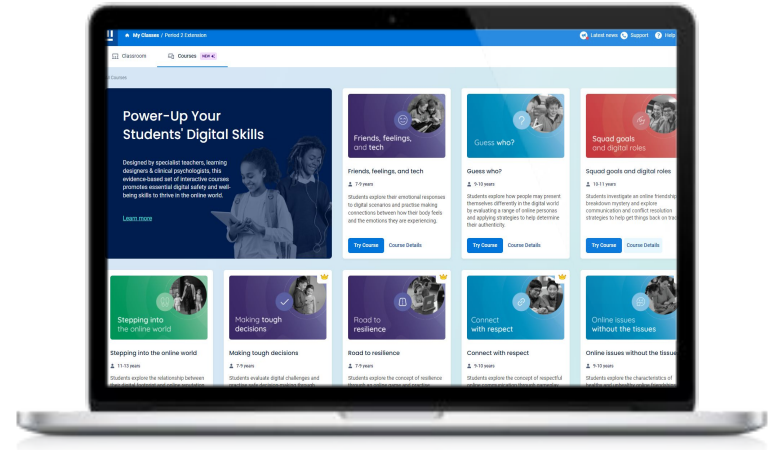
Learning

Evidence-based preventive & restorative learning.

Promotes digital citizenship & media literacy.

Fosters resilience and self-advocacy.

Engages teachers & students.



Goria

Market drivers & opportunity

Community

- ✓ World leading tools
- ✓ Well established pipeline
- ✓ Mounting supportive legislation globally
- ✓ RFT requirement specification

Learning

- ✓ Supportive regulations in 44 US States
- ✓ Untapped budgets & funding
- ✓ Active & engaged audience

qoria.com

PARENTAL CONTROLS
ANZUSUK

ESTIMATED PENETRATION
10-40%*

ESTIMATED TAM
US\$ 3.6 Billion

GLOBAL
PARENTAL
CONTROL
MARKET
[For more Business Insights](#)

US\$1.1B

2022

CAGR
12.1%

US\$2.5B

2029

Annual Digital Curriculum spend
US \$13.1B

Average annual spend per district \$6.4M

Qoria

Qustodio

The all-in-one **digital safety** and **wellbeing** provider for families

qoria.com



Viktorija Miličeva
VP Marketing at Qustodio



Qoria



Qustodio

Market leader in family safety and digital wellbeing



Founded

2012

IN BARCELONA

95+

EMPLOYEES

+350k

SUBSCRIBERS

130+

COUNTRIES



5+

STRATEGIC ALLIANCES



SoftBank

Claro

Telefonica

Singtel



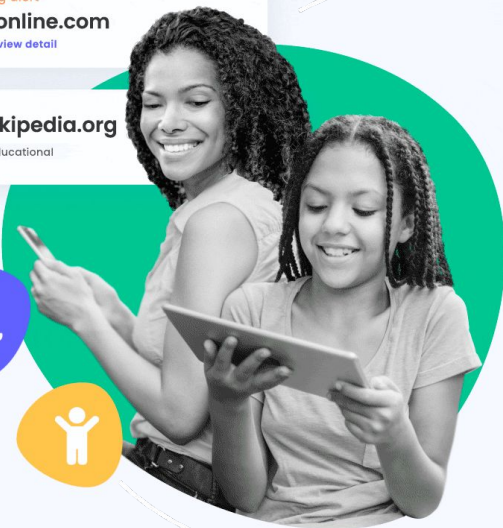
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Qoria



Our mission

Help the world maintain a **safe** and **productive** digital balance



Safety

Keeping kids safe online on any device



Visibility

Building a better understanding of children's habits



Wellbeing

Providing balanced digital approach to technology



Growing in the digital world

Insights reveal how kids are currently using devices:*

Kids spend **4 hours a day on apps** not related to schoolwork

70% of parents assert that **screens and technology are a distraction from family time**

39% teachers claim **students are more distracted** due to classroom use of digital devices



66%

of kids aged 8-10 say they “feel sad” while online



Qoria

*Sources: Qustodio Annual Report, *Living and learning in a digital world*; [EdWeek.org](https://www.edweek.org)



Building a positive digital environment

Environment for children to learn and grow

With the right foundation in place,
children are able to develop as
**healthy digital citizens and
thrive educationally.**



Qoria

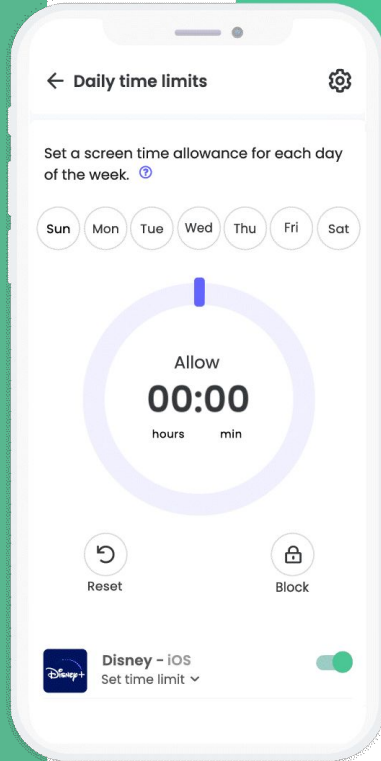
Qustodio solution


Everything parents need,
in one place.


Works on




qoria.com





 Filter problematic content

 Screen time limits

 Location sharing

 Control games & apps

 Real-time visibility

 Tailored reports and alerts

Qoria





Loved by customers

Achieving long-term value and customer satisfaction

 App Store

4.3



 Google Play

4.2



qoria.com



“ First saw some tech mag recommended this app and then few of my friends so decided to test it out and I have to say that I'm quite impressed by the sophistication and functionalities. Well thought-out! ”

Luke Groves March 12, 2023



“ High-end, cost effective monitoring for all platforms. Exactly what I wanted and needed. ”

Martin Crookes October 30, 2022



“ The support team is very friendly and easy to reach out to. No question was too big of a hassle for them. Very happy with the software. Thanks. ”

Audrey McFarland March 09, 2023



“ It's understandable why Qustodio is the current market leader in monitoring apps. The quality is above and beyond by any competitor and I am happy user! Thanks ”

Cayden Figueroa March 07, 2023



“ Looks like there's a ton of happy users of this software so am I. Took me some time to figure out the ins and outs but the app has been running smoothly now on multiple devices and I don't see no downsides of it. ”

Miguel Brady March 10, 2023

Qoria



The leading voice in digital safety and wellbeing

Global annual study **on children's online habits** followed by top tier media and researchers.

Forbes TechCrunch The Washington Post
The New York Times Bloomberg WSJ

Qoria

Parental Control Market Opportunity

Strong growth category, Qustodio performance exceeds market trend

Market trends

- ✓ Relevant market with raising legislation support. Strong projected CAGR 12% between 2023 and 2031

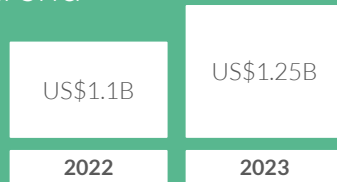
Qustodio leading

- ✓ Growing above market dynamics with projected 54.8% more new users in 2023 vs 2022

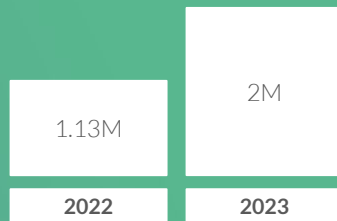
Opportunity

- ✓ Accelerate further growth via group synergies

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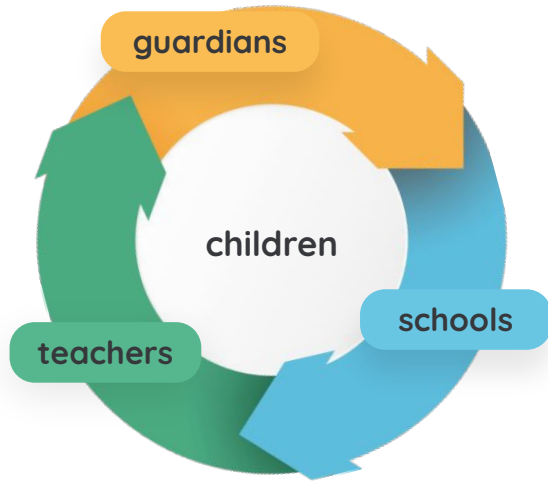
PARENTAL CONTROL
MARKET GROWTH
12.6% CAGR



QUSTODIO NEW USERS GROWTH
54.8%

Qoria

Stronger together



Our goal is to bring the **wider community together** and help parents, guardians and educators **to create a positive digital environment as one.**

Qoria

NETOREF

smoothwall®

Linevize

Gustodio



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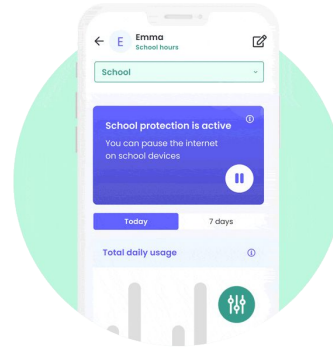
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School Connect

First half of the year was focused on maturing the school connect product.

More value for families. Easier activation for schools.

goria.com



Enhanced visibility

By transforming user journey in the parent timeline



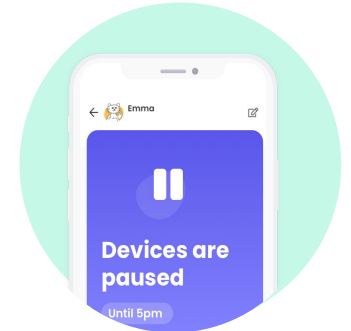
Seamless safety coverage

for in and out-of-school handoff with safe networks



Campaigns

To take care of the launch communications for districts



Device control after school hours

Including pause the internet to regulate digital activity with the click of a button

Coming

Second half of the year will be dedicated to further grow the value of the School Connect, keep enhancing our core product feature set as well as involving kids in the experience of building their digital wellbeing.

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School connect families

Improve user experience

Allowing parents manage all devices from one single place.

Enhance device management

Bring more functionality to parents to manage the school device after school hours.



All Qustodio families

Provide better customisation

Introduce routines to help parents to easily establish consistent and healthy digital usage habits for their children.

Bring kids to the experience

Encourage cooperation by having the ability for kids to request extra time and blocked website access.

Qoria



On our way to unlock exponential growth

- ✓ **Accelerate our momentum** in a growing market
- ✓ Leapfrog competition through **product differentiation**
- ✓ **Expand positive impact** on people's lives

qoria.com



Qoria

Qoria K-12 Go-To-Market

- Absolute focus on safety & wellbeing
- Early in our cross selling journey
- Industry is funded and growing
- We're positioned to win



Crispin Swan
Chief Operations Officer



Gavin Logan
EVP UK & Europe



Harrison Parker
EVP North America

United States

Market Profile

Target	Public K-12 Schools
Students	~55 Million
GTM	100% Channel
Pricing	Mid > Upper
Seasonality	June Quarter

KPIs

- ✓ 10% of K-12 schools
- ✓ 6.5M Million students
- ✓ 115% NRR
- ✓ 4% core churn

Why We win

- ✓ Filtering & integrations
- ✓ Ecosystem & focus
- ✓ Reputation, CX experience

Opportunity

- ✓ New logo growth
- ✓ Cross selling - currently 2.2 PPC
- ✓ Legislative Tailwinds

Focus for 2024

- ✓ Value accretion



United Kingdom

Market Profile

Target	MATS/FE/Schools
Students	~12 Million
GTM	Channel first
Pricing	Mid > Upper
Seasonality	Mar/Jun Quarter

KPIs

- ✓ 38% of schools
- ✓ 6 Million students
- ✓ 115% NRR
- ✓ 5% core churn

Why We win

- ✓ Filtering & firewall - 100% content aware
- ✓ Reputation, CX experience
- ✓ Our People

Opportunity

- ✓ New logo growth
- ✓ Cross selling - currently 1.5 PPC
- ✓ Monitor legislation & Pulse budget availability

Focus for 2024

- ✓ Cross sell & pollination
- ✓ Product unification / cloud

