



Helping every child to thrive in their digital life

2024 Annual General Meeting

All data at June 30, 2024 unless otherwise stated

qoria.com



ASX | QOR
Qoria

Why Qoria

^
Social
impact

^
Untapped
market

^
Inflection
point

^
Global
leader

^
Compelling
vision

^
Proven
acquirer

About Qoria

- ✓ Launched in 2016
- ✓ ASX Listed
- ✓ 10 offices | 5 countries



World leader in safety & student wellbeing



World leading K12 safety & wellbeing platform.



World leading parental controls platform.



World leaders in online safety and education.

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FY 2024 Highlights

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Operational highlights

500

Staff working across 10 countries; down 10% pcp

+24m

Children kept safe using our platforms; up 17% pcp

+6m

Parents use our services; up 12% pcp

+100

Countries using our platforms

+29k

Schools using our platforms

+13% of US students
+38% of UK students

3 mins

A child found at serious risk

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Financial highlights

ARR

\$120m

up 17% pcp (September)

REVENUE

\$99.4m

up 21% pcp. 17% in K12
and 37% in consumer

GROSS MARGIN

\$71.3m

after data, hosting & marketing
up 29% pcp

EBITDA

\$2.0m

Underlying EBITDA*
up from -\$26.1m

SHARE BASED PAY

\$11.5m

43% down
from \$20.3m

OPERATING CASH

\$6.8m

Operating cash flow^
up from -\$23.6m

FREE CASH

-\$19m

Free cash flow
up from -\$49m

FUNDING

\$42.1m

Proforma as at 30 September inc
Capital Raise

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* Underlying EBITDA excludes share based payments

^ Operating cash flows excludes capitalised development costs and finance leases



goria

SaaS metrics

Last 12 months average otherwise indicated.

MARKET CAP / ARR

4.1X

Sep 2024

% RECURRING

>99%

12 months

SERVICE MARGIN

93%

12 months

NET RETENTION

110%

12 months

ARR GROWTH

20%

12 months

MARKETING EFFICIENCY

9X

12 months

K12 CHURN

<5%

12 months

BAD DEBTS

0%

12 months

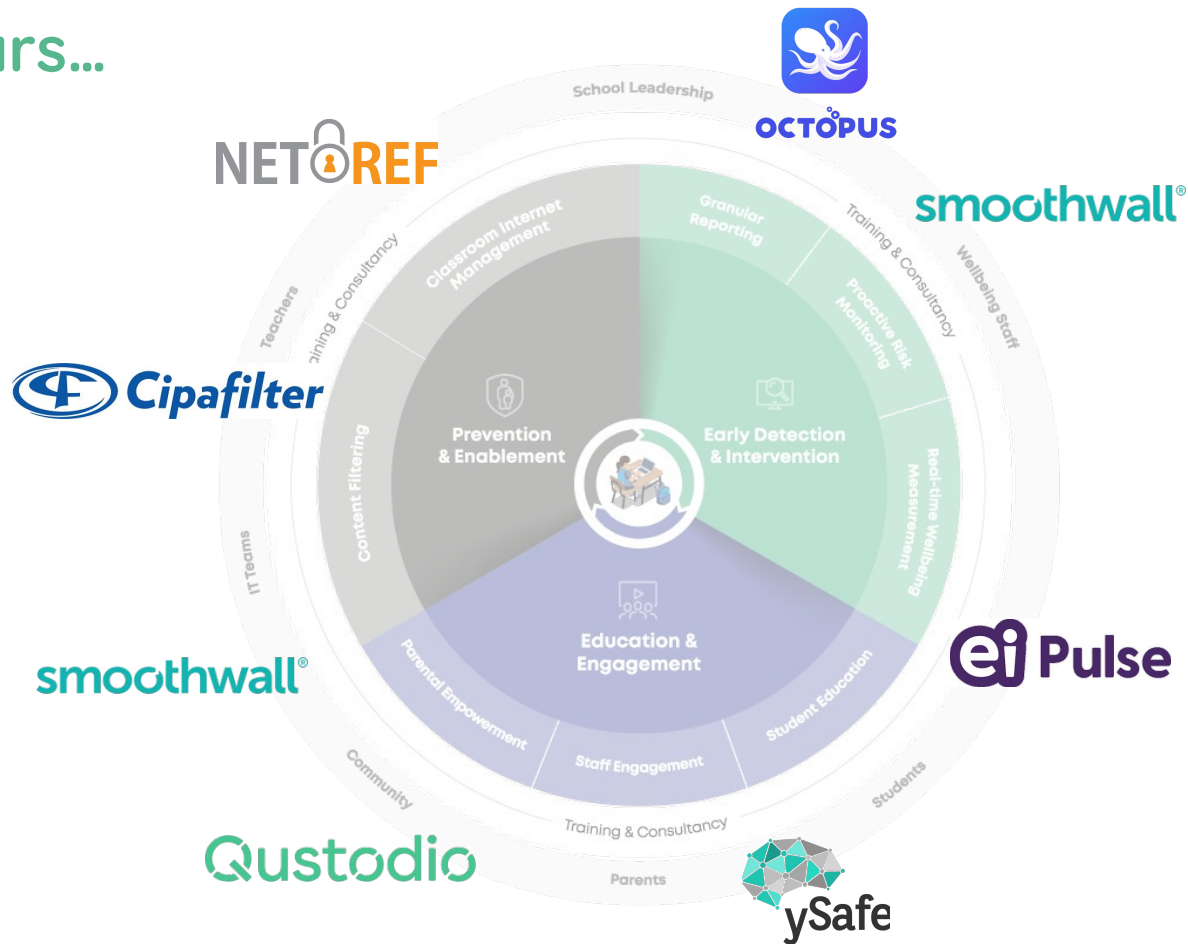
Last 12 month SaaS statistics. ARR growth is adjusted for the sale of Migiri and based on constant currency over the period.



Goria

Over the last 5 years...

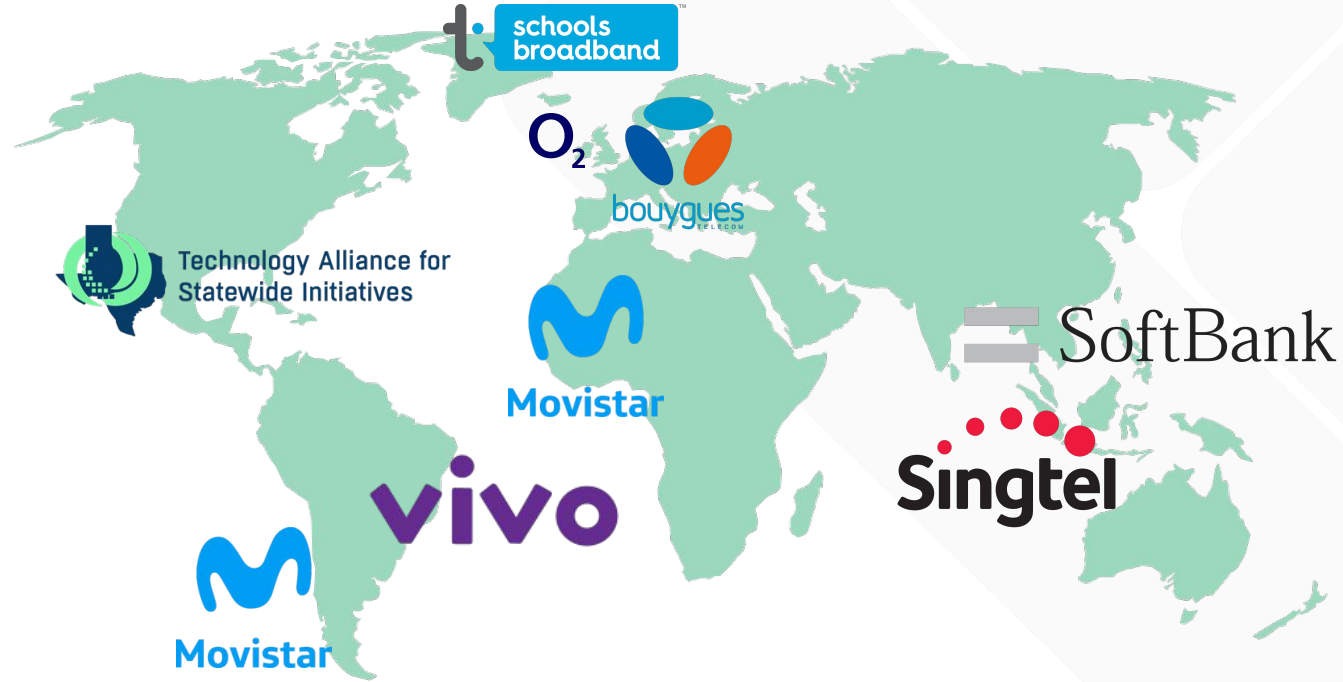
Qoria has established the world's leading on online safety and digital wellbeing platform.



Over the last 5 years...

Qoria is increasingly being chosen by organisations concerned with safety & wellbeing

iSP International
Schools
Partnership

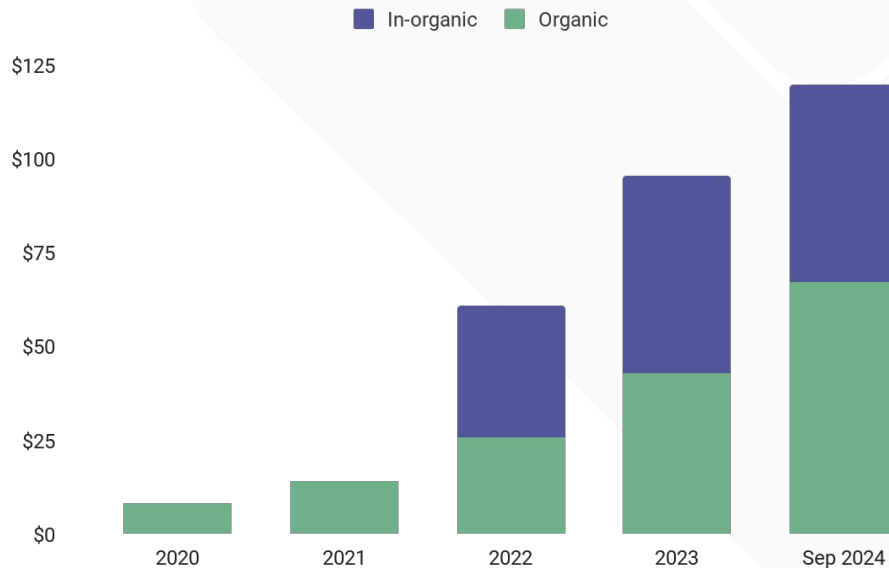


Over the last 5 years...

Qoria has scaled up with M&A but has added ~60% of revenue organically

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Annual Recurring Revenue Group | AUD Millions

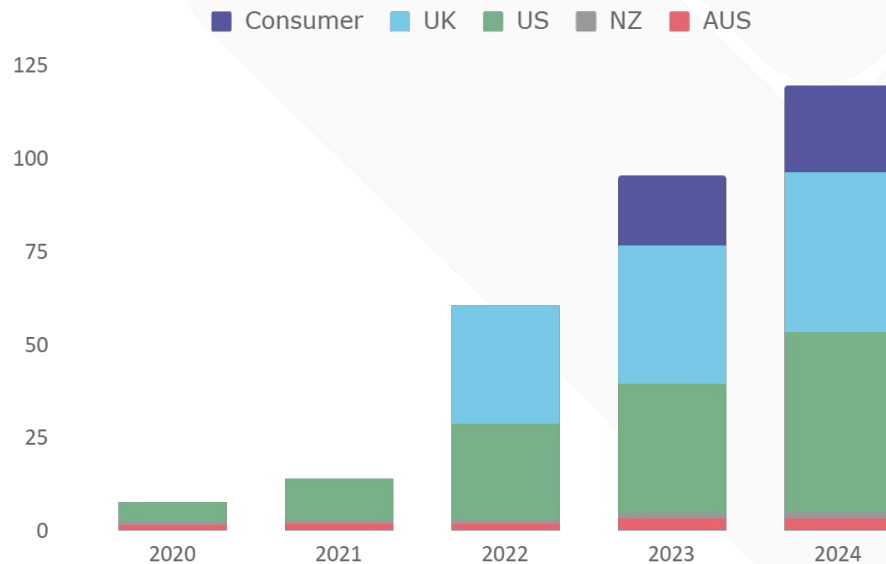


Over the last 5 years...

Qoria has diversified
and de-risked revenue
internationally.

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Annual Recurring Revenue Group | AUD Millions

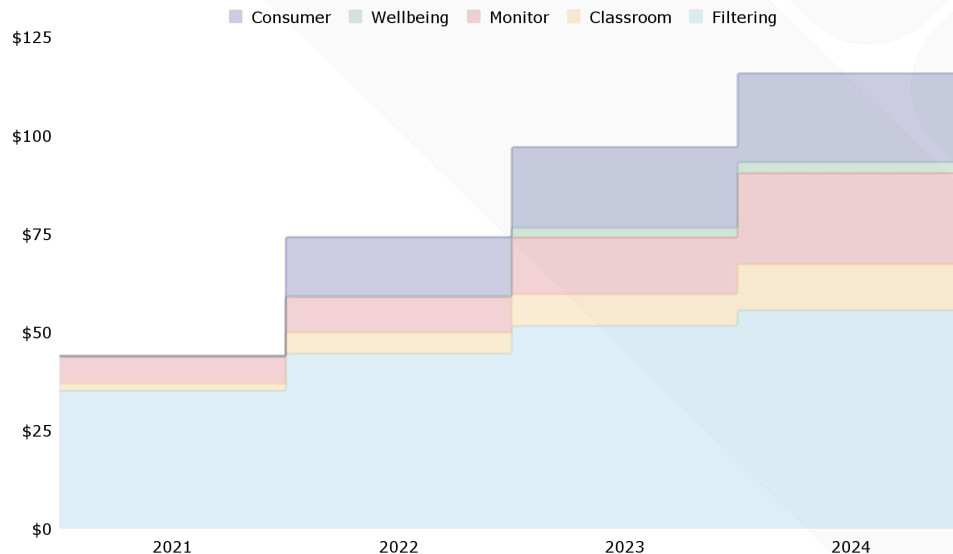


Over the last 5 years...

Qoria has transitioned to growth through product and price expansion.

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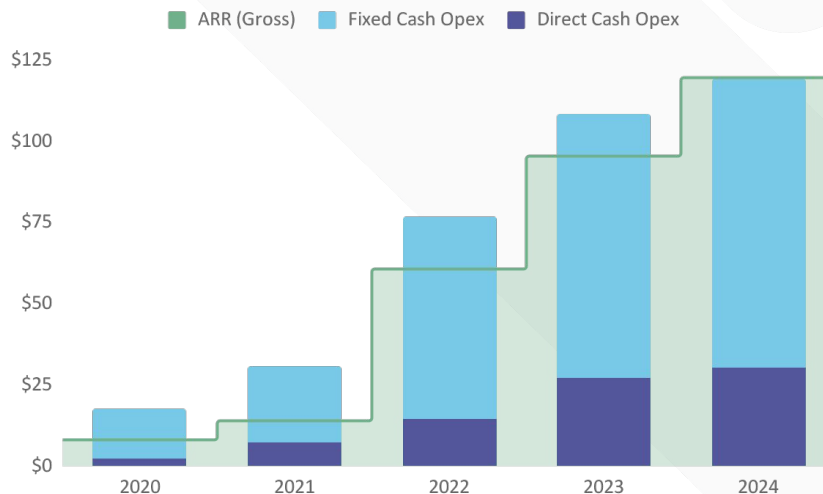
Annual Recurring Revenue Group | AUD Millions



Over the last 5 years...

Qoria created leverage through both growth and cost control.

Run rate EBITDA Margin Group | AUD Millions



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ARR v Cash Operating Costs. Excluding Depreciation & Amortisation, Hardware, Interest and Share Based Payments.

Over the last 5 years...

Qoria has created a purposeful culture, engaged team and a sustainable and impactful organisation.

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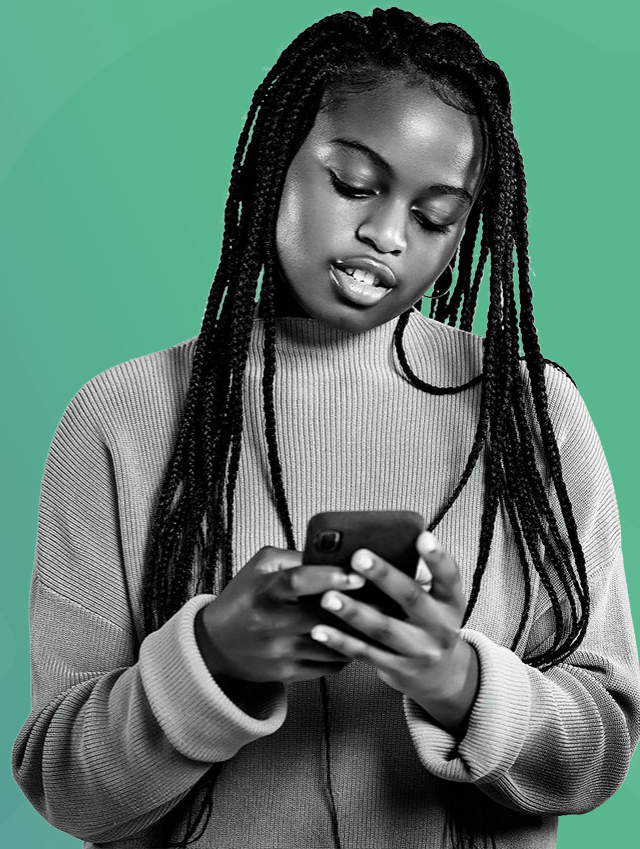
Environmental				
Minimise the environmental impact of our products and services	157.80 tCO ₂ -e estimated identifiable Scope 3 emissions			
Social				
Create a high performing and highly engaged workforce	76% of staff are highly engaged	36% of staff are female	35% of leaders are female	
Be the world's most impactful online safety & student wellbeing provider	24 million children protected	6 million parents served	100+ countries served	Every 3 minutes our solutions found a child suspected at being at risk
Governance				
Ensure all of our stakeholders can have trust in us and what we do	Ethics in technology Ethical Framework governs development of solutions and services		Data protection Compliant with the most stringent global rules. Established Data Protection Officer; overseen by the Managing Director.	
	Governance Strong Governance and Ethical Guidelines overseen by the Board		Security posture Use the NIST program & risk management to guide our security investments.	

Outlook



Longer term outlook

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Themes driving growth

Funding is secure & growing

Investments in technology to enable cost effective education and to support mental health are expected to increase.

Safety challenges are growing

Mental health challenges exploding and online activity morphing with new technology eg Character Ai.

Community concern is growing

Community, regulator and media interest in online safety is expanding rapidly.

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Qoria Innovation

New technologies in ML/Ai are creating opportunities for revenue expansion and cost reduction.

Markets

Global recognition and product portfolio opening up new distribution and GTMs across the globe.

Expansion

New products and unification is allowing expansion of revenue through cross and upselling

Thank you & questions

CALENDAR HIGHLIGHTS

Dec Qtr 2025

⇒ Festive season

Peak Qustodio selling period

Mar Qtr 2025

⇒ Mid Jan 2025

⇒ Jan 2025

⇒ Jan 2025

⇒ Jan - Mar 2025

⇒ In Quarter

Dec Qtr 4C Report

Bett Conference UK

FETC Conference USA

Peak UK Selling Period

Launch of Qoria Insights

Jun Qtr 2025

⇒ 19 Feb 2025

⇒ Mid Apr 2025

⇒ Apr - Jun 2025

Half-year Financial Report

Mar Qtr 4C Report

Peak US K12 Selling Period

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