

Qoria Limited
ASX : QOR

EGM PRESENTATION
AUGUST 2023

Nothing is as
powerful as all of us

qoria.com





A remarkable 3
year journey

qoria.com

Qoria

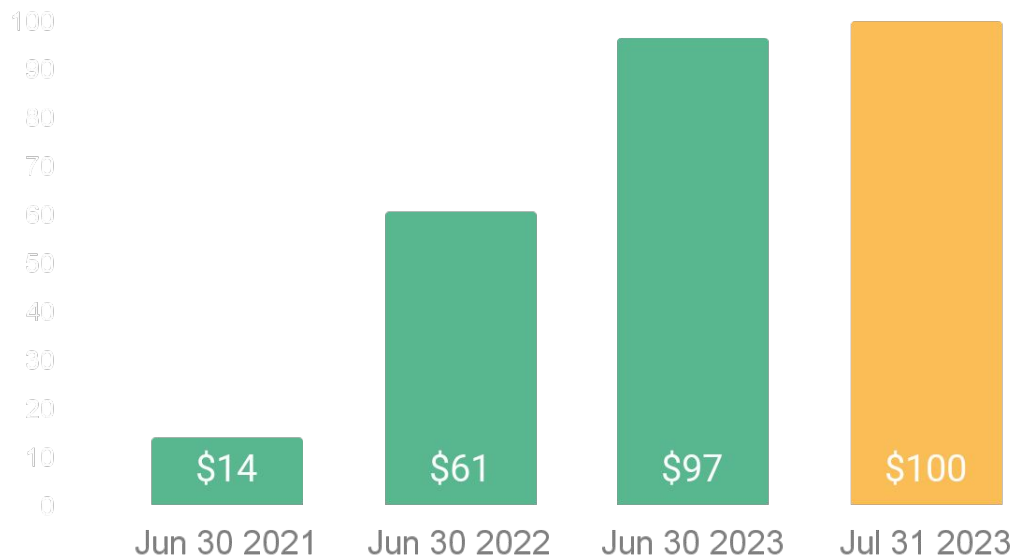
ARR reaches \$100 Million

Group ARR has grown to \$100M at 31 July 2023.

Represents 64% growth since 30 June 2022 with strong contributions from all regions and a positive forex movement.

Group Annual Recurring Revenue

AUD Millions

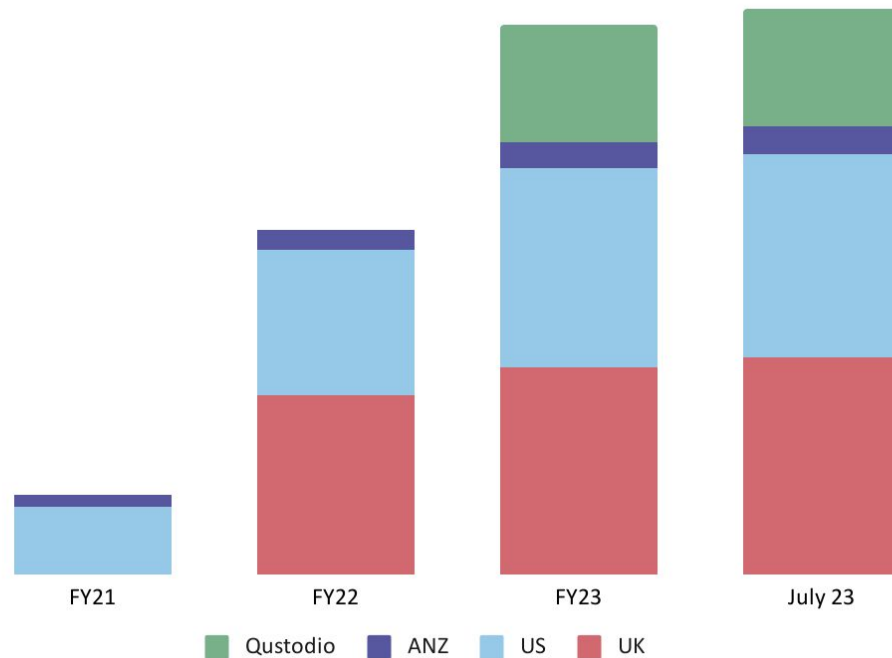


ARR Growth in all regions

Every region has demonstrated growth over the last three financial years

Particularly strong growth in the US and Qustodio

Group ARR by Region



Excellent Net Revenue Retention

NRR has improved from 90% in FY21 to be consistently over 110% in subsequent years

Demonstrates our ability to cross sell other products to existing customers and increase pricing on renewal

Group Net Revenue Retention



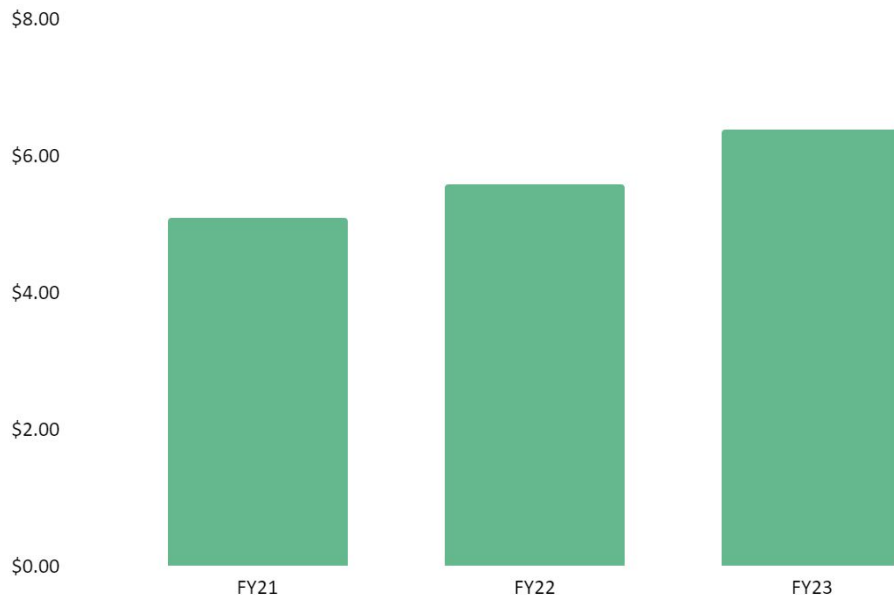
Increasing ARPUs

ARPUs have grown from \$5.10 at the end of FY21 to \$6.40 at the end of FY23

Reflective of increased cross sell and ability to increase pricing on renewal, also reflected in the Groups NRR results

Targeting \$10 per student in the medium term

Group Average Revenue per Student



Improving service margins

Service margins have improved significantly since FY21 and are expected to continue to improve as further scale is added to the business

Group Service Margins



Why Qoria Limited



Impact & ESG

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



Global visionary

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



Untapped market

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



Scaled & inflecting

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

Making an impact

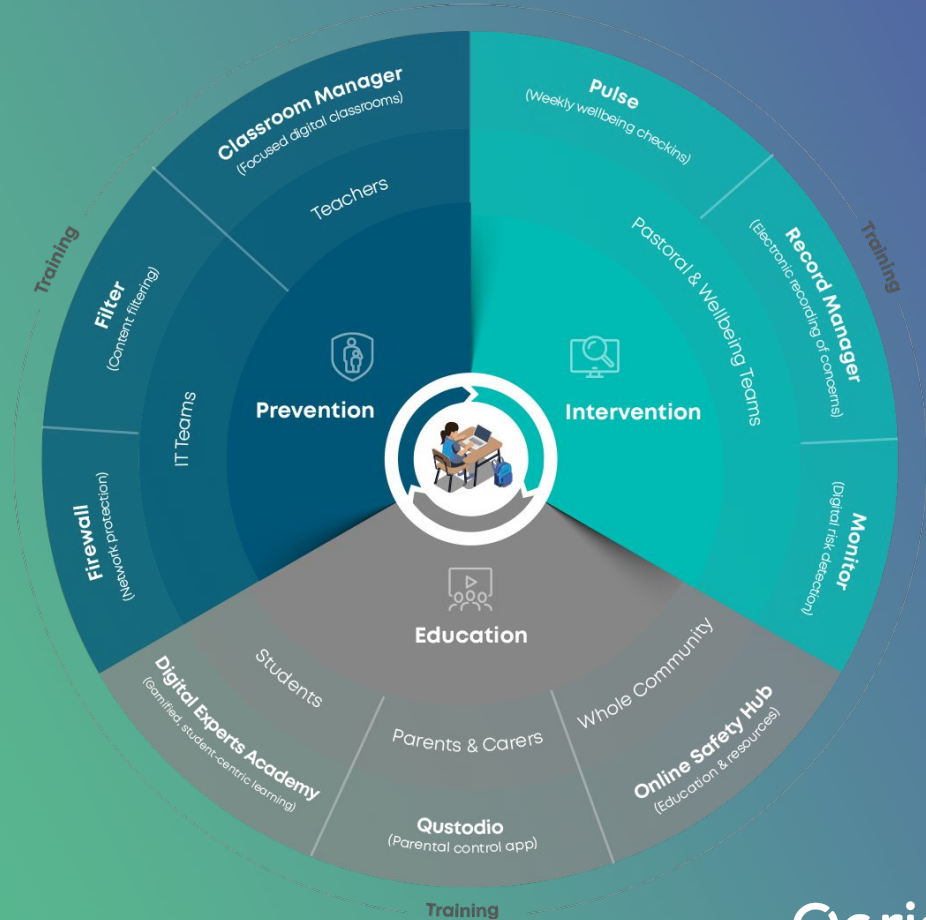
- 20 million kids
- 25,000 schools
- 5 million parents
- 100 countries
- 38% of UK schools
- 19% of US districts
- \$100 million ARR
- 10 global offices



A global visionary

Our entire business is focussed 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

Scaled & inflecting

Qoria continues to execute on its plan to deliver for investors and the global community.



**\$100 Million ARR
Operating Cash flow
Breakeven**

NOW



**20% EBITDA
Margins**
(monthly run-rate*)

~24 MONTHS



3 Year Goal

To be the largest and most impactful safety and wellbeing provider globally

~36 MONTHS



**Profitable
(EBITDA)**
(monthly run-rate)

12-18 MONTHS

Qoria

* Aspirational targets. Monthly run rates.

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