



To protect & support every child's digital journey

# General Meeting

Investor Update

ASX: FZO



## Key messages

*"Family Zone is emerging as the only true global online safety provider, with a rapidly maturing offering and above market performance in the UK and US. Strong sales growth, continued pipeline growth and high ARR / cash conversion is seeing FZO move rapidly to sustainable cashflow."*

Tim Levy, Managing Director

✓ Qustodio merger is a game changer

✓ Safeguarding is flying in the US

✓ June quarter has been strong

✓ Rapidly moving to sustainable cashflow

# Qustodio

Jose Gaspar, Co-founder

Eduardo Cruz, Co-founder & CEO

Josh Gabel, Co-founder

## Highlights

Established 2012  
Founder led from Spain  
EBITDA profitable

World leading Parental Controls  
Operates in 9 languages  
10 telco resellers

A\$16 million ARR  
270K paid subscribers  
Strong growth; 15% in '21

## Better together

The combination of Qustodio and Family Zone platforms creates a world leading capability and a game changing global opportunity.

		
✓ Content filtering	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
✓ Routines & calendars	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
✓ Time management	<input checked="" type="checkbox"/>	<input type="checkbox"/>
✓ Device management	<input type="checkbox"/>	<input checked="" type="checkbox"/>
✓ Call & messaging control	<input checked="" type="checkbox"/>	<input type="checkbox"/>
✓ Panic buttons	<input checked="" type="checkbox"/>	<input type="checkbox"/>
✓ Location & geofencing	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
✓ Safe home networking	<input type="checkbox"/>	<input checked="" type="checkbox"/>
✓ Work with schools	<input type="checkbox"/>	<input checked="" type="checkbox"/>
✓ Work with global telcos	<input checked="" type="checkbox"/>	<input type="checkbox"/>

# Strategic rationale

The acquisition of Qustodio meets our strategic intent of attracting the best people and the best technology.

The acquisition offers us expertise, capability, scale, new markets, operational efficiencies and brings forward our inflection point.

1

## **Cross-sell into K-12**

Qustodio has a highly resolved product, well suited to offer through Family Zone's 24,000 school footprint.

2

## **Global footprint & language skills**

Qustodio operates globally with a strong presence in key countries. These are hubs for K-12 expansion.

3

## **Talent and talent pools**

Qustodio is an outstanding outfit and Spain has a strong and cost effective talent pool in an attractive timezone.

4

## **Dedicated consumer capability**

The merger allows pooling of consumer capability and dedication of resources to direct and B2B2C channels.

5

## **Expanded features**

The merger creates an opportunity to bring together our consumer feature sets.

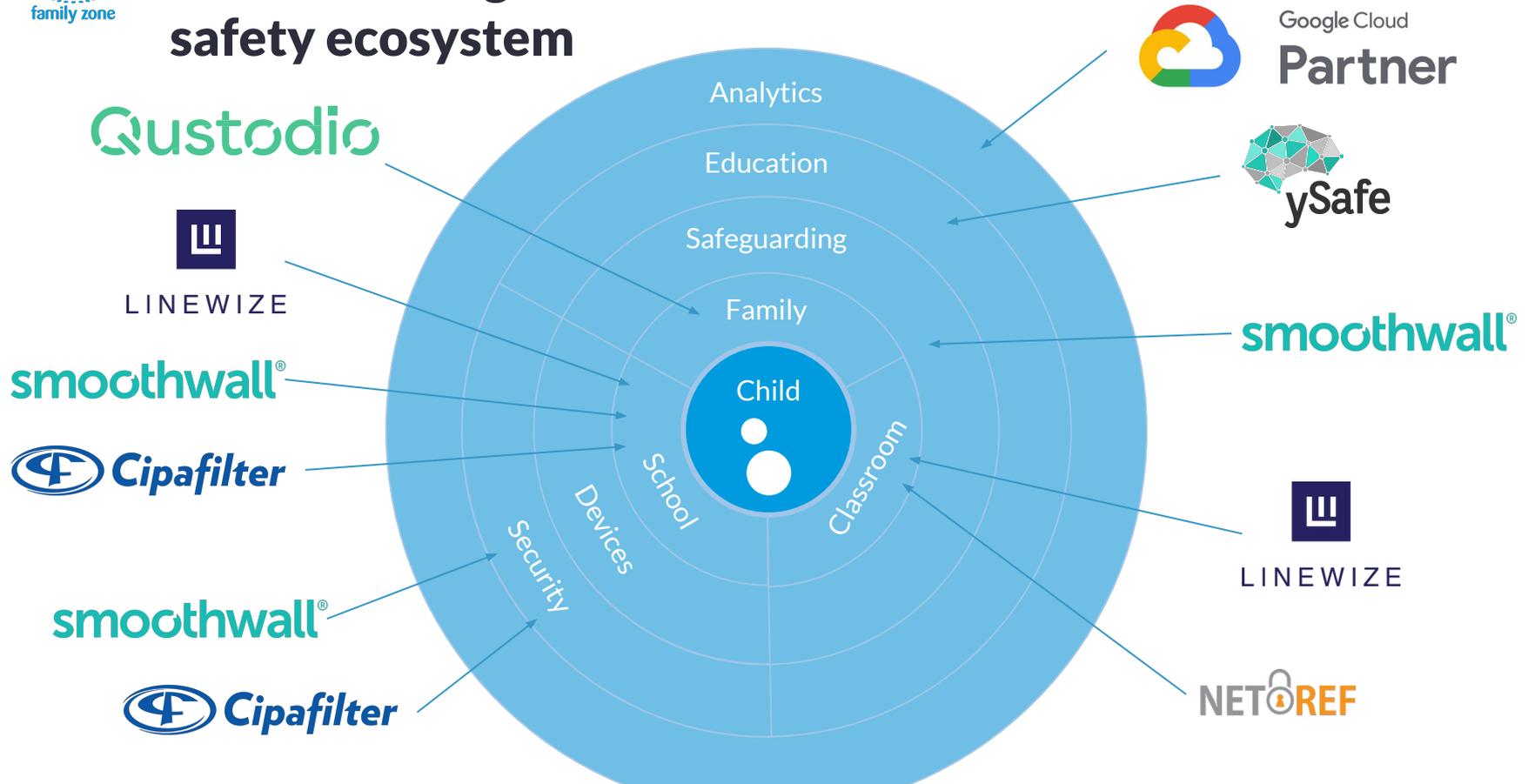
6

## **Operating efficiencies**

The merger allows realisation of efficiencies through scale and duplication of effort.



# We're building an online safety ecosystem



Single global brand launching H2 CY 2022



Leeds

Charlotte

San Diego

Orlando

Barcelona

# Fully funded global leader in online safety

The acquisition of Qustodio cements Family Zone as the world's leading provider of online safety solutions and the destination for global talent and technology.

✓ 12 million students

✓ 24 thousand schools

✓ 38% of UK schools

✓ 16% of US districts

✓ \$75 million ARR \*

✓ +80% margins

✓ 9 languages

✓ 10 telco resellers

✓ 350k parent accts

Sydney

Perth

Melbourne

Auckland

A photograph of two young boys sitting on a light-colored sofa. The boy on the left is wearing glasses and a red and blue striped t-shirt, holding a tablet. The boy on the right is wearing a dark patterned shirt and is looking at a laptop. The entire image has a blue color overlay.

# Safeguarding

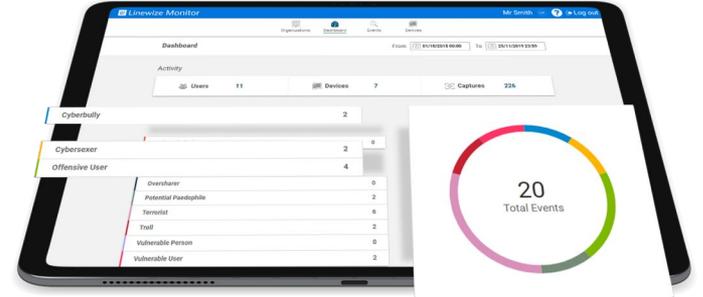


# The launch of Monitor in the US

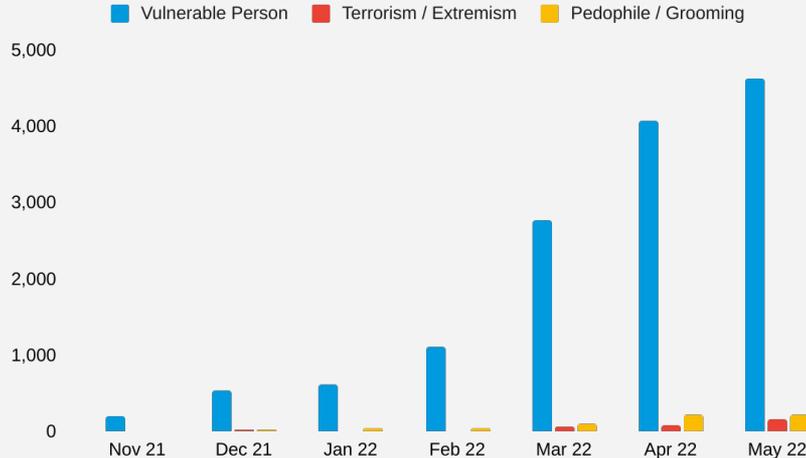
Massive growth in Monitoring continues

From November to May 2022

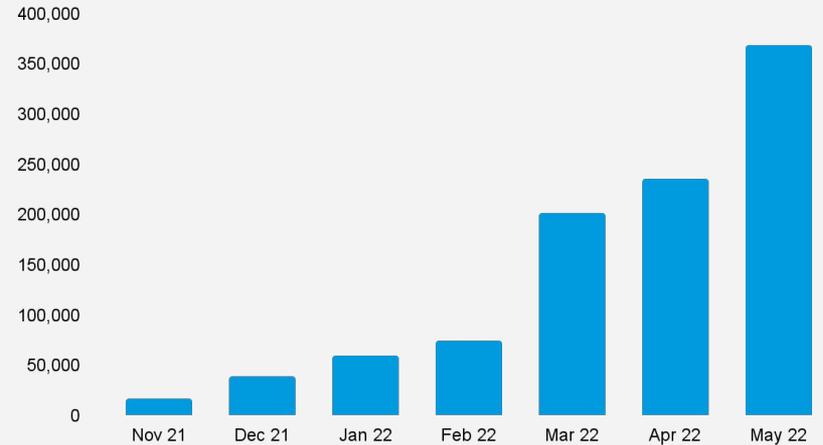
- ✓ 82,000 Actionable Events identified
- ✓ 15,000 interventions  
(for suicidal ideation, terrorism and child grooming)



Level 5 Interventions  
US Only | Count



Monitored Users  
US Only | Count





Positioned to win



## Quarter progress

*“The promise of the huge March pipeline is turning into contracts whilst pipeline continues to grow, In competitive markets our teams continue to deliver outstanding results.”*

Tim Levy, Managing Director

✓ **Strong ARR growth**  
Expect exit ARR circa \$60 million (excluding Qustodio)

✓ **Outstanding success of Monitor in US**  
Expect ~ 400,000 users in US by 30 June

✓ **Continued pipeline growth**  
May 31 pipeline exceeded \$16 million

✓ **Growing penetration into the US**  
Passed through 16% of US school districts in May 21

✓ **Moving to sustainable cash flow**  
ARR to cash conversion strong into the Dec half