



family zone

To support and
protect every child's
digital journey

Family Zone Cyber Safety

AGM November 2020





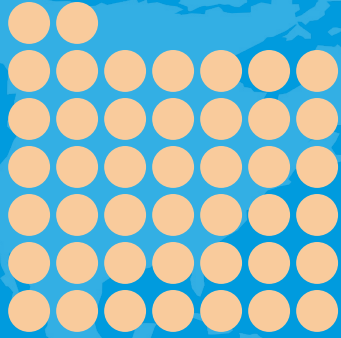
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We seek to support and protect every child's digital journey.

Our mission is to make parental controls a mainstream activity and Family Zone the global product of choice.



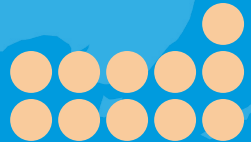
> 1.6m
STUDENTS

> 2,900
SCHOOLS

> \$27m
FUNDS
AVAILABLE

> \$10m
RECURRING
REVENUE

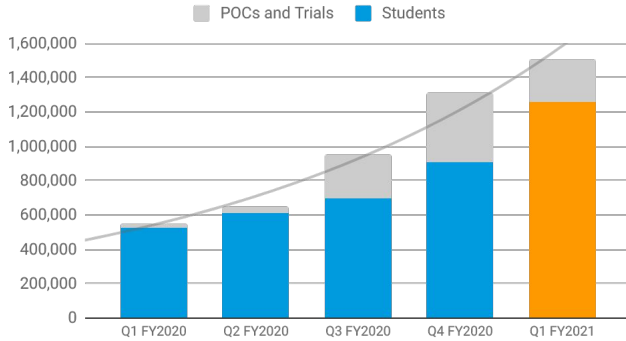
~ \$155m⁺
MARKET
CAPITALISATION



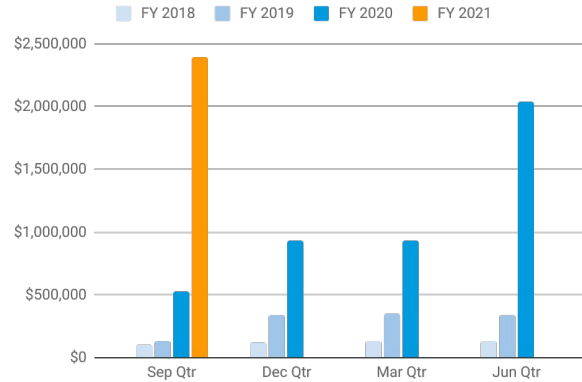


Highlights September 2020

Student Licenses



Annual Value of Contracts Signed



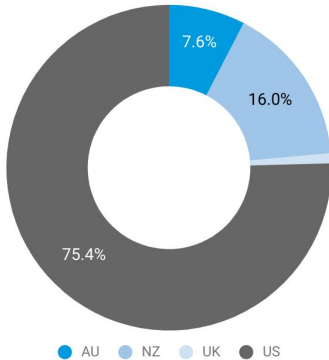
Conversion Rate
POC Trials to Deals Won

83%

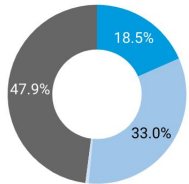
US School Districts
Served by Family Zone

2.5%

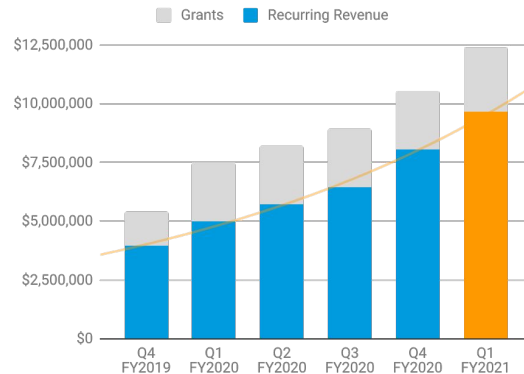
Region Mix 2020



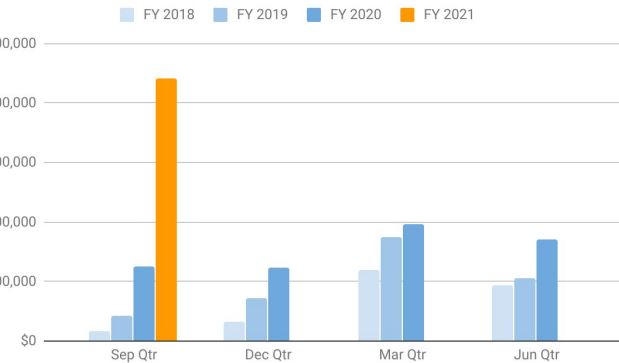
Region Mix 2019



Annual Recurring Revenue & Inflows



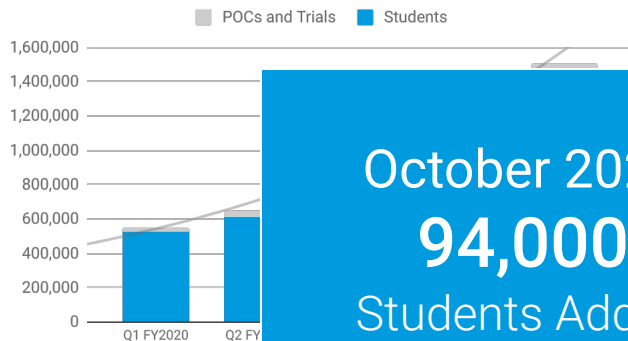
Collections from Customers





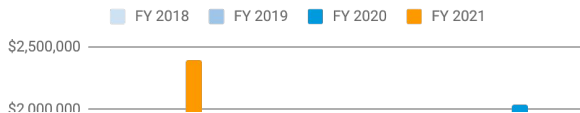
Highlights September 2020

Student Licenses



October 2020
94,000
 Students Added

Annual Value of Contracts Signed



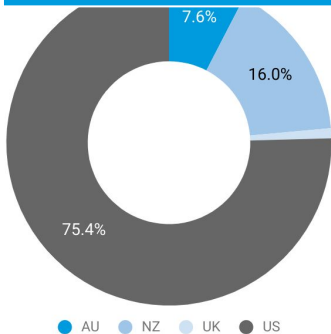
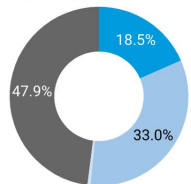
Conversion Rate POC Trials to Deals Won

83%

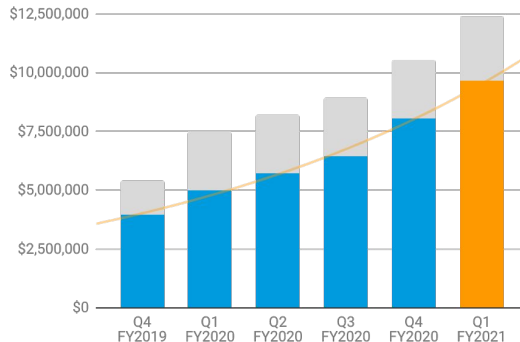
In October we added more student licenses than the entire Dec quarter 2019.

100 School Districts
 Family Zone
15%

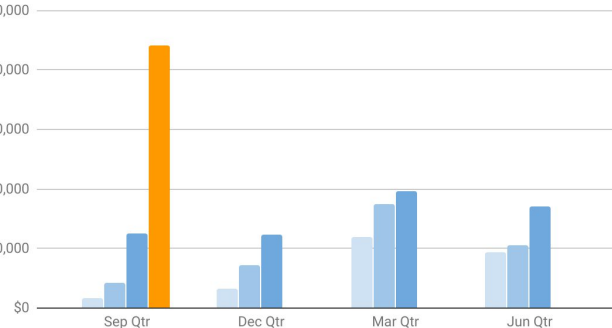
Region Mix 2019



Grants and Recurring Revenue



Conversion Rate by Quarter

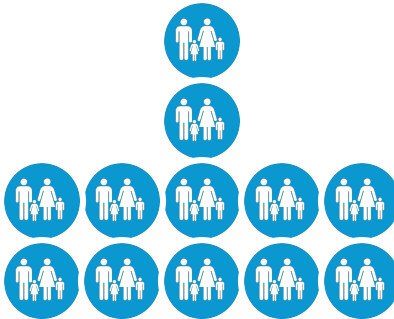


Customers

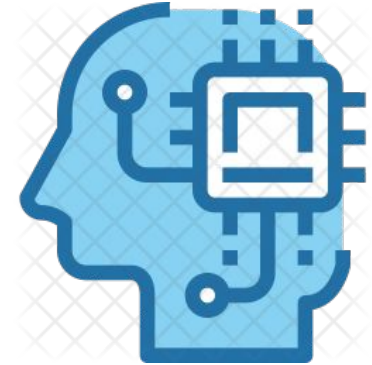
Grow our schools base in existing & new markets to drive value and access to parents



Leverage our schools base to transition to consumer subscriptions



Layer services to make our base more sticky & valuable



Invest in our platforms and organization for scale



CASH POST RAISE	\$27M [@]
ORDINARY SHARES	378,775,681
MARKET CAP (@41c) *	\$155M
TOP 20 SHAREHOLDERS	46%
FOUNDERS & EXECUTIVES	8%

Notes	Perf Shares/Rights	32,174,664	Options	14,275,990
@ \$20m placement completed 3 Nov 2020	\$9.25m Rev' from NZ ¹	3,000,000	50c-60c (expiring in 2020)	1,700,000
* Calculated based on issued shares as at 3 Nov 2020.	Exec salaries ³	5,780,497	75c-90c (expiring 2021)	1,033,530
¹ Remaining Linewize acq securities have target of NZ\$9.25m ARR from NZ and Linewize technology.	Employee ⁴	5,875,398	18c-25c (expiring 2022)	7,392,460
³ Exec salaries received PRs in lieu of cash	Employee & Exec ⁵	17,508,340	18c-24c (expiring 2023)	4,150,000
⁴ Employee incentives time based milestones				
⁵ Exec incentives various performance based targets				

COMPANY

Investor Centre

familyzone.com/au/investor

Automic Registry Services

Phone: +61 8 9324 2099

Email: info@automic.com.au

Tim Levy

Managing Director

timl@familyzone.com

+61 413 563 333

Investor Relations

Tim Dohrmann

NWR Communications

tim@nwrcommunications.com.au

+61 468 420 846