

ASX: FZO, 'Family Zone' or 'the Company'

NEW RECORDS IN SALES AND COLLECTIONS

Family Zone, supporting and protecting every child's digital journey, is pleased to update the market on business development achievements in the September quarter of 2020.

Highlights for the September quarter

- Collected a record \$4.4 million from customers (250% YoY growth), ending the quarter with \$8.7 million in cash
- Contracted a record of 704 new schools (317% YoY growth) and 370k student licenses (355% YoY growth)
- Signed a record of \$2.5 million in annual value of contracts (373% YoY growth)
- Signed a record of \$3.8 million in total value of contracts (280% YoY growth)
- Ended the quarter with 2,834 schools on the platform (176% YoY growth)
- Ended the quarter with 2,447 contracted schools (148% YoY growth)
- Ended the quarter with 1.26 million student licenses and 1.5 million on the platform
- Ended the quarter servicing in excess of 2.5% of US school districts across 37 US states and with a continued strong sales pipeline

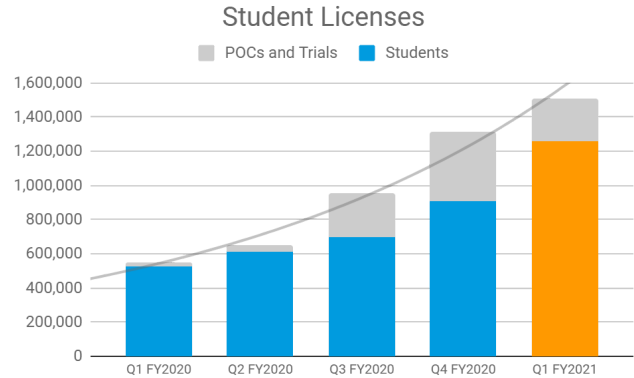
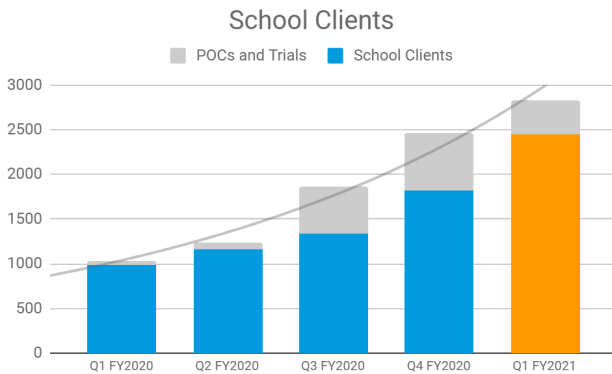
Record growth in Education sales once again

The Company achieved outstanding sales success in the September quarter.

704 contracted schools and 370k contracted student licenses were added in the quarter. This represents 317% and 355% YoY growth respectively and highlights the Company's improving sales performance and reputation in the US market.

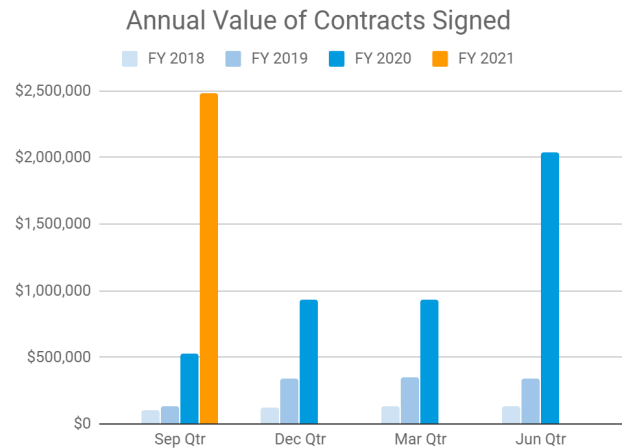
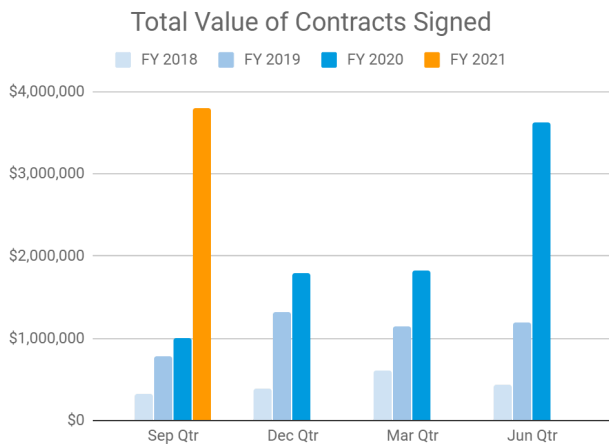


At the conclusion of the quarter, the Company had 2,834 schools live of which 2,447 are under contract, with 387 schools trialling Family Zone’s services.



Substantial growth in contracted revenue

The Company achieved new sales records in the quarter, signing contracts with a total value of \$3.8 million and an annual value of \$2.5 million. This represents 280% and 373% YoY growth respectively.



Encouragingly, our sales pipeline, inclusive of proof of concept trials, remains strong providing the Company with confidence of continued strong sales momentum and substantial year-on-year growth.

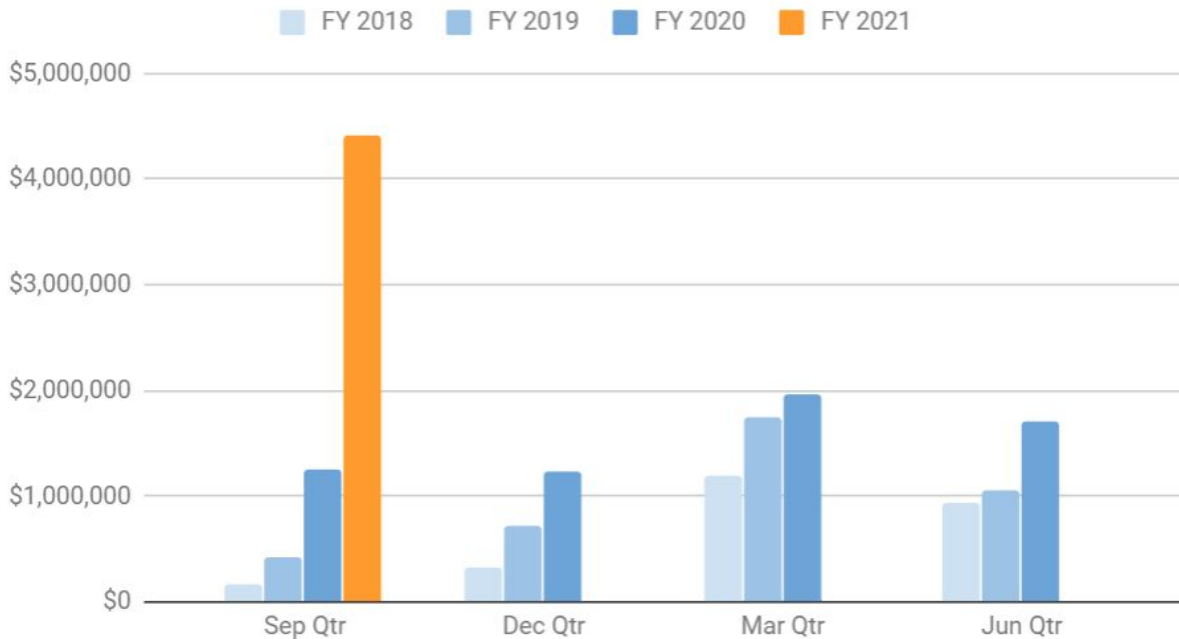
The Company will update the market on growth in annual recurring revenue, once reconciliations are completed, in the upcoming quarterly activities update.

Substantial growth in customer collections

With recent acceleration in sales, customer collections growth has followed with a record \$4.4 million collected in the quarter, representing 252% growth YoY. The following chart highlights this growth as well as the Company’s sales cycles.



Collections from Customers



With these strong collections the Company ended the quarter with \$8.7 million in funds and with an \$880k tax refund expected in October the Company is well placed to continue forward with its business growth plan.

Authorised by the Board of Family Zone Cyber Safety Limited

About Family Zone

Family Zone, **supporting and protecting every child's digital journey**, is an ASX-listed technology company and an emerging leader in the fast growing global cyber safety industry. Family Zone's unique innovation is its patented cyber safety ecosystem, a platform enabling a world-first collaboration between schools, parents and cyber safety educators..

To learn more about the Family Zone platform and the Company please visit www.familyzone.com.

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