



## 500% YOY GROWTH IN CONTRACT SALES

---

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

### Highlights for the quarter

- Added 598 schools and 358,000 students to the Family Zone platform<sup>1</sup>
- Signed contracts with an annual value of \$2.03 million (500% growth YoY)
- Signed contracts with a total value (TCV) of \$3.63 million (200% growth YoY)
- Ended the quarter with 2,456 schools on the platform (165% YoY growth)
- Ended the quarter with 1,815 contracted schools (116% YoY growth)
- Ended the quarter with 1.3 million students on the platform (173% growth)
- Ended the quarter with 910,000 licensed students (108% YoY growth)

---

<sup>1</sup> Inclusive of proof of concept trials

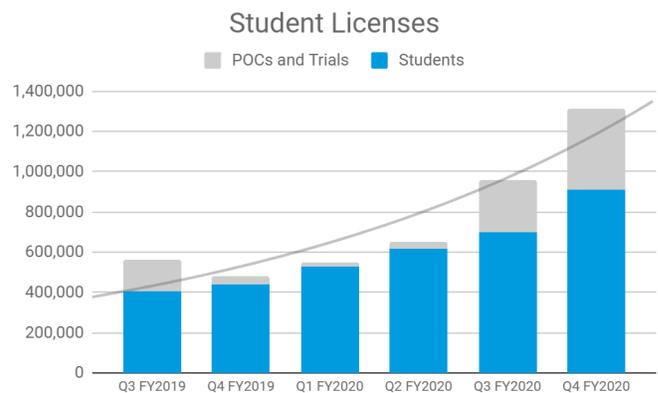
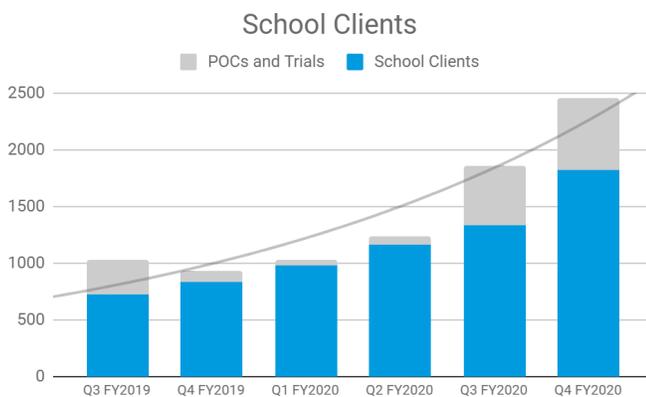


## Record growth in Education sales

The June quarter is seasonally the biggest sales quarter in USA education which is now the Company's biggest contributor to top line revenue. The Company added 598 schools and 358,000 students onto the Family Zone platform in the June quarter of 2020.

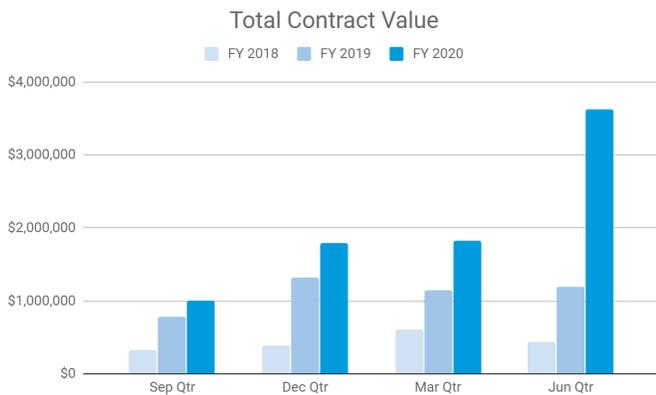
Of these, 482 schools and 214,000 students were added under contract, representing the Company's biggest-ever sales quarter.

At the conclusion of the quarter, the Company had 2,456 schools live of which 1,815 are contracted, with a record 641 schools trialling Family Zone's services.



## Substantial growth in contracted revenue

The Company achieved new records in the total value and annual value of contracts signed in the quarter.



With a large pipeline, a record 641 schools in trials and increased activity driven by COVID-19, the Company expects continued strong growth in the upcoming September 2020 quarter.



The Company will update the market on growth in annual recurring revenue in the upcoming June 2020 quarterly activities update.

## Consumer growth continues

---

As announced in the Company's March Quarter 4C operations report the Company has now suspended its wholesale telco channel. This decision was made balancing concerns around the potential impact of COVID-19 on our developing-world telco partners and the immediate growth opportunities in education.

Notwithstanding, the Company's, direct premium consumer accounts have continued to grow, recently passing through 16,000 accounts. Freemium Insights accounts have also recently passed through 70,000.

The Company plans to launch consumer offerings into the USA later this calendar year.

*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. Family Zone's unique approach is delivering rapid growth in the education sector, as well as through direct sales and scalable reseller arrangements with telco providers.

To learn more about the Family Zone platform and the Company please visit [www.familyzone.com](http://www.familyzone.com).

## Contacts

**Tim Levy**  
Managing Director  
timl@familyzone.com  
+61 413 563 333

**Tim Dohrmann**  
Investor Relations  
tim@nwrcommunications.com.au  
+61 468 420 846

**Family Zone Cyber Safety Ltd**  
945 Wellington Street  
West Perth, WA 6005