

## ASX ANNOUNCEMENT

Family Zone Cyber Safety Limited

ASX:FZO ("Family Zone" or the "Company")



Our mission is to protect & support  
every child's digital journey.

# FAMILY ZONE ACHIEVES +100% YoY GROWTH ACROSS ALL KEY METRICS IN RECORD QUARTER

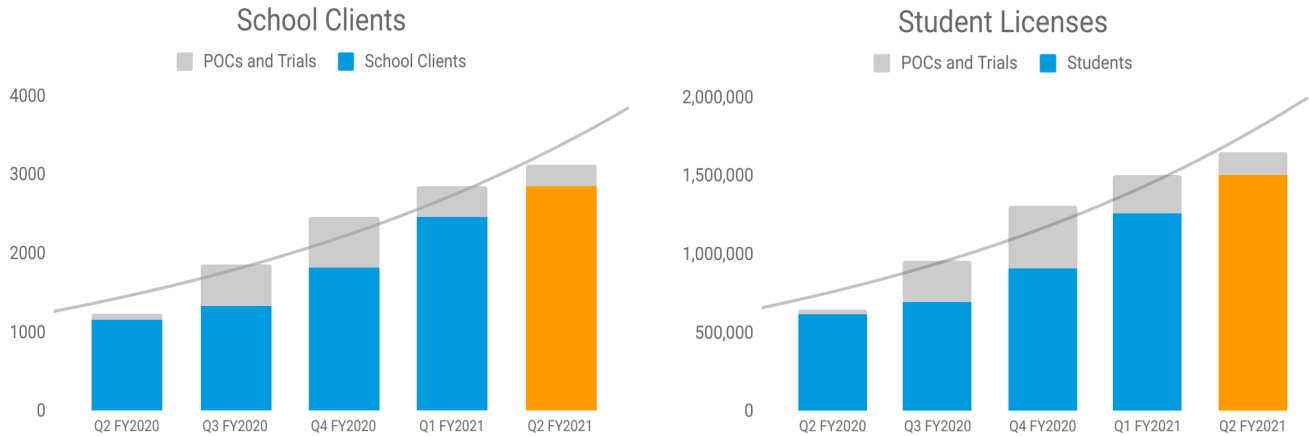
Family Zone is pleased to update the market on business development achievements in the December quarter of 2020.

## Highlights for the quarter

- Contracted 425 new schools (143% YoY growth)
- Contracted 233k new student licenses (164% YoY growth)
- Signed contracts with an annual value of \$2.33 million (151% YoY growth)
- Signed a record of \$4.1 million in total value of contracts (103% YoY growth)
- Collected \$2.5 million from customers (101% YoY growth)
- Ended the quarter with +1.5 million contracted students and 1.67 million on the platform
- Ended the quarter with 324% YoY growth in the size of our pipeline of schools in trials
- Ended the quarter now servicing more than 3% of US school districts
- Ended the quarter with 3,133 schools on the platform (153% growth in 12 months)
- Ended the quarter with 2,862 contracted schools (145% growth in 12 months)

## Significant growth in schools and student numbers

The Company achieved outstanding sales success in the December quarter significantly exceeding internal sales expectations.



## Substantial growth in contracted revenue

For the first time ever the Company signed in excess of \$4 million of contracts in the quarter.



Encouragingly the Company exceeded internal targets in all regions, experienced increasing average revenues per student and ended the quarter with a strong sales pipeline.

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

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With recent acceleration in sales, customer collections experienced 101% YoY growth with \$2.5 million collected in the quarter and \$7 million in the half year.

*This announcement was made on January 11, 2021 and was authorised by the Board of Family Zone Cyber Safety Limited.*

## About Family Zone

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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).

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**Ends.**