

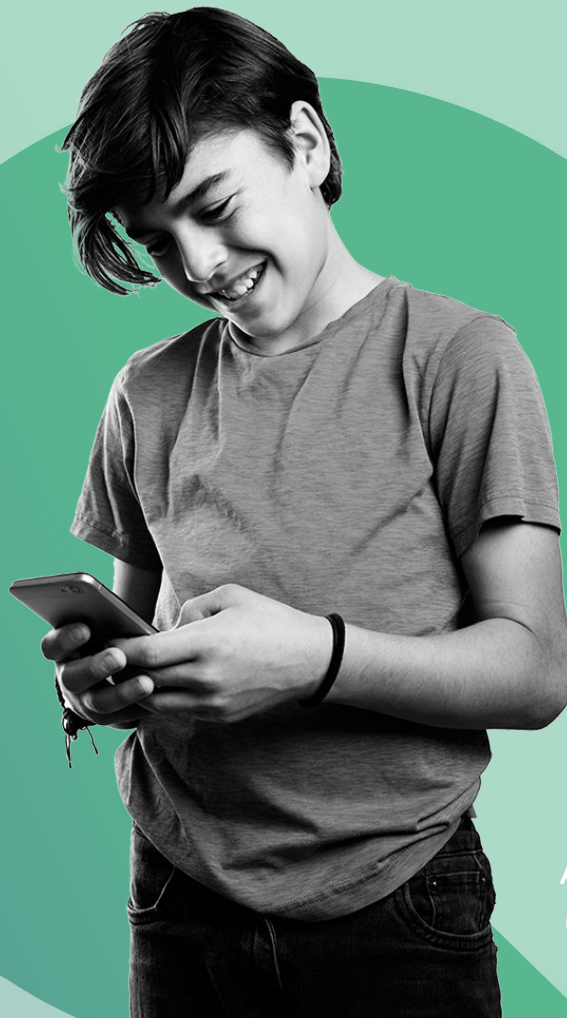


Helping every child to thrive in their digital life

2025 Annual General Meeting

All data at June 30, 2025 unless otherwise stated

qoria.com



ASX | QOR
Qoria

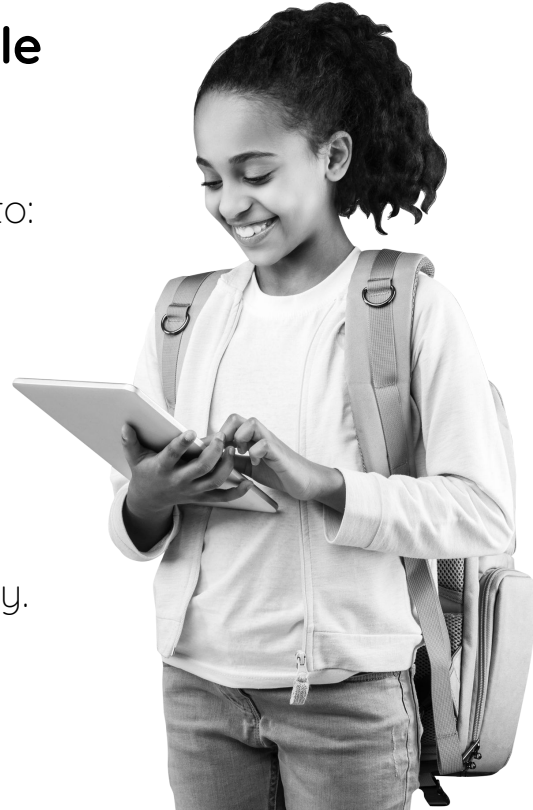
BECOMING GLOBAL BRAND?

Qoria is leading in our chosen markets. We're scaled, profitable and cash-flow generating.

Over the next 3 years our strategy moves to:

- a) Streamlining & unifying
- b) The future of safety with Ai
- c) Sensible product extensions
- d) Partnered global expansion

while delivering strong growth & profitability.



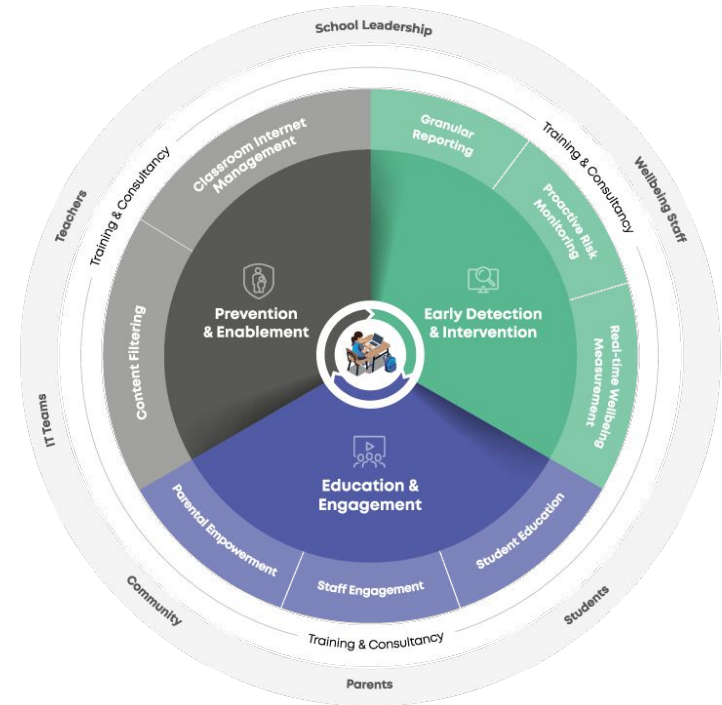
Where are we now
FY2025 Highlights

“I have been a leader in the IT curriculum and infrastructure projects for 15 years in both the UK and New Zealand, and this is the best solution I have worked with.”

Ben Milward
Deputy Headmaster, St George's School, New Zealand

Qoria's world leading safety and wellbeing platform

- ✓ **A 360 degree safety & wellbeing platform**
Our platform protects children and school services, enables intervention when students are at risk and supports the community through education & engagement programs.
- ✓ **Aligned to tomorrow's K12 strategic objectives**
Today's educational institutions face dynamic and complex challenges. Their sophisticated business models highlight the importance of technology, student wellbeing and community engagement.
- ✓ **Connected to K12 decision making**
Student safety & wellbeing apps are critical services, underpinning and interacting across almost all of the strategic objectives of modern schools.
- ✓ **Empowering parenting in the digital age**
Parent engagement is proven to build healthier and more resilient children and drive better school outcomes. We empower and engage parents with tools, insights and evidence based advice.



Qoria; the global leader in safety and wellbeing

+27m

Children kept safe

+8m

Parents using our services

+32k

Schools using our platforms

+100

Countries using our platforms

600

Staff, across 6 countries



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Qoria

Qoria; making an impact in children's lives

Qoria's unique suite of student safety & wellbeing capabilities are now making a measurable impact on children's lives and the safety of communities.

This analysis, across the millions of students covered by Qoria Monitor shows identified incidents of bullying correlated to the number of licensed Qoria products.

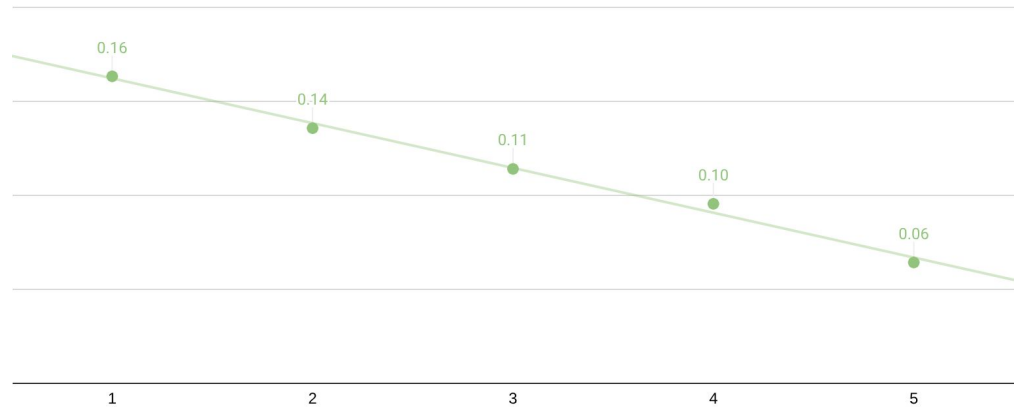
The message is simple. **Engaged schools communities deliver better student outcomes.**

And Qoria's platform provides the world's only whole-of-community approach to safety & wellbeing.

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Bullying incidents v School Safety Products

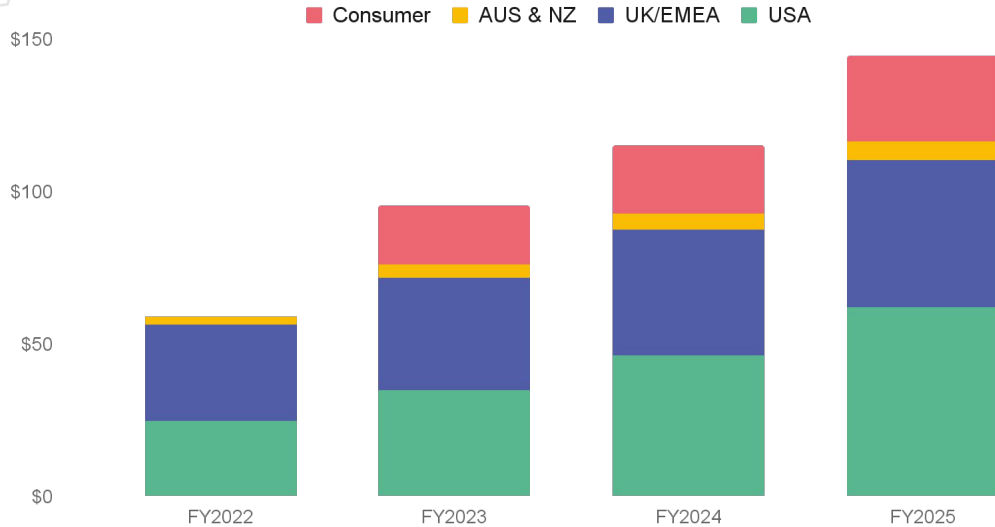
Incidents detected per week, per 1,000 students



Qoria's global strategy is working

ARR by Segment

Annual | AUD \$m

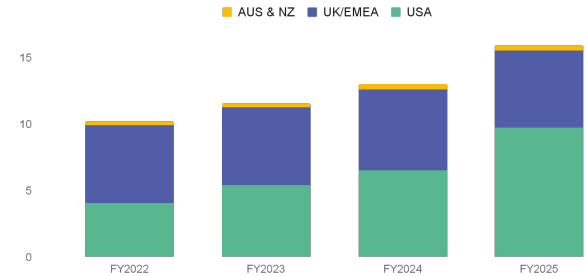


Qoria guides the market to +20% growth in ARR in FY26

Subject to FX movements.

Students by region

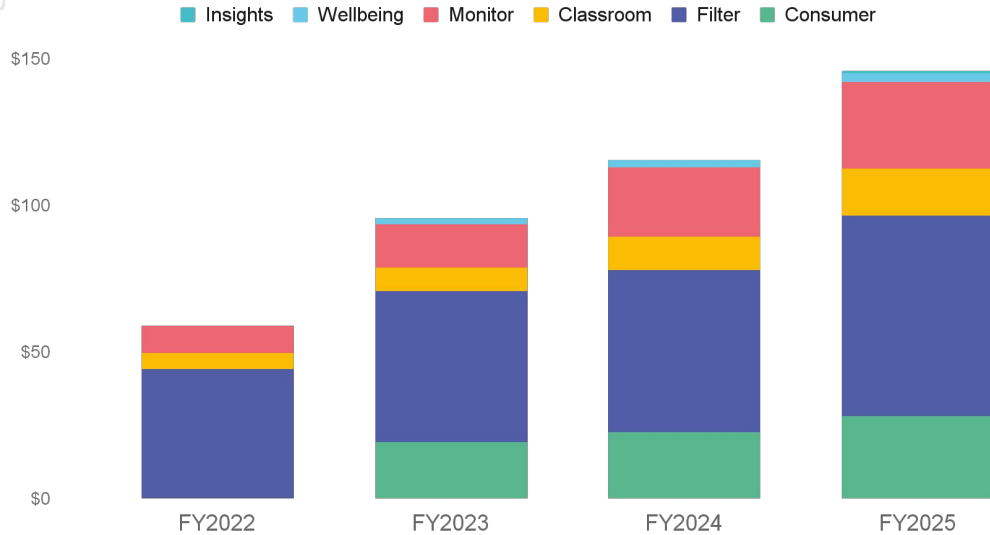
Annual | Millions



Qoria's K12 cross sell strategy is working

ARR by Product

Annual | AUD \$m

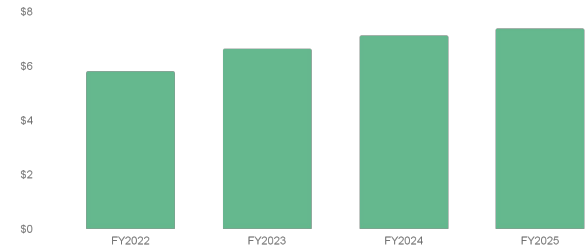


Highlights

- ✓ **Growing products per customer**
Products per US K12 customer has increased 174% to 2.53 in 3 years.
- ✓ **Growing cross sell contribution**
25% of net K12 ARR growth from cross sell in FY 2025. Expecting greater than 30% in FY 2026.
- ✓ **Regional diversification**
Student engagement driving growth in NZ, Qustodio hand-off driving growth in AU. Digital monitoring driving growth in US and UK

K12 ARPU

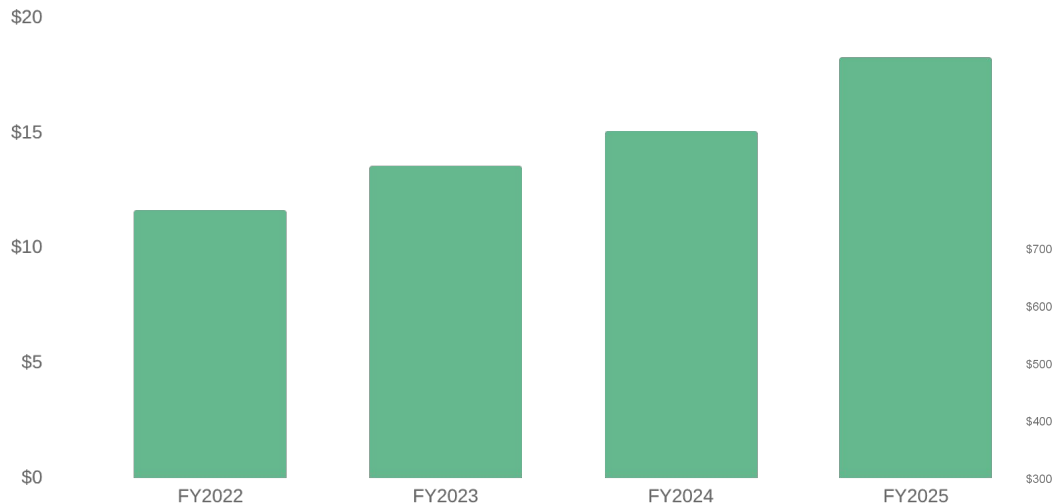
Average License Fee | AU\$



Qoria's consumer strategy is working

Qustodio ARR

AUD \$m

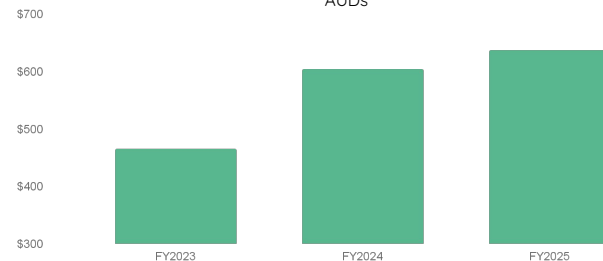


Highlights

- ✓ **Growing ARR by >20% in FY25**
Achieving 33% run rate for Q1 2026.
- ✓ **Growing Lifetime Value**
Pricing adjustments, feature enhancements reducing churn and better targeting via B2B2C.
- ✓ **Reducing acquisition costs**
School promotion, social media channels, influencers, affiliate partnerships, telco channels and multilingual support.

Qustodio Lifetime Value

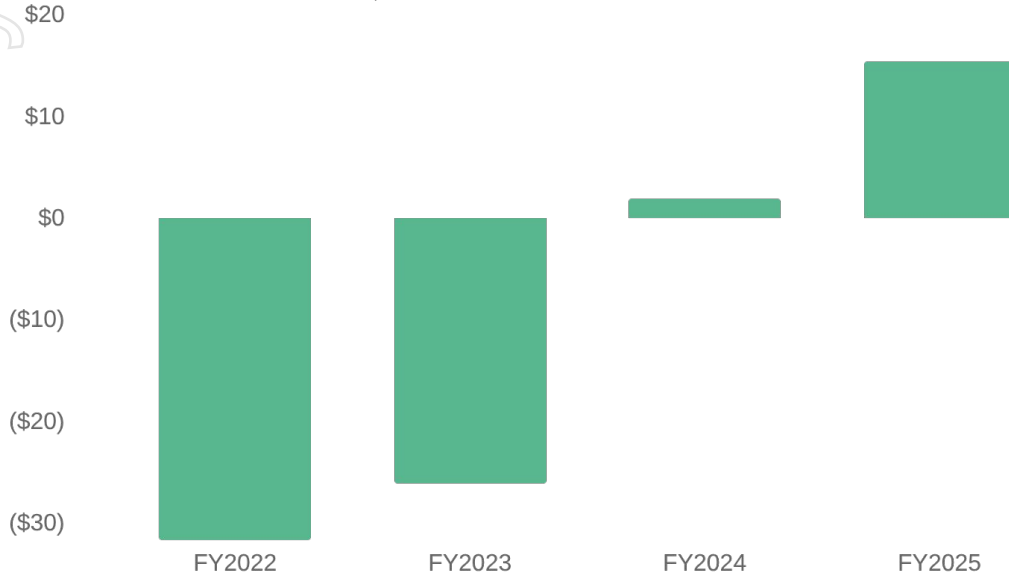
AUDs



Qoria's leverage is kicking in

EBITDA & Margin

Reported EBITDA | Annual | AUD \$m

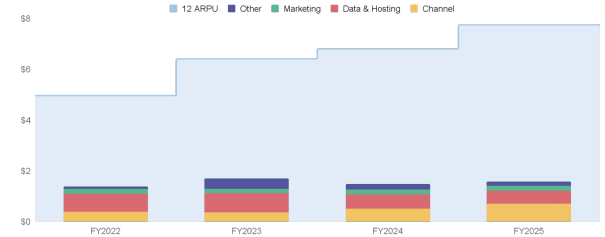


Highlights

- ✓ **+20% EBITDA Guidance**
Qoria guides the market to +20%a EBITDA in FY26 (subject to fx movements).
- ✓ **Well controlled operating costs**
Total operating costs grew 4% in FY25, slightly higher than inflation while revenue grew 18%
- ✓ **Strong gross margins**
Improved from 72% in FY24 to 75% in FY25

K12 ARPU v Direct Costs

AUDs per student pa





Streamlining & unifying

“The app has given me peace of mind that my kids are safe online. I don’t have to be watching over their shoulders. They can choose to use what sites they want and we don’t have to worry about where they are going.”

Alison Lancaster
Mum to two children

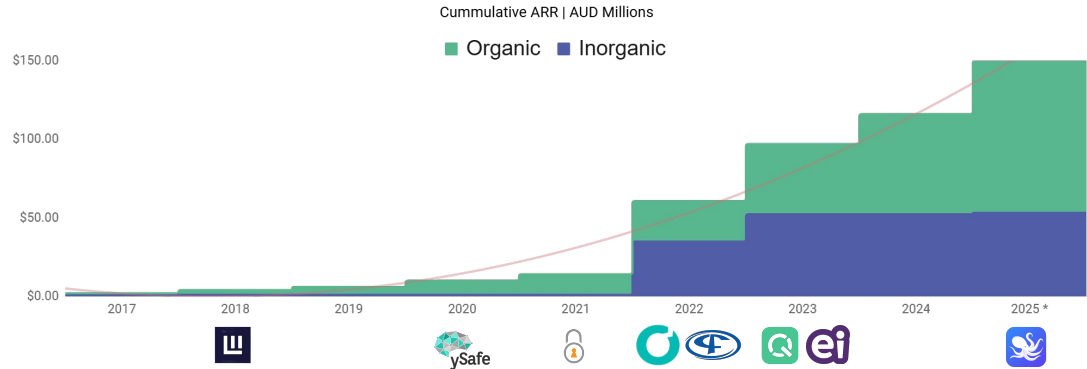
Successful mergers

Qoria has completed 8 mergers since 2016 and has successfully integrated organisations and cultures and delivered accelerating growth.

Key achievements include:

- ✓ Reducing reliance on the IT persona
- ✓ Accelerated ARR growth
- ✓ Growing GRR, NRR and ARPU
- ✓ Strong staff engagement
- ✓ Accelerating Qustodio on strong unit economics

Organic v Inorganic Revenue



Doubling down on our successes

Qoria's K12 and consumer operations are performing and well positioned. We're now consolidating our successes as we seek to dominate in our current markets.

Strategic areas for growth in Qoria's existing markets

Driving growth in top
100 US Districts

Lifting investments in
Qustodio

Expanding reseller
network in UK & US

Driving cross sells & net
revenue retention

Unification unlock

Qoria's unification work is unlocking value and potential. We're delivering capability across our regions and a more simplified code base.

A key milestone in CY26 is the launch of the Qoria platform capabilities in the UK:

- ✓ Classroom room management
- ✓ School filtering hand-off to teachers
- ✓ School filtering hand-off to parents
- ✓ Ed-tech management & insights
- ✓ Fully integrated with Smoothwall

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2024						
El	Linewize		Smoothwall		Qustodio	Other
Pulse	Filter Appliance	School Mgr App	SW Appliance	Admin Manager	Qustodio	CIPAFILTER
Pulse AWS	Filter Endpoints	Classwize App	SW Endpoints	Monitor App	Q Endpoints	NetRef
	Qoria Data Platform	Qoria Cloud	SW Portal	Monitor Endpoints	Q AWS	Family Zone
			SW Azure	SW Cloud		
2025						
Pulse	Filter Appliance	School Mgr App	SW Appliance	Admin Manager	Qustodio	Qor Apps
	Filter Endpoints	Classwize App	SW Endpoints	Monitor App	Q Endpoints	Qoria Insights
	Qoria Data Platform	Qoria Cloud	SW Portal	Monitor Endpoints	Q AWS	
			SW Azure	SW Cloud		
2026						
	Filter Appliance	Qoria Cloud	SW Appliance	Admin Manager	Qustodio	Qor Apps
	Filter Endpoints			Monitor Endpoints	Q Endpoints	Qoria Insights
	Qoria Data Platform			SW Cloud	Q AWS	Qoria Connect
2027						
Qoria Appliance	Qoria Endpoints	Qoria Data Platform	Qoria Cloud	Qoria Connect	Qoria Insights	Qustodio



The future of safety, with Ai

Ai is rapidly reshaping education, safety & wellbeing

- ✓ The key day to day concern for educators is its impact on assessments.
- ✓ For IT leads, academic dishonesty and security risks are exploding.
- ✓ There is concern around student behaviour and wellbeing with rapid take-up of Ai tools
- ✓ For tech providers, AI is creating new revenue streams, enhancing existing offerings and creating operating efficiencies

Qoria's safety & wellbeing framework is uniquely capable of appreciating and responding to the challenges and opportunities of generative Ai.

Qoria's AI Principles

- ✓ **Child-first:** Safety, transparency and explainability
- ✓ **Human-in-the-loop:** No critical safety decisions are fully automated
- ✓ **Data minimisation:** Only using data needed to deliver protection

Qoria's AI Workstreams

Product enhancement	Classification Classification of content & user activity.	Intervention Early identification for programmatic and incidental interventions.	Agency Empowering and delighting users of our platforms.
Business enablement	Service Enhancing customer facing capabilities through automation.	Working Empowering staff and accelerating workflows and decision making.	Engineering Accelerating engineering through design, development & QA.
Security posture	Model & Data Ensuring the integrity of AI systems and data.	Threats Identifying and mitigating AI enabled threats.	Governance Building AI to be explainable, auditable and standards compliant.



Sensible
expansion

“I love how you have a dedicated time for people to share and for the company to come together from lots of different areas. Lots of amazing things going on with the company. Loved this as a newbie too as it helps to build my bigger picture.”

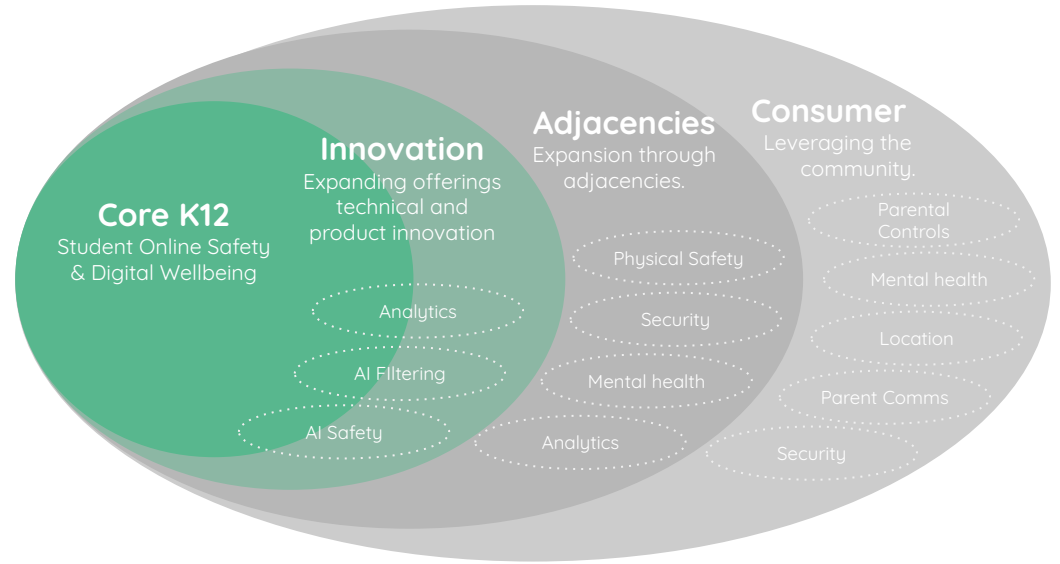
Anonymous staff feedback
Qoria Global Hangout Sep 2024

Safety & wellbeing adjacencies

The K12 safety and parental control segments are large and expanding with growing concern for children’s wellbeing.

Regulators are responding to community concern with expanded school duties and reforms in safety, privacy and tech competition.

Technical innovation is creating new service offerings and enabling logical TAM expansion into adjacent segments.



Market	Estimated Global Revenue	Estimated CAGR
Education Tech	US\$155 B	17%
Parental Controls	US\$1.4 B	12%

Fragmented
There is no dominant provider in online safety or digital wellbeing in any market.

Funded
K12 safety funding is secure and expands with device programs and wellbeing concerns.

Regulated
Regulators are expanding school duties and reforming safety, privacy and competition laws.

Global expansion through partnerships

The challenges of online safety are global and education providers, online platforms and telecommunications companies all have relevant commercial drivers.

Qoria is positioning itself for global and partner led expansion through:

- ✓ Established telco partnerships
- ✓ Established MSP partnerships
- ✓ Adding multi-lingual support
- ✓ Successful Qoria Spain operation

In 2026 Qoria will invest further in non-english speaking markets and connectivity partnerships.

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Qoria is increasingly being selected as the strategic partner in online safety.

klikSAFE

t schools broadband

The Management Council
Ohio Education Computer Network

Technology Alliance for Statewide Initiatives

iSP International Schools Partnership

SoftBank

M

Movistar

Singtel

bouygues TELECOM

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Thank you & questions

CALENDAR HIGHLIGHTS

Dec Qtr 2025

⇒ Festive season

Peak Qustodio selling period

Mar Qtr 2026

⇒ Mid Jan 2026

⇒ Jan 2026

⇒ Jan 2026

⇒ Feb 2025

⇒ Jan - Mar 2026

Dec Qtr 4C Report
Bett Conference UK
FETC Conference USA
Half-year Financial Report
Peak UK Selling Period

Jun Qtr 2026

⇒ Mid Apr 2026

⇒ Apr - Jun 2026

Mar Qtr 4C Report
Peak US K12 Selling Period

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