

Thorney Technologies Ltd

ABN 66 096 782 188

ASX Announcement: 15 May 2019

ASX Code: TEK

THORNEY INVESTMENT FORUM – COMPANY PRESENTATIONS

Please find attached a company presentation from Dubber Corporation Limited [ASX:DUB] being presented at today's Thorney Investment Forum in Sydney.

Details:

Date: Tuesday 14 May 2019
Location: Australian Securities Exchange Centre
Address: 20 Bridge Street, Sydney
Time: 9.00am for 9.15am, concluding by 1.00pm

For those unable to attend in person, shareholders will be able to view the forum by clicking [here](#).

A video recording of the presentations will also be uploaded to the respective websites a few days after the forum concludes.

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Dubber Corporation ASX:DUB Thorney Technologies Presentation

May 2019



Dubber – A Call Recording Platform as a Service

**Dubber is the world's leading and only
call recording Platform as a Service for
Telecommunications Service Providers.**

The Dubber Vision:

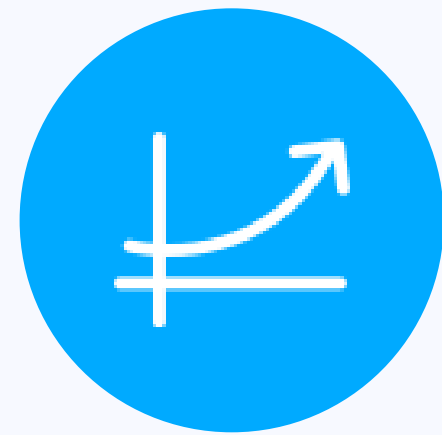
1. Call recording should be a service which can be switched on immediately as part of a telecommunications service.
2. Artificial Intelligence (A.I.) will be enabled for every phone.

Introduction to Dubber



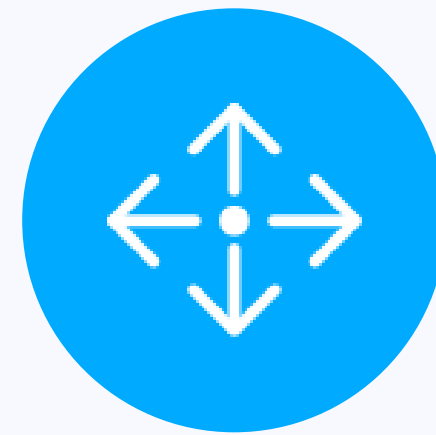
Disruptor

Disrupting a multi-billion-dollar industry



Leader

Industry leader, appealing to Enterprise, business and individuals



Scalable

A global company with scalable technology and a scalable business model



Essential

An essential service offering for leading global providers



Innovator

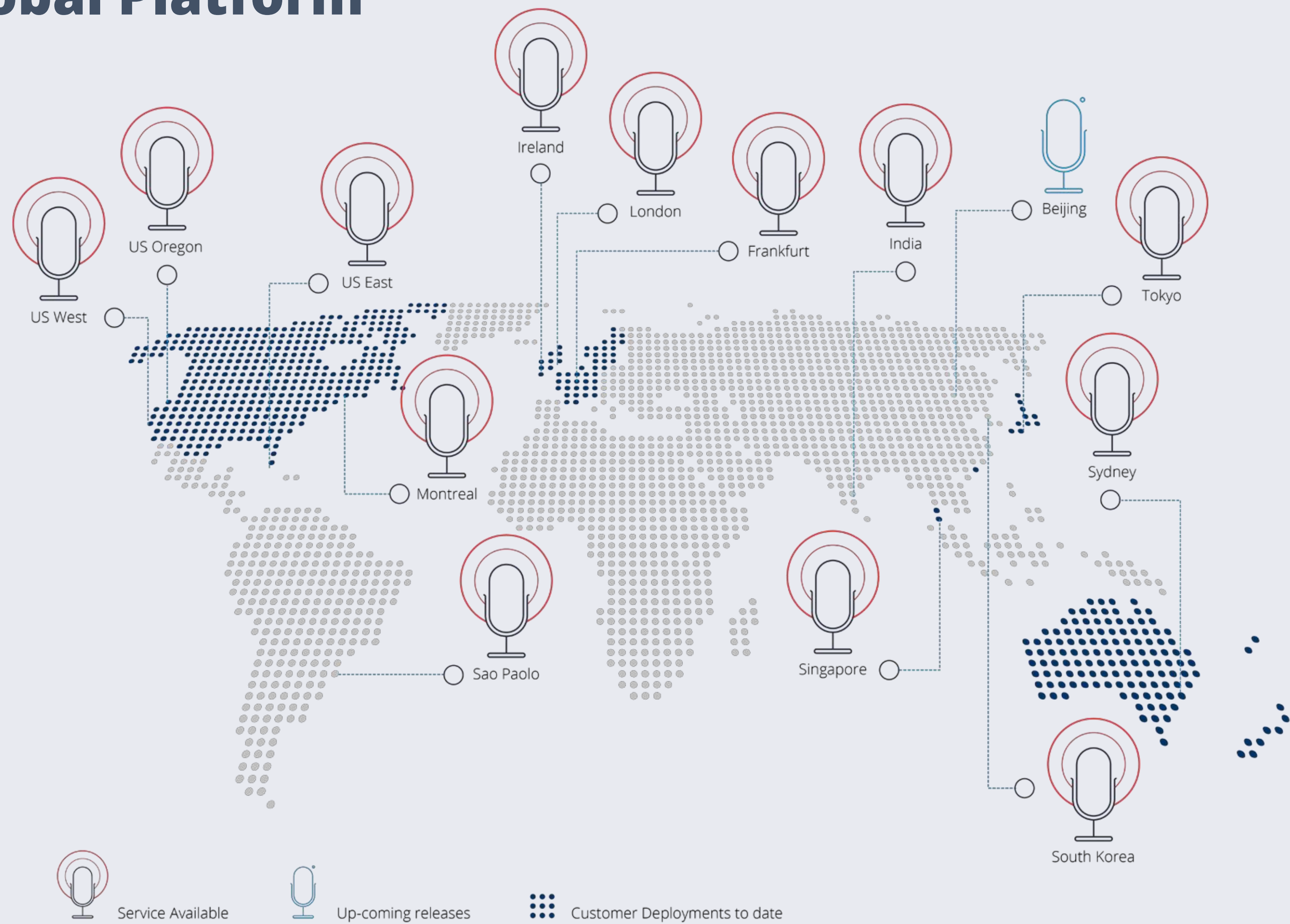
Provides call recording for compliance and voice data for AI, analytics and 'big data' applications



Platform of Choice for Global Leaders

- Dubber has been chosen by 103 telecommunications service providers globally, including **AT&T, Cox Business and Optus**
- Dubber is the core service for **Cisco BroadCloud**, the world's foremost cloud telephony platform.
- To capture voice data for Insights, sentiment, AI and value added services – **IBM**

Scalable Global Platform



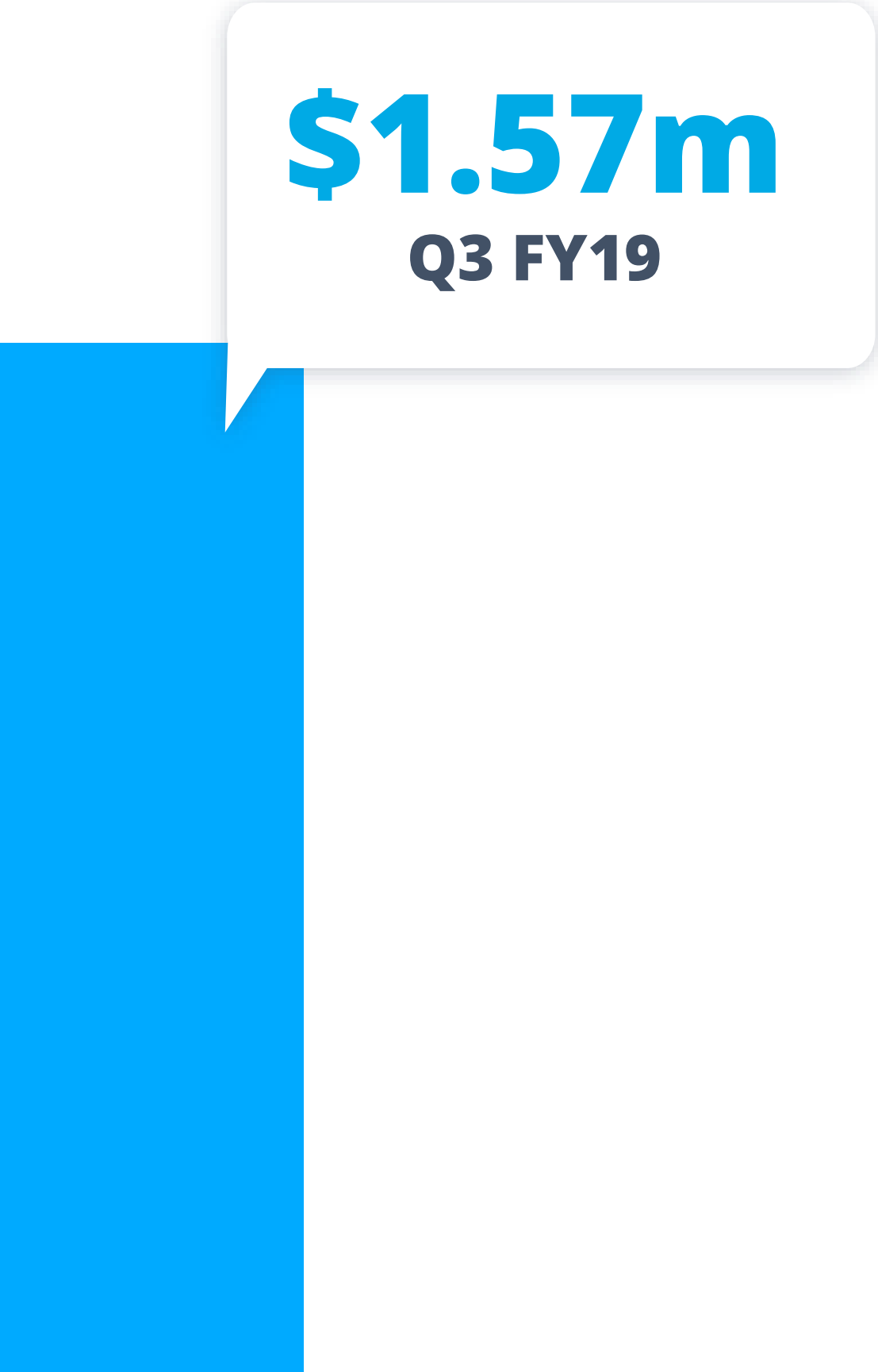
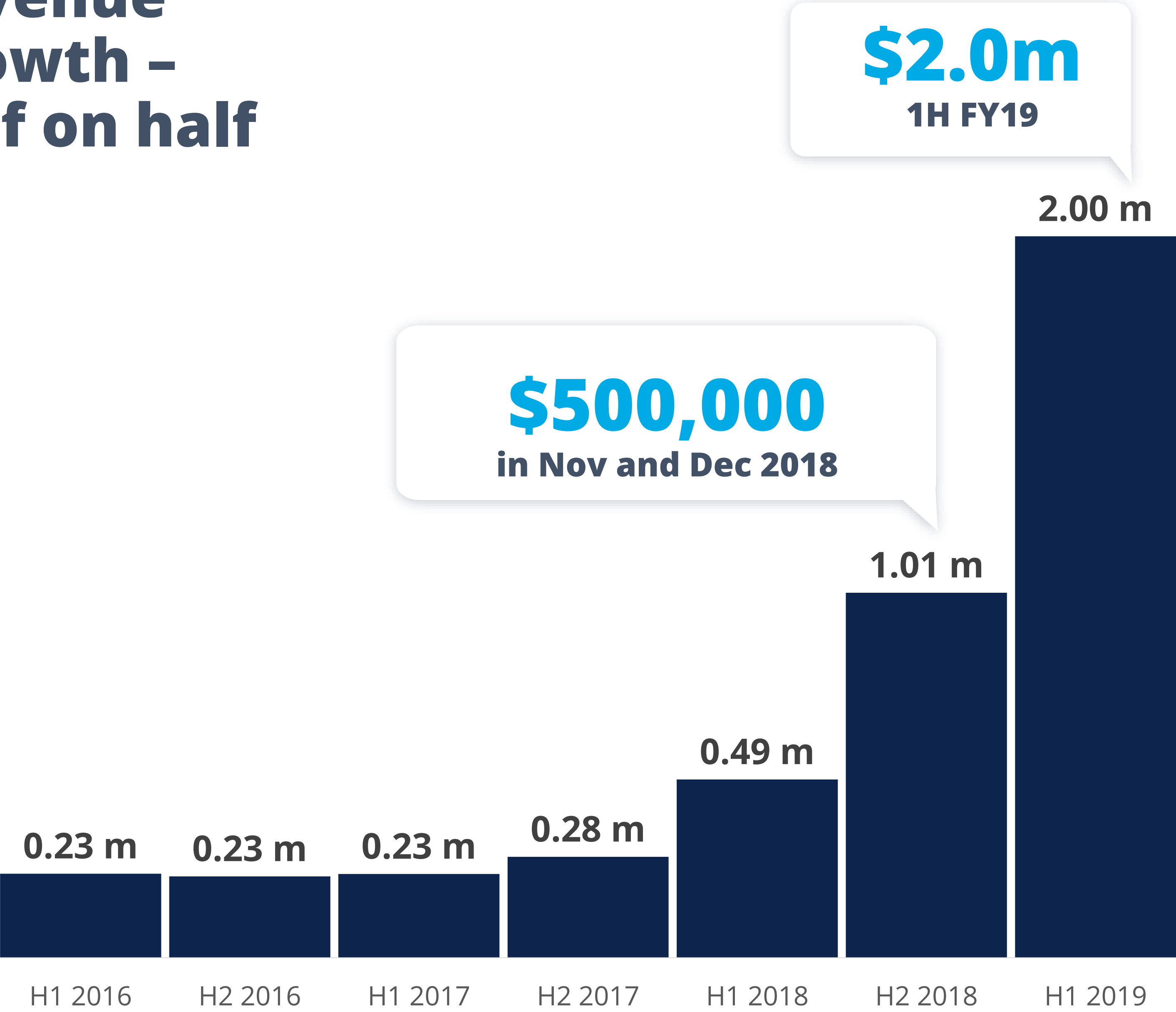
Latest Updates



- Growth in telco service providers, revenue and user numbers:
- Launched by Optus
- Launched by Cox Business in USA
- Successful capital raising of \$22m @ \$0.75/share

Revenue Growth – Half on half

Revenue Q3 FY19



73,157
Users

43,752
added in 1H FY2019

Jun 15

March 19

Telco Growth

Quarter on Quarter

■ Billing ■ Contracted





Recorded:
Any phone

Dubber Zoe:
Voice AI

Integrated:
Play in CRM

Dubber for Every Phone



Service Provider

Call recording and voice AI is instantly available for every user across an entire network.



Zoe Voice AI

Advanced voice AI and Machine Learning, turning voice data into actionable business intelligence.



API Integrations

Integrate Dubber with existing business tools, including Salesforce CRM for seamless playback and management of recordings and voice data.

Customer Success

24%
of customer Base

Case Study: An early Service Provider adopter of the Dubber Platform as a Service.

Demonstrating the life cycle of a Service Provider is approximately a two-year period to revenue penetration, demonstrating defensibility and scale to come.

Onboarding Period

Mar 17 - Go Live

Mar 19



Business Focus:

- **Agreements** to contract as many of the 650 service providers as possible
- **Grow** monthly users and SaaS revenues within existing service providers at rate of 4-11% of base for recording
- **Enable** the world's largest telco sales organisation; Cisco
- **Develop** AI services which are simple to consume and pay for.
- **Marketplace** for 3rd party applications and services



Market Position

Dubber's platform is uniquely placed to serve two growing markets:

1. Call recording for compliance and regulatory reasons
 2. AI for business insights and outcomes
- Dubber's telco service provider deployments are integrated at the core network and are enduring with a long tail of future revenue.
 - Native cloud infrastructure and cost base provides for significant operating leverage.
 - World class partnerships provide global sales channel
 - The Company is fully funded to take advantage of global opportunities



Dubber Corporation Inc

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