



Market Update

NWR Communications

Virtual Small Cap Conference

27 March 2020



AGENDA

Stephen McGovern

Managing Director & CEO

James Slaney

Founder

Business Introduction

Live Demonstration

COVID-19- 'Working From Home'

Cisco Webex Calling

Telstra

1H/FY20 Results

Q&A

Our vision



The global cloud call recording and data capture service designed for Service Providers

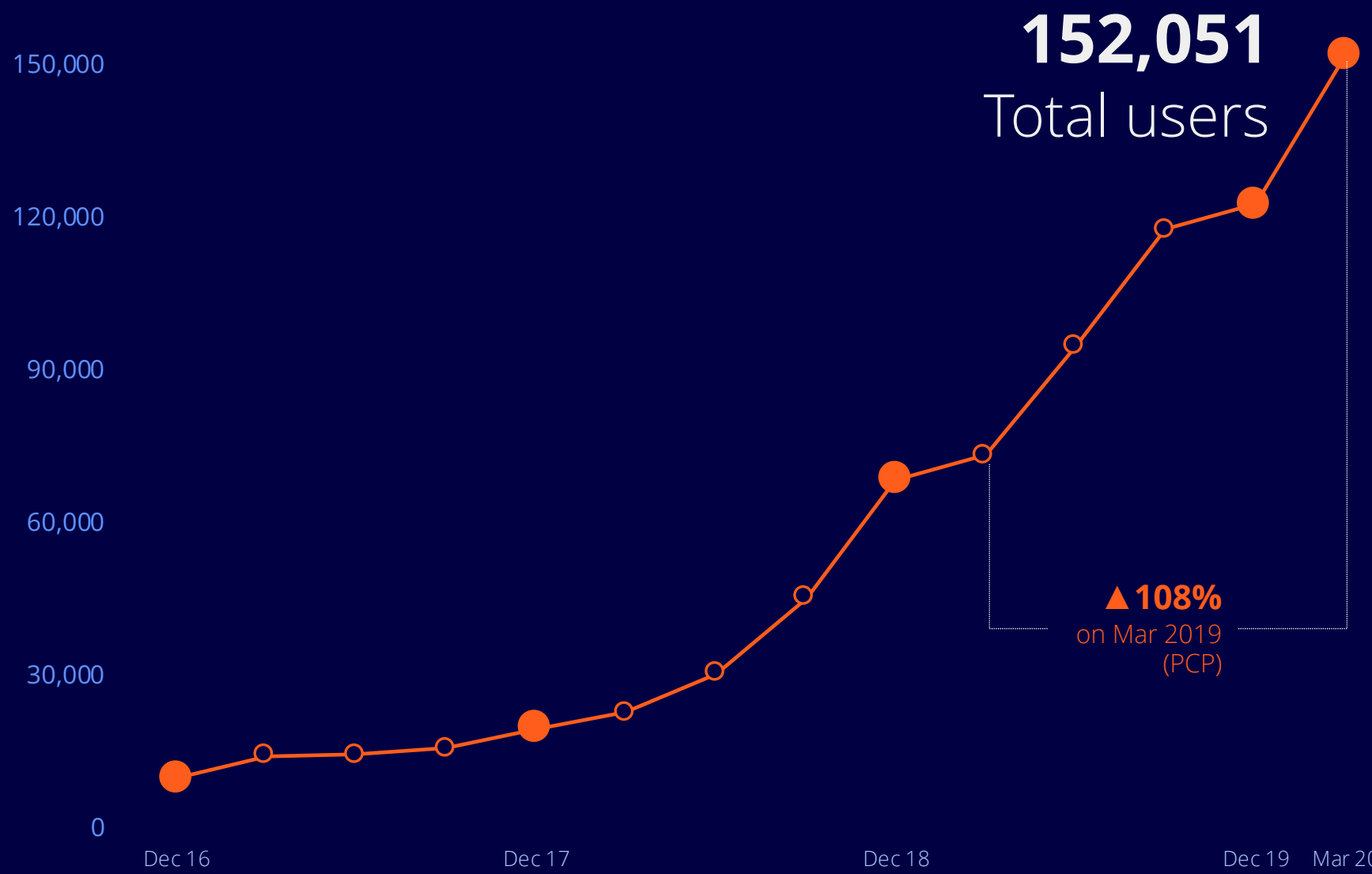


Call recording as a feature available immediately as part of your telecommunications service



AI will be enabled for every phone & Dubber is the means for this to occur

User Growth

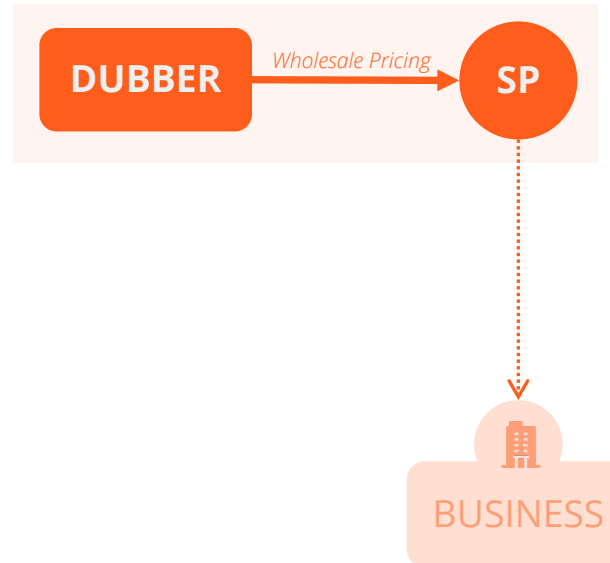


The service

Dubber relationship options for Carrier and Service Providers.

PaaS

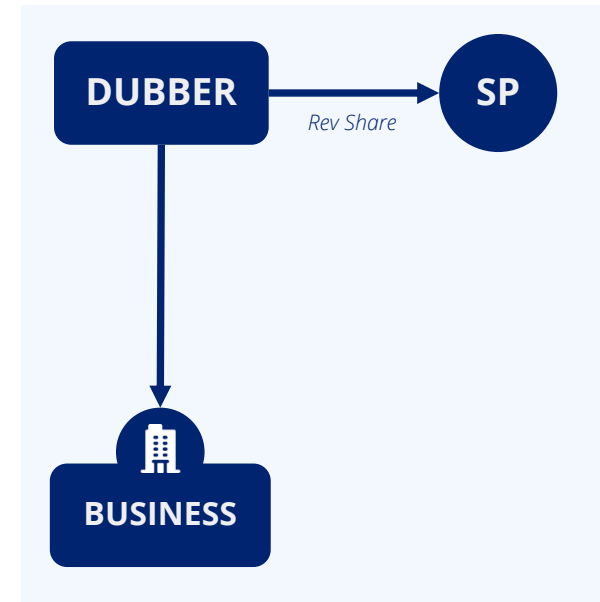
Wholesales services to Carriers & Service Providers, enabling them to deliver a white-labeled and bespoke Call Recording and Voice AI service to their customers.



Verizon VCE, Optus Loop, RoutIT HIP

SaaS

Carrier and Service Provider networks are connected to the Dubber Platform, enabling Dubber subscriptions to be sold directly to the end customer or via existing Distribution & Reseller.



Examples include; Telstra TIPT & Liberate, Cisco Webex Calling, Cox Business, AT&T Collaborate

Once in a lifetime, generational shift to [#workingfromhome](#)

With over 100+ Cloud UC Service Providers already utilising the Dubber platform, including:

Cisco Webex Calling

Verizon VCE

Sprint Smart UC

Vodafone One Business

Telstra TIPT & Liberate

Optus Loop

Key Market Indicators

Zoom Stated:

User sign ups in Jan & Feb of 2020 were more than the entire year of 2019

Cisco stated re Webex:

Webex traffic is on target to near double the month of Jan 2020

The Future of Work



Cisco Webex
Calling



Dubber is the recording platform for Webex Calling

The screenshot displays the Cisco Webex Control Hub interface. On the left is a navigation sidebar with options: Overview, Users, Places, Services, Devices, Analytics, Troubleshooting, and Settings. The main content area is titled 'Users' and shows a table of users. The user 'Jason Cantell' is selected, and a settings panel is open on the right for 'blynk.jason@gmail.c...'. The settings panel includes a 'Call Recording' section with a toggle switch turned on, and options for recording frequency and announcements.

First Name	Last Name	Display Name	Email
Daryl	Norfleet	Daryl Norfleet	blynk.daryl@gmail.com
Jason	Cantell	blynk.jason@gmail.com	blynk.jason@gmail.com
Thomas	Cox	Thomas Cox	blynk.thomas@gmail.com
Vera	Max	Vera Max	blynk.vera@gmail.com

Call Recording
Record incoming and outgoing calls and voice messages. Set recording announcement and notification behavior.
 Call Recording

Service Provider: BBCCA121013 [Copy](#)
External Group: BBCCA121013L121014 [Copy](#)
External Identifier: ko8zv8dgd@broadcloudcalling.broadcloudpbx.com [Copy](#)

Calls for this user are sent to the Call Recording platform to be recorded. Call Recording for a user must also be configured on the Call Recording platform. Access the Call Recording Administrative Portal at <https://www.dubber.net/login>

Calls should be recorded
 Never
 Always
 Always with Pause/Resume
 Play recording start/stop announcement ⓘ
 Record voice messaging

Recording Reminder Tone
 Repeat Tone Every



Cisco Webex
Calling

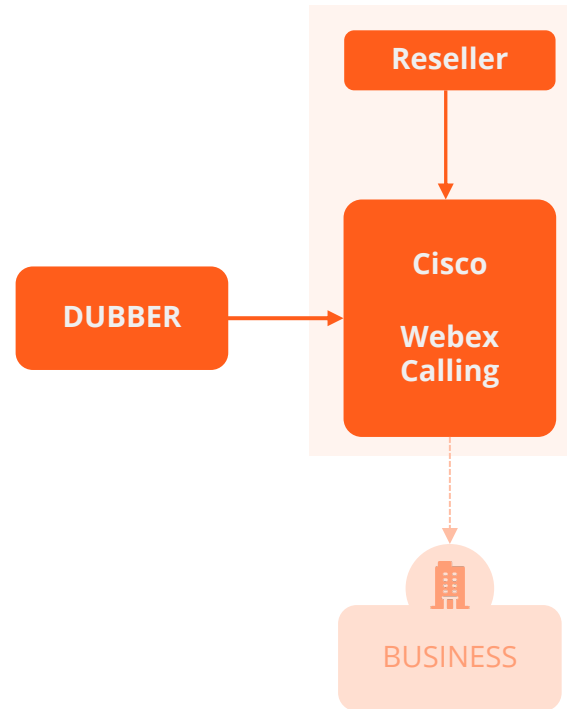
Dubber is connected at the core of the Cisco Webex Calling platform and available today. Stage 1 of availability is currently in place. Webex Calling is Cisco's global Cloud UC solution sold via the existing Cisco channels including resellers and service providers.

* Pipeline represents the number of users in active engagement with Dubber for a Dubber subscription to be utilised with the Cisco Webex Calling service.

Stage 1

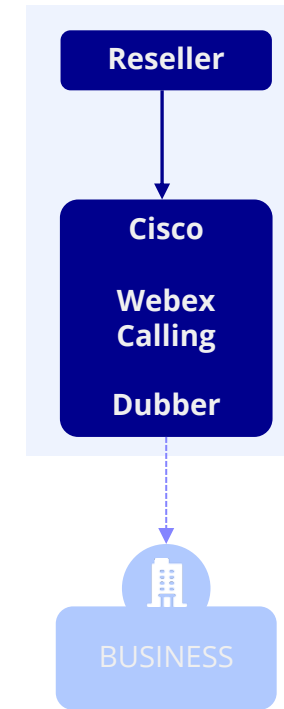
Cisco channel engage Dubber as part of the process.

59 Resellers already signed up to Dubber	95,000* Call recording subs in Dubber pipeline
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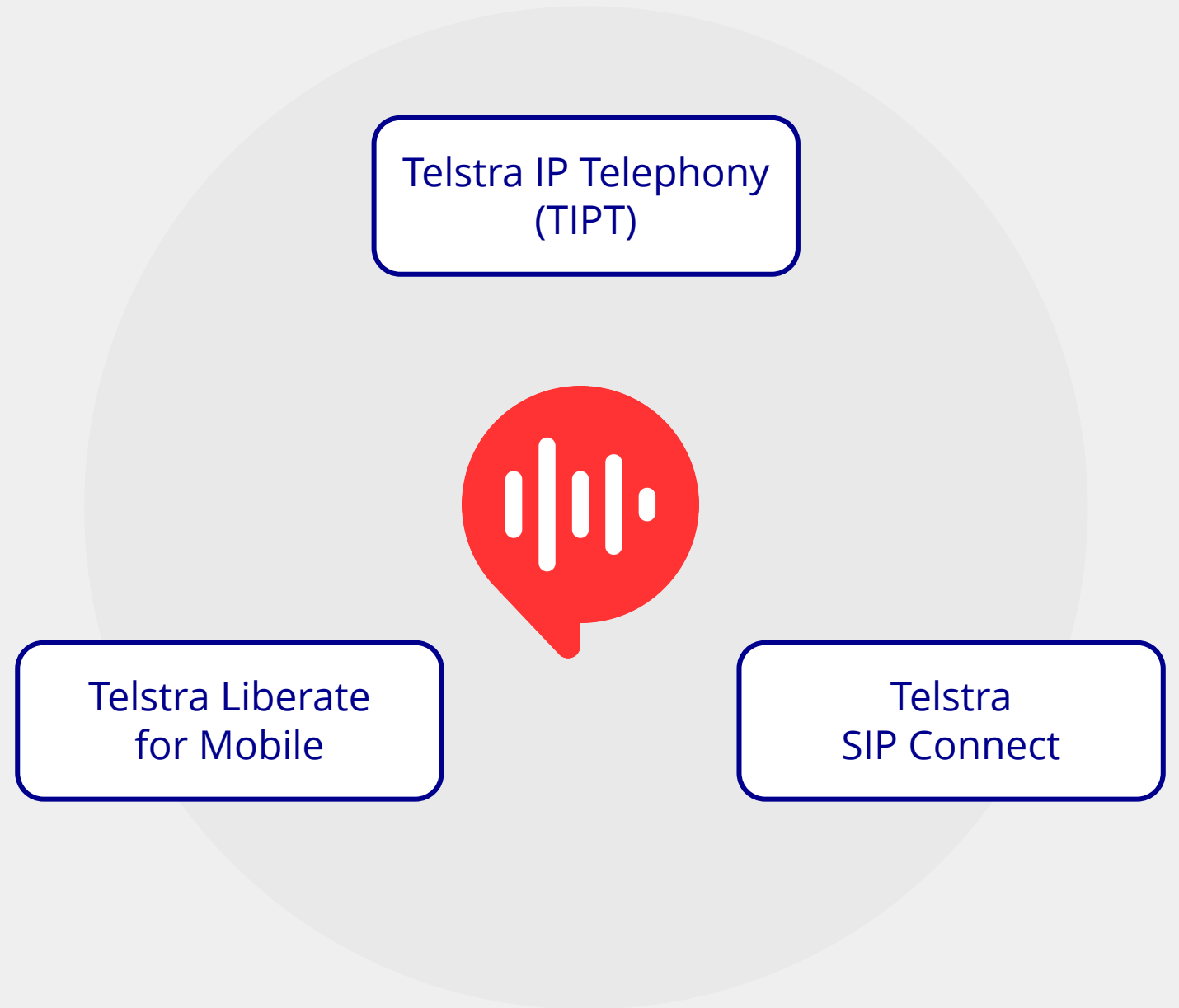
Stage 2

Cisco channel orders **Dubber** as part of the Webex Calling service via the Cisco order entry system.



Telstra

Dubber is connected to key networks for business and mobile users, enabling new and unique services for the Australian market.



Key metric highlights

Operating Revenue

 **125%**

1H FY20: **\$4.5m**

1H FY19: **\$2.0m**

Service Providers

 **34%**

December 2019: **123**

December 2018: **92**

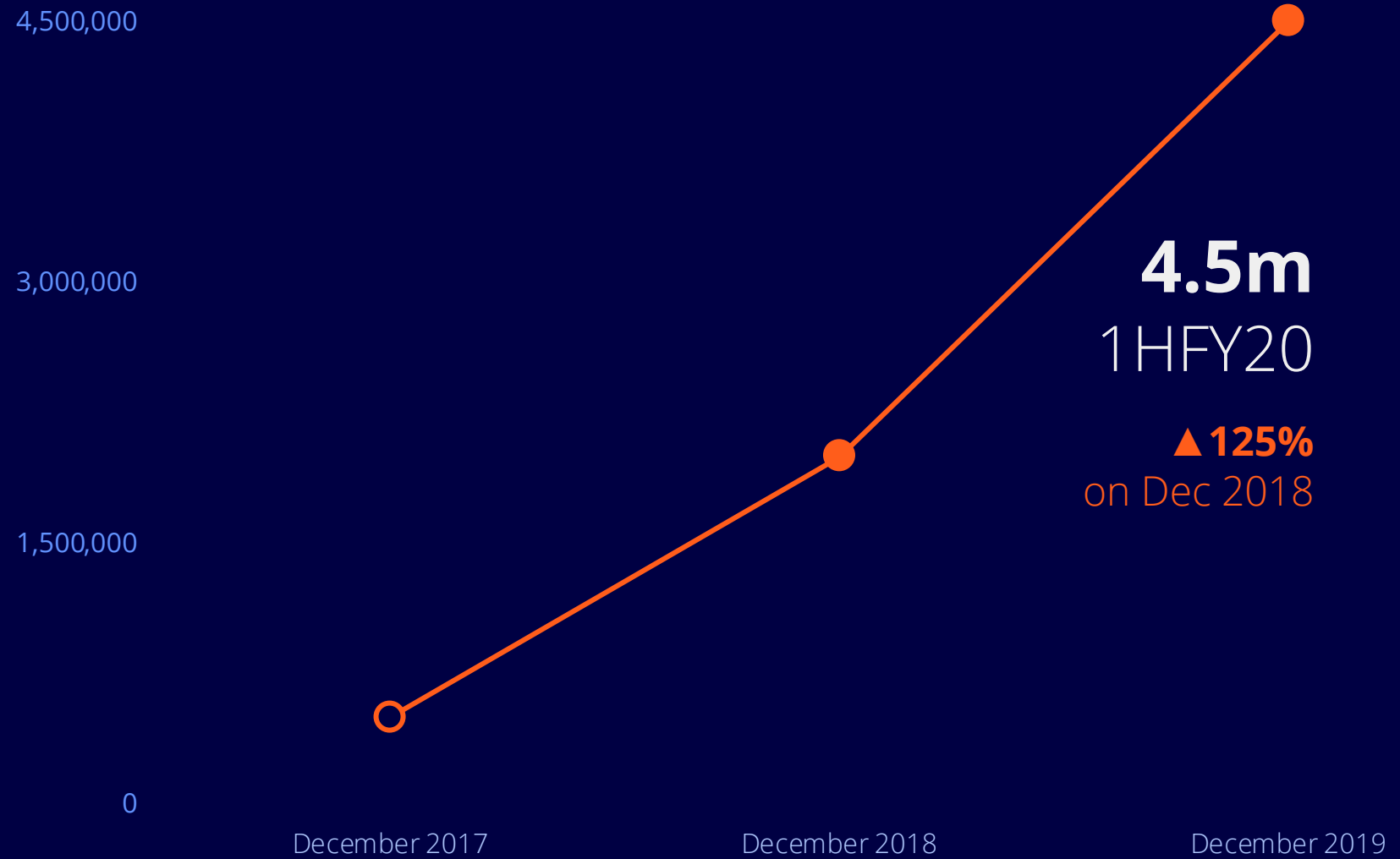
Service Provider Billing

 **86%**

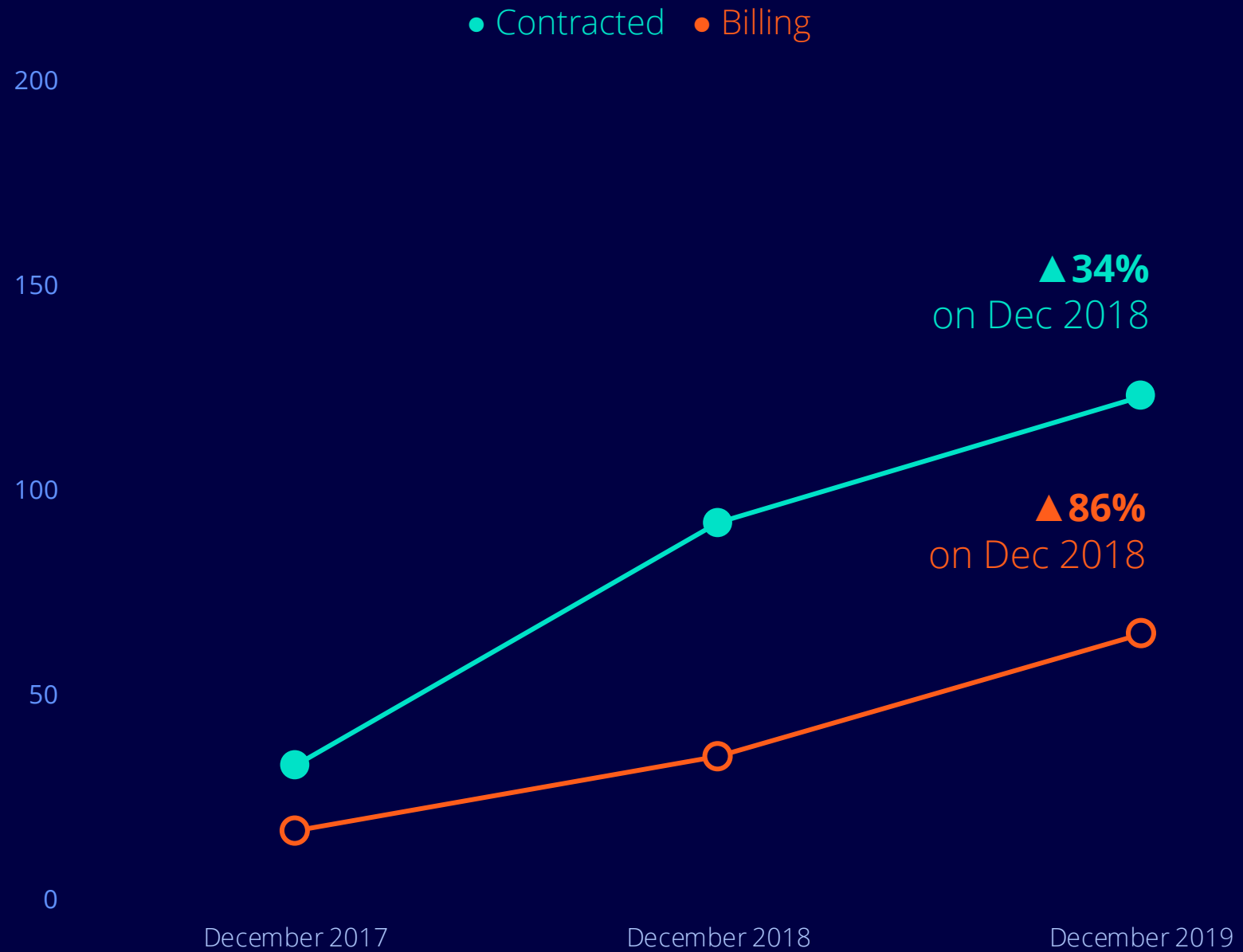
December 2019: **65**

December 2018: **35**

YOY Operating Revenue



Service Providers



Uniquely set up for global scale



Two growing markets; Call Recording & AI



Long tail of future revenue; integrating at network core, negligible churn



Significant operating leverage; cloud infrastructure and cost base



Global Sales Channel; via world class partnerships



Global Team in Place; 99 people across 4 continents

Corporate profile

ASX Ticker	DUB
Number of share on issue*	191.2m
Options on issue*	3.79m
Share price	77.5c
Market Cap	\$148.2M

* As at 26 March 2020

Board of Directors

- Peter Clare *Non-Executive Chairman*
- Steve McGovern *Managing Director*
- Peter Pawlowitsch *Non-Executive Director*
- Gerard Bongiorno *Non-Executive Director*



dubber.net

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