Annual General Meeting 2021

Investor Update

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Financial data

All dollar values are in Australian dollars ("$" or "A$" or "AUD") unless stated otherwise.

1 The Dubber Vision

End not knowing

We create cloud services inside the leading communications networks and unified communication solutions globally - enabling any business to unlock the potential of every conversation through AI-enriched conversational data

Founded
2011

ASX
Listed

200+
Employees

HQ
Melbourne, AU

Native & Cloud
Leader

>200% Market Cap
Growth On PCP

>160+
SP Networks Globally

Billions of Minutes
Recorded

Industry
Leading AI & NLP

API Connections
& Partnerships
(IBM, Cisco, Salesforce & more)

"By 2025, 75% of conversations at work will be recorded and analyzed, enabling the discovery of added organizational value or risk."

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Our Purpose:

To improve the way the world communicates and connects

Our Mission:

Dub every communications service in the world – voice, video, chat and more

Our Vision:

To unlock the power of voice data for Government, Service & Platform Providers, and Enterprises Globally

Our Focus:

Realising the potential of Voice data as a Service

1. DUBBER ON EVERY NETWORK AND COMMUNICATIONS SOLUTION GLOBALLY
   AI on every phone and end-point fueling the Voice Intelligence Cloud
2. WIN AND SERVE EFFICIENTLY WITH PARTNERS – DIRECT & CHANNEL
   Create network effects with every end-point and user creating incremental growth
3. AI POWERED INTELLIGENCE & INSIGHTS
   Create more value for customers than ever before through compliant Unified Call Recording data, connections and integrations

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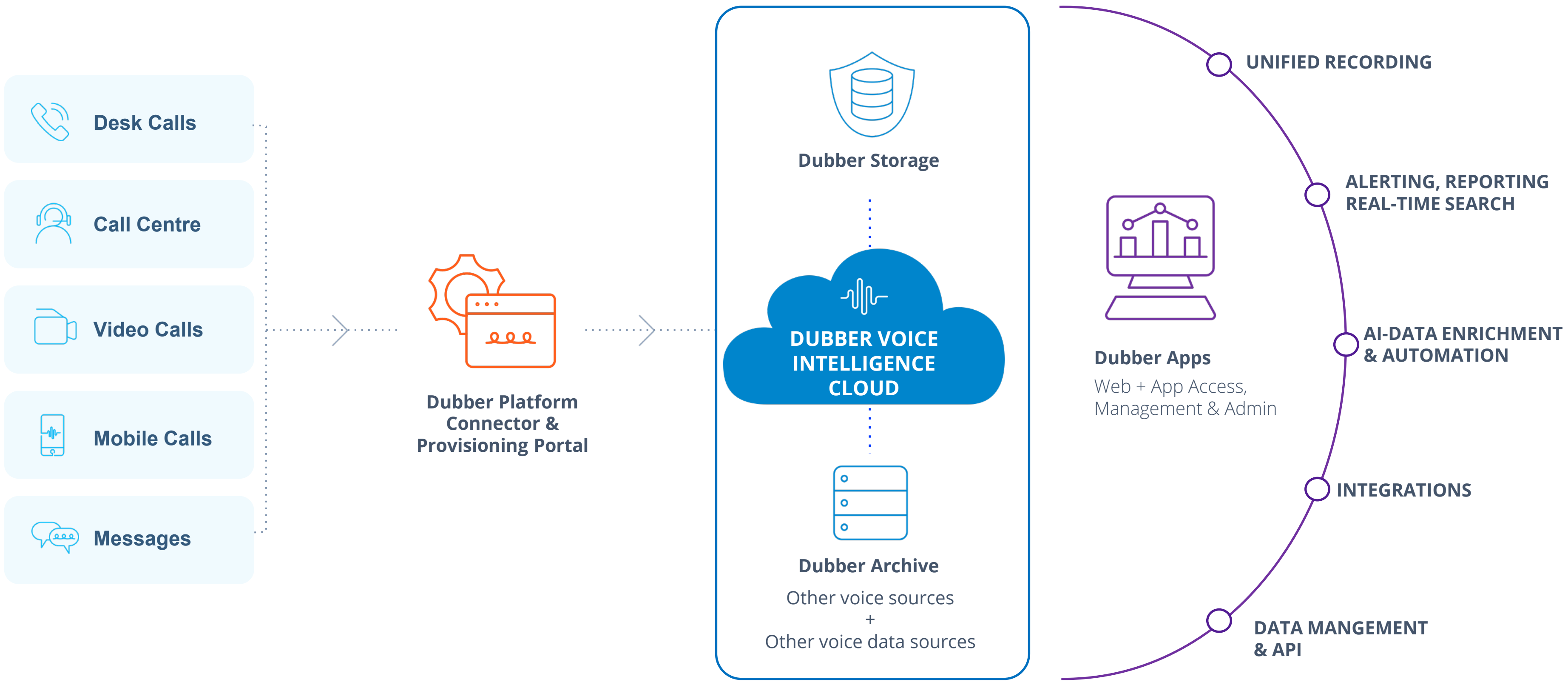
It Starts With Native Cloud Recording

Enabling service & solution providers to monetise voice connections

Capture & Convert from any end-point or service › Simple & Easy Provisioning on the Network › Voice converging on one platform. Enriched by AI › Rich and flexible features and advanced AI & API › Subscription services & new consumption models



Flexible Plans & Products

- **Dubber You**
- **Dubber Teams**
- **Dubber Premier**
- **Dubber UCR** Compliance Edition
- **Dubber Premier** Compliance Edition
- **Dubber Voice Intelligence Cloud** Compliance Edition

Native to the world's leading networks and solutions

160+ networks and solution partners globally

Zero hardware, network native, Cloud-first

Simple and easy deployment

ARR Growth Drivers

Dubber continues to drive industry-leading growth placing it as one of Australia's fastest growing SaaS companies.

We expect continued ARR growth through:

1. **Sticky product offering**, enhanced by Dubber Foundation Partner Program
2. **Increasing customer demand** for conversation recording, driven by compliance, customer experience and AI-enriched data insights
3. **Efficient customer acquisition** via both direct and indirect channels
4. **M&A** to add product capabilities and distribution channels
5. **New product development** driving ARPU expansion

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Foundation Partner Program

The Dubber Foundation Partner Program is a first of its kind program, enabling service providers (SPs) to cost effectively deploy Dubber as a key differentiator embedded within their services.

Dubber realises significant benefits from establishing these programs including:

- ✔ 100% penetration of customer base, available for up-sell
- ✔ Ability to engage directly with customers
- ✔ Long-term and deep relationship
- ✔ Instantly "switch-on" an entire customer base to Dubber Go call recording
- ✔ Seamless integration with Partners processes and billing engines
- ✔ Preferred status allowing Dubber to engage with Partners
- ✔ Immediate access to broader technology footprint as well as other service providers

Dubber Foundation Partner Flow

Dubber deployed on SP network
$ Platform subscription

'Dubber Go' service embedded as standard
$$ Dubber Go subscriptions

Up-sell and cross-sell
$$$$ Fully featured Dubber subscriptions

Dubber expanded onto additional networks
$$$$$ More services enabled with more subscriptions flowing

M&A Strategy

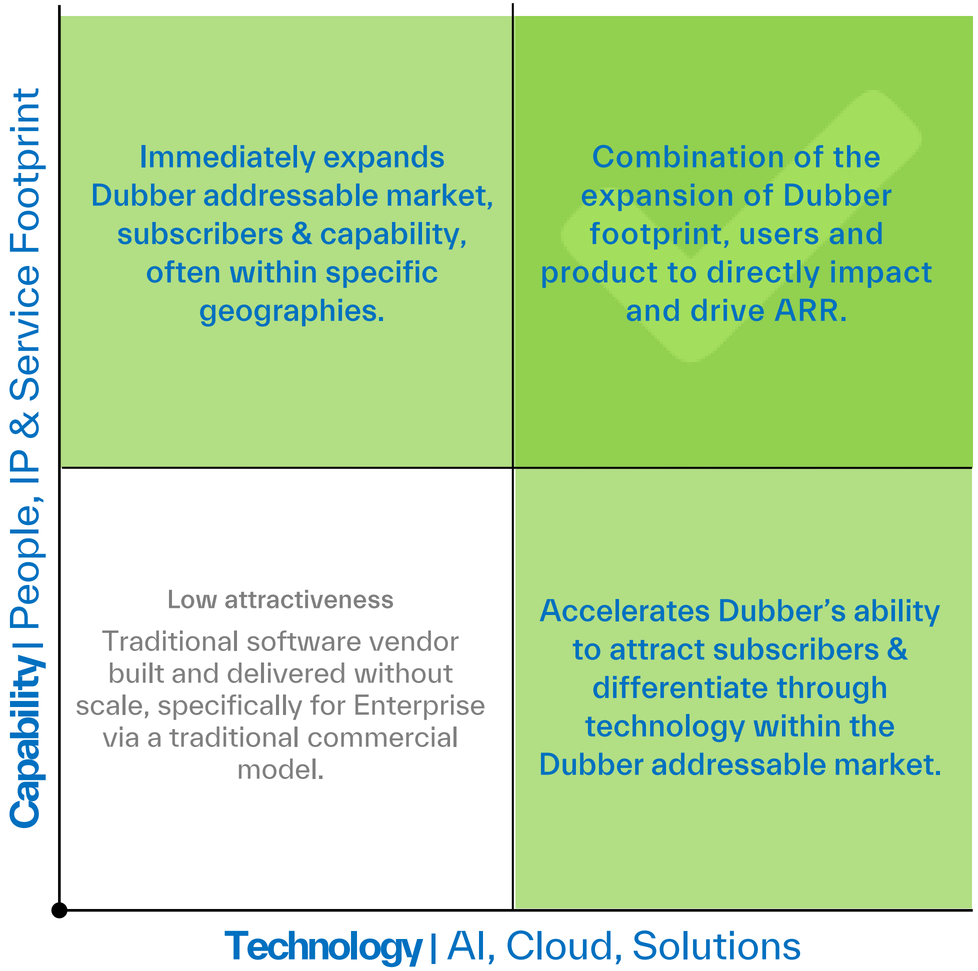
Targeted M&A accelerates pathway to ARR growth

Active opportunities in M&A expected to drive to conclusion adding:

1. Like for like revenue via service providers and subscribers while expanding the Dubber footprint
2. Technology to fast track Dubber product aspirations and increase Dubber differentiation within current service provider offering
3. Technology to increase subscription revenue through new functionality and by addressing new customer use cases

Dubber continues to actively assess M&A opportunities working with leading advisors to identify new sources of growth

...executed with focus on key criteria and global expansion



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2 Building on FY 2021

Building on FY 2021

ARR – Annualised Recurring Revenue

$39m

+142% PCP

SERVICE PROVIDERS & SOLUTIONS

Contracted	Billing
160	**105**
+16% PCP	+27% PCP

SUBSCRIBERS

420,000+

+118% PCP

CASH ON HAND

$32m

* +$110m capital raise (before costs)

A YEAR OF EXPANSIVE GROWTH

- **Exceeded Growth v Internal Targets by 25%+**
  The Company's primary ambition was to double the size of its business in terms of ARR, subscriptions and revenue generating resources
- **Capital Raise of $110m at $2.95 in July 2021*** strengthening our balance sheet enabling acceleration of growth via organic sales and strategic M&A
- **Dubber is the only option globally for UCR**
  with a unique capability enabling voice data to be captured across SP Networks + Cisco Webex, MS Teams & Zoom and managed in a 'single pane of glass.'
- **Acquisition of Speik**
  UK based Company bringing Mobile Voice Recording and PCI Payments services, accretive revenue and core employee capability.
- **Acquisition of Notiv**
  enabling network calls to be converted into notes in real time and developing our AI capability with a world class team.
- **Launched Foundation Partner Program**
  first-of-a-kind model for enabling AI on every Telco and UC provider end-point- Cisco as first partner for Webex.
- **Dubber as a 'Destination Company'**
  enabling key executive recruitment across APAC, EMEA and NALA

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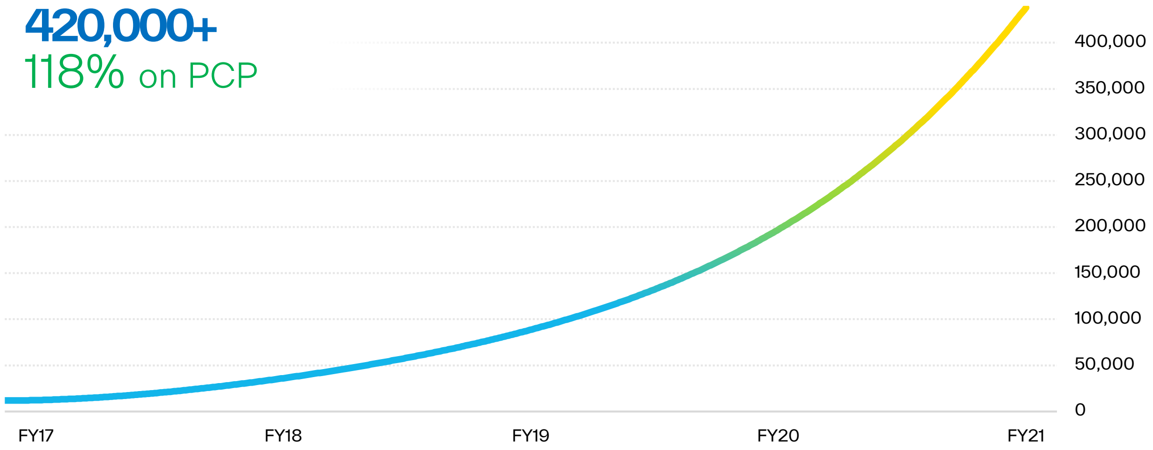
Building on FY 2021 - Key Growth Metrics

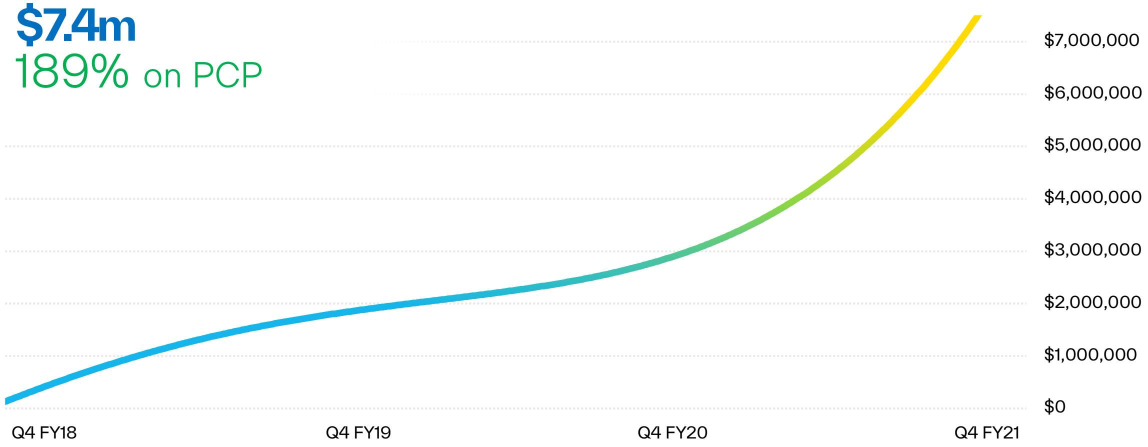
Subscribers | FY21

420,000+
118% on PCP



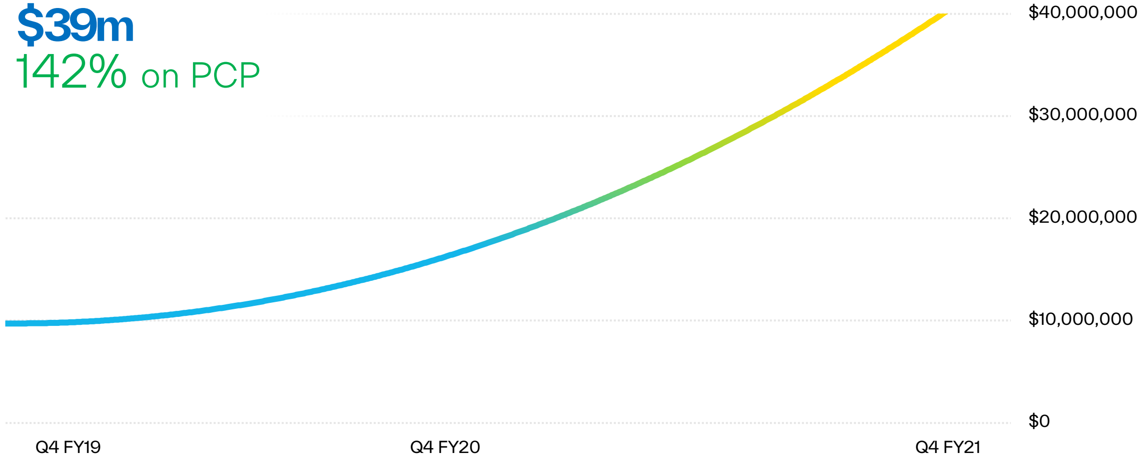
Revenue | Q4 FY21

$7.4m
189% on PCP



Annualised Recurring Revenue (ARR) | FY21

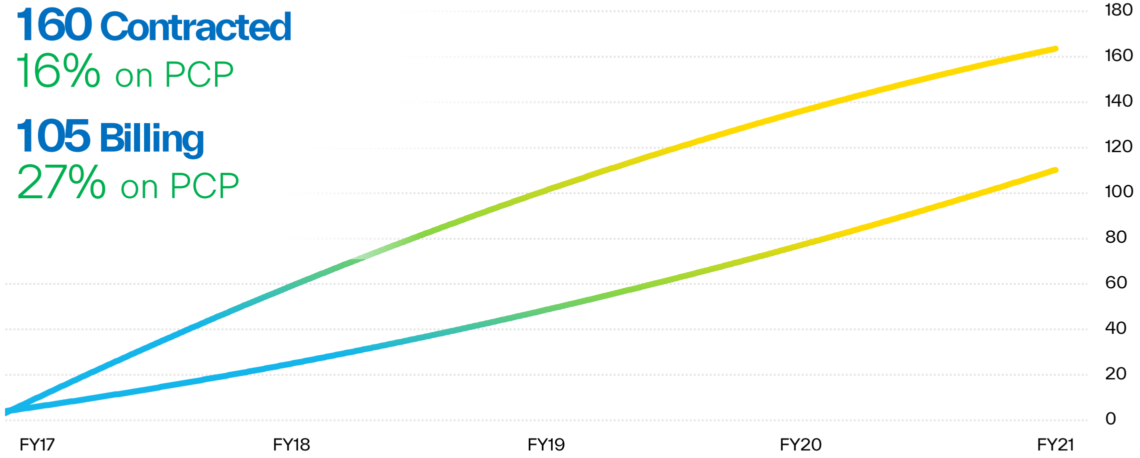
$39m
142% on PCP



Service Providers & Solutions | FY21

160 Contracted
16% on PCP

105 Billing
27% on PCP



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Q1 FY 2022

ARR – Annualised Recurring Revenue

$43.5m

+140% PCP

SERVICE PROVIDERS & SOLUTIONS

Contracted	Billing
165	**108**
+16% PCP	+24% PCP

SUBSCRIBERS

450,000+

+98% PCP

CASH ON HAND

$126m

REVENUE: Q1 FY22

$8.1m

+149% PCP

OPERATING CASH RECEIPTS: Q1 FY22

$9.1m

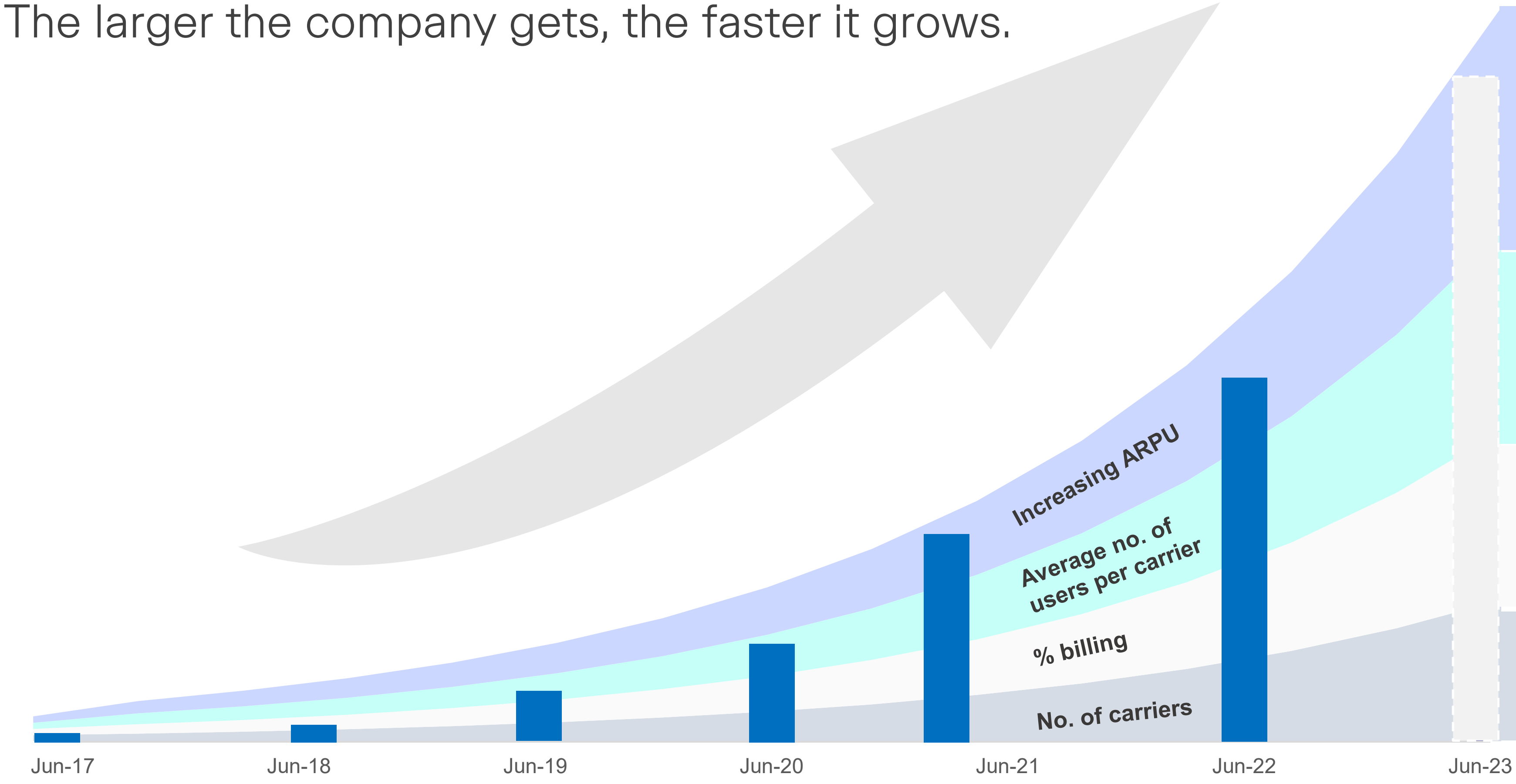
+231% PCP

WHAT'S NEXT

- **Continued Growth of ARR**
  The Company has established an underlying quarterly revenue growth 'run rate' augmented by M&A activity and Foundation Partner Programmes.
- **Expansion of Network Footprint**
  deployment of the Dubber platform into mobile networks and Foundation Partner Programmes leading to a pre-eminent position for Unified Call Recording.
- **Deployment of Leading & Disruptive Product Layers**
  providing value to SPs and users by turning network calls into content and enabling new use cases across a broad Total Addressable Market (TAM)
- **Establishing the Brand as a Global Leader**
  SPs see value in the Dubber brand for its unique capabilities starting with UCR.
- **Building the Company**
  Dubber is in a position to appoint global leaders to the executive and board team.
- **Building the Corporate Profile**
  building on processes and strategies which create value for all stakeholders including employees, commercial partners and shareholders.

Outlook: Accelerating Our Revenue Momentum

Dubber has built a 4-layered network effect.
The larger the company gets, the faster it grows.



Strategic & accretive M&A
Immediate opportunity to broaden distribution footprint and accelerate new product development attracting more service providers and subscribers.

Expand Dubber universe of solutions
Continuously add new functionality. Address more and more conversational end-points, enhancing AI-enriched data sets.

Foundation Partner Program
Instantly "switch-on" customer base. Introduce end-user to universe of Dubber Solutions. Expand to new services and customers.

Significant & growing TAM*
Accelerating cloud adoption. Growth of distributed communications. Customer migration from legacy call recording solutions.

* Total Addressable Market

Thank you

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