



ASX Announcement

ASX: DUB

28 February 2023

Business re-structure to achieve goals from reduced cost base

Dubber Corporation Ltd (ASX: DUB) (**Dubber** or **Company**) has completed a review of efficiencies and costs across its global operations and will implement a restructure of its business.

Dubber's unique business model and core strategy is that its platform is designed to capture communications across service provider networks and convert those communications into useable and accessible data.

The Company has experienced significant growth in recent years, investing substantially in its technology and product offering, and expanding its global team both organically and through M&A activity. This growth was driven by strong demand for new technology from telecommunications service providers and the broader business market. It was during this period of demand that the Company expanded its operations to the broader addressable market, beyond the provision of services to its service provider customers.

Advancements within the telecommunications industry, in particular for service providers, such as the substantial investment in 5G mobile and the global push to Unified Communication solutions (for example Cisco Webex and Microsoft Teams) present an unprecedented opportunity for Dubber at a time when the Company has invested in bringing its AI capability into production. The demand for recording services remains strong and is enhanced by the delivery of a 'production line' of revenue accretive AI features and subscriptions from the Dubber Platform for new and existing service provider customers.

Dubber's core strategy is providing a unique platform for services providers globally for which there is unprecedented demand. The business review highlighted that, by re-aligning its operations more closely to its core strategy, the Company will be in a stronger position to achieve its stated goals off a substantially reduced cost base, with sales, marketing, product and technology activities being more focused, efficient and closely aligned to Dubber's core strategy in lieu of a broader market approach.

In light of this, the Company has committed to implementing a restructure of its business with a clear focus on the growth opportunity within its core strategy. This is expected to deliver in excess of \$5 million in savings per quarter without impacting the Company's revenue growth potential or customer service.

Savings will be delivered by a broad range of synergies achieved from recent acquisitions and efficiency initiatives that include, regrettably, a reduction in personnel with redundancies to follow across a number of teams globally.

The restructure process will commence immediately with substantial cost savings to be made this current quarter. Full savings are to be realised in subsequent quarters. It will form a strong foundation for Dubber to become cashflow positive without utilising all existing cash reserves.

The Company continues to monitor cashflow closely and be responsive to market conditions in respect of the appropriate level of capital investment in the business.



Steve McGovern, CEO, Dubber: “The review and restructure announced today highlight our primary focus and commitment to our Service Provider partners. We’ve invested in providing a world class platform built specifically for the scale of Service Provider networks and are now streamlining delivery of products built on the Dubber Platform to accelerate the growth and commercial benefits to them. Having recently engaged with many of our Tier 1 Services Provider partners in the UK, Europe and North America, this confirms my confidence in the Company’s strategy.

“We have not gone into this lightly. I understand and appreciate the sensitivity for our colleagues who are impacted by the restructure.

“The restructure will solidify our future, continue to expand our global footprint and provide a clear focus and benefit to the Company and Service Provider partners.”

This announcement has been approved for release to ASX by the Company’s Board of Directors.

About Dubber:

Dubber enables Service Providers to unlock the potential of the network - turning every conversation into an exponential source of value for differentiated innovation, retention, and revenue. Listed on the ASX, Dubber is the clear market leader in conversational intelligence and unified recording - embedded at the heart of over 175 service provider networks.

For more information, please visit Dubber on www.dubber.net or contact:

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