



ASX Announcement  
ASX: DUB

4<sup>th</sup> October 2023

## Dubber Investor Event Presentation

Dubber Corporation Limited (ASX: DUB) (**Dubber** or **Company**), the conversation intelligence platform for Communication Service Providers, is pleased to release the presentation for the investor event being held today at the Company's Head Office in Melbourne at 11am.

Registration for attendance in person is now closed. However, registration for virtual attendance is still available up to 10 minutes prior to the event and can be accessed via the link <http://bit.ly/3PLsfCP>.

A recording of the event will be published to the ASX after the conclusion of the event.

The Investor Day presentation is attached to this filing.

This ASX release has been approved for release to ASX by the Dubber 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 conversational recording - embedded at the heart of over 205 Service Provider networks and services.

For more information, please visit Dubber on [www.dubber.net](http://www.dubber.net) or contact:

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# Investor Event Presentation

4 October 2023 | [dubber.net](https://dubber.net)





# Disclaimer

This document has been prepared by Dubber Corporation Limited (Dubber) for information purposes about Dubber and its subsidiary companies (Dubber Group). It has been prepared for use in conjunction with the FY23 Annual Report available on the Dubber investor website and the ASX platform (ASX:DUB) and should be read in conjunction with those materials.

The information contained in this document is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. In preparing and providing this document, Dubber has not considered the objectives, financial position or needs of any particular recipient. Dubber strongly suggests that investors consult a financial advisor prior to making an investment decision.

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This document may also include “forward-looking statements” within the meaning of securities laws of applicable jurisdictions. Forward looking statements can generally be identified by the use of the words “anticipate”, “believe”, “expect”, “project”, “forecast”, “estimate”, “likely”, “intend”, “should”, “could”, “may”, “target”, “plan”, “guideline”, “guidance” and other similar expressions. Indications of, and guidance on, revenue models, pricing, earnings and financial position and performance are also forward-looking statements. Such forward-looking statements are not guarantees of future pricing, performance and events, and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Dubber Group and their directors, officers, employees, contractors, agents and advisors, that may cause actual results to differ materially from those expressed or implied in such statement. Actual results, performance or achievements may vary materially from any projections and forward-looking statements and the assumptions on which those statements are based. In particular, any potential revenue opportunities and guideline pricing models set out in this document are based on certain assumptions which may in time prove to be false, inaccurate or incorrect. Readers are cautioned not to place undue reliance on forward looking statements and Dubber assumes no obligation to update such information.

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# Steve McGovern

## Chief Executive Officer





Dubber enables Partners to unlock the  
power of the network – turning every  
conversation into an exponential source  
of value for differentiated innovation,  
retention, and revenue.

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# Power of the Network



STREAM

CAPTURE

AI

CLOUD ARCHITECTURE

## CAPABILITIES

Dubber Moments: Complaints, Abuse, Sales Close, Call Categorisation, Call Summaries, Actions  
Insights, Advanced Transcription, Conversation Chapters, Sentiment, Communications Recording, Storage

## PACKAGES

◆ Dubber Go

● Dubber Recording

✦ Dubber Unified Capture

◆ Dubber Insights

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# Global Platform

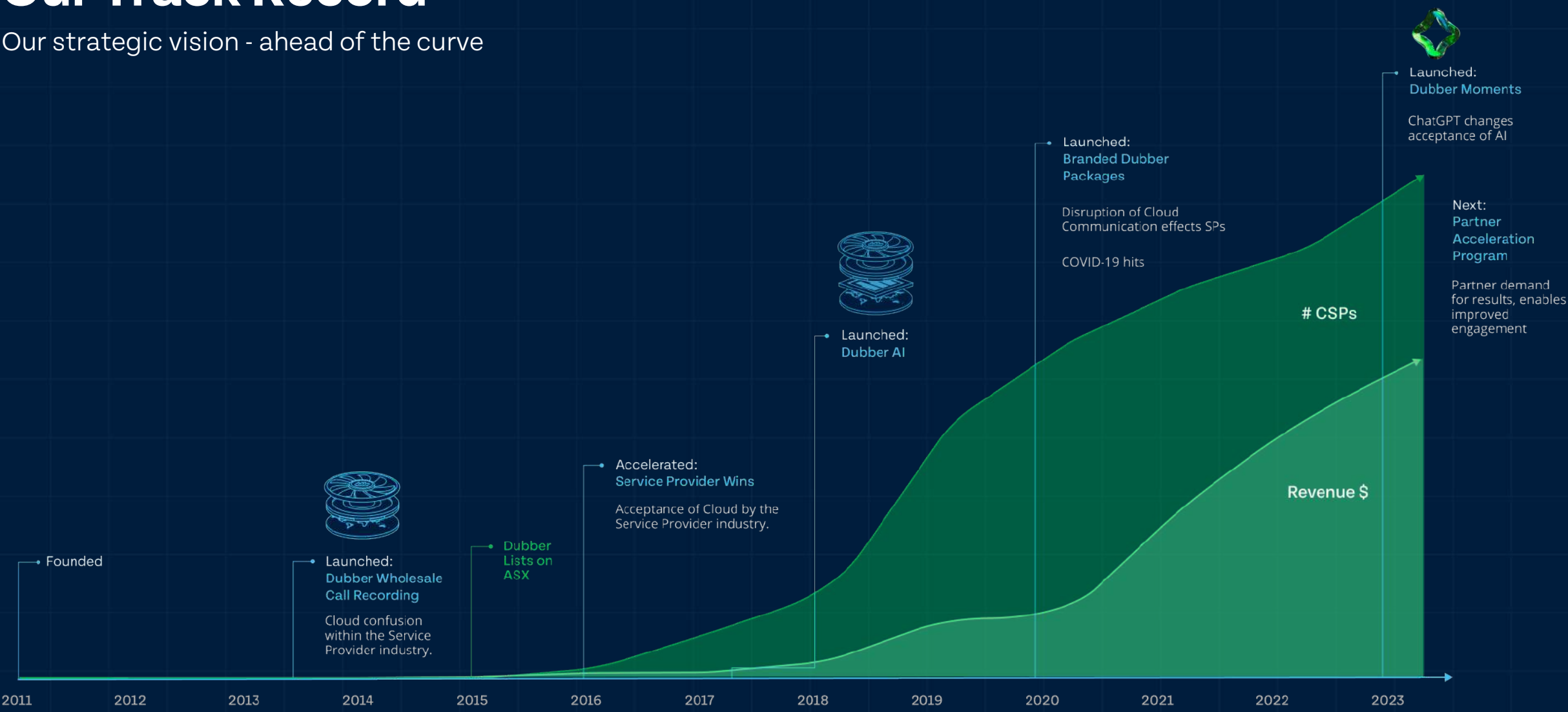


GLOBAL MULTI-CLOUD ECOSYSTEM

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# Our Track Record

Our strategic vision - ahead of the curve





# Partner Acceleration Program

Improved engagement with Dubber drives value



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# Russell Evans

## Chief Revenue Officer





redcentric

# Wholesale Call Recording



CAPTURE

PACKAGE

● Dubber Recording

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# Kieran Brady

Group Sales, Marketing & Services  
Management Director, Redcentric

*dubber* redcentric



Mobile

UC

Voice

Video

zoom



webex  
by CISCO



CAPTURE

PACKAGE

## Next step in Conversation Capture

dubber



Dubber Unified Capture





# Kelly Lyons

Global Product Manager for  
Telephony and Contact Centre  
Solutions, Flight Centre Travel Group

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# Jon Martin

Meetings and Calling Portfolio Director,  
BT Business



# The Core Themes from Partners



## Light Touch

Dubber Recording and Unified Capture is cornerstone to our Partner relationships

## Broad Appeal

Call recording via our partners are sold from SMB to the largest of enterprises

## AI Will Be On All Phones

All Partners are seeing the opportunity in Dubber Moments

## Utilising the Sales Channel

Opportunity to empower the significant sales resources of our partners



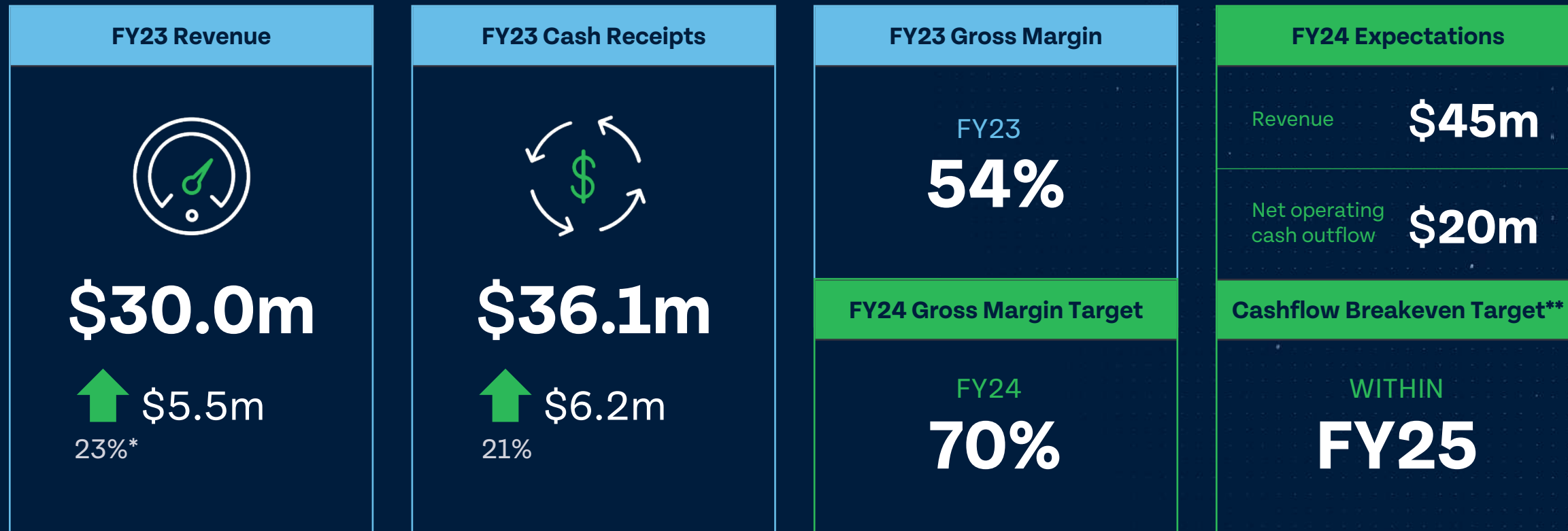


# Andrew Demery

## Chief Financial Officer



# Financial Outcomes from Conversation Capture



\* Adjusted Revenue Growth of 23% excludes \$8.1m variable revenue reversal in FY22 which relates to periods prior to FY22

\*\* Assuming no material changes to trading conditions or strategy





# Neil Wilson

## Chairman Dubber Corporation



# Best AI Product in Telecom

CogX Awards – Best AI  
Product in Telecom

Won by Dubber Moments

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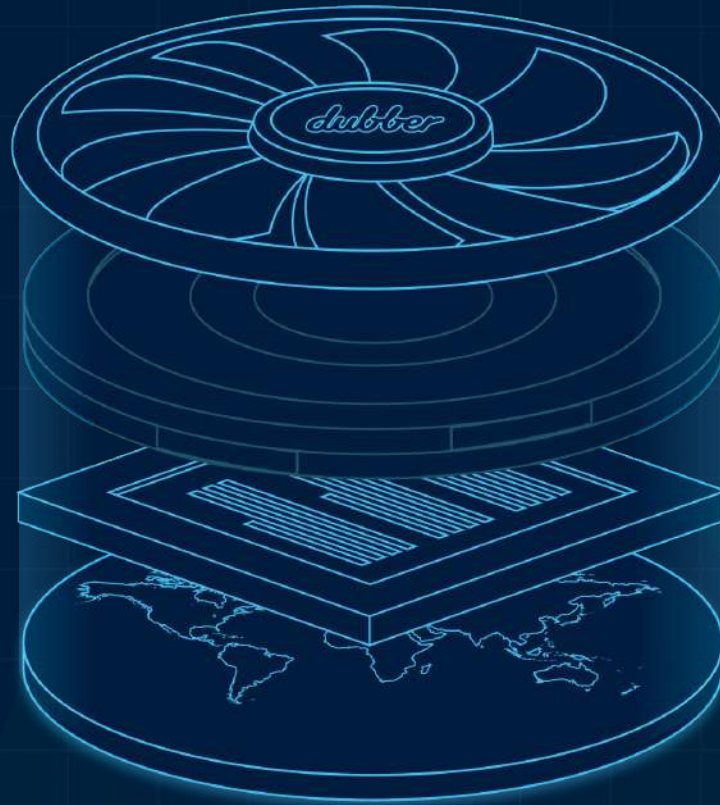
**Steve Willson**  
Chief Technology Officer

&

**Dr. Iain McCowan**  
Director, R&D & AI



# Conversation Intelligence



AI

## CAPABILITIES

Dubber Moments: Complaints, Abuse, Sales Close, Call  
Categorisation, Conversation Summaries, Actions, Insights,  
Advanced Transcription, Tone, Conversation Chapters, Sentiment

## PACKAGE

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 **Dubber Insights**

# What Makes **Moments** Unique?



We use AI to identify  
a **moment** within a  
conversation



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We use AI to identify  
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We gain a deeper  
understanding of the  
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of the entire conversation

# What Makes **Moments** Unique?



We use AI to identify a **moment** within a conversation



We gain a deeper understanding of the **moment** within the context of the entire conversation



We connect **moments** across all conversations to deliver insights that help make informed business decisions

# Designed to Drive **Broad Business Appeal**



We design **Moments** aligned with specific **themes**, and through these themes deliver comprehensive solutions that **appeal to broad areas of a business.**

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# Our Themes



Focusing on areas of opportunities within business where conversation intelligence can add immediate value:



**Voice of Customer**



**Employee Safety &  
Wellbeing**



**Sales Performance**



**Security & Compliance**



## Voice of Customer

Understanding and responding to customer needs and feedback

Complaints

Customer Advocacy

Service Delivery



## Employee Safety & Wellbeing

Physical, mental, and emotional health of employees

Abuse



## Sales Performance

Efficiency, effectiveness of the organisation's sales operations

Sales Close

Offer Discussion

Handling Objections







# Jeffrey Griffith

Deputy General Manager,  
Devonport City Council

*dubber*



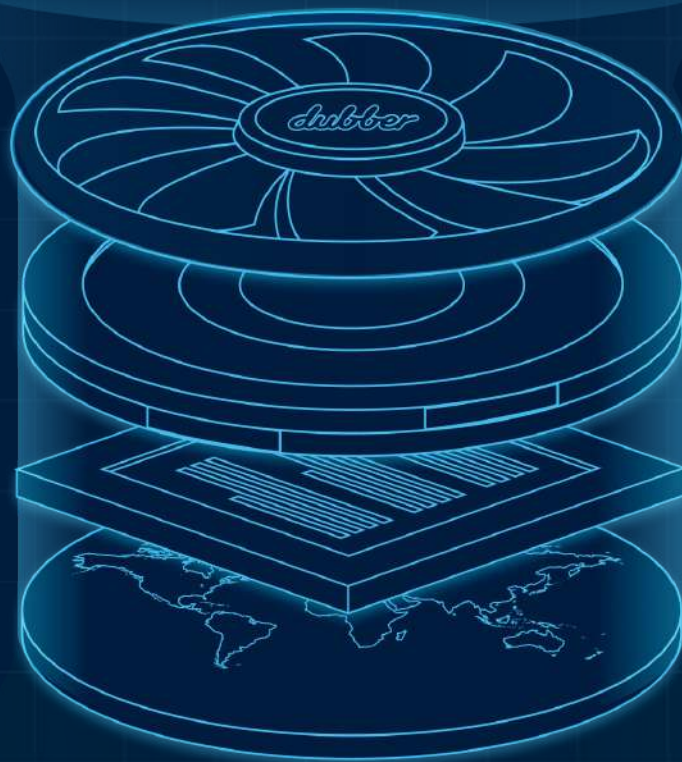


Webex Calling

Webex Contact Centre

CUCM

# Strategic Relationships



STREAM

CAPTURE

AI

CLOUD ARCHITECTURE

PACKAGES

◆ Dubber Go

● Dubber Recording

✦ Dubber Unified Capture

✦ Dubber Insights

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# Jamie Palmer

Director of Webex Strategy,  
Cisco

# DP Venkatesh

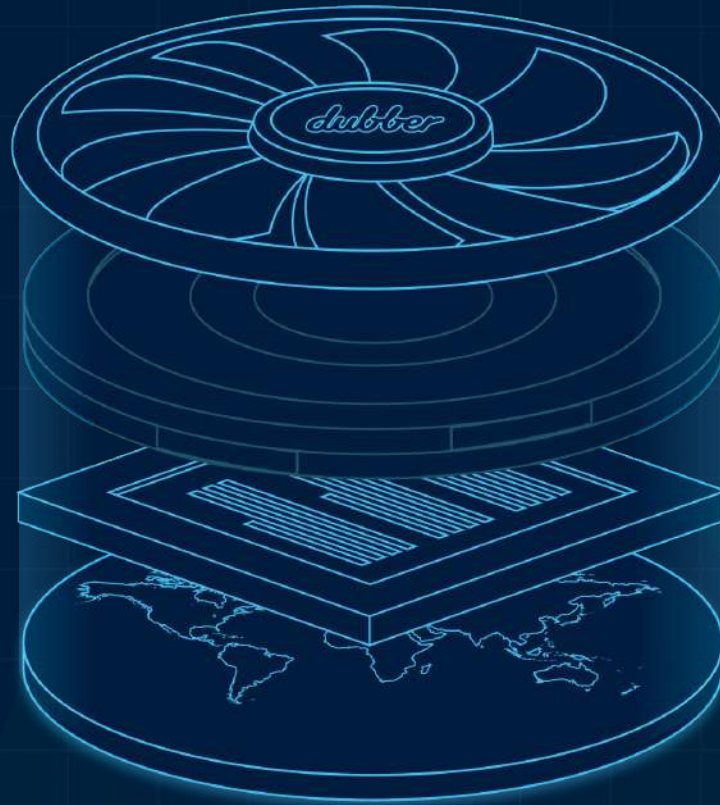
Chief Growth Officer,  
Cisco Collaboration

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 **webex**  
by **CISCO**



# Conversation Intelligence



AI

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## PACKAGE

 **Network Feature**

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# Zorawar Singh

VP of Product for Enterprises and Businesses, Optus

*dubber* **OPTUS**



**Steve McGovern**  
Chief Executive Officer

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# Wrap Up



- There is a clear requirement in the market for call capture and AI services on the network
- Dubber is the only cloud based, out-of-the-box solution for CSP Partners addressing this need
- Our products are well developed, deployed, and resonating with our partners.
- The addressable market for Dubber across global networks is significant
- Our 205+ partners gives the business a significant competitive moat
- We remain confident in achieving our FY24 financial expectations previously communicated





# Thank you

## Melbourne (HQ)

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visit [dubber.net](https://dubber.net) for more