



Company Presentation

Building a global Platform as a Service (PaaS) business

Transforming call recording to the cloud

World's only call recording
Platform as a Service for
telecommunications providers.



What we do

We are the only platform which provides a telco with the ability to capture voice data across an entire network

We provide highly functional call and communication recording which can be managed on any device and integrate into other applications

We provide an intelligence suite 'Zoe' which provides analytics tools to extract value from the embedded data

We provide the ability to manage a phone call "Playback" like never before ... fast forward/rewind/ pause/resume/integrate/share ...

We are a telco network feature not an Over The Top (OTT) application

We create a content rich data- set with unlimited monetising user cases

Key investment considerations

Telecommunications industry moving to the Cloud; Dubber has pole position with world leaders – eg AT&T Collaborate

Global service for BroadCloud – every user enabled for Dubber –targeting availability December 2017

Growing monthly users and SaaS revenues

Big Data analytics growth potential

Strong barriers to entry- once on a telco network, difficult to remove

Changes in financial services regulations driving global growth

Capital Structure

Trading Information

| | |
|---------------------------|----------|
| ASX ticker | DUB |
| Number of shares on issue | 116.9m |
| Options on issue | 9.77m |
| Share price | \$0.37 |
| Market capitalisation | \$43.25m |

Board of Directors

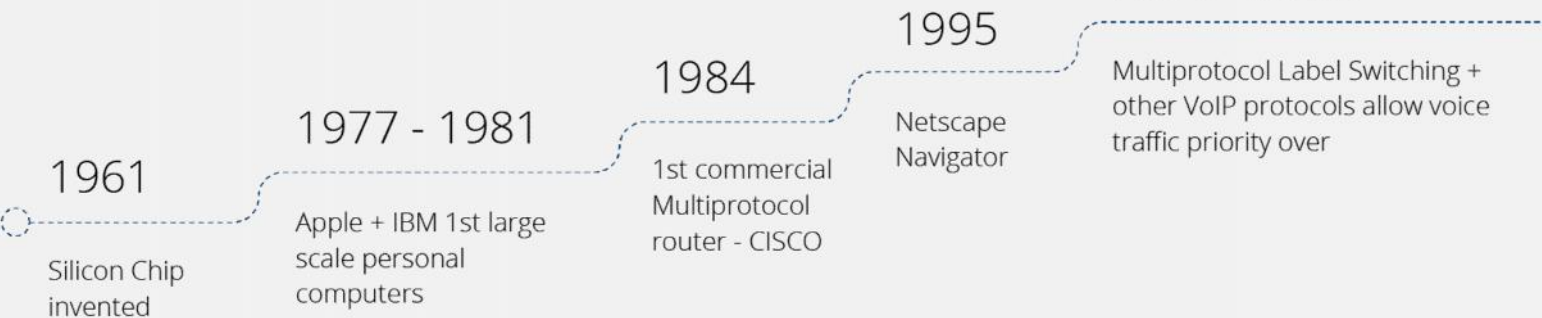
Peter Clare – Non-Executive Chairman (elect)
Peter Pawlowitsch - Non-Executive Director
Steve McGovern - Managing Director
Gerard Bongiorno - Non-Executive Director



Telecommunications: An industry in transition

Telco, computing and internet are converging in the Cloud

Telecommunications



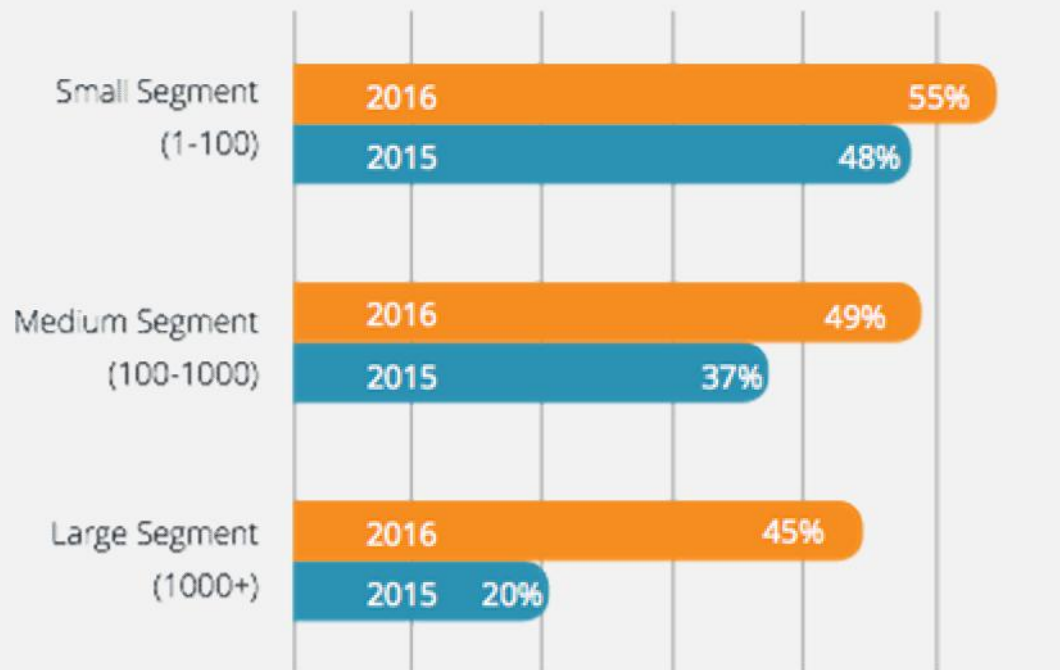
Cloud



Computing + internet

Cloud Unified Communications Growth Accelerating Rapidly

Survey Results - Expected 2020 Cloud PBX/UC Share of Shipments*



*composite results

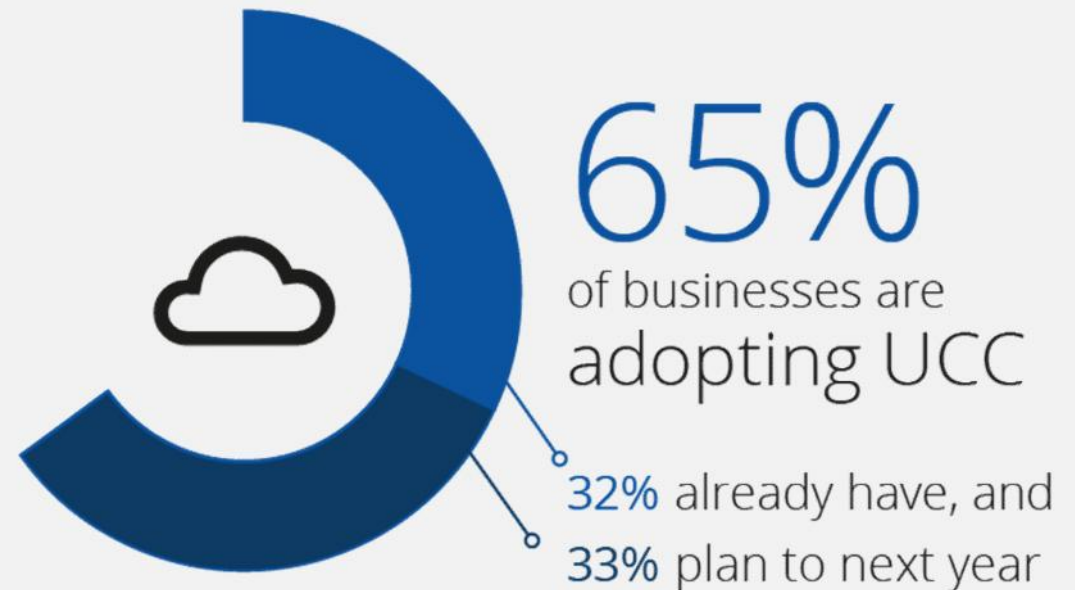
The 2016 estimates for cloud UC growth are substantially higher than 2015, especially in the large and medium enterprise segment.

Respondents forecast cloud UC share of overall shipments at 51% by 2020. The increased estimate indicates that cloud UC will overtake premise based shipments in three years.

Transforming call recording to the cloud

Frost & Sullivan research reveals that companies are embracing cloud-based unified communications and collaboration (UCC) services.

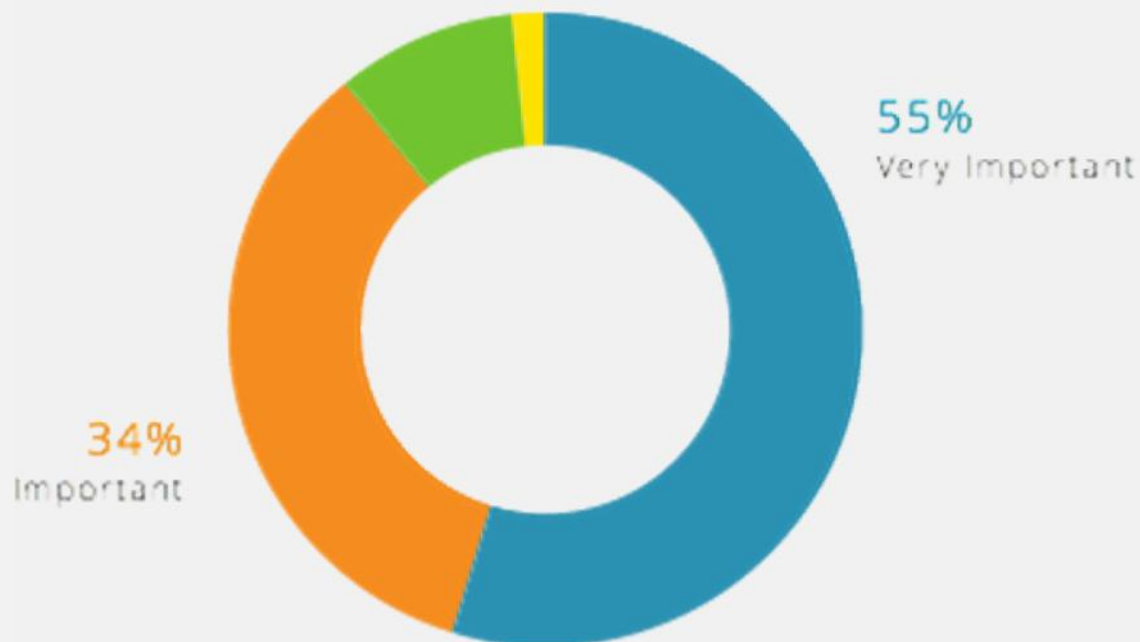
A recent Frost & Sullivan survey of almost 2,000 IT decision makers around the world shows that 32% have already deployed UCC tools in the cloud, and another 33% expect to do so in the next year.



Source: *Frost and Sullivan digital transformation: SERVICE PROVIDERS: ARE YOU PREPARED FOR THE SAAS REVOLUTION?*

Mobile - integration is the key to the future and it needs to be native

Importance of Native (non-VoIP) Mobile Device Experience



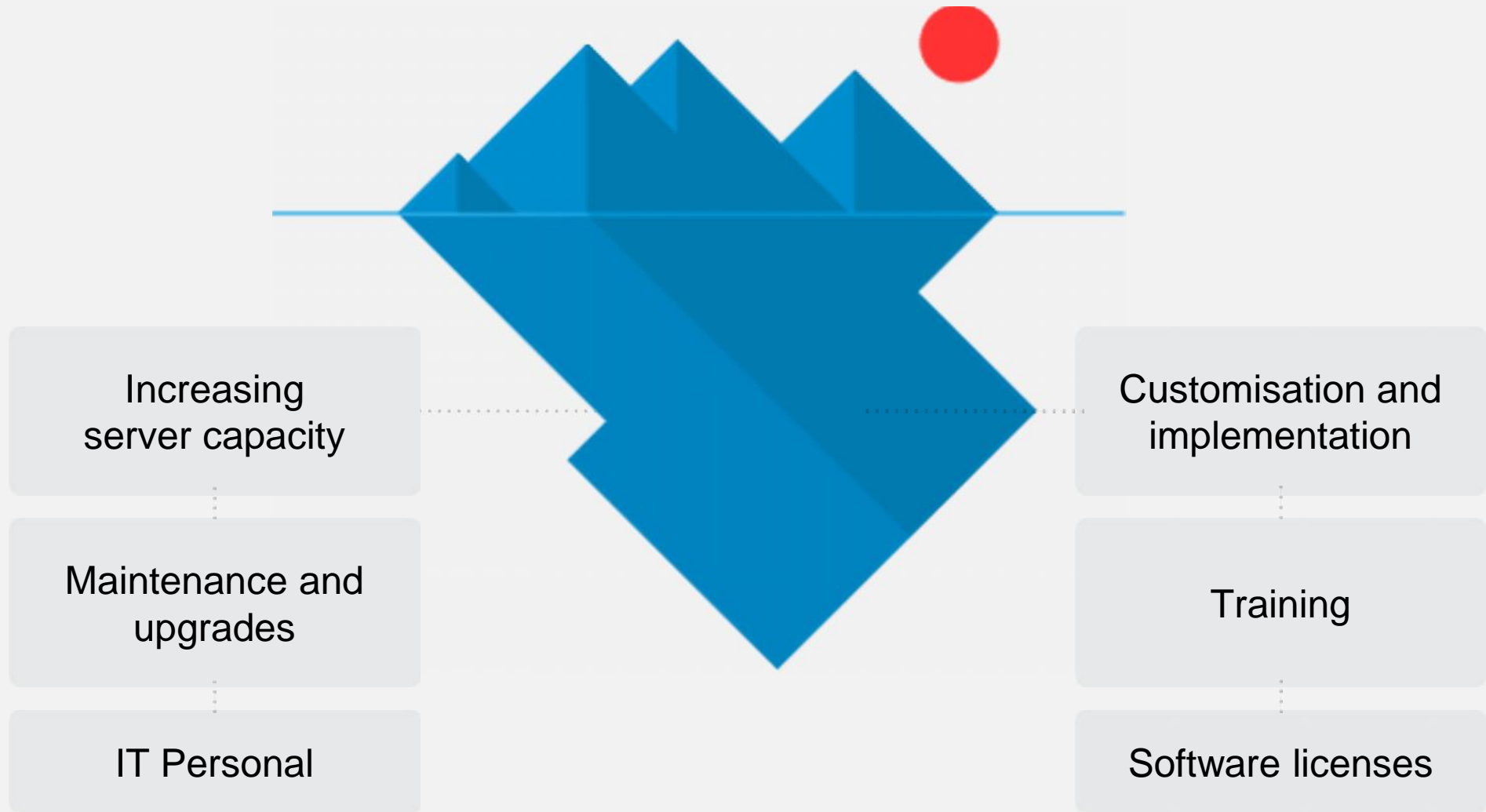
By **2020**, respondents expect mobile-only UC adoption in businesses across the globe to reach **41%**

Fixed-mobile convergence is expected to reach **49%**

89% believe native* mobile (non-VoIP) UC experience is important to very important to end users

Source: *Broadsoft Future of Work Survey: Connections 2016*

Traditional Call Recording



Multi-Billion dollar industry and growing



Regulators increasing the need for call recording.

For example in the EU Markets in Financial Instruments Directive (MiFID II) come into effect in **January 2018** requiring investment firms to record telephone conversations and electronic communications relating to own account and clients' transactions.

In the US, such regulations have been in place for some time on the Dodd-Frank act.

Source: Aesir Capital Research Report March 2017

The move to Cloud – not all the same

Hosted cloud

VS



Off premise version of the traditional on premise solution

More capacity = more servers

Unlimited storage

Unlimited scalability

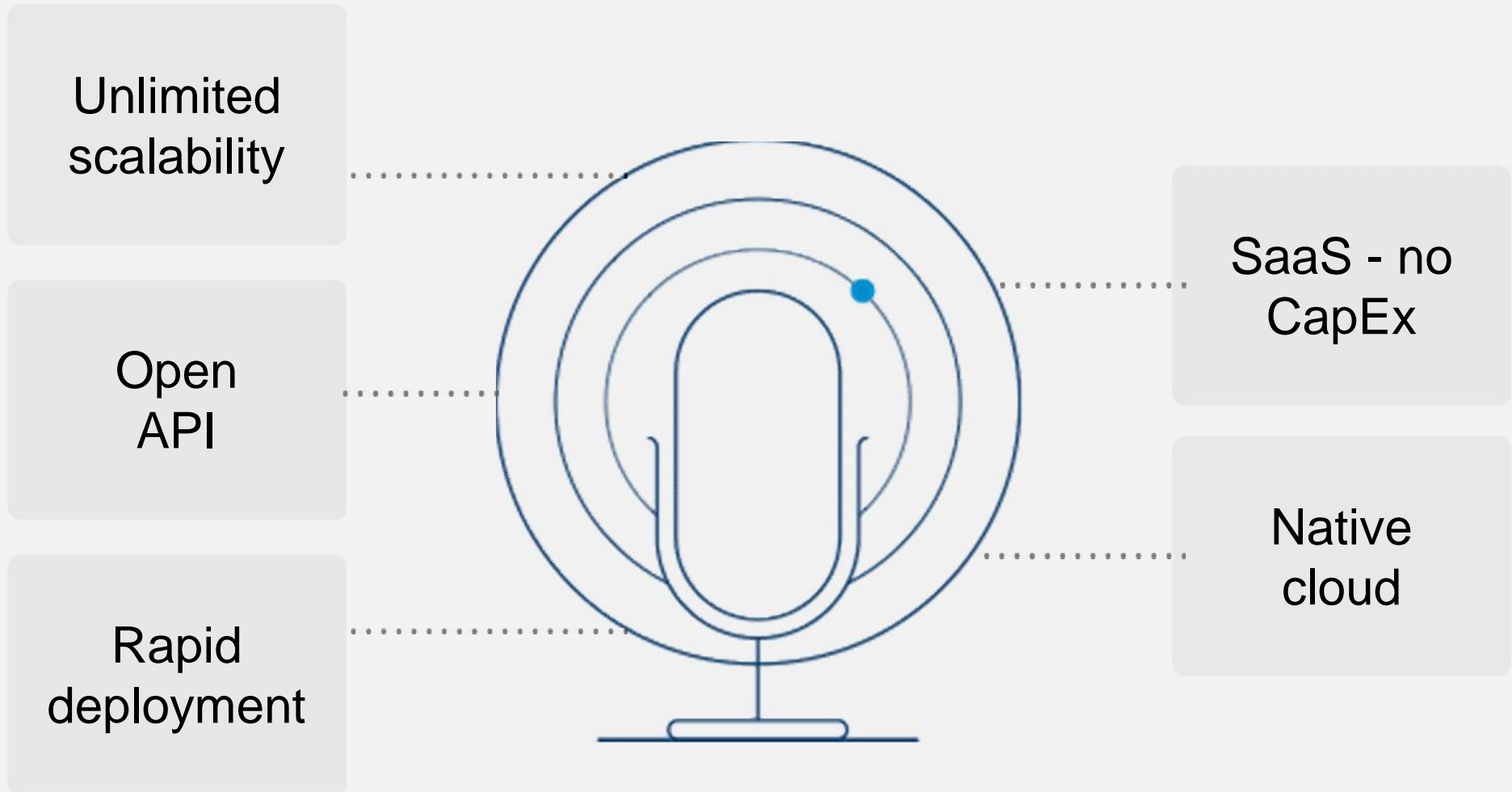
Encrypted and secure

Agile deployment

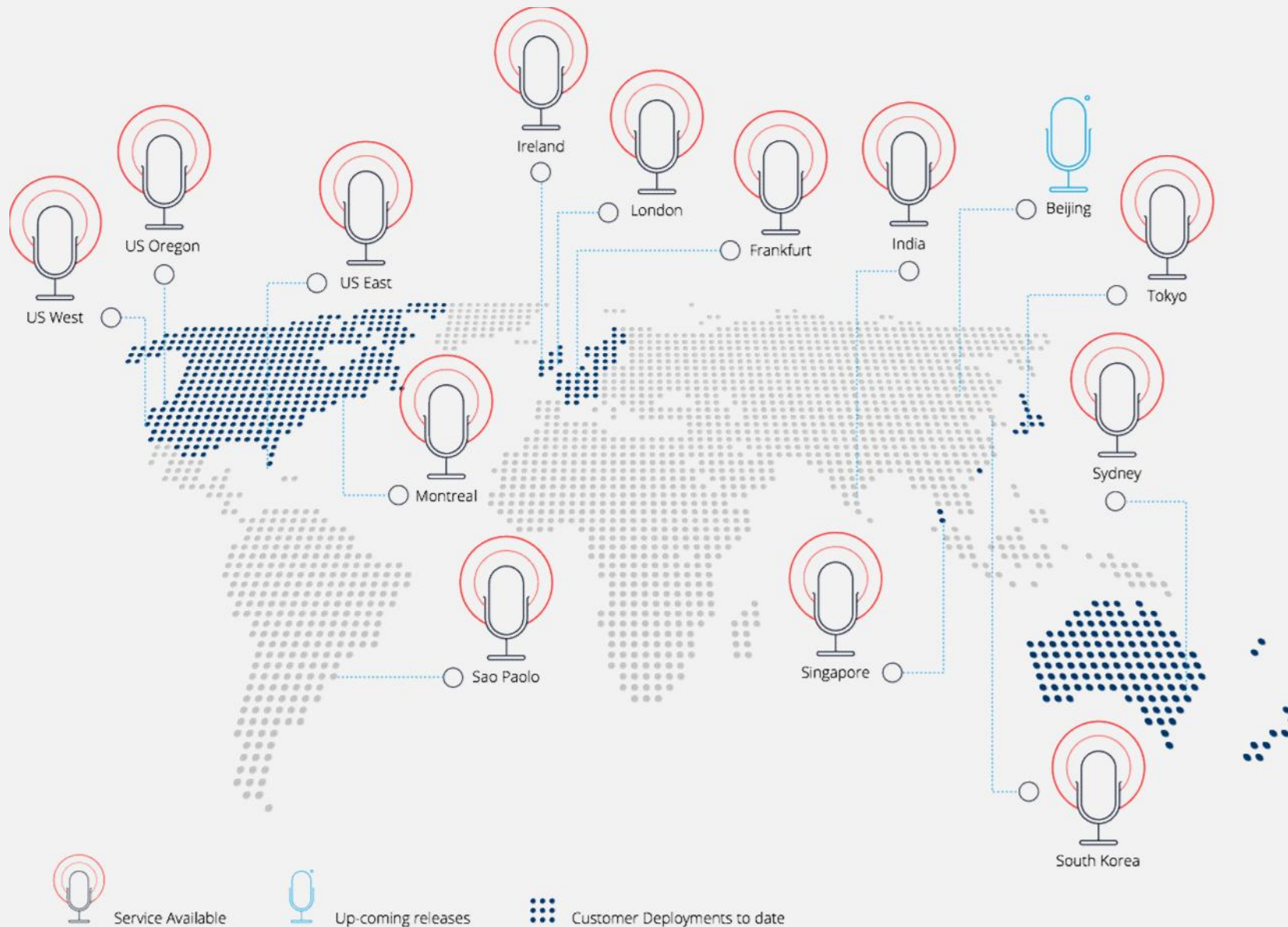
No CapEx

Available on any device

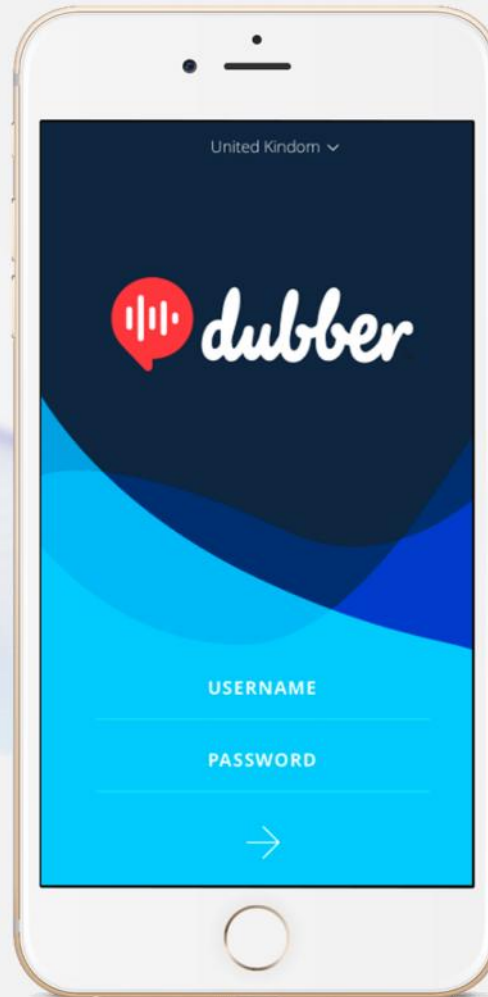
Dubber - the only solution



Globally applicable



Don't forget mobile. A must have for the future.



Playback

Our aspiration is for Playback to become a standard feature in every mobile phone



Go to market and traction

Majority of distribution through telcos

Barriers to entry – once on net hard to remove

Use telco sales and distribution channels to access customers. No need to build expensive sales and support structures

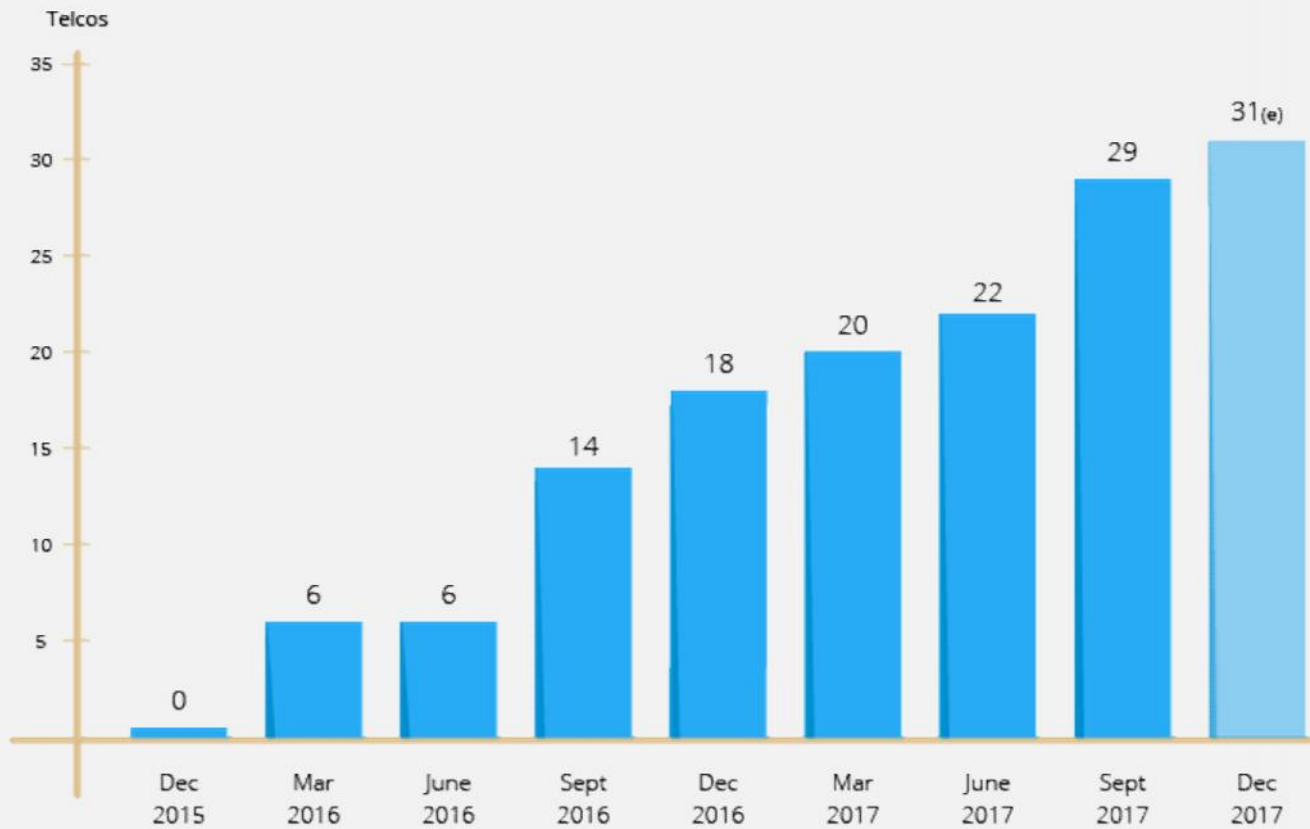
Only solution capable of recording whole telco mobile phone base

Capture their data

Value added service to help drive their revenue

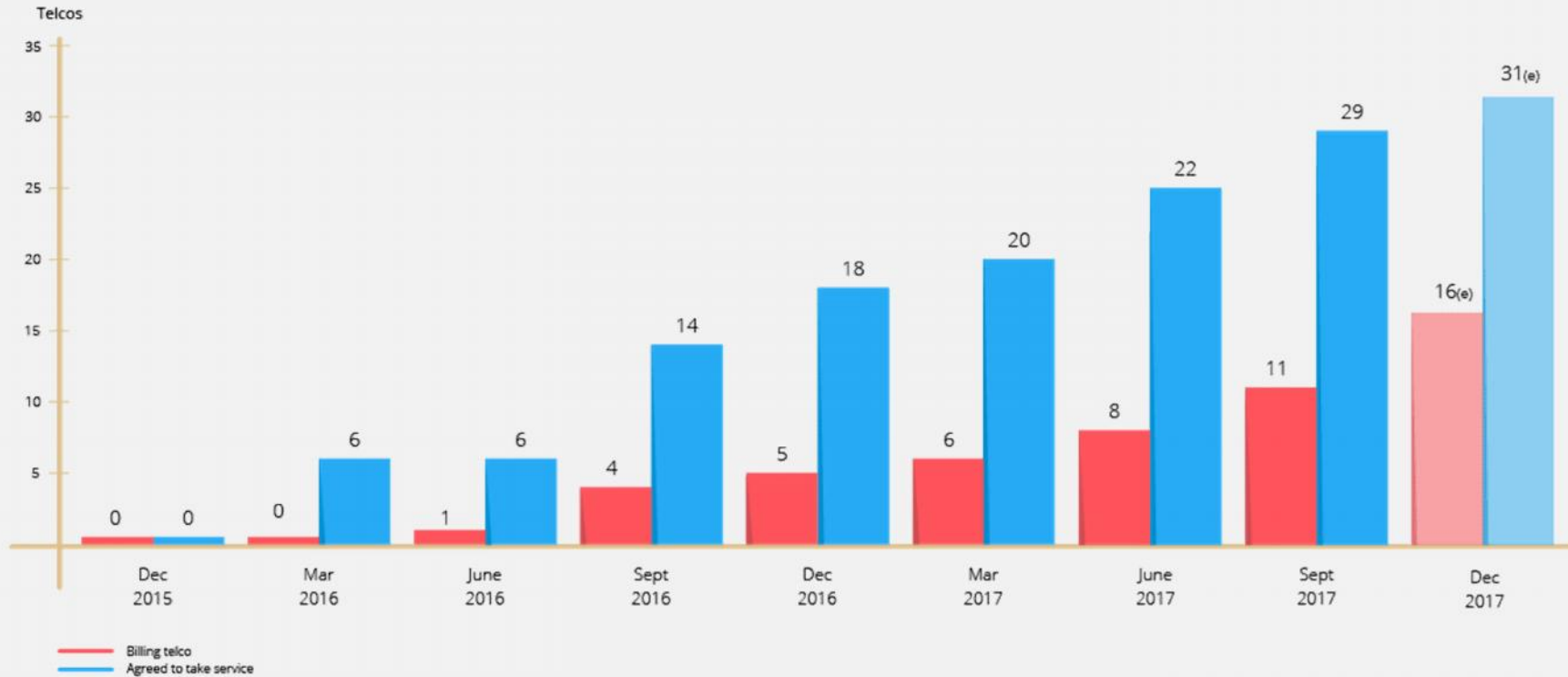
Integration with intelligence and analytics

Telcos on board



Number of telcos that have agreed to take our service

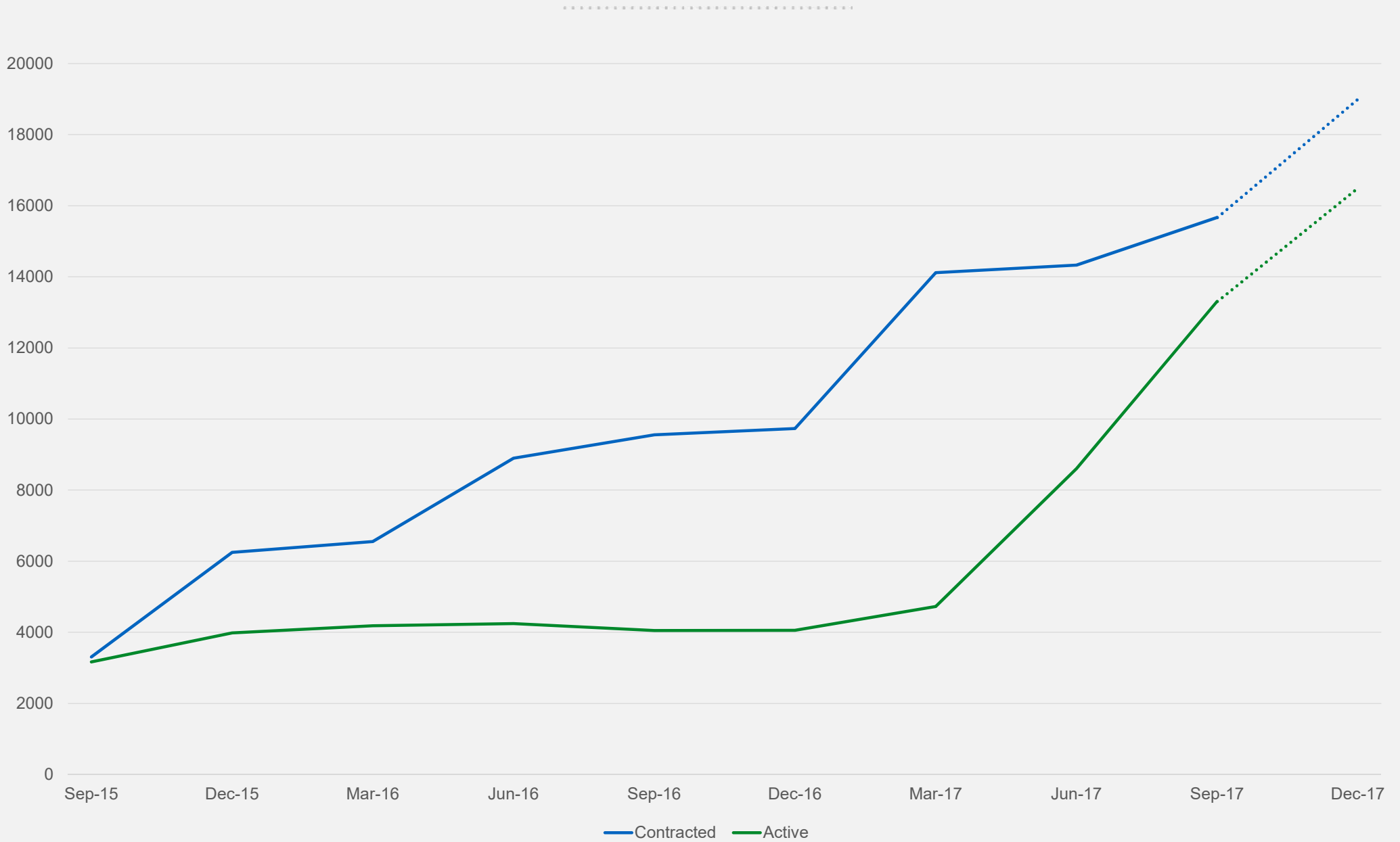
Telcos billing



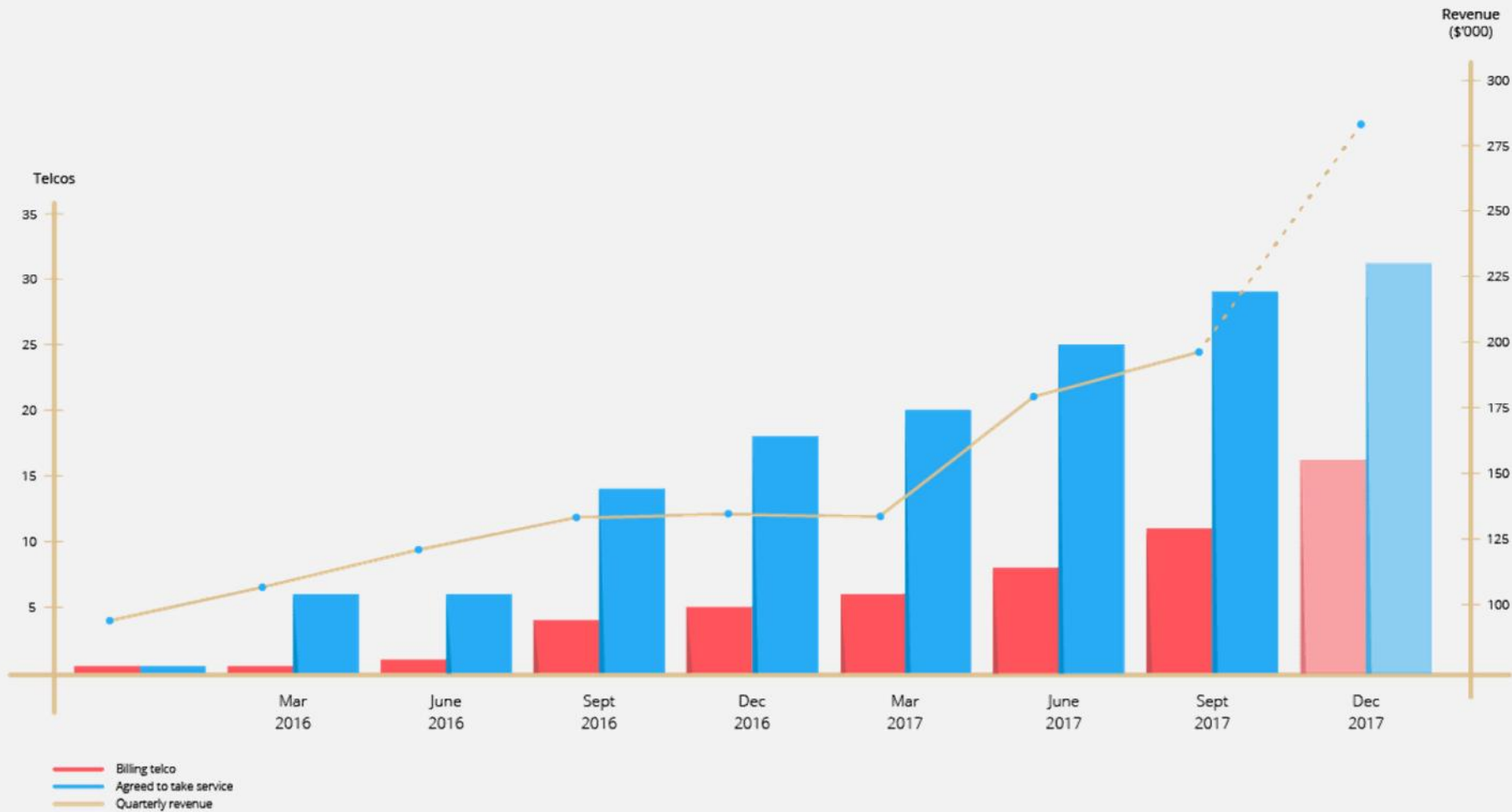
During the time lag from when a telco agrees to take the Dubber product, the following needs to take place before Dubber can commence billing the telco;

- Productise
- Implement into network

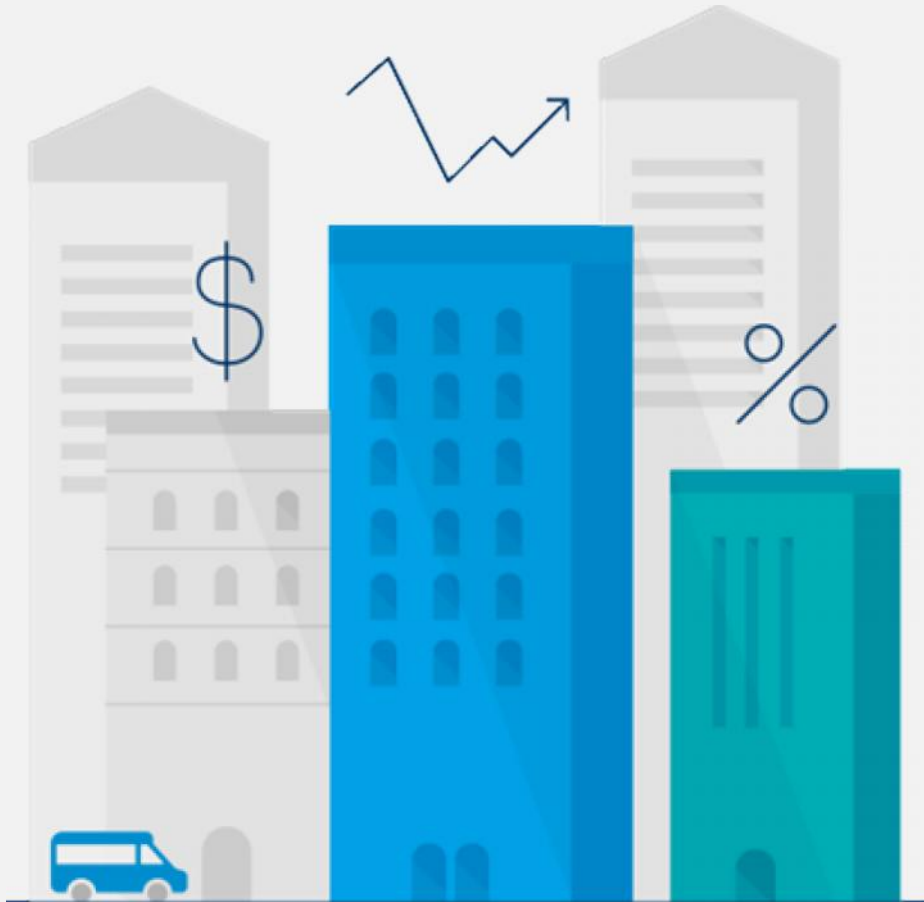
Contracted & Active Users



Revenue – starting to grow



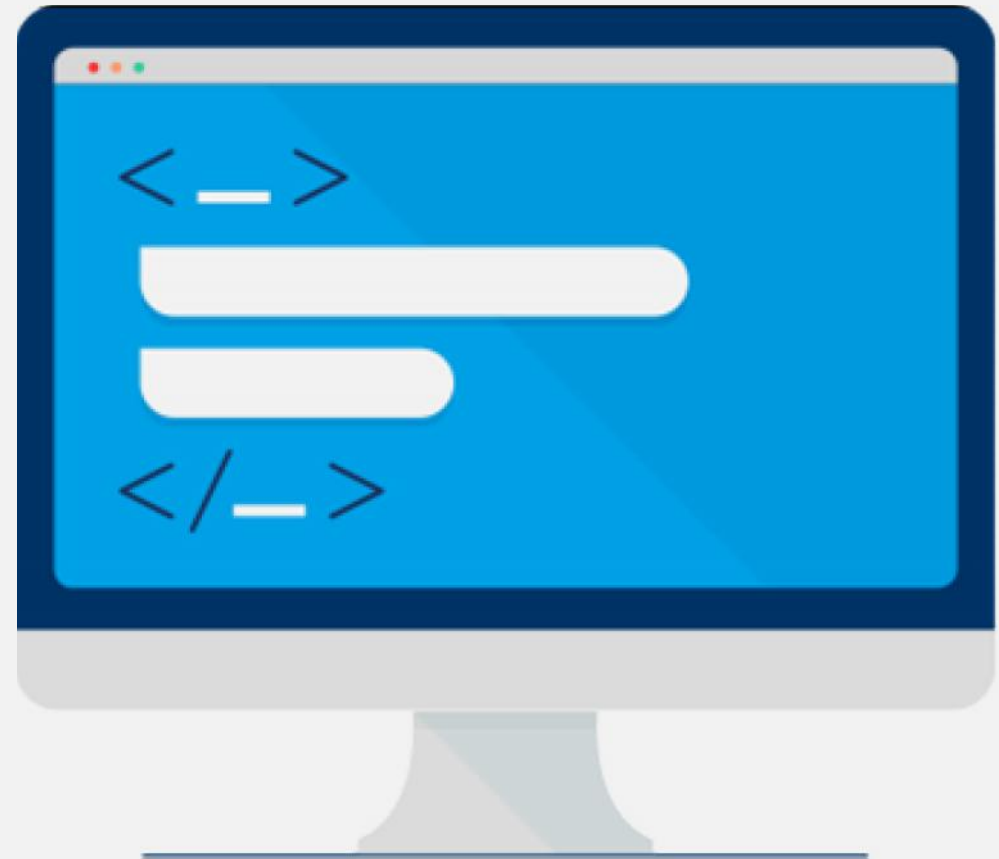
Current focus



- Grow monthly revenue month on month
- Continue to connect to more telcos
- Continue with technical development

Well on the way to building a global PaaS Company

- World leading product
- Market traction
- Revenues building





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