



ASX Announcement  
ASX Code: DUB

9<sup>th</sup> March 2016

## Dubber signs agreement with Singapore Telco to provide fixed and mobile voice recording

### Highlights:

- **Dubber signs agreement with Singapore Telco to provide both 'fixed' and 'mobile' call recording**
- **Memorandum of Understanding (MoU) signed for the deployment of the Dubber platform – terms of a Master Services Agreement (MSA) to be finalised**
- **MSA to include a minimum number of monthly subscribers over a 12-month period via four equal incremental quarterly amounts**
- **Completion of the MSA and commercialisation of the offering targeted for Q3 CY2016**
- **Agreement further validates Dubber's go-to-market strategy of partnerships with telco's and ability to streamline the procurement processes involved**

**Cloud-based call recording technology provider Dubber Corporation Limited (ASX: DUB) ("Dubber")**, is pleased to announce it has signed a binding MoU with a major Singapore based telecommunications carrier ("Telco") to offer the world's most scalable cloud-based call recording service to the Telco's customers.

The MoU will see Dubber's platform made available to both fixed-line and mobile customers.

Dubber can offer unique services and product offerings to the Telco and its customers due to its 'total scale' proposition. Effectively, the Telco will possess the ability to offer a variety of services from 'reserved' monthly subscriptions for its higher frequency users, right through to enabling the entire base with 'on demand' recording.

The significance of this offering is that Dubber is able to capitalise on its unique core features to provide previously unattainable revenue streams both for Dubber and the Telco. For that reason, the mobile market provides an enormous opportunity in terms of both the size of the customer base and the potential end user cases.

Commenting on the landmark agreement, Dubber Managing Director Steve McGovern said:

“Our Telco partner is a major player in the Asian market and we are delighted to be working with them to provide ground breaking solutions which will enhance the customer experience, enable leading edge services in the area of voice- data capture and drive new revenue streams.”

“This MoU enables us to deliver the technology and work with the Telco on the market offerings whilst we both work towards finalising the details in the enduring Master Services Agreement. During that period the parties have agreed strict confidentiality regarding the project for commercial ‘go to market’ reasons.”

Initially, the MSA is expected to deliver approximately \$50,000 monthly recurring revenue commencing in Q3 of this year with commitment to customer numbers and, in turn, revenue growing each quarter. We are confident this partnership alone will deliver at least 20,000 monthly ‘reserved’ subscribers within the first 12-months, plus ‘on demand’ customers, thereby potentially delivering over \$200,000 monthly recurring revenue for Dubber”.

### **About Dubber**

Dubber is the world's most scalable call recording service which enables Telco's and customers to think about capturing voice data in a way which they have never previously considered. A true native cloud platform, Dubber is revolutionizing the call recording industry. Its high availability, unique total scale and true Software as a Service (SaaS) offering enable telecommunications carriers and customers to implement and manage recordings as never before without the need for hardware or capital expenditure.

For more information please contact:

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