dubber™

record, everything

Dubbers vision:
#1 cloud-based call recording platform in the world

Call recording is a multi billion
dollar industry that is growing.

Dubber is the future of call recording

a native cloud platform disrupting and
transforming the industry at the core.

Snapshot

- Dubber is the world's only Native Cloud Recording Platform
- Deployed Globally with offices in London and Melbourne
- Reduces cost through innovation and increases functionality
- Transforms existing market sectors, opens up new ones
- Provides a platform for 'world first' telco features

Capital Structure

Trading information

ASX ticker	DUB
Number of shares on issue	79.87m
Performance shares on issue	16.31m
Options on issue	7.88m
Share price	$0.54
Market capitalisation	$56.2m
Cash as at 31 March 2016	$4.1m

Share price performance since listing

Board of directors

Peter Pawlowitsch - Non-Executive Chairman
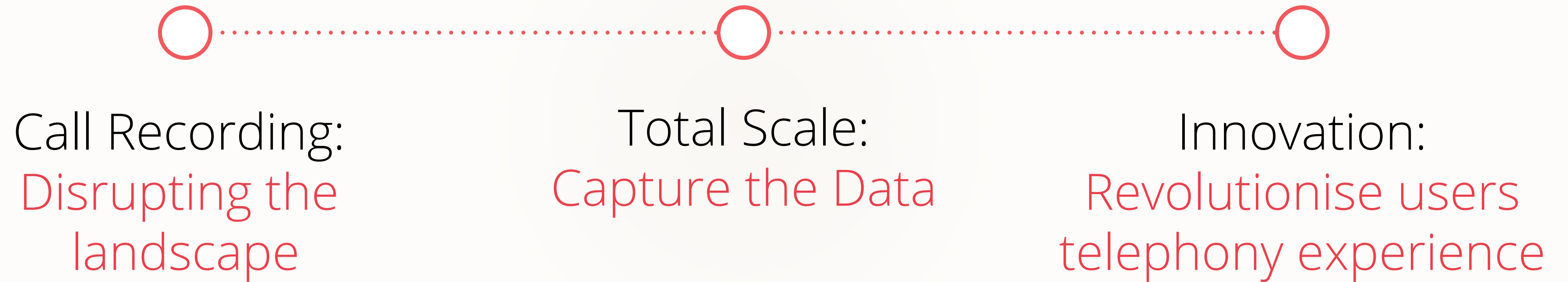Steve McGovern - Managing Director
Ken Richards - Non-Executive Director

Major shareholders

Steve McGovern - 5.37%
Technical Investing - 4.79%

Recording & Communications

Traditional Call Recording

Many unseen requirements and costs

Software Licenses

Customisation & implementation

IT personal

Maintenance & upgrades

Training

- Apply fixes & patches
- Downtime
- Performance tuning
- Rewrite customisations
- Rewrite integrations
- Upgrade dependant applications

- Ongoing burden on IT
- Maintain/upgrade hardware
- Maintain/upgrade network
- Maintain/upgrade security
- Maintain/upgrade database

Increasing server capacity

Traditional recording transformed to cloud

Dubbers ticks all the traditional boxes why people use Call Recording while transforming the possibilities from traditional vendors.

Contact centre call recording

Ability for contact centres of all sizes to fully benefit from Dubber cloud platform.

Regulatory & risk

Those businesses that must capture recording to comply with regulatory or risk protection requirements.

PCI Compliance

Supporting users who have sensitive content within their calls, that shouldn't be accessible in a recording.

Storage

A previous limitation with recording has now been revolutionised by Dubber, without any barriers.

User Permissions

Various users types that provide a flexible structure of permissions allowing all users to see value in recording.

Teams

Flexibility for Admins to setup Dubber to suit the structure within in any business.

Encryption

Access to recordings are limited to the end user only, with encryption as standard.

Enterprise hybrid storage

Large enterprises that have a regulatory requirement to use traditional storage, can still benefit from Dubber.

Search & Filtering

All recordings, irrelevant of age, can now be found within seconds.

Secure recording share

Download is there, but users are encourage to use the Dubber share tool, which protects access and privacy.

Security

Any single recording could contain sensitive content, so at the core of Dubber is a focus on security.

Data sovereignty

Global Dubber regions provides local processing and storage. No recordings are moved without user direction.

Capture the data

Open API

The Open API enables partners and end users administer Dubber services and integrate any application.

Unlimited scalability

Dubber effortlessly accommodates the capacity requirements from any Telco network.

Record, everything.

SaaS - no CapEx

Call recording activated across an entire user base with no financial risk and immediate returns.

Rapid deployment

Telco users can now switch on call recoridng, without the traditional hinderances or delays.

Native cloud

Built as a pure 'native cloud' platform to enable possibilities only available through Dubber.

Core Dubber Attributes

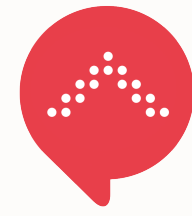## Capture

Unified Communications
Mobile Networks
Telco network SBCs
IP Networks & Phone Systems
Dubber API

Manage

Centralised
Secure
Integrated
Shared

Tools

Improved user experience
Accessibility
Voice analytics
Sentiment analysis
Business Intelligence

Platform of choice

Working with the below platforms to record calls on fixed line,
Unified Communications, SIP and mobile.

CISCO

broadsoft

Metaswitch Networks

GENBAND

acme packet

ORACLE

Skype for Business

AudioCodes

AVAYA

The above is a sample of Platforms that support the advanced methods of Dubber recording.
This sample is continually expanding based on opportunity and Platform improvements.

Telecommunications - a sector in transition

① Shift to hosted functionality

② Unified Communications

③ Value added tools

④ SaaS - subscription pricing

broadsoft

Accredited for 600+ Telcos

Quote
Kelvin Beadle
APAC VP of BroadSoft

"With an increasing market share in the hosted unified communications market, call recording provides a key function to support business needs. This can include use cases such as non-repudiation of financial transactions, quality control and customer service improvement.

"Dubber's platform and SaaS business model complement the BroadSoft technologies. BroadSoft welcomes Dubber and its offering of cloud based recording solutions, and looks forward to working with the company in Australia and across global markets."
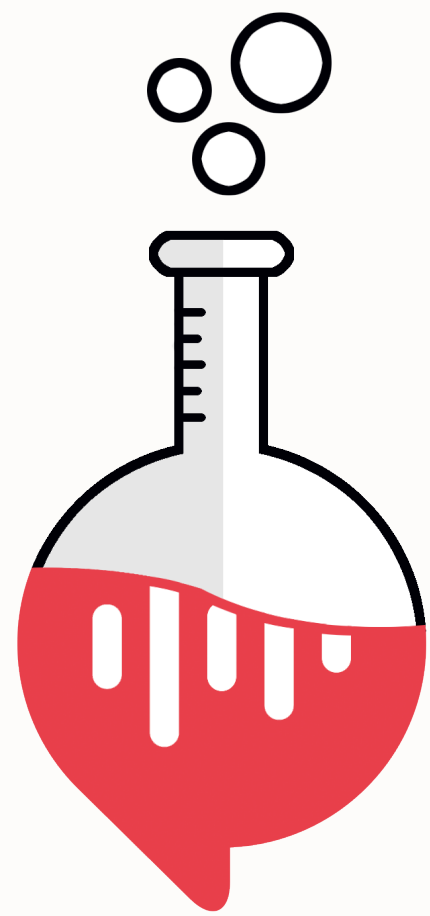
Dubber Lab

▶ Instant connectivity

▶ No hardware and no significant effort

▶ Unlimited scale

▶ Facilitates procurement
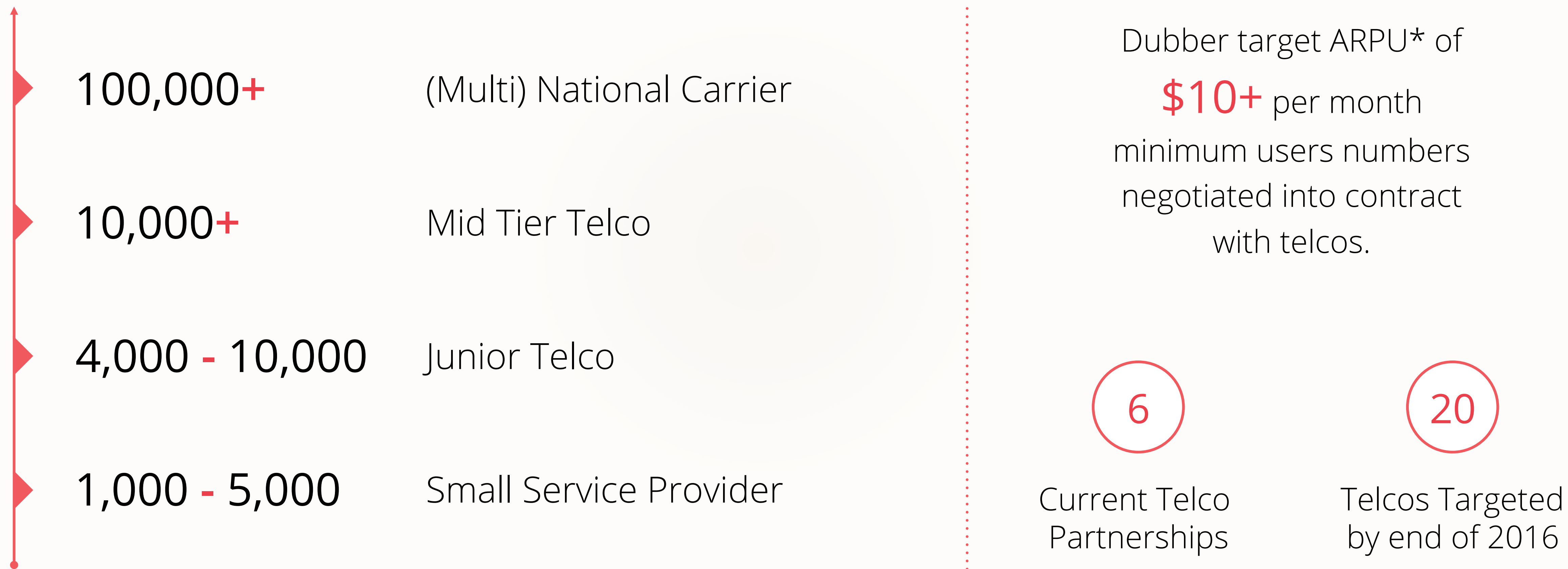
Platform of choice

Global reach

Ireland

Sao Paulo

Singapore

US Oregon

Frankfurt

Tokyo

US West

US East

Beijing

Sydney

Dubber Cloud Infrastructure Partner

amazon
web services™

Anticipated coming releases

Telco Partnerships

100,000+   (Multi) National Carrier

10,000+   Mid Tier Telco

4,000 - 10,000   Junior Telco

1,000 - 5,000   Small Service Provider

Dubber target ARPU* of **$10+** per month minimum users numbers negotiated into contract with telcos.

6

Current Telco Partnerships

20

Telcos Targeted by end of 2016

*APRU: Average Revenue Per User

Changing the game

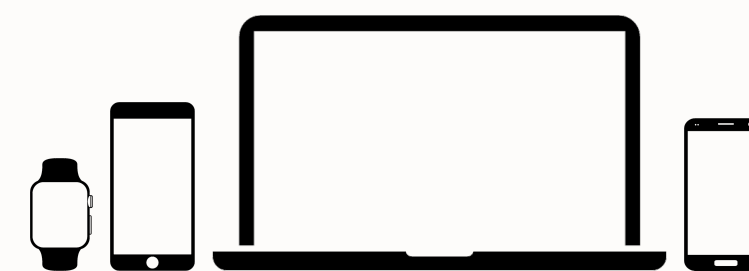# Dubber Playback

The benefit of hindsight

As the user hits this button

With Playback, user decides:
Valuable - **Yes** or No?

Important calls are not lost
New value found in all communication

Seamless user experience via Playback apps

Playback innovation creates markets

▶ Mass market appeal

▶ Changes business processes

▶ Improves all verbal communication

▶ Available for all sources including mobile recording

▶ Any industry vertical can benefit

▶ Aimed at becoming standard telephony functionality

Recording for every phone

Dubber
Call Recording

Dubber
Playback

SaaS

Subscription recording with the option to recording every call without any storage barriers.

PAYG

Pay-as-you-go recording, controlled on-demand by the user.

NEW

A new method of capturing calls for the benefit of the user, changing business process and delivering new value to the Service Provider.

Market view

Driving user revenue

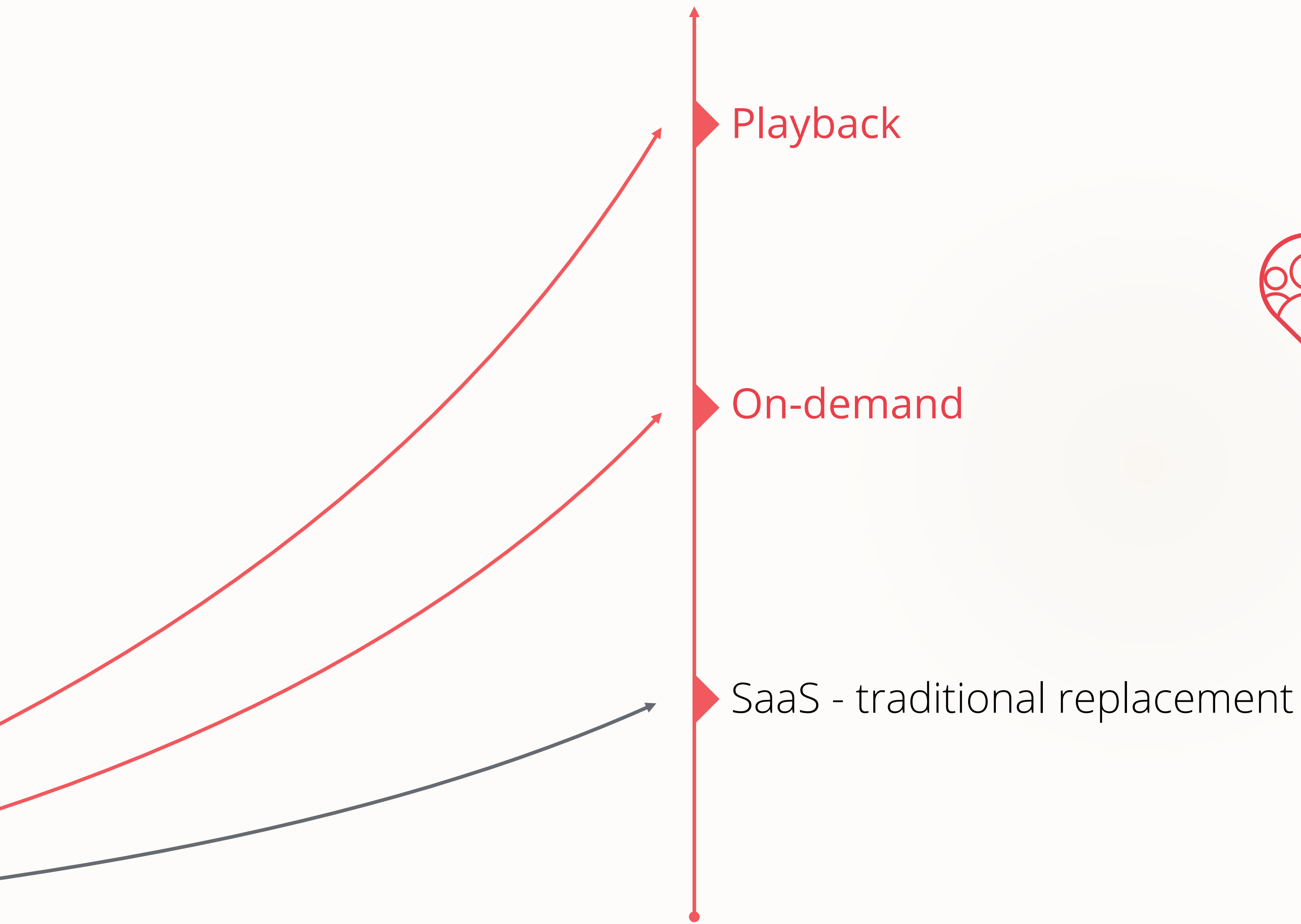Getting the user recording is only the beginning. Dubber will increase ARPU* and stickiness through innovation.

1. All users with the options to record
2. Innovative functionality create direct business benefits
3. Expand ecosystem of integrated applications

*APRU: Average Revenue Per User

5 Video & IM

4 App Marketplace & API

3 Call Intelligence

2 Increase User Interaction

1 Recording and Playback

Recording as standard

Playback

On-demand

SaaS - traditional replacement

User growth across a Telco

Growing a Telco Partner

With the combination of packages from Dubber, a telco can now roll out recording and Playback to every user. This is only possible with the power of Dubbers platform.

Example: National Asian carrier

A national carrier supplying Unified Communication as a Service (UCaaS) and mobile services is looking to roll out Dubber, what are growth possibilities with Dubber?

Playback — 1m+ Users

On-demand — 100,000+ Users

SaaS - traditional replacement — 20,000 to 100,000 Users
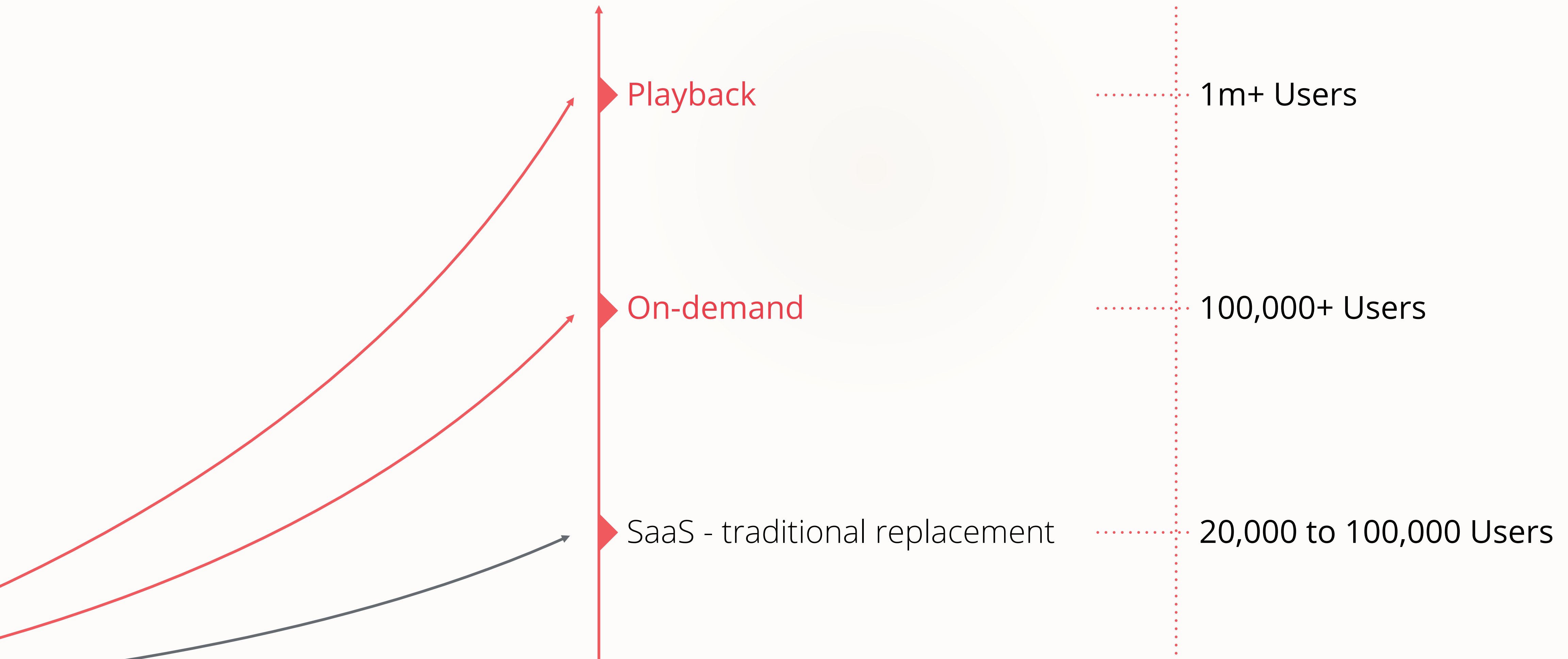
The Dubber opportunity

- Land grab - Telcos over 24 months

- Short journey to breakeven

- Scalable growth

- Multiple layers of revenues