



Company Presentation FY2018

*The World's Leading Recording Platform
For Telecommunications Carriers*



Melbourne



London



Atlanta

Transforming call recording to the cloud



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

The Dubber platform enables call recording and analytics to be provided by a telecommunications carrier, without any hardware, on a monthly SaaS basis as part of a telephony service

Introduction to Dubber

✓ Scalable

Dubber is a Global Company with a Scalable technology and business model.

✓ Disruptor

Dubber is a **Disruptor** in the multi billion dollar call recording industry with its unique cloud platform.

✓ Essential

Dubber has been chosen by leading global telecommunications carriers as an Essential service within their network offering e.g AT&T

✓ Innovator

Dubber is an Innovator enables a carrier to record calls for compliance and capture voice data for Artificial Intelligence, Analytics and 'Big Data' Applications.

✓ Leader

Dubber has features which appeal to Enterprise, Business and Individuals.

The Dubber Platform

- Enables recording of customers across an entire carrier network, not an individual business.
- Options for recording of all calls '**Reserved**', chosen calls 'On Demand', retrospective calls 'Playback'.
- Provides Transcription ,Insights, Analytics and Artificial Intelligence via 'Zoe'.
- Easy retrieval, management and integration of recordings via the Dubber Platform.
- Access seamless third party integration via API e.g. Salesforce, IBM Watson, etc.
- Available on a monthly 'Op-Ex' subscription model.

The Dubber Platform difference

Traditional on premise
& Hosted cloud

More capacity = more servers

High capital costs

“Hosted cloud” is just an
off premise version of the
traditional on premise solution

Direct to Enterprise not telco

vs



Unlimited storage

Unlimited scalability

Encrypted and secure

Agile deployment

No CapEx

Available on any device

Key investment considerations

- Telecommunications industry moving to the Cloud; Dubber is the platform of choice for world leaders – eg AT&T Collaborate.
- Global service for Cisco BroadCloud – every user enabled for Dubber.
- Growing monthly users and SaaS revenues.
- Big Data analytics growth potential.
- Strong barriers to entry- once on a telco network, unlikely to be removed.
- Changes in financial services regulations driving global growth.

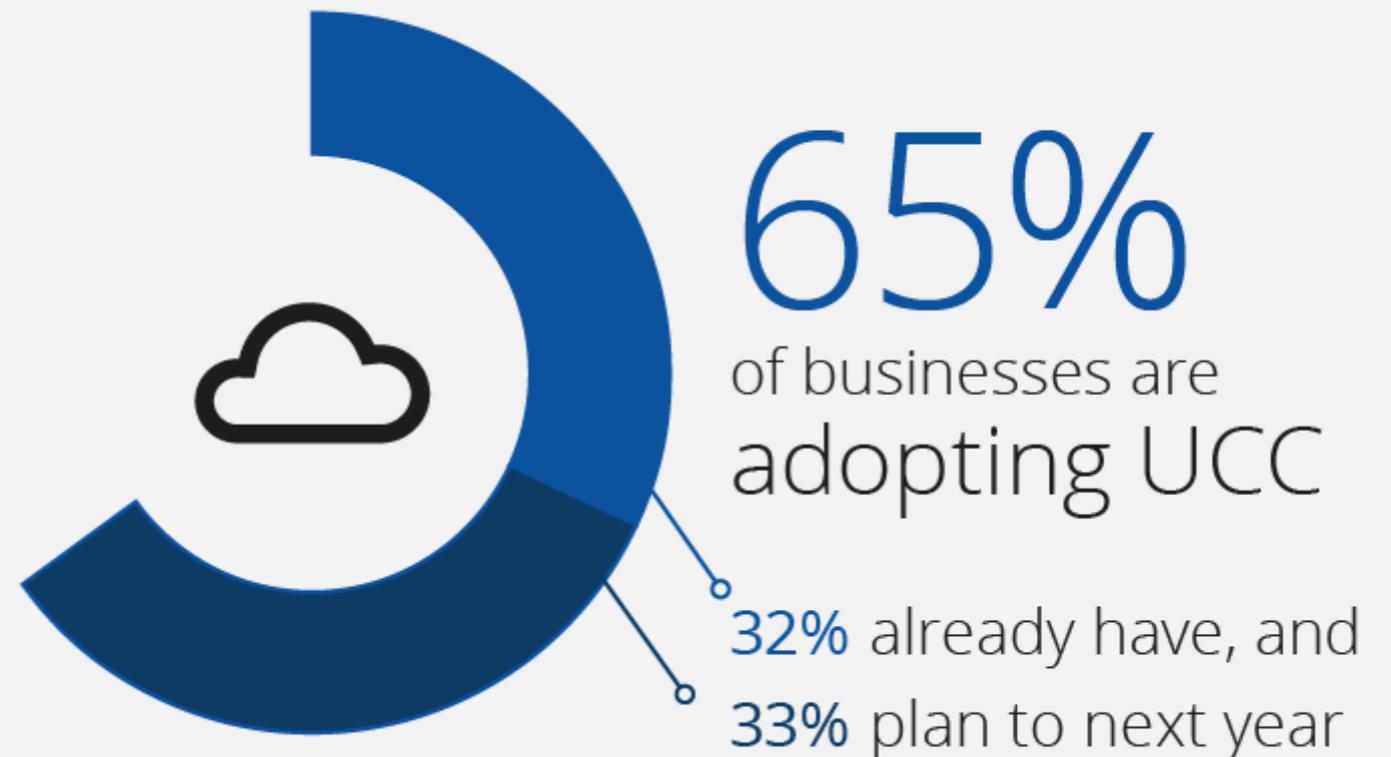


Telecommunications: An industry in transition

Transforming call recording to the cloud

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

A 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?

Cisco
BroadCloud

"Dubber's call recording and data capture services will form part of our core BroadSoft Business cloud PBX and unified communication applications and the underlying highly scalable BroadCloud platform..."

CDMO, Broadsoft (August-2017)

Essential in UC Standard Packages

MOST POPULAR

PREMIUM

Unlimited users

\$39

Monthly per user

- ✓ Unlimited video & phone calls
- ✓ Mobile & desktop app
- ✓ Call transfer
- ✓ Automatic call recording
- ✓ Extended recording storage
- ✓ Zoe Transcription & Sentiment
- ✓ 24/7 Customer support

Part of a Telecommunications Provider Monthly UC Plan offered to Business.

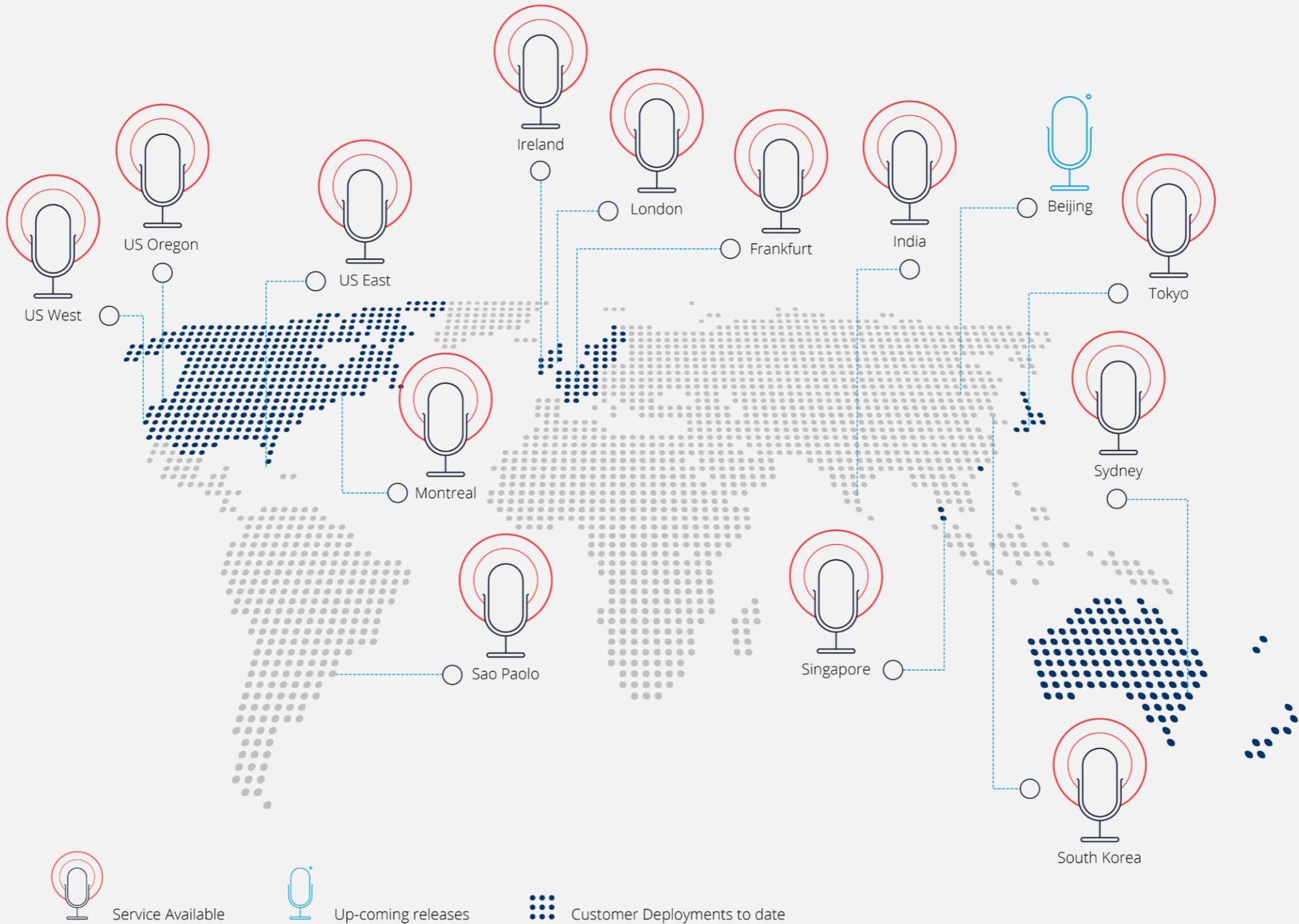
Powered by



The Dubber Strategy with Global Leaders

- ✓ To provide an essential layer for Telecommunications Carrier Network Offerings
 - Dubber currently provides the recording platform for 38 carrier networks globally including AT&T
- ✓ To expand the market for recording
 - Dubber is the recording service for the world's leading cloud telephony platform Cisco BroadCloud where recording is a standard telephony feature
- ✓ To capture voice data for Insights, sentiment, AI and value added services I
 - CDK Global are a multi billion \$USD company providing analytics to over 28,000 auto dealerships

Globally applicable

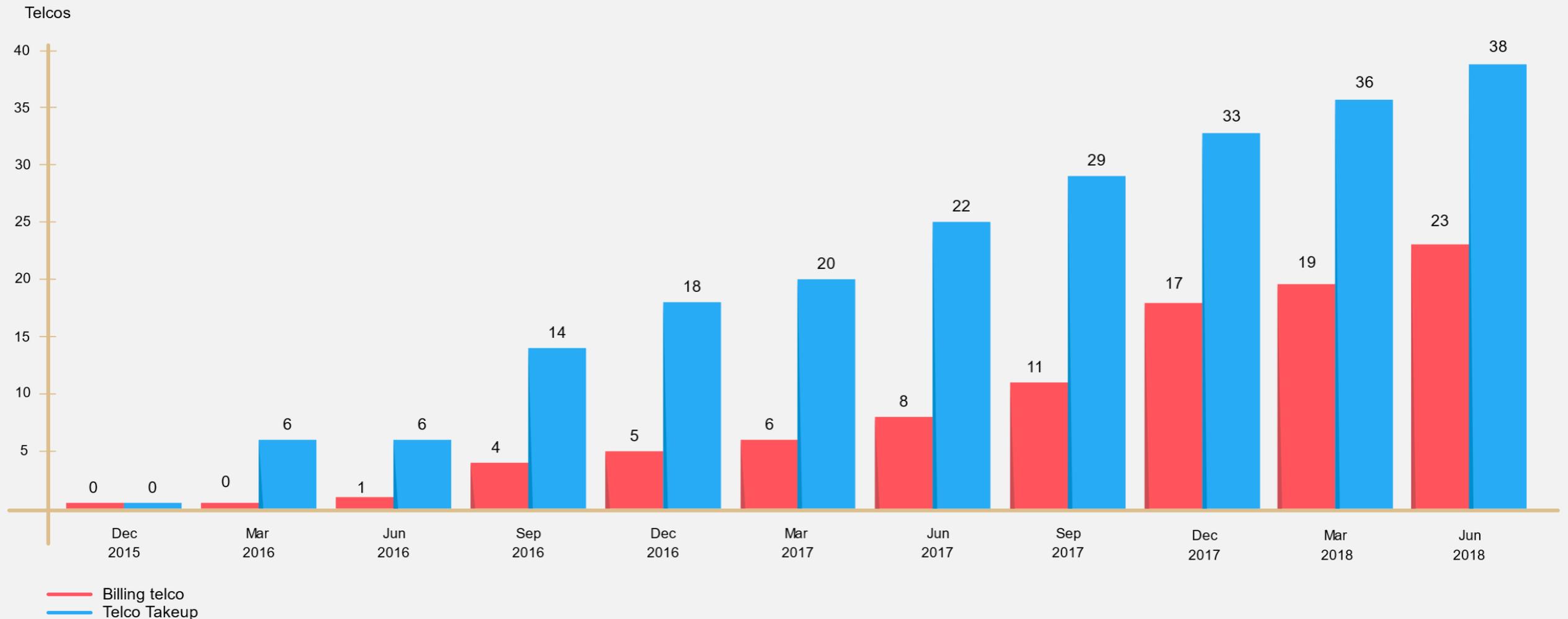




Go to market and traction

Telcos - Growing Quarter On Quarter

Dubber - Telcos Takeup v Billing Telcos

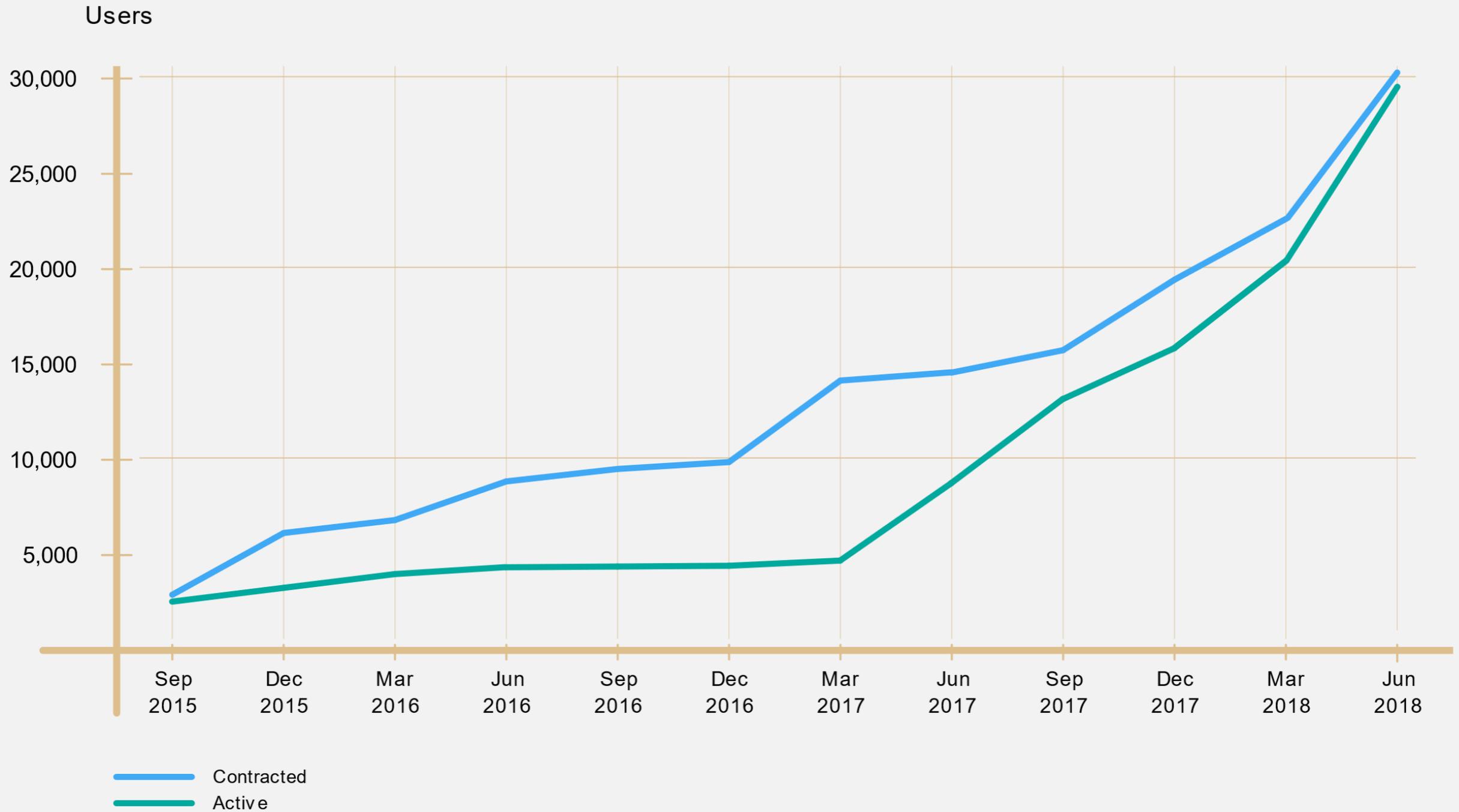


Agreements = Sustainable Future Revenues

- Agreement with Service Provider
- Productise
- Deploy into network
- Productise Feature Set
- Essential Customer Requirement = Revenue

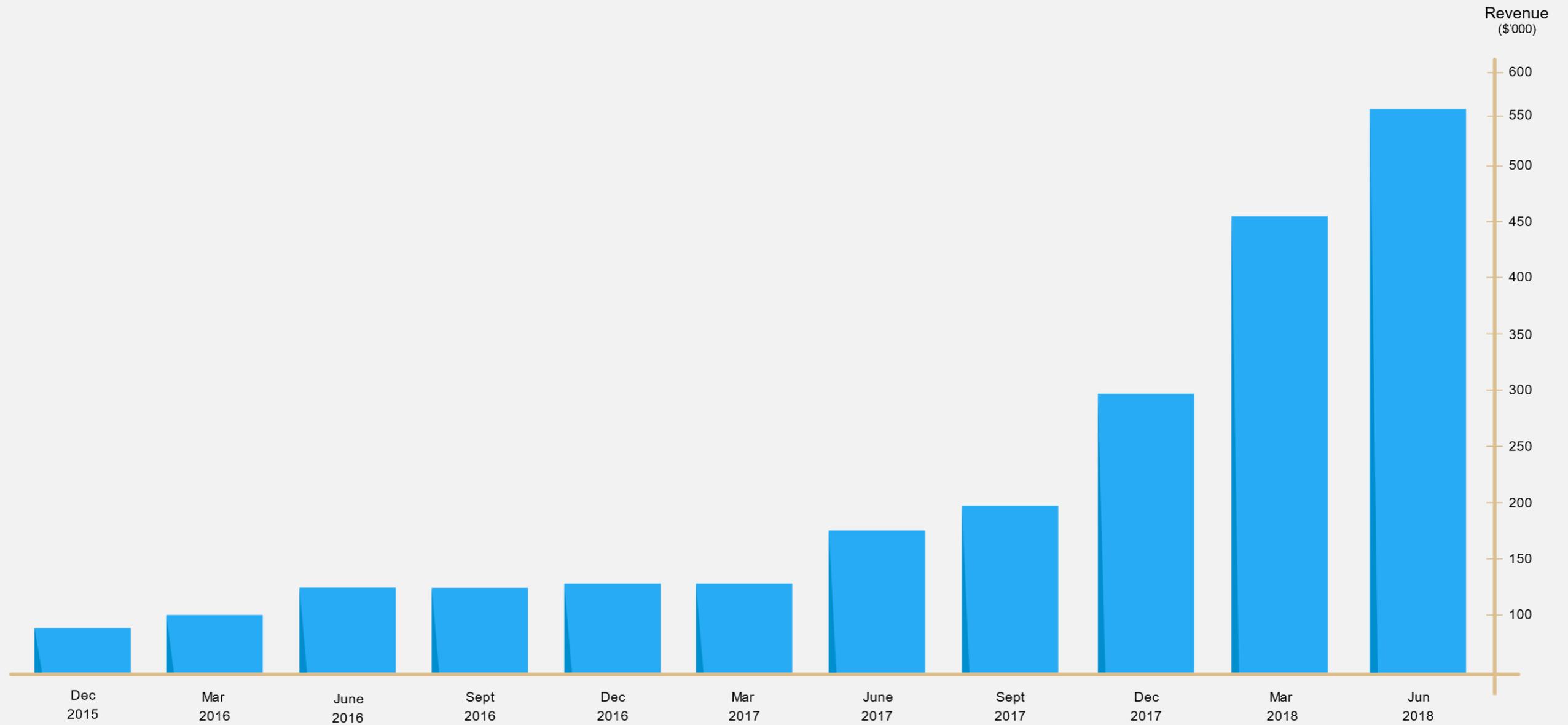
Active Users – Growing Quarter On Quarter

Dubber - Historical User Growth



Revenue – Growing Quarter On Quarter

Dubber - Quarterly Revenue



FY 2018

Revenues increase

194%

Telco Agreements Increase

73%

Users increase

241%

Focus for FY 2019

- 1 Continue to grow monthly SaaS user numbers and revenue quarter on quarter
- 2 Continue to procure agreements with global telecommunications service providers
- 3 Expand the market via BroadCloud for 100s of service providers globally
- 4 Provide continuing intelligence services via Zoe and integrations
- 5 Achieve performance milestones whilst maintain cost discipline

Corporate Profile

ASX ticker	DUB
Number of shares on issue	140m
Options on issue	11.12m
Performance shares*	3.0m
Share price	\$0.40
Market Cap	\$56m

* (i) 1.5m shares – monthly SaaS revenue of \$0.5m for 2 months by 31-Dec-18
(ii) 1.5m shares – monthly SaaS revenue of \$1.0m for 2 months by 30-Jun-19

Board of Directors

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

FY 2018 events

2 additional Non Executive Directors
Investment of \$1.2m by Directors

Cash Position at June 30 2018:

Cash Held:	\$5.68m
R&D Grant 2018:	\$1.6m
*Funding Facility for R&D Grant 2019:	\$1.6m

*surplus to current requirements



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