



Company Presentation

October 2018

For personal use only

Agenda

- Business Overview
- Operating Performance
- Business Opportunity
- Corporate Profile
- Q&A

For personal use only

Business Overview





Call Recording Platform as a Service

World's leading and only call recording Platform as a Service for Telecommunications Service Providers.

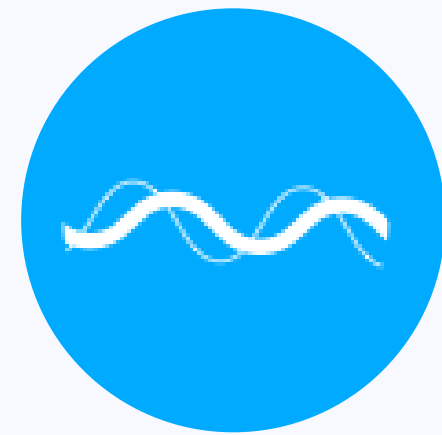
The Dubber platform enables call recording and analytics to be provided by a telecommunications carrier, without any hardware, on a monthly subscription basis as part of a telephony service.

Introduction to Dubber



Scalable

Dubber is a global company with scalable technology and a scalable business model



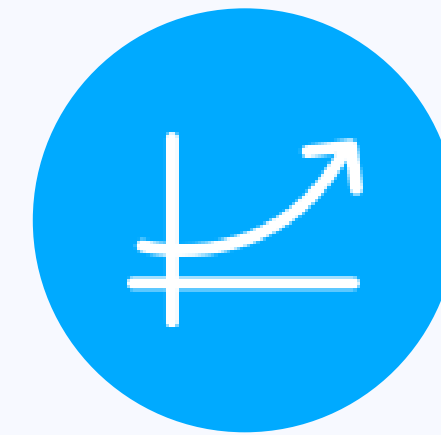
Innovator

Dubber provides call recording for compliance and voice data for AI, analytics and 'big data' applications



Disruptor

Dubber is disrupting a multi-billion-dollar industry



Leader

Dubber is an industry leader, appealing to Enterprise, business and individuals



Essential

Dubber is an essential service offering for leading global providers

Cloud Call Recording

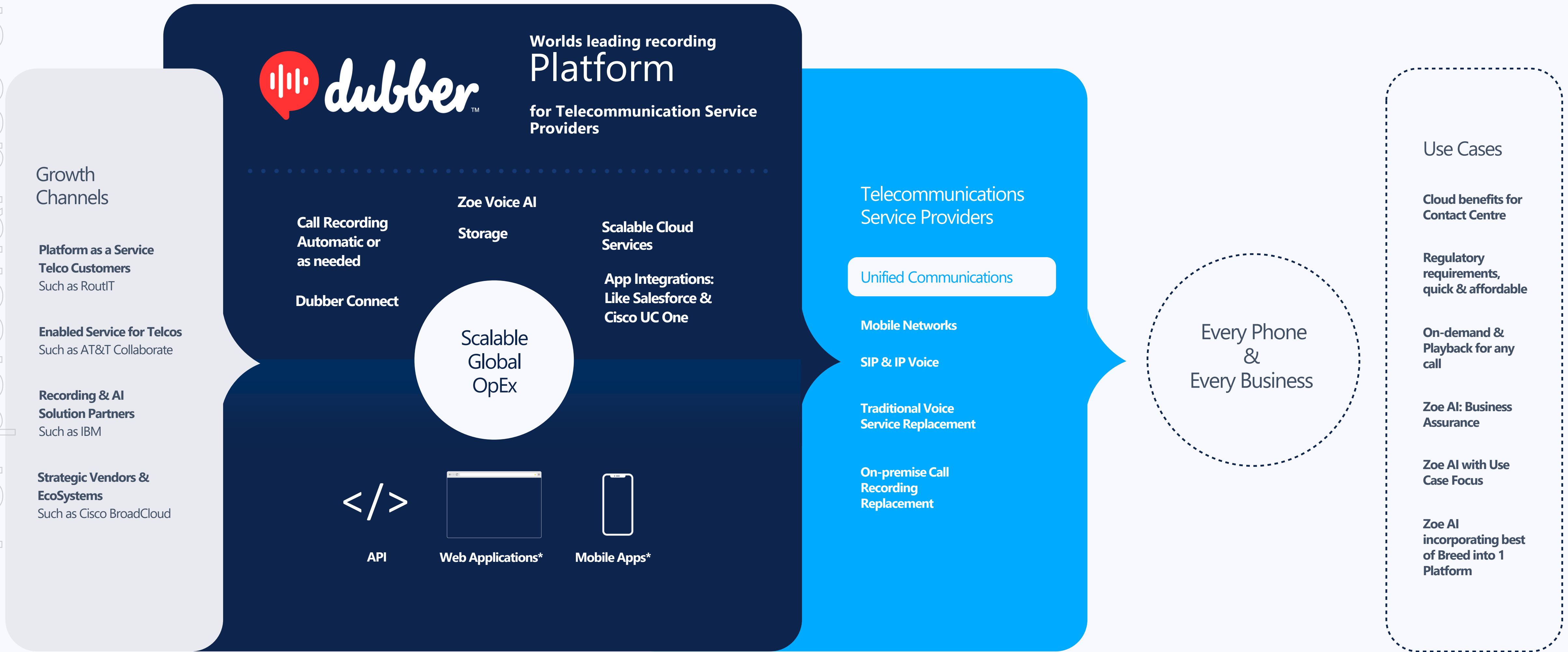
For personal use only

	Dubber Platform	Traditional Recording
Capacity	Unlimited carrier-level scale to record	Fixed capacity
Storage	Unlimited storage with back-up	Fixed capacity, encouraging users to delete recordings
Pricing	No CapEx	Expensive capital engagements, expensive to expand and maintain
Speed	Agile and rapid deployments	Cumbersome deployment process
Use Case	Any phone and any role in a business can benefit	Enterprise only and limited deployments
Security	All aspects are encrypted, tested and secure	How is data stored and who has access?

For personal use only

Transforming Call Recording to the cloud

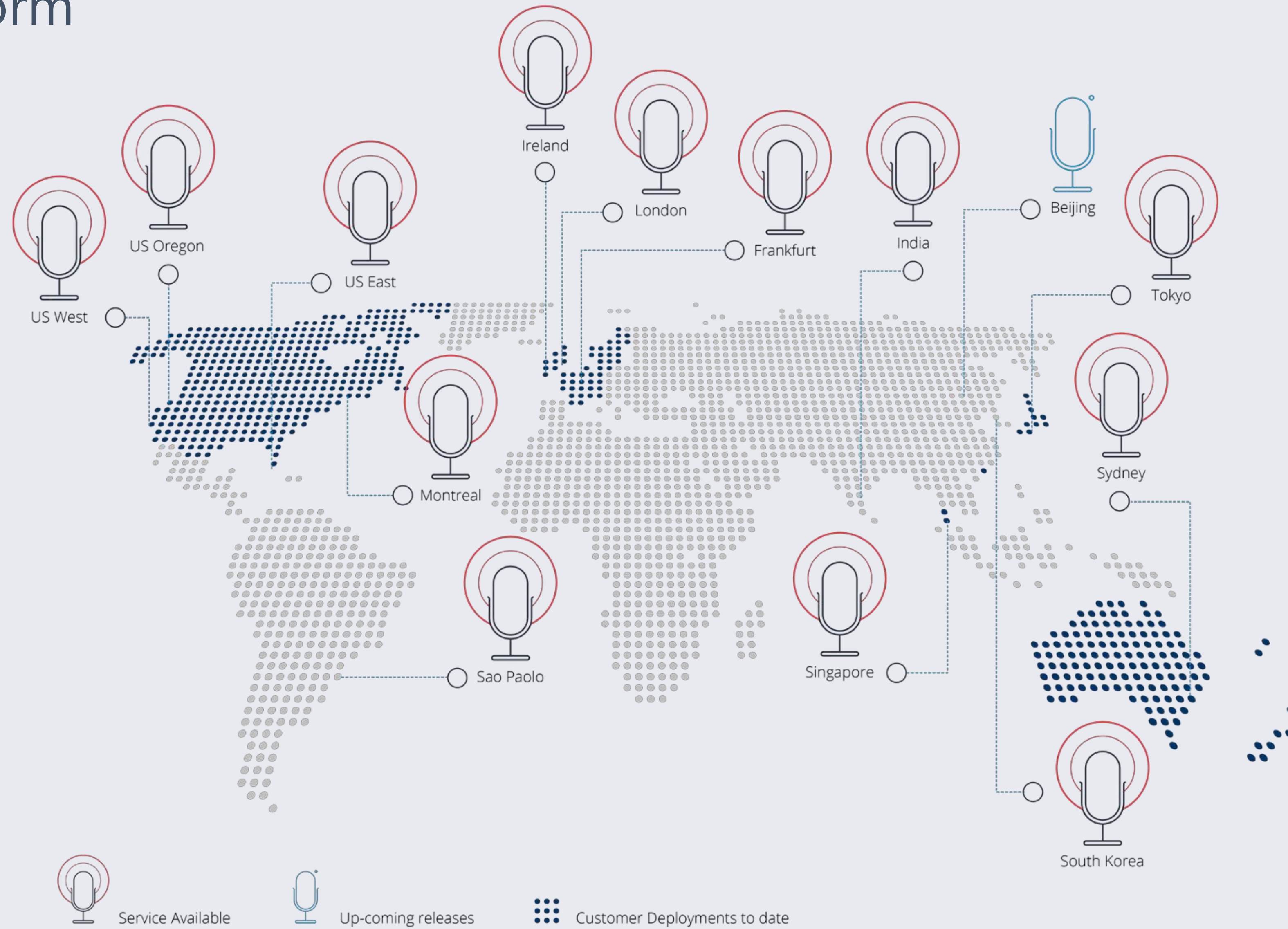
Uniquely, the worlds only call recording Platform as a Service for Telecommunication Service Providers

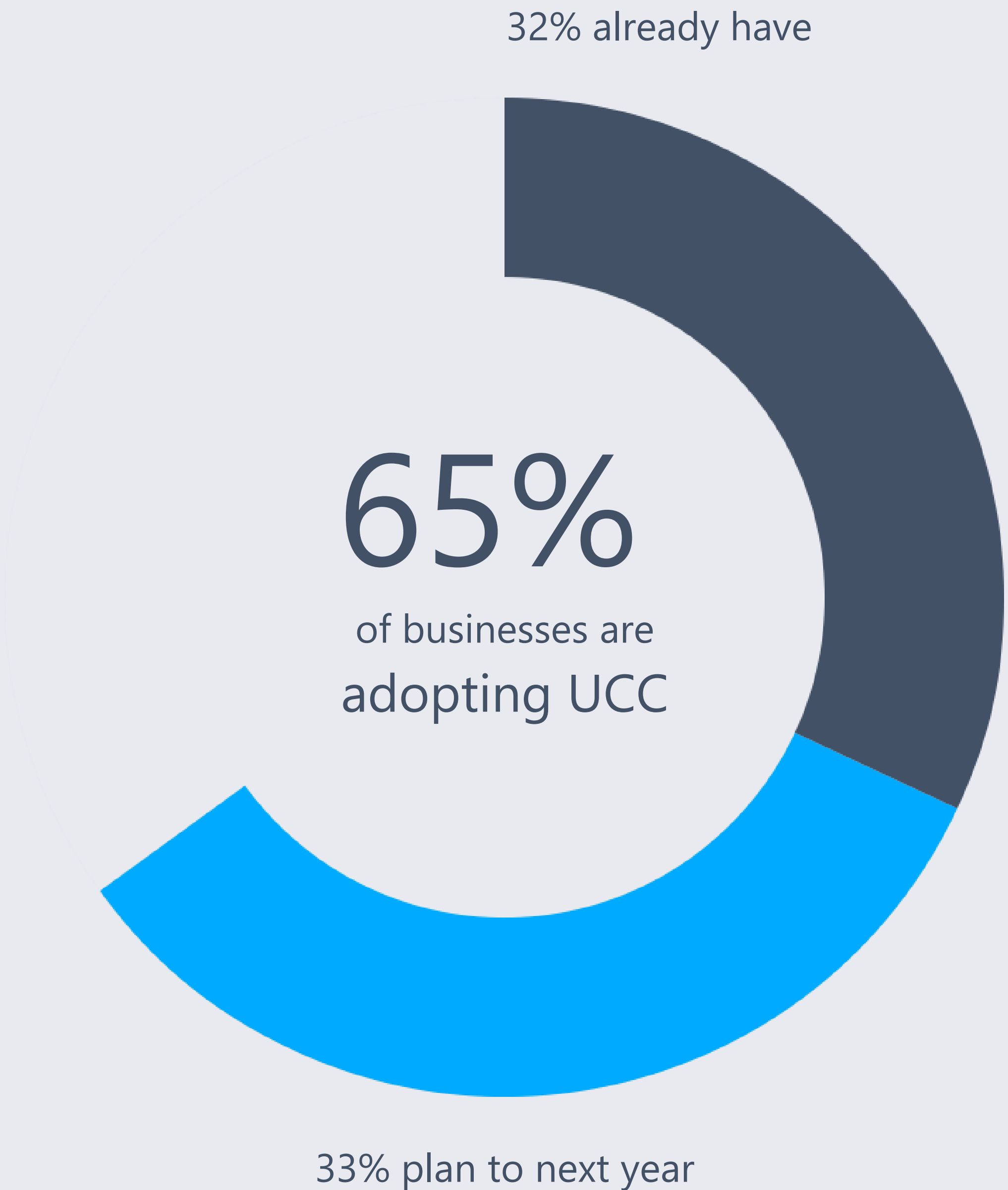


*Apps are generally branded as the Telco Provider

Global Platform

For personal use only





Unified Communications: Transforming telecommunications 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?

Telco Business Phone Bundle

For personal use only

#1 Phone Bundle

#2

\$39
p/month

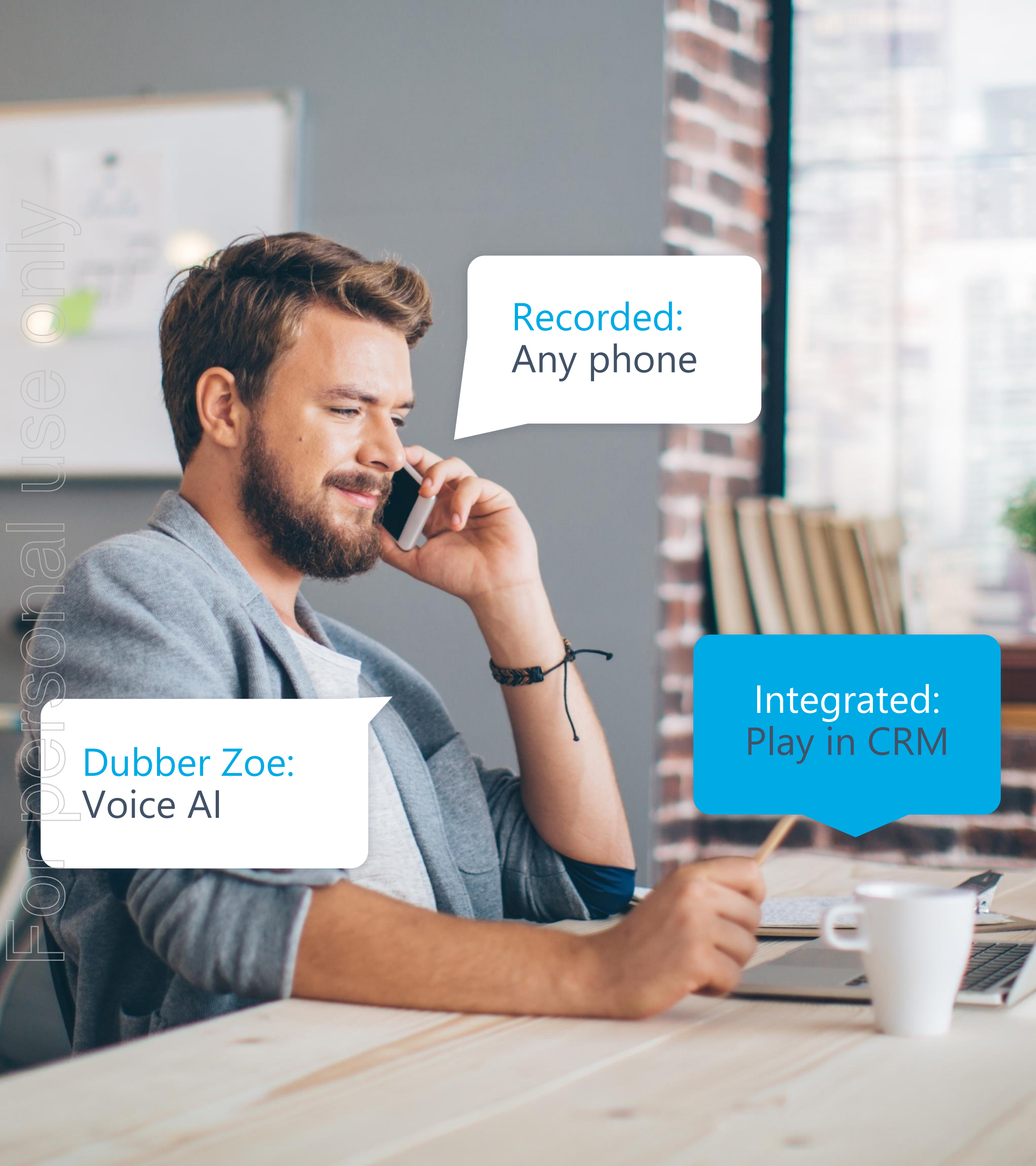
- Desk Phone
- Telephone Calls
- Mobile App
- Call Transfer
- Call Recording
- Zoe Voice AI
- Voicemail
- Support

Essential features powered by:



Worlds leading recording
Platform
for Telecommunication Service
Providers

*Example phone bundle sold by Unified Communication Providers globally.



Recorded:
Any phone

Dubber Zoe:
Voice AI

Integrated:
Play in CRM

Dubber for Every Phone



Service Provider
Call recording and voice AI is instantly available for every user across an entire network.



Zoe Voice AI
Advanced voice AI and Machine Learning, turning voice data into actionable business intelligence.



API Integrations
Integrate Dubber with existing business tools, including Salesforce CRM for seamless playback and management of recordings and voice data.

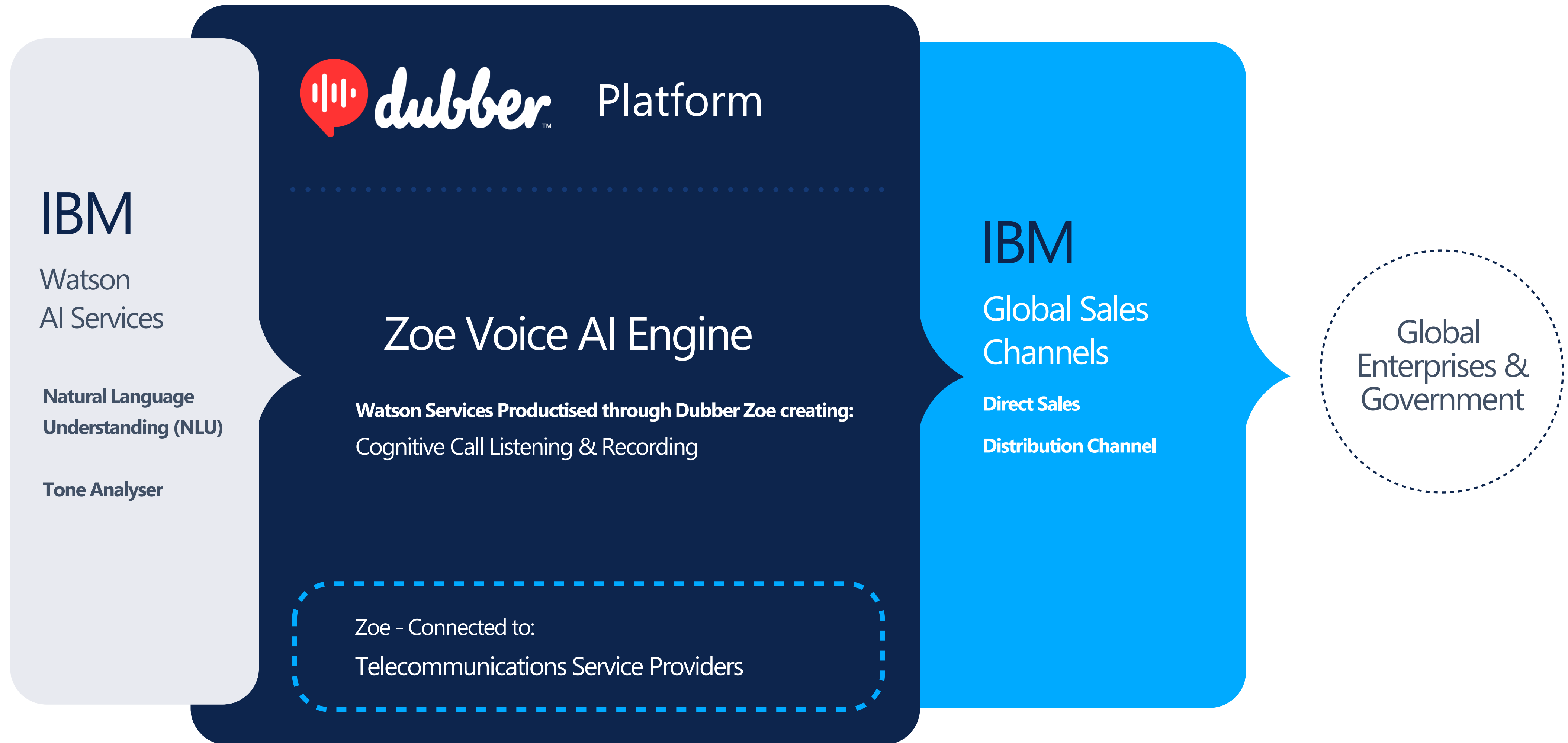


Platform of Choice for Global Leaders

- To provide an essential layer for Telecommunications Carrier Network Offerings - **AT&T**
 - Dubber is currently contracted to provide the recording platform for 57 carrier networks globally
- To expand the market for recording – **Cisco BroadCloud**
 - Dubber is the recording service for the world's leading cloud telephony platform **BroadCloud** where recording is a standard telephony feature
- To capture voice data for Insights, sentiment, AI and value added services – **CDK Global**
 - CDK Global are a multi billion \$USD company providing analytics to over **28,000** auto dealerships

Dubber & IBM provide Cognitive Call Solution

For personal use only



The Platform of Choice For:
IBM



Key Investment Considerations

- Telecommunications industry moving to the Cloud; Dubber is the platform of choice for world leaders – e.g. 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.

For personal use only

Operating Performance



Telco Growth

Quarter on Quarter

■ Billing ■ Contracted



For personal use only

44,420

Users

23,583

added in 6 months

Jun 15

Sep 18



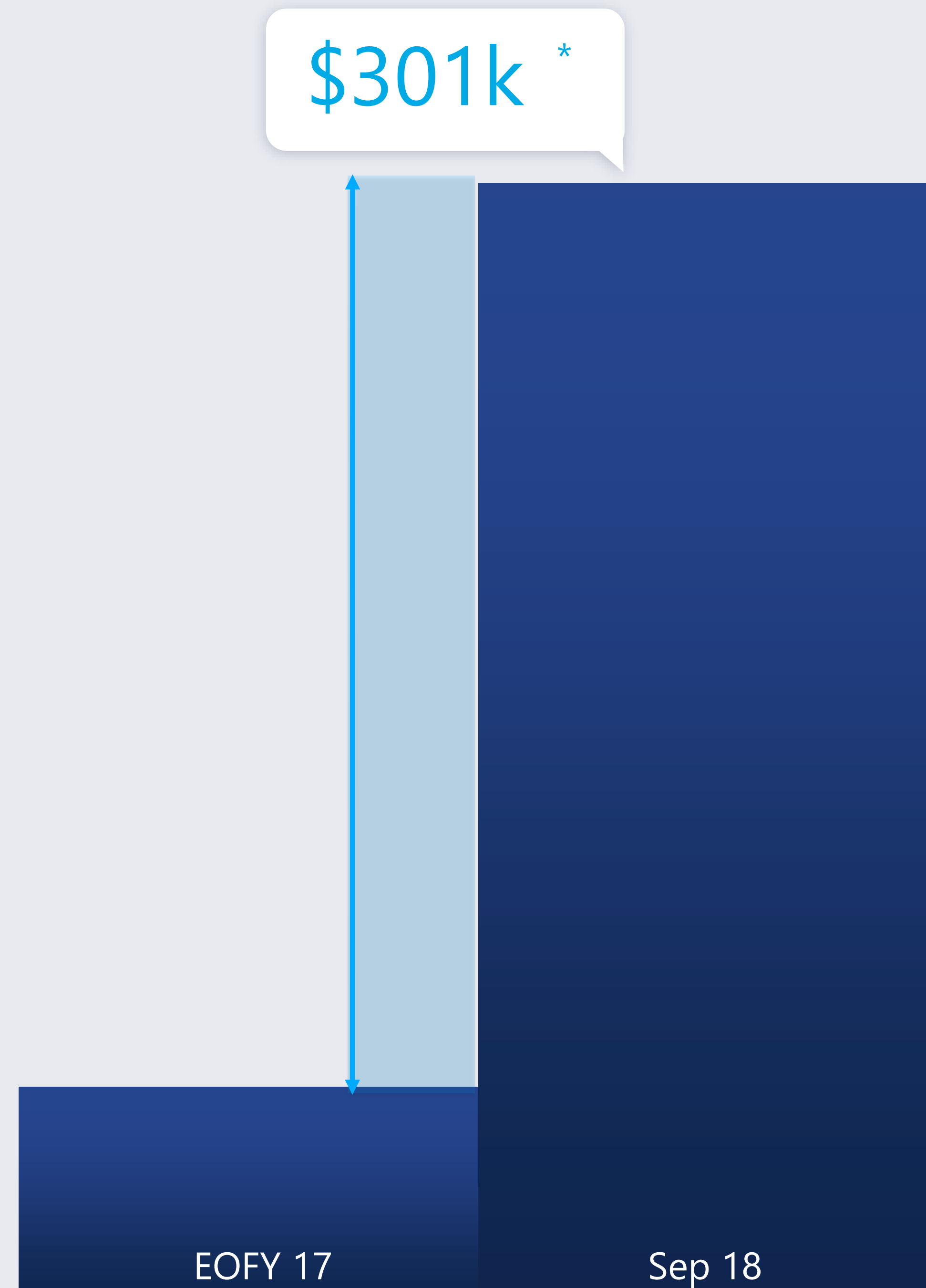
Revenue - Quarter on Quarter Growth



396%

Monthly billing increase

*Unaudited monthly revenue for September 2018 and subject to foreign exchange adjustments.



For personal use only

Business Opportunity



Platform - New Recordings

For personal use only



100m+
Total calls recorded surpassed in Sep 18

For personal use only

Customer Success

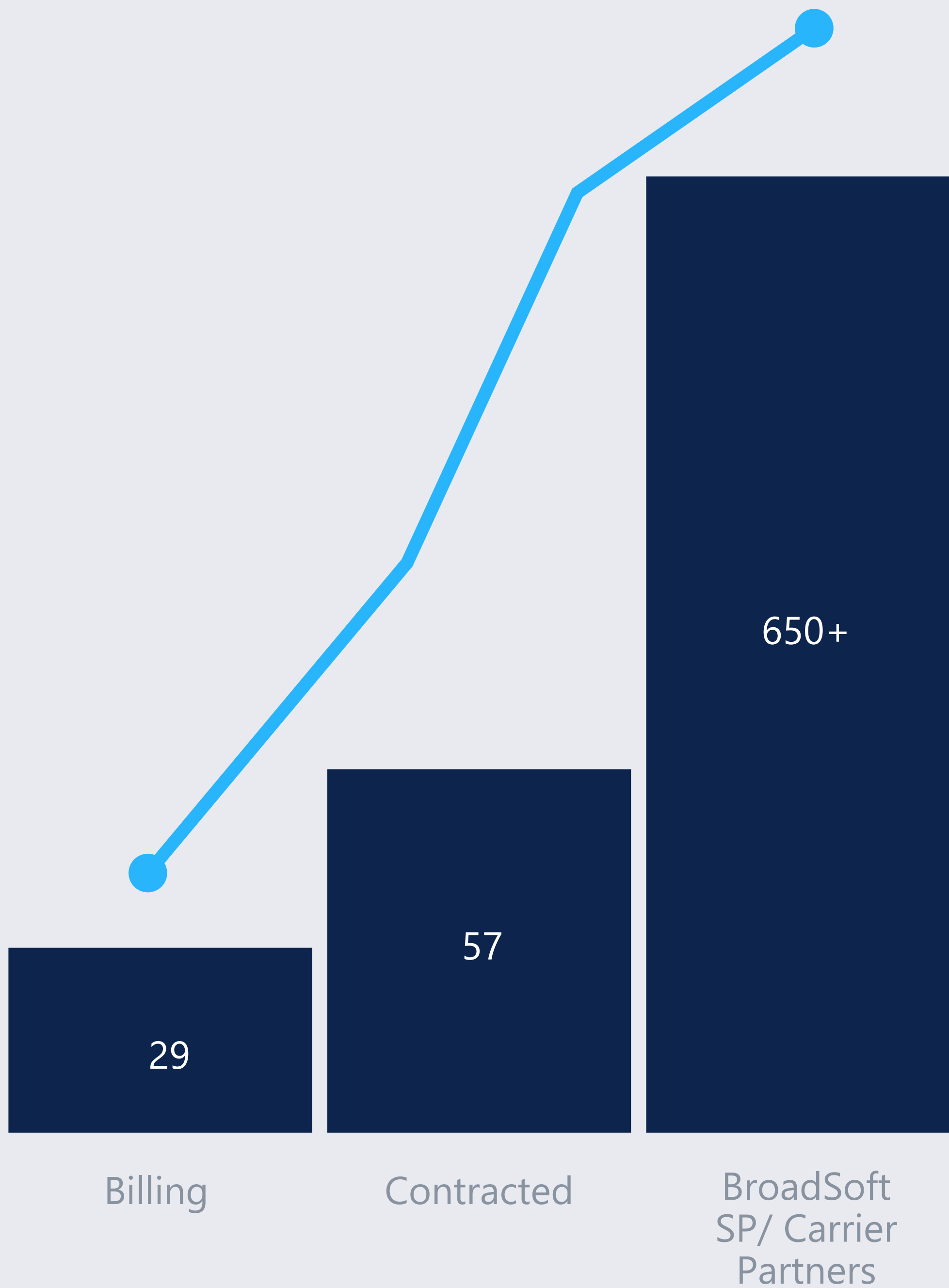
Case Study: An early Service Provider adopter of the Dubber Platform as a Service.

24%
of customer Base

Onboarding Period

Mar 17 - Go Live

Sep 18



The Platform of Choice For:
Cisco BroadSoft

29
x Billing Telcos

= 44,420 users
and growing

// 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)

For personal use only

Corporate Profile



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

- 2 Additional Non-Executive Directors
- Investment of \$1.2m Directors

Cash Position at June 30th 2018

Cash held - \$5.68m
plus
R&D Grant 2018 - \$1.6m
Funding Facility for R&D Grant 2019* - \$1.6m

* surplus to current requirements

For personal use only



Dubber Corporation Inc

info@dubber.net

dubber.net