

For personal use only



First Half Results Presentation

February 2019



For personal use only

1H FY19 Results





Half Year Highlights

- Over 300% increase in service income to \$2.00m (H1 FY17: \$0.49m)
- Over 200% increase in receipts from customers to \$1.30m (H1 FY17: \$0.42m)
- Users subscribed increased by **133% to 68,575** to December 31 2018 (30 June 2018: 29,405)
- Telecommunications companies that have taken the Dubber Platform increased from **38 to 92**
- Telecommunications companies at the billing stage increased from **23 to 35** during the half year
- Signed agreement with IBM with for delivery of a Cognitive Call Listening and Recording (CCLR) service
- \$5m placement completed in November 2018 to facilitate development of the business in line with rapid demand growth

Revenue Growth - Half on Half

For personal use only

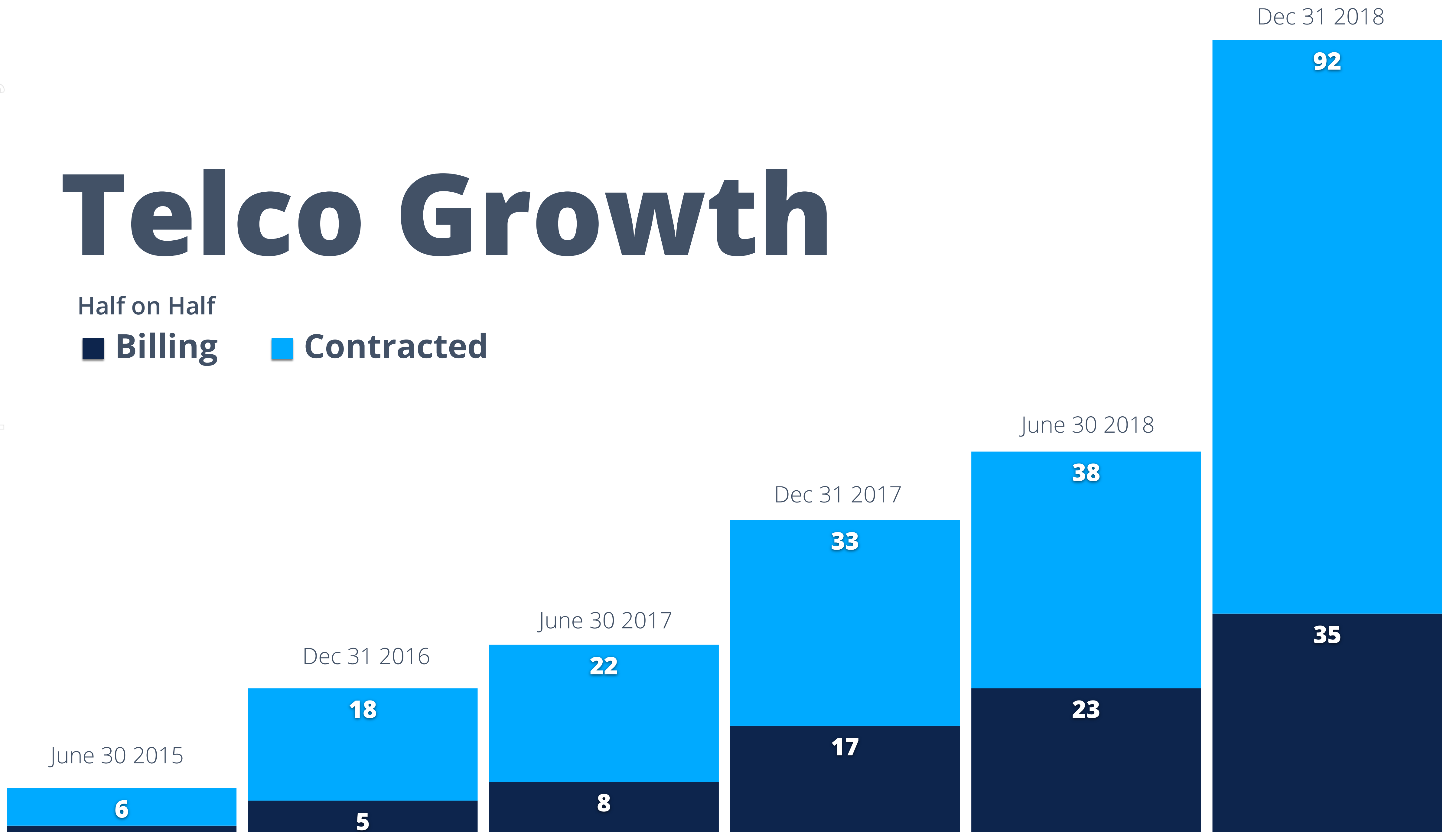


Telco Growth

Half on Half

■ Billing

■ Contracted



For personal use only

68,575
Users

39,170
added in 1H FY2019

Jun 15

Dec 18

For personal use only

Dubber Overview





Call Recording Platform as a Service

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

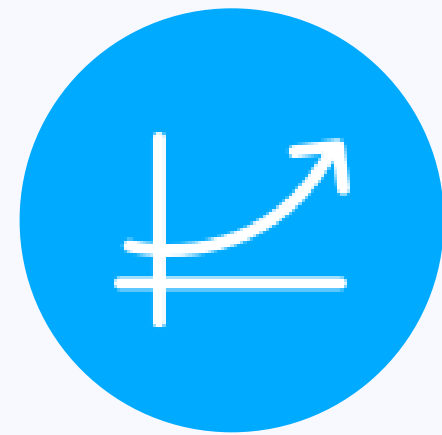
The Dubber platform enables call recording and analytics to be provided by a telecommunications carrier, without any hardware, on a monthly subscription basis as part of a telephony service.

Introduction to Dubber



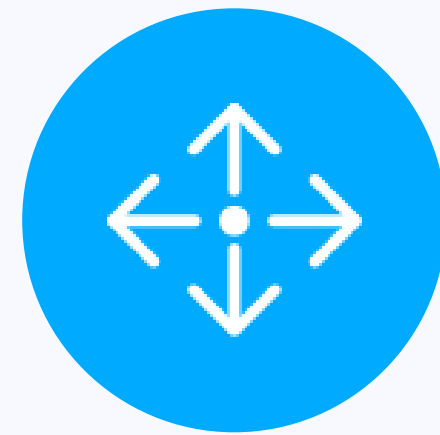
Disruptor

Dubber is disrupting a multi-billion-dollar industry



Leader

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



Scalable

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



Essential

Dubber is an essential service offering for leading global providers



Innovator

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

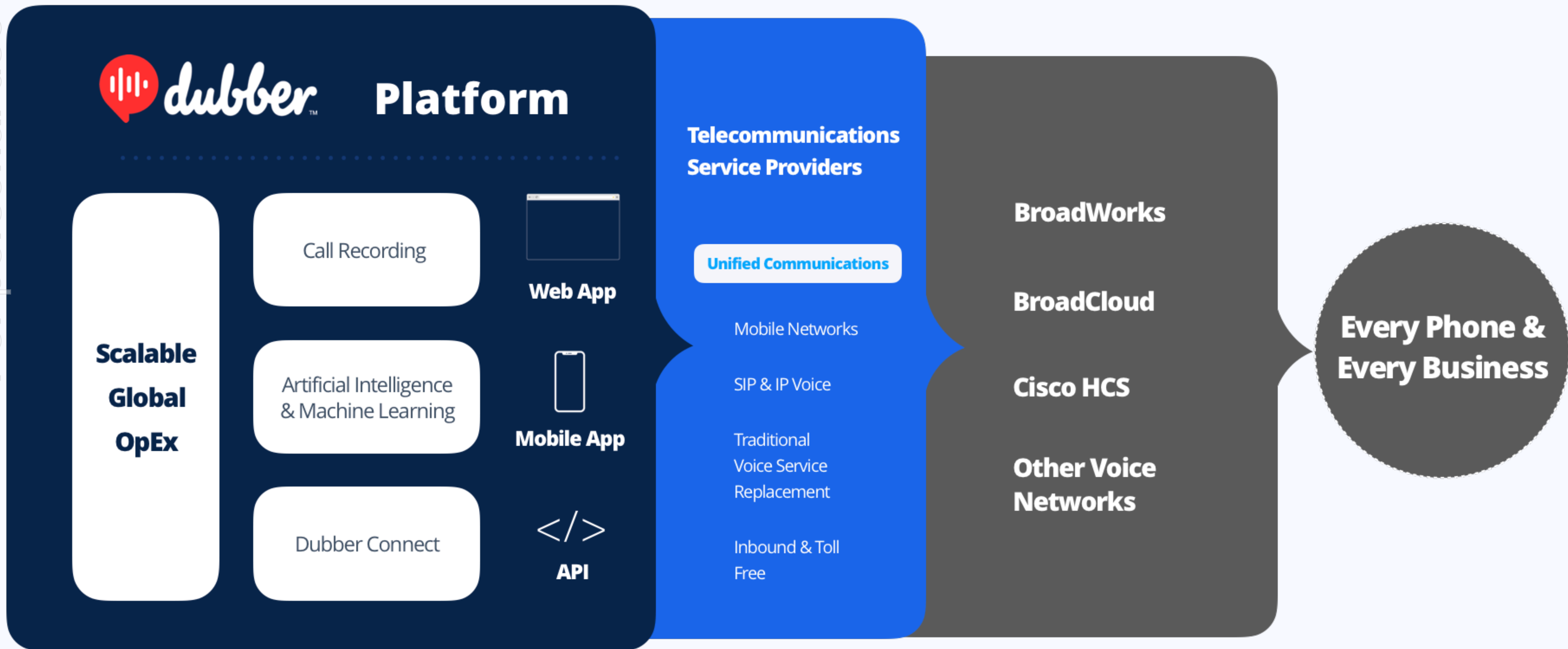
Disrupting Cloud Call Recording

For personal use only

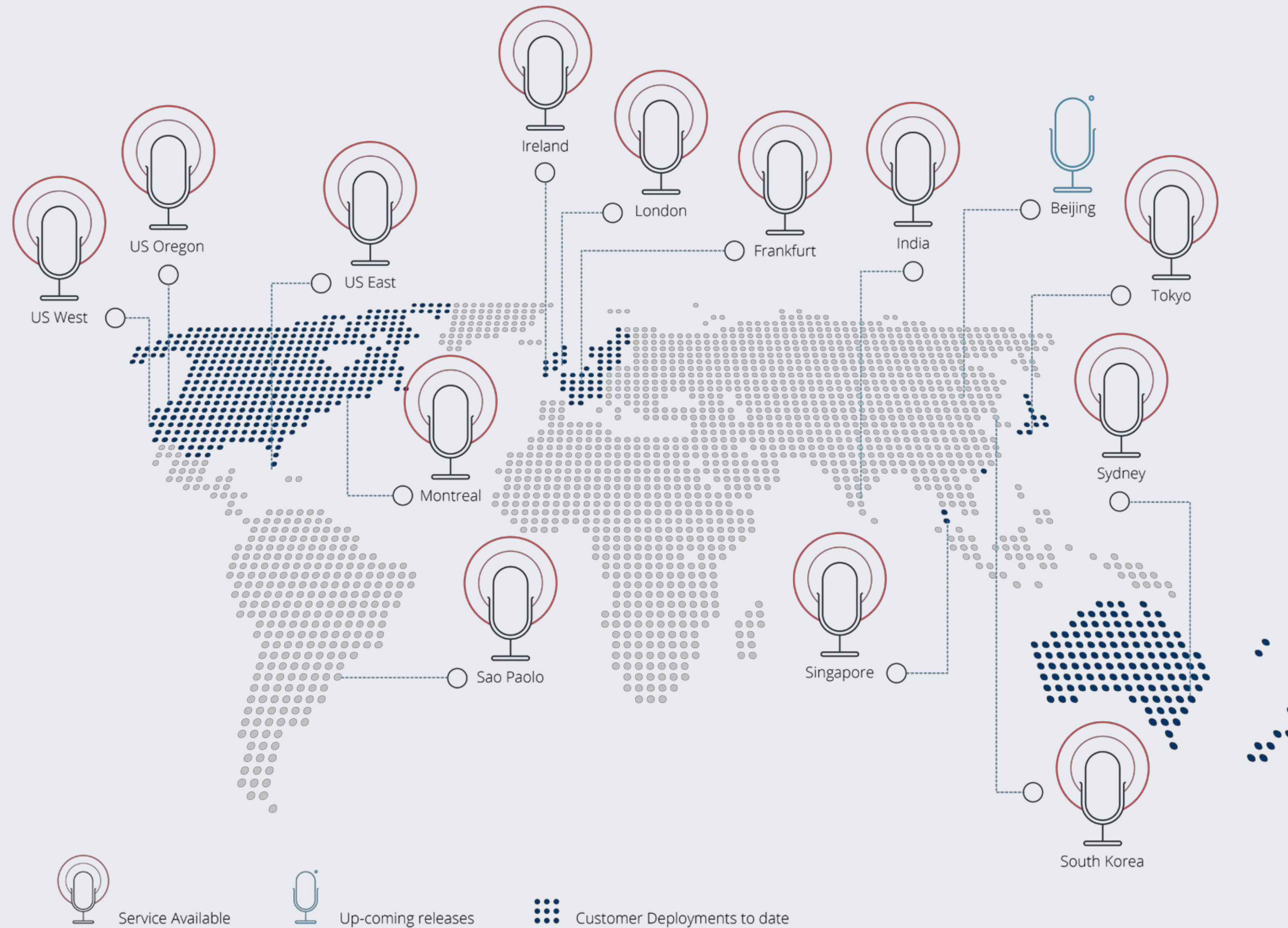
	Dubber Platform	Traditional Recording
Capacity	Unlimited carrier-level scale to record	Fixed capacity
Storage	Unlimited storage with back-up	Fixed capacity, encouraging users to delete recordings
Pricing	No CapEx	Expensive capital engagements, expensive to expand and maintain
Speed	Agile and rapid deployments	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?

Leading Call Recording to the cloud

Uniquely, the world's only call recording Platform as a Service for Telecommunication Service Providers



Scalable Global Platform



Becoming an Essential Telco Business Phone Bundle

For personal use only

#1 Phone Bundle

\$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.



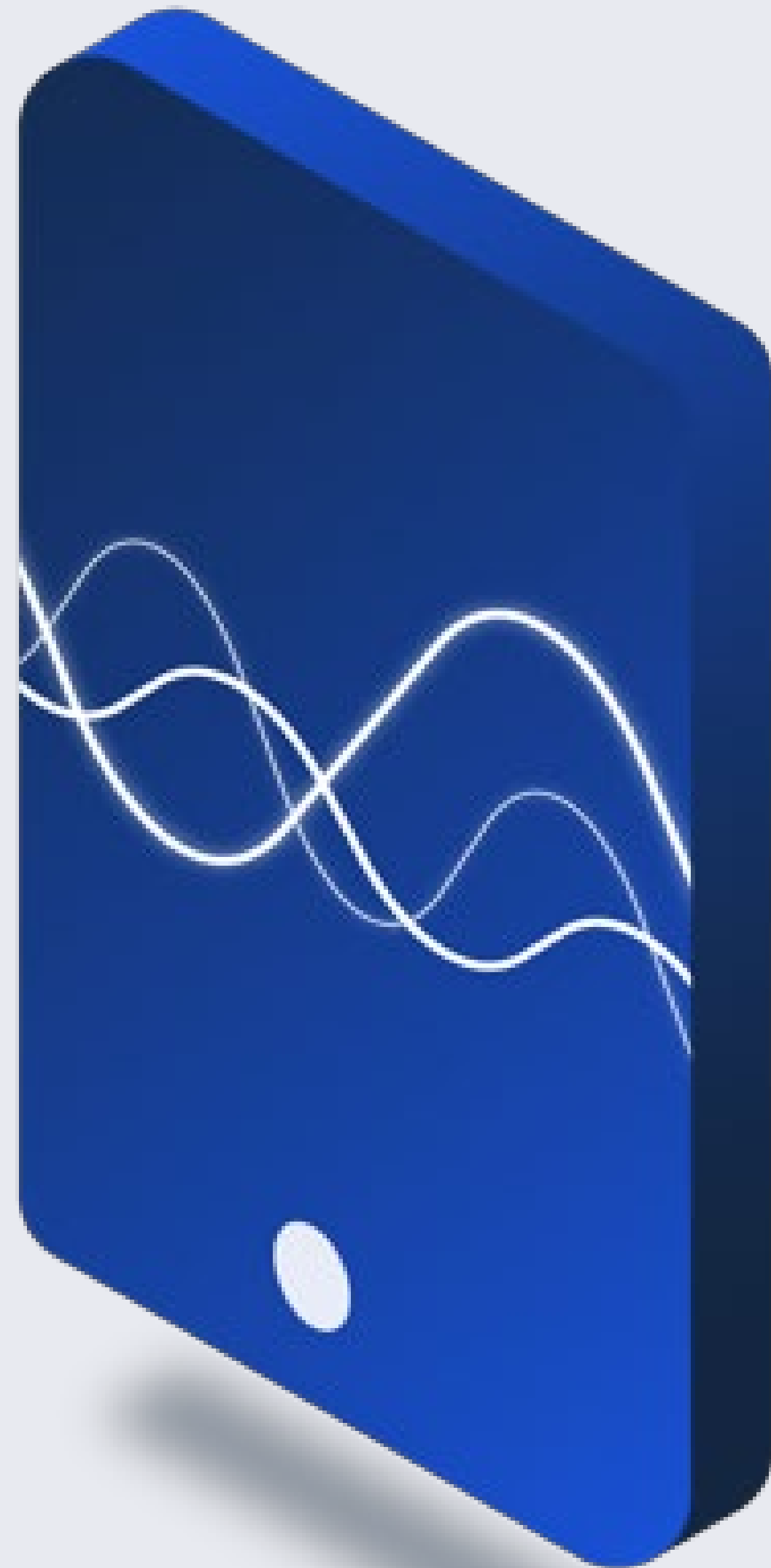
Zoe Voice AI

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.

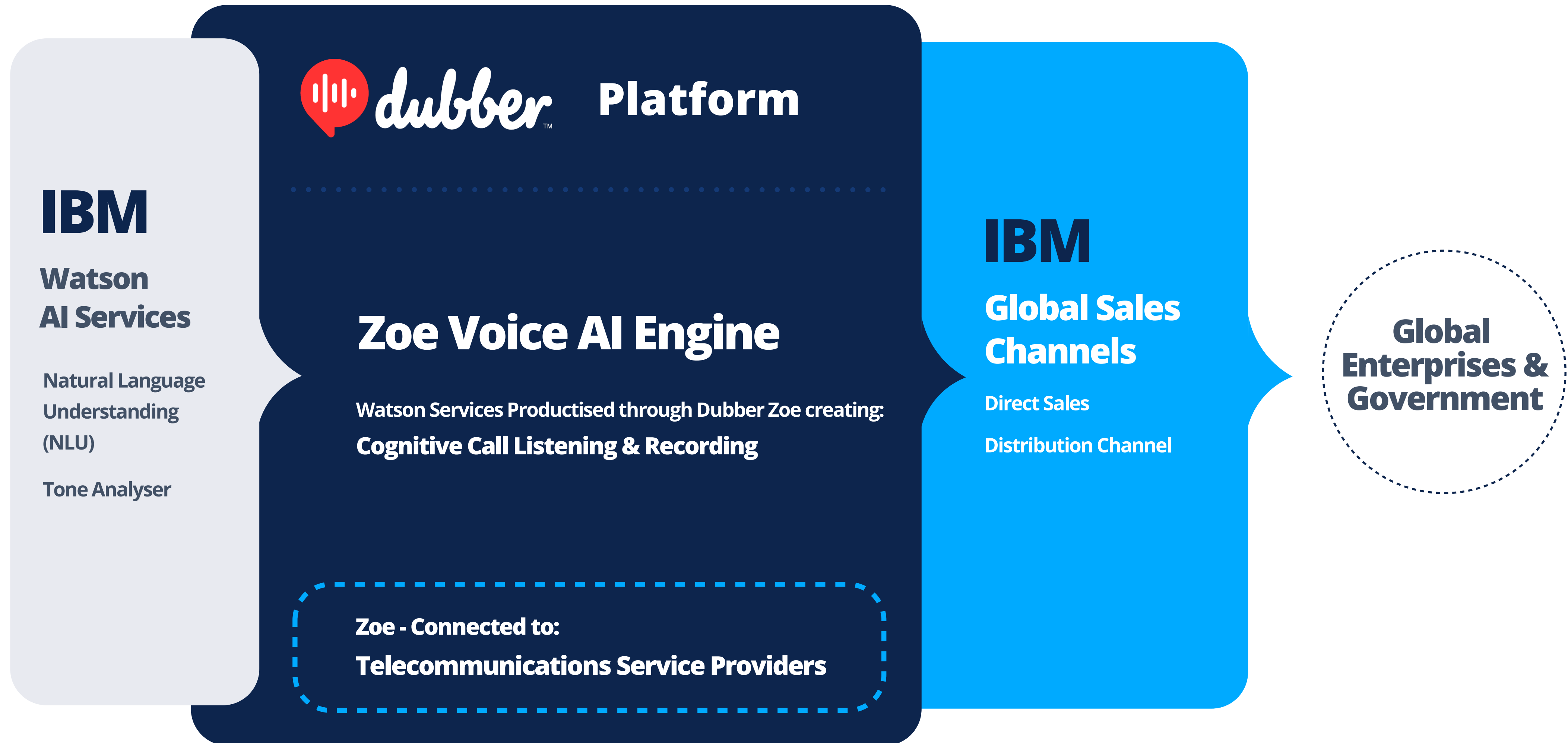


Platform of Choice for Global Leaders

- To provide an essential layer for Telecommunications Carrier Network Offerings - **AT&T**
 - Dubber is currently contracted to provide the recording platform for **92** 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

Innovative Solution with IBM: Cognitive Call Recording

For personal use only



The Platform of Choice For:

IBM

For personal use only

Business Opportunity



For personal use only

Customer Success

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

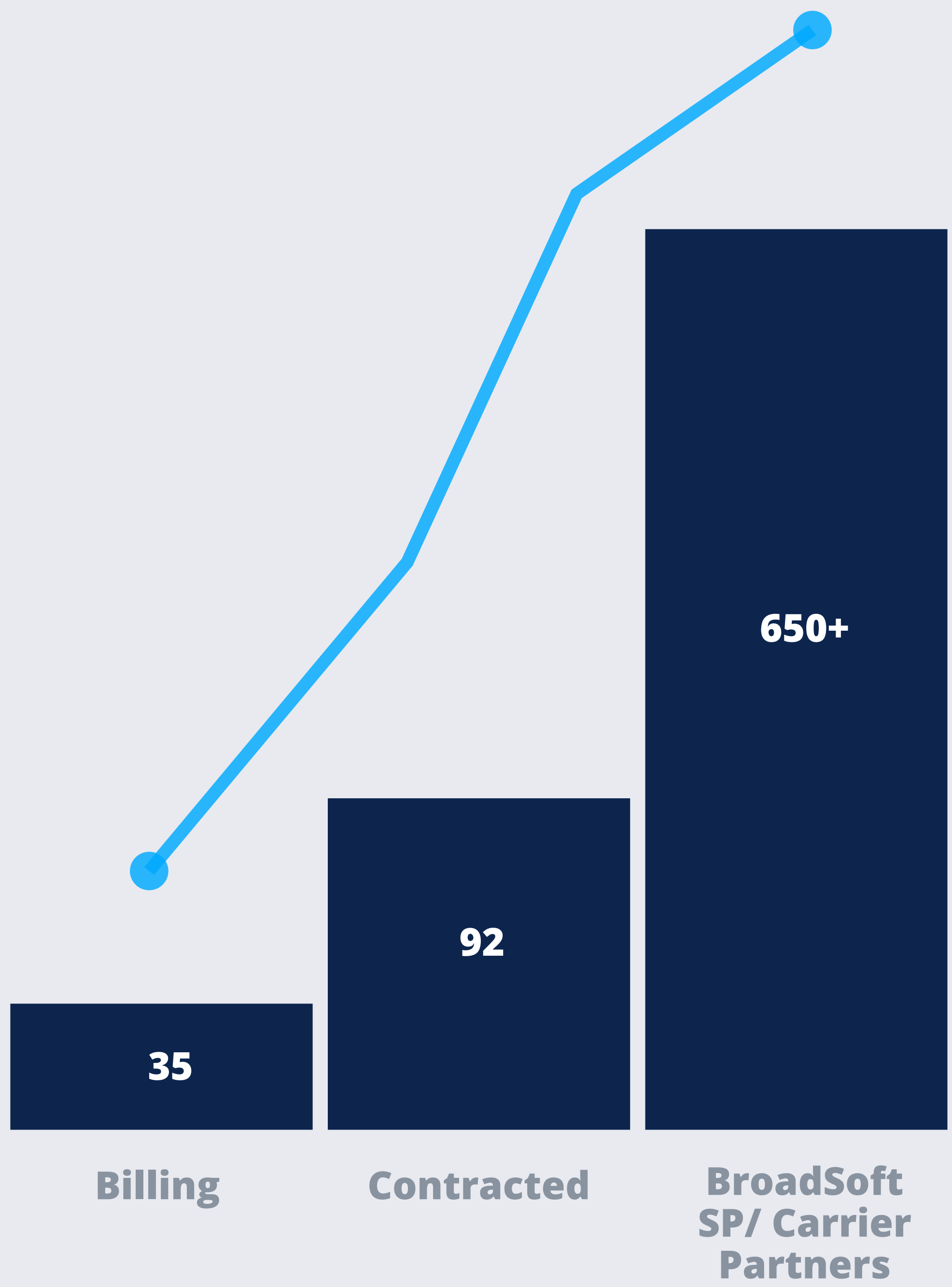
Demonstrating the life cycle of a Service Provider is approximately a two-year period to revenue penetration, demonstrating defensibility and scale to come.

26%
of customer Base

Onboarding Period

Mar 17 - Go Live

Dec 18



The Platform of Choice For:
Cisco BroadSoft

35
x Billing Telcos

= 68,575 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)



Fast growing global software platform with strong barriers to entry

- 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.



Dubber Corporation Limited

info@dubber.net

dubber.net