



Annual General Meeting 2021

# Investor Update

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# ① The Dubber Vision

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## End not knowing

We create cloud services inside the leading communications networks and unified communication solutions globally - enabling any business to unlock the potential of every conversation through AI-enriched conversational data



Founded  
2011



ASX  
Listed



200+  
Employees



HQ  
Melbourne, AU



Native & Cloud  
Leader



>200% Market Cap  
Growth On PCP



>160+  
SP Networks Globally



Billions of Minutes  
Recorded



Industry  
Leading AI & NLP



API Connections  
& Partnerships  
(IBM, Cisco, Salesforce &  
more)



“By 2025, 75% of conversations at work will be recorded and analyzed, enabling the discovery of added organizational value or risk.”

GARTNER

## Our Purpose:

To improve the way the world communicates and connects

## Our Mission:

Dub every communications service in the world – voice, video, chat and more

## Our Vision:

To unlock the power of voice data for Government, Service & Platform Providers, and Enterprises Globally

## Our Focus:

Realising the potential of Voice data as a Service

- 1** DUBBER ON EVERY NETWORK AND COMMUNICATIONS SOLUTION GLOBALLY  
AI on every phone and end-point fueling the Voice Intelligence Cloud
- 2** WIN AND SERVE EFFICIENTLY WITH PARTNERS – DIRECT & CHANNEL  
Create network effects with every end-point and user creating incremental growth
- 3** AI POWERED INTELLIGENCE & INSIGHTS  
Create more value for customers than ever before through compliant Unified Call Recording data, connections and integrations

# It Starts With Native Cloud Recording

Enabling service & solution providers to monetise voice connections



Capture & Convert from any end-point or service



Simple & Easy Provisioning on the Network



Voice converging on one platform. Enriched by AI



Rich and flexible features and advanced AI & API



Subscription services & new consumption models

Desk Calls

Call Centre

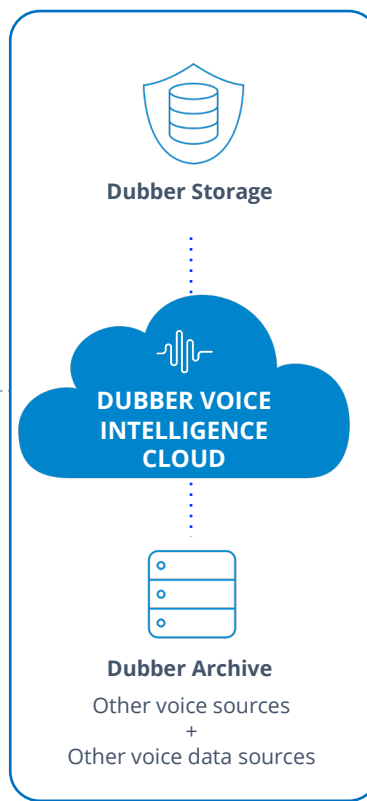
Video Calls

Mobile Calls

Messages



**Dubber Platform  
Connector &  
Provisioning Portal**



**Dubber Apps**  
Web + App Access,  
Management & Admin

UNIFIED RECORDING

ALERTING, REPORTING  
REAL-TIME SEARCH

AI-DATA ENRICHMENT  
& AUTOMATION

INTEGRATIONS

DATA MANGEMENT  
& API

## Flexible Plans & Products



**Dubber You**



**Dubber Teams**



**Dubber Premier**



**Dubber UCR**  
Compliance Edition



**Dubber Premier**  
Compliance Edition



**Dubber Voice  
Intelligence Cloud**  
Compliance Edition

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# Native to the world's leading networks and solutions

160+ networks and solution partners globally

Zero hardware, network native, Cloud-first

Simple and easy deployment



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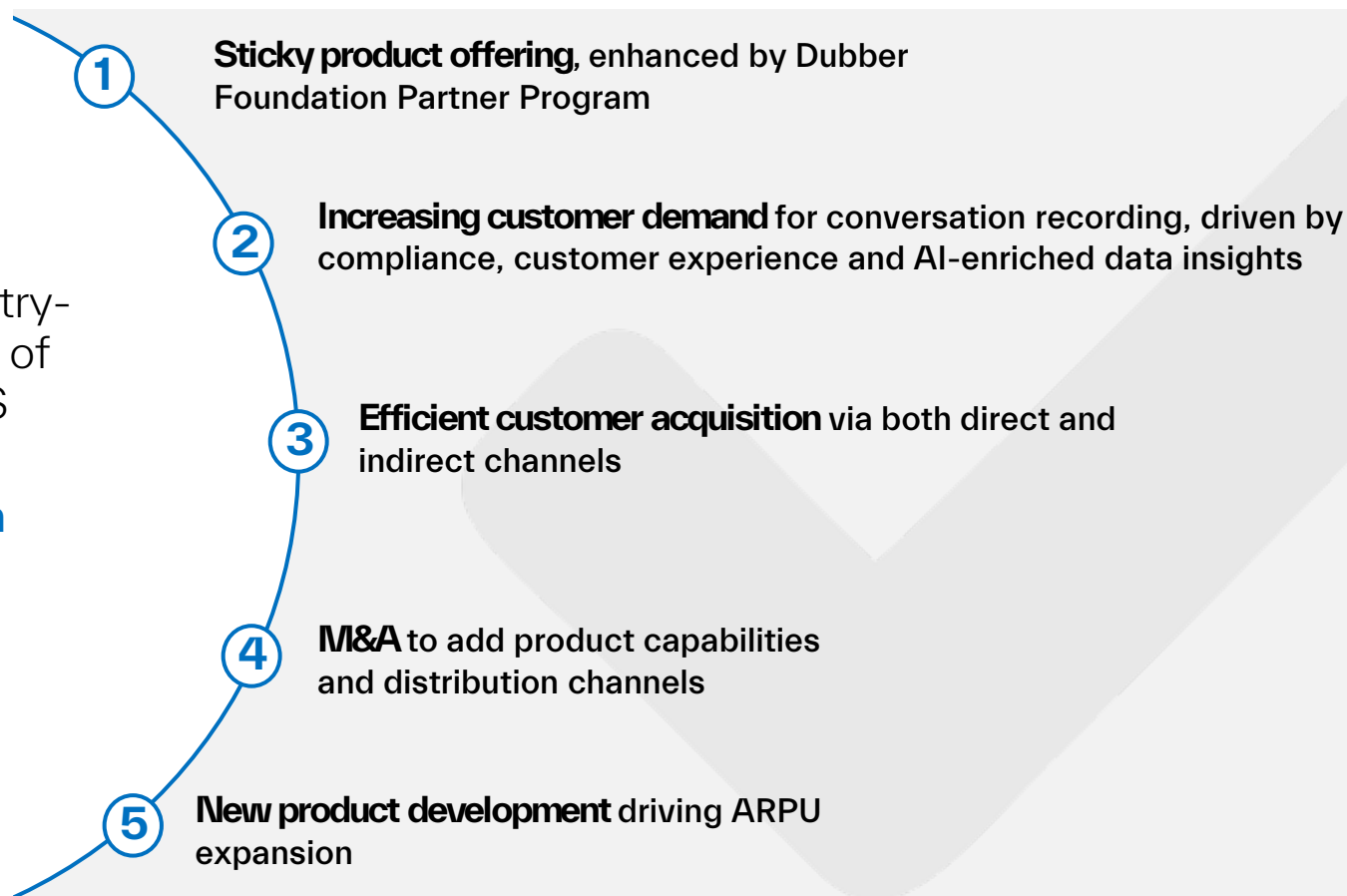


# ARR Growth Drivers



Dubber continues to drive industry-leading growth placing it as one of Australia's fastest growing SaaS companies.

**We expect continued ARR growth through:**



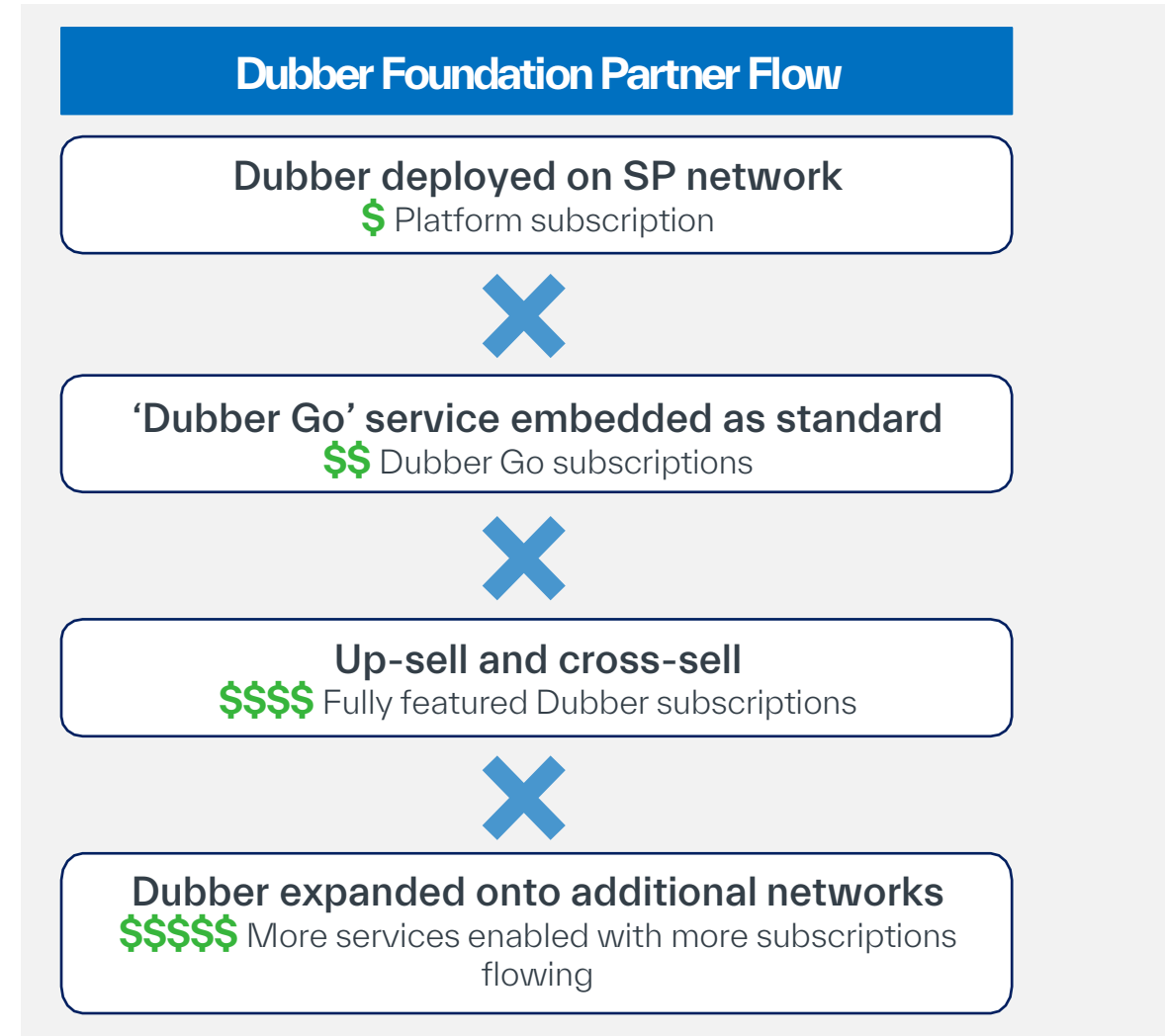
# Foundation Partner Program

The Dubber Foundation Partner Program is a first of its kind program, enabling service providers (SPs) to cost effectively deploy Dubber as a key differentiator embedded within their services.

Dubber realises significant benefits from establishing these programs including:

- ✓ 100% penetration of customer base, available for up-sell
- ✓ Ability to engage directly with customers
- ✓ Long-term and deep relationship
- ✓ Instantly “switch-on” an entire customer base to Dubber Go call recording
- ✓ Seamless integration with Partners processes and billing engines
- ✓ Preferred status allowing Dubber to engage with Partners
- ✓ Immediate access to broader technology footprint as well as other service providers

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# M&A Strategy



Targeted M&A accelerates pathway to ARR growth

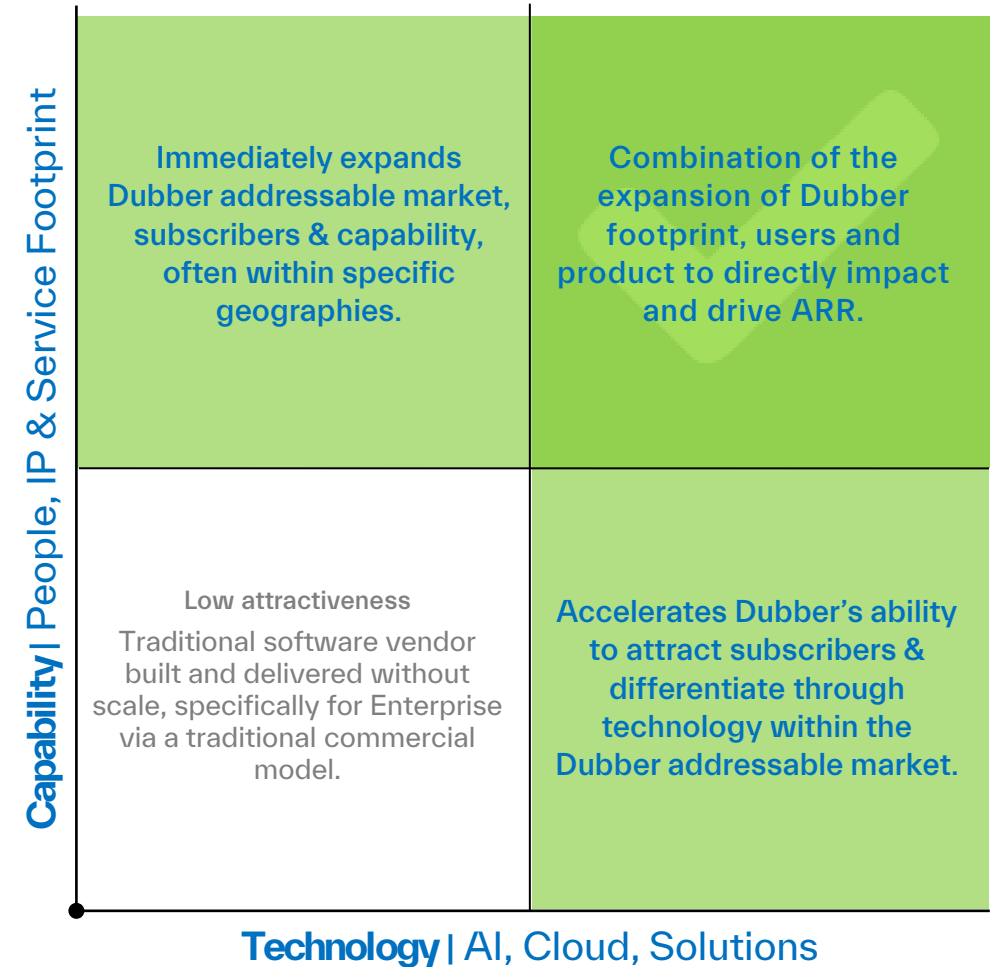
Active opportunities in M&A expected to drive to conclusion adding:

- 1 Like for like revenue via service providers and subscribers while expanding the Dubber footprint
- 2 Technology to fast track Dubber product aspirations and increase Dubber differentiation within current service provider offering
- 3 Technology to increase subscription revenue through new functionality and by addressing new customer use cases

Dubber continues to actively assess M&A opportunities working with leading advisors to identify new sources of growth

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...executed with focus on key criteria and global expansion





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## ② Building on FY 2021

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# Building on FY 2021

## ARR – Annualised Recurring Revenue

**\$39m**

+142% PCP

## SERVICE PROVIDERS & SOLUTIONS

Contracted

**160**

+16% PCP

Billing

**105**

+27% PCP

## SUBSCRIBERS

**420,000+**

+118% PCP

## CASH ON HAND

**\$32m**

\* +\$110m capital raise (before costs)

## A YEAR OF EXPANSIVE GROWTH

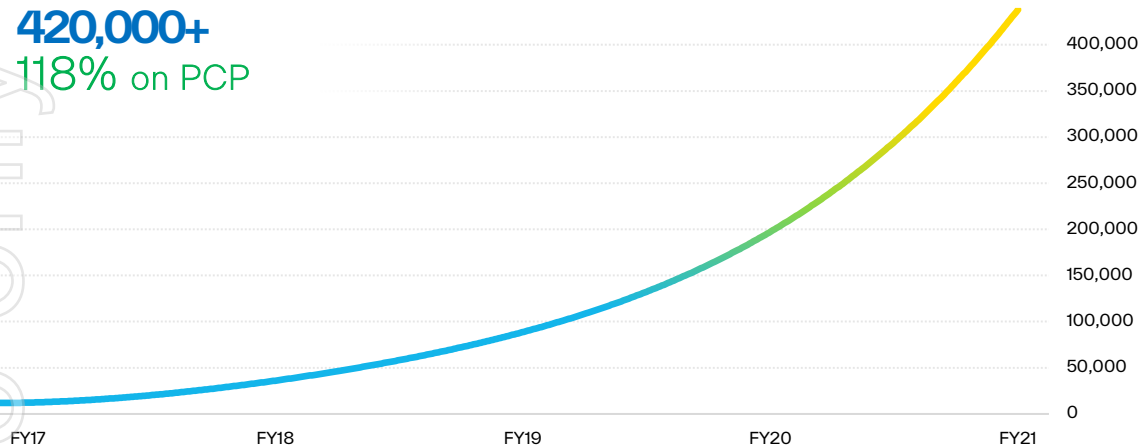
- **Exceeded Growth v Internal Targets by 25%+**  
The Company's primary ambition was to double the size of its business in terms of ARR, subscriptions and revenue generating resources
- **Capital Raise of \$110m at \$2.95 in July 2021\*** strengthening our balance sheet enabling acceleration of growth via organic sales and strategic M&A
- **Dubber is the only option globally for UCR**  
with a unique capability enabling voice data to be captured across SP Networks + Cisco Webex, MS Teams & Zoom and managed in a 'single pane of glass.'
- **Acquisition of Speik**  
UK based Company bringing Mobile Voice Recording and PCI Payments services, accretive revenue and core employee capability.
- **Acquisition of Notiv**  
enabling network calls to be converted into notes in real time and developing our AI capability with a world class team.
- **Launched Foundation Partner Program**  
first-of-a-kind model for enabling AI on every Telco and UC provider end-point- Cisco as first partner for Webex.
- **Dubber as a 'Destination Company'**  
enabling key executive recruitment across APAC, EMEA and NALA



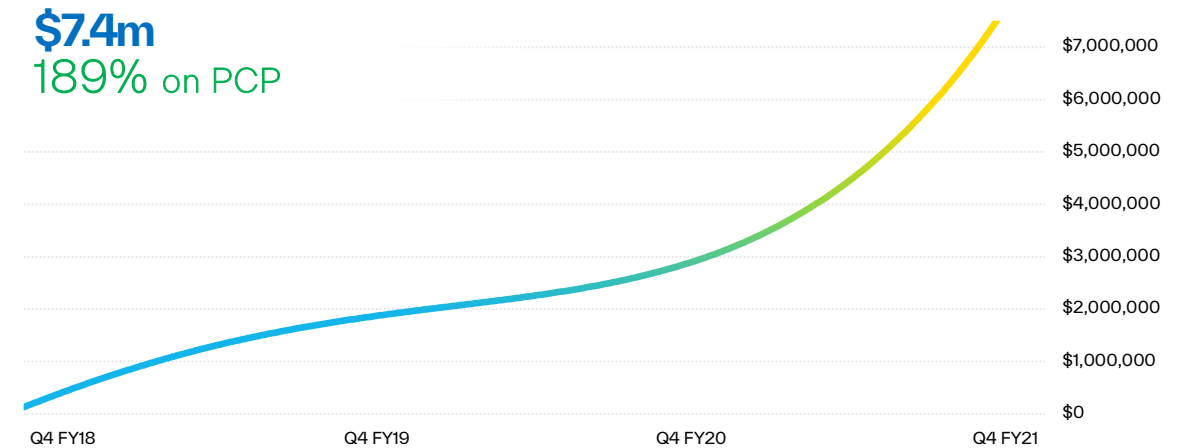


# Building on FY 2021 - Key Growth Metrics

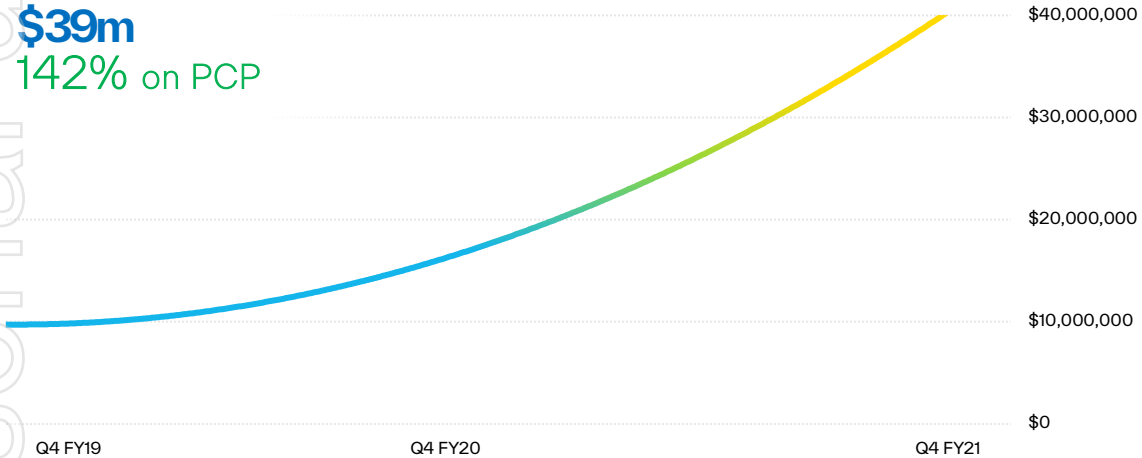
Subscribers | FY21



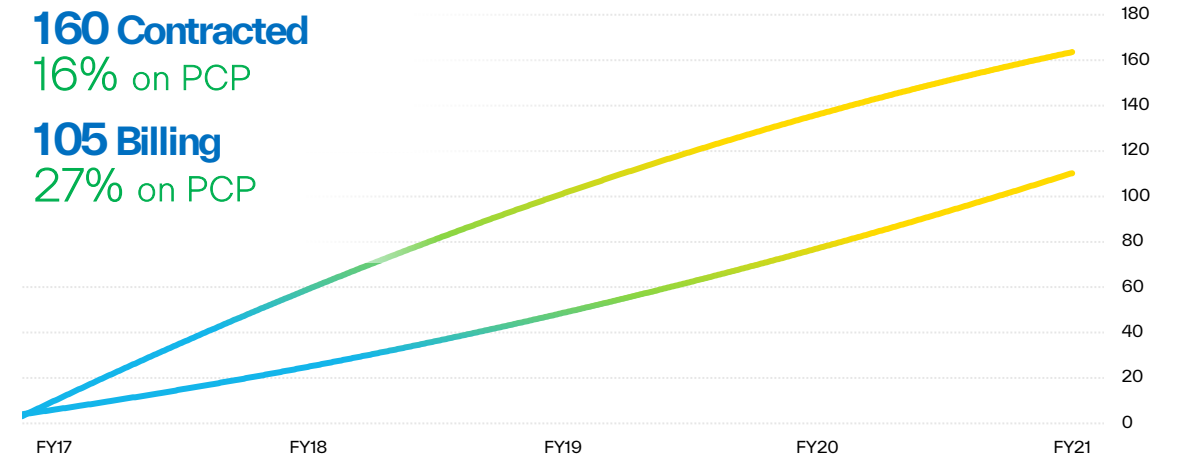
Revenue | Q4 FY21



Annualised Recurring Revenue (ARR) | FY21



Service Providers & Solutions | FY21



# Q1 FY 2022



## ARR – Annualised Recurring Revenue

**\$43.5m**

+140% PCP

## SUBSCRIBERS

**450,000+**

+98% PCP

## REVENUE: Q1 FY22

**\$8.1m**

+149% PCP

## SERVICE PROVIDERS & SOLUTIONS

Contracted

**165**

+16% PCP

Billing

**108**

+24% PCP

## CASH ON HAND

**\$126m**

## OPERATING CASH RECEIPTS: Q1 FY22

**\$9.1m**

+231% PCP

## WHAT'S NEXT

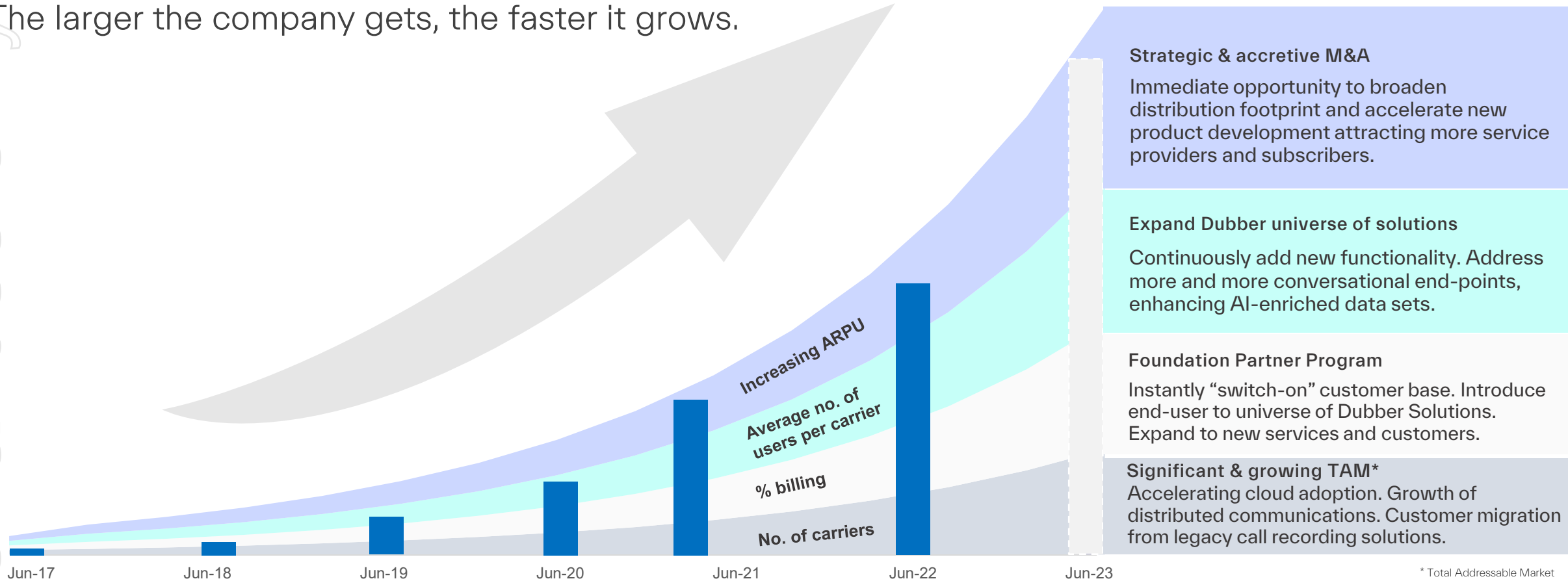
- **Continued Growth of ARR**  
The Company has established an underlying quarterly revenue growth 'run rate' augmented by M&A activity and Foundation Partner Programmes.
- **Expansion of Network Footprint**  
deployment of the Dubber platform into mobile networks and Foundation Partner Programmes leading to a pre-eminent position for Unified Call Recording.
- **Deployment of Leading & Disruptive Product Layers**  
providing value to SPs and users by turning network calls into content and enabling new use cases across a broad Total Addressable Market (TAM)
- **Establishing the Brand as a Global Leader**  
SPs see value in the Dubber brand for its unique capabilities starting with UCR.
- **Building the Company**  
Dubber is in a position to appoint global leaders to the executive and board team.
- **Building the Corporate Profile**  
building on processes and strategies which create value for all stakeholders including employees, commercial partners and shareholders.



# Outlook: Accelerating Our Revenue Momentum

Dubber has built a 4-layered network effect.  
The larger the company gets, the faster it grows.

Personal use only





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# Thank you

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