



January 29, 2021

Q2 FY21 Investor Update

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www.dubber.net/q2-investor-update-video

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First things first

We are the #1 source of voice data and only way to put voice AI on every phone and every end-point

#1

(W)in the network – the only network- first solution

Always on and in the network



#2

(W)in the world's leading UC & technology

solutions – preferred and partnered



#3

Unlock network effects with every user added through the platform



#4

Harness our technology to drive efficient scaling through operational and technology advantage





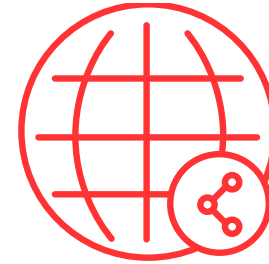
A new, new normal

COVID-19 continues
to drive demand for
Dubber UCR



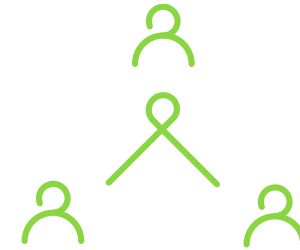
Ensuring the safety & wellbeing of customers & employees

- Voice intelligence provides real-time insights & accelerates time to remediation
- FCA (UK) now requires the compliant recording of conversations from home



Assisting customers and partners globally

- Compliance continues as a major priority as “hall-passes” are removed
- Rapid growth of UC solutions creating need for differentiation and unified call recording within Service providers

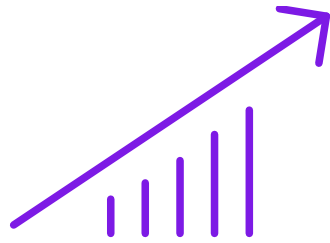


New business continuity & compliance requirements

- Demand for insights and data from dispersed end-points
- Traditional call center architectures disrupted by pandemic trends globally and acceleration to UCaaS¹



Our financial model



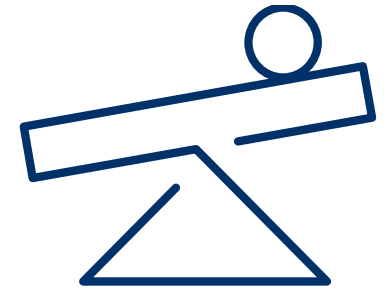
SUSTAINED
SUBSCRIPTION GROWTH



DRIVE NETWORK &
SOLUTION YIELD



GROW ARR THROUGH
NEW USE CASES &
FUNCTIONALITY



IMPROVING OPERATING
LEVERAGE



Strategy driving compelling outcomes

REVENUE: Q2 FY21

\$4.28m

+78% PCP

ANNUALISED RECURRING REVENUE (ARR)

\$28.4m^{}**

+168% PCP

CASH ON HAND

\$42m

SUBSCRIBERS

300,000⁺

+145% PCP

SERVICE PROVIDERS & SOLUTIONS

Contracted

150

+22% PCP

Billing

94

+45% PCP

OPERATING CASH RECEIPTS:
Q2 FY21

\$4.24m

+244% PCP

*Includes a portion of Speik users where the services and revenues are similar to Dubber, with other services still to be classified.

** Some of the Speik revenues are yet to be classified as ARR, and as such do not contribute to the Company's ARR metric. The ARR is therefore subject to adjustment once additional consumption style revenues are monitored in the current quarter.

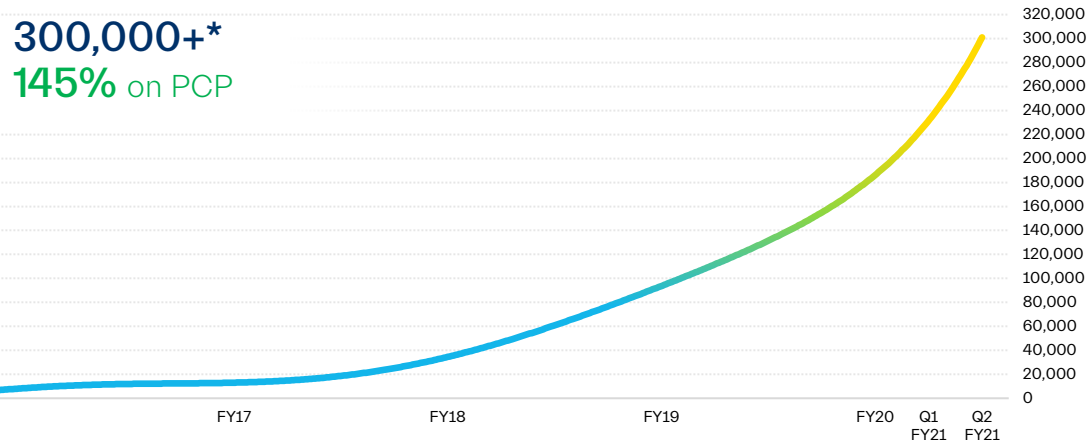
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Strategy driving compelling outcomes



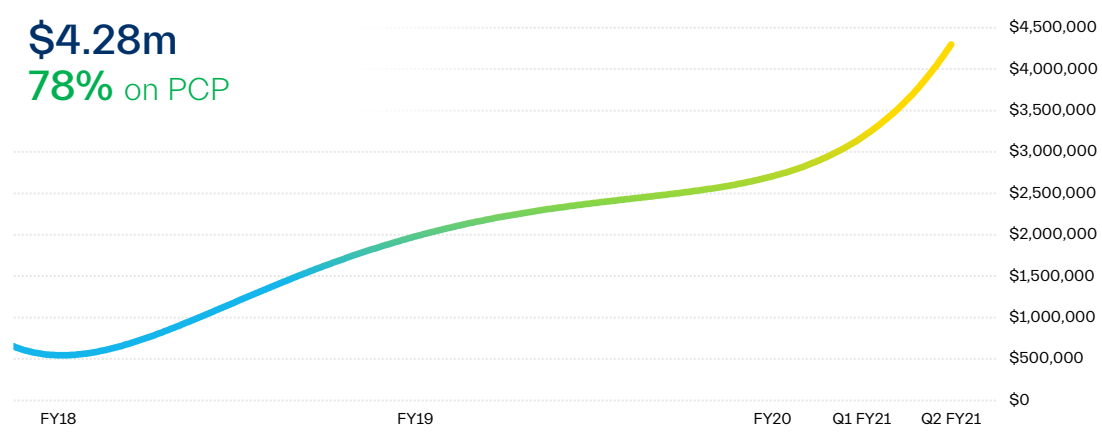
Subscribers | Q2 FY21

300,000+*
145% on PCP



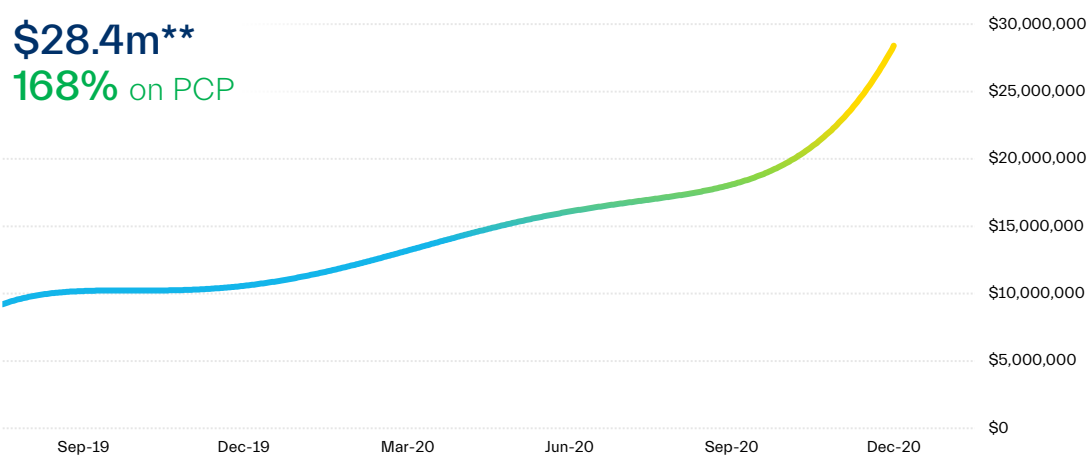
Revenue | Q2 FY21

\$4.28m
78% on PCP



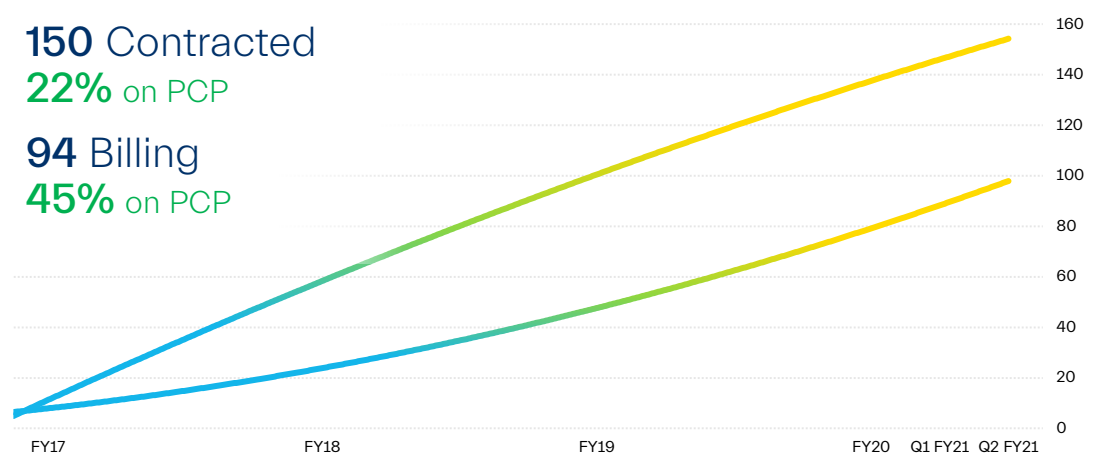
Annualised Recurring Revenue (ARR) | Q2 FY21

\$28.4m**
168% on PCP



Service Providers & Solutions | Q2 FY21

150 Contracted
22% on PCP
94 Billing
45% on PCP



** Some of the Speik revenues are yet to be classified as ARR, and as such do not contribute to the Company's ARR metric. The ARR is therefore subject to adjustment once additional consumption style revenues are monitored in the current quarter.

*Includes a portion of Speik users where the services and revenues are similar to Dubber, with other services still to be classified.

Our Strategy Simplified

dubber

Our Mission:

To 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:

Realizing 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 – CHANNEL 1st
 - > Create network effects with every end-point and user creating incremental growth
- 3 AI POWERED & CONNECTED INTELLIGENCE & INSIGHTS
 - > Create more value for customers than ever before through data, connections and integrations

Accelerating global footprint

Over 150 networks and solution partners globally

MOMENTUM WITH MAJOR SERVICE & SOLUTION PARTNERS THIS QUARTER



WITH MORE COMING & GROWING TIER ONE DISTRIBUTION!

dubber





Product momentum continues

Innovation delivered in the Cloud

NEW & IMPROVED INTERGRATIONS



Microsoft Teams



AVAYA



AT&T



Cloud Work

RICHER FUNCTIONALITY POWERING COMPLIANCE & CX



AI Speaker Detection

within a recording, enhancing the resulting transcription to be more conversational, improving overall readability.



AI Question Detection

within transcriptions, adding question marks to improve readability. Both speakers and questions can now be easily searched for and custom alerts created.



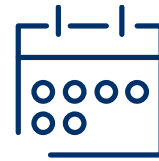
Legal Hold

allowing compliance focused teams to protect recordings from deletion (by user, by retention period, or accidental deletion) to ensure recordings remain for future retrieval.



Introducing Speik

- Speik are the leading UK provider of mobile call recording and PCI payments solutions
- Speik has the most core telco network integrations in the UK for recording and payments
- Profitable & growing
- Powers Telefonica's UK O2 mobile call recording solution
- Global MOTO Payment supplier to Vodafone
- Strong product synergies with Dubber with significant upsell and cross sell opportunities post acquisition



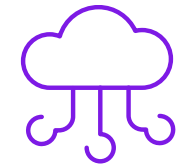
Founded
2019



38
Employees



HQ
Oxfordshire, UK



Hosted &
cloud



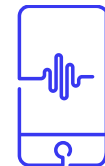
Billions of minutes
recorded



Industry leading
compliance



Industry leading
PCI & Payments



Pioneer in mobile
call recording



A compelling acquisition

Accelerates Dubber's service provider footprint in the UK, revenue growth, ARR & subscribers

Speik supports O2's mobile recording service	Increases Dubber's UK footprint. Validates Dubber's business model of "sticky" network centric services.
Speik provides PCI Compliance solutions with UK Carriers:	Enriches Dubber's solution portfolio as leader in Unified Call Recording, Compliance, secure voice data management
Speik has annual revenue of circa £7m (circa A\$12m):	Growing month-on-month adding subscribers and momentum. Dubber can continue momentum with Dubber solutions and integrations
Speik is profitable	Enhancing Dubber's consolidated bottom line
Accretive Fundamentals:	Service provider and solution footprint, technology synergies and lean operating structure expected to contribute to revenue growth
Scrip and cash consideration with earn-out	Over half the consideration subject to a 16-month performance based earn-out to incentivise performance and preserve Dubber's strong cash position
Attractive acquisition multiple	Efficient addition of revenue, service provider networks and subscribers that increases Dubber's market-leading position



Speik Overview

Products powered through core network integrations with Vodafone, O2 Telefonica, Gamma Telecom and Hutchinson 3...

Call Recording

Cloud call recording supplier with multiple leading UK network relationships

Case Study:

O2 Telefonica selected Speik as specialists in compliant mobile recording across 10,000s users.

We are working closely with O2 to extend our multi-million £ contract into sectors beyond finance into transport and health and safety.



Call Archive

We enable organizations to achieve PCI DSS and GDPR compliance with centralized search and storage by migrating customers from Verint, Nice and others to our cloud

With billions of minutes stored, Call Archive is a great way to increase the revenue from both Call Recording and/or Payments Customer

Case Study:

RBS Bank (tier 1 UK bank) – Speik migrated over 500 million call recordings from multiple sites into their platform with a 7-year contract and significant upsell opportunities.



PCI DSS Compliant Phone Payments

PCI DSS is a global standard that all merchants must adhere to

Our patented technology stops payment card data used in the telephony channel from entering the enterprise, enabling cost effect rapid compliance

Over 50% of UK energy , mobile telco and car insurance sectors are protected with our solutions.

We are excited to have the opportunity to offer payment security to Dubber's existing 150+ telcos globally.

Case Study:

Speik are Vodafone's Global PCI DSS partner



Our path to \$100m revenue and beyond

OUR STARTING POINT

- Call Recording
- Voice
- Record
- <100 service & solution providers
- Good subscription yield (ARR and S&SP penetration)

PRESENT → FUTURE

- Unified Call Recording
- Voice, Video, Chat
- AI enriched voice data
- >200 service & solution providers - Ubiquitous
- Growing subscription yield (ARR and S&SP penetration)





Thank you

SEE OUR Q2 UPDATE VIDEO 

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