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dubber

dubber.ne



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Juc			
0	01.	Corporate Directory	08
S	02.	Chairman's Letter	1C
Š	03.	Letter from the CEO	16
	04.	Directors' Report	24
DS	05.	Remuneration Report	32
O	06.	Auditor's Independence Declaration	58
<b>ES</b>	07.	Financial Report	60
Φ	08.	Directors' Declaration	114
	09.	Independent Auditor's Report	116
O	10.	Shareholder Information	122
Щ			





global telecommunications industry. The Dubber platform is the only cloud native unified recording technology that is integrated directly into the service providers network to capture voice across mobile, video and text services. Dubber enables source of value for innovation, retention, and revenue. Listed on the ASX, Dubber is the clear market leader in conversational intelligence and unified recording embedded at the heart of over 175 service provider networks and services and used daily by over 580,000 subscribers worldwide.

For more information, please visit Dubber at www.dubber.net



### FY22 Highlights

Dubber delivered significant revenue growth and increases across all key metrics in the 2022 financial year (FY22) reflecting demand from service providers for new sources of value.

Dubber's core strategy, to create value for service providers through unified recording and conversational artificial intelligence (AI) as a core network service, adds incremental revenue, retention and differentiation based on meeting the needs of every user of business communications services globally.

### FY22 Performance Highlights & Key Metrics

- Substantial organic growth in all core business indicators
  - Capital raise of A\$110m at A\$2.95 per share in July 2021; business objectives fully funded
  - Completed integration of Notiv and Speik acquisitions expanding commercial opportunities
  - Investment in the artificial intelligence (AI) and natural language processing (NLP) capability on the Dubber platform to meet customer demand
  - Extended relationships with service providers; expansion of Foundation Partner program
  - Expanded global footprint; key executive appointments in technology, product and sales capability

**Total Operating Revenue** 

\$25.3m

 $\uparrow$  25% on prior year

Cash receipts

\$29.9m

↑48% on prior year

**Employees** 

240+

↑ 140% on prior year

Service providers (contracted)

175

 $\uparrow$  9% on prior year

Subscribers

580,000K+

 $\uparrow$  38% on prior year



Dubber is the leading unified recording and conversational intelligence cloud service globally designed for communication service providers and their customers.

Dubber's platform provides the ability to capture and record any type of conversation (voice, video and chat) from any end-point (unified communications, mobile, and legacy) and unify the recordings and data in the Dubber Conversation Cloud.

Advanced AI technology and functionality draws insights from captured content to deliver differentiated services which drive accretive benefits to end user customers and increased revenue at scale to service providers.



## Corporate Directory

or personal use





### **BOARD OF DIRECTORS**

Peter Clare Non-Executive Chairman

Steve McGovern CEO & Managing Director

Peter Pawlowitsch

<u>Executive Director</u>

Gerard Bongiorno Non-Executive Director

Sarah Diamond Non-Executive Director

**COMPANY SECRETARY** 

lan Hobson

## -Or per

### **SHARE REGISTRY**

Automic Registry Services (Automic Pty Ltd) L5, 191 St Georges Terrace Perth WA 6000 Telephone: +61 8 9324 2099

### **AUDITOR**

BDO Audit (WA) Pty Ltd L9, Mia Yellagonga Tower 2 5 Spring Street Perth WA 6000

### **SECURITIES EXCHANGE**

Dubber Corporation Limited shares are listed on the Australian Securities Exchange ASX Code: DUB

### PRINCIPAL PLACE OF BUSINESS AND REGISTERED OFFICE:

Level 5-7, 2 Russell Street Melbourne VIC 3000 www.dubber.net

### **SOLICITOR**

Milcor Legal Pty Ltd Level 1, 6 Thelma Street West Perth WA 6005



Chairman's Letter







Dear Shareholder,

On behalf of the Board of Directors of Dubber, thank you for your support during what has been a significant period of change, growth, opportunity and volatility in the global financial markets.

I would like to sincerely apologise to shareholders, on behalf of the Board and CEO, for the delayed lodgment. A full review is underway and any necessary changes or improvements to avoid such an event occurring again will be implemented with the Board's full support.

This year for Dubber has been transformative; a period where the business achieved major operational initiatives at the same time as delivering substantial improvements across all key metrics. Dubber's growth in the year reflects the demand and opportunity for the business and affirms the strategy in place to execute on building a successful, Australian based global technology company.

Dubber is the leading unified call recording and conversational voice intelligence cloud service globally, designed for communication service providers and their largest business and government customers. Dubber's platform provides the ability to capture voice recordings and data across multiple networks and manage that data in a single environment, the 'voice intelligence cloud'. Al technology and functionality can then draw insight from that data to deliver differentiated services to providers and their customers.

### The Dubber team more than doubled from 100 employees in June 2021 to over 240 employees at the end of June 2022.

### The Company is fully funded to deliver the next phase of its growth

The Company delivered a number of highlights during the year including:

- The completion of the A\$110m placement which has allowed the Company to grow the business substantially and execute against its core strategy of organic growth augmented, where on strategy and value accretive, by acquisition. There has been no acquisitions this reporting period. During the year, the Dubber team grew from 100 employees in June 2021 to over 240 employees at June 2022, including key executive appointments in every geographic region.
- The rollout of Dubber's first partnership in the Foundation Partner program with Cisco, and growth of the Foundation Partner program with agreements reached later in the year with Nuuday, Ziro and NuWave.
- The Foundation Partner agreements see Dubber services embedded in the carrier's network as a standard offering benefitting the partner with immediate differentiation and additional revenue per user on existing infrastructure.
- Successful integration of the Notiv and Speik acquisitions provided revenue growth, product functionality and outstanding development staff added to the Dubber team.
- The appointment of Sarah Diamond to the Dubber Board as Independent, Nonexecutive Director.



### Strategy driving compelling outcomes

The Dubber growth strategy underpinned the decisions to significantly expand Dubber's global footprint which allowed the company to partner with world leading telephony service and cloud communications providers, increasing market penetration. Our market share is building from a small global base and the opportunity ahead for Dubber is truly great.

The global acceleration by service providers unlocking the power of communication data within their networks underpins Dubber's investment in enabling those providers and platforms with an expanded suite of services across entire networks.

Based on customer demand, the Company also focused its technology investment in extending engineering capabilities to develop the next generation of product features/functions such as 'Notes by Dubber', an automated real time conversation transcription service.

### Capital management

The capital raised in July 2021 has allowed Dubber to accelerate the execution of its organic growth strategy enabling it to optimise its first mover advantage to drive growth into the future.

Since the placement, M&A opportunities have continued to be evaluated, although high valuations in the first part of the reporting period meant accretive opportunities were not available. In the latter part of the reporting period technology valuations globally retracted and no compelling opportunities presented themselves. Moving forward, acquisition opportunities augmenting core business will continue to be evaluated with a focus on expanding functionality and extending global reach.

The Company maintains a strong balance sheet with cash and cash equivalents of A\$54 million cash at bank plus A\$30 million in term deposits at the end of June 2022.

The increase in capital expenditure during the year reflected investment in people, processes, technology and workplace infrastructure to support a growing team.

### **Environmental, Social and Governance**

The Board was pleased to announce the appointment of Sarah Diamond to the Board in August. Sarah is a seasoned senior executive and will bring a wealth of international experience in business and technology to the Board of Dubber. Sarah's biography is available in the Director's Report of this 2022 Annual Report.

Following Sarah's appointment, Board Audit and Risk, and Nomination and Remuneration, and Sustainability Committees have been established.



The Board was pleased to announce the appointment of Sarah Diamond to the Board in August.

Last year the Company refreshed its principles relating to Diversity and Inclusion, pleasingly this resulted in increases in female leadership across the business (Board, people and culture, investor relations, engineering, delivery leads and marketing operations), but more work remains to be done in this area. Accordingly, targets for improvement in coming years have been developed and communicated to business leaders.

During the year the Board has undertaken a process, facilitated by specialist consultants, to ensure that the Dubber team is aligned and unified in its commitment to a strong and enduring business as a responsible corporate citizen.

A copy of Dubber's Corporate Governance Statement can be found on the Dubber website at https://www.dubber.net/downloads/corporate-governance-policies.

### Acknowledgements

I would like to acknowledge and extend the Board's appreciation to Dubber's service provider partners for your support for Dubber during the year and we look forward to sharing in shareholder value enhancing mutual opportunities in the coming years.

As highlighted, the Dubber team has grown significantly during the year and I welcome all of you who have joined our team from around the world. Our growth and success are linked to the hard work of each of you who have led the way in delivering extraordinary progress. On behalf of the Board, thank you for your commitment to drive the Dubber business forward and deliver on the commitments made to our partners and customers.

Looking forward, Dubber remains focused on meeting the needs of the telecommunications industry which is evolving quickly as service providers seek to protect revenue streams from existing infrastructure and grow it with new products and services.

And finally, on behalf of the Board and management of Dubber, I would like to acknowledge our loyal and supportive shareholders who have endured a difficult year in line with global technology stock valuation retraction. We continue to believe strongly in the global potential of the Dubber business to be a powerhouse in voice data capture and analysis. I look forward to our next year with great enthusiasm for the success of the business.

Peter Clare

Petr (lau

Non-Executive Chairman

## Dubber at a glance

### Who we are

Dubber is the leading provider of unified recording and conversational AI for the telecommunications industry globally.

### Our market

Dubber is global with teams in Melbourne, Sydney, Brisbane, Dallas, Atlanta, Oxford and London supporting more than 175 service provider networks and services.

### Our strategy

Dubber's core strategy is to create value for service providers through unified recording and conversational AI as a core network service, adding incremental revenue, retention and differentiation based on meeting the needs of every user of business communications services globally.



### **Dubber**

Digitises and automates compliance, operations and productivity

Accelerates migration to the Cloud & digital transformation

Enables compliant, business-grade unified recording and Al-insights inside the applications and services used by billions every day

Delivers AI-enriched data at scale to automate workflows and insights

Creating ever improving revenue, retention and differention for the world's communications service providers

Creates differentiation in the 5G and UC era



## Letter from only letter only l







Thank you for your support during a significant and transformative

Thank you for your support during a significant and transformative year for Dubber.

We started the year having raised A\$110 million via an institutional placement. At that time, we indicated that monies raised would allow the business to significantly accelerate growth objectives and capture the substantial opportunity to create value for services providers through unified recording and conversational AI as a core network service.

During the year we achieved three major operational initiatives at the same time as growing the business substantially across all key metrics.

Total operating revenue has been adjusted from the Company's Appendix 4E announcement from \$35.6m, to \$25.3m. The revenue figure has been adjusted because the Company's interpretation of accounting standards relating to particularly, Platform Fees and Foundation based revenues has been modified following consultation with the Company's auditors.

The correct figure of \$25.3m is an increase of 25% from \$20.3m pcp<sup>1</sup> and cash receipts for the year were \$29.9m, up 48% pcp reflecting growth derived from new and expanded existing service provider<sup>2</sup> agreements and adoption of additional Dubber subscriptions by service providers' business and enterprise customers for Dubber's cloud recording services.

Gross margin on call recording has progressively improved over the year, driven by increased utilisation of the platform in all regions against a substantially stable 'cloud' cost structure. The Company believes that gross margin will continue to improve as subscriber numbers and utilisation of the platform increases.

Cash receipts and Foundation based revenues can be impacted by the timing of remittance of receipts from service providers with some larger service provider agreements providing for extended payment terms. The Company has adopted new policies and processes for customer payment terms to re-align receipts and revenue recognition in future periods.

At the end of June, Dubber had 175 contracted service and solution providers agreements, an increase of 9% on the prior year. Since inception, Dubber has had zero churn of service provider customers.

Subscription numbers rose by nearly 40% pcp to more than 580,000 users as service providers and their enterprise customers recognise the benefits of unlocking conversational data across a range of voice services on a network. Subscription numbers do not include users of Dubber's unified recording and conversational AI under Foundation Partner agreements.

These initiatives were signalled in July 2021 when the business raised \$110 million in a placement.

We have invested in infrastructure which will underpin the Company's future, integrated two businesses and doubled the size of our team including key executive appointments.

year for Dubber.

<sup>&</sup>lt;sup>1</sup> pcp- prior corresponding period

<sup>&</sup>lt;sup>2</sup> Dubber's customers are large, global communications service providers. End users of the Dubber platform comprise SaaS subscriptions of enterprise customers of global service providers for Dubber's unified recording and conversational Al



The Company is in a significantly improved position compared with June 2021, including having future business objectives fully funded to cash flow break even.

Further investment in feature and function on the platform is driven by demand from customers looking to further leverage existing content beyond call recording.

### <sup>3</sup> Acquisition of Speik completed in December 2020;

Notiv was acquired in September 2021

### **Year of Significant Progress**

The Company is in a significantly improved position compared with June 2021, including having future business objectives fully funded to cash flow break even.

As highlighted, the capital raised via an institutional placement in July 2021, allowed Dubber to accelerate the execution of its growth objectives and create accretive recurring revenue streams for service providers, optimise Dubber's first mover advantage and build its moat to drive growth into the future.

The team continued to evaluate M&A opportunities during the year, although high valuations resulted in a de-prioritization of some opportunities in favor of pursuing expansion of core assets and organic revenue growth. The team continues to evaluate acquisition opportunities close to the core business with a focus on expanding functionality on the platform and Dubber's footprint with global service providers.

The integration of Speik and Notiv<sup>3</sup> was completed during the year with both businesses fully integrated at a team and technology level.

Notiv, rebranded Notes by Dubber, allows users to transcribe any meeting or call and turn that into a set of highlights and actions. Subscribers are able to review meetings that they weren't able to attend and easily share highlights for action by others. Speik provided mobile call recording for tier 1 carriers in the UK and also has payments related technologies whereby it processes billions of dollars in phone payments securely and compliantly and is deployed into large, sophisticated, global contact center and service provider customers.

### **Building foundations for future Growth**

During the year, we invested in infrastructure which will underpin the Company's future, integrated two businesses and doubled the size of our team including key executive appointments.

Investment in the Dubber platform in the period will support continued growth with existing global service provider relationships and new service provider partners. Dubber aims to deliver an expanded suite of services that is applicable for the entire user base of the service provider network and, in doing so, will drive an increase in recurring revenues with high gross margins.

The majority of Dubber's revenue to date has been from its primary cloud call recording solutions. Investment in the platform ensures Dubber's cloud-scale business model can support significant increases in subscribers. Further investment in feature and function on the platform is driven by demand from customers looking to further leverage existing content beyond call recording.

Dubber continues to make critical investment in conversational AI to enable any conversation to be transformed into network native data that powers services and applications.



The Dubber platform provides opportunity to service providers to add further value from existing infrastructure and increase average recurring revenue per user without the need for further capex.

Analysing conversational content across voice, mobile, text, video and unified communication platforms on a carrier's network has many use cases and provides end users with solutions that identify and action:

- content creating opportunities for more efficient and productive communication
- accurate compliance and security measures
- customer experience and satisfaction scores and
- productivity and engagement effectiveness of global workforce structures.

The Dubber platform provides opportunity to service providers to add further value from existing infrastructure and increase average recurring revenue per user without the need for further capex.

We came into FY22 focussed on growth and achieved it at the same time as transforming the infrastructure and operations of the business. The infrastructure to support growth is in place and we are now able to efficiently deliver on our internal business plan in the knowledge that we have a product and sales capability that can take advantage of major transformative opportunities in a dynamic industry.

### **Expansion of global partnerships**

Dubber's presence in Europe<sup>4</sup> and the America's continued to expand during the year including engagement with the three largest carriers in the United Kingdom BT, Vodafone and Virgin Media 02. Foundation Partner agreements with NuWave and Ziro in the Americas were also announced during the year and are described in more detail below.

In APAC, Dubber expanded its carrier footprint with the launch of native Mobile Call recording for Optus, initially aimed at enterprises in the financial service sector. Dubber also extended its Telstra relationship and is now available via Telstra's enterprise billing system and sold by Telstra's direct and indirect sales channels.

Dubber provides call recording on core networks with these providers and expects to expand its services layer across multiple networks in each carrier, enabling the carrier to provide a consistent layer of services across those networks.

Demand for Dubber's services is growing as the aspirations of carriers shift from being primarily connectivity providers to providers of content driven features and services. The Dubber platform is uniquely placed to turn network calls and communications into usable data and content.

Dubber's investment into its product and AI capability enables carriers to deliver differentiated services which drive accretive benefits to end user customers and increase revenues at scale.

 $<sup>^{\</sup>rm 4}$  including Western Europe and the Nordics



### Scaling critical capabilities

The capital raised in July 2021 has enabled Dubber to attract industry leaders in key sales, technology and product roles to deliver and grow the Company globally - many with proven track records of selling core network services in and to service providers.

Integrating technologies into the Dubber platform will enable a production line of features and services to drive revenue at high gross margin and potentially impact the way businesses and individuals interact with their communications services going forward. Individually, each of these undertakings would be substantial achievements, together they have underlined Dubber's position as a global leader in its field and a destination Company for technology and product leaders.

The second half of the year saw immediate results with key agreements and deployments achieved with Microsoft Teams 'Operator Connect' service providers that now form part of the service provider landscape. 'Operator Connect' providers emerged during the global pandemic to meet business demand for cloud based infrastructure for distributed workforces.

Dubber's platform is the only one of its kind that can capture voice data from mobile, legacy, video and unified communication services on the network, delivering immediate, low cost differentiation and revenue opportunities from existing voice content and existing network assets.

Whether it be call recording in a regulatory environment, or differentiated features at a Service Provider level, Dubber's services are not discretionary expenditure for its customers and their end users. Dubber's cloud based services are even more attractive in the current economic climate as customers seek automation and efficiency in their operations.

### Foundation Partner Program underpins future growth

As highlighted, Dubber continued to build momentum with its Foundation Partner program during the year, signing new Foundation Partner agreements in the US and Europe. Advanced Foundation Partner discussions with large carriers in the United Kingdom and EMEA are ongoing.

The Foundation Partner model embeds Dubber's unified recording platform as a standard service on the service provider network. Dubber, in partnership with the service provider, is then able to introduce the benefits of unified recording and conversational intelligence to transform every conversation into a source of value, unlocking additional and accretive revenue streams for service providers looking to get more from existing infrastructure.

The Foundation Partner program significantly increases the size of Dubber's total of Dubber's total of Dubber's total addressable market.



Foundation Partner agreements differ from regular subscriber agreements in that they involve the provision of a defined and/or minimum block of embedded subscriptions for which a flat fee is paid irrespective of speed of take up. In some cases the limits of such blocks can be reached within contract terms resulting in additional revenue to Dubber for the next block of subscriptions.

The Foundation Partner program significantly increases the size of Dubber's total addressable market.

During the year, Foundation Partnerships increased to include Nuuday (Denmark's largest service provider), and Microsoft Teams 'Operator Connect' service providers, NuWave, and Ziro. Dubber continues to focus on growing its Foundation Partners in Europe and the Americas.

### **Outlook**

As we look ahead, the Company is confident in its strategic direction to extend its relationships with current service providers globally, expand the Foundation Partner program and secure new relationships with existing carriers and emerging providers where there is increasing demand for its services.

The Company has made significant investment in infrastructure, people and products during FY22 that will enable it to stabilise operating expenditure in FY23 with a model that sees growth in recurring revenue increasing at a faster rate than costs.

Merger and acquisition activity will remain on the Company's radar, however, a dynamic market regarding relative valuations has led the Company to focus on ensuring its capacity for continued growth of its core unified recording and conversational intelligence platform to leverage and protect its balance sheet.

### Acknowledgements

I would like to again extend appreciation to our shareholders during the year. In spite of a challenging macro economic environment, we are very confident about the future of Dubber's business and excited about the opportunity in front of us. I would like to also acknowledge our customers and partners, globally. I would also like to say thank you to the Board for their support during the year. Finally and importantly, I would like to thank every member of the Dubber team who have embraced change and new ideas and collaborated together to ensure our focus remains on delivering the very best outcomes for our customers and partners.

Thank you!

Steve McGovern

CEO and Managing Director 21

# Dubber Fooday

#1 Leader in call recording & conversational intelligence

#1 Provider to service providers globally

#1 Cloud-native, scalable conversational intelligence platform

#1 Preferred solution on Cisco

#1 Unified recording subscriber base globally

#1 Conversational AI capability Compliant conversational recording and Al on Cisco & MS Teams





































# rectors' eport





The Director's present their report on the consolidated entity Dubber Corporation Limited (referred to as 'the company' or 'Dubber') and its controlled entities (referred to as 'the Group') for the financial year ended, 30 June 2022.

### List of Directors & Company Secretary

The following persons were Directors of Dubber during the whole or part of the financial year and up to the date of this report:

Steve McGovern	CEO & Managing Director
Peter Clare	Non-Executive Chairman
Peter Pawlowitsch	Executive Director
Gerard Bongiorno	Non-Executive Director
Sarah Diamond	Non-Executive Director (appointed 9 August 2022)
lan Hobson	Company Secretary

### Steve McGovern

### CEO & Managing Director

### Experience

Mr McGovern is a founder of Dubber Pty Ltd. He has over 25 years' experience in the fields of telecommunications, media sales, pay TV and regulatory. Mr McGovern has been a senior executive of several established companies, both domestically and internationally, which have been primarily associated with new and emerging markets and have required a strong sales and solutions focus.

Interest in Shares and Options/ Rights at the date of this report

- 9,836,242 ordinary shares held directly and indirectly
- Directorships held in other listed entities in the past three years
- · Linius Technologies Limited (April 2016 present)

· 3,070,215 ZEPOs held directly or indirectly

### Mr Peter Clare

### Non-Executive Chairman

### Experience

Peter is a highly experienced senior executive with an active interest in technology and innovation and has a number of private equity investments in fintech and other new technology businesses. He also holds a number of other non-executive director positions with independent companies/businesses.

He was previously Managing Director and Chief Executive Officer for Westpac in New Zealand and held Group Executive roles at Westpac, Commonwealth and St George banks in Australia, with responsibility for Strategy, Mergers and Acquisitions, Product, Operations, Technology, Property and Procurement. His background also includes Insolvency Accounting and Management Consulting.

Peter's qualifications include a BCom and MBA. He is a member of the Australian Institute of Company Directors, a Fellow of the Governance Institute of Australia, the Financial Services Institute of Australasia, and Certified Practicing Accountants Australia.



Interest in Shares and Options/ Rights at the date of this report

- · 802,631 ordinary shares held indirectly
- · 59,357 ZEPOs held indirectly
- 600,000 remuneration options held indirectly

Directorships held in other listed entities in the past three years

· Lynch Group Holdings Limited (February 2021 - present)

### Mr Peter Pawlowitsch

### **Executive Director**

### Experience

Mr Pawlowitsch holds a Bachelor of Commerce from the University of Western Australia, is a current member of the Certified Practicing Accountants of Australia, a Fellow of the Governance Institute of Australia and holds a Master of Business Administration from Curtin University.

These qualifications have underpinned more than fifteen years' experience in the accounting profession and more recently in business management and the evaluation of businesses and projects.

Interest in Shares and Options/ Rights at the date of this report

- · 4,964,511 ordinary shares held indirectly
- · 1,617,703 ZEPOs held indirectly

Directorships held in other listed entities in the past three years

- · VRX Silica Limited (February 2010 present)
- Knosys Limited (March 2015 December 2021)
- · Novatti Group Limited (June 2015 present)
- Family Zone Cyber Safety Limited (September 2019 present)

### Mr Gerard Bongiorno

### Non-Executive Director

### Experience

Mr Bongiorno is Principal and Co-CEO of Sapient Capital Partners, a merchant banking operation and has over 30 years of professional experience in capital raisings and corporate advisory. Prior to forming Sapient (formerly Otway Capital), Gerard was Head of Property Funds Management at Challenger Financial Services Group (CFG) and was Group Special Projects Manager at Village Roadshow. Earlier in his career he worked at KPMG in insolvency and corporate Finance. Gerard received his Bachelor's Degree in Economics and Accounting from Monash University and the Program for Management development at Harvard Business School PMD75.

Interest in Shares and Options/ Rights at the date of this report

- · 796,723 ordinary shares held indirectly
- 51,641 ZEPOs held indirectly
- · 300,000 remuneration options held indirectly

Directorships held in other listed entities in the past three years

· Linius Technologies Limited (February 2017 – present)



### Ms Sarah Diamond

### Non-Executive Director

### Experience

Ms Diamond is a seasoned executive with deep experience in the financial services, technology, consulting and regulatory sectors most notably as Global Managing Director, Financial Services at IBM.

She is currently an Executive Mentor for the ExCo Group, a global firm of experienced CEOs, independent directors and global business leaders who specialize in leadership and a mentor to the Columbia University Executive Master of Science in Technology Management program. Full details of her professional experience are outlined in the July announcement released to the ASX.

Interest in Shares and Options/ Rights at the date of this report Nil ordinary shares held

### Company Secretary

Mr Ian Hobson, the Company Secretary since 17 October 2011 holds a Bachelor of Business degree and is a Chartered Accountant and Chartered Secretary. Mr Hobson provides company secretary services and corporate, management and accounting advice to a number of listed public companies.

### Meetings of directors

The numbers of meetings of directors held during the year and the numbers of meetings attended by each director were as follows:

### **DIRECTORS' MEETINGS**

	Number eligible to attend	Number attended
Mr Steve McGovern	7	7
Mr Peter Clare	7	6
Mr Peter Pawlowitsch	7	7
Mr Gerard Bongiorno	7	7



## Corporate Structure O DS O D Corporate Information

Dubber Corporation Limited is a limited liability company that is incorporated and domiciled in Australia. Dubber Corporation Limited has prepared a consolidated financial report incorporating the entities that it controlled during the financial year as follows:

**Dubber Corporation Ltd** 

Medulla Group Pty Ltd

Dubber Pty Ltd Dubber Ltd (UK)

Dubber USA Pty Ltd

Dubber, Inc.

Dubber Connect Australia Pty Ltd

CallN Pty Ltd

**Dubber UK Holdings Ltd** 

Aeriandi Ltd Voxygen Ltd Pinch Labs, Inc

Pinch Labs Pty Ltd

parent entity

100% owned controlled entity

The principal continuing activities of Dubber Corporation Limited and its controlled entities consisted of provision of call recording and audio asset management in the cloud.

Principal Activities



### Review of Operations Operating and Financial Review

A review of operations for the financial year and the results of those operations is contained within the review of operations preceding this report.

perating Results

The loss from ordinary activities after providing for income tax amounted to \$83,238,190 (2021: \$31,697,438).

inancial Position

On 30 June 2022 the Group had net assets of \$116,790,924 (2021: \$58,956,036) and cash reserves of \$54,383,974 (2021: \$32,041,224).

Dividends

No dividends were paid or declared during the year. No recommendation for payment of dividends has been made.

Significant changes n the state of affairs

Significant changes in the state of affairs of the Company during the financial year are detailed in the review of operations.

**Events subsequent** to reporting date

On 9 August 2022, the Group announced the appointment of Sarah Diamond as a Non-executive Director. Subject to shareholder approval, Ms Diamond will be invited to participate in the Group's equity incentive scheme and be granted the following securities subject to the Group's equity incentive scheme rules:

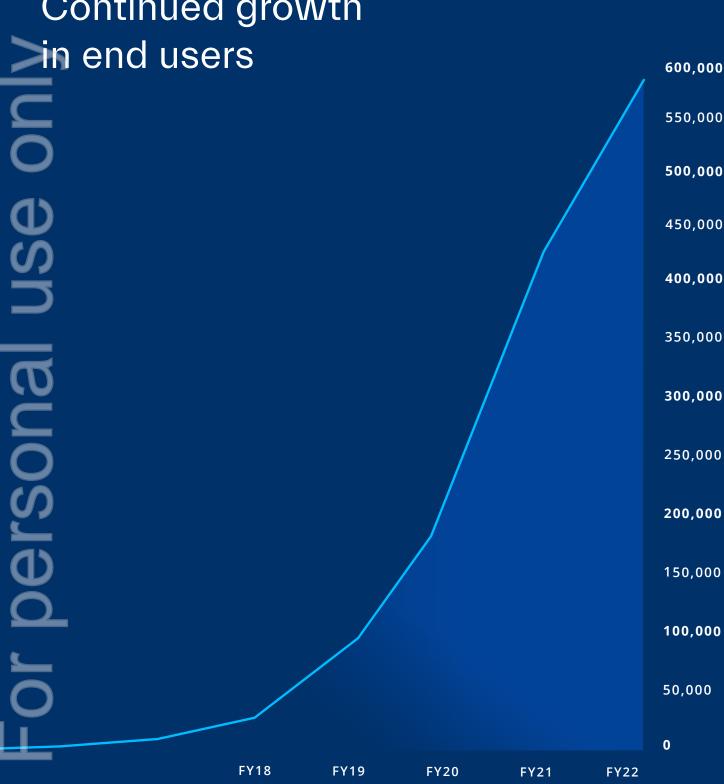
- 96,988 zero exercise price options (or equivalent RSUs); and
- · 600,000 remuneration options exercisable at \$1.75 each on or before 31 July 2024

Likely developments and expected results of operations

The Group will continue to pursue its principal activity of rolling out and developing its cloud-based call recording and audio asset management platform.



### Continued growth



The 2022 financial year has shown substantial growth in all key metrics reflecting the scaling of business operations to match the global opportunities for the Company's technology and business plan. The Company also continued to focus on laying the foundations for future success by engaging with leading global carriers and service providers in the knowledge that expansion of the global network footprint provides a large-scale addressable market.



### FY22 Key Highlights

REVENUE CAGR

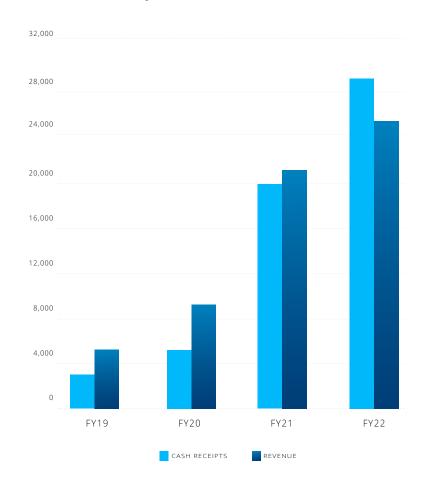
Since FY18

user cagr 111%

Since FY18

## or personal

### Cash Receipts & Revenue (AUD \$'0000s)



	FY18	FY19	FY20	FY21	FY22
REVENUE	\$3.18m	\$7.39m	\$11.84	\$23.3m	\$25.6m
мс	59m	250m	235m	791m	197m
USERS	29,405	94,824	192,544	420,000+	580,000+
SP CONTRACTED	38	106	138	160	175
SP BILLING	23	43	83	105	120



## Remuneration Report

or personal use





The Remuneration Report details the key management personnel remuneration arrangements for the consolidated entity, in accordance with the requirements of the Corporations Act 2001 and its Regulations.

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including all Directors.

The following persons were directors of Dubber Corporation Limited during the financial year:

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

Other persons that fulfilled the role of a key management person during the year, are as follows:

James Slaney	Chief Operating Officer
Peter Curigliano	Chief Financial Officer
Russell Evans	Chief Revenue Officer
Andrew Lark	Chief Marketing Officer
Steve Willson	Chief Technology Officer



### Overview of Remuneration Policies

The Board as a whole is responsible for considering remuneration policies and packages applicable both to directors and executives of the Consolidated Entity.

Key management personnel have authority and responsibility for planning, directing and controlling the activities of the Company and the Consolidated Entity, including Directors of the Company and other executives.

Broadly, remuneration levels for key management personnel of the Company and of the Consolidated Entity are competitively set to attract and retain appropriately qualified and experienced directors and executives and reward the achievement of strategic objectives. In the financial year ended 30 June 2020 and completed in the last finacial year, the Board implemented an independent review of its remuneration policies to come into effect from 1 July 2020.

### The following is what was in place during the 2022 financial year:

Remuneration packages can consist of fixed remuneration including base salary, employer contributions to superannuation funds, cash bonuses and non-cash benefits.

The Company has a variable remuneration package for directors, which involves short term incentives (STI) and long term incentives (LTI). STI's incentives are broadly linked to the delivery of annual operational objectives while LTI's focus on the delivery of strategic objectives and creation of sustainable shareholder value. STI's and associated performance targets are set annually by the Board. LTI's are set every three (3) years by the Board and are linked to the delivery of the Group's business plan, subject to continued employment and achievement over the life of the Remuneration Policy.

Mr Steve McGovern's bonus plan was replaced by a new Employment Services Agreement (ESA) in FY21. No cash bonus was paid or accrued to Mr Steve McGovern in FY22 (2021: \$nil).

Bonuses of \$120,000 and \$91,500 were paid to key management personnel Mr Andrew Lark and Mr Russell Evans in line with a determination by the Board and the achievement of sales targets respectively. (2021: \$20,000 paid to James Slaney and \$40,000 paid to Russell Evans respectively).



### **Fixed remuneration**

Fixed remuneration consists of base remuneration (which is calculated on a total cost basis and includes any FBT charges related to employee benefits including motor vehicle), as well as employer contributions to superannuation funds.

Remuneration levels are reviewed annually by the Board through a process that considers individual, segment and overall performance of the Consolidated Entity. The Board has regard to remuneration levels external to the Consolidated Entity to ensure the Directors' and Executives' remuneration is competitive in the marketplace.

Executive Directors are employed full time and receive fixed remuneration in the form of salary and statutory superannuation or consultancy fees, commensurate with their required level of services.

Non-Executive Directors, unless otherwise specified by any non- executive and consultancy service agreement in place, receive a fixed monthly fee for their services. Where non-executive directors provide services materially outside their usual Board duties, they are remunerated on an agreed retainer or daily rate basis.

### Service agreements

It is the Consolidated Entity's policy that service agreements for key management personnel are unlimited in term but capable of termination on 3 months' notice and that the Consolidated Entity retains the right to terminate the service agreements immediately, by making payment equal to 3 months' pay in lieu of notice.

The service agreement outlines the components of compensation paid to key management personnel but does not prescribe how remuneration levels are modified year to year. Remuneration levels are reviewed annually on a date as close as possible to 30 June of each year to take into account key management personnel's performance.

Certain key management personnel will be entitled to bonuses as the Board may decide in its absolute discretion from time to time.

### **Non-Executive Directors**

Total remuneration for all non-executive directors, last voted upon by shareholders at the 2014 Annual General Meeting, is not to exceed \$500,000 per annum and has been set at a level to enable the Company to attract and retain suitably qualified directors. The Company does not have any scheme relating to retirement benefits for non-executive directors.

### Relationship between the remuneration and Company performance

The remuneration policy has been tailored to increase goal congruence between shareholders, directors and executives. Two methods have been applied to achieve this aim, the first being a performance-based rights subject to performance based vesting conditions, and the second being the issue of options or shares to key management personnel to encourage the alignment of personal and shareholder interests.

Short term incentives and associated performance targets are to be set annually by the Board. For the 2021/22 financial year they are:

- the 2021/2022 financial year budget for the business of the Group shows that the business will have sustainable cash flows to cover budgeted operating costs for that year;
- a positive personal scorecard'; and
- core business objectives (six or more) and product releases (six or more).

For the 2020/21 financial year, short term incentive remuneration is payable only by way of STI ZEPOs, subject to Shareholder approval where required. For subsequent years, short term incentive remuneration is payable at the executive's election up to 100% in cash, with the balance in equity in the form of STI ZEPOs. In the 2021/22 financial year, executives have not elected to be paid in cash and no cash payments have been made in respect of the terms above.

Long term incentives are to be set every three years by the Board and will be linked to delivery of the Group's business plan, subject to continued employment, achievement over the life of the Remuneration Policy (ie within that three year period) with performance targets over the next three years being:

- · recurring revenue targets; and
- targets for agreements in place for the deployment of the Dubber call recording service on telecommunication networks.

Long term incentive remuneration is payable in equity only in the form of LTI ZEPOS.

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### Share-based Payment

### The Company operates an Employee Incentive Plan ("EIP") for executives and employees of the Consolidated Entity

In accordance with the provisions of the EIP, executives and employees may be granted options (ZEPO or strike price) to purchase ordinary shares at an exercise price to be determined by the Board with regard to the market value of the shares when it resolves to offer the options.

The options may only be granted to eligible persons after the Board considers the person's seniority, position, length of service, record of employment, potential contribution and any other matters which the Board considers relevant.

Each employee share option converts into one ordinary share of the Company on exercise. No amounts are paid or payable to the Company by the recipient on receipt of the option. The options carry neither right to dividends nor voting rights. Options may be exercised at any time from the date of vesting to the date of their expiry.

The number of options granted is determined by the Board. Typically, options granted under the EIP expire within thirty-six months of their issue. The options are not exercisable until the vesting date provided the participant is an employee at the relevant vesting date.



### Shares

The Directors, at their discretion, may issue shares to participants under the Employee Share Plan ("ESP") at any time, having regard to relevant considerations such as the participant's past and potential contribution to the Company, and their period of employment with the Company.

Directors of the Company, full-time employees and part-time employees of the Group who hold a salaried employment or office in the Group, are eligible to participate in the ESP.

Plan shares may be issued at an issue price to be determined by the Board, which may be a nominal or nil issue price if so determined by the Board. The number of plan shares issued is determined by the Board.

The plan shares are issued on the same terms as the fully paid ordinary shares of the Company and rank equally with all of the Company's then existing shares.

The Board may impose conditions in an offer of plan shares that must be satisfied (unless waived by the Board in its absolute discretion) before the plan shares to which the condition applies can be sold, transferred, assigned, charged or otherwise encumbered.

Where a restriction condition in relation to plan shares is not satisfied by the due date, or becomes incapable of satisfaction in the opinion of the Board, the Company must, unless the restriction condition is waived by the Board:

Where the plan shares were issued for no cash consideration, buy back the relevant plan shares within 12 months of the date the restriction condition was not satisfied (or became incapable of satisfaction) at a price equal to \$0.0001 per share; or

Where the shares were issued for cash consideration, use its best endeavours to buy back the relevant plan shares within 12 months of the date the restriction condition was not satisfied (or became incapable of satisfaction) at a price equal to the cash consideration paid by the participant for the plan shares.

To date, plan shares offered under the ESP vest in three equal tranches on each of the three consecutive annual vesting dates. The shares are not issued to the participant until the vesting date provided the participant is an employee at the relevant vesting date.



### **Performance Rights**

The Directors, at their discretion, may at any time invite eligible employees to participate in the Performance Rights Plan. The eligible participants under the plan are full time and part time employees (including Directors) of the Company and its related bodies corporate or any other person who is declared by the Board to be eligible to receive a grant of performance rights under the plan (eligible employees). Subject to Board approval, an eligible employee may nominate a nominee to receive the performance rights to be granted to the eligible employee.

The plan is administered by the Directors, who have the power to:

determine appropriate procedures for administration of the plan consistent with its terms;

resolve conclusively all questions of fact or interpretation in connection with the plan;

delegate the exercise of any of its powers or discretions arising under the plan to any one or more persons for such period and on such conditions as the Board may determine; and

suspend, amend or terminate the plan (subject to restrictions on amendments to the plan which reduce the rights of the participant in respect of any performance rights or shares already granted).

Performance rights will be granted for nil cash consideration, unless the Board determines otherwise (which will be no more than a nominal amount). No amount will be payable on the exercise of performance rights under the plan.

The plan does not set out a maximum number of shares that may be made issuable to any one person or company.

The shares to be issued following the performance rights vesting conditions being satisfied, will be issued on the same terms as the fully paid, ordinary shares of the Company and will rank equally with all of the Company's then existing shares.

The Board may apply such further voluntary escrow on shares issued on conversion of performance rights as it shall determine appropriate.

The performance rights granted under the plan will be subject to vesting conditions determined by the Board from time to time and expressed in a written offer made by the Company to the eligible employee which is subject to acceptance by the eligible employee within a specified period.

The vesting conditions may include one or more of (i) service to the Company of a minimum period of time (ii) achievement of specific performance conditions by the participant and/or by the Company or (iii) such other performance conditions as the Board may determine and set out in the offer. The Board determines whether vesting conditions have been met.

Performance rights will have an expiry date as the Board may determine in its absolute discretion and specify in the offer to the eligible employee.

The vesting conditions of performance rights will have a milestone date as determined by the Board in its absolute discretion and will be specified in the offer to the eligible employee. The Board shall have discretion to extend a milestone date.

Performance rights will not be listed for quotation. However, the Company will make application to ASX for official quotation of all shares issued on vesting of the performance rights within the period required by the Listing Rules.

The Performance rights are not transferable unless the Board determines otherwise or the transfer is required by law and provided that the transfer complies with the Corporations Act.

If a vesting condition of a performance right is not achieved by the earlier of the milestone date or the expiry date then the performance right will lapse. An unvested performance right will also lapse if the participant ceases to be an eligible employee for the purposes of the plan by reason of resignation, termination for poor performance or termination for cause (unless the Board determines otherwise).

Under the plan, if the participant ceases to be an employee of the Company or of a related body corporate for any reason other than those reasons set out in the paragraph above, including (but not limited to) upon the retirement, total and permanent disability, redundancy, death of a participant or termination by agreement then in respect of those performance rights which have not satisfied the vesting condition but have not lapsed, then the participant shall be permitted to continue to hold those performance rights as if the participant was still an eligible employee except that any continuous service condition will be deemed to have been waived (unless the Board determines otherwise).



If, in the opinion of the Board, a participant acts fraudulently or dishonestly, is in breach of his or her obligations to the Company and its related bodies corporate or has done an act which has brought the Company or any of its related bodies corporate into disrepute, or the Company becomes aware of a material misstatement or omission in the financial statements in relation to the Company Group, a participant is convicted of an offence in connection with the affairs of the Company Group or a participant has judgment entered against him in any civil proceedings in respect of the contravention of his duties at law in his capacity as an employee or officer of the Company Group, the Board will have the discretion to deem any performance rights to have lapsed.

If in the opinion of the Board, performance rights vested as a result of the fraud, dishonesty or breach of obligations of either the participant or any other person and in the opinion of the Board, the performance rights would not have otherwise vested; or the Company is required by, or entitled under, law to reclaim an overpaid bonus or other amount from a participant, then the Board may determine (subject to applicable law) any treatment in relation to the performance rights or shares to comply with the law or to ensure no unfair benefit is obtained by the participant.

If there is a change of control event in relation to the Company prior to the conversion of the performance rights, then all remaining milestones will be deemed to have been achieved and each performance right will automatically and immediately convert into shares, however, if the number of shares to be issued as a result of the conversion of all performance rights due to a change in control event in relation to the Company is in excess of 10% of the total fully diluted share capital of the Company at the time of the conversion, then the number of performance rights to be converted will be prorated so that the aggregate number of shares issued upon conversion of all performance rights is equal to 10% of the entire fully diluted share capital of the Company.

### Change of control event means:

i. the occurrence of:

- a) the offeror under a takeover offer in respect of all shares announcing that it has achieved acceptances in respect of 50.1% or more of the Shares; and
- b) that takeover bid has become unconditional; or

ii. the announcement by the Company that:

- a) shareholders have at a Court convened meeting of shareholders voted in favour, by the necessary majority, of a proposed scheme of arrangement under which all shares are to be either (1) cancelled, or (2) transferred to a third party; and
- b) the Court, by order, approves the proposed scheme of arrangement.

The Board may waive, amend or replace any vesting condition attaching to a performance right if the Board determines that the original vesting condition is no longer appropriate or applicable, provided that the interests of the relevant participant are not, in the opinion of the Board, materially prejudiced or advantaged relative to the position reasonably anticipated at the time of the grant.

There are no participating rights or entitlements inherent in the performance rights and participants will not be entitled to participate in new issues of capital offered to shareholders during the currency of the performance rights.

If the Company makes an issue of shares pro rata to existing shareholders there will be no adjustment to the number of shares which must be allocated on the exercise of a performance right.

If the Company makes a bonus issue of shares or other securities to existing shareholders (other than an issue in lieu or in satisfaction of dividends or by way of dividend reinvestment) the number of shares which must be allocated on the exercise of a performance right will be increased by the number of shares which the participant would have received if the performance right had vested before the record date for the bonus issue.

To date, performance rights offered under the Performance Rights Plan have milestones with an expiry date set as the vesting conditions.

No fully paid ordinary shares are issued under the share and performance rights plans described above to the Board, Key Management Personnel or staff during the prior and current financial year.



### Employment Details of Directors and other Key Management Personnel

Remuneration and other terms of employment for key management personnel are formalised in service agreements. Details of these agreements are as follows:

### Steve McGovern

### **CEO & Managing Director**

Agreement type:

**Executive Service Agreement** 

Agreement commenced:

1 July 2020

Term of Agreement:

3 year minimum term to 30 June 2023, then rolling with 6 month termination notice

Annual salary of \$501,500 plus statutory superannuation.

Remuneration:
Termination notice:

The Company may terminate the agreement on six months written notice. If notice of termination is given more than 6 months from the end of the initial term, then employment shall

be deemed to be on the last day of the initial term.

### **Peter Clare**

### Non-Executive Chairman

Agreement type:

Remuneration:

Letter of appointment

Agreement commenced:

1 December 2017

No fixed term

Term of Agreement:

Annual fee of \$109,500 and reimbursement of all reasonable expenses incurred in performing

the Non-Executive Chairman's duties.

Termination notice:

None specified

### Peter Pawlowitsch

### **Executive Director**

Agreement type:

**Executive Service Agreement** 

Agreement commenced:

1 July 2020

term of Agreement:

3 year minimum term to 30 June 2023, then rolling with 6 month termination notice

Remuneration:

Annual salary of \$144,658 plus statutory superannuation, plus reimbursement of all reasonable expenses incurred in performing the Executive Director's duties.

Termination notice:

The Company may terminate the agreement on six months written notice. If notice of

termination is given more than 6 months from the end of the initial term, then employment shall be deemed to be on the last day of the initial term.



### Gerard Bongiorno

### **Non-Executive Director**

Agreement type:

Letter of appointment

Agreement commenced:

2 July 2017

Term of Agreement:

No fixed term

Remuneration:

 $Annual\ fee of\ \$75,\!000\ (inclusive\ of\ statutory\ superannuation)\ plus\ reimbursement\ of\ all\ reasonable$ 

expenses incurred in performing the Non-Executive Director's duties.

Termination notice:

None specified

### **James Slaney**

### Co-Founder and Chief Operating Officer

Agreement type:

Executive Service Agreement

Agreement commenced:

1 July 2020

Term of Agreement:

3 year minimum term to 30 June 2023, then rolling with 6 month termination notice

Annual salary of \$415,000 plus statutory superannuation.

Termination notice:

Remuneration:

The Company may terminate the agreement on six months written notice. If notice of termination is given more than 6 months from the end of the initial term, then employment shall be deemed to be on the last day of the initial term.

### Peter Curigliano

### **Chief Financial Officer**

Agreement type:

Executive Service Agreement

Agreement commenced:

18 June 2018 No fixed term

Term of Agreement:

Remuneration:

Annual salary of \$300,000 plus statutory superannuation.

Termination notice:

The Company may terminate the agreement on 3 months' notice, or by providing a cash payment

in lieu of such notice.

### Russell Evans

### **Chief Revenue Officer**

Agreement type:

Service Agreement

Agreement commenced:

6 May 2019

No fixed term

Term of Agreement:

Annual salary of \$320,000 plus statutory superannuation.

Remuneration:

The Company may terminate the agreement on 3 months' notice, or by providing a cash payment

in lieu of such notice.

Termination notice:



### **Andrew Lark**

### **Chief Marketing Officer**

Agreement type:

Executive Service Agreement

Agreement commenced:

1 June 2020

Term of Agreement:

No fixed term

Remuneration:

Annual salary of \$360,000 plus statutory superannuation.

Termination notice:

The Company may terminate the agreement on 3 months' notice, or by providing a cash payment

in lieu of such notice.

### Steven Willson

### **Chief Technology Officer**

Agreement type:

Executive Service Agreement

Agreement commenced:

30 September 2021

Term of Agreement:

No fixed term

Remuneration:

Annual salary of \$422,500 plus statutory superannuation.

Termination notice:

The Company may terminate the agreement on 6 months' notice, or by providing a cash payment  $% \left( 1\right) =\left( 1\right) \left( 1\right) +\left( 1\right) \left( 1\right) \left( 1\right) +\left( 1\right) \left( 1\right) \left$ 

in lieu of such notice.



### Details of Remuneration for Year

Details of the remuneration of each Director and named Executive Officer of the Company, including their personally-related entities, during the year was as follows:

		Short Term E	Benefits	Long Term Benefits	Post-Employment	Share Based Payments			
	Year	Salary and Fees	Cash Bonus	Annual & Long Service Leave	Superannuation	Options, Rights or Shares	Total	Remuneration consisting of options, rights or shares	Remuneration based on performance
		\$	\$	\$	\$	\$	\$	%	%
Executive Direct									
S McGovern	2022	501,500	-	77,913	27,500	b) 2,049,189	2,656,102	77	77
	2021	456,000	-	149,202	25,000	b) 3,153,715	3,783,917	83	83
P Pawlowitsch	2022	144,658	-	-	14,466	b) 1,619,295	1,778,418	91	91
	2021	144,658	-	-	13,743	b) 3,178,845	3,337,246	95	95
Non-Executive I									
P Clare	2022	109,500	-	-	-	b) 506,562	616,062	82	59
	2021	109,500	-	-	-	b) 176,911	286,411	62	34
G Bongiorno	2022	75,000	-	-	-	b) 264,939	339,939	78	53
	2021	75,000	-	-	-	b) 93,206	168,206	55	29
Other Key Man	agement Pe	ersonnel:							
J Slaney	2022	429,167	-	42,786	25,000	b) 3,549,222	4,046,175	88	88
	2021	405,000	20,000	104,798	25,000	b) 3,287,298	3,842,096	86	86
P Curigliano	2022	302,500	-	34,089	27,500	1,548,807	1,912,896	81	-
	2021	217,901	-	17,662	24,999	-	260,562	-	-
R Evans	2022	320,000	91,500	11,735	30,400	430,905	884,540	49	10
	2021	320,000	40,000	13,955	30,400	435,110	839,465	52	5
A Lark (a)	2022	360,000	120,000	30,138	37,150	204,295	751,583	27	16
	2021	360,000	90,000	26,154	34,200	825,041	1,335,395	62	7
S Willson (a)	2022	318,552	-	18,520	20,625	139,500	497,197	28	77
	2021	-	-	-	-	-	-	-	-
Total	2022	2,560,877	211,500	215,181	182,641	10,312,714	13,482,912	76	59
	2021	2,088,059	150,000	311,771	153,342	11,150,126	13,853,298	80	72

<sup>)</sup> A Lark and S Willson were appointed Key Management Personnel commencing 1 July 2021 and 30 September 2021 respectively.

Mr Peter Pawlowitsch: ZEPOs valued at offer date, 1 July 2020 at \$0.941 & at date of shareholder approvals, 30 November 2020 and 23 July 2021 at \$1.659 and \$3.199 respectively. Hence, the deemed value of share-based payment expense of ZEPOs at original offer date in the second year (FY22) is \$623,741 and \$1,619,295 at reporting date (FY21: \$1,155,871 and \$3.199 respectively).

Mr James Slaney: ZEPOs valued at offer date, 1 July 2020 at \$0.941 & at date of offer acceptance, 8 June 2021 at \$2.919. Hence, the deemed value of share-based payment expense of ZEPOs at original offer date in the second year (FY22) is \$1,144,166 and \$3,549,222 at reporting date (FY21: \$1,059,728 and \$3,287,298 respectively)

Mr Peter Clare: ZEPOs and \$1.75 strike price Remuneration Options valued at offer date, 24 March 2021 at \$1.695 & at date of shareholder approval 23 July 2021 at \$3.199. Hence, the deemed value of share-based payment expense of ZEPOs at original offer date in the second year (FY22) is \$388,102 and \$506,562 at reporting date (FY21: \$117,683 and \$161,450 respectively)

Mr Gerard Bongiorno: ZEPOs and \$1.75 strike price Remuneration Options valued at offer date, 24 March 2021 at \$1.695 & at date of shareholder approval 23 July 2021 at \$3.199. Hence, the deemed value of share-based payment expense of ZEPOs at original offer date in the second year (FY22) is \$200,228 and \$264,939 at reporting date (FY21: \$61,577 and \$85,888 respectively)

The share price for valuation purposes of ZEPOs at the date of shareholder approval or acceptance by the directors or executives, was substantially higher at the date of offer resulting in a higher value disclosed in the remuneration report than would have been otherwise.

Mr Steve McGovern: ZEPOs valued at offer date, 1 July 2020 at \$0.941 & at date of shareholder approval, 30 November 2020 at \$1.659. Hence, the deemed value of share-based payment expense of ZEPOs at original offer date in the second year (FY22) is \$1,162,319 and \$2,049,189 at reporting date (FY21: \$1,788,816 and \$3,153,715 respectively)



### Compensation Securities Issued to Key Management Personnel

### **Additional Information**

We aim to align our executive remuneration to our strategic and business objectives and the creation of shareholder wealth. The Group has continued to grow its operating revenue over the last financial year. As outlined in the operating and financial review, growth in revenue in particular annualised recurring revenue is a key focus of the Group. The table below shows measures of the group's financial performance over the last five years as required by the Corporations Act 2001.

These are not necessarily consistent with the measures used in determining the variable amounts of remuneration to be awarded to KMPs and Directors. As a consequence, there may not always be a direct correlation between the statutory key performance measures and the variable remuneration awarded.

### The earnings of the consolidated entity for the five years to 30 June 2022 are summarised below:

	2022 \$'000	2021 \$′000	2020 \$'000	2019 \$′000	2018 \$'000
Sales revenue	25,345	20,337	9,649	5,547	1,502
EBITDA	(74,683)	(27,348)	(15,691)	(7,933)	(9,640)
EBIT	(81,943)	(30,393)	(17,851)	(9,629)	(11,209)
Loss after income tax	(83,238)	(31,697)	(18,000)	(9,648)	(11,319)

### The factors that are considered to affect total shareholders return ('TSR') are summarized below:

	2022	2021	2020	2019	2018
Share price at financial year end (\$)	0.645	3.09	1.13	1.34	0.42
Total dividends declared (cents per share)	-	-	-	-	-
Basic loss per share (cents per share)	(27.93)	(13.25)	(9.30)	(6.22)	(9.19)

### **Remuneration Consultants**

There were no remuneration consultants engaged during the year.



Voting and comments made at the Company's 2021 annual general meeting ('agm")

At the 2021 AGM, 78% of the votes received supported the adoption of the remuneration report for the year ended 30 June 2021. The Company did not receive any specific feedback at the AGM regarding its remuneration practices.

Other transactions with key management personnel

Telephony services totaling \$2,195 (2021: \$2,297) were provided by Canard Pty Ltd, a company associated with Mr Steve McGovern. Trade payables at 30 June 2022 include a balance of \$1,095 (30 June 2021: \$1,161) payable to Canard Pty Ltd. Intelligent Voice and 1300 MY SOLUTION are businesses associated with Mr Steve McGovern. The Group earned service fee income of \$58,844 (2021: \$65,815) from Intelligent Voice and \$57,511 (2021: \$119,036) from 1300 MY SOLUTION. Services totalling \$30,000 (2021: \$10,000) were provided by Bassplay Pty Ltd, a company associated with Mr Peter Curigliano. Other receivables at 30 June 2022 includes a non-interest bearing amount of \$100,977 (30 June 2021: \$100,977) receivable from the Medulla Group Pty Ltd vendors, including Mr Steve McGovern and Mr James Slaney.

All transactions are conducted on normal commercial terms and on an arm's length basis.

This concludes the remuneration report, which has been audited.



### Additional Disclosures Relating to Key Management Personnel

### **Shareholdings**

The number of shares in the Company held during the financial year by each Director and other members of key management personnel of the Consolidated Entity, including their personally related parties, is set out below:

		their personally re	elated parties, is se	t out below:		
Key Management Personnel	Balance at start of Year	Received as Remuneration	Options Exercised	Acquired/ disposed	Net Change Other	Balance at End of Year
S McGovern	8,580,661	-	1,255,581	-	-	9,836,242
P Clare	765,000	-	7,953	-	-	772,953
P Pawlowitsch	4,242,681	-	721,830	-	-	4,964,511
G Bongiorno	792,111	-	4,612	-	-	796,723
J Slaney	3,624,831	-	1,187,035	-	(157,478)	4,654,388
P Curigliano	367,090	-	100,000	-	-	467,090
R Evans	116,500	-	-	14,000	-	130,500
A Lark	-	-	-	-	-	
S Willson	-	-	85,000	-	-	85,000
Total	18,488,874		3,362,011	14,000	(157,478)	21,707,407

\*Íncludes an amount of 2,392,092 shares that have been transferred as collateral for a personal loan. The shares remain beneficially owned by Mr Slaney or a related entity as at 30 June 2022.

Option	holdings		year by ead	th Director a	nd other n	nembers c	f key managen	iny held during the nent personnel of ies, is set out belo	the
Key Managem Personnel		Received as Remuneration	Options Exercised	Intrinsic Value	Options Expired	Net Change Other	Balance at end of Year	Number vested and exercisable	Unvested
S McGover	n <b>4,325,79</b> 6	-	(1,255,581)	\$4,429,768	-	-	3,070,215	-	3,070,215
P Clare	696,988	-	(7,953)	\$23,939	-	-	689,035	229,678	459,357
P Pawlowi	sch <b>2,339,532</b>	-	(721,830)	\$1,016,442	-	-	1,617,702	404,426	1,213,276
G Bongior	no <b>356,253</b>	-	(4,612)	\$13,882	-	-	351,641	117,213	234,428
J Slaney	3,431,456	-	(1,187,035)	\$3,620,457	-	-	2,244,421	-	2,244,421
P Curigliar	0 -	650,000	(100,000)	\$296,000	-	-	550,000	300,000	250,000
R Evans	650,000	125,000	-	-	-	-	775,000*	650,000	125,000
A Lark	850,000**	-	-	-	-	-	850,000	550,000	300,000
S Willson	-	685,000	(85,000)	\$96,900	-	-	600,000	-	600,000
Total	12,650,025	1,460,000	(3,362,011)	\$9,497,388			10,748,014	2,251,317	8,496,697

<sup>\*125,000</sup> ZEPOs granted in September 2022 were for ZEPOS due to be granted in May 2022.

<sup>\*\*</sup>Option holdings granted prior to A Lark being appointed as KMP from 1 July 2021.



### Terms and conditions of the share based payment arrangements:

The assessed fair values of the options was determined using a binomial option pricing model or Black-Scholes model, taking into account the exercise price, term of option, the share price at grant date and expected price volatility of the underling share, expected yield and the risk-free interest rate for the term of the option. For the options granted during the current financial year, the inputs to the model used were:

### 650,000 STI ZEPOs Granted to Chief Financial Officer, Peter Curigliano as of 19 July 2021:

Grant date	19 July 2021	19 July 2021	19 July 20
Number of options	300,000	100,000	250,
Vesting date	20/7/21	30/6/22	30/6
Total value (\$)	\$890,700	\$296,900	\$742
Expense recognised in FY22 (\$)	\$890,700 (2021: \$ -)	\$296,500 (2021: \$ -)	\$361,207 (2021:
Exercise Price	\$ -	\$ -	
Fair Value Per Option	\$2.969	\$2.969	\$2
Dividend yield (%)	-	-	
Expected volatility (%)	100%	100%	1
Risk-free interest rate (%)	0.16%	0.16%	0.
Expected life of options (years)	2	2	

Class	Vesting condition and proportions	Milestone Date
STI ZEPOs	The ZEPOs are issued pursuant to the EIP and on the following terms and conditions:	20 July 2021 30 June 2022
	(a) Entitlement	30 June 2023
	Each Option (ZEPO) entitles the holder to subscribe for one fully paid ordinary share (Share) in the capital of Dubber Corporation Limited (Company) upon the exercise of each ZEPO.	
	(b) Exercise price The exercise price of each ZEPO will be nil (Exercise Price).	
	(c) Vesting and expiry date  If the grant of the ZEPOs are subject to vesting conditions, the relevant number of ZEPOs will vest if the holder has remained in continuous employment with the Company until the relevant dates set out in the offer letter pursuant to which the ZEPOs were offered by the Company.	
	300,000 STIs – vesting immediately and expiring 30 June 2023 100,000 STIs – vesting on 30 June 2022 subject to continued employment as at that date and expiring 30 June 2023 250,000 STIs – vesting on 30 June 2023 subject to continued employment as at that date and expiring 30 June 2025	



### 685,000 ZEPOs granted to Chief Technology Officer, Steve Willson as of 30 September 2021

Grant date		30 September 2021	30 September 2021	30 September 2021
Number of options		385,000	150,000	150,000
Vesting date	3/1	1/22, 30/6/22, 30/6/23 & 30/6/24	30/6/22, 30/6/23 & 30/6/24	30/6/22, 30/6/23 8 30/6/24
Total value (\$)		\$475,090	\$185,100	\$185,100
Expense recognised in	FY22 (\$)	\$104,890 (2021: \$ -)	\$0 (2021: \$ -)	\$34,610 (2021: \$ -
Exercise Price		\$ -	\$ -	\$
Fair Value Per Option		\$1.234	\$1.234	\$1.23
Dividend yield (%)		-	-	
Expected volatility (%)		100%	100%	1009
Risk-free interest rate (	%)	0.19%	0.19%	0.19%
Expected life of options	(years)	2.75 - 4.75	3.75	3.7
ر ا				
Sign On ZEPOs	STI ZEPOs	LTI ZEPOs (Part A)	LTI ZI	EPOs (Part B)
85,000	300,000	150,000	150,00	00
Class	Vesting condition and propor	rtions		Milestone Date
Sign on ZEPOs		echnology Officer in accordance with t is based on date of commencement o		3 January 2022
	Underlying share price applied date being 28 March 2022.	to the valuation is based on Board of	Director approval	
STI Performance	Proportion vesting based on:	ne Company in existing role in the rele		End of relevant financial year
Options		scorecard for the relevant financial ye. e business objectives (six or more) anc		
	Vesting proportions:			
	1. 50% - subject to ass	sessment against the Positive Persona	l Scorecard	
	2. Remaining 50% - Co	re business objectives and/or product	t releases:	
	- 7 or less – Nil - 8 – 10%	I		
	- 9 – 20%			
	- 10 – 30%			

Sign On ZEPOs	STI ZEPOs	LTI ZEPOs (Part A)	LTI ZEPOs (Part B)
85,000	300,000	150,000	150,000

Class	Vesting condition and proportions	Milestone Date
Sign on ZEPOs	Sign on STIs granted to Chief Technology Officer in accordance with the terms of his service agreement. Grant date is based on date of commencement of employment.	3 January 2022
	Underlying share price applied to the valuation is based on Board of Director approval date being 28 March 2022.	
STI	Continued employment with the Company in existing role in the relevant financial year.	End of relevant financial
Performance	Proportion vesting based on:	year
Options	<ul> <li>A positive personal scorecard for the relevant financial year; and</li> </ul>	
	- Achievement of core business objectives (six or more) and product releases	
	(six or more)	
	Vesting proportions:	
	1. 50% - subject to assessment against the Positive Personal Scorecard	
	2. Remaining 50% - Core business objectives and/or product releases:	
	- 7 or less – Nil	

8 - 10% 9 - 20% 10 - 30% 11 - 40% 12 - 50%



STI ZEPOs

The STI ZEPOs shall vest at the end of the relevant financial year based on continued employment with the Company in the existing role in the relevant financial year. The STI ZEPOs will expire 2 years after the relevant financial year.

End of relevant financial year

Subject to achievement of the sustainable condition below:

- (i) If the holder receives a positive "Personal Scorecard" (scorecard to be determined by agreement between the Company and the Executive) for the relevant financial year from the Board for performance over the previous 12 months, 50% of the STI ZEPOs shall vest.
- (ii) If, by the end of the financial year, the Group has achieved 8 or more core business objectives and/or product releases (to be determined by agreement between the Company and the Executive) then the following proportion of the remaining 50% of the STI ZEPOs shall vest, namely achieving:
- (A) 8 core business objectives and/or product releases 10%
- (B) 9 20%
- (C) 10 30%
- (D) 11 40%, and
- (E) 12 or more 50%

As at 30 June 2022, management have assessed that the probability of milestone targets being achieved at 0% and accordingly no expense has been recognised.

LTI Performance Options (Part A) Continued employment with the Company in existing role in the relevant financial year.

- For Year 1, until at least the first anniversary of commencement;
- For year 2, until at least the second anniversary of the commencement; and
- For year 3, until at least the third anniversary of commencement.

### Proportion vesting is based on recurring revenue level:

Level	Performance	% Vesting
	\$46m - \$52m	33%
Year 1 (or part thereof)	Above \$52m - \$58m	66%
	Above \$58m	100%
	\$67m - \$75m	33%
Year 2	Above \$75m - \$84m	66%
	Above \$84m	100%
	\$97m - \$109m	33%
Year 3	Above \$109m - \$122m	66%
	Above \$122m	100%

As at 30 June 2022, management have assessed that the probability of milestone targets being achieved at 0% and accordingly no expense has been recognised.

LTI Performance Options (Part B) Continued employment with the Company in existing role in the relevant financial year.

- For Year 1, until at least the first anniversary of commencement;
- For year 2, until at least the second anniversary of the commencement; and



For year 3, until at least the third anniversary of commencement.

### Proportion vesting is based on numbers of agreements for telecommunication network deployments (active or not):

Level	Performance	% Vesting
	174-179	33%
Year 1 (or part thereof)	178-180	66%
	181 or more	100%
	197-200	33%
Year 2	201-203	66%
	204 or more	100%
	223-226	33%
Year 3	227-230	66%
	231 or more	100%

As at 30 June 2022, management have assessed that the probability of milestone targets being achieved at 33% an expense of \$34,610 has been recognised.

### 125,000 Yearly tenure ZEPOs granted as of 13 May 2022 to Chief Revenue Officer, Mr Russell Evans:

Grant date	13 May 2022
Number of options	125,000
Vesting date	30/9/22
Total value (\$)	\$114,375
Expense recognised in FY22 (\$)	\$39,214 (2021: \$ -)
Exercise Price	\$ -
Fair Value Per Option	\$0.915
Dividend yield (%)	
Expected volatility (%)	100%
Risk-free interest rate (%)	2.89%
Expected life of options (years)	3.39

Class	Vesting condition and proportions	Milestone Date
Yearly tenure ZEPOs	The ZEPOs vesting is subject to continued employment up to 30 September 2022 in accordance with the terms of the offer. Any ZEPO that does not vest shall automatically lapse.	30 September 2022

The expiry date for the ZEPOs is 30 September 2025.



### Terms and conditions of the share based payment arrangements granted in the prior financial year:

The assessed fair values of the options was determined using a binomial option pricing model or Black-Scholes model, taking into account the exercise price, term of option, the share price at grant date and expected price volatility of the underling share, expected yield and the risk-free interest rate for the term of the option. For the options granted during the current financial year, the inputs to the model used were:

Grant date	30 November 2020	8 June 2021	1 July 2020
Number of options	5,452,051	3,431,456	1,213,277
Vesting date	30/6/21, 15/8/21 & 30/6/23	30/6/21, 15/8/21 & 30/6/23	30/6/21, 30/6/22 & 30/6/23
Total value (\$)	\$9,044,952	\$10,016,420	\$3,881,273
Expense recognised in FY21 (\$)	\$3,962,346 (2020: \$ -)	\$3,287,298 (2020: \$ -)	\$2,370,214 (2020: \$ -)
Exercise Price	\$ -	\$ -	\$ -
Fair Value Per Option	\$1.659	\$2.919	\$3.199
Expected life of options (years)	3	3	3

	date	30 November 2020	8 June 2021	1 July
Number	r of options	5,452,051	3,431,456	1,2
Vesting	date	30/6/21, 15/8/21 & 30/6/23	30/6/21, 15/8/21 & 30/6/23	30/6/21, 30/6/22 & 3
Total va	alue (\$)	\$9,044,952	\$10,016,420	\$3,8
Expense	e recognised in FY21 (\$)	\$3,962,346 (2020: \$ -)	\$3,287,298 (2020: \$ -)	\$2,370,214 (202
Exercise	e Price	\$ -	\$ -	
Fair Val	ue Per Option	\$1.659	\$2.919	:
Expecte	ed life of options (years)	3	3	
Grant d	late	24 March 2021	24 March 2021	24 March 2
Number	of options	153,241	300,000	300,
Vesting	date	30/6/21, 30/6/22, 30/6/23 & 30/6/24	30/6/24	30/6
Total va	lue (\$)	\$490,218	\$607,800	\$593
Expense	recognised in FY21 (\$)	\$102,013 (2020: \$ -)	\$49,886 (2020: \$ -)	\$48,680 (2020:
Exercise	Price	\$ -	\$1.75	\$
Fair Valu	ue Per Option	\$3.199	\$2.026	\$1.
Dividenc	d yield (%)	-	-	
Expected	d volatility (%)	-	75%	
Risk-free	e interest rate (%)	-	0.13%	0.
Expected	d life of options (years)	3	3	
Expecter	d life of options (years)	3	3	



Grant date	24 March 2021	13 May 2020	13 May 2021
Number of options	300,000	250,000	250,000
Vesting date	30/6/24	13/5/21	13/5/22
Total value (\$)	\$569,700	\$199,300	\$451,000
Expense recognised in FY21 (\$)	\$46,759 (2020: \$ -)	\$199,300 (2020: \$ -)	\$59,310 (2020: \$ -)
Exercise Price	\$1.75	\$1.165	\$2.64
Fair Value Per Option	\$1.899	\$0.7972	\$1.804
Dividend yield (%)	-	-	-
Expected volatility (%)	75%	100%	100%
Risk-free interest rate (%)	0.13%	0.25%	0.10%
Expected life of options (years)	3	3	3
Expected volatility (%)	100%	100%	100%
Risk-free interest rate (%)	0.10%	0.25%	0.10%
Expected life of options (years)	3	3	3

### 5,452,051 ZEPOs granted to Executive Directors as of 30 November 2020

Director	2020 ZEPOs	STI ZEPOs	LTI ZEPOs
Stephen McGovern	1,000,000	255,581	3,070,215
Peter Pawlowitsch	250,000	67,404	808,851
Total	1,250,000	322,985	3,879,066

### 3,431,456 ZEPOs granted to Co-Founder and Chief Operating Officer, James Slaney as of 8 June 2021

2020 ZEPOs	STI ZEPOs	LTI ZEPOs
1,000,000	187,035	2,244,421

### Vesting conditions for the above are as follows:

### 2020 ZEPOS

The 2020 ZEPO shall vest on 30 June 2021 if the holder remains in continued employment with the Company until 30 June 2021.

### STI ZEPOS

The STI ZEPOS shall vest on the date that the 2021/2022 financial year budget for the business of the Group is approved by the Board and that budget shows that the business will have sufficient cash from cash at bank and budgeted operating revenue to sustain budgeted operating costs for that year.



### Subject to achievement of the sustainable cash flow condition above:

- i. If the holder receives a positive "Personal Scorecard" (scorecard to be determined by agreement between the Company and the Executive) for the financial year ended 30 June 2021 from the Board for performance over the previous 12 months, 50% of the STI ZEPOS shall vest.
- If, by 30 June 2021, the Group has achieved 8 or more core business objectives and/or product releases (to be determined by agreement between the Company and the Executive) then the following proportion of the remaining 50% of the STI ZEPOS shall vest, namely achieving:
  - (A) 8 core business objectives and/or product releases 20%
  - (B) 9-40%
  - (C) 10 -60%
  - (D) 11 80%, and
  - (E) 12 or more 100%

### LTI ZEPOS

If the holder remains in continued employment with the Company until 30 June 2023, the LTI ZEPOS shall vest as follows:

- i. Recurring revenue (50% of LTI ZEPOs). The following proportions of LTI ZEPOs shall vest where recurring revenue for the Group by 30 June 2023 is:
  - (A) at or above \$40 million but less than \$60 million: 33% at \$40 million with a straight-line pro rata vesting up to 60%;
  - (B) at or above \$60 million but less than \$80 million: 60% at \$60 million with a straight-line pro rata vesting up to 100%; and
  - (C) at or above \$80 million: 100%.

Recurring revenue means operating revenue of the Group for any month multiplied by 12 exclusive of one off revenue fees such as connection fees and any R&D or other grant revenue

- ii. Agreements for deployments into telecommunication networks (50% of LTI ZEPOs). The following proportions of LTI ZEPOS shall vest where, by 30 June 2023, the Group has agreements in place for the deployment of the Dubber call recording service on to telecommunication service provider networks (whether or not yet active):
  - (A) at least 170 but less than 185: 33% at 170 with a straight-line pro rata vesting up to 60%;
  - (B) at least 185 but less than 200: 60% at 185 with a straight-line pro rata vesting up to 100%; and
  - (C) at or above 200: 100%.

### 1,213,277 ZEPOs granted to Executive Director Mr Peter Pawlowitsch as of 1 July 2020

### Vesting

If the holder remains an employee of the Company as at the relevant date, the Options shall vest as follows:

- i. one-third of the Options (rounded up to the nearest whole number) shall vest on 30 June 2021;
- i. a further one-third of the Options (rounded up to the nearest whole number) shall vest on 30 June 2022; and
- iii. the remaining Options shall vest on 30 June 2023.

### 153,241 ZEPOs granted to Non-Executive Directors Mr Peter Clare and Mr Gerard Bongiorno as of 24 March 2021

Director	ZEPOs
Mr Peter Clare	96,988
Mr Gerard Bongiorno	56,253
Total	153,241



### Vesting

If the holder remains as a director of the Company as at the relevant date or in certain cases of prior departure the Board exercises its discretion otherwise in accordance with the 2020 Plan, the ZEPOS shall vest as follows:

- i. 8.2% of the aggregate number of ZEPOs (rounded down to the nearest whole number) shall vest on 30 June 2021;
- i. 30.6% of the aggregate number of ZEPOS (rounded down to the nearest whole number) shall vest on 30 June 2022;
- iii. 30.6% of the aggregate number of ZEPOs (rounded down to the nearest whole number) shall vest on 30 June 2023; and
- iv. the balance shall vest on 30 June 2024.

### 900,000 Remuneration Options granted to Non-Executive Directors Mr Peter Clare and Mr Gerard Bongiorno as of 24 March 2021

Director	Remuneration
Mr Peter Clare	600,000
Mr Gerard Bongiorno	300,000
Total	900,000

The Options shall vest on 30 June 2024 if the holder remains as a director of the Company as at that date, or in certain cases of prior departure if the Board exercises its discretion otherwise in accordance with the 2020 Plan, as follows:

- i. one-third of the Options shall vest if the price of Shares traded on ASX has achieved \$3.00 or more on a 20-day volume-weighted average price (20-day VWAP) basis before that date;
- ii. a further one-third of the Options shall vest if the price of Shares traded on ASX has achieved \$4.00 or more on a 20day VWAP basis before that date; and
- iii. the remaining Options shall vest if the price of Shares traded on ASX has achieved \$5.00 or more on a 20-day VWAP basis before that date.

250,000 Yearly tenure options granted as of 13 May 2020 and 13 May 2021 to Chief Revenue Officer Mr Russell Evans Vesting period is 12 months.

### SHARES

The assessed fair value of the shares was determined using share price at grant date. For the shares granted during the current financial year, the inputs to the model used were:

Grant date	1 December 2020
Number of options	100,000
Vesting date	12/5/21
Expense recognised in FY21 (\$)	\$176,500
Fair Value Per Share	\$1.765



### Indemnifying officers or auditors

Dubber Corporation Limited has paid premiums to insure Directors against liabilities for costs and expenses incurred by them in defending legal proceedings arising from their conduct while acting in the capacity of Director of Dubber Corporation Limited, other than conduct involving a wilful breach of duty in relation to Dubber Corporation Limited.

### Share options and ordinary shares

At the date of this report there were the following unissued ordinary shares for which options were outstanding:

100,000 ZEPOs expiring 30 June 2023

- 3,879,066 ZEPOs expiring 30 June 2025 250,000 options expiring 12 May 2024, exercisable at \$1.165 each 250,000 options expiring 12 May 2025, exercisable at \$2.64 each 50,000 ZEPOs expiring 6 August 2023
- 100,000 ZEPOs expiring 6 August 2024
- 870,000 options expiring 22 March 2023, exercisable at \$0.75 each
- 2,206,671 ZEPOs expiring 31 December
- 1,326,238 ZEPOs expiring 30September 2025
  - 4,935,083 ZEPOs expiring 30 June 2025 96,509 ZEPOs expiring 31 January 2024
  - 434,136 options expiring 31 January 2024, exercisable at \$1.80 each
  - 75,000 options expiring 31 January 2024, exercisable at \$1.68 each
  - 100,000 options expiring 31 May 2024, exercisable at \$1.60 each
- 100,000 ZEPOs expiring 31 May 2024
- 50,000 options expiring 30 November 2023, exercisable at \$1.21 each
- 110,998 ZEPOs expiring 31 July 2024
- 900,000 options expiring 31 July 2024, exercisable at \$1.75 each
  - 456,733 ZEPOs expiring 31 March 2025
- 100,000 ZEPOs expiring 30 June 2024
- 125,000 options expiring 30 November 2024, exercisable at \$2.013 each
- 100,000 ZEPOs expiring 30 June 2026
- 165,000 options expiring 31 March
   2025, exercisable at \$2.013 each

During the year the following options were granted:

- 854,062 ZEPOs expiring 30 June 2023
- 100,000 ZEPOs expiring 6 August
   2023
- 305,129 ZEPOs expiring 31 January
- 185,000 ZEPOs expiring 30 June 2024
- 1,881,811 ZEPOs expiring 30 June
   2025
- 23,086 Options expiring 31 July 2024, exercisable at \$1.80 each
- 165,000 Options expiring 31 March
   2025, exercisable at \$2.013 each
- 1,055,066 ZEPOs expiring 31 March 2025
- 2,628,634 ZEPOs expiring 31
   December 2025
- 100,000 ZEPOs expiring 30 June 2026
- 125,000 ZEPOs expiring 30 September 2025

During the year the following options were exercised:

- 455,290 options expiring 15 January 2022, exercised at \$0.38 each
- 10,000 options expiring 20 September 2022, exercised at \$1.25 each
- 320,000 options expiring 22 March 2023, exercised at \$0.75 each
- 3,514,082 ZEPOs expiring 30 June 2023
- 50,000 ZEPOs expiring 6 August 2023
- 902,474 ZEPOs expiring 31 January 2024
- 21,111 options expiring 31
  January 2024, exercised at \$1.80
  each
- 85,000 ZEPOs expiring 30 June 2024
- 12,565 ZEPOs expiring 31 July
- 444,275 ZEPOs expiring 31 March 2025
- 404,426 ZEPOs expiring 30 June 2025
- 250,875 ZEPOs expiring 31 December 2025

### Options exercised since the end of the financial year:

- 154,058 ZEPOs expiring 31 March 2025
- 171,088 ZEPOs expiring 31 December 2025
- 25,000 ZEPOs expiring 31 January 2024
- 29,678 ZEPOs expiring 31 July 2024
- 20,000 Options expiring 22 March 2023, exercisable at \$0.75 each
- 150,000 Options expiring 20 September 2022, exercisable at \$0.75 each



### Proceedings on behalf of the Company

No person has applied for leave of Court to bring proceedings on behalf of Dubber Corporation Limited or intervene in any proceedings to which Dubber Corporation Limited is a party for the purpose of taking responsibility on behalf of Dubber Corporation Limited for all or any part of those proceedings.

Dubber Corporation Limited was not a party to any such proceedings during the year.

### Environmental regulations

The Group is not currently subject to any specific environmental regulation under Australian Commonwealth or State law.

### Non-audit services

There were no amounts paid or payable to the auditor for non-audit services provided during the year by the auditor other than those outlined in Note 17 to the financial statements.

The Directors are satisfied that the provision of non-audit services during the financial year, by the auditor (or by another person or firm on the auditor's behalf), is compatible with the general standard of independence for auditors imposed by the Corporation Act 2001.

The Directors are of the opinion that the services as disclosed in Note 17 to the financial statements do not compromise the external auditor's independence requirements of the Corporations Act 2001 for the following reasons:

- all non-audit services have been reviewed and approved to ensure that they do not impact the integrity and objectivity of the auditor; and
- none of the services undermine the general principles relating to auditor independence as set out in the Code of Ethics for Professional Accountants (including Independence Standards) issued by the Accounting Professional and Ethical Standards Board, including reviewing or auditing the auditor's own work, acting in a management or decision- making capacity for the Company, acting as advocate for the Company or jointly sharing economic risks and rewards.

Auditor's Independence declaration

The auditor's independence declaration for the year ended 30 June 2022, as required under section 307C of the Corporations Act 2001, has been received and is included within the financial report.

Signed in accordance with a resolution of the Board of Directors:

Peter Clare

Non-Executive Chairman
Dated: 7 October 2022



### unified resource only unified recording

DUBBER.NET

57



## Auditor's Independence Declaration

or personal





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DECLARATION OF INDEPENDENCE BY DEAN JUST TO THE DIRECTORS OF DUBBER CORPORATION LIMITED

As lead auditor of Dubber Corporation Limited for the year ended 30 June 2022, I declare that, to the best of my knowledge and belief, there have been:

- 1. No contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
- 2. No contraventions of any applicable code of professional conduct in relation to the audit.

This declaration is in respect of Dubber Corporation Limited and the entities it controlled during the period.

Dean Just

Director

BDO Audit (WA) Pty Ltd

Perth

7 October 2022



# Financial Report



### CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

	Revenue	Note	2022 \$	2021 \$
	Service income	2 (a)	25,345,027	20,337,310
	Other revenue from ordinary activities	2 (b)	312,748	2,922,774
	Expenses			
	Salaries and related expenses		(36,523,433)	(22,146,099)
	Employees share based payments	23	(19,953,211)	(13,842,177)
	Direct costs		(23,497,239)	(10,341,788)
	General and administration costs	2 (c)	(20,366,782)	(4,278,125)
	Finance costs		(1,997,535)	(1,461,481)
	Depreciation and amortisation		(7,260,706)	(3,045,586)
(10)	Non-operating foreign exchange gains losses		(113,516)	(124,315)
	Loss before income tax expense		(84,054,648)	(31,979,487)
	Income tax benefit / (expense)	3	816,458	282,049
	Loss after income tax expense for the year		(83,238,190)	(31,697,438)
	Other comprehensive loss			
<u>as</u>	Items that may be reclassified to profit or loss			
	Foreign currency translation differences		(1,516,826)	922,674
	Other comprehensive profit / (loss) for the year, net of tax		(1,516,826)	922,674
	Total comprehensive loss attributable to owners of		(84,755,016)	(30,774,764)
	Dubber Corporation Limited			
П	Loss per share attributable to the owners of			
	Dubber Corporation Limited		Cents	Cents
	Basic loss per share	15	(27.93)	(13.25)
_				

The above consolidated statement of profit or loss and other comprehensive income should be read in conjunction with the accompanying note



### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS	Note	2022 \$	2021 \$
Current Assets			
Cash and cash equivalents	4	54,383,974	32,041,224
Trade and other receivables	5	38,491,188	22,793,739
Sundry debtors		83,420	536,132
Total Current Assets		92,958,584	55,371,095
Non-Current Assets			
Property, plant and equipment	6	2,870,209	735,186
Rights of use asset	8	10,407,559	1,966,496
Intangible assets	7	43,473,762	42,261,910
Total Non-Current Assets		56,751,530	44,963,592
Total Assets		140,710,113	100,334,687
LIABILITIES			
Current Liabilities			
Trade and other payables	9	11,578,418	11,597,258
Deferred consideration		-	16,031,836
Lease liability	8	2,017,863	597,929
Provisions	10	1,498,724	1,206,597
Contract liabilities	11	3,952,172	5,382,217
Total Current Liabilities		19,047,177	34,815,837
Non-Current Liabilities			
Lease liability	8	9,264,706	2,006,421
Provisions	10	455,786	402,663
Contract liabilities	11	1,269,694	575,260
Deferred Tax Liabilities	3	2,881,824	3,578,468
Total Non-Current Liabilities		13,872,010	6,562,813
Total Liabilities		32,919,189	41,378,650
NET ASSETS		116,790,924	58,956,036
EQUITY			
Issued capital	12	273,468,060	136,947,992
Reserves	13	26,841,555	22,288,545
Accumulated losses	14	(183,518,691)	(100,280,501)
TOTAL EQUITY		116,790,924	58,956,036

The above consolidated statement of financial position should be read in conjunction with the accompanying notes.



### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

2022	Issued Capital \$	Reserves \$	Accumulated Losses	Total \$
Balance at 1 July 2021	136,947,992	22,288,545	(100,280,501)	58,956,036
Loss after income tax expense for the year	-	-	(83,238,190)	(83,238,190)
Other comprehensive loss for the year, net of tax	-	(1,516,826)	-	(1,516,826)
Total comprehensive loss for the year	-	(1,516,826)	(83,238,190)	(84,755,016)
Transactions with owners in their capacity as owner	·s:			
Securities issued during the year	140,870,068	(13,883,375)	-	126,986,693
Capital raising costs	(4,350,000)	-	-	(4,350,000)
Cost of share based payments	-	19,953,211	-	19,953,211
Balance at 30 June 2022	273,468,060	26,841,555	(183,518,690)	116,790,924
<b>2021</b> Balance at 1 July 2020	85,666,948	8,803,497	(68,924,066)	25,546,379
7	83,000,948	8,803,497		
loss after income tax expense for the year	-	-	(31,697,438)	(31,697,438)
Other comprehensive loss for the year, net of tax	-	922,674	-	922,674
Total comprehensive loss for the year	-	922,674	(31,697,438)	(30,774,764)
Transactions with owners in their capacity as owner	rs:			
Securities issued during the year	52,501,896	-	-	52,501,896
Capital raising costs	(2,159,652)	-	-	(2,159,652)
Cost of share based payments	938,800	12,562,374	341,003	13,842,177
Balance at 30 June 2021	136,947,992	22,288,545	(100,280,501)	58,956,036

The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes.



### CONSOLIDATED STATEMENT OF CASH FLOWS

Cash flows from operating activities	Note	2022 \$	2021
Receipts from customers		29,926,312	20,276,426
Payments to suppliers and employees		(72,716,527)	(40,831,154)
Interest received		222,781	262,620
Government grants received		378,455	2,856,422
Interest and other finance costs paid		(16,969)	(10,087)
Net cash outflows used in operating activities	22	(42,205,948)	(17,445,773)
Cash flows from investing activities			
Payments for business acquisition		-	(12,347,859)
Payments for asset acquisition*		(6,950,121)	-
Purchase of plant and equipment		(3,096,284)	(250,292)
Payment of security bond and funds held in trust		(177,748)	(1,500,000)
Investment of cash at call deposit	5	(30,000,000)	-
Return of security bond and funds held in trust		-	1,514,364
Net cash provided by / (used in) investing activities		(40,224,153)	(12,583,787)
Cash flows from financing activities			
Proceeds from issue of shares		110,447,996	48,027,123
Payment of share issue costs		(4,477,000)	(2,404,642)
Repayment of combined debt conversion loan		-	40,000
Repayment of loans		-	(1,908,780)
Proceeds from borrowings		-	516,230
Principal elements of lease liability		(963,527)	(618,641)
Net cash provided by financing activities		105,007,469	43,651,290
Net increase / (decrease) in cash held		22,577,368	13,621,730
Cash and cash equivalents at the beginning of the year		32,041,224	18,408,881
Effect of exchange rate changes on cash		(234,618)	10,613
Cash and cash equivalents at the end of the year	4	54,383,974	32,041,224

\*Consideration paid for asset acquisition includes non-cash component of 386,277 ordinary shares at \$3.75/share (\$1,448,539).

The above consolidated statement of cash flows should be read in conjunction with the accompanying notes.



### Notes to the Consolidated Financial Statements

### Summary of Significant Accounting Policies

### **BASIS OF PREPARATION**

Dubber Corporation Limited ("Company" or "Parent Entity") is a company limited by shares, incorporated and domiciled in Australia. These consolidated financial statements and notes represent those of Dubber Corporation Limited and controlled entities ("Group" or "Consolidated Entity"). The nature of the operations and principal activities of the Group are described in the Directors' Report.

The financial report is a general-purpose financial report that has been prepared in accordance with Australian Accounting Standards, Australian Accounting Interpretations, other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001. Dubber Corporation Limited is a for- profit entity for the purpose of preparing financial statements.

Australian Accounting Standards set out accounting policies that the AASB has concluded would result in a financial report containing relevant and reliable information about transactions, events and conditions. The financial statements and notes also comply with International Financial Reporting Standards. Material accounting policies adopted in the preparation of this financial report are presented below and have been consistently applied unless otherwise stated.

The financial reports have been prepared on an accruals basis and are based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

The separate financial statements of the parent entity, Dubber Corporation Limited, have not been presented within this financial report as permitted by the Corporations Act 2001.

### New or amended Accounting Standards and Interpretations adopted

The consolidated entity has adopted all of the new or amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period.

Any new or amended Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

### Possible impact of Australian Accounting Standards that have been issued but are not vet effective

AASB reference	Title and Affected Standard(s):	Nature of Change	Application date:	Impact on Initial Application
AASB 2021-2 (issued March 2021)	Amendments to Australian Accounting Standards – Disclosure of Accounting Policies and Definition of Accounting Estimates	Introduces a definition of 'accounting estimate', i.e. monetary amounts in financial statements that are subject to estimation uncertainty, such as estimating expected credit losses for receivables, or estimating the fair value of an item recognised in the financial statements at fair value.	Annual reporting periods beginning on or after 1 January 2023	There will be no impact on the financial statements when these amendments are first adopted because they apply prospectively to changes in accounting estimates that occur on or after the beginning of the first annual reporting period to which these amendments apply, i.e. annual periods beginning on or after 1 July 2023.1



AASB reference	Title and Affected Standard(s):	Nature of Change	Application date:	Impact on Initial Application
AASB 2021-5 (issued June 2021)	Amendments to Australian Accounting Standards – Deferred Tax related to Assets and Liabilities arising from a Single Transaction	The amendments clarify that the 'initial recognition exemption' does not apply to transactions where an entity recognises an asset and a liability which give rise to equal taxable and deductible temporary differences. This could occur, for example, where lessees recognise a right-of-use asset and lease liability for lease transactions, or where an entity recognises decommissioning, restoration and other similar obligations, which form part of a related asset.	Annual reporting periods beginning on or after 1 January 2023	When these amendments are first adopted for the year ended 30 June 2024, they apply prospectively to all transactions that occur on or after the beginning of the earliest comparative period, i.e. from 1 July 2022.  In addition, at the beginning of the earliest comparative period, i.e. 1 July 2022, deferred tax assets (to the extent it is probable that taxable profits will be available against which the deductible temporary differences can be utilised) and deferred tax liabilities will be recognised for all deductible and temporary differences associated with:  • Right-of-use assets and lease liabilities, and • Decommissioning, restoration and other similar liabilities and the corresponding amounts recognised as part of the cost of the related asset.

These financial statements are presented in Australian dollars, rounded to the nearest dollar.

Revenue is measured based on the consideration specified in a contract with a customer and excludes amounts collected on behalf of third parties. The Group recognises revenue when it transfers control over a service to a customer.

Group revenues consists of service income, being monthly subscription fees from retail or reseller customers.

### SUBSCRIPTION SERVICE INCOME

Subscription service revenue is recognised and measured in the accounting period in which the services are provided based on the amount of the expected transaction price allocated to each performance obligation.

REVENUE RECOGNITION

Revenue is meas customer and ex recognises rever

Group revenues retail or reseller

SUBSCRIPT

Subscription ser in which the serv price allocated to The performance (Dubber Platform distinct services customer.

Revenue is not researched. The performance obligations are the provision of cloud-based call recording services (Dubber Platform) on a monthly basis; the provision of services represent a series of distinct services that are substantially the same with the same pattern of transfer to

Revenue is not recognized unless it is probable the Group will collect the consideration to which it will be entitled in exchange for the services that will be transferred to the customers.

### GOVERNMENT GRANTS/RESEARCH AND DEVELOPMENT TAX INCENTIVES

Grants from the government (such as research and development tax incentives) are recognised at their fair value where there is reasonable assurance that the grant will be received and the Group will comply with all attached conditions. Government grants received for the period prior to the acquisition of Dubber Pty Ltd was deducted from the carrying value of the Dubber intellectual property, with subsequent grants being recognised as other income. The Company qualified for Jobkeeper and Cash Flow Boost that are Federal and State Government initiatives to support businesses through the COVID-19 pandemic.



### BASIS OF CONSOLIDATION

### **SUBSIDIARIES**

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of Dubber Corporation Limited ("Company" or "parent entity") as at 30 June 2022 and the results of all subsidiaries for the year then ended. Dubber Corporation Limited and its subsidiaries together are referred to in these financial statements as the Group or the consolidated entity.

Subsidiaries are all entities (including special purpose entities) over which the Group has control. The Group has control over an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity, and has the ability to use its power to affect those returns.

Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases. The acquisition method of accounting is used to account for business combinations by the Group.

Intercompany transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

The acquisition accounting. Re A change in ow equity transact the book value directly in equity in equity transact the book value directly in equity transact the construction accustomer the consolidate consideration services to the The acquisition of subsidiaries is accounted for using the acquisition method of accounting. Refer to the 'business combinations' accounting policy for further details. A change in ownership interest, without the loss of control, is accounted for as an equity transaction, where the difference between the consideration transferred and the book value of the share of the non-controlling interest acquired is recognised directly in equity attributable to the parent.

Contract liabilities represent the consolidated entity's obligation to transfer services to a customer and are recognised when a customer pays consideration, or when the consolidated entity recognises a receivable to reflect its unconditional right to consideration (whichever is earlier) before the consolidated entity has transferred the services to the customer.

### FAIR VALUE MEASUREMENT

When an asset or liability, financial or non-financial, is measured at fair value for recognition or disclosure purposes, the fair value is based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date; and assumes that the transaction will take place either: in the principal market; or in the absence of a principal market, in the most advantageous market.

Fair value is measured using the assumptions that market participants would use when pricing the asset or liability, assuming they act in their economic best interests. For non-financial assets, the fair value measurement is based on its highest and best use. Valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, are used, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

Assets and liabilities measured at fair value are classified into three levels, using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. Classifications are reviewed at each reporting date and transfers between levels are determined based on a reassessment of the lowest level of input that is significant to the fair value measurement.



For recurring and non-recurring fair value measurements, external valuers may be used when internal expertise is either not available or when the valuation is deemed to be significant. External valuers are selected based on market knowledge and reputation. Where there is a significant change in fair value of an asset or liability from one period to another, an analysis is undertaken, which includes a verification of the major inputs applied in the latest valuation and a comparison, where applicable, with external sources of data.

### SEGMENT REPORTING

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. The chief operating decision maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the full Board of Directors.

### FOREIGN CURRENCY TRANSLATION

- Functional and presentation currency
   The consolidated financial statements are presented in Australian dollars, which is the functional and presentation currency of Dubber Corporation Limited.
- Transactions and balances
   Foreign currency transactions are translated into the functional currency using the
   exchange rates prevailing at the dates of the transactions. Foreign exchange gains
   and losses resulting from the settlement of such transactions and from the translation
   at year end exchange rates of monetary assets and liabilities, denominated in foreign
   currencies, are recognised in profit or loss.
- Foreign operations.
   The assets and liabilities of foreign operations are translated to the functional currency as exchange rates at the reporting date. The income and expenses of foreign operations are translated to Australian dollars at exchange rates at the dates of the transactions.

Foreign currency difference is recognised in other comprehensive income and presented in the foreign currency translation reserve in equity.

On consolidation, exchange differences arising from the translation of any net investment in foreign entities are recognised in other comprehensive income. When the settlement of a monetary item receivable from or payable to a foreign operation is neither planned nor likely in the foreseeable future, foreign exchange gains and losses arising from such a monetary item are considered to form part of a net investment in a foreign operation and are recognised in other comprehensive income and are presented in the translation reserve in equity. When a foreign operation is sold or any borrowings forming part of the net investment are repaid, the associated exchange differences are reclassified to profit or loss, as part of the gain or loss on sale.

### FINANCE INCOME

Finance income comprises interest income earned on funds invested in bank accounts and call deposits. Interest is recognised on an accrual basis in the consolidated statement of profit or loss and other comprehensive income, using the effective interest method.



### **INCOME TAX**

The income tax expense (revenue) for the year comprises current income tax expense (income) and deferred tax expense (income).

Current income tax expense charged to the profit or loss is the tax payable on taxable income calculated using applicable income tax rates enacted, or substantially enacted, as at the end of the reporting period. Current tax liabilities (assets) are therefore measured at the amounts expected to be paid to (recovered from) the relevant taxation authority.

Deferred income tax expense reflects movements in deferred tax asset and deferred tax liability balances during the year as well as unused tax losses.

Current and deferred tax expense (income) is charged or credited directly to equity instead of the profit or loss when the tax relates to items that are credited or charged directly to equity.

Deferred tax assets and liabilities are ascertained based on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred tax assets also result where amounts have been fully expensed but future tax deductions are available. No deferred income tax will be recognised from the initial recognition of an asset or liability, excluding a business combination, where there is no effect on accounting or taxable profit or loss.

Deferred tax assets and liabilities are calculated at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates enacted or substantively enacted at the end of the reporting period. Their measurement also reflects the manner in which management expects to recover or settle the carrying amount of the related asset or liability.

Deferred tax assets relating to temporary differences and unused tax losses are recognised only to the extent that it is probable that future taxable profit will be available against which the benefits of the deferred tax asset can be utilised.

Where temporary differences exist in relation to investments in subsidiaries, branches, associates, and joint ventures, deferred tax assets and liabilities are not recognised where the timing of the reversal of the temporary difference can be controlled and it is not probable that the reversal will occur in the foreseeable future.

Current assets and liabilities are offset where a legally enforceable right of setoff exists and it is intended that net settlement or simultaneous realisation and settlement of the respective asset and liability will occur. Deferred tax assets and liabilities are offset where a legally enforceable right of setoff exists, the deferred tax assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where it is intended that net settlement or simultaneous realisation and settlement of the respective asset and liability will occur in future periods in which significant amounts of deferred tax assets or liabilities are expected to be recovered or settled.

### **PROVISIONS**

Provisions are recognised when a Group company has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured.

### CASH AND CASH EQUIVALENTS

Cash and cash equivalents include cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within short-term borrowings in current liabilities in the statement of financial position.



### TRADE RECEIVABLES

Trade receivables are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method, less any allowance for expected credit losses. Trade receivables are generally due for settlement within 30 days.

The consolidated entity has applied the simplified approach to measuring expected credit losses, which uses a lifetime expected loss allowance. To measure the expected credit losses, trade receivables have been grouped based on days overdue.

Other receivables are recognised at amortised cost, less any allowance for expected credit losses.

### **Impairment**

The Group makes use of a simplified approach in accounting for trade and other receivables and records the loss allowance at the amount equal to the expected lifetime credit losses. In using this practical expedient, the Group uses its historical experience, external indicators and forward looking information to calculate the expected credit losses using a provision matrix.

The Group considers a financial asset in default when contractual payment are 90 days are due. However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Group.

Each class of property, plant and equipment is carried at cost or fair value as indicated, less, where applicable, any accumulated depreciation and impairment losses.

Plant and equipment are measured on the cost basis.

are due. However, in certain cases, to be in default when internal or extern to receive the outstanding contracts credit enhancements held by the Great enhancements and equipment and equipment enhancement enha The depreciable amount of all fixed assets including buildings and capitalised leased assets, but excluding freehold land, is depreciated on a straight-line basis over the asset's useful life to the Company commencing from the time the asset is held ready for use. Leasehold improvements are depreciated over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

The estimated useful lives used for each class of depreciable assets are:

Furniture, Fixtures and Fittings	5 years
Computer Equipment	5 years
Office Equipment	5 years

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period. An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These gains and losses are included in the statement of profit or loss and other comprehensive income. When revalued assets are sold, amounts included in the revaluation surplus relating to that asset are transferred to retained earnings.



Property, plant and equipment is derecognised and removed from the statement of financial position on disposal or when no future economic benefits are expected. Gains and losses from derecognition are measured as the difference between the net disposal proceeds, if any, and the carrying amount and are recognised in the statement of profit or loss and other comprehensive income.

Subsequent costs are included in the property, plant and equipment's carrying value or recognised as a separate asset when it is probable that future economic benefits associated with the item will be realised and the cost of the item can be measured reliably. All other repairs and maintenance are recognised in the statement of profit or loss and other comprehensive income.

### RIGHT OF USE ASSETS

A right-of-use asset is recognised at the commencement date of a lease. The right-of- use asset is measured at cost, which comprises the initial amount of the lease liability, adjusted for, as applicable, any lease payments made at or before the commencement date net of any lease incentives received, any initial direct costs incurred, and, except were included in the cost of inventories, an estimate of costs expected to be incurred for dismantling and removing the underlying asset, and restoring the site or asset.

Right-of-use assets are depreciated on a straight-line basis over the unexpired period of the lease or the estimated useful life of the asset, whichever is the shorter. Where the consolidated entity expects to obtain ownership of the leased asset at the end of the lease term, the depreciation is over its estimated useful life. Right-of use assets are subject to impairment or adjusted for any remeasurement of lease liabilities.

The estimated useful lives applied to each right-of-use assets are:

Right-of-use asset	Useful life
Melbourne (AU) offices	4 – 5 years
Brisbane (AU) offices	6 years
Sydney (AU) offices	3 years
London (UK) offices	6 years
Oxford (UK) offices	10 years
Dallas (USA) offices	3.25 years

### LEASE LIABILITIES

A lease liability is recognised at the commencement date of a lease. The lease liability is initially recognised at the present value of the lease payments to be made over the term of the lease, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the consolidated entity's incremental borrowing rate. Lease payments comprise of fixed payments less any lease incentives receivable, variable lease payments that depend on an index or a rate, amounts expected to be paid under residual value guarantees, exercise price of a purchase option when the exercise of the option is reasonably certain to occur, and any anticipated termination penalties. The variable lease payments that do not depend on an index or a rate are expensed in the period in which they are incurred.

Lease liabilities are measured at amortised cost using the effective interest method. The carrying amounts are remeasured if there is a change in the following: future lease payments arising from a change in an index or a rate used; residual guarantee; lease term; certainty of a purchase option and termination penalties. When a lease liability is remeasured, an adjustment is made to the corresponding right-of use asset, or to profit or loss if the carrying amount of the right-of-use asset is fully written down.



### IMPAIRMENT OF ASSETS

At each reporting date, the Group assesses whether there is any indication that an asset may be impaired. The assessment will include the consideration of external and internal sources of information including, dividends received from subsidiaries, associates or jointly controlled entities deemed to be out of preacquisition profits. If such an indication exists, an impairment test is carried out on the asset by comparing the recoverable amount of the asset, being the higher of the asset's fair value less costs to sell and value in use, to the asset's carrying value. Any excess of the asset's carrying value over its recoverable amount is expensed to the statement of profit or loss and other comprehensive income.

Where an impairment loss on a revalued asset is identified, this is debited against the revaluation surplus in respect of the same class of asset to the extent that the impairment loss does not exceed the amount in the revaluation surplus for that same class of asset.

Non-financial assets are assessed for any indication of impairment at the end of each reporting period. Any indication of impairment requires formal testing of impairment by comparing the carrying amount of the asset to an estimate of the recoverable amount of the asset. An impairment loss is calculated as the amount by which the carrying amount of the asset exceeds the recoverable amount of the asset.

Intangible assets with an indefinite useful life and intangible assets not yet available for use are tested for impairment annually regardless of whether there is any indication of

amount of the asset. An im carrying amount of the asset. An im carrying amount of the asset Intangible assets with an ir use are tested for impairm impairment.

The recoverable amount is value in use. The asset's ward discounted to their present assessments of the time ward assets that cannot be tested smallest group of assets the Impairment losses are recomprehensive income. In amount of any goodwill allow the group on a pro-rata back assets other than goodwill determine whether previous or may have decreased. In other than goodwill are revoluted that the group of the provious or may have decreased. In other than goodwill are revoluted that the group of the provious or may have decreased. In other than goodwill are revoluted that the group of the provious or may have decreased. In other than goodwill are revoluted that the group of the provious or may have decreased. In other than goodwill are revoluted that the group of the provious or may have decreased. In other than goodwill are revoluted that the group of the provious or may have decreased. In other than goodwill are revoluted that the group of the provious or may have decreased. In other than goodwill are revoluted that the group of the g The recoverable amount is the greater of the asset's fair value less costs to sell and its value in use. The asset's value in use is calculated as the estimated future cash flows discounted to their present value using a pre-tax rate that reflects current market assessments of the time value of money and the risks associated with the asset. Assets that cannot be tested individually for impairment, are grouped together into the smallest group of assets that generates cash inflows (the asset's cash generating unit).

Impairment losses are recognised in the statement of profit or loss and other comprehensive income. Impairment losses are allocated first, to reduce the carrying amount of any goodwill allocated to cash-generating units, and then to other assets of the group on a pro-rata basis.

Assets other than goodwill are assessed at the end of each reporting period to determine whether previously recognised impairment losses may no longer exist or may have decreased. Impairment losses recognised in prior periods for assets other than goodwill are reversed up to the carrying amounts that would have been determined had no impairment loss been recognised in prior periods.

Trade and other payables represent the liability outstanding at the end of the reporting period for goods and services received by the Company during the reporting period which remain unpaid. The balance is recognised as a current liability with the amounts normally paid within 6 months of recognition of the liability.



## **GOODS AND SERVICES TAX (GST)**

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Tax Office. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the statement of financial position are shown inclusive of GST.

# CONTRIBUTED EQUITY

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds. Incremental costs directly attributable to the issue of new shares or options for the acquisition of a business are not included in the cost of the acquisition as part of the purchase consideration.

## **EARNINGS PER SHARE**

Basic earnings per share is calculated by dividing the profit attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the financial year.

## CURRENT AND NON-CURRENT CLASSIFICATION

Assets and liabilities are presented in the statement of financial position based on current and non-current classification.

An asset is classified as current when: it is either expected to be realised or intended to be sold or consumed in the consolidated entity's normal operating cycle; it is held primarily for the purpose of trading; it is expected to be realised within 12 months after the reporting period; or the asset is cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least 12 months after the reporting period. All other assets are classified as non-current.

A liability is classified as current when: it is either expected to be settled in the consolidated entity's normal operating cycle; it is held primarily for the purpose of trading; it is due to be settled within 12 months after the reporting period; or there is no unconditional right to defer the settlement of the liability for at least 12 months after the reporting period. All other liabilities are classified as non-current.

Deferred tax assets and liabilities are always classified as non-current.

## SHARE-BASED PAYMENT TRANSACTIONS

Employees of the Company receive remuneration in the form of share based payment transactions, whereby employees render services in exchange for equity instruments ("equity settled transactions").

When the goods or services acquired in a share based payment transaction do not qualify for recognition as assets, they are recognised as expenses.

The cost of equity settled transactions and the corresponding increase in equity is measured at the fair value of the goods or services acquired. Where the fair value of the goods or services received cannot be reliably estimated, the fair value is determined indirectly by the fair value of the equity instruments using the Black Scholes option valuation technique.

Equity settled transactions that vest after employees complete a specified period of service are recognised as services received during the vesting period with a corresponding increase in equity.



## **INTANGIBLE ASSETS**

Intangible asset additions are either acquired as part of a business combination at fair value at acquisition or capitalized expenses at cost which meet the recognition criteria of AASB 138 Intangible Asset. Intangible assets with finite useful life are amortised over a straight-line basis in the profit or loss over the estimated useful life. Management had previously re-assessed the useful life of the platform from 10 years to 5 years, as they believe it is more reflective of the useful life.

## **Customer relationships**

Customer relationships acquired as part of a business combination are recognised separately from goodwill. The customer relationships are carried at fair value at the date of acquisition less accumulated amortisation and any impairment losses. These are amortised over on a straight line basis over the period of their expected benefit, being their finite life of 7 years.

#### Technology

The technology additions are either acquired in a business combination for proprietary software solutions and are recognised separately from goodwill, or capitalized development costs which the Group have deemed to meet the recognition criteria of AASB 138 Intangible Assets. This technology is carried at fair value at the date of acquisition plus capitalized expenses less accumulated amortisation and any impairment losses. Technology related assets are amortised over on a straight line basis over the period of their expected benefit, being their finite life of 7 years.

Management's assessment of intangible assets acquired via the acquisition of Speik during the previous financial year, have a useful life of 7 years.

# GOODWILL

Goodwill is measured as described in Business combination policy. Goodwill on acquisition of subsidiaries is included in intangible assets. Goodwill is not amortised, but it is tested for impairment annually, or more frequently if events or changes in circumstances indicate that it might be impaired and is carried at cost less accumulated

impairment losses. Gains and losses on the disposal of an entity include the carrying amount of goodwill relating to the entity sold.

Goodwill is allocated to cash-generating units for the purpose of impairment testing. The allocation is made to those cash-generating units or groups of cash-generating units that are expected to benefit from the business combination in which the goodwill arose. The units or groups of units are identified at the lowest level at which goodwill is monitored for internal management purposes, being the operating segments (Note 20).

## Short-term employee benefit obligations

Short-term em
Liabilities for wa accumulating si reporting perio up to the end or the liabilities ar. Liabilities for wages and salaries, including non-monetary benefits, annual leave and accumulating sick leave expected to be settled wholly within 12 months after the end of the reporting period are recognised in other liabilities in respect of employees' services rendered up to the end of the reporting period and are measured at amounts expected to be paid when the liabilities are settled. Liabilities for non-accumulating sick leave are recognised when leave is taken and measured at the actual rates paid or payable.



## Other long-term employee benefit obligations

Liabilities for long service leave and annual leave are not expected to be settled wholly within 12 months after the end of the reporting period. They are recognised as part of the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees to the end of the reporting period. Consideration is given to expected future salaries and wages levels, experience of employee departures and periods of service. Expected future payments are discounted using national government corporate bond rates at the end of the reporting period with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

Regardless of when settlement is expected to occur, liabilities for long service leave and annual leave are presented as current liabilities in the statement of financial position if the entity does not have an unconditional right to defer settlement for at least 12 months after the end of the reporting period.

# ASSET ACQUISITION

On 17 September 2021, the Group acquired assets from Pinch Labs Inc and Pinch Labs Pty Ltd (collectively "Notiv") by the issue of shares and cash and the transaction is accounted for as an asset acquisition. The optional concentration test was applied in determining whether this transaction constitutes a business combination in accordance with paragraph B7A of AASB 3 Business Combinations.

As the acquisition of the acquired assets is not a deemed business combination, the assets and liabilities are assigned carrying amounts based on their relative fair values in an asset acquisition. No goodwill will arise on the acquisition.

## **BUSINESS COMBINATIONS**

The acquisition method of accounting is used to account for business combinations regardless of whether equity instruments or other assets are acquired.

The consideration transferred is the sum of the acquisition-date fair values of the assets transferred, equity instruments issued or liabilities incurred by the acquirer to former owners of the acquiree and the amount of any non-controlling interest in the acquiree. All acquisition costs are expensed as incurred to profit or loss.

On the acquisition of a business, the consolidated entity assesses the financial assets acquired and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic conditions, the consolidated entity's operating or accounting policies and other pertinent conditions in existence at the acquisition-date.

The difference between the acquisition-date fair value of assets acquired, liabilities assumed and any non-controlling interest in the acquiree and the fair value of the consideration transferred and the fair value of any pre-existing investment in the acquiree is recognised as goodwill. If the consideration transferred and the pre- existing fair value is less than the fair value of the identifiable net assets acquired, being a bargain purchase to the acquirer, the difference is recognised as a gain directly in profit or loss by the acquirer on the acquisition-date, but only after a reassessment of the identification and measurement of the net assets acquired, the non-controlling interest in the acquiree, if any, the consideration transferred and the acquirer's previously held equity interest in the acquirer.

Business combinations are initially accounted for on a provisional basis. The acquirer retrospectively adjusts the provisional amounts recognised and recognises additional assets or liabilities during the measurement period, based on new information obtained about the facts and circumstances that existed at the acquisition-date. The measurement period ends on either the earlier of (i) 12 months from the date of the acquisition or (ii) when the acquirer receives all the information possible to determine fair value.



## PARENT ENTITY FINANCIAL INFORMATION

The financial information for the parent entity, Dubber Corporation Limited, disclosed in Note 24 has been prepared on the same basis as the consolidated financial statements except that investment in subsidiaries are accounted for at cost less impairment rather than at fair value.

# CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The directors evaluate estimates and judgments incorporated into the financial statements based on historical knowledge and best available current information. Estimates assume a reasonable expectation of future events and are based on current trends and economic data, obtained both externally and within the Company.

## Carrying value of intangible assets

The Group capitalises expenses deemed to meet the recognition criteria of AASB 138 *Intangible Assets* as the costs capitalized are judged to result in future economic benefits that will flow to the Group, and that the costs can be measured reliably. The capitalised expenses are judged by the Group to have a 7 year useful life.

#### Carrying value of goodwill

The Group tests annually whether the carrying value of goodwill and other intangibles exceed its recoverable amount to determine potential impairment requirements. The recoverable amount of goodwill and other intangibles has been calculated using a number of assumptions as disclosed in note 7. No impairment has been recognised in respect of intangibles at the end of the reporting period.

## Share-based payment transactions

The Company measures the cost of equity-settled transactions with employees by reference to the fair value of the equity instruments at the date at which they are granted. The fair value is determined using a binomial option pricing and black scholes method. The related assumptions are detailed in Note 23. The accounting estimates and assumptions relating to equity-settled share-based payments would have no impact on the carrying amounts of assets and liabilities within the next annual reporting period but may impact expenses and equity.

## Allowance for expected credit losses

The allowance for expected credit losses assessment requires a degree of estimation and judgement. It is based on the lifetime expected credit loss, grouped based on days overdue, and makes assumptions to allocate an overall expected credit loss rate for each group.

These assumptions include recent sales experience, historical collection rates and credit rating of counterparty.

## Incremental borrowing rate

Where the interest rate implicit in a lease cannot be readily determined, an incremental borrowing rate is estimated to discount future lease payments to measure the present value of the lease liability at the lease commencement date. Such a rate is based on what the entity estimates it would have to pay a third party to borrow the funds necessary to obtain an asset of a similar value to the right-of-use asset, with similar terms, security and economic environment.

#### Contingent consideration

The Group has estimated these amounts based on management's best judgement as to the actual expected outcome for this component. The amount was management's estimate of the final consideration payable. The fair value of the contingent consideration was estimated by calculating the present value of the future expected cash flows. Refer to Note 16(d) for further details regarding estimates applied to value the contingent consideration.



#### Fair value measurement hierarchy

The consolidated entity is required to classify all assets and liabilities, measured at fair value, using a three level hierarchy, based on the lowest level of input that is significant to the entire fair value measurement, being: Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date; Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly; and Level 3: Unobservable inputs for the asset or liability. Considerable judgement is required to determine what is significant to fair value and therefore which category the asset or liability is placed in can be subjective.

The fair value of assets and liabilities classified as level 3 is determined by the use of valuation models. These include discounted cash flow analysis or the use of observable inputs that require significant adjustments based on unobservable inputs.

## Estimation of useful lives of assets

The group determines the estimated useful lives and related depreciation and amortisation charges for its property, plant and equipment, right of use assets and finite life intangible assets. The useful lives could change significantly as a result of technical innovations or some other event. The depreciation and amortisation charge will increase where the useful lives are less than previously estimated lives, or technically obsolete or non- strategic assets that have been abandoned or sold will be written off or written down.

#### **Determination of Asset Acquisition or Business Combination**

The determination of whether an acquisition of business assets represents an asset acquisition or business combination requires significant judgement. During the period, the Group acquired business assets from Pinch Labs Inc and Pinch Labs Pty Ltd (collectively "Notiv"). In accordance with AASB 3 Business Combinations, if the "concentration test" is met, the acquired set of activities and assets is determined not to be a business. Judgement was applied in deeming that the asset being acquired is the Notiv AI technology based on the acquired intellectual property representing approximately 99.6% of the value of the assets acquired and hence satisfying the 'concentration test' as set out in AASB 3.

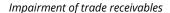
## The following key judgements have been applied in relation to:

## Revenue from contracts with customers

The Group applied the following judgements that significantly affect the determination of the amount and timing of revenue from contracts with customers:

- The Group determined that revenue from its software service is to be recognised over time because the customer simultaneously receives and consumes the benefits provided by the Group.
- The Group has determined that it is the principal in its agreements with its customers because it has control over the service before delivering it to the customer, it is primarily responsible for fulfilling the promise to deliver the service, and it is responsible for establishing the price for the service to be delivered.
- When recognising revenue from contracts with customers, the Group determines that it is probable
  that the Group will collect the consideration to which it will be entitled in exchange for the goods or
  services that will be transferred to the customer. This is determined based upon the credit
  worthiness of the customer and the Group makes reference to credit ratings, historical payment
  default rate and financial capacity to meet obligations in determining these judgements.
- During the year, certain contracts were reassessed for this criteria and due to changes in facts and circumstances relating to the customers' history of payments under the contract, revenue invoiced relating to these contracts were not recognized for the current year.





During the year, the Group has applied judgement in determining the expected credit loss allowance of trade receivables based on changes in facts and circumstances in the current year relating to the customers' history of payments under the contract. Refer to Note 5 and Note 16 for further information.

## Deferred tax assets

Deferred tax assets are recognised for deductible temporary differences only if the Group considers it probable that future taxable amounts will be available to utilise those temporary differences and losses.

## Fair value of net assets assumed in a business combination

Estimates and judgements were made in determining the fair value of assets acquired and liabilities assumed in a business combination. Assets and liabilities which judgement were made in determining fair value were:

**Assets:** Trade and other Receivables, Other assets, Property plant and equipment and intangible assets.

Liabilities: Unearned revenue and provisions

In the year ended 30 June 2021, the Group finalised the acquisition of Speik in accordance with the provisions of AASB 3 Business Combinations. Final settlement occurred during the year ended 30 June 2022. Refer to Note 16 for further detail.



## 2. Revenue and Expenses from Continuing Operations

(a) Service revenue*         Note         \$         \$           Subscriptions         25,251,527         20,267,029           Professional services         93,500         70,281           fotal         25,345,027         20,337,310           (b) Other revenue			2022	2021
Professional services         93,500         70,281           Total         25,345,027         20,337,310           (b) Other revenue         Professional services         222,819         262,620           Research and development tax incentive         11,450         1,814,234           Export market development grant         74,850         100,000           töbkeeper / cash flow boost         -         742,500           öther         3,629         3,420           töll         312,748         2,922,774           (c) General and administration costs         486,765         81,458           Accounting and tax advice fees         347,335         292,163           Advertising, marketing and events         3,460,598         863,917           Dubutrful debts         8,161,466         -           tegal fees         1,460,205         868,529           Securities exchange and registry fees         379,776         229,822           Rent and outgoings         486,136         214,216           Triavel costs         2,056,825         28,997           Corporate affairs         329,208         263,804           trisurances         484,595         224,073           Bad debts         738,674         -<	(a) Service revenue*	Note	\$	\$
Total         25,345,027         20,337,310           (b) Other revenue         222,819         262,620           Research and development tax incentive         11,450         1,814,224           Export market development grant         74,850         100,000           tobkeeper / cash flow boost         -         742,500           other         3,629         3,420           total         312,748         2,922,774           (c) General and administration costs         4         4           Adventising marketing and tax advice fees         347,335         292,163           Adventising marketing and events         3,460,598         863,917           Doubtful debts         8,161,466         -           Legal fees         1,460,205         868,529           Securities exchange and registry fees         379,776         229,822           Rent and outgoings         486,136         214,216           Travel costs         2,056,825         258,997           Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -	Subscriptions		25,251,527	20,267,029
(b) Other revenue         222,819         262,620           Research and development tax incentive         11,450         1,814,234           Export market development grant         74,850         100,000           tokkeeper / cash flow boost         -         742,500           Other         3,629         3,420           Total         312,748         2,922,774           C) General and administration costs         4,000         4,000           Adventising marketing and tax advice fees         186,765         81,458           Adventising, marketing and events         347,335         292,163           Adventising, marketing and events         3,460,598         863,917           Doubtful debts         8,161,466         -           Legal fees         1,460,205         868,529           Securities exchange and registry fees         379,776         229,822           Rant and outgoings         486,136         214,216           Travel costs         2,056,825         258,997           Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         - <td>Professional services</td> <td></td> <td>93,500</td> <td>70,281</td>	Professional services		93,500	70,281
Interest         222,819         262,620           Research and development tax incentive         11,450         1,814,234           Export market development grant         74,850         100,000           lobkeeper / cash flow boost         -         742,500           Other         3,629         3,420           Total         312,748         2,922,774           C) General and administration costs         4,458         4,458           Accounting and tax advice fees         347,335         292,163           Advertising, marketing and events         3,460,598         863,917           Doubtful debts         8,161,466         -           Legal fees         1,460,205         868,529           Securities exchange and registry fees         379,776         229,822           Rent and outgoings         486,136         214,216           Travel costs         2,056,825         258,997           Corporate affairs         329,008         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	Total		25,345,027	20,337,310
Research and development tax incentive         11,450         1,814,234           Export market development grant         74,850         100,000           Jobkeeper / cash flow boost         -         742,500           Other         3,629         3,420           Total         312,748         2,922,774           (c) General and administration costs         4         4,585           Accounting and tax advice fees         186,765         81,458           Advertising, marketing and events         3,460,598         863,917           Obpubtful debts         8,161,466         -           Legal fees         1,460,205         868,529           Securities exchange and registry fees         379,776         229,822           Rent and outgoings         486,136         214,216           Travel costs         2,056,825         258,997           Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,336           Bad debts         738,674         -           Other administration         1,384,709         630,610	(b) Other revenue			
Export market development grant         74,850         100,000           jobkeeper / cash flow boost         -         742,500           Other         3,629         3,420           Total         312,748         2,922,774           (c) General and administration costs         4         4         5         81,458         8         8         4,58         8         4,58         8         4,658         8         4,658         8         4,658         8         4,63,917         8         63,917         9         9         9         7,73         8         8,229         1,72         8         8         1,62,29         8         8         8,63,917         9         9         9         8         8         9,17         9         9         9         8         8         8         9,17         9         8         8         8         8         8         9,17         9         9         9         9         8	Interest		222,819	262,620
Jobkeeper / cash flow boost	Research and development tax incentive		11,450	1,814,234
Other         3,629         3,420           Total         312,748         2,922,774           (c) General and administration costs         347,335         81,458           Audit fees         186,765         81,458           Accounting and tax advice fees         347,335         292,163           Advertising, marketing and events         3,460,598         863,917           Doubtful debts         8,161,466         -           Legal fees         1,460,205         868,529           Securities exchange and registry fees         379,776         229,822           Rent and outgoings         486,136         214,216           Travel costs         2,056,825         258,997           Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	Export market development grant		74,850	100,000
Total         312,748         2,922,774           (c) General and administration costs	Jobkeeper / cash flow boost		-	742,500
(c) General and administration costs           Audit fees         186,765         81,458           Accounting and tax advice fees         347,335         292,163           Advertising, marketing and events         3,460,598         863,917           Doubtful debts         8,161,466         -           Legal fees         1,460,205         868,529           Securities exchange and registry fees         379,776         229,822           Rent and outgoings         486,136         214,216           Travel costs         2,056,825         258,997           Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	Other		3,629	3,420
Audit fees         186,765         81,458           Accounting and tax advice fees         347,335         292,163           Advertising, marketing and events         3,460,598         863,917           Doubtful debts         8,161,466         -           Legal fees         1,460,205         868,529           Securities exchange and registry fees         379,776         229,822           Rent and outgoings         486,136         214,216           Travel costs         2,056,825         258,997           Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	Total		312,748	2,922,774
Accounting and tax advice fees         347,335         292,163           Advertising, marketing and events         3,460,598         863,917           Doubtful debts         8,161,466         -           Legal fees         1,460,205         868,529           Securities exchange and registry fees         379,776         229,822           Rent and outgoings         486,136         214,216           Travel costs         2,056,825         258,997           Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	(c) General and administration costs			
Advertising, marketing and events       3,460,598       863,917         Doubtful debts       8,161,466       -         Legal fees       1,460,205       868,529         Securities exchange and registry fees       379,776       229,822         Rent and outgoings       486,136       214,216         Travel costs       2,056,825       258,997         Corporate affairs       329,208       263,804         Insurances       484,595       224,073         Subscriptions and memberships       890,490       350,536         Bad debts       738,674       -         Other administration       1,384,709       630,610	Audit fees		186,765	81,458
Doubtful debts         8,161,466         -           Legal fees         1,460,205         868,529           Securities exchange and registry fees         379,776         229,822           Rent and outgoings         486,136         214,216           Travel costs         2,056,825         258,997           Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	Accounting and tax advice fees		347,335	292,163
Legal fees       1,460,205       868,529         Securities exchange and registry fees       379,776       229,822         Rent and outgoings       486,136       214,216         Travel costs       2,056,825       258,997         Corporate affairs       329,208       263,804         Insurances       484,595       224,073         Subscriptions and memberships       890,490       350,536         Bad debts       738,674       -         Other administration       1,384,709       630,610	Advertising, marketing and events		3,460,598	863,917
Securities exchange and registry fees         379,776         229,822           Rent and outgoings         486,136         214,216           Travel costs         2,056,825         258,997           Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	Doubtful debts		8,161,466	-
Rent and outgoings       486,136       214,216         Travel costs       2,056,825       258,997         Corporate affairs       329,208       263,804         Insurances       484,595       224,073         Subscriptions and memberships       890,490       350,536         Bad debts       738,674       -         Other administration       1,384,709       630,610	Legal fees		1,460,205	868,529
Travel costs         2,056,825         258,997           Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	Securities exchange and registry fees		379,776	229,822
Corporate affairs         329,208         263,804           Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	Rent and outgoings		486,136	214,216
Insurances         484,595         224,073           Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	Travel costs		2,056,825	258,997
Subscriptions and memberships         890,490         350,536           Bad debts         738,674         -           Other administration         1,384,709         630,610	Corporate affairs		329,208	263,804
Bad debts         738,674         -           Other administration         1,384,709         630,610	Insurances		484,595	224,073
Other administration 1,384,709 630,610	Subscriptions and memberships		890,490	350,536
	Bad debts		738,674	-
Total 20,366,782 4,278,125	Other administration		1,384,709	630,610
	Total		20,366,782	4,278,125

## \* Disaggregation of revenue from contracts with customer

Revenue is recognised when or as the Group transfers services to a customer at the amount to which the group expects to be entitled over time.

Contracts with customers are based on a single identified performance obligation being the provision of subscriptions services transferred over time. For the financial year ended 30 June 2022, revenue recognised was \$25,345,027 (2021: \$20,267,029). Disaggregation of revenue by geographical regions is as disclosed in Note 20 - Operating Segment.



## 3. Income Tax

(a) Income tax expense	2022 \$	2021 \$
Loss before income tax expense	(84,054,648)	(31,979,486)
Prima facie tax payable on profit from ordinary activities before income tax at 25% (2021: 25%)	(21,013,662)	(7,942,080)
Tax Effect of:		
Tax effect of amounts not deductible (taxable) in calculating taxable income	4,276,204	4,408,318
Tax rate differential	610,369	708,115
Tax losses and temporary differences not recognised	15,310,630	2,825,647
Income tax expense / (benefit)	(816,458)	-
(b) Deferred tax assets		
Unrecognised deferred tax asset balances:		
Timing differences	3,835,189	1,156,835
Tax losses - revenue	25,393,943	12,652,090
Deferred tax assets	29,229,132	13,808,925
Offset against deferred tax liabilities	(1,028,811)	(972,231)
Net deferred tax assets	28,200,321	12,836,695
Amounts in equity	543,750	236,509
Tax losses - capital	478,864	478,864
Deferred tax assets not brought to account	29,222,935	13,552,067
(c) Deferred tax liabilities		
Recognised deferred tax liability balances:		
Timing differences - intangibles	(2,881,824)	(3,578,468)
Deferred tax liabilities brought to account	(2,881,824)	(3,578,468)
Unrecognised deferred tax liability balances:		
Timing differences	(1,028,811)	(972,231)
Deferred tax liabilities	(1,028,811)	(972,231)
Offset by deferred tax assets	1,028,811	972,231
Deferred tax liabilities brought to account	-	-

There are no franking credits available to the Group.



## Cash and Cash Equivalents

	2022 \$	2021 \$
Cash at bank	54,383,974	12,041,224
Cash on call deposit	-	20,000,000
Total	54,383,974	32,041,224

The Company's exposure to interest rate risk is outlined in Note 16.

## Trade and Other Receivables

Current	2022 \$	2
Trade receivables	13,758,277	16,211
Less: Provision for doubtful debt	(8,958,047)	
	4,800,230	16,211
Receivable from Medulla Group Pty Ltd vendors	100,977	100
Cash at call deposit	30,000,000	
Other debtors	51,861	62
Contract assets	711,974	145
Prepayments	939,371	4,588
Deposits in trust	1,213,820	1,684
Other receivables	672,955	
Total	38,491,188	22,793

Deposits in trust includes cash amounts deposited in a trust account. These amounts are set aside to facilitate negotiations with the Groups suppliers. The cash can be recalled at any time by the Company.

Cash at Call deposit is a cash term deposit held with a AA3 rated financial institution with 90 day rollover terms and a 31 day call back in the name of the Company's legal firm as trustee for the Company.

The acquisition of Medulla Group Pty Ltd ("Medulla") was on a no liability basis. It was determined on reconciling the acquisition and liabilities paid of Medulla that the vendors of Medulla Group Pty Ltd owed Dubber Corporation Limited \$100,977 on non-interest bearing terms. Receipt of this amount is expected within 12 months of 30 June 2022.

Contract assets relate to earned revenue which the Company is entitled to that remain unbilled to customers as of 30 June 2022.

Trade and other receivables are all due within three months of this report. Information about credit and liquidity risk is outlined in Note 16.



## 6. Property, Plant and Equipment

		2022 \$	2021 \$
F	furniture, Fixtures and Fittings – at cost	2,265,118	64,454
	ess: Accumulated depreciation	(473,643)	(29,272)
	Su	b-total <b>1,791,475</b>	35,182
	Computer Equipment	2,262,180	1,449,830
	ess: Accumulated depreciation	(1,199,786)	(782,132)
10	Su	b-total <b>1,062,394</b>	667,698
	Office Equipment	84,592	65,063
	ess: Accumulated depreciation	(68,252)	(32,756)
	Su	b-total <b>16,340</b>	32,307
ľ	Net carrying amount	2,870,209	735,187

## RECONCILIATION

Reconciliation of the carrying amount for each class of property, plant and equipment between the beginning and the end of the current and previous financial year are set out below:

	2022	Computer Equipment	Office Equipment	Furniture, Fixtures and Fittings \$	Total \$
	Balance at the beginning of the year	667,698	32,307	35,182	735,187
	Additions through asset acquisitions	-	16,944	-	16,944
	Additions / (write-offs)	714,692	(8,205)	2,200,709	2,907,196
15	Depreciation expense	(319,996)	(24,706)	(444,416)	(789,118)
Y	Carrying amount at the end of the year	1,062,394	16,340	1,791,475	2,870,209
	2021				
	Balance at the beginning of the year	187,664	44,559	9,358	241,581
	Additions through business combinations	342,880	-	-	342,880
	Additions / (write-offs)	295,542	3,121	31,295	329,958
	Depreciation expense	(158,388)	(15,373)	(5,471)	(179,232)
	Carrying amount at the end of the year	667,698	32,307	35,182	735,187



## 7. Intangible Assets

		2022 \$	2021 \$
Dubber intellectual property – at cost		8,483,031	8,483,031
Less: Accumulated amortisation		(8,483,031)	(8,483,031)
	Sub-total	-	-
Customer relationships			
At cost		10,145,162	10,145,162
Foreign exchange movement		(111,323)	391,321
Less: Accumulated amortisation		(2,179,563)	(783,536)
	Sub-total	7,854,276	9,752,947
Technology			
At cost		9,446,293	9,446,293
Acquired technology (Notiv)*		6,506,413	-
Capitalised during the year		1,703,136	-
Foreign exchange movement		(20,856)	364,364
Less: Accumulated amortisation		(4,486,334)	(729,560)
	Sub-total	13,148,652	9,081,097
	Total	21,002,928	18,834,044
Opening goodwill		23,427,866	3,366,456
Acquired goodwill		-	19,316,332
Foreign exchange movement		(957,032)	745,078
15)	Sub-total	22,470,834	23,427,866
Net carrying amount at the end of the year		43,473,762	42,261,910
Reconciliation			
Balance at the beginning of the year		42,261,910	4,137,010
Acquired goodwill		-	19,316,332
Exchange difference on acquired goodwill		(957,032)	745,078
Acquired through business combination (customer relationships and technology)		-	19,591,455
Foreign exchange movement		(723,882)	755,685
Capitalised during the year		1,703,136	
Acquired through asset acquisition (Notiv)*		6,506,413	
Amortisation expense		(5,316,782)	(2,283,651)
Net carrying amount at the end of the year		43,473,762	42,261,910



\* On 17 September 2021, the Group acquired assets from Pinch Labs Inc and Pinch Labs Pty Ltd (collectively "Notiv") by the issue of shares and cash. The transaction is accounted for as an asset acquisition.

Acquired statement of financial position (17 September 2021)	
Current Assets	
Cash and cash equivalents	
Other receivables and prepayments	
Total current assets	
Non-current Assets	
Notiv intellectual property	6,5
Property, plant and equipment	
Total non-current assets	6,
Total assets	6,
Current Liabilities	
Trade and other payables	
Provision for annual leave	
Total current liabilities	
Total liabilities	

\*The Notiv Intellectual property asset meets the recognition requirements of AASB 138 Intangible Assets and is amortised over 5 years, which management have assessed as the expected useful life due to the technological nature of the asset.

Estimates and judgement were made in determining the fair value of assets acquired and liabilities assumed in the asset acquisition.

Intangible assets acquired as part of the asset acquisition relates to technology. The fair value of the acquired technology asset was determined by reference to the asset's cost of acquisition, being the \$6,600,863 consideration paid less other acquired net assets.



## **IMPAIRMENT TESTING**

Carrying amount of assets allocated to the following cash-generating units subject to impairment testing:

Europe           Goodwill         19,104,378           Intangible assets         18,493,334           Property, plant and equipment         682,736           Right-of-use assets         7,793,776           Other         653,433           Sub-total - Europe         46,727,657           Rest of world	20,06 18,83 44 39,33
Goodwill       19,104,378         Intangible assets       18,493,334         Property, plant and equipment       682,736         Right-of-use assets       7,793,776         Other       653,433         Sub-total - Europe       46,727,657	18,83- 44:
Intangible assets 18,493,334  Property, plant and equipment 682,736  Right-of-use assets 7,793,776  Other 653,433  Sub-total - Europe 46,727,657	18,83- 44:
Property, plant and equipment 682,736  Right-of-use assets 7,793,776  Other 653,433  Sub-total - Europe 46,727,657	44
Right-of-use assets         7,793,776           Other         653,433           Sub-total - Europe         46,727,657	
Other         653,433           Sub-total - Europe         46,727,657	39,33
Sub-total - Europe 46,727,657	39,33
	39,33
Rest of world	
2) *** - * *	
Goodwill <b>3,366,456</b>	3,36
Intangible assets 1,507,309	
Property, plant and equipment 2,182,930	28
Right-of-use assets 1,867,393	1,54
Sub-total – Rest of world 8,924,089	5,19
Total 55,651,745	44,53



The recoverable amount of both Europe and Rest of World CGUs' goodwill has been determined using the fair value less costs to sell method.

Fair value was determined using the following market-based method:

#### Guideline Transaction Method ("GTM")

The Guideline Transaction Method utilises valuation multiples based on actual transactions that have occurred in the industry relevant to the Company. These derived multiples are then applied to the appropriate operating data of the CGU to arrive at an indication of fair value.

The following criteria was applied to this approach:

Target companies operating in the communication software market;

Recent market transactions (last 3 years); and

Transactions for which data was readily available.

The analysis was based on Total Invested Capital (TIC) to Revenue multiples which was then applied to the FY2022 revenue for each respective CGU and adjustments were made for cash, debt, other assets and costs to sell.

Based on the criteria outlined above, the average, median and lower quartile of the selected guideline transactions were evaluated and it was concluded that the lower quartile multiple should be applied due to lack of profitability. The following revenue multiple was applied to calculate fair value for both Europe and Rest of World CGUs using the GTM method:

3	Guideline Transaction Method:	Multiples applied
	Total Invested Capital / LTM Revenue	2.75

The Group notes that the impairment tests do not result in the carrying amount of the CGUs exceeding its recoverable amount.

#### Corporate Assets

Management have assessed that the following Rest of World assets were deemed to be utilised across multiple CGUs and accordingly have been reallocated from the Rest of World CGU to the other CGUs as follows:

Cash-generating Unit	Europe	Americas	Rest of World	Total
Intangible Asset	3,014,455	1,027,779	1,447,544	5,486,778
Right-of-use assets	1,313,596	446,563	630,790	2,390,949
Total	4,328,051	1,471,342	2,078,334	7,877,727

#### Intangible Asset

The intangible asset is in relation to the Notiv technology asset acquired on 17 September 2021. The technology acquired augments and improves the existing product offering to customers across all CGUs and as such is allocated based on FY2022 sales proportions across each geographical region.

## Right of use assets

The right of use assets relates to the Brisbane and Melbourne office premises respectively.

The Brisbane premises house the operations and staff responsible for the maintenance and development of the acquired technology, which is integrated into sales products and sold across multiple CGUs. Accordingly, the asset is reallocated based on FY2022 sales proportions across each geographical region.

The Melbourne premises function as the head office of the Company and includes a majority of the Company's key management personnel and staff relating to the maintenance and development of sales products and general operations which are not exclusive to the Rest of World CGU. Accordingly, the asset is reallocated based on FY2022 sales proportions across each geographical region.



## 8. Leases

(i) Amounts recognised in the consolidated statement of financial position shows the following amounts relating to leases:

Right of use assets	2022 \$	2021 \$
Office space	12,485,794	3,019,200
Accumulated amortisation	(2,078,235)	(1,052,704)
Total	10,407,559	1,966,496

## Lease liabilities

Current	2,017,863	597,929
Non-current	9,264,706	2,006,421
Total	11 282 569	2 604 350

Additions to the rights of use assets during the 2022 financial year were \$9,741,416 (2021: \$473,310).

(ii) Amounts recognised in the consolidated of profit or loss and other comprehensive income.

Depreciation charge of right of use assets	1,154,806	611,334
Interest expense	212,847	136,876

The total cash outflow for leases in 2022 was \$963,527 (2021: \$618,641).

## 9. Trade and Other Payables

Current	2022 \$	2021 \$
Trade payables	8,517,268	4,507,714
Payroll tax and other statutory liabilities	2,847,611	5,933,328
Other payables	213,539	1,156,216
Total	11,578,418	11,597,258

All payables are expected to be settled within 6 months. Risk management policies in regard to liquidity and currency risk are outlined in Note 16.



## 10. Provisions

Current	2022 \$	2021 \$
Employee benefits	1,498,724	1,206,597
Non-Current		
Employee benefits	455,786	402,663
Total	1,954,510	1,609,260

Employee benefits represent annual leave and long service leave entitlements of employees within the Group and is non-interest bearing.

## 11. Contract Liabilities

	2022 \$	2021 \$
Current	3,952,172	5,382,218
Non-current	1,269,694	575,260
Total	5,221,866	5,957,478
Reconciliation	2022 \$	2021 \$
Reconciliation of the written down values at the beginning and end of the current and previous financial year are set out below:		
Opening balance	5,957,477	815,412
Additions on acquisition	-	3,577,545
Payments received in advance	6,519,340	5,046,808
Transfers to revenue – performance obligations satisfied	(7,254,951)	(3,482,288)
Total	5,221,866	5,957,477

## Unsatisfied performance obligations

The aggregate amount of the transaction price allocated to the performance obligations that are unsatisfied was \$5,221,867 as at 30 June 2022 (\$5,957,478 as at 30 June 2021). These are expected to be recognised as revenue in future periods ranging from 6 – 44 months with the majority to be recognised in the next 24 months.



#### **Issued Capital** 12.

Issued and paid up capital	2022 \$	2021 \$
304,935,427 (2021: 256,200,395) Ordinary shares – fully paid	285,209,838	144,339,770
Share issue costs written off against share capital	(11,741,778)	(7,391,778)
Total	273,468,060	136,947,992

ls	sued and paid up capital		2022 \$	202
30	04,935,427 (2021: 256,200,395) Ordinary shares – fully paid		285,209,838	144,339,77
SI	hare issue costs written off against share capital		(11,741,778)	(7,391,778
T	otal		273,468,060	136,947,99
<b>M</b>	OVEMENT IN ORDINARY SHARES ON IS	SUE		
	2022	Issue Price	No. of Shares	\$
	Balance at the beginning of the year	-	256,200,395	136,947,992
)	Issued pursuant to a placement	\$2.95	37,288,136	110,000,000
	Issued on exercise of options	\$0.38	425,290	161,610
	Issued on exercise of options	\$0.75	320,000	240,000
J)	Issued on exercise of options	\$1.25	10,000	12,500
	Issued on exercise of options	\$1.80	21,111	38,000
	Issued on acquisition (Notiv)	\$3.75	386,277	1,448,539
	Issued on acquisition (Speik deferred consideration)	\$3.23	4,700,571	15,182,844
	Issued on exercise of ZEPOs	\$ -	5,583,648	13,786,575
	Share issue costs	\$ -	-	(4,350,000)
	Balance at the end of the year		304,935,427	273,468,060



2021	Issue Price	No. of Shares	\$
Balance at the beginning of the year	-	207,722,566	85,666,948
Issued pursuant to a placement	\$1.10	31,818,182	35,000,000
Issued pursuant to a share purchase plan	\$1.10	9,090,669	9,999,783
Issued on exercise of options	\$0.38	335,500	127,490
Issued on exercise of options	\$0.75	275,000	206,250
Issued on exercise of options	\$1.25	70,000	87,500
Issued on exercise of options	\$1.80	1,111	2,000
Issued on acquisition	\$1.069	105,599	112,886
Issued on acquisition	\$1.725	2,441,533	4,211,644
Issued on acquisition	\$1.685	91,598	154,342
Issued to directors pursuant to shareholder approval	\$0.60	1,666,666	1,000,000
Issued on exercise of options	\$0.80	2,000,000	1,600,000
Issued pursuant to an employee share plan	\$ -	100,000	311,500
Issued on exercise of ZEPOs	\$ -	481,971	627,300
Share issue costs	\$ -	-	(2,159,651)
Balance at the end of the year		256,200,395	136,947,992



## **OPTIONS**

At the end of the year, the following options over unissued ordinary shares were outstanding:

Grant Date	Expiry Date	Exercise Price	Number Under Option
23-Sep-19	20-Sep-22	\$1.25	60,000
23-Sep-19	20-Sep-22	\$0.75	150,000
31-Mar-20	22-Mar-23	\$0.75	890,000
1-Dec-20	30-Nov-23	\$1.216	50,000
19-Jul-21	30-Jun-23	\$0.00	300,000
6-Aug-21	6-Aug-23	\$0.00	50,000
30-Nov-20	30-Jun-25	\$0.00	3,879,066
13-May-20	12-May-24	\$1.17	250,000
1-jun-21	31-May-24	\$1.60	100,000
1-Jun-21	31-May-24	\$0.00	100,000
30-Sept-21	30-Jun-24	\$0.00	100,000
24-Mar-21	31-Jul-24	\$0.00	140,676
24-Mar-21	31-Jul-24	\$1.75	900,000
6-Aug-21	6-Aug-24	\$0.00	100,000
1-Jun-20	30-Nov-24	\$2.013	125,000
15-Mar-22	31-Mar-25	\$2.013	165,000
15-Mar-22	31-Mar-25	\$0.00	610,791
13-May-21	12-May-25	\$2.64	250,000
13-May-22	30-Sep-25	\$0.00	125,000
30-Sep-21	30-Jun-25	\$0.00	400,000
1-Jul-20	30-Jun-25	\$0.00	808,851
19-Jul-21	30-Jun-25	\$0.00	250,000
20-Aug-21	30-Jun-25	\$0.00	1,231,811
8-Jun-21	30-Jun-25	\$0.00	2,244,421
1-Dec-21	31-Dec 25	\$0.00	2,377,759
30-Sep-21	30-Jun-26	\$0.00	100,000
03-May-21	31-Jan-24	\$0.00	121,509
03-May-21	31-Jan-24	\$1.80	434,136
03-May-21	31-Jan-24	\$1.68	75,000
Total			16,389,020



## CAPITAL RISK MANAGEMENT

The group's objectives when managing capital are to safeguard the ability to continue as a going concern, so that benefits to stakeholders and an optimum capital structure are maintained.

In order to maintain or adjust the capital structure, the Company may return capital to shareholders, cancel capital, issue new shares or options or sell assets.

## Reserves

	2022 \$	2021 \$
Option reserve	24,900,638	18,830,802
Performance rights reserve	2,663,035	2,663,035
Unvested share reserve	-	-
Foreign currency reserve	(722,119)	794,708
Total	26,841,554	22,288,545

## OPTION RESERVE

The option reserve is used to accumulate amounts received on the issue of options and records items recognised as expenses on valuation of incentive-based share options and loan funded shares.

Movement in option reserve:

	2022 \$	2021 \$
Balance at the beginning of the year	18,830,803	5,792,426
Allocation of incentive-based share options values over vesting period – employees and key management personnel	15,513,225	6,435,700
Allocation of incentive-based options values over vesting period – directors	4,439,985	6,579,899
Allocation of incentive-based loan funded shares values over vesting period – directors	-	22,779
Transfers to issued capital on exercise of options	(13,883,375)	-
Balance at the end of the year	24,900,638	18,830,804

## PERFORMANCE RIGHTS RESERVE

The performance rights reserve is used to record the value of performance rights issued as share based payments until the performance rights are converted into fully paid ordinary shares upon achievement of performance based milestones.

Movement in performance rights reserve:	2022 \$	2021 \$
Balance at the beginning of the year	2,663,035	3,004,038
Reversal of incentive share based payment – management performance shares cancelled upon milestones not being achieved by expiry date	-	(341,003)
Balance at the end of the year	2,663,035	2,663,035



## UNVESTED SHARE RESERVE

The unvested share reserve is used to record the value of shares formally offered and accepted as share based payments until the shares are issued on a future specified vesting date.

	Movement in unvested share reserve:	2022 \$	2021 \$
	Balance at the beginning of the year	-	135,000
	Allocation of incentive share based payment over vesting period – employee shares	-	-
_	Shares issued on vesting date	-	(135,000)
	Balance at the end of the year		-

## FOREIGN CURRENCY RESERVE

The foreign currency reserve is used to record exchange differences arising from the translation of the financial statements of foreign operations.

Movement in foreign currency reserve:	2022 \$	2021 \$
Balance at the beginning of the year	794,708	(127,966)
Currency translation differences	(1,516,827)	922,674
Balance at the end of the year	(722,119)	794,708

## 14. Accumulated Losses

	2022 \$	2021 \$
Balance at the beginning of the year	(100,280,501)	(68,924,066)
Transfer of cancelled performance rights	-	341,003
Loss attributable to owners of Dubber Corporation Limited	(83,238,189)	(31,697,438)
Balance at the end of the year	(183,518,690)	(100,280,501)

## 15. Earnings per Share (EPS)

The earnings and weighted average number of ordinary shares used in the calculation of basic earnings per share are as follows:

	2022 \$	2021 \$
Earnings attributable to the owners of Dubber Corporation Limited used to calculate EPS		
Loss for the year	(83,238,189)	(31,697,438)
Weighted average number of ordinary shares used as the denominator in calculating basic EPS	297,993,197	239,175,682

As the consolidated entity is in a loss position there is no diluted EPS calculated.



## 16. Financial Risk Management

Financial instruments consist mainly of deposits with banks and accounts receivable and payable.

The totals for each category of financial instruments, measured in accordance with AASB 9 as detailed in the accounting policies to these financial statements, are as follows:

Financial Assets	Weighted Average Interest Rate (%) 2022	2021	Note	2022 \$	2021 \$
Cash and cash equivalents	0.02	0.9	4	54,383,974	32,041,224
Trade and other receivables (incl. sundry debtors)	0.75	-	5	38,574,609	23,329,871
Total Financial Assets				92,958,584	55,371,095
Financial Liabilities					
trade and other payables	-	-	9	11,578,418	11,597,258
Lease liability	-	-	8	11,282,570	2,604,350
Deferred consideration	-	-		-	16,031,835
Total Financial Liabilities				22,860,988	30,233,444

The carrying amounts of these financial instruments approximate their fair values.

## FINANCIAL RISK MANAGEMENT POLICIES

Exposure to key financial risks is managed in accordance with the Group's risk management policy with the objective to ensure that the financial risks inherent in technological activities and new business reviews are identified and then managed or kept as low as reasonably practicable.

The main financial risks that arise in the normal course of business are market risk (including currency risk and interest rate risk), credit risk and liquidity risk. Different methods are used to measure and manage these risk exposures. Liquidity risk is monitored through the ongoing review of available cash and future commitments for research and development. Exposure to liquidity risk is limited by anticipating liquidity shortages and ensures capital can be raised in advance of shortages. Interest rate risk is managed by limiting the amount of interest-bearing loans entered into by the Company. It is the Board's policy that no speculative trading in financial instruments be undertaken to limit exposure to price risk.

Primary responsibility for identification and control of financial risks rests with the Managing Director, under the authority of the Board is apprised of these risks from time to time and agrees any policies that may be undertaken to manage any of the risks identified.

Details of the significant accounting policies and methods adopted, including criteria for recognition, the basis of measurement and the basis on which income and expenses are recognised, in respect of each financial instrument are disclosed in Note 1 to the financial statements. The carrying values less the impairment allowance for receivables and payables are assumed to approximate fair values due to their short-term nature. Cash and cash equivalents are subject to variable interest rates.

## SPECIFIC FINANCIAL RISK EXPOSURES AND MANAGEMENT

#### a) Credit risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the consolidated entity. The consolidated entity has a strict code of credit, including obtaining agency credit information, confirming references and setting appropriate credit limits. The consolidated entity obtains guarantees where appropriate to mitigate credit risk. The maximum exposure to credit risk at the reporting date to recognised financial assets is the carrying amount, net of any provisions for impairment of those assets, as disclosed in the statement of financial position and notes to the financial statements.



## Write-off policy

The Group writes off a financial asset when there is information indicating that the counterparty is in severe financial difficulty and there is no realistic prospect of recovery. However, financial assets may still be subject to enforcement activities, taking into account legal advice where appropriate. Any recoveries made are recognised in the profit or loss.

#### Trade receivables

The Group has adopted the simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all trade receivables. To measure the expected credit losses, trade receivables have been grouped based on shared credit risk characteristics and the days past due.

The expected loss rates are based on the payment profiles of contracts and corresponding historical credit losses. The historical loss rates are adjusted to reflect current and forward-looking information on macroeconomic factors affecting the ability of the customers to settle the receivables

On that basis, the loss allowance as at 30 June 2022 was determined as follows for trade receivables:

2		Current	More than 30 days past due	More than 60 days past due	Total
	Expected loss rate	0%	0%	86%	86%
	Gross carrying amount – trade receivables	3,343,679	34,767	10,379,831	13,758,277
	Loss allowance	0	0	8,958,047	8,958,047

A provision for doubtful debt was made as at 30 June 2022 for a single debtor based on the requirements of AASB 9 Financial Instruments.

Due to significant failure by this customer to make contractual payments under their repayment plan, the group conservatively made the decision to provide for the full amount and recognized this in the statement of profit or loss and comprehensive income.

Generally, trade receivables are written off when there is no reasonable expectation of recovery. Indicators of this include the failure of a debtor to engage in a repayment plan, no active enforcement activity and a failure to make contractual payments for a period greater than 1 year.

The Company believes that The Group's credit risk on liquid funds is limited because the majority of cash and deposits are held with Westpac Banking Corporation and National Australia Bank, both AA3 credit rated banks.

Loss allowance as at 30 June 2021 was determined as follows for trade receivables:

5	Current	More than 30 days past due	More than 60 days past due	Total
Expected loss rate	0%	0%	2.7%	2.7
Gross carrying amount – trade receivables	5,176,965	279,939	10,754,304	16,211,208
Loss allowance	0	0	290,366	290,366

The consolidated entity had a credit risk exposure with a major Australian customer, which as at 30 June 2021 owed the consolidated entity \$10,858,038 (67% of trade receivables).

No impairment was made as at 30 June 2021 as the customer is considered a rating of AA and Dubber is confident that these receivables are collectable and are active in the management and reduction of these overdue amounts.

Subsequent to the year end, Dubber received \$1,881,000 to begin extinguishment of the oldest debt. A payment plan was also renegotiated to pay down the remainder of the debt every quarter over the next 18 months.

Generally, trade receivables are written off when there is no reasonable expectation of recovery. Indicators of this include the failure of a debtor to engage in a repayment plan, no active enforcement activity and a failure to make contractual payments for a period greater than 1 year.



## b) Liquidity risk

Liquidity risk arises from the possibility that the Company might encounter difficulty in settling its debts or otherwise meeting its obligations related to financial liabilities.

Prudent liquidity risk management implies maintaining sufficient cash reserves to meet the ongoing operational requirements of the business. It is the Company's policy to maintain sufficient funds in cash and cash equivalents. Furthermore, the Company monitors its ongoing research and development cash requirements and raises equity funding as and when appropriate to meet such planned requirements. The Company has undrawn financing facilities. Trade and other payables, the only financial liability of the Company, are due within 3 months.

The tables below reflect an undiscounted contractual maturity analysis for financial liabilities.

Cash flows realised from financial assets reflect management's expectation as to the timing of realisation. Actual timing may therefore differ from that disclosed. The timing of cash flows presented in the table to settle financial liabilities reflects the earliest contractual settlement dates.

## FINANCIAL LIABILITY AND FINANCIAL ASSET MATURITY ANALYSIS

	With	nin 1 Year	1 to	5 Years		ntractual n Flow
Financial assets – cash flows receivable	2022 \$	2021 \$	2022 \$	2021 \$	2022 \$	20
Trade and other receivables	37,007,659	16,511,722	627,579	2,229,545	37,635,238	18,741,2
Total expected inflows	37,007,659	16,511,722	627,579	2,229,545	37,635,238	18,741,2
Financial liabilities due for payment realisable						
Trade and other payables	10,222,992	11,597,258	-	-	10,222,992	11,597,2
Lease liability	2,017,863	597,929	9,264,706	2,006,421	11,282,570	2,604,3
Total anticipated outflows	13,596,281	12,195,187	9,264,706	2,006,421	22,860,987	14,201,6
Net (outflow)/inflow on financial instruments	24,766,804	4,316,535	(8,637,127)	223,124	16,129,676	4,539,6

The Company's cashflow interest rate risk primarily arises from cash at bank and deposits subject to market bank rates. The Company does not have any borrowings or enter into hedges. An increase/(decrease) in interest rates by 0.5% during the whole of the respective periods would have led to an increase/(decrease) in losses of less than \$100,000.

Foreign currency risk

The consolidated Group undertakes certain transactions denominated in foreign currency and is exposed to foreign currency risk through foreign exchange rate fluctuations.

Foreign exchange risk arises from future commercial transactions and recognised financial assets and financial liabilities denominated in a currency that is not the entity's functional currency. The risk is measured using sensitivity analysis and cash flow forecasting.



The carrying amount of the consolidated entity's foreign currency denominated financial assets and financial liabilities at the reporting date were as follows:

	Asset	Assets		Liabilities	
Consolidated	2022 \$'000	2021 \$'000	2022 \$'000	2021 \$'000	
US dollars	2,435	1,519	1,980	160	
British pounds	8,751	7,199	12,453	557	
	11,186	8,718	14,633	717	

The consolidated entity had net liabilities denominated in foreign currencies of \$3,446,708 (assets of \$11,385,836 less liabilities of \$14,632,544) as at 30 June 2022 (2021: \$8,001,000 (assets of \$8,718,000 less liabilities of \$717,000). Based on this exposure, had the Australian dollar weakened by 10%/strengthened by 5% against these foreign currencies with all other variables held constant, the consolidated entity's profit before tax for the year would have been \$1,143,470 lower/\$543,557 higher (2021: \$160,000 lower/\$98,000 higher) and equity would have been \$377,286 lower/\$164,129 lower (2021: \$2.9m lower/\$1.7m higher).

The percentage change is the expected overall volatility of the significant currencies, which is based on management's assessment of reasonable possible fluctuations taking into consideration movements over the last 6 months each year and the spot rate at each reporting date. The actual foreign exchange loss for the year ended 30 June 2022 was \$113,516 (2021: loss of \$124,315).

## d) Fair value measurement

30 June 2022

Total Financial Liabilities

The financial instruments recognised at fair value in the statement of financial position have been analysed and classified using a fair value hierarchy reflecting the significance of the inputs used in making the measurements. The fair value hierarchy consists of the following levels:

- Level 1: Quoted prices in active markets for identical items (unadjusted)
- Level 2: Observable direct or indirect inputs other than Level 1 inputs
- Level 3: Unobservable inputs (i.e. not derived from market data)

The classification of an item into the above levels is based on the lowest level of the inputs used that has a significant effect on the fair value measurement of the item. Transfers of items between levels are recognised in the period they occur.

Level 1

Level 2

Level 3

16,031,836

Total

16,031,836

The fair value of the financial instruments as well as the methods used to estimate the fair value are summarised in the table below:

Financial Assets				
Total Financial Assets	-	-	-	
Financial Liabilities				
Deferred consideration	-	-	-	
Total Financial Liabilities	-	-	-	
30 June 2021	Level 1	Level 2	Level 3	Tota
Financial Assets				
Total Financial Assets	-	-	-	
Financial Liabilities				
Deferred consideration	-	-	16,031,836	16,031,83

Assets and liabilities held for sale are measured at fair value on a non-recurring basis.

There were no transfers between levels during the financial year.



## LEVEL 3 ASSETS AND LIABILITIES

Movements in level 3 assets and liabilities during the financial year are set out below:

Consolidated	Deferred Consideration	Total
Balance at 1 July 2020	116,381	116,381
Final settlement on acquisition of CallN Pty Ltd	(116,381)	(116,381)
Additions – Speik (22 December 2020)	14,387,878	14,387,878
Finance costs on unwinding of deferred consideration – 30 June 2021	1,068,381	1,068,381
Foreign exchange rate restatement – 30 June 2021	575,577	575,577
Balance at 30 June 2021	16,031,836	16,031,836
5		
Balance at 1 July 2021	16,031,836	16,031,836
Disposals*	(16,031,836)	(16,031,836)
Balance at 30 June 2022	-	-

\*The deferred consideration is in relation to the acquisition of Speik in FY21. Under the acquisition agreement, the earn-out component of the consideration was scheduled to be paid in mid-2022 subject to achievement of agreed EBITDA targets. However, the earn out payment was accelerated and completed in November 2021 based on Speik's current and projected forward performance to facilitate enhanced integration of the Speik operations into Dubber.

The details of settlement are as follows:

Deferred consideration	\$
4,700,571 DUB ordinary shares at A\$3.23 (share price on settlement date)	15,182,844
Cash	2,114,580
Total deferred consideration on settlement	17,297,424
Carrying value of liability on settlement*	16,928,832
Fair value gain / (loss) on extinguishment of liability	(368,592)

\*Includes \$896,996 of time costs incurred and capitalised to the liability during the period based on initial expected settlement date. These costs have been expensed as a finance cost in the statement of profit or loss and other comprehensive income.

## 17. Auditors' Remuneration

Remuneration of the auditor of the Company for:	2022 \$	2021 \$
Audit services – BDO Audit (WA) Pty Ltd	198,800	146,200
Audit services – BDO LLP	66,665	77,008
Taxation advice – BDO Corporate Tax (WA) Pty Ltd	15,997	26,601
Advisory Services – BDO Corporate Finance (WA) Pty Ltd	275,850	85,338
Total	557,312	335,147

## 0

## 18. Contingent Liabilities

The Consolidated entity has no material contingent liabilities as at reporting date (2021: Nil).

## 19. Commitments

The Consolidated entity has no material commitments as at reporting date (2021: Nil).

## 20. Operating Segments

#### Identification of reportable operating segments

The Group has identified its operating segments based on the internal reports that are reviewed and used by the Board of Directors (chief operating decision makers) in assessing performance and determining the allocation of resources. Up to 22 December 2020, the Group managed primarily on the basis that it had only one main operating segment, being the Dubber technology suite. Accordingly, all significant operating decisions were based upon analysis of the Group as one segment.

Due to the acquisition of Speik Ltd during the prior year ended 30 June 2021, the Board now segments the business into geographical regions of the world to effectively review its operations and allocate resources according to opportunities in a total addressable market.

The group has three main operating segments, specifically for the provision of subscriptions services in Europe, United States of America ('Americas') and Rest of World.

## Intersegment transactions

An internally determined transfer price is set for all inter-segment sales. This price is based on what would be realised in the event that the sale was made to an external party at arm's length. All such transactions are eliminated on consolidation. Corporate charges are recognised in Other segment which contains the treasury and oversight functions of the group.

## Intersegment receivables, payables and loans

Where an asset is used across multiple segments, the asset is allocated to the segment that receives majority economic value from that asset. Segment assets are clearly identifiable on the basis of their nature and physical location.

Liabilities are allocated to segments where there is a direct nexus between the incurrence of the liability and the operations of the segment. Segment liabilities includes trade and other payables.

#### Unallocated items

Any items noted below as 'Other' are not allocated to operating segments as they are not considered part of the core operations of any segment in particular.

## Major customers

Revenues of A\$7,467,024 were derived from a single external customer, representing 29% of total revenue. These revenues are attributed to the 'Europe' geographical segment. In the prior year, a separate single external customer with revenues of A\$4,565,877 represented 22% of total revenue and was attributed to the 'Rest of World geographical segment.

The Group aggregates two or more operating segments into a single reportable segment when the Group has assessed and determined the aggregated operating segments share economical and geographical characteristics, such as the type of customers for the Group's services and similar expected growth rates and regulatory environment accounting policies applied for internal purposes are consistent with those applied in the preparation of these financial statements.



Year ended 30 June 2022	Europe \$	Americas \$	Rest of world \$	Other \$	Total \$
Segment income					
Services income	17,674,405	5,051,100	2,619,521	-	25,345,027
Other revenue	12,541		3,658	296,549	312,748
	17,686,946	5,051,100	2,623,179	296,549	25,657,774
Segment expenses					
Direct costs	5,401,318	2,593,511	15,502,409	-	23,497,239
Operating expenses	16,343,571	11,451,995	23,564,573	5,530,077	56,890,215
Share based payments	279,837	495,098	10,744,993	8,433,282	19,953,211
	22,024,726	14,540,605	49,811,975	13,963,359	100,340,665
EBITDA	(4,337,780)	(9,489,504)	(47,188,796)	(13,666,810)	(74,682,891)
Depreciation and amortisation	4,690,057	151,722	2,418,928	-	7,260,706
Finance costs	483,784	-	1,627,267	-	2,111,051
	5,173,841	151,722	4,046,195	-	9,371,758
Loss before income tax	(9,511,621)	(9,641,226)	(51,234,991)	(13,666,810)	(84,054,648)
Segment assets	55,207,910	4,467,218	90,034,995	-	149,710,123
Segment liabilities	15,534,718	2,457,042	14,927,429	-	32,919,188
Net segment assets	39,673,192	2,010,176	75,107,556		116,790,924
	Europe	Americas	Rest of world	Other	Total
Year ended 30 June 2021	Europe \$	Americas \$	Rest of world \$	Other \$	Total \$
Year ended 30 June 2021 Segment income	-				
<del>)</del>	-				
Segment income	\$	\$	\$		\$
Segment income Services income	10,730,904	\$	6,045,891		20,337,310
Segment income Services income	10,730,904 171	3,560,515	\$ 6,045,891 2,922,604		\$ 20,337,310 2,922,774
Segment income Services income Other revenue	10,730,904 171	3,560,515	\$ 6,045,891 2,922,604		\$ 20,337,310 2,922,774
Segment income Services income Other revenue Segment expenses	10,730,904 171 10,731,075	\$ 3,560,515 <b>3,560,515</b>	\$ 6,045,891 2,922,604 8,968,495		\$ 20,337,310 2,922,774 23,260,084
Segment income Services income Other revenue Segment expenses Direct costs	10,730,904 171 10,731,075 2,906,965	\$ 3,560,515 3,560,515	\$ 6,045,891 2,922,604 <b>8,968,495</b> 5,516,804	-	\$ 20,337,310 2,922,774 23,260,084 10,341,788
Segment income Services income Other revenue Segment expenses Direct costs Operating expenses	10,730,904 171 10,731,075 2,906,965	\$ 3,560,515 3,560,515	\$ 6,045,891 2,922,604 <b>8,968,495</b> 5,516,804	- - - - 1,579,748	\$ 20,337,310 2,922,774 23,260,084  10,341,788 26,548,540
Segment income Services income Other revenue Segment expenses Direct costs Operating expenses	\$ 10,730,904 171 10,731,075 2,906,965 5,750,133	\$ 3,560,515 3,560,515 1,918,019 3,568,891	\$ 6,045,891 2,922,604 8,968,495  5,516,804 15,649,767	\$ 1,579,748 13,842,177	\$ 20,337,310 2,922,774 23,260,084  10,341,788 26,548,540 13,842,177
Segment income Services income Other revenue  Segment expenses Direct costs Operating expenses Share based payments	\$ 10,730,904 171 10,731,075 2,906,965 5,750,133 - 8,657,098	\$ 3,560,515 3,560,515 1,918,019 3,568,891 - 5,486,910	\$ 6,045,891 2,922,604 8,968,495  5,516,804 15,649,767 - 21,166,572	\$	\$ 20,337,310 2,922,774 23,260,084  10,341,788 26,548,540 13,842,177 50,732,504
Segment income Services income Other revenue  Segment expenses Direct costs Operating expenses Share based payments  EBITDA	\$ 10,730,904 171 10,731,075 2,906,965 5,750,133 - 8,657,098 2,073,977	\$ 3,560,515 3,560,515 1,918,019 3,568,891 - 5,486,910 (1,926,395)	\$ 6,045,891 2,922,604 8,968,495  5,516,804 15,649,767 - 21,166,572 (12,198,077)	\$	\$ 20,337,310 2,922,774 23,260,084  10,341,788 26,548,540 13,842,177 50,732,504 (27,472,420)
Segment income Services income Other revenue  Segment expenses Direct costs Operating expenses Share based payments  EBITDA  Depreciation and amortisation	\$ 10,730,904 171 10,731,075 2,906,965 5,750,133 - 8,657,098 2,073,977 1,549,723	\$ 3,560,515 3,560,515 1,918,019 3,568,891 - 5,486,910 (1,926,395) 50,704	\$ 6,045,891 2,922,604 8,968,495  5,516,804 15,649,767 - 21,166,572 (12,198,077) 1,445,159	\$	\$ 20,337,310 2,922,774 23,260,084  10,341,788 26,548,540 13,842,177 50,732,504 (27,472,420) 3,045,586
Segment income Services income Other revenue  Segment expenses Direct costs Operating expenses Share based payments  EBITDA  Depreciation and amortisation	\$ 10,730,904 171 10,731,075 2,906,965 5,750,133 - 8,657,098 2,073,977 1,549,723 77,390	\$ 3,560,515 3,560,515 1,918,019 3,568,891 - 5,486,910 (1,926,395) 50,704 12,992	\$ 6,045,891 2,922,604 8,968,495  5,516,804 15,649,767 - 21,166,572 (12,198,077) 1,445,159 1,371,099	\$	\$ 20,337,310 2,922,774 23,260,084  10,341,788 26,548,540 13,842,177 50,732,504 (27,472,420) 3,045,586 1,461,481
Segment income Services income Other revenue  Segment expenses Direct costs Operating expenses Share based payments  EBITDA  Depreciation and amortisation Finance costs	\$ 10,730,904 171 10,731,075 2,906,965 5,750,133 - 8,657,098 2,073,977 1,549,723 77,390 1,627,113	\$ 3,560,515 3,560,515 1,918,019 3,568,891 - 5,486,910 (1,926,395) 50,704 12,992 63,696	\$ 6,045,891 2,922,604 8,968,495  5,516,804 15,649,767 - 21,166,572 (12,198,077) 1,445,159 1,371,099 2,816,258	\$	\$ 20,337,310 2,922,774 23,260,084  10,341,788 26,548,540 13,842,177 50,732,504 (27,472,420) 3,045,586 1,461,481 4,507,067
Segment income Services income Other revenue  Segment expenses Direct costs Operating expenses Share based payments  EBITDA Depreciation and amortisation Finance costs  Loss before income tax	\$ 10,730,904 171 10,731,075 2,906,965 5,750,133 - 8,657,098 2,073,977 1,549,723 77,390 1,627,113 446,864	\$ 3,560,515 3,560,515 1,918,019 3,568,891 - 5,486,910 (1,926,395) 50,704 12,992 63,696 (1,990,091)	\$ 6,045,891 2,922,604 8,968,495  5,516,804 15,649,767  - 21,166,572 (12,198,077) 1,445,159 1,371,099 2,816,258 (15,014,335)	\$	\$ 20,337,310 2,922,774 23,260,084  10,341,788 26,548,540 13,842,177 50,732,504 (27,472,420) 3,045,586 1,461,481 4,507,067 (31,979,486)



#### Related Party Transactions 21.

## **SUBSIDIARIES**

			Equity I	Holding
	Country of Incorporation	Class of Shares	2022 (%)	2021 (%)
Medulla Group Pty Ltd	Australia	Ordinary	100	100
Dubber Pty Ltd	Australia	Ordinary	100	100
Dubber Ltd	England	Ordinary	100	100
Dubber USA Pty Ltd	Australia	Ordinary	100	100
Dubber, Inc.	United States of America	Ordinary	100	100
Dubber Connect Australia Pty Ltd	Australia	Ordinary	100	100
CallN Pty Ltd	Australia	Ordinary	100	100
Aeriandi Ltd	England	Ordinary	100	100
Dubber UK Holdings Ltd	England	Ordinary	100	100
Voxygen Ltd	England	Ordinary	100	100
Pinch Labs, Inc	United States of America	Ordinary	100	-
Pinch Labs Pty Ltd	Australia	Ordinary	100	-

## PARENT ENTITY

Dubber Corporation Limited is the ultimate Australian parent entity and ultimate parent of the Group.

## KEY MANAGEMENT PERSONNEL

Refer to the Remuneration Report contained in the Directors' Report for details of the remuneration paid or payable to each member of Dubber Corporation Limited's key management personnel for the year ended 30 June 2022.

The totals of remuneration paid to key management personnel of the Company during the year are as follows:

	2022	2021
	\$	\$
Short-term employee benefits	2,772,376	1,788,059
ong-term benefits	215,181	285,618
Post-employment benefits	182,641	119,141
Share-based payments	10,312,714	10,325,085
Total	13,482,912	12,517,903
	Short-term employee benefits  Long-term benefits  Post-employment benefits  Share-based payments	Short-term employee benefits 2,772,376 Long-term benefits 215,181 Post-employment benefits 182,641 Share-based payments 10,312,714



## OTHER TRANSACTIONS WITH KEY MANAGEMENT PERSONNEL

Telephony services totaling \$2,195 (2021: \$2,297) were provided by Canard Pty Ltd, a company associated with Mr Steve McGovern. Trade payables at 30 June 2022 include a balance of \$1,095 (30 June 2021: \$1,161) payable to Canard Pty Ltd. Intelligent Voice and 1300 MY SOLUTION are businesses associated with Mr Steve McGovern. The Group earned service fee income of \$58,844 (2021: \$65,815) from Intelligent Voice and \$57,511 (2021: \$119,036) from 1300 MY SOLUTION. Services totalling \$30,000 (2021: \$10,000) were provided by Bassplay Pty Ltd, a company associated with Mr Peter Curigliano. Other receivables at 30 June 2022 includes a non-interest bearing amount of \$100,977 (30 June 2021: \$100,977) receivable from the Medulla Group Pty Ltd vendors, including Mr Steve McGovern and Mr James Slaney.

An amount of 2,392,092 shares have been transferred as collateral for a personal loan for Mr James Slaney. The shares remain beneficially owned by Mr Slaney or a related entity as at 30 June 2022.

All transactions are conducted on normal commercial terms and on an arm's length basis.

#### 22. Cash Flow Information

Reconciliation of loss for the year to net cash flows from operating activities

	2022 \$	2021 \$
Net loss for the year	(83,238,189)	(31,697,438)
Non-cash flows in loss:		
Depreciation and amortisation	7,260,706	3,045,586
Share based payments	19,953,211	13,842,177
Net exchange differences	(113,516)	(124,315)
Changes in assets and liabilities:		
Increase in trade and other receivables	15,245,738	4,306,514
Decrease/(Increase) in trade and other payables	(7,975,847)	(6,273,921)
Increase in provisions	6,662,949	(544,376)
Net cash outflows from operating activities	(42,205,948)	(17,445,773)
NON-CASH FINANCING AND INVESTING ACTIVITIES  (i) 386,277 fully paid ordinary shares at \$3.75/share were issued as part of the considerable control or the control of the co	aration for the acquicition of the Native	assat in Santambar S

(i) 386,277 fully paid ordinary shares at \$3.75/share were issued as part of the consideration for the acquisition of the Notiv asset in September 2021. (ii) 2,533,131 fully paid ordinary shares were issued as the first instalment for the acquisition of Speik in December 2020 and March 2021.

(ii) \$9,741,416 additions to lease liabilities and right of use assets during the year.



#### 23. **Share Based Payments**

## VALUE OF SHARE BASED PAYMENTS IN THE FINANCIAL STATEMENTS

Expensed – directors and other key management personnel remuneration:	2022 \$	2021 \$
Employee options	10,312,715	10,125,806
Fully paid ordinary shares	-	176,500
Loan funded shares	-	22,779
Sub-total	10,312,715	10,325,085
Expensed – other employees' and consultants:		
Fully paid ordinary shares	-	-
Employee options	9,640,496	3,517,092
Sub-total Sub-total	9,640,496	3,517,092
Total	19,953,211	13,842,177

## SHARES

The Company formally offered the following fully paid ordinary shares to employees;

2022	
2022	

Offer Date	Vesting Date	Balance 01/07/21	Offered	FPO Shares Issued	Forfeited	Balance 30/06/22
- <del>) y u. u u</del>						
	-	-	-	-	-	-
Total		•	•	•	-	
2021						
Offer Date	Vesting Date	Balance 01/07/20	Offered	Ord FP Shares Issued	Forfeited	Balance 30/06/21
01/12/20	12/05/21	-	100,000	100,000	-	-
Total		-	100,000	100,000	-	-



## **OPTIONS**

Set out below are the summaries of options granted as share based payments:

## 2022

Grant Date	Expiry Date	Exercise Price	Defer Type	Balance 01/07/21	Granted	Exercised	Expired or Forfeited	Balance 30/06/22	Number vested and exercisable
15/01/19	15/01/22	\$0.38		455,290	-	(455,290)		-	-
20/09/19	20/09/22	\$1.25		70,000	-	(10,000)		60,000	60,000
20/09/19	20/09/22	\$0.75		150,000	-	-		150,000	150,000
31/03/20	22/03/23	\$0.75		1,210,000	-	(320,000)		890,000	890,000
01/06/20	30/11/24	\$2.01		-	125,000*	-		125,000	125,000
01/07/20	30/06/25	\$0.00		-	808,851*	-		808,851	808,851
30/11/20	30/06/21	\$0.00		1,250,000	-	(1,250,000)		-	-
30/11/20	30/06/23	\$0.00		322,985	-	(322,985)		-	-
30/11/20	30/06/25	\$0.00		3,879,066	-	-		3,879,066	-
01/12/20	30/11/23	\$1.22		-	50,000*	-		50,000	50,000
24/03/21	31/07/24	\$0.00		-	153,241*	(12,565)		140,676	140,676
24/03/21	31/07/24	\$1.75		-	900,000	-		900,000	-
03/05/21	31/01/24	\$0.00		718,854	-	(718,854)		-	<u>-</u>
03/05/21	31/01/24	\$1.80		432,161	-	(21,111)		411,050	411,050
03/05/21	31/01/24	\$1.68		75,000	-	-		75,000	75,000
13/05/21	12/05/25	\$2.64		-	250,000*	-		250,000	250,000
01/06/21	31/05/24	\$0.00			100,000*	-		100,000	100,000
01/06/21	31/05/24	\$1.60		-	100,000*	-		100,000	100,000
08/06/21	30/06/25	\$0.00		-	2,244,421*	-		2,244,421	-
08/06/21	30/06/23	\$0.00		-	1,187,035	(1,187,035)		-	-
19/07/21	30/06/23	\$0.00		-	400,000	(100,000)		300,000	300,000
19/07/21	30/06/25	\$0.00		-	250,000	-		250,000	-
26/07/21	31/01/24	\$0.00		-	305,129	(183,620)		121,509	121,509
26/07/21	31/01/24	\$1.80		-	23,086	-		23,086	23,086
06/08/21	06/08/23	\$0.00		-	100,000	(50,000)		50,000	50,000
06/08/21	06/08/24	\$0.00		-	100,000	-		100,000	100,000
20/08/21	30/06/23	\$0.00		-	454,062	(454,062)		-	-
20/08/21	30/06/25	\$0.00	1	-	1,231,811	-		1,231,811	<u>-</u>
30/09/21	30/06/25	\$0.00		-	400,000*	-		400,000	<u>-</u>
30/09/21	30/06/26	\$0.00		-	100,000*	-		100,000	<u>-</u>
30/09/21	30/06/24	\$0.00	2	-	185,000	(85,000)		100,000	-
01/12/21	31/12/25	\$0.00		-	2,532,573	(139,865)		2,392,708	230,215
15/03/22	31/03/25	\$2.013		-	165,000	-		165,000	165,000
15/03/22	31/12/25	\$0.00		-	96,061	(16,012)	(80,049)	-	-
15/03/22	31/03/25	\$0.00		-	1,055,066	(444,275)		610,791	610,791
13/05/22	30/09/25	\$0.00		-	125,000	-		125,000	_
Total				8,563,356	13,691,336	(5,785,623)	(80,049) 1	16,389,020	5,011,178
Weighted averag	ge exercise price			\$0.26	\$0.25	\$0.08		\$0.31	\$0.70

<sup>\*</sup>Options and ZEPOs granted in FY21 but issued in FY22



## 2021

	Grant Date	Expiry Date	Exercise Price	Defer Type	Balance 01/07/20	Granted	Exercised	Expired or Forfeited	Balance 30/06/21	Number vested and exercisable
	20/12/17	31/12/20	\$0.80		2,000,000	-	(2,000,000)	-	-	-
	15/01/19	15/01/22	\$0.38		790,790	-	(335,500)	-	455,290	455,290
	20/09/19	20/09/22	\$1.25		140,000	-	(70,000)	-	70,000	70,000
	20/09/19	20/09/22	\$0.75		150,000	-	-	-	150,000	150,000
	31/03/20	22/03/23	\$0.75		1,485,000	-	(275,000)	-	1,210,000	1,210,000
	31/03/20	22/03/23	\$0.00		360,000	-	(360,000)	-	-	-
	30/11/20	30/06/21	\$0.00		-	1,250,000	-	-	1,250,000	1,250,000
	30/11/20	30/06/23	\$0.00		-	322,985	-	-	322,985	-
	30/11/20	30/06/25	\$0.00		-	3,879,066	-	-	3,879,066	-
	03/05/21	31/01/24	\$0.00		-	840,825	(121,971)	-	718,854	718 854
	03/05/21	31/01/24	\$1.80		-	433,272	(1,111)	-	432,161	432,161
=	03/05/21	31/01/24	\$1.68		-	75,000	-	-	75,000	75,000
	Total				4,925,790	6,801,148	(3,163,582)	-	8,563,356	3,642,451
	Weighted averag	e exercise price			\$0.67	\$0.13	\$0.64	-	\$0.26	\$0.50

The assessed fair values of the options were determined using a binomial option pricing model or Black-Scholes model, taking into account the exercise price, term of option, the share price at grant date and expected price volatility of the underling share, expected yield and the risk-free interest rate for the term of the option. For the options granted during the current and previous financial year, the inputs to the model used were:

## Granted to Key Management Personnel:

Granted to Key Management Personnel:								
Grant date	19 July 2021 <sup>1</sup>	19 July 2021¹	19 July 2021 <sup>1</sup>	13 May 202				
Number of options	300,000	100,000	250,000	125,0				
Number of shares	-	-	-					
Vesting date	20 July 2021	30 June 2022	30 June 2023	30 September 20				
Expense recognised in FY22 (\$)	\$890,700	\$296,900	\$361,207	\$114,3				
Exercise price (\$)	0.00	0.00	0.00	0.				
Dividend yield (%)	-	-	-					
Probability of target	100%	100%	100%	100				
Expected volatility (%)	N/A	N/A	N/A	Ν				
Risk-free interest rate (%)	0.16%	0.16%	0.16%	2.89				
Fair value per option/ share	\$2.969	\$2.969	\$2.969	\$0.9				
Expected life of options (years)	1.96	1.96	1.96	3.				

Fair value per option/ share

Expected life of options (years)



Grant date	30 September 2021 <sup>3</sup>	30 September 2021 <sup>7</sup>	30 September 2021 <sup>7</sup>	30 September 2021 <sup>7</sup>
Number of options	85,000	50,000	50,000	50,000
Number of shares	-	-	-	-
Vesting date	3 January 2022	30 June 2022	30 June 2023	30 June 2024
Expense recognised in FY22 (\$)	\$104,890	\$-	\$-	\$-
Exercise price (\$)	0.00	0.00	0.00	0.00
Dividend yield (%)	-	-	-	-
Probability of target	100%	0%	0%	0%
Expected volatility (%)	N/A	N/A	N/A	N/A
Risk-free interest rate (%)	0.19%	0.19%	0.19%	0.19%
Fair value per option/ share	\$1.234	\$1.234	\$1.234	\$1.234
Expected life of options (years)	2.75	3.75	3.75	3.75
Grant date		30 September 2021 <sup>8</sup>	30 September 2021 <sup>8</sup>	30 September 2021 <sup>8</sup>
Number of options		50,000	50,000	50,000
Number of shares		-	-	-
Vesting date		30 June 2022	30 June 2023	30 June 2024
Expense recognised in FY22 (\$)		\$20,361	\$8,712	\$5,536
Exercise price (\$)		0.00	0.00	0.00
Dividend yield (%)		-	-	-
Probability of target		33%	33%	33%
Expected volatility (%)		N/A	N/A	N/A
Risk-free interest rate (%)		0.19%	0.19%	0.19%
Fair value per option/ share		\$1.234	\$1.234	\$1.234
Expected life of options (years)		3.75	3.75	3.75
Grant date		30 September 2021 <sup>4</sup>	30 September 2021 <sup>4</sup>	30 September 2021⁴
Number of options		100,000	100,000	100,000
Number of shares		-	-	-
Vesting date		30 June 2022	30 June 2023	30 June 2024
Expense recognised in FY22 (\$)		\$-	\$-	\$-
Exercise price (\$)		0.00	0.00	0.00
Dividend yield (%)		-	-	-
Probability of target		0%	0%	0%
Expected volatility (%)		N/A	N/A	N/A

DUBBER.NET 106

\$1.234

2.75

\$1.234

3.75

\$1.234

4.75



## Granted to Employees:

26 July 2021	26 July 2021	6 August 2021	6 August 2021	20 August 2021
23,086	305,129	50,000	50,000	454,062
-	-	-	-	-
31 July 2021	31 July 2021	9 August 2021	9 August 2022	7 September 2021
\$47,012	\$918,438	\$174,500	\$155,533	\$1,602,385
1.80	0.00	0.00	0.00	0.00
-	-	-	-	-
100%	N/A	N/A	N/A	N/A
0.14%	0.14%	0.15%	0.15%	0.19%
\$2.0364	\$3.01	\$3.49	\$3.49	\$3.529
2.5	2.5	2	2	1.83
	23,086  - 31 July 2021  \$47,012  1.80  - 100%  0.14%  \$2.0364	23,086 305,129	26 July 2021  23,086  305,129  50,000   31 July 2021  \$47,012  \$918,438  \$174,500  1.80  0.00  0.00   100%  N/A  N/A  0.14%  0.14%  0.15%  \$2.0364  \$3.01  \$3.49	23,086 305,129 50,000 50,000

-						
	Number of shares	-	-	-	-	
	Vesting date	31 July 2021	31 July 2021	9 August 2021	9 August 2022	7 September 202
	Expense recognised in FY22 (\$)	\$47,012	\$918,438	\$174,500	\$155,533	\$1,602,38
	Exercise price (\$)	1.80	0.00	0.00	0.00	0.00
	Dividend yield (%)	-	-	-	-	
	Expected volatility (%)	100%	N/A	N/A	N/A	N/A
	Risk-free interest rate (%)	0.14%	0.14%	0.15%	0.15%	0.199
	Fair value per option/ share	\$2.0364	\$3.01	\$3.49	\$3.49	\$3.52
	Expected life of options (years)	2.5	2.5	2	2	1.83
	Grant date	20 August 2021 <sup>5</sup>	20 August 2021 <sup>6</sup>	1 December 2021	1 December 2021	1 December 202
	Number of options	615,906	615,905	370,080	620,831	770,83
	Number of shares	-	-	-	-	
	Vesting date	30 June 2023	30 June 2023	17 December 2021	17 September 2022	17 September 202
	Expense recognised in FY22 (\$)	\$331,696	\$331,695	\$1,254,571	\$1,531,290	\$841,78
	Exercise price (\$)	0.00	0.00	0.00	0.00	0.0
	Dividend yield (%)	-	-	-	-	
	Expected volatility (%)	N/A	N/A	N/A	N/A	N/
	Risk-free interest rate (%)	0.19%	0.19%	0.95%	0.95%	0.95
	Fair value per option/ share	\$3.529	\$3.529	\$3.39	\$3.39	\$3.3
	Expected life of options (years)	3.83	3.83	4.08	4.08	4.0
	Grant date	1 December 2021	15 March 2022	15 March 2022	15 March 2022⁴	15 March 2022
	Number of options	770,831	165,000	16,012	26,683	26,68
	Number of shares	-	-	-	-	
	Vesting date	17 September 2024	31 March 2022	31 March 2022	17 September 2022	17 December 202
	Expense recognised in FY22 (\$)	\$540,027	\$97,004	\$18,254	\$-	9
1	Exercise price (\$)	0.00	\$2.013	\$0.00	\$0.00	\$0.0
	Dividend yield (%)	-	-	-	-	
	Expected volatility (%)	N/A	100%	N/A	N/A	N/
_	Risk-free interest rate (%)	0.95%	1.88%	1.88%	1.88%	1.889
	Fair value per option/ share	\$3.39	\$0.5879	\$1.14	\$1.14	\$1.1
_						



	Grant date	15 March 2022⁴	15 March 2022
	Number of options	26,683	1,055,066
$\geq$	Number of shares	-	-
	Vesting date	17 December 2024	31 March 2022
	Expense recognised in FY22 (\$)	\$-	\$1,202,775
	Exercise price (\$)	\$0.00	\$0.00
	Dividend yield (%)	-	-
	Expected volatility (%)	N/A	N/A
	Risk-free interest rate (%)	1.88%	1.88%
	Fair value per option/ share	\$1.14	\$1.14
	Expected life of options (years)	3.75	3.75

The various deferred vesting options listed above are subject to milestones or vesting dates which are listed below. Probability of achieving these milestones or vesting dates have been assessed at 100% unless otherwise stated.

Grant #	Class	Vesting condition and proportions	Milestone Date
<u>)</u> 1	STI ZEPOs	The ZEPOs are issued pursuant to the EIP and on the following terms and conditions:	20 July 2021 30 June 2022 30 June 2023
		(a) Entitlement Each Option (ZEPO) entitles the holder to subscribe for one fully paid ordinary share (Share) in the capital of Dubber Corporation Limited (Company) upon the exercise of each ZEPO.	30 Julie 2023
		(b) Exercise price The exercise price of each ZEPO will be nil (Exercise Price).	
		(c) Vesting and expiry date If the grant of the ZEPOs are subject to vesting conditions, the relevant number of ZEPOs will vest if the holder has remained in continuous employment with the Company until the relevant dates set out in the offer letter pursuant to which the ZEPOs were offered by the Company.	
		300,000 STIs – vesting immediately and expiring 30 June 2023 100,000 STIs – vesting on 30 June 2022 subject to continued employment as at that date and expiring 30 June 2023 250,000 STIs – vesting on 30 June 2023 subject to continued employment as at that date and expiring 30 June 2025	
2	Yearly tenure ZEPOs	The ZEPOs vesting is subject to continued employment up to 30 September 2022 in accordance with the terms of the offer. Any ZEPO that does not vest shall automatically lapse.	30 September 2022
		The expiry date for the ZEPOs is 30 September 2025.	
3	Sign on ZEPOs	Sign on STIs granted to Chief Technology Officer in accordance with the terms of his service agreement. Grant date is based on date of commencement of employment.	3 January 2022
		Underlying share price applied to the valuation is based on Board of Director approval date being 28 March 2022.	



4	STI Performance Options	The STI ZEPOs shall vest at the end of the relevant financial year based on continued employment with the Company in the existing role in the relevant financial year. The STI ZEPOs will expire 2 years after the relevant financial year.	End of relevant financial year
		Proportion vesting based on:  - A positive personal scorecard for the relevant financial year; and  - Achievement of core business objectives (six or more) and product releases (six or more)	
		Vesting proportions:	
		<ol> <li>50% - subject to assessment against the Positive Personal Scorecard</li> </ol>	
		3. Remaining 50% - Core business objectives and/or product releases:	
		- 7 or less – Nil - 8 – 10%	
		- 9 - 20%	
		- 10 – 30% - 11 – 40%	
		- 11 - 40% - 12 - 50%	
		As at 30 June 2022, management have assessed that the probability of milestone targets being achieved at 0% and accordingly no expense has been recognised.	
5	LTI ZEPOs A	If the holder remains in continued employment with the Company until 30 June 2023, the LTI ZEPOs shall vest as follows:	30 June 2023
		Recurring revenue (50% of LTI ZEPOS). The following proportions of LTI ZEPOS shall vest where recurring revenue for the Group by 30 June 2023 is:	
		(A) at or above \$40 million but less than \$60 million: 33% at \$40 million with a straight-line pro rata vesting up to 60%;	
		(B) at or above \$60 million but less than \$80 million: 60% at \$60 million with a straight-line pro rata vesting up to 100%; and	
		(C) at or above \$80 million: 100%.	
		Recurring revenue means operating revenue of the Group for any month multiplied by 12 exclusive of one off revenue fees such as connection fees and any R&D or other grant revenue.	
6	LTI ZEPOs B	If the holder remains in continued employment with the Company until 30 June 2023, the LTI ZEPOs shall vest as follows:	30 June 2023
		Agreements for deployments into telecommunication networks (50% of LTI ZEPOs). The following proportions of LTI ZEPOs shall vest where, by 30 June 2023, the Group has agreements in place for the deployment of the Dubber call recording service on to telecommunication service provider networks (whether or not yet active):	
		(A) at least 170 but less than 185: 33% at 170 with a straight-line pro rata vesting up to 60%;	
		(B) at least 185 but less than 200: 60% at 185 with a straight-line pro rata vesting up to 100%; and	
		(C) at or above 200: 100%	



7

LTI Performance Options (Part A) Continued employment with the Company in existing role in the relevant financial year.

- For Year 1, until at least the first anniversary of commencement;
- For year 2, until at least the second anniversary of the commencement; and
- For year 3, until at least the third anniversary of commencement.

## Proportion vesting is based on recurring revenue level:

Level	Performance	% Vesting
Year 1 (or part	\$46m - \$52m	33%
thereof)	Above \$52m - \$58m	66%
	Above \$58m	100%
Year 2	\$67m - \$75m	33%
	Above \$75m - \$84m	66%
	Above \$84m	100%
Year 3	\$97m - \$109m	33%
	Above \$109m - \$122m	66%
	Above \$122m	100%

8

LTI Performance Options (Part B) Continued employment with the Company in existing role in the relevant financial year.

- For Year 1, until at least the first anniversary of commencement;
- For year 2, until at least the second anniversary of the commencement; and
- For year 3, until at least the third anniversary of commencement.

# Proportion vesting is based on numbers of agreements for telecommunication network deployments (active or not):

Level	Performance	% Vesting	
Year 1 (or part	174-179	33%	
thereof)	178-180	66%	
	181 or more	100%	
Year 2	197-200	33%	
	201-203	66%	
	204 or more	100%	
Year 3	223-226	33%	
	227-230	66%	
	231 or more	100%	

The weighted average remaining contractual life of share-based payment options that were outstanding as at 30 June 2022 was 2.75 years (2021: 2 years).

The weighted average fair value of share-based payment options granted during the year was \$0.05 (2021: \$0.13).



# Parent Entity Disclosures

# SUMMARY FINANCIAL INFORMATION

Non-current assets         72,326,167         92,986,1           Total assets         119,077,644         116,982,4           Current liabilities         1,886,119         1,156,1           Non-current liabilities         400,601         1,579,1           Total liabilities         2,286,720         2,735,1           Net assets         116,790,924         114,247,1           Equity         1ssued capital         273,473,707         131,169,1           Reserves         26,922,514         21,467,4           Accumulated losses         (183,605,297)         (38,389,6           Total equity         116,790,924         114,247,1           Loss for the year         (13,569,937)         (16,058,937)           Total comprehensive loss         (13,569,937)         (16,058,937)           The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Non-current assets         72,326,167         92,986,           Total assets         119,077,644         116,982,           Current liabilities         1,886,119         1,156,           Non-current liabilities         400,601         1,579,           Total liabilities         2,286,720         2,735,           Net assets         116,790,924         114,247,           Equity         273,473,707         131,169,           Reserves         26,922,514         21,467,           Accumulated losses         (183,605,297)         (38,389,6           Total equity         116,790,924         114,247,           Loss for the year         (13,569,937)         (16,058,5           Total comprehensive loss         (13,569,937)         (16,058,5	Statement of financial position	2022 (\$)	20
Total assets         119,077,644         116,982,1           Current liabilities         1,886,119         1,156,           Non-current liabilities         400,601         1,579,           Total liabilities         2,286,720         2,735,           Net assets         116,790,924         114,247,           Equity         1ssued capital         273,473,707         131,169,           Reserves         26,922,514         21,467,           Accumulated losses         (183,605,297)         (38,389,6           Total equity         116,790,924         114,247,           Loss for the year         (13,569,937)         (16,058,9           Total comprehensive loss         (13,569,937)         (16,058,9           The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Total assets         119,077,644         116,982,           Current liabilities         1,886,119         1,156,           Non-current liabilities         400,601         1,579,           Total liabilities         2,286,720         2,735,           Net assets         116,790,924         114,247,           Equity         1ssued capital         273,473,707         131,169,           Reserves         26,922,514         21,467,           Accumulated losses         (183,605,297)         (38,389,6           Total equity         116,790,924         114,247,           Loss for the year         (13,569,937)         (16,058,5)           Total comprehensive loss         (13,569,937)         (16,058,5)           The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Current assets	46,751,477	23,996,5
Current liabilities         1,886,119         1,156,           Non-current liabilities         400,601         1,579,           Total liabilities         2,286,720         2,735,           Net assets         116,790,924         114,247,           Equity         Issued capital         273,473,707         131,169,           Reserves         26,922,514         21,467,           Accumulated losses         (183,605,297)         (38,389,6           Total equity         116,790,924         114,247,           Loss for the year         (13,569,937)         (16,058,9           Total comprehensive loss         (13,569,937)         (16,058,9           The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Current liabilities         1,886,119         1,156,           Non-current liabilities         400,601         1,579,           Total liabilities         2,286,720         2,735,           Net assets         116,790,924         114,247,           Equity         1ssued capital         273,473,707         131,169,           Reserves         26,922,514         21,467,           Accumulated losses         (183,605,297)         (38,389,67)           Total equity         116,790,924         114,247,           Loss for the year         (13,569,937)         (16,058,57)           Total comprehensive loss         (13,569,937)         (16,058,57)           The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Non-current assets	72,326,167	92,986,3
Non-current liabilities         400,601         1,579,000           Total liabilities         2,286,720         2,735,000           Net assets         116,790,924         114,247,000           Equity         15,790,000         131,169,000           Reserves         26,922,514         21,467,467,467,467,467,467,467,467,467,467	Non-current liabilities         400,601         1,579, 1,579, 1,579, 2,286,720         2,735, 2,735	Total assets	119,077,644	116,982,8
Total liabilities         2,286,720         2,735,7           Net assets         116,790,924         114,247,7           Equity         Issued capital         273,473,707         131,169,27           Reserves         26,922,514         21,467,7           Accumulated losses         (183,605,297)         (38,389,67)           Total equity         116,790,924         114,247,7           Loss for the year         (13,569,937)         (16,058,937)           Total comprehensive loss         (13,569,937)         (16,058,937)           The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Total liabilities         2,286,720         2,735,           Net assets         116,790,924         114,247,           Equity         1ssued capital         273,473,707         131,169,           Reserves         26,922,514         21,467,           Accumulated losses         (183,605,297)         (38,389,6           Total equity         116,790,924         114,247,           Loss for the year         (13,569,937)         (16,058,5           Total comprehensive loss         (13,569,937)         (16,058,5           The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Current liabilities	1,886,119	1,156,1
Net assets         116,790,924         114,247,75           Equity         273,473,707         131,169,75           Reserves         26,922,514         21,467,47           Accumulated losses         (183,605,297)         (38,389,67           Total equity         116,790,924         114,247,7           Loss for the year         (13,569,937)         (16,058,937)           Total comprehensive loss         (13,569,937)         (16,058,937)           The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Net assets         116,790,924         114,247,           Equity         273,473,707         131,169,           Reserves         26,922,514         21,467,           Accumulated losses         (183,605,297)         (38,389,6           Total equity         116,790,924         114,247,           Loss for the year         (13,569,937)         (16,058,5           Total comprehensive loss         (13,569,937)         (16,058,5           The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Non-current liabilities	400,601	1,579,5
Equity         Issued capital       273,473,707       131,169,7         Reserves       26,922,514       21,467,4         Accumulated losses       (183,605,297)       (38,389,6         Total equity       116,790,924       114,247,7         Loss for the year       (13,569,937)       (16,058,9         Total comprehensive loss       (13,569,937)       (16,058,9         The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Equity         Issued capital       273,473,707       131,169,         Reserves       26,922,514       21,467,         Accumulated losses       (183,605,297)       (38,389,6         Total equity       116,790,924       114,247,         Loss for the year       (13,569,937)       (16,058,5         Total comprehensive loss       (13,569,937)       (16,058,5         The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Total liabilities	2,286,720	2,735,7
Issued capital       273,473,707       131,169,0         Reserves       26,922,514       21,467,4         Accumulated losses       (183,605,297)       (38,389,6         Total equity       116,790,924       114,247,7         Loss for the year       (13,569,937)       (16,058,9         Total comprehensive loss       (13,569,937)       (16,058,9         The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Issued capital       273,473,707       131,169,         Reserves       26,922,514       21,467,         Accumulated losses       (183,605,297)       (38,389,6         Total equity       116,790,924       114,247,         Loss for the year       (13,569,937)       (16,058,5         Total comprehensive loss       (13,569,937)       (16,058,5         The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Net assets	116,790,924	114,247,1
Reserves       26,922,514       21,467,4         Accumulated losses       (183,605,297)       (38,389,6         Total equity       116,790,924       114,247,7         Loss for the year       (13,569,937)       (16,058,9         Total comprehensive loss       (13,569,937)       (16,058,9         The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Reserves       26,922,514       21,467,         Accumulated losses       (183,605,297)       (38,389,6         Total equity       116,790,924       114,247,         Loss for the year       (13,569,937)       (16,058,5         Total comprehensive loss       (13,569,937)       (16,058,5         The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Equity		
Accumulated losses (183,605,297) (38,389,605,297) (38,389,605,297) (38,389,605,297) (38,389,605,297) (16,790,924) (114,247,705) (13,569,937) (16,058,905) (13,569,937) (16,058,905) (13,569,937) (16,058,905) (16,058	Accumulated losses (183,605,297) (38,389,605,297) (38,389,605,297) (38,389,605,297) (38,389,605,297) (16,790,924) (114,247, Loss for the year (13,569,937) (16,058,505) (13,569,937) (16,058,505) (13,569,937) (16,058,505) (16,05	Issued capital	273,473,707	131,169,2
Total equity 116,790,924 114,247, Loss for the year (13,569,937) (16,058,9  Total comprehensive loss (13,569,937) (16,058,9  The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Total equity 116,790,924 114,247, Loss for the year (13,569,937) (16,058,5  Total comprehensive loss (13,569,937) (16,058,5  The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Reserves	26,922,514	21,467,4
Loss for the year (13,569,937) (16,058,9  Total comprehensive loss (13,569,937) (16,058,9  The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Loss for the year (13,569,937) (16,058,50)  Total comprehensive loss (13,569,937) (16,058,50)  The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	_Accumulated losses	(183,605,297)	(38,389,60
Total comprehensive loss (13,569,937) (16,058,9)  The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Total comprehensive loss (13,569,937) (16,058,50)  The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Total equity	116,790,924	114,247,1
The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	The parent entity had no capital commitments or contingent liabilities at 30 June 2022 or 30 June 2021.	Loss for the year	(13,569,937)	(16,058,99
		Total comprehensive loss	(13,569,937)	(16,058,99
			ies at 30 June 2022 or 30 June 2021.	



# 25. Events Subsequent to Year End

On 9 August 2022, the Group announced the appointment of Sarah Diamond as a Non-Executive Director. Subject to shareholder approval, Ms Diamond will be invited to participate in the Group's equity incentive scheme and be granted the following securities subject to the Group's equity incentive scheme rules:

- 96,988 zero exercise price options (or equivalent RSUs); and
- 600,000 remuneration options exercisable at \$1.75 each on or before 31 July 2024

# RECONCILIATION TO APPENDIX 4E PRELIMINARY FINAL REPORT

The Group lodged its Appendix 4E Preliminary Final Report with the Australian Securities Exchange on 30 August 2022.

Subsequent to the lodgement, the following transactions have been recorded into the Group's Consolidated Financial Report as outlined below:

- A provision for doubtful debt expense relating to trade debtors was raised at 30 June 2022 for an amount of A\$8,160,943. Refer further details as included in Note 5 and Note 16; and
- A\$10,327,942 was initially recognised as revenue in the year ended 30 June 2022 and was reversed following management's assessment that the likelihood of the group collecting this consideration to which it was entitled to under the contracts was not probable.

The net impact of the adjustments outlined above on the Consolidated Statement of Profit or Loss is an increase in loss of A\$18,488,886.

In addition, certain amounts in the accounts of the Consolidated Statement of Financial Position, have been impacted, which resulted in a reduction in Net Assets of A\$18,511,803.

No other matters or circumstances have arisen since the end of the financial year.

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"By 2025, 75% of conversations at





# Directors' Declaration

or personal use





# DIRECTORS' DECLARATION

The Directors of the Company declare that:

The financial statements and notes are in accordance with the Corporations Act 2001, and:

- i. comply with Accounting Standards, the Corporations Regulations 2001 and other mandatory professional reporting requirements; and
- ii. give a true and fair view of the financial position of the Company as at 30 June 2022 and of its performance for the financial year ended on that date.

The Managing Director and Chief Financial Officer have each declared that:

- i. the financial records of the Company for the financial year have been properly maintained in accordance with section 286 of the Corporations Act 2001;
- ii. the financial statements and notes for the financial year comply with the accounting standards; and
- iii. the financial statements and notes for the financial year give a true and fair view.

In the opinion of the Directors' there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Note 1 confirms that the financial statements also comply with International Financial Reporting Standards as issued by the International Accounting Standards Board.

This declaration is made in accordance with a resolution of the Board of Directors.

Peter Clare

Non-Executive Chairman

Dated: 7 October 2022



# Independent Auditor's Report







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INDEPENDENT AUDITOR'S REPORT

To the members of Dubber Corporation Limited

Report on the Audit of the Financial Report

Opinion

We have audited the financial report of Dubber Corporation Limited (the Company) and its subsidiaries (the Group), which comprises the consolidated statement of financial position as at 30 June 2022, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the financial report, including a summary of significant accounting policies and the directors' declaration.

In our opinion the accompanying financial report of the Group, is in accordance with the *Corporations Act 2001*, including:

- (i) Giving a true and fair view of the Group's financial position as at 30 June 2022 and of its financial performance for the year ended on that date; and
- (ii) Complying with Australian Accounting Standards and the Corporations Regulations 2001.

Basis for opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the Financial Report* section of our report. We are independent of the Group in accordance with the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.



# Key audit matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial report of the current period. These matters were addressed in the context of our audit of the financial report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

# Revenue recognition

# Key audit matter

The Group recognises revenue in accordance with AASB 15 Revenue from Contracts with Customers (AASB 15).

There are complexities and judgements associated with interpreting key revenue contracts entered into by the Group against the requirements of the accounting standard.

This area is a key audit matter due to:

- the significance of revenue to the financial report; and
- revenue being one of the key drivers to the Group's performance.

# How the matter was addressed in our audit

Our audit procedures included but were no limited to the following:

- Challenging management's assessment of the performance obligations promised to customers within a contract;
- Obtaining and reviewing a sample of contracts, considering the terms and conditions, performance obligations of these arrangements and assessing the accounting treatment under AASB 15;
- Assessing and challenging management's position on certain contracts against the criteria for revenue recognition in particular relating to probability of collection of consideration which it is entitled to;
- Performing analytical procedures to understand movements and trends in revenue for comparisons against expectations;
- Agreeing, for a sample of revenue transactions, the amounts recorded by the Group to supporting documentation to confirm the existence and accuracy of the revenue recognised and to consider whether the transaction was recorded in the correct period;
- Performing cut-off procedures to ensure that all revenue was captured in the appropriate financial year; and
- Assessing the adequacy of the relevant disclosures in Note 1 and Note 2 within the financial report.



# Recoverability of trade receivables

# Key audit matter

Refer to Note 1, Note 5 and Note 16(a) of the financial report for a description of the accounting policy and significant estimates and judgements applied to Trade Receivables.

In accordance with AASB 9 Financial Instruments, at the end of each reporting period, management are required to assess whether there is any objective evidence that these assets are impaired. For the year ended 30 June 2022, in line with the Group's accounting policy, the Group took the decision to recognise an impairment of \$8,958,047 due to a significant failure by a customer to make contractual payments under their repayment plan.

Due to the subjectivity involved in determining whether there is any objective evidence of impairment on these assets, we have determined that the recoverability of trade receivables is a key audit matter.

## How the matter was addressed in our audit

Our procedures included, but were not limited to the following:

- Reviewing the terms and conditions of the contractual arrangements of the receivables;
- Challenging management's assumptions regarding the level of impairment against the ageing of receivables;
- Assessing the impairment methodology with reference to relevant accounting standards and market practices;
- Holding discussions with management as to the credit risk of the counterparty, and whether this information is consistent with management's impairment assessment position;
- Considering whether any other data exists which would constitute indicators of impairment including debtor failure to make contractual payments agreed with the Group; and
- Assessing the adequacy of the related disclosures in the financial report.

# Impairment assessment

# Key audit matter

Note 7 in the financial report discloses the assets and the assumptions used by the Group in testing these assets for impairment.

This was determined to be a key audit matter as management's assessment of the recoverability of the intangible assets is supported by a fair value less costs of disposal model which requires the use of estimates and judgements.

# How the matter was addressed in our audit

Our procedures included, but were not limited to:

- Evaluating the Group's identification of Cash Generating Units ("CGUs") and the allocation of goodwill to the carrying value of CGUs based on our understanding of the Group's business;
- Making enquiries with management and considering the external market evidence on the impairment assessment;



Key audit matter	How the matter was addressed in our audit
These include judgements and estimates over the multiple of revenue applied and costs of disposal.	<ul> <li>Assessing the reasonableness of key assumptions used in the models prepared by management and their experts;</li> </ul>
	<ul> <li>In conjunction with our internal valuation specialists, assessing the reasonableness of assumptions, mathematical accuracy and methodology applied within the impairmen models;</li> </ul>
	<ul> <li>Assessing the adequacy of the related disclosures in the financial report including in Note 1 and Note 7.</li> </ul>

The directors are responsible for the other information. The other information comprises the information in the Group's annual report for the year ended 30 June 2022, but does not include the financial report and the auditor's report thereon.

Our opinion on the financial report does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the directors for the Financial Report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the ability of the group to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or has no realistic alternative but to do so.



Auditor's responsibilities for the audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

A further description of our responsibilities for the audit of the financial report is located at the Auditing and Assurance Standards Board website (<a href="http://www.auasb.gov.au/Home.aspx">http://www.auasb.gov.au/Home.aspx</a>) at:

https://www.auasb.gov.au/admin/file/content102/c3/ar1\_2020.pdf

This description forms part of our auditor's report.

# Report on the Remuneration Report

Opinion on the Remuneration Report

We have audited the Remuneration Report included in pages 32 to 54 of the directors' report for the year ended 30 June 2022.

In our opinion, the Remuneration Report of Dubber Corporation Limited, for the year ended 30 June 2022, complies with section 300A of the *Corporations Act 2001*.

# Responsibilities

The directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

BDO Audit (WA) Pty Ltd

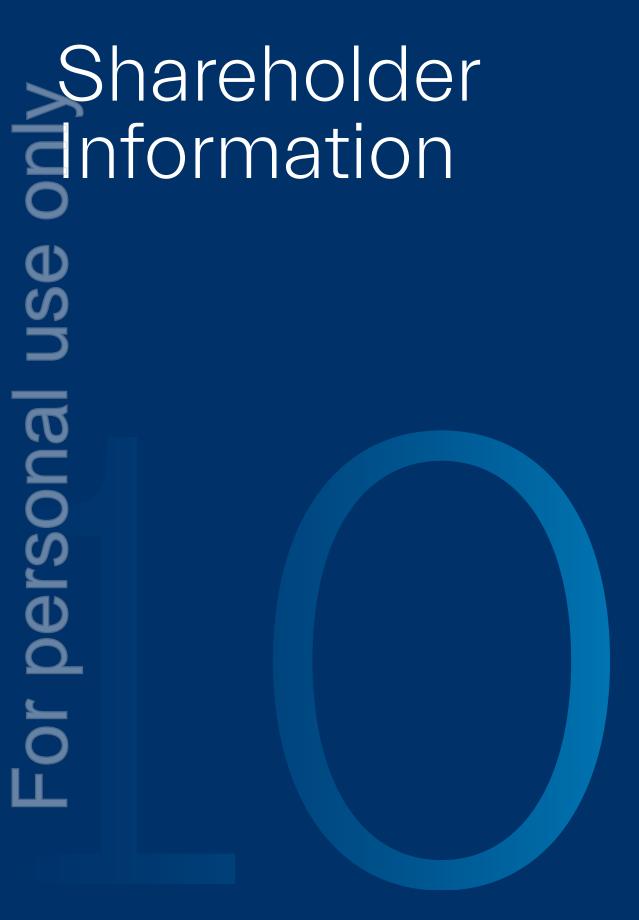
Dean Just

Director

Perth

7 October 2022







# ADDITIONAL SHAREHOLDER INFORMATION

The following additional information is current as at 30 September 2022.

# CORPORATE GOVERNANCE:

The Company's corporate governance statement is available on the Company's website at: www.dubber.net/investors/investor-centre

# SUBSTANTIAL SHAREHOLDER:

Holding ranges	Holders	Total units	% issued share capital
above 0 up to and including 1,000	4,724	2,321,226	0.76%
above 1,000 up to and including 5,000	4,750	12,128,939	3.97%
above 5,000 up to and including 10,000	1,683	12,844,024	4.20%
above 10,000 up to and including 100,000	2,314	68,579,170	22.45%
above 100,000	381	209,611,893	68.62%
Totals	13,852	305,485,252	100.00%

There are 4,049 shareholders with less than a marketable parcel.

# VOTING RIGHTS

Each fully paid ordinary share carries voting rights of one vote per share.



# TOP 20 HOLDERS OF ORDINARY SHARES

Position	Holder Name	Holding	% I
1	J P MORGAN NOMINEES AUSTRALIA PTY LIMITED	29,516,718	9.669
2	UBS NOMINEES PTY LTD	18,980,973	6.21
3	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	12,820,433	4.20
4	STEVE MCGOVERN NOMINEES PTY LTD	6,605,038	2.169
5	CITICORP NOMINEES PTY LIMITED	6,190,119	2.039
6	NATIONAL NOMINEES LIMITED	3,145,634	1.03
7	VENN MILNER SUPERANNUATION PTY LTD	3,078,272	1.019
8	BOSTON FIRST CAPITAL PTY LTD	2,590,000	0.85
9	MOSCH PTY LTD	2,509,524	0.829
10	ONE MANAGED INVESTMENT FUNDS LIMITED <ti a="" c="" growth=""></ti>	2,148,536	0.70
11	MR STUART JAMES HERCULES	1,810,000	0.59
12	STEPHEN MCGOVERN	1,802,632	0.59
13	MRS PENELOPE SLANEY <p a="" c="" family="" j="" slaney=""></p>	1,729,570	0.57
14	BNP PARIBAS NOMS PTY LTD <drp></drp>	1,640,534	0.54
15	ONE MANAGED INVESTMENT FUNDS LIMITED <ti a="" absolute="" c="" return=""></ti>	1,578,389	0.52
16	BAY 88 PTY LTD <joseph a="" c="" camuglia="" fund="" s=""></joseph>	1,550,000	0.51
17	ISLE OF WIGHT PTY LIMITED <mackinnon a="" c="" family=""></mackinnon>	1,457,800	0.48
18	4SIGHT NOMINEES PTY LTD	1,428,572	0.47
19	FISHERS STORES MANAGEMENT PTY LTD <fishers a="" c="" emp="" provident=""></fishers>	1,410,356	0.46
20	VAULT (WA) PTY LTD <vault a="" c=""></vault>	1,338,157	0.44
	Total	103,331,257	33.83
	Total issued capital - selected security class(es)	305,485,252	100.00



# UNQUOTED EQUITY SECURITIES

Number	Number of holders	Class	Holder
870,000	27	ESOP \$0.75 VESTING 29/05/20 EXPIRY 22/03/23	EIP
100,000	1	STI ZEPO EXPIRING 30/06/2023	EIP
3,879,066	2	LTI ZEPO EXPIRING 30/06/2025	EIP
96,509	6	ZEPO'S EXPIRING 31/01/2024	EIP
434,136	20	ESOP \$1.80 EXPIRY 31/01/2024	EIP
75,000	1	ESOP \$1.68 EXPIRY 31/01/2024	EIP
50,000	1	ESOP \$1.21 EXPIRY 30/11/2023	EIP
100,000	1	ESOP \$1.60 EXPIRY 31/05/2024	EIP
100,000	1	ESOP \$NIL EXPIRY 31/05/2024	EIP
110,998	2	ESOP \$NIL EXPIRY 31/07/2024	EIP
900,000	2	ESOP \$1.75 EXPIRY 31/07/2024	EIP
4,935,083	5	ESOP \$NIL EXPIRY 30/06/2025	EIP
250,000	1	ESOP \$1.165 EXPIRY 12/05/2024	EIP
250,000	1	ESOP \$2.64 EXPIRY 12/05/2025	EIP
50,000	1	ZEPO'S EXPIRING 06/08/2023	EIP
100,000	1	ZEPO'S EXPIRING 06/08/2024	EIP
211,486	2	ZEPO'S VEST 17/12/2021 EXP 31/12/2025	EIP
453,523	6	ZEPO'S VEST 17/09/2022 EXP 31/12/2025	EIP
770,831	9	ZEPO'S VEST 17/09/2023 EXP 31/12/2025	EIP
770,831	9	ZEPO'S VEST 17/09/2024 EXP 31/12/2025	EIP
456,733	12	ZEPO'S VEST 31/03/2022 EXP 31/03/2025	EIP
100,000	1	ZEPO'S EXP 30/06/2024	EIP
100,000	1	ZEPO'S VEST 30/06/2024 EXP 30/06/2026	EIP
165,000	4	UNL OPT @ \$2.013 VEST 31/3/22 EX 31/3/25	EIP
125,000	1	UNL OPT @\$2.013 VEST 1/12/21 EX 30/11/24	EIP
1,326,238	52	ZEPO'S VEST 30/09/2022 EXP 30/09/2025	EIP
	870,000 100,000 3,879,066 96,509 434,136 75,000 50,000 100,000 110,998 900,000 4,935,083 250,000 250,000 100,000 211,486 453,523 770,831 770,831 456,733 100,000 100,000 1100,000 125,000	870,000       27         100,000       1         3,879,066       2         96,509       6         434,136       20         75,000       1         100,000       1         100,000       1         110,998       2         900,000       2         4,935,083       5         250,000       1         250,000       1         100,000       1         211,486       2         453,523       6         770,831       9         456,733       12         100,000       1         100,000       1         100,000       1         15,000       4         125,000       1	870,000 27 ESOP \$0.75 VESTING 29/05/20 EXPIRY 22/03/23 100,000 1 STI ZEPO EXPIRING 30/06/2023 3,879,066 2 LITI ZEPO EXPIRING 31/01/2024 434,136 20 ESOP \$1.80 EXPIRY 31/01/2024 434,136 20 ESOP \$1.80 EXPIRY 31/01/2024 5,000 1 ESOP \$1.60 EXPIRY 31/05/2024 5,000 1 ESOP \$1.60 EXPIRY 31/05/2024 100,000 1 ESOP \$1.60 EXPIRY 31/05/2024 110,998 2 ESOP \$NIL EXPIRY 31/05/2024 4,935,083 5 ESOP \$NIL EXPIRY 31/07/2024 4,935,083 5 ESOP \$NIL EXPIRY 31/06/2025 50,000 1 ESOP \$1.165 EXPIRY 12/05/2024 250,000 1 ESOP \$1.165 EXPIRY 12/05/2024 250,000 1 ESOP \$1.165 EXPIRY 12/05/2024 250,000 1 ESOP \$1.165 EXPIRY 12/05/2025 50,000 1 ESOP \$1.165 EXPIRY 12/05/2025 50,000 1 ESOP \$2.64 EXPIRY 12/05/2025 50,000 1 ZEPO'S EXPIRING 06/08/2023 211,486 2 ZEPO'S VEST 17/09/2022 EXP 31/12/2025 453,523 6 ZEPO'S VEST 17/09/2022 EXP 31/12/2025 770,831 9 ZEPO'S VEST 17/09/2023 EXP 31/12/2025 456,733 12 ZEPO'S VEST 17/09/2024 EXP 31/12/2025 456,733 12 ZEPO'S VEST 17/09/2024 EXP 31/13/2025 100,000 1 ZEPO'S VEST 31/03/2022 EXP 31/13/2025 100,000 1 ZEPO'S VEST 31/03/2022 EXP 31/13/2025

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