



January 29, 2021

# Q2 FY21 Investor Update

SEE OUR Q2 UPDATE VIDEO 

[www.dubber.net/q2-investor-update-video](http://www.dubber.net/q2-investor-update-video)

*dubber*



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# First things first

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

#1	#2	#3	#4
<p>(W)in the network - thezzz only network- first solution</p> <p>Always on and in the network</p> 	<p>(W)in the world's leading uc &amp; technology solutions - preferred and partnered</p> 	<p>Unlock network effects with every user added through the platform</p> 	<p>Harness our technology to drive efficient scaling through operational and technology advantage</p> 





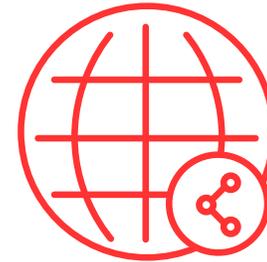
# A new, new normal

COVID-19 continues to drive demand for Dubber UCR



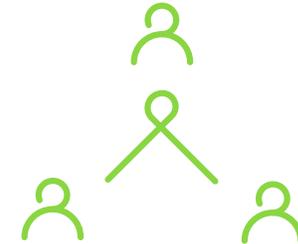
## Ensuring the safety & wellbeing of customers & employees

- Voice intelligence provides real-time insights & accelerates time to remediation
- FCA ends need not to record compliant conversations from home



## Assisting customers and partners globally

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

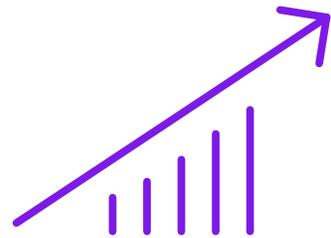


## New business continuity & compliance requirements

- Demand for insights and data from dispersed end-points
- Traditional call center architectures disrupted by pandemic trends globally and acceleration to UCaaS<sup>1</sup>



# Our financial model



SUSTAINED  
SUBSCRIPTION GROWTH



DRIVE NETWORK &  
SOLUTION YIELD



GROW ARR THROUGH  
NEW USE CASES &  
FUNCTIONALITY



IMPROVING OPERATING  
LEVERAGE



# Strategy driving compelling outcomes

REVENUE: Q2 FY21

**\$4.28m**

+78% PCP

ANNUALISED RECURRING REVENUE (ARR)

**\$28.4m\***

+168% PCP

CASH ON HAND

**\$42m**

SUBSCRIBERS

**300,000+**

+145% PCP

SERVICE PROVIDERS & SOLUTIONS

Contracted	Billing
<b>150</b>	<b>94</b>
+22% PCP	+45% PCP

CASH RECEIPTS: Q2 FY21

**\$4.24m**

+244% PCP

PCP: Prior Corresponding Period

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

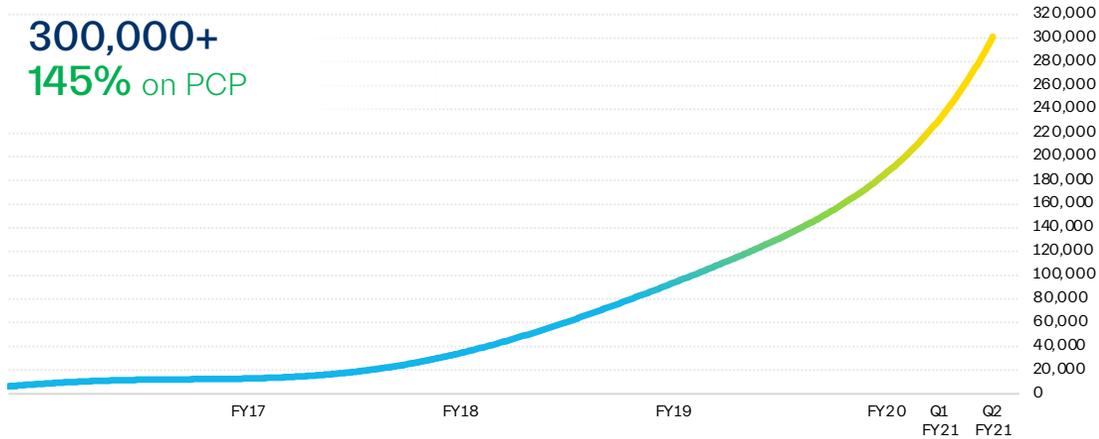


# Strategy driving compelling outcomes



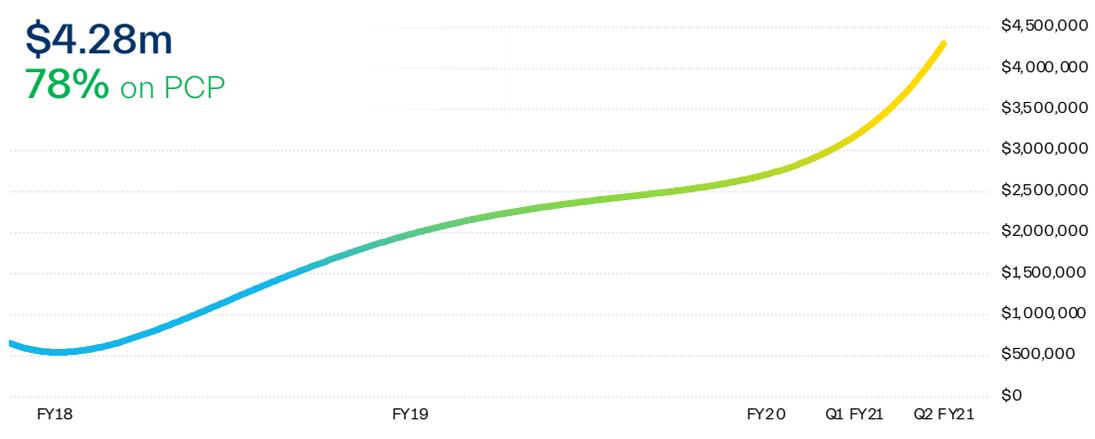
## Subscribers | Q2 FY21

**300,000+**  
145% on PCP



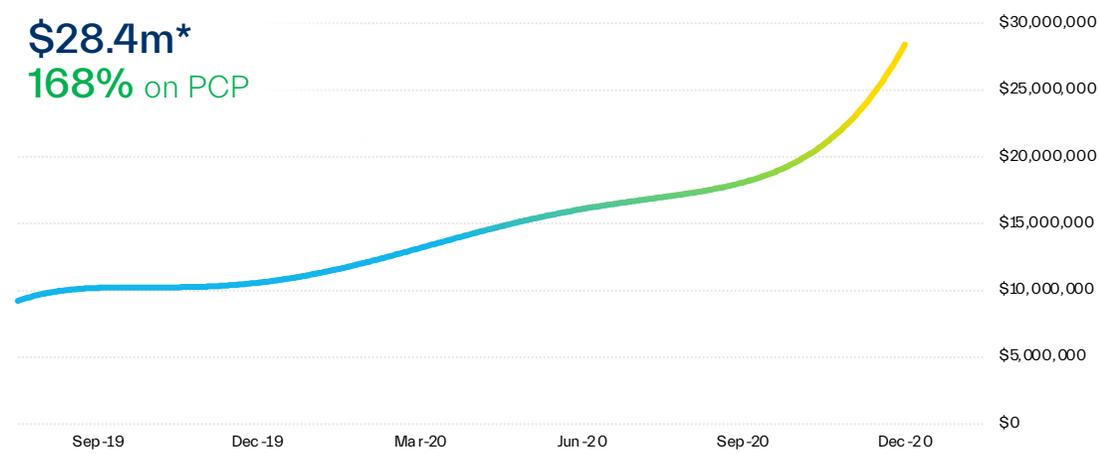
## Revenue | Q2 FY21

**\$4.28m**  
78% on PCP



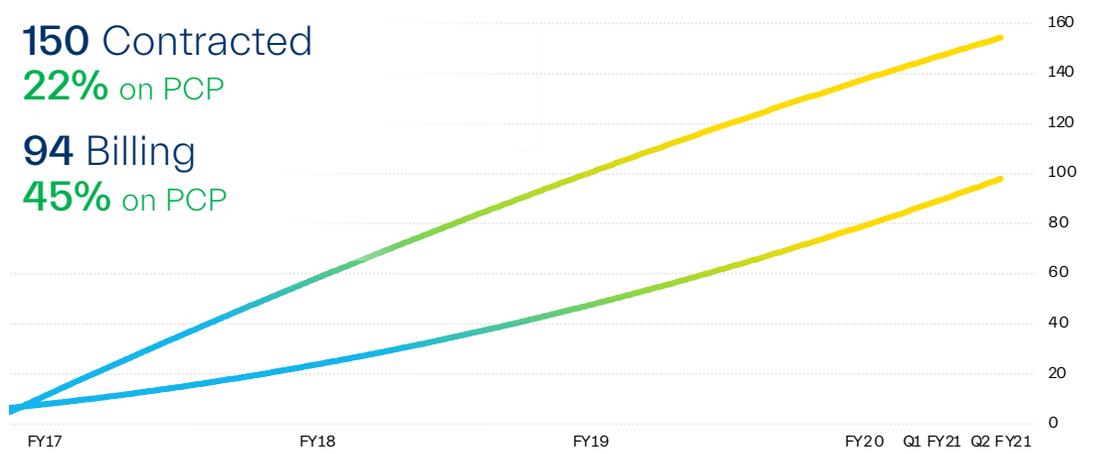
## Annualised Recurring Revenue (ARR) | Q2 FY21

**\$28.4m\***  
168% on PCP



## Service Providers & Solutions | Q2 FY21

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



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

# Our Strategy Simplified

## Our Mission:

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

## Our Vision:

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

## Our Focus:

Realizing the potential of Voice data as a Service

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



# Accelerating global footprint

Over 150 networks and solution partners globally

MOMENTUM WITH MAJOR SERVICE & SOLUTION PARTNERS THIS QUARTER



WITH MORE COMING & GROWING TIER ONE DISTRIBUTION!





# Product momentum continues

## Innovation delivered in the Cloud

### NEW & IMPROVED INTERGRATIONS



AVAYA



### RICHER FUNCTIONALITY POWERING COMPLIANCE & CX



#### AI Speaker Detection

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



#### AI Question Detection

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



#### Legal Hold

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



# Introducing Speik

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



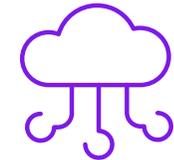
Founded  
2019



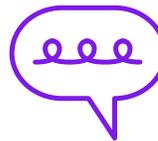
38  
Employees



HQ  
Oxfordshire, UK



Hosted &  
cloud



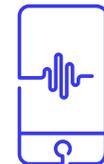
Billions of minutes  
recorded



Industry leading  
compliance



Industry leading  
PCI & Payments



Pioneer in mobile  
call recording



# A compelling acquisition

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

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





# Speik Overview

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

## Call Recording

Cloud call recording supplier with multiple leading UK network relationships

### Case Study:

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

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



## Call Archive

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

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

### Case Study:

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



## PCI DSS Compliant Phone Payments

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

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

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

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

### Case Study:

Speik are Vodafone's Global PCI DSS partner



# Our path to \$100m and beyond

## OUR STARTING POINT

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



## PRESENT → FUTURE

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

# New starters



The team members below have joined the Dubber team this quarter!

## New Starters

Clint	Wilson	Customer Support Specialist	Solutions - USA
Dawn	Collett	DevOps	Dev Team
Sarah	McLennan	ANZ Marketing & Growth Programs Lead	Marketing
Donald	Gordon	Senior Account Director	Sales - USA
Jason	Ryan	Senior Designer	Marketing
Abdul	Yacin	Global Product Marketing Director	Marketing
Amy	van Stekelenburg	Marketing Executive	Marketing
Tonnie	Gore	Senior Director, Strategic Partners	Sales - USA
Penny	Markou	EA to Co-Founder	Exec Team
Lulu	Shiraz	Director of Sales, Telstra	Sales - AUS
David	Ralston	Director, Enterprise Partners	Sales - AUS
Ravel	Todd	U.S Marketing Director	Marketing - USA
Joseph	Gatto	Senior Account Director	Sales - USA
Patrick	Rankine	Senior Solutions Consultant	Solutions EMEA
Ed	Ziska	Senior Channel Manager	Sales - USA
Nehemiah	Miles	BA / Iteration Manager	Dev Team
Simon	Broadbent	VP Sales EMEA	Sales - EMEA
Scott	Westwood	Account Director	Sales - EMEA

*dubber* "Growth is never by mere chance; it is the result of forces working together." - James Cash Penney

# Team Anniversaries



The team members below are celebrating their Dubber anniversary this quarter!

## Years of Service

**8** Murali Krishna Dev Team  
Michael Marini Dev Team

**5** Simon Raynor Solutions

**4** Emma Essex Solutions EMEA  
Andre Dobroskok Dev Team

**2** Paul Lloyd Sales - USA  
Des Drury Dev Team

**1** Adam Freeman Sales - EMEA  
Reuben Tellis Dev Team  
Sreekanth Sreevalsam Solutions  
William Sandy Marketing EMEA  
Christian Hope Dev Team  
Dana Wiggin Sales - USA  
Karl Putz Solutions - USA  
Saleem Dinmahomed Solutions EMEA  
Tom O'Neill Sales - EMEA  
Scott Hayes Operations  
Jarrold Folino Dev Team  
Vishal Kaimal Product



# Thank you

SEE OUR Q2 UPDATE VIDEO 

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## Dallas

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1920 McKinney Ave, Dallas, TX  
75201, USA

## Melbourne

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Level 5, 2 Russell Street, Melbourne,  
3000, Australia

## London

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41 Corsham Street,  
London, N1 6DR, UK

## Atlanta

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3280 Peachtree Rd NE Floor 6, Atlanta,  
GA 30305, USA

## Sydney

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5 Martin Place, Sydney, 2000,  
Australia

