Thorney Technologies Ltd
ABN 66 096 782 188

ASX Announcement: **20 November 2019** ASX Code: **TEK**

THORNEY INVESTMENT FORUM – COMPANY PRESENTATIONS

Please find attached a company presentation from Dubber Corporation Ltd [ASX:DUB] being presented at today's Thorney Investment Forum in Melbourne.

Details:
Date Wednesday 20 November 2019
Location: Ernst & Young
Address: Level 23, 8 Exhibition Street, Melbourne
Time: 9.30am for 9.45am, concluding by 1.00pm

A video recording of the presentations will also be uploaded to the respective websites a few days after the forum concludes.

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Dubber Corporation Limited ASX:DUB

Investor Presentation

Thorney Investor Forum

20 November 2019

A Call Recording Platform as a Service

Dubber is the world's leading and only call recording Platform as a Service for Telecommunications Service Providers.

Dubber Vision

1 Call recording is a feature that should be available immediately as part of your telecommunications service.

2 Artificial Intelligence (AI) will be enabled for every phone.

Introducing Dubber

Disruptor

Disrupting a multi-billion-dollar industry

Leader

Industry leader, appealing to Enterprise, business and individuals

Scalable

A global company with scalable technology and a scalable business model

Essential

An essential service offering for leading global providers

Innovator

Provides call recording for compliance and voice data for AI, analytics and ‘big data’ applications

Platform of Choice for Global Leaders

- Dubber has been chosen by **113** telecommunications service providers globally, including **AT&T**
- Dubber is a core service for **Cisco Systems**, the world's largest networking company
- To capture voice data for Insights, sentiment, AI and value added services – **IBM**

dubber

The Platform

Marketplace

Productise insights

Available as a bolt on

Call Recording

Connected at a Network level

Capturing voice data

Foundation for AI

Dubber AI

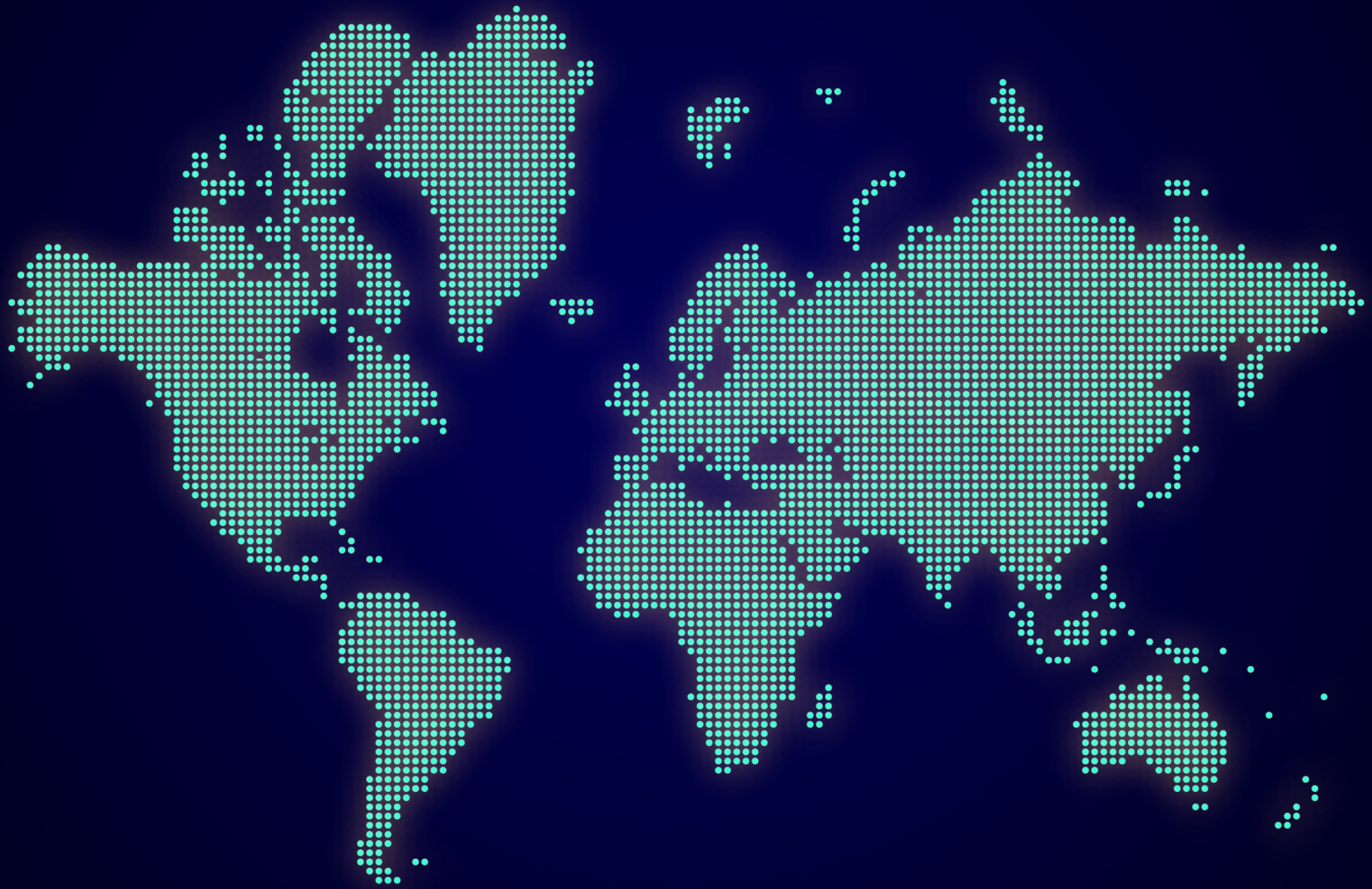
Insights for businesses

Direct seed to CRM

Improving business processes

Global Availability

IBM & Cisco partnerships have assisted with global availability

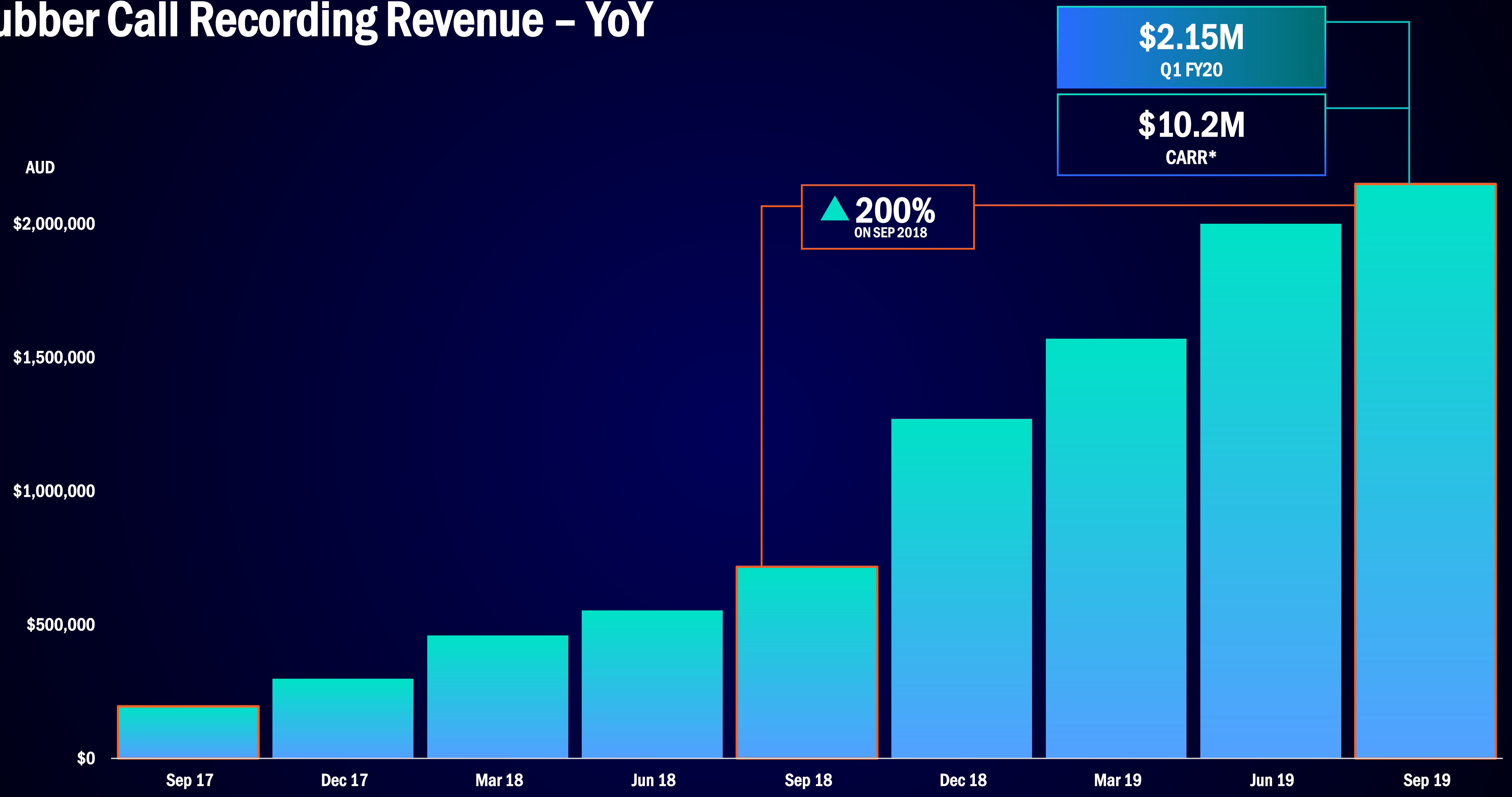


dubber

FY19 | Full Year Highlights

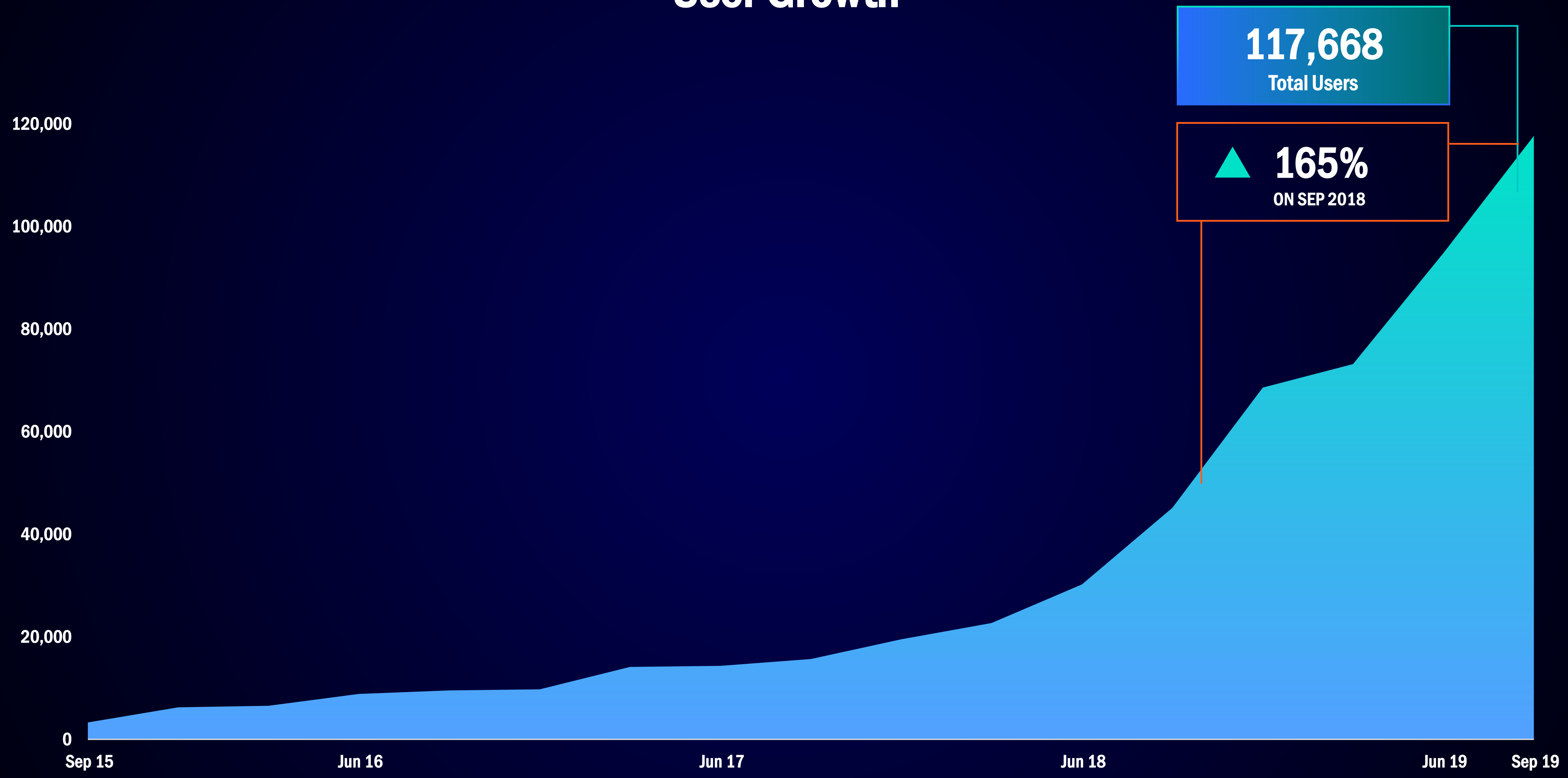
$1.5m Operating Revenue in 2018	▶	$5.54m Operating revenue in 2019	▲ 269% Increase in operating revenue
29,405 Users in 2018	▶	94,825 Users in 2019	▲ 222% Increase in users
38 Telecommunications provider in 2018	▶	106 Telecommunications provider in 2019	▲ 179% Increase in Telecommunications provider
$5.6m Cash at bank at 30 June 2018	▶	$19.6m Cash at bank at 30 June 2019	

Dubber Call Recording Revenue – YoY



*CARR is calculated by number of billable users x average revenue per user (ARPU) and does not include one-off items or discounted periods.

User Growth



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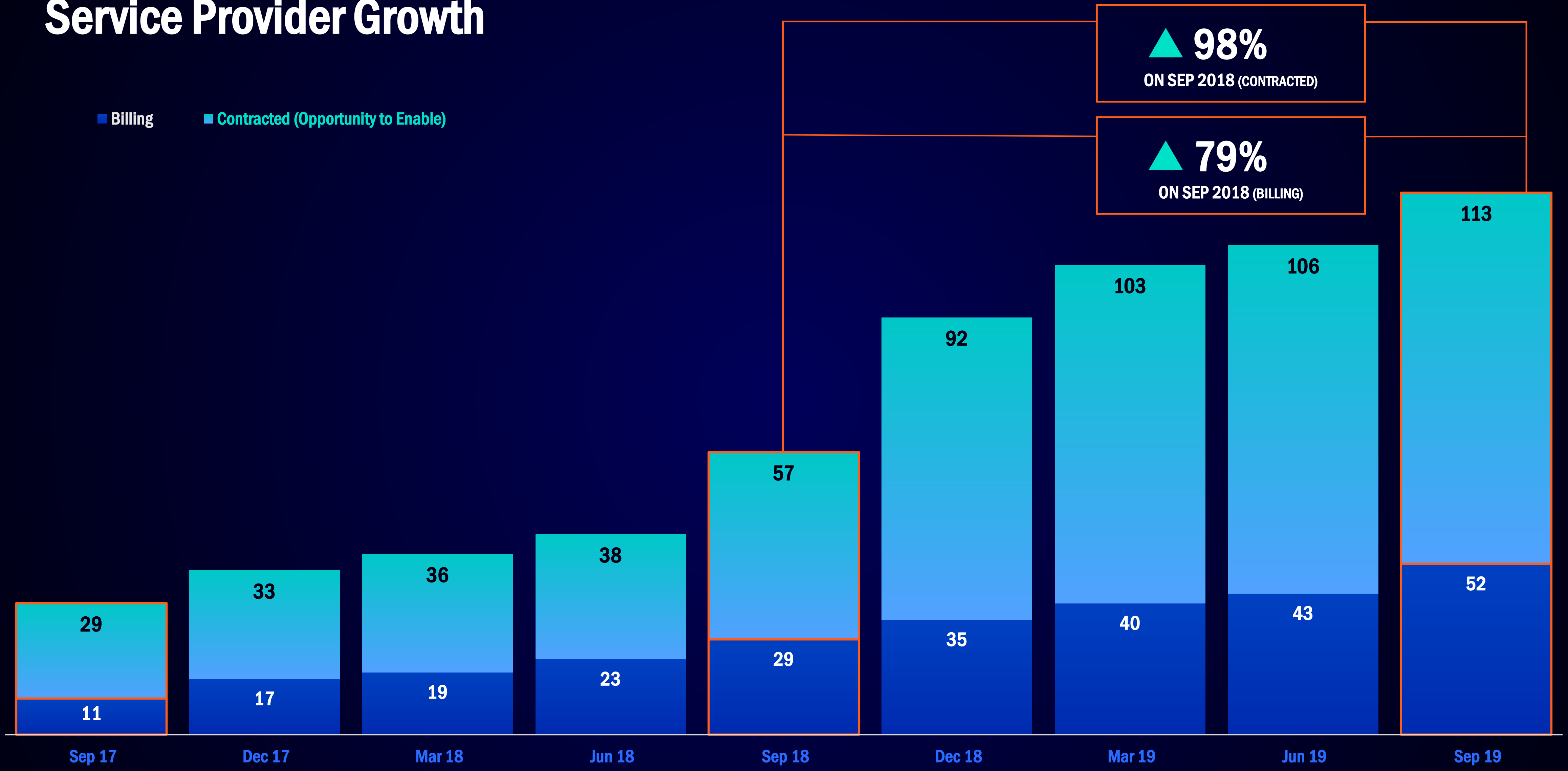
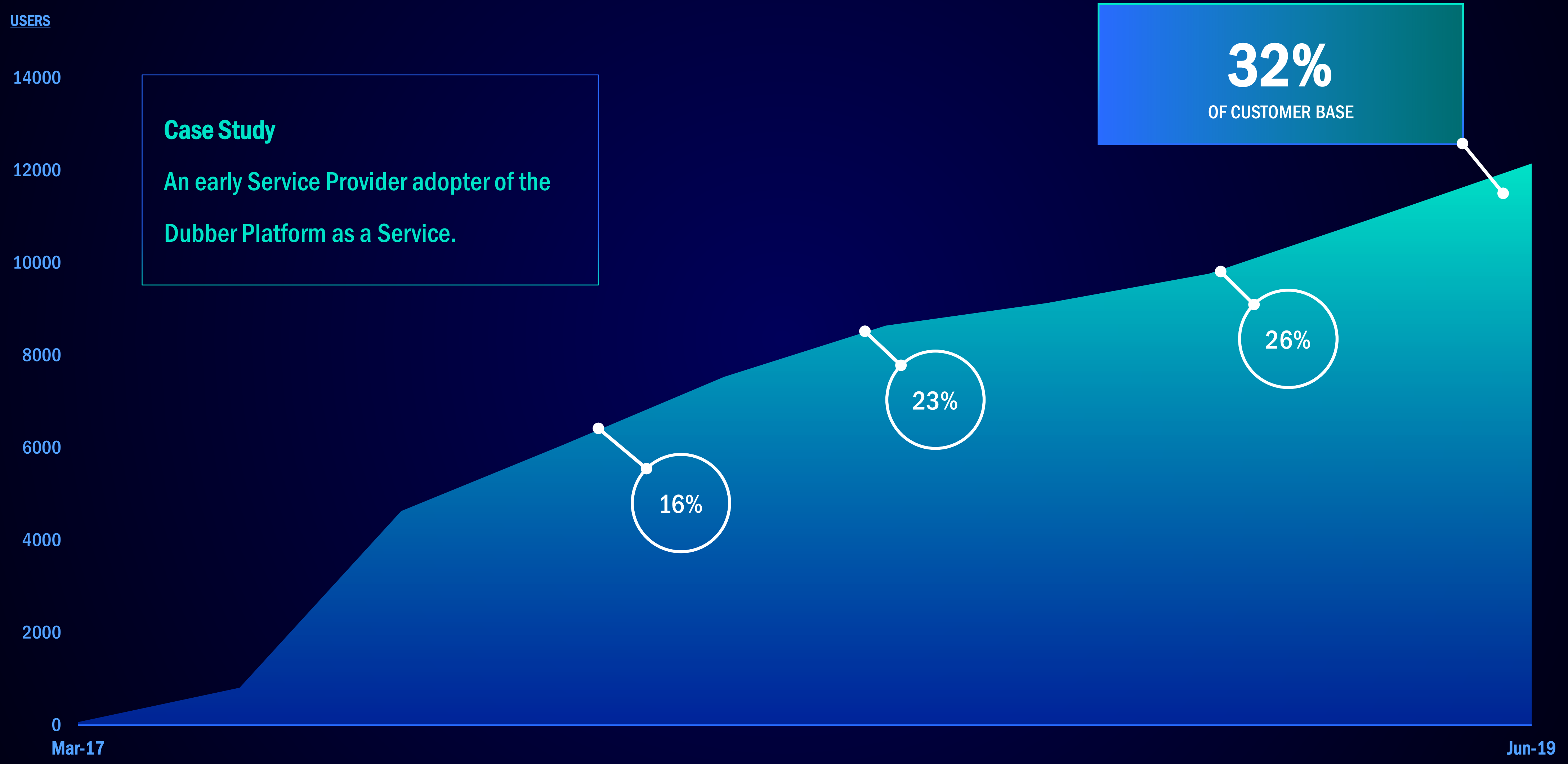
Service Provider Growth



Bundling essential services drives growth

Case Study

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



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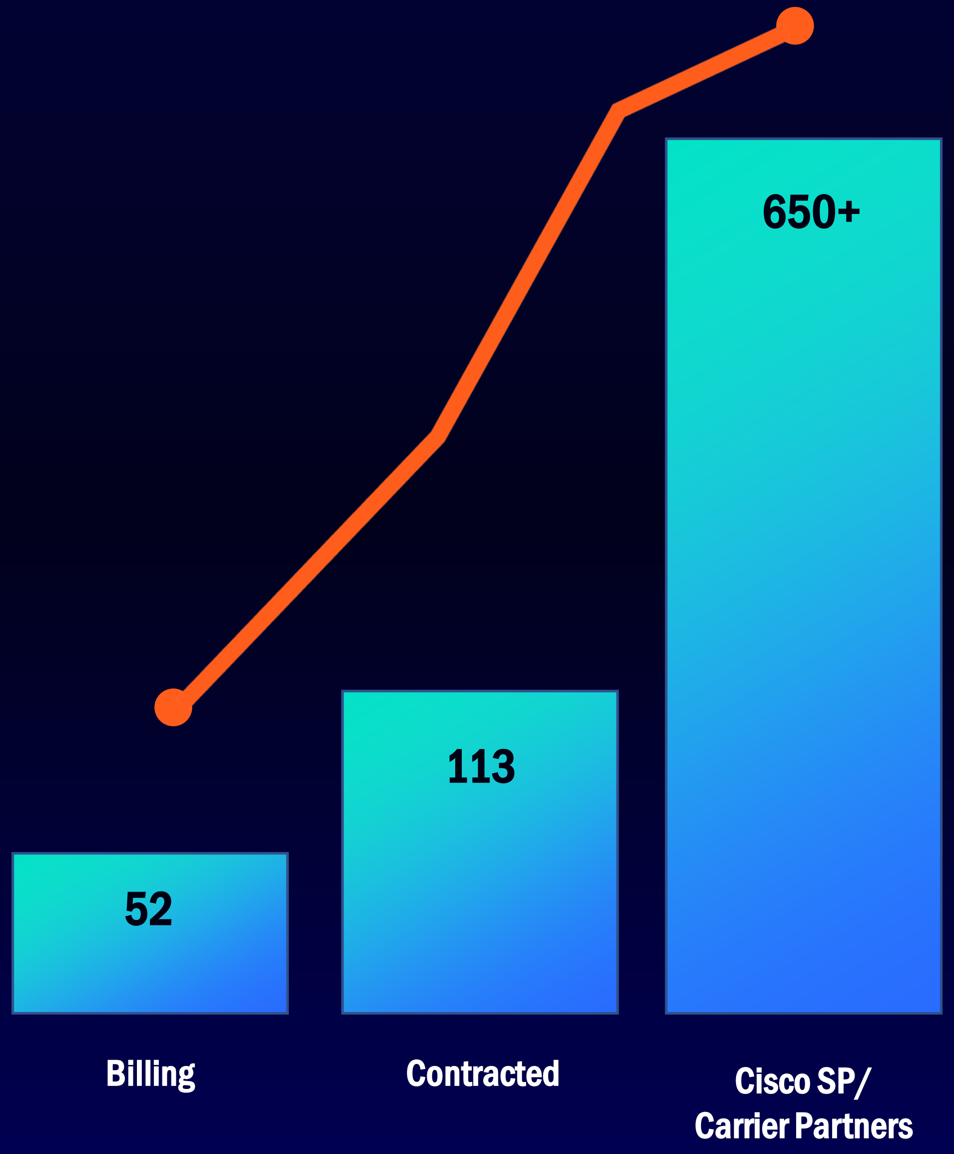
UNIQUE ACCESS TO 650+ GLOBAL TELCO'S



The Platform of choice for: **Cisco BroadSoft**

OCTOBER 2019

52

x Billing Telcos

=117,668 users

and growing

"Dubber's call recording and data capture services will form part of our core BroadSoft Business cloud PBX and unified communication applications and the underlying highly scalable **BroadCloud** platform..."

CDMO, Broadsoft

Dubber in FY20

1. Consolidating Dubber as the Platform of choice for global Tier 1 Carriers
2. Mobile network Call Recording and Voice AI
3. Leveraging Dubber's position with Cisco inline with their own Cloud strategy
4. Continued focus on Dubber's key metrics

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Uniquely set up for global scale

Two growing markets; Call Recording & AI

Long tail of future revenue; integrating at network core

Significant operating leverage; cloud infrastructure and cost base

Global Sales Channel; via world class partnerships

Global scalable opportunities; Company is funded to scale its operating team

Corporate Profile

ASX Ticker	**DUB**
Number of share on issue*	**189.6m**
Options on issue*	**7.585m**
Share price	**$1.20**
Market Cap	**$227m**

** As at 5th November 2019*

Board of Directors

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

Cash Position at 30 September 2019

- *Cash held - $16.5 m*

dubber.net

For more information please contact:

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