



ASX Announcement  
31 July 2015

## QUARTERLY REPORT 1 APRIL – 30 JUNE 2015

### Current Performance Highlights

- From 31 December to 30 June Dubber users increase by 141%
- Broadsoft certification
- Dubber Lab introduced to enable instant connectivity for telco customers worldwide who wish to offer call recording
- Dubber attended as Platinum Sponsor for Broadsoft Customer and Technical Summits in Melbourne, Hong Kong and Warsaw
- Dubber presented at the ASX Spotlight Asia Conference in Singapore & Hong Kong
- Dubber begins to work with a number of local and international telecommunications companies introduced by Broadsoft
- Dubber launches into Asia with Re-seller network and first reference customer

### Business Outlook

Cloud-based software technology solution provider, **Dubber Corporation Limited (ASX: DUB)** ("Dubber" and "Company") is pleased to provide shareholders with a report for the quarter ending 30 June 2015.

Dubber was officially listed on the ASX on 11 March 2015. This is the first full quarter report for the Company since listing.

The Company has continued its focus on the telecommunications sector as its preferred primary sales channel.

### Highlights & Achievements for Dubber for the Quarter Ended 30 June 2015

This quarter has been highly productive for Dubber with commercial partnerships formed with Broadsoft and the rollout of the innovative Dubber Lab. The Broadsoft accreditation has led to Dubber being introduced to a number of international telco's that use the Broadsoft products.



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### **Broadsoft**

As announced on 4 May, Dubber and Broadsoft had successfully completed testing for the interoperability (the seamless exchange of information between individual systems) of their respective platforms.

This interoperability enables telecommunications service providers to integrate Dubber's call recording platform into their existing Broadsoft software without needing any additional hardware.

A key advantage is that Dubber is a platform that operates wholly in the cloud and which enables the benefits of total scalability across a telco's entire Broadworks customer base without the need for costly upfront capital expenditure when deploying its call recording platform.

Broadsoft's over 500 telecommunication service provider clients will be able to adopt the Dubber cloud based software technology on a Software as a Service (SaaS) subscription basis.

The advantage for Dubber is that it will expedite the sales cycle with telecommunications providers as the qualifying Broadsoft platform testing has already been completed.

Dubber was a Platinum Sponsor at the Broadsoft Customer and Technical Summits held in Melbourne, Hong Kong and Warsaw.

### **Dubber Lab**

Dubber Lab was announced to the market on 13 July.

Dubber Lab enables telecommunications and service providers to connect to the Dubber platform within hours for testing and migrate seamlessly into a customer billing environment without technical hurdles or requirements.

It is anticipated that the lab will expedite the sales cycle with telecommunications providers, enabling them to do their own testing on their existing Broadsoft network without any capital expenditure.

Dubber already has interest from international telco's to connect to the Dubber Lab with the first one already connected.

### **ASX Spotlight Asia Conference**

From 26 to 28 May, Dubber presented at the ASX Spotlight Asia Conference. This included a presentation in Singapore on 26 May followed by a presentation in Hong Kong on 28 May.

ASX Spotlight Asia is part of the ASX Spotlight Series, which provides ASX-listed companies the opportunity to present business opportunities to potential investors.

### **User Growth and Cash position**

The business operates a SaaS model charging customers on a monthly subscription basis. As at 30 June 2015 Dubber had 2915 users (generating approximately \$24,000 in billed revenue in the month of July), up from 1209 at 31 December 2014, an increase of 141% during the 6 months. Management is aiming to continue working towards accelerating the growth in User numbers while maintaining stable overhead costs. This provides Dubber with a business model that is highly leveraged to profitability as User numbers increase.



In addition to Dubber's current cash balance of approximately \$1.7m the Company will be lodging in August an R & D tax concession which it estimates will be in excess of \$1m and should be paid during the current quarter.

### Asian Launch

On 31<sup>st</sup> July Dubber announced that it had engaged a Master Distributor in Asia with a re-seller network which had existing access to enterprise customers and telecommunications providers throughout the continent. This progresses Dubber's strategy in the region with the first customer announced in Singapore.

### About Dubber

The Dubber technology suite provides call recording and audio asset management in the cloud. Recording will be available across all devices and is instantly accessible for many and varied user cases.

Dubber will surpass the limitations of existing systems, enhance the benefits and simplify the ability of all potential users to record calls.

Dubber is a transformative cloud based software technology in a multi-billion dollar hardware centric market place. It provides enhanced service and is flexible to a myriad of applications not easily achievable with current market solutions. These benefits include immediate access to the call recording at any time from any location and the ability to asset manage and utilize recordings within existing enterprise systems as is the case for other forms of content, but largely not for voice recording, until now.

For more information please visit: [www.dubber.net](http://www.dubber.net)

### For further information please contact:

**Steve McGovern**, Managing Director  
**Dubber Corporation Limited**

**Rod North**, Managing Director,  
**Bourse Communications Pty Ltd**  
T: (03) 9510 8309, M: 0408 670 706  
E: [rod@boursecommunications.com.au](mailto:rod@boursecommunications.com.au)



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