



ASX Announcement
ASX Code: DUB

29 January 2016

QUARTERLY REPORT 1 OCTOBER – 31 DECEMBER 2015

Current Performance Highlights

- **3x revenue increase since 30 September**
- **Dubber platform advancement released at Broadsoft ‘Connections’**
- **First US telecommunications carrier; Blue IP signs agreement**
- **‘Big Four’ Australian bank signs agreement with Dubber Pty Ltd**
- **\$5.7m Capital Raising Completed**

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 31 December 2015.

During the quarter the Company has substantially increased activity in the telecommunications sector with an expanded global focus, notably in Europe, Asia and the USA.

In Australia the Company has developed key commercial opportunities in both the telecommunications and business sector, securing its first agreement with a ‘big four’ bank.

On the Corporate front, Dubber successfully completed a capital raising which fast tracks the international growth strategy underpinned by investment in the Company from a range of highly regarded institutions and entities.



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Highlights & Achievements for Dubber for the Quarter Ended 31 December 2015

Broadsoft 'Connections'

In late October, Dubber participated at the international convention, Broadsoft 'Connections'. This event was attended by most of the world's leading telecommunications companies.

During 2015, Dubber became accredited as being fully operational with the Broadworks Unified Communications platform and in Q3 2015 Dubber launched its 'Dubber Labs for Broadworks.'

At Broadsoft 'Connections' Dubber was able to demonstrate its unique technology and commercial proposition to those telecommunications providers in attendance by inviting them to connect to the Dubber lab literally within minutes. This strategy has proven to be highly successful both in terms of customer engagement and, also proving up the technology.

Blue IP

In the week prior to Broadsoft 'Connections' a US based telco provider, Blue IP, was able to productise a recording platform using the Dubber API technology suite, the platform being demonstrated at the 'Connections' event as a live production environment.

The ability to create and deploy such a platform in a matter of days is revolutionary in the telecommunications sector.

Subsequently Blu IP has signed a wholesale agreement with Dubber as its first US customer with end users to be connected in Q1 2016.

'On Demand' and 'Total Scale'

At 'Connections', Dubber was able to launch its 'Pay As You Go' on demand recording solution which is a world first in that Dubber provides the opportunity for a telco to enable recording for its entire customer base which, in turn leads to new and unique pricing/revenue opportunities either on a transactional or subscription basis.

Dubber's 'Total Scale' proposition is a total transformation of the call recording philosophy. Whereas, traditionally, call recording platforms have recordings archived in order to free up storage, Dubber encourages end users to bring as many recordings as possible into the platform. This moves the call recording industry from being one of compliance and referenceability into one of data capture to drive processes and workflow optimisation.

Capital Raising

In November Dubber successfully raised \$5.7m via placement. The funds were raised to enable Dubber to expand globally with immediate focus on the UK and European operations.

The capital raising enabled Dubber to add significant investors such as Thorney Investments, Tony Gandel and Technical Investing to its register along with industry notables and other previously supportive shareholders.



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'Big Four ' Bank

As announced on 3 November, Dubber was chosen by a leading Australian bank to provide solutions under an agreement valued at \$1.68m subsequent to an initial deployment. The agreement is scheduled to commence in Q1 2016.

UK/ European base

In line with the capital raising, Dubber has opened an office in London to cater for the immediate European telco opportunities. Accordingly, General Manager James Slaney and Head of Solution Architecture, Nick Atkin, will be leading the operations in the London office with key sales and support personnel to be appointed in Q1 2016.

Note to Cash Position

In addition to Dubber's cash balance of approximately \$4.3m the Company lodged an R & D tax concession which was in excess of \$1.3m with the funds received in January 2016.

About Dubber

Dubber is the world's most scalable call recording service which enables telcos and customers to think about capturing voice data in a way which they have never previously considered.

A true native cloud platform, Dubber is revolutionising the call recording industry.

Its high availability, unique total scale and true Software As A Service (SAAS) offering enable telecommunications carriers and customers to implement and manage recordings as never before without the need for hardware or capital expenditure.

For more information:

www.dubber.net

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