



## Dubber 2021 AGM Report

ASX Code	DUB
Meeting Time/Date	11am, Wednesday 24 <sup>th</sup> November 2021
Type of Meeting	Virtual
Proxy Collector	Mike Muntisov
Pre AGM Meeting?	No

## Growth through network effects

### What the Company Does

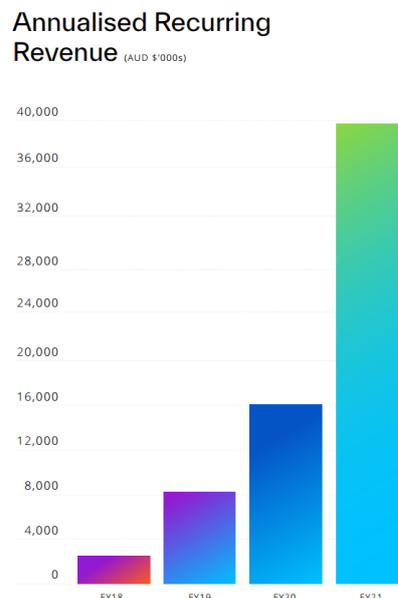
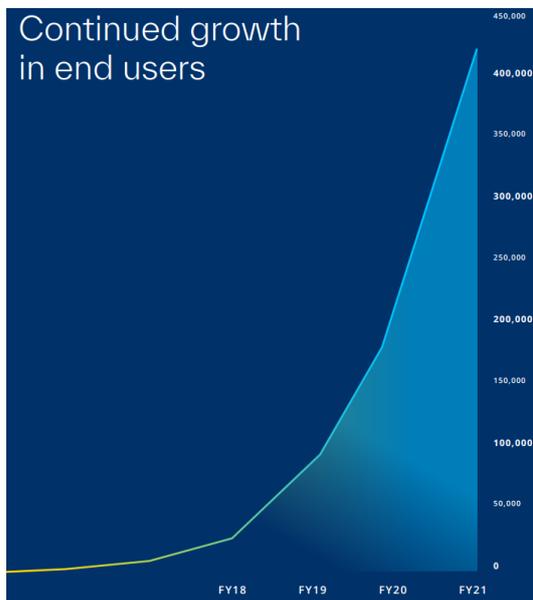
Dubber operates globally with its platform providing seamless call recording and audio asset management in the cloud via a Software-as-a-Service business model.

### Developments in the Financial Year

Highlights included:

- More active users were added over the last 12 months than the entire history prior;
- Active users increased by 118% to more than 420,000 ;
- Operating revenue grew from \$9.6m to \$20.3m; up 111% ;
- Number of billing telecommunication services providers increased by 27% to 105;
- Completed the acquisition of UK-based call recording and PCI payments company Speik in December 2020.

The growth of the company is well illustrated by the following graphics from the Dubber 2021 annual report.



After financial year close, the company conducted a capital raise of \$110m, and also announced the acquisition of Notiv, an AI-powered conversion of network calls into notes and actions.

The company was included in the ASX300 in September 2021.

### Debate and Voting at the AGM

The meeting was conducted on Zoom.

The ASA asked about board independence and diversity. The chair advised that they have identified a strong, overseas-based female director candidate who they hope will join the board.

In response to a resolution to amend the constitution to allow virtual-only meetings, we commented that ASA’s preference was hybrid meetings. A shareholder used the chat function to say they liked Zoom meetings despite the ASA’s view!

A question by a shareholder on an apparent discrepancy in the annual accounts was taken on notice by the auditor.

All resolutions passed comfortably.

### Outlook Statements from the Company

The following slides taken from the CEO’s AGM presentation summarise the strategy and outlook of the company.

## Q1 FY 2022



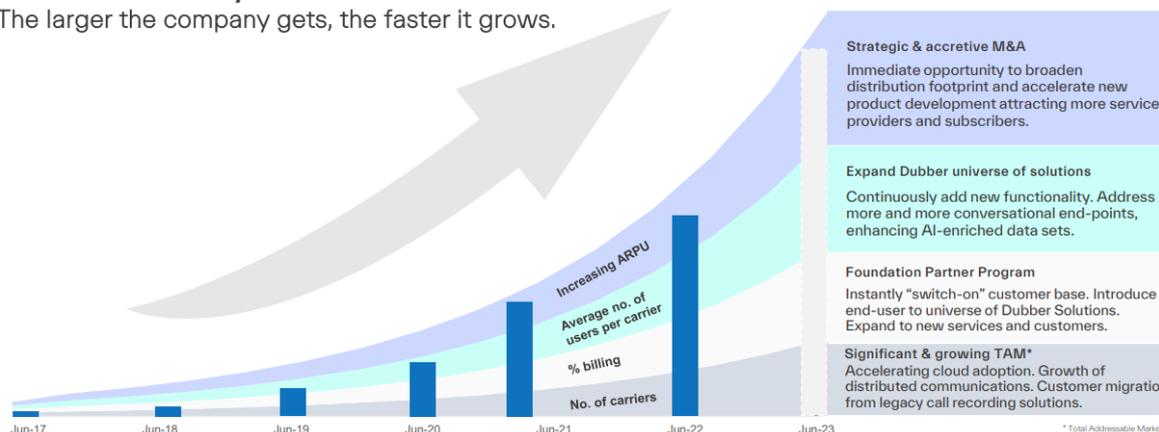
- ### WHAT'S NEXT
- Continued Growth of ARR**  
 The Company has established an underlying quarterly revenue growth 'run rate' augmented by M&A activity and Foundation Partner Programmes.
  - Expansion of Network Footprint**  
 deployment of the Dubber platform into mobile networks and Foundation Partner Programmes leading to a pre-eminent position for Unified Call Recording.
  - Deployment of Leading & Disruptive Product Layers**  
 providing value to SPs and users by turning network calls into content and enabling new use cases across a broad Total Addressable Market (TAM)
  - Establishing the Brand as a Global Leader**  
 SPs see value in the Dubber brand for its unique capabilities starting with UCR.
  - Building the Company**  
 Dubber is in a position to appoint global leaders to the executive and board team.
  - Building the Corporate Profile**  
 building on processes and strategies which create value for all stakeholders including employees, commercial partners and shareholders.



## Outlook: Accelerating Our Revenue Momentum



**Dubber has built a 4-layered network effect.**  
The larger the company gets, the faster it grows.



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### Meeting Statistics

Number of Holdings Represented by ASA	1
Number of Shares represented by ASA	20,163
Value of Shares represented by ASA	\$67k
Number Attending Meeting	Approximately 35 on Zoom
Market capitalisation	\$1.0B
Were proxies voted?	Yes, on a poll

### Monitor Shareholding

*The individual(s) involved in the preparation of this AGM Report has no shareholding in this company.*

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