



Acting CEO Presentation

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Agenda

Sales Performance Update

Dubber Trends

Update on FY24 expectations

Update on Investigation and recovery of funds

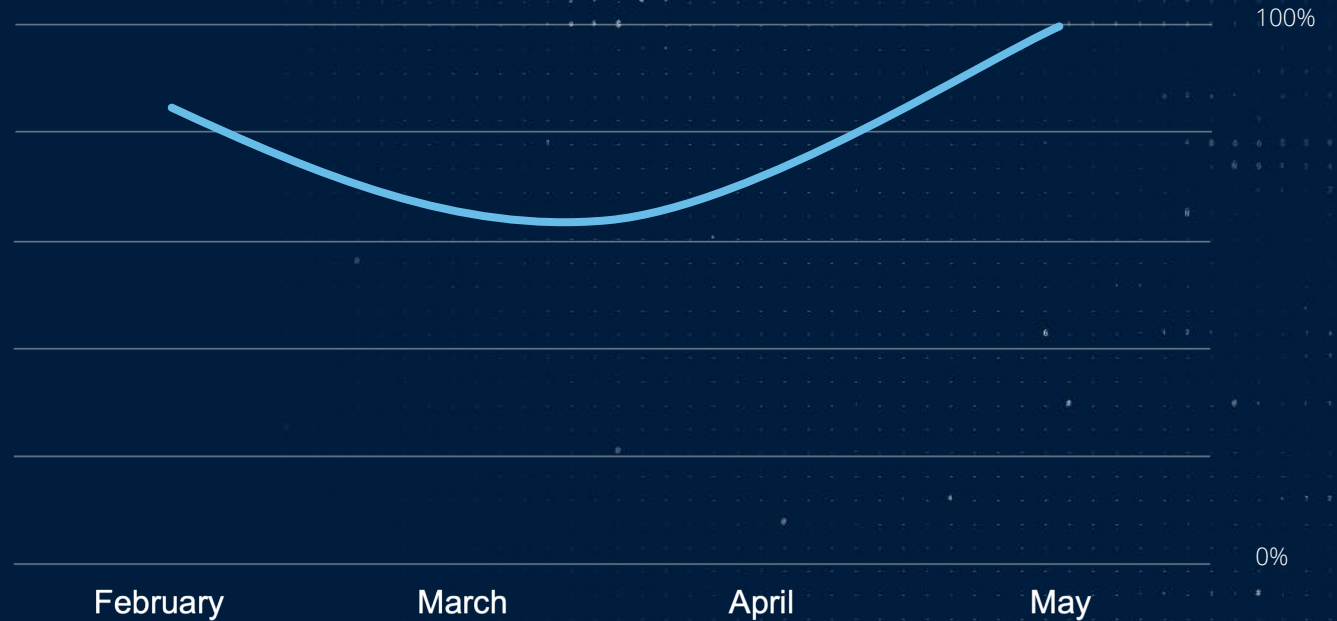
CEO Recruitment



Sales Performance Update



- No Communication Service Provider (CSP) Partners have been lost as a result of recent events.
- Most Partners have been actively selling Dubber products since the capital raise earlier this year.
- Sales momentum has rebounded with month-on-month revenue growth in May 24.
- Focus on improving data and timeliness of internal reporting to facilitate faster decision making.



Partner advised sales levels by month, relative to May 24

Reallocating resources to engaged and active Partners



Our Pathways to market

→ Partner sales (SMEs)

- Priority Partners who are active and have the capability to sell without assistance of Dubber.
- Repeatable sales motions with high focus on SME segment.
- Call Recording packages have been the majority of growth.
- Most are currently releasing Dubber Moment (AI) packages.
- Dubber Partner Managers focused on expanding the number of Partner sales representatives who are selling Dubber packages.
- We have recently aligned the sales and marketing of Dubber behind this with positive early results.

→ Dubber Assisted

- Assisting the Partner sales teams to be capable to sell Dubber packages.
- First step of relationship with a Partner to become priority.
- Dubber Partner managers assist Partner sales teams to create opportunities and win initial deals.
- Partners become capable to sell without assistance and move to Partner Led Sales.

→ Dubber Led

- Dubber leads the sales engagement with partner.
- Generally larger and complex opportunities.
- Longer sales cycles with many steps to winning.

→ Platform deals

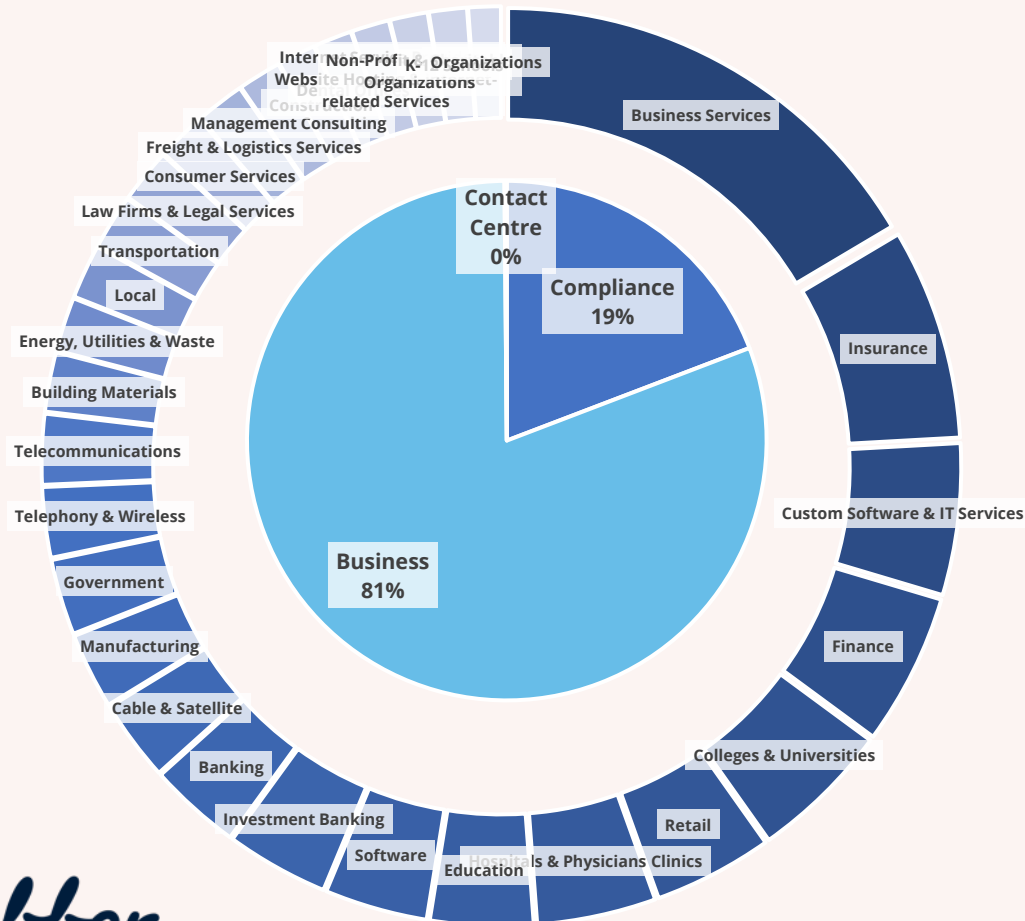
- Typically very long sales cycle.
- Need a senior executive to negotiate and execute from both parties.
- Market feedback has led to development of “Trends” to assist in Platform deals.

Aligned with our CSP Partners' end customers needs

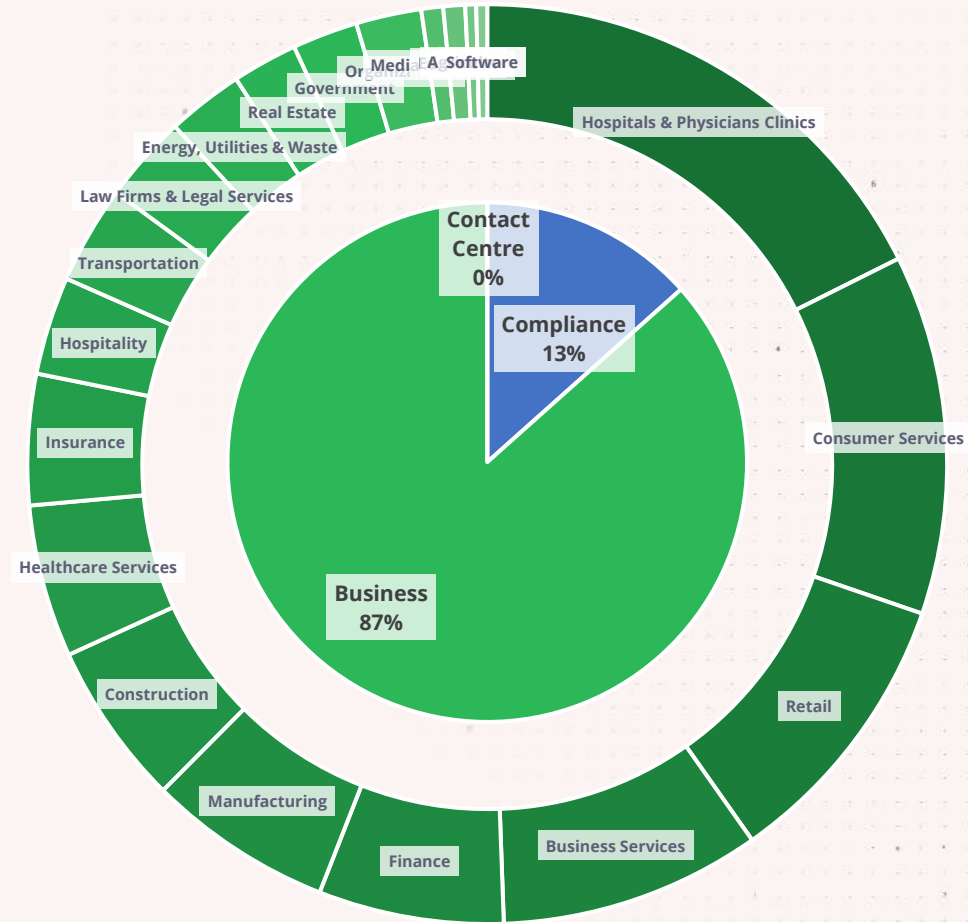


Our product suite is deployed across all industry verticals and our go-to-market is tailored to align with our CSP Partners' sales motions. A high proportion of existing end customers using recording solutions for business purposes positions us well for high business value AI product uptake.

Indicative CSP Partners' End Customer Industries* 1



Indicative CSP Partners' End Customer Industries* 2



* CSP Partners' End Customer Accounts by industry classification

Dubber Recording + Trends – expanding Partner sales activities

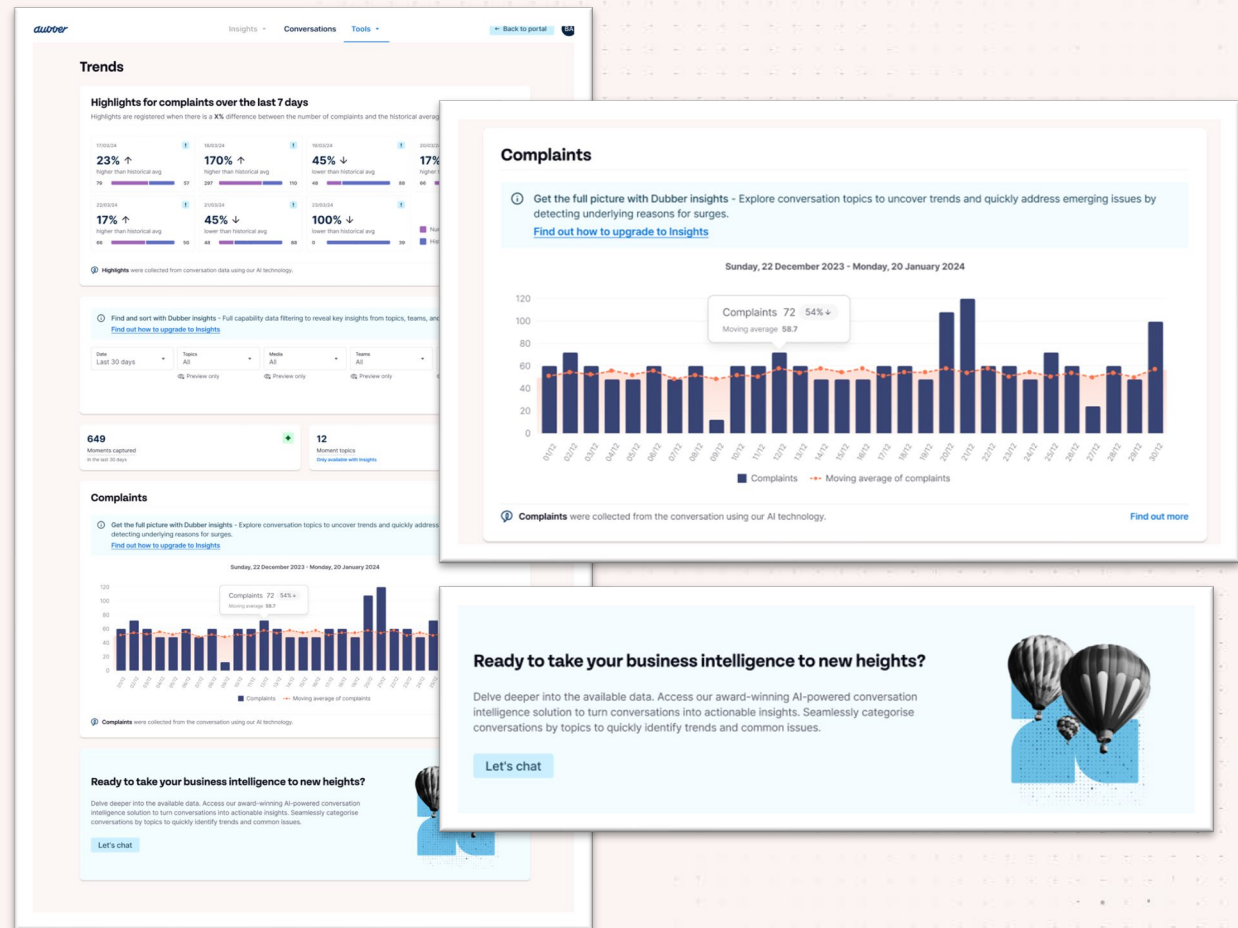
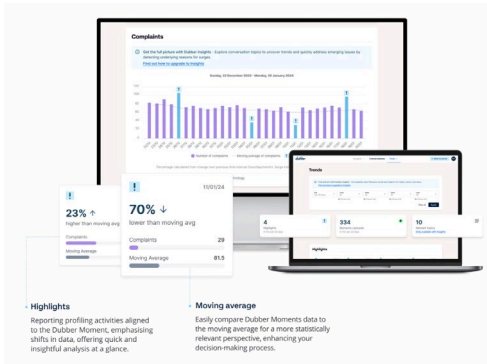


Trends creates constant sales engagement with Partners, delivers real AI insights immediately to end users and unlocks the ability to gain deeper insights while increasing the revenue to Dubber and CSP Partners. By unlocking additional features, users can delve deeper into the available data through the option to upgrade to higher-value **Moments**.



Dubber Recording + Trends

Unlock entry-level call recording and industry-leading conversation intelligence with seamless access to 1 x Dubber Moment, delivered as a cutting-edge trend



Clear value uplift path from Trends to higher value products



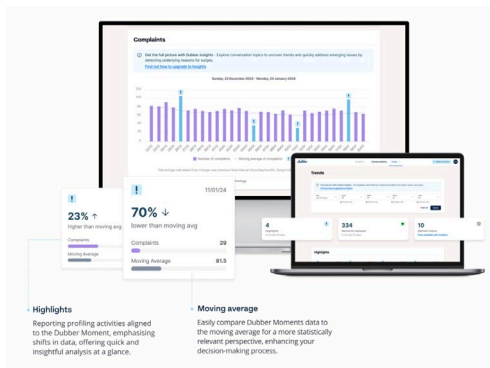
Trends expands our entry level call recording package to include AI capability, which is easily understood and sold by our priority CSP Partners' sales teams. End customers can automatically upgrade or CSP Partners can assist their customers to gain deeper insights with expanded Dubber Moment functionality.

Entry level product



Dubber Recording + Trends

Entry-level call recording and industry-leading conversation intelligence delivered as a cutting-edge trend

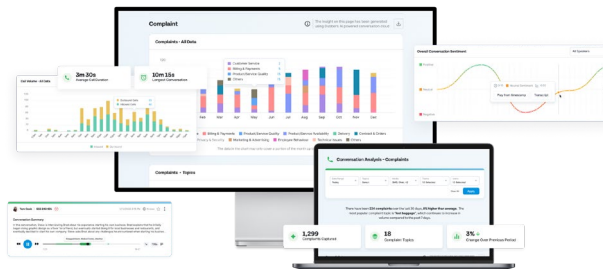


Upsell higher value / revenue in line with partners market approach



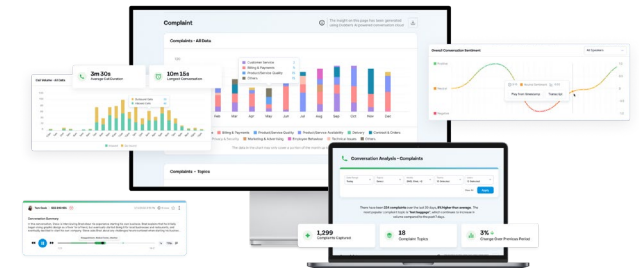
Unified Capture + Insights

Premium conversation capture and industry-leading AI-powered conversation intelligence with exclusive access to 1 x Dubber Moment, delivered as a transformative Insight



Dubber Insights

Premium conversation intelligence product set leveraging 3 x Dubber Moments and advanced AI capabilities that provide insights into data with a focus on use cases that have mass appeal



Updates to FY24 Expectations



Revenue

- FY24 revenue anticipated to be in a range of \$38.4m-\$39.0m, revised from \$38.1m-\$41.6m.
- Excludes any revenues from potential commercial dispute settlements.

Cash Costs

- FY24 cash based costs* expected to be slightly under previous guidance of \$65m reflecting early savings from cost out programme.
- FY25 total cash based costs* expected to be under \$60m assuming no material changes to strategy reflecting additional \$5m cost out programme being well progressed.

Cashflow

- Primary focus remains to drive revenue growth and manage resources and costs to achieve target of cashflow breakeven in FY25, assuming no material changes to trading conditions or strategy.



* Cash based costs are direct costs, salaries and related costs and G&A costs incurred on a P+L basis + the cash lease payments for finance leases. It excludes share-based payment expenses, FX gains and losses, impairment, and non-recurring costs associated with the investigation into the alleged misappropriation of funds and their recovery and the equity capital raising.

Investigation and recovery of funds



- Dubber continues its focus on recovery of funds.
- No material updates to findings of Dubber's investigation as reported in the Prospectus dated 10 April 2024.
- ASIC investigation is ongoing and Dubber is providing assistance.
- Claim against Victorian Legal Services Board Fidelity Fund expected to be made in the near future. Such claims generally take 6-12 months to be assessed, and may be extended.
- Work to support other recovery avenues is underway but any recovery remains highly uncertain in respect of quantum and timing.



CEO Recruitment Process

- Comprehensive CEO search process undertaken by the Board to identify the right candidate to lead the Company forward for the long term.
- Currently undertaking assessments and interviews of shortlisted candidates.
- Start date will depend on candidates existing notice period.