



Contacts

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Q&A from Voice Mobility 2009 AGM

1. What should shareholders expect in next year's AGM?

ANSWER: - We cannot give any forward-looking statements or forecasts. We can say that we expect revenue growth and partner growth to continue in 2009.

2. Can you comment on cash flow in relation to costs?

ANSWER: - We have done a lot of work to maintain our monthly expenses at roughly \$180,000 / month. We hope to move out of a cash burn situation this year and will continue to manage expenses closely.

3. Please comment on the Company's technology and product line. Is there any danger of technology obsolescence?

ANSWER: - Our product line is one of the best and broadest in the messaging industry. We are securing new customers and partners as a result of our technology. While we are maintaining costs, we are also forging partnerships with companies like Google to ensure we stay on the leading edge of customer evolution.

4. How many trials does the company have underway and how many trials has the company been unsuccessful with?

ANSWER: - Cannot answer the specific number of trials due to disclosure rules. However the number is growing with our sales funnel. We have lost one trial due to another manufacturer providing the customer with a full IP telephony system and messaging system at a greatly reduced cost to keep the customer's business.

5. How much time should investors expect from the beginning of a prospect to closing the deal and seeing revenue?

ANSWER: - This is a difficult question to answer. Timing for the duration of the sales process is a variable. It doesn't matter on the size of the deal or the type of customer. Some deals materialize fast and others take some time. For example the PG&E deal took close to a year to finalize. If we were to give a ballpark estimate, 6 months from beginning to end.

6. How is the company doing at servicing new customers? Is there any staffing issues?

ANSWER: - In this and other businesses there is always a desire from some to hire more staff and solve growing pains with more people. VMI's management team has a philosophy of utilizing the strengths of our partners and maintain the majority of our costs as variable. When it makes sense to add resources, we do it. For example utilizing NGS's 50+ sales staff and Google's 100+ sales staff and their brand is just a smart thing for Voice Mobility to do. We will continue to work this way.

7. Does it help to utilize partners?

ANSWER: - Yes, Voice Mobility will do this at every opportunity. Not only does it make sense from an expertise and brand standpoint, it also allows us to manage our working capital in a better manner.

8. How big is the OCTel market?

ANSWER: - This is a bit of a qualitative answer but the majority of analysts and industry vendors believe the OCTel market is valued at close to \$10B in its entirety. This includes new unified communication business and voicemail replacement opportunities.