

Valdor Technology International Inc - CEO/Chairman Interview

July, 2015

Elston, tell me what Valdor Technology is all about.

Valdor is a communications technology company with two fibre optics divisions, a streaming media division and an acquisition strategy. The fibre optics divisions are focusing on the Canadian and Mexican fibre-to-the home roll-out and Mexican deregulation. Our fibre optics divisions are also exploring the opportunities in the massive data centre market.

Can you share with me some of your background and what your role is within Valdor?

I am the chairman, I started out being a shareholder and then I became a large shareholder and then I became a director and then I became Chairman. I graduated in electrical engineering about 38 years ago and I have a very successful consulting engineering company in the lower mainland of British Columbia.

From an investment perspective, what makes Valdor a good investment opportunity?

Well, there are three main things that I look for in junior public companies and those three things are:

- 1) Management,
- 2) The asset and
- 3) The stock structure.

Tell me a little bit about your management.

Valdor has a very strong and synergistic Management Team and Board of Directors, that in combination, cover all corporate and public company issues and I am certain can accommodate all challenges that we have in front of us. Valdor's Directors and Management have extremely applicable but varied educational and expertise backgrounds. Our team has comprehensive skill sets; these include sales, marketing, management, public company operation, fibre optics, streaming media, manufacturing and administration. We all have very specialized backgrounds that are relevant to corporate success. Our key people in both divisions have backgrounds in management and executive management with high profile companies including AT&T, Tyco, JDS Uniphase, Nortel and Newbridge Networks, to name a few. We work together with synergy, we respect and like each other and we are having fun in our shared objective of making, building a successful company.

Asset?

At its core, Valdor is a technology company with two fibre optics divisions, a streaming media division and an acquisition strategy. All three of these divisions have some proprietary and patent protection. The fibre optics divisions are focusing on the Canadian and Mexican fibre-to-the home roll-out and we are in an excellent position to take advantage of Mexican deregulation. We are in discussions with all of the legacy Canadian telecoms relative to our signature fibre optics product, harsh environment splitters. We have developed a splitter that can withstand extreme high and low temperatures and high humidity. This product line is especially targeted for the Canadian winters but also has applications in many parts of North, Central and South America.

Valdor's unique and robust splitter solves many problems where others in the market fail. This is another reason Valdor is ready for a breakout in the Canadian telecom market. Indications are that as soon as

one of the Canadian telecoms begin using our proprietary splitter like ours, the door will be opened to other Canadian and US telecoms taking on this product line as many of our other product lines, hopefully. We are not aware of any other splitter on the market that can meet our harsh environment capabilities. We are in the process of penetrating a very large market with a unique product that is very much in demand for this market in North America. Splitters of this type must be used in the roll-out of fibre-to-the-home in North America.

Valdor's sales are currently at about \$125,000/month, mainly from our streaming media division, Niagara Streaming Media. Niagara is a global leader in the streaming media industry and was one of the industry founders in the late 1990's. Niagara's customers include: Google, Yahoo, BBC, The Boston Red Sox, CNN, NBC, ABC, HBO, FOX, NASA and AT&T.

Both fibre-to-the-home and streaming media are high growth business sectors and will continue to be for at least several years and possibly several decades.

On the subject of blue sky, we are considering entering the data centre market. Data centres are the physical manifestation of "The Cloud". In a few years, I believe that supplying the fibre optic components of the cloud warehouses will be a multi-billion dollar business. All our California and our California operations office is right on the periphery of Silicon Valley where the most of the head offices of these "Cloud" related technology companies reside.

Valdor is constantly looking at acquisition opportunities. The target company is one that has a high net profit margin, a high year-over-year growth rate, a unique business model with high quality products and synergy with our other divisions. One of the key things we do have throughout North America and Latin America is relationships, we have some excellent relationships with very relevant people.

Share structure?

We have about 110,000,000 shares out but at least 75% of these shares are in the hands of Directors, Management, employees and long term investors. To ensure that Valdor has a strong shareholder foundation, from the outset, we have focused on having our stock bought by investors.

Are you currently developing any strategic partnerships or alliances?

Yes. Absolutely. We have just consummated a joint venture with Inteligencia, a company based in Mexico. Our objective with this company is to sell fibre optic products to Mexican and eventually Latin American telecoms. We will begin by selling our product lines that we manufacture and contract manufacture, but we will very quickly create a joint venture manufacturing facility in Mexico. With the deregulation of the telecom sector, in Mexico, Mexico is an excellent place to set up shop for the fibre optics business. Valdor is very well positioned to take advantage of this deregulation opportunity throughout Mexico and Latin America. One of the key things in business, whether it's in Mexico or North America, is relationships, and we have excellent relationships in the telecom sector throughout Latin America and North America. In Mexico, the telecommunications market is currently about \$35 billion/year and is projected to grow at a rate of about 30% per year for the next few years.

Our streaming media division is in the process of consummating a relationship with a very successful distribution company to dramatically increase our sales footprint in North America. This is a distribution company that has 28 sales people roughly, throughout North America and that will dramatically increase our capability of marketing out products in North America.

What separates Valdor from other junior companies?

There are a number of key elements that separate us from the other guys.

1. First of all Valdor has an acquisition strategy and plans to grow both organically and by acquisition.
2. Key, Valdor is international in scope. Our stock reflects this: we have sales marketing distribution centres throughout the world. But in addition to that our stock reflects this. we are currently listed in Canada on the TSX Venture exchange, we , are listed in the US and we are listed on the Frankfurt exchange in Germany;
3. The 3rd item would be, the key people in Valdor don't take a lot of monetary remuneration and we basically get compensated, we convert our monetary remuneration into shares of the company. So we are working for the long term success of the company. Valdor stock and are working for the long term success of the Company and a personal equity capital appreciation. We are in the same position as the share-holders. We are the largest share-holders.
4. 4th would be, our philosophy is to partner with our customers and find solutions to their problems. We are unique in that we are not just another vendor trying to give the customer the lowest price on a the market;
5. 5th would be our focus is harsh environment and high quality product lines.
6. 6th would be we have low-cost off-shore manufacturing.

Investing is all about the future. Tell me about some of your short and long-term goals.

In the short term our objective is to drive revenues in our three divisions based on our strong national and international sales pipelines and our market entry into Mexico.

In the long term, with our unique splitters, our comprehensive product lines, our great networking capabilities, our international sales team and our ambitious acquisition strategy, Valdor is in a position to break out in the multi-billion dollar international communications market. The Valdor team members have the attitude that we are building a world class company that will eventually trade on the Nasdaq Stock Exchange. That's our objective, and that will, in five to ten years' time, be an international company with sales at least in the tens of millions of dollars per year.