

# CORPORATE PRESENTATION



# VALDOR

TECHNOLOGY INTERNATIONAL INC

# THE FIBER OPTICS MARKET

- Fiber optics are the future of communications and are currently being installed in homes throughout North America
- Fiber optics require sophisticated connectors, splitters, and passive devices that transfer a light signal between the source and the recipient
- Connectors, splitters, and passive devices are a major profit center in the fiber optics industry
- Fiber optics are currently installed in only 5% to 10% of homes in Canada and the United States
- Extended temperature splitters DID NOT EXIST... until Valdor's team designed, created, tested, and manufactured a hermetically sealed product that is immune to humidity and extreme weather factors

## MARKETS & APPLICATIONS

*Valdor serves customers in a variety of diverse markets; meeting the most stringent performance, quality, reliability and RoHS requirements*

- Telecom/Carrier
- PON
- Enterprise
- CATV
- Medical
- Commercial/Industrial
- Military
- Security

# DELIVERING VALUE FOR CLIENTS

*Valdor is focused on understanding every aspect of their clients' business so that Valdor can maximize and drive value for their clients' operations and logistical needs*





**VALDOR**  
TECHNOLOGY INTERNATIONAL INC.

# VALDOR'S CAPABILITIES

- Solutions derived from innovative, state-of-the-art technologies and proprietary manufacturing techniques
- Consulting & Engineering Services
- Quick Turn & Prototype Support
- Custom Solutions & Redesign
- ISO certified offshore manufacturing plant (enables high volume production and quick production ramp-ups)



# WHAT WE DO...

## PRODUCTS & SOLUTIONS

- Passive Devices
  - Splitters/Couplers
  - Attenuators
  - DWDMs/CWDMs
- Interconnect Solutions
  - Patch Cords & Cable Assemblies
  - Enclosures
  - Termination Kits
- Custom Products & Options

## PROJECT CAPABILITIES

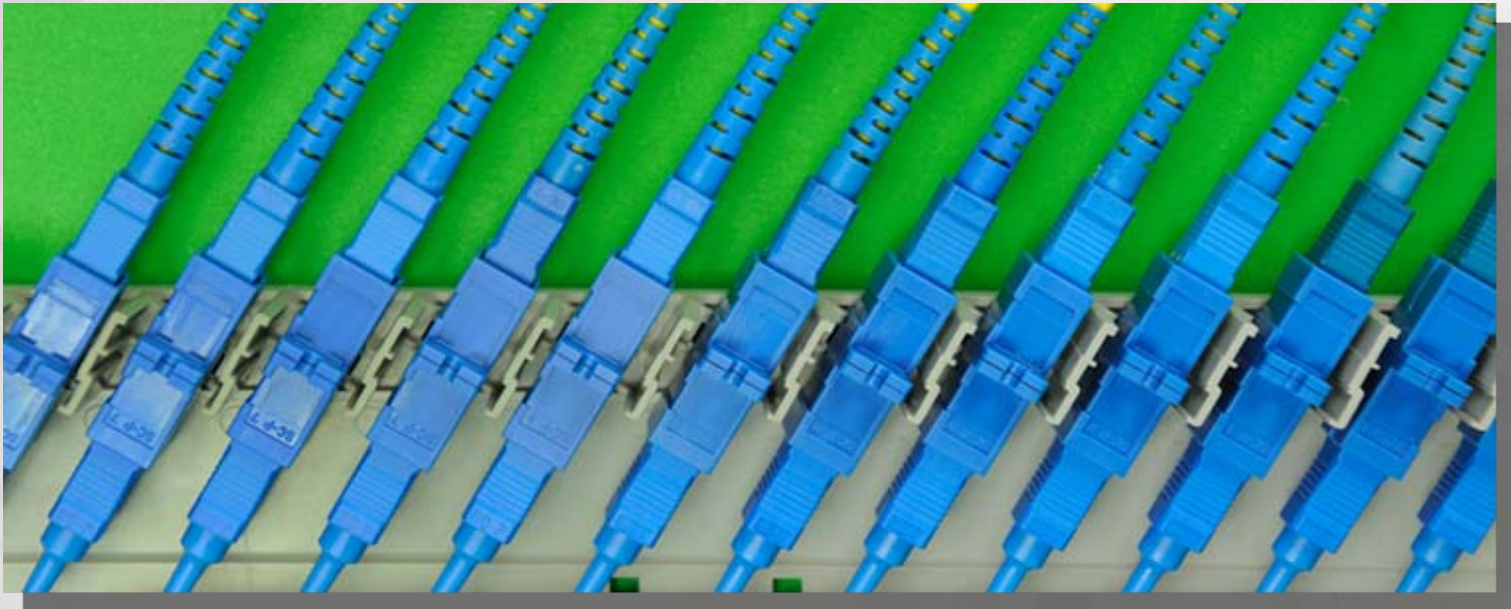
- Telcordia Certified
- Support & Services
  - Commercial Specifications
  - Industrial Grade
  - Extended Range Requirements  
*(Includes 1 x n splitter with capacity to handle extreme weather conditions for PON deployments)*

# FINDING SOLUTIONS FOR A MAJOR TELECOM

- **The Situation:** In Q4 of 2012, a major Telecom provider in Canada approached Valdor for help with a serious technical problem in their Fiber to the Home Network
- **The Challenge:** The Telecom's existing 1:32 splitters across Canada were malfunctioning due to low temperatures (several other vendors were unable to meet the Telecom's required specifications)
- **The Solution:** Valdor's Engineering and Manufacturing Team conducted a thorough analysis and came up with an innovative solution that satisfies all of the Telecom provider's extreme weather specifications

# FINDING SOLUTIONS FOR A MAJOR TELECOM

- The Canadian Telecom installed several of Valdor's 1:32 splitters in February 2013
- The splitters have been operational since February 2013 with no failures to date
- The Telecom has recently made a decision to purchase additional splitters from Valdor
- Valdor received its first purchase order from the Canadian Telecom in August 2013



# FUTURE SALES POTENTIAL

- Valdor provides a superior product at a much lower cost to its competitors, while delivering profit margins that are projected to exceed 50%
- The Major Telecom that Valdor has partnered with utilizes over \$1M in connectors, splitters, and passive devices for annual installation in their Fiber to the Home networks
- The Telecom also spends \$3M to \$5M annually on Patchcords and Rackmount enclosure and cabinets for their central hub and auxiliary networks
- Two of Canada's biggest telecoms, Bell Alliant and Bell Canada are expected to quickly follow suit and begin using Valdor's cold weather resistant products
- Bell Alliant and Bell Canada each use 20X as many fiber optic components
- **Market Potential:** The market for Valdor's connectors, splitters, and passive devices is roughly \$100M annually in Canada alone
- There are over 800 independent Telcos in the U.S. that are looking for a similar solution

# OFFICERS and DIRECTORS

- Las Yabut                      President
- Elston Johnston              Chairman and Director
- Brian Findlay                Chief Financial Officer and Director
- Ron Boyce                    V.P. of Sales & Marketing and Director
- Raj Kapany                    M & A Specialist and Director

# SHARE STRUCTURE

## OUTSTANDING

Issued	79.9 Million
Warrants	35.1 Million (former price of \$0.20)
Fully Diluted	115 Million

## SHARE PRICE

(as of Nov 12, 2013) CAD \$ 0.13

## MARKET CAP

Basic CAD \$ 10.4 Million

## AVG. TRADING

(30 day average) 91,432 shares/day

# VISION & VALUES

- **Capability** – *Valdor has qualified professionals at all levels who are prepared to identify and solve the most pressing needs of clients*
- **Durability & Survivability** – *Valdor's products are designed and manufactured to the toughest specifications in the industry*
- **Affordability** – *Valdor has long-standing partnerships & relationships with high-quality, reliable, cost competitive suppliers*
- **Deliverability** – *Valdor guarantees that it will deliver on time and will meet its promises to customers*
- **Credibility** – *Valdor's principal objective is to build strong, enduring relationships with clients that are verifiable from day one*

# CORPORATE INFORMATION

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### **Elston Johnston, Chairman**

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