

OTC Markets Group

Joining us today is Leslie Klein the president and CEO of C-COM Satellite Systems that trades on our otc qb venture market under the ticker CYSNF. C-COM Satellite Systems is a pioneer and world leader in the design development. And manufacturing of transportable and mobile satellite-based antennas systems. The company's proprietary technology focuses on enabling broadband internet solutions via satellite across a wide range of market applications worldwide Leslie. Thanks so much for joining us today.

Leslie Klein

Thank you for having me Cecilia. It's a pleasure to be on with you today.

OTC Markets Group

So Leslie tell us about your professional experience and the origin of C-COM Satellite Systems.

Leslie Klein

So I'm a professional engineer electrical engineer I have an MBA and a PhD as well and I started the company 9097 with the intention of developing technology that will allow cars and other moving. Ah, devices to have high-speed internet in them. So since then the company has evolved and developed ah over 20 different models of antenna systems that make it possible to deliver high-speed internet into vehicles while they are on while they are stationary. So the technology works in a way that the user pushes a button inside the car and the antenna on top of the vehicle unfurls and connects automatically to a satellite that the customer subscribed to and delivers high-speed internet inside the vehicle. So ah, based on this technology we have sold over eighty five hundred antennas in 106 countries and we have a model where we sell these products through resellers we have over 600 or so resellers in 106 countries and as I said we've been in business twenty four years. Company is unusual in in that since it went public in 2000. It has never needed any additional funds. It has about \$25000000 worth of working capital. It also pays dividends for the last ten years we have been paying out dividends every quarter. And the company has no debt and it is a very healthy company with some very interesting new technologies.

OTC Markets Group

Tell us about the recent successful satellite test of your new mobile Satellite Antenna design and why this is an important milestone for C-COM. So.

Podcast

Leslie Klein

Well as you know there's a lot of activity in the space. SpaceX Amazon Telesat and others via that they're all developing new and satellites and the latest generation of satellites called the low earth orbit satellite. Is one that requires an electronically steered antenna that makes it possible to actually connect to a satellite while the satellite is moving and also track that satellite and also make it possible for the vehicle or train or a plane or a boat to move at the same time. So in order to reach these new satellites that are going up at a very rapid clip and there will be over 50,000 of them in the next ten years running around the globe and delivering high-speed broadband the services C-COM has developed. And electronically steered antenna that makes it possible without the antenna moving to electronically track these satellites in motion and deliver high-speed broadband into vehicles planes boats etc. So in order to do that. We have spent the last four years developing this technology and we are in a position now where last week we have tested the first time this antenna that performs beyond our expectations and we expect to test it throughout the year and hopefully sometimes next year we'll have a final product that we'll be addressing hopefully many millions of potential users looking for this type of solution to connect to these low earth orbit satellites.

OTC Markets Group

And how has the global pandemic affected your business strategy and mission given the critical need of Broadband Solutions in remote locations in the world. So.

Leslie Klein

Since we do not sell product to consumers. You know our broadband solution is designed for commercial applications and of course the pandemic has hit us hard. Also we had one of the first losses in the history of the company last year we lost about \$100,000 which wasn't very much but compared to the previous years where we made money the pandemic definitely had an impact on us. One of the reasons for it was that. Also while we had orders. We could not get them out a lot of the airlines that carry freight around the world and we export 98% of our products to many different countries around the globe. Those airlines were not flying or there was no capacity available so many of our systems ended up sitting on the floor and were not able to be shipped. So definitely it has impacted us in a big way.

OTC Markets Group

And with many players and competitors in the growing satellite business sector How does C-COM provide a more cost-effective solution and.

Leslie Klein

Well, and as I said that we have been in business for 24 years and we have a very large customer base around the world and ah, many of our customers have had our product for 1215 years many of these products are still operational. They have been designed to last a long time and perform very well we tend to have the latest and the greatest technology in this area and we are very price competitive and in addition to that we provide absolutely excellent support to our customers. And we have very one of the very few that has a very large inventory of products we have over \$7000000 of inventory. So we can ship almost immediately when these products are required and very often. They are needed for disaster management and other catastrophes that happen around the world where. Communication is very important and we are probably 1 of the few companies who can ship almost immediately from our inventory to these customers.

OTC Markets Group

So what types of partnerships and growth. Do you expect on the horizon.

Leslie Klein

Well, it was this new product that we just announced the testing of we expect that there'll be many opportunities to speak with a very large number of potential customers who will be looking for this type of technology either buying it directly from us or trying to modify. Technology to fit their own use and we expect a lot of interesting interface you a lot of interesting um relationships I should say that will materialize over the next twelve months from this new technology that we just announced.

OTC Markets Group

And C-COM Satellite Systems began trading on the OTCQB Venture Market in April of 2021 and has also traded on the TSX-V. How does cross trading on the OTCQB enhance your investor strategy in the US?

Leslie Klein

Well, we were told by a lot of our us investors that are becoming quite numerous lately that it would be a much better opportunity for us to be listed on though to OTCQB because we could attract a larger number of investors from the United States and the OTCQB seems to be a very professionally run um organization and we have noticed a lot more activity as a result of our listing so we will have to see ah we are fairly early on only a couple of months so far. How this will turn out to be but we believe that that the move will be beneficial for both shareholders and C-COM.

OTC Markets Group



Podcast

C-COM Satellite Systems Inc. Season 5 | Episode 25

So well. Leslie thanks so much for your time. It's been great talking with you. So.

Leslie Klein

Thank you for having me Cecilia and if anybody is interested in in the technology and more in-d depth look and some presentations and pictures that we have on our website. They're welcome to go to our website which is w w w dot c dash.

[Http://comsat.com](http://comsat.com) and I am also listed there as a person that they are free to contact me through email at any time. My email address is lkleinatc@dashcomat.com
<http://dashcomat.com>

OTC Markets Group

C-COM Satellite Systems trades under the symbol CYSNF on our OTCQB Venture Market.



Podcast

C-COM Satellite Systems Inc.
Season 5 | Episode 25

**This is an autogenerated transcript and may contain typos.*