

OTC Markets

Joining us today is David Bibby, the CEO and president of HyperCharge Networks that trades on our OTCQB venture market under the ticker HCNWF. HyperCharge is a leading provider of smart electric vehicle charging solutions that offer turnkey technologies to residential and commercial buildings, fleet operations, and other growing sectors within the industry. David, thanks so much for joining us today.

David Bibby

Yes, good morning. Thank you.

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Absolutely. So, to start, tell us a bit about your background and your path to HyperCharge.

David Bibby

My background in path to HyperCharges been a varied one. I've got a lot of experience as a CTO and CIO of a number of very large enterprises across Canada. Early in my career, I spent a lot of time in telecommunications at a time when those industries were transitioning from landline and pay phones and things like that moving into the digital age with cell phones and internet and all those things. And so, you know I've always worked in emerging business. I spent over 15 years in financial services as well and moving those businesses into online trading and online banking and mobile banking. So, I had a very diverse background, always in technology, always helping transition industry from one phase to another. And prior to founding HyperCharge, I worked in the heavy equipment space for the world's largest Caterpillar dealer, where I ran a digital accelerator trying to find ways to lower our customers operating performance and improve their uptime and help um digitized the traditional brick and mortar business there. So, a lot of e-commerce was there. So, an eclectic background with HyperCharge. I'm an EV owner and back in 2019, I bought my first EV and immediately saw that this was the future. And one of the biggest barriers to adoption was a lack of reliable charging infrastructure, which is why we founded HyperCharge.

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Talk about your mission, products, and solutions in this EV clean energy market.

David Bibby

Well, our mission is to make it simple and easy for everyone to buy and use and

love their EV. So, we're on a mission to provide simple, easy charging solutions to all of our customers all across North America.

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How do you work in both the public and private sector and build your partnerships?

David Bibby

Well, most of our business is private sector um and we work so we work in three segments. We work in multi-family residential within condos and rental buildings. That's our primary market that we go after because when people drive an EV, they want to charge at home or at work. Generally speaking, that's where most of the charging gets done over 90% of the time. And so, we want to make it simple and easy for those locations to have charging. The second area we work is in in fleet. So, as fleets look to electrify, if you think of Amazon or you think of last mile delivery, or you think of service vehicles, all of those fleets need somewhere to charge as well. They may do that at the employee's house, which we can provide managed chargers for those use cases, as well as behind the fence. So in in a company's um area there, so at their business, we provide higher power charging for those use cases as well. And then the third segment that we're doing a fair bit of work in now is the public commercial space. So, in our world where we like to put chargers is in places where people tend to frequent and spend some time there, right? So, think of a shopping mall. Maybe it's a professional services place like a medical center or dentist office and things like that so that people can refuel their vehicle while they're on the go.

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And what geographic markets do you anticipate to grow in the coming years?

David Bibby

Today, we're a Canadian company. We're the first and only publicly traded Canadian EV charging company in Canada that I'm aware of. ah We're headquartered in Vancouver with the offices in Vancouver and Toronto. So, Canada is a great, great space for us. We're becoming a dominant player here. um But the US s is also a growth area for us. We're, as of today, I believe we're in 13 states and starting to scale south of the border.

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Very exciting. HyperCharge trades on the OTCQB venture, as we mentioned earlier, and it's also traded on the TSXV. How does cross-trading on the OTCQB market enhance your investor strategy in the U.S.?

David Bibby

It's very important to us. We don't really want to be a Canadian-only story. ah We're proud to be Canadian, absolutely. And um the Canadian market is a great place to list a venture company. But just if you look at the geographic you know density in the US, s it's a lot bigger than Canada. And the investors in the US um like to like to finance and work with venture companies like HyperCharge, so the OTC is very important to us and having that dual listing is important.

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Well, David, it's been a pleasure to talk to you and thanks so much for joining us.

David Bibby

Thanks for having me. Have a wonderful day.

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Absolutely. HyperCharge Networks trades under the symbol H-C-N-W-F on our OTC QB venture market.

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