

OTC Markets

Joining us a day is Kaleeg Hainsworth, the CEO and Founder of Legible that trades on our OTCQB Venture Market under the ticker L E B G F. Legible is an eBook entertainment and media company that has developed a globally distributed reading and publishing platform that offers a sophisticated and immersive reading experience to anyone with an internet enabled device with browser anywhere in the world. Kaleeg thanks so much for joining us today.

Kaleeg Hainsworth

I am delighted to be here. Thank you.

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Absolutely Kaleeg. So let's start, tell us about yourself and your background and how you founded Legible.

Kaleeg Hainsworth

Sure thing. It's ah you know they say, well Shakespeare says, the past of true love never runs smooth, so nothing about the journey of Legible has been smooth but it's been incredibly rewarding along the way. I founded Legible three years ago but its roots actually go back a lot longer than that. A long time ago when I was working with a homeless shelter for low and no income families and people and when they were in the shelter I got a whole bunch of books and this is going back 20 years or about 20 years I guess I got a bunch of books and threw them together and gave them out to the people at the shelter and I witnessed firsthand Cecilia, the impact that ah access to books and literature and ideas had on people who didn't previously have that access. And really that was the beginning for me of a long journey. I have been in digital publishing for 25-26 years now. I've seen it all happen. I am at the forefront of its technology and have been for years and in the publishing world. So really, Legible was a journey of many years to bring accessible books to the world to make sure everybody, anywhere using any device on any browser could access books anywhere in the world. So really, it was from those beginnings. And it took a tremendous amount of work and invention building. Ah an entire site like this with a reading system built into the online component and the app and so much more. Not to mention gathering 2 million books and really building a team to make this happen. It's quite an adventure and a journey for us. But it's always been rooted in accessibility, sustainability and literacy for us.

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So what would you say is Legible's competitive advantage in the eBook and Media space.

Kaleeg Hainsworth

Absolutely. Well, several things. Really, first of all, we um, have eBooks and audiobooks that are fully integrated with each other. So really, you can toggle back and forth between eBooks and audiobooks, you don't need to buy your books. And it's one platform and your audiobooks on another platform and use two separate apps. You can get them both in the same place right? Within the same system. What's also compelling for people about Legible is that we have built in the world's first librarian AI throughout the platform. Initially it allows you to have a deep, rich conversation about books and it makes personal recommendations. You can have conversations about content within the books, you can literally explore the world of literature and find your next best read using the librarian AI which is fully integrated in the Legible app as well as in the Legible website and we're very excited about how people use that and we have some pretty strong plans to bring the librarian AI into just about every component of what you experience on the Legible book platform. The other thing that we offer that is quite exciting to people and is unique is our multimedia eBooks, we've been able to harness the power of modern technologies in eBooks to be able to offer people. Ah, video and animation and interactivity directly within the eBook and even to offer authors but those are 2 words that are hard to say together offer authors um offer authors that I'll say it 3 times. The opportunity to launch their books directly within actually the book itself on Legible not only that but we've built out a whole series of AI enhanced ebooks ah that allow people to explore content and classical books. Ah, in unique ways with the aid and assistance and guidance really of a personal trainer and study partner in the form of the librarian AI that is integrated into everybody's experience on Legible. So those are just a few of the experiences. Obviously, we're a platform with you know, 2 million books and over half a million audio books so we have pretty much most of the content. Any user would want to discover and read and explore as well as all of the best features that can be offered in a list in a modern listening and reading experience and system.

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So expand a little bit on some of things you mentioned previously as far as like the challenges that the readers, publishers and authors all maybe collectively faced or if they're unique in their own different way.

Kaleeg Hainsworth

Um, well I'll tell you um you say unique in your own different way I think it was Tolstoy who described families as altogether miserable but uniquely miserable and I would describe that as the same situation in the publishing industry. There is a whole collection of problems. Some of them are caused by the publishers. Some of them are caused by the platforms and by the authors and many different

roadblocks that we're facing but when you all, when you boil down all of these problems in the whole global publishing industry. You really come down to the 3 main values that legible is driving forward on and our values aren't just randomly chosen. They really come out of deep experience within the publishing industry and accessibility is really the function. The sole focus of all of the problems faced by the publishing industry today. How do people get access to books globally? How do people pay for those books in different kinds of economies? How do people who have reading disabilities or socioeconomic challenges access those ah those books as well? Ah, how do we offer ah tools for people to really make the most of that of those books and that content? So. It's really all about accessibility, all the problems, and that's really where Legible is driving solutions. Ah more and more every month we are coming up with solutions for people to access the content if they have reading disabilities. We have special fonts. We have a text-to-speech function. We have um, not only that but we have the ability to access your content whether you're in an app or a browser or anywhere in the world or using any device you want to? So really, we're focused on accessibility and those are um, ah, really as solving many many troubles all at once. And um, we're solving that and that's why we're so excited to be really launching all of our services right now into the markets.

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Yeah, so talk about your new Legible Unbound Service. What is this and how does it integrate AI and your multimedia content?

Kaleeg Hainsworth

That's a great question I'm really excited about this. So really, our Legible Unbound Service is really second to none in the world. First of all, what is it, it gives our members unlimited listening and reading ah in our curated vast. Curated catalog of eBooks and audiobooks. It also gives people unlimited use of the librarian AI and we're also giving people a free token every month to access and unlock a premium title such as a brand-new title that's been released in either eBook or audiobook in addition to that of course they have the opportunity to purchase books that aren't available within the large membership catalog or aren't available in the premium titles. So essentially a Legible Unbound Membership gives you almost unlimited access to most of our books within our catalog of almost two million books and the rest you can purchase in that's up to the publishers and the readers. Ah, in addition to that of course you can have unlimited interactions with the librarian AI whether you want it to compile bibliographies for you, help you find book lists for a book club, whether you want to explore a particular title with it. You know any kind of conversations you want to

have. You've a particular cookbook and you want to know some details about it before you access it or use it, the librarian's going to be right there for you as part of the Legible Unbound Membership and so we're really excited to give that to people and in addition to that as I mentioned we're going to be launching the Legible Unbound Membership with the most sophisticated tools and experience in the world of listening to audiobooks and reading eBooks.

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Legible's home country exchange is on the CSE up in Canada and how does cross trading on the OTCQB Market here in the US enhance your investor strategy?

Kaleeg Hainsworth

Well first of all, we're incredibly proud to be on the OTCQB and really, that's a great question. A great question and Legible gets to be it's all about pawns Cecilia. So Legible is a big fish in a small pond here in Canada on the CSE with access to a much bigger pond on the OTCQB in the United States, so really Legible gets to be a small fish in a great big pond which gives us great access to fantastic investor bases and so much more in addition to that on the OTCQB side. On the investor side they get to be a big fish in a small pond on the Canadian side as well. So, really and then they get access to all those resources and to really access a company that is at an extraordinary inflection point in its own development. So, it's really a win-win for us and we love win-win scenarios.

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Well, Kaleeg it's been a pleasure speaking with you. Thanks so much for your time today. Legible trades under the symbol L E B G F on our OTCQB Venture Market.

Kaleeg Hainsworth

Um, my pleasure. Thank you for having me on.