

OTC Markets

Joining today is Charles Zwebner the president and CEO of RDARS. The trace on our OTCQB Venture Market under the ticker RDRSF. RDARS is an early-stage robotics and drone technology company in the process of developing. Various autonomous technologies including drones which augment security systems for residential commercial and industrial applications Charles. Thanks so much for joining us today here in New York

Charles Zwebner

thank you thank you for having me today.

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Absolutely. So Charles to start talk about your professional background and how you got involved with RDARS.

Charles Zwebner

Okay, so I started out I got a um, a degree in computer science and he also got a degree in business management and then um I went to work for several. Large and small companies both in their computing department and accounting departments. Um, that was a for period of about 10 years and then with telecom deregulation I decided to um, start out a company in the alternative long distance.

Charles Zwebner

And um, really, that was a startup it had 0 customers 0 revenue and over the several years we built that company into about 100000000 company with about close to a million customers. And there was hardly a facet of telecommunication. They haven't touched everything from central offices to long distance dial around we did void we did fiber resale wholesale. We had some of the very large companies as our clients. Um. And I ran teleco for about 2025 years and it was a great company. It went from pink sheets to boltin bull to Nasdaq and then a guy walked in and said he wanted to buy the company he wanted. It was wind tony lacavera for wind and we had about one hundred and eighty-one employees and he bought the company and we moved on and um, subsequent to that I was really looking for something to do I went down to the ah computer electronics show came across a drone and I just fell in love with it. And I said okay this is the future I didn't know anything about drones anything about aviation or that technology but it just caught my attention I said this is it I in um I then went got myself a solo pilot license I also got myself a drone pilot license I hooked up with a.

Charles Zwebner

Um, photographer videographer that was becoming a pilot a drone pilot we went and bought all the drones in the marketplace of Dji drones which at the time they had the m 600 the m one hundred um the pro 3 pro 4 s. And then the maveix and um, we went out and um knocked on doors to get jobs to do drone um work over a period about 3 4 years we did hundreds of mission field missions. And um, we would take the different drones we would take the different cameras we would use different software to process the images and we would create actionable reports that would then give to the client and we've done everything from. From mapping civilian vegetation surveys we did a lot of work for the Florida Southwater Management District we did bridge inspections. we've done telecommunication tower inspection we've done real estate um we've done lifestyle and it was um, it was great. We loved the work on the street and then we loved the ah the clients that we worked for and gave them and those reports but the end of the day. It wasn't enough just running around doing these jobs was enough and um I said I wanted to create a solution a solution that would then be.

Charles Zwebner

Ah, bring benefit some real benefit to the marketplace. Um, and then I yeah designed a drone for the security industry a solution for the security industry. At the same time. There are a lot of different companies creating solutions for other industries so there were solutions for pipelines inspections. There was solution for hydro hydraline inspections. There was solution for um. For agriculture agricultural inspections. Everybody was coming out with a particular solution for particular industry and we created a solution. Um for the security industry that just doesn't exist out there. It's one of its kind in the world. And you would say where do we fall in in the industry where we where are we you know a big company small company medium company and where does our solution fallen. So you really need to understand the drone industry where is the drone industry going from a technology point of view where is it going from a regulatory point of view. And where are we going to be not three weeks from now or three months from now but where are we going to be three years five years seven years and 10 years from that because the drone technology and the robotics and the artificial intelligence and all of those technologies which are state of the art technologies are all.

Charles Zwebner

Coming together. So the question is not where are we is where are we going within the industry and where is the industry going right?

Podcast

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And so I mean you mentioned so the drone markets is kind of still in its naissance. You know I mean where do you see yourself in in that space I mean as far as kind of the evolution of the technology and and what you're bringing to that?

Charles Zwebner

So if you if you look at the drone industry right now you've got you've got the big companies and I'm talking about those billion multi-billion dollar companies. The Boeings of the world. The north drops. You know the defense contractors and. And ah, they've created really high end solutions and they're defense contractors. You're talking about \$500000000 drones \$ 100000000 and two hundred a million-dollar drones and that's a world of its own that that that occupies a world of its own then you've got the. At the other end of the spectrum. You've got the manufacturers which are manufacturing drones which are more for the consumer. So you're going to have some of the gi drones which are which are really great machines for taking pictures. Um, and that can take videos. It can take photos. And you can have some real consumer you can have toys for the kids drones and you can have some racing drones and those manufacturers have great technology. They've come a long way and they're really putting out the drone on Mass. It's a commodity.

Charles Zwebner

And they may even be for some professional consumers for taking videos or taking pictures of events and um so that's at the other end of the spectrum and those drones could go anywhere from \$300 to 2 or \$3000 that's a space there and they are great drones.

Charles Zwebner

And then you've got the midmarket where people are creating drone solutions for very specific vertical markets so there could be some companies creating solutions for agricultural. It could be for pipeline inspections. It could be for Hydro inspections and we're in that space but just say. How have we parked this so in the space. So we've created a drone solution for the security industry where the drone is a drone in a box. It has autonomous takeoff and landing. The drone is. Tied into the security system of the property could be residential property commercial Property industrial property or even any kind of government agency property upon a breach of the security. The drone will automatically take off and it will take off and it will fly. To the breached zone and transmit in real-time data about what's going on at that breed Zone. It will also be able to do

preprogrammed missions around that property and again transmit that data whilst it's flying. A pilot a licensed pilot in the command and control center that we have will be able to receive all that data and can intervene in the flight mission of that particular drone if necessary.

Charles Zwebner

That data that we have is then tied into a monitoring station which is monitoring that particular property from a security point of view and then we have the ability to share that data real-time to any stakeholders which could be the owner of the property the monitoring station Property Any Public safety. Agency which could be the police fire departments ambulance or swat teams that's required that data and then once that data once the drone has finished its purpose on the property. It'll just go back into the drone into the box to throw in the box and reset itself and recharge itself. So What we provide is not just a drone that we're selling in the marketplace but rather a drone that does all this work that we provide the end-to-end service and solution. So a client doesn't have to worry about buying it training it flying it. Servicing is it servicing it and worrying about it. We just come out there put the box put the drone in tie it into the property and then we can manage that offsite from a to Z and provide that real-time images when it's necessary now we find this is going to as the. World is becoming unfortunately a little bit more chaotic out there drones for security are becoming much more of a hot product because people really need to secure properties. Um, So if you if you really want to take break it all down. It's a flying Camera. It's like another camera the property. It's another tool.

Charles Zwebner

In the box that flies around the property provides all the data and can be intervened in that particular mission while it's going around on that property.

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Yeah, and so how do you compete with you know regulation and you know it seems like more and more you know there's more drone kind of you know, safe zones and non-safe zones and ah how do you How do you compete with that that kind of security and safety regulation that drives your business model?

Charles Zwebner

Sure so regulations very interesting is that several years ago. Um, at the FAA there really was no. Pathway to get certification for the drone. The drone,

missions, etc, etc. Um, and the Fa has come a very long way and they're still very positive in taking this to the next level and the next level. Um.

Charles Zwebner

Our particular drone is very interesting because we find that our drone flights are at the very low end of the ton of the risk tone po. So if you have a drone that's flying out there. Um, carrying a package that's in drone delivery and it's carrying a package over a city and it's a fire with ten fifteen pound package and it's flying over highways flying over streets. It's flying over buildings flying over schools. That's a high risk and so the Faa is trying to get these systems to be flawless to the. To the point that they can just certify these kind of deliveries. Ours is very different because our drone is on a private property or on an a property that's permission-based it flies very low. We're not flying four hundred feet or above we're flying one hundred feet and there's some real questions even whether FAA has jurisdiction over airspace under one hundred or eighty feet but even if make the they make the argument that they have it or they want it. Um, where we're geo fence to the property we have permission based and um. It's very low on Theris code of but we're not flying over highways and when not flying over schools or anything like that. So the issue we have from a regulatory point is that the commandical control center that could intervene and is monitoring this is beyond line of sight.

Charles Zwebner

And the FAA is making great progress in starting to certify beyond line of sights. They have already certified a few beyond line of sight flights and I think that as you can demonstrate to the FAA that the technology is great. It's flawless. It's safe. It can be It can be integrated into the national airspace. Well, it's got all of the risk mitigations. All of the emergency procedures. All of the pilots are trained. There were 10 seven then and they've got all of the infrastructure to allow for safe flights then. Continuously they will they will um, open up more and more certifications for these products now when we look at our product. You know we're not in this to sell one hundred or two hundred systems at \$1000000 an up we really want to sell this on. Scale we want to be in that 5 to \$7000 range selling it to ah to ah a consumer that wants this particular product and so we really look about on scale to try to get to sell a million or 2000000 systems across the united states which are all over the country protecting properties now. Going to the FAA and say well we've got some pilots that can be flying 2000000 drones around the country they can say whoa whoa whoa. Okay, let's have a look at this. But I think that we can get there I think over time as we prove out the safety of the product. The responsibility of the product.

Charles Zwebner

And that we've got all of the measures in place to deal with a product I think the FAA slowly over time again. This is not three weeks three months but over time where we're 3 5 7-year period I think we're going to get to where we vision getting in this product and I think that's what I mentioned the beginning. This is about the future. It really is about the future.

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Absolutely and what is your vision for 2023 and probably even 2024 you know on these steps to get to create this this safety and yeah, you know access to the drones?

Charles Zwebner

Sure so um, 2023 is a breakout year for us and I and I'd actually just go back at the last three four years which is all disclosed in our perspectives is that in 2019 we designed the system and we created a prototype for the system two thousand and 2020um covid showed up and then pretty much we had suspended everything I mean just from work point of view from the FAA point of view. It was a very difficult year 2021. We started a deal addressing the FAA requirements. We reengineered all of our technology. So that we can implement technologies that we had the foresight that will be Faa requirements so that we almost like engineer the drone with FAA in mind. Um that was 2021. We also raised we did a raise of funds in 2021.

Charles Zwebner

Um, 2022. We have taken our product down to production point already and we took the company public both on the CSE and also on the OTCQB and them and um. 2023 this month we're going to be deploying a first drone out there. We're looking to deploy this year you know immediately about ten to 15 systems. We're looking maybe to get to about 20 to 50 systems out there in different vertical markets so you could have a vertical. Market whether it's a construction or whether it's a school or a mall or residential or you know any different vertical markets. We're going to be pooling all of that data going through those test environments and then working with the FAA yeah to start to get certifications on this to be able to get to that on-scale um deployment. So um, 2023, we're really excited because for the last 3 4 years that we've been doing all the heavy lifting 2023 is about execution execution and execution. It really is we're excited very very exciting

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RDARS recently began trading on the OTC in the fall of 2022 on the on the QB venture market and it' also traded on the CSE. How does cross trading on the OTCQB market enhance your investor strategy here in the US?

Charles Zwebner

So we are a Canadian Company we took the company public on the CSE. Our original investor groups were Canadians and um, we decided that we also will be operating in the states. So we're going to look at a US-based operations and we wanted to open up the company to as many. Investors as possible create awareness of the company. Um, and you know and have people be able to share in the upside of the company so we decided to come down on the OTCQB open it up for us investors and hopefully over time as the product it gets out there and people really. Like the company and want to invest in the company. Hopefully the liquidity and ah andris will appreciate and they can enjoy the growth of the company that we're really anticipating some growth a nice growth. There.

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Well Charles. We yeah we thank you for joining us today here in New York at our offices and we look forward to the partnership in the future for this.

Charles Zwebner

Thank you, thank you very much for having me today.

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Thank you very much RDARS trades under the symbol RDRSF on our OTCQB Venture Market.

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