OTC Markets Group
Joining us a day is Alistair Williamson the CEO of Wyld Networks that trades on our OTCQB Venture Market under the ticker WYLDF. Wyld Networks develops, manufacturers, and delivers innovative wireless technology solutions that offer customers a range of products to connect them with internet of things devices and sensors to low earth orbiting satellites. Alistair, thank you so much for joining us today.

Alastair Williamson
Thank you Cecilia. It's a pleasure being with you.

OTC Markets Group
Absolutely to start tell us about yourself. You know a little bit of your personal background and professional experience and how you got involved with wild.

Alastair Williamson
Yeah, absolutely. so I was brought up at Africa spent most of my life working life around the world Nigeria Singapore Hong Kong China Germany and , eventually located into the UK got a degree in physics mainly worked in large corporates. and then got involved in a lot of startups some of them based in the Uk and some of them based in Sweden. And joined wild three years ago say the company was formed in 2016 so , got involved a couple of years into the start of wild networks.

OTC Markets Group
And so you note that about 85% of the world's surface has no cellular network. How does this drive Wyld’s mission and solutions?

Alastair Williamson
Well, that's a great question so it is the driver for what we do. you know we are a satellite network operator for the internet of things and our rationale and our vision was to. Develop technology that would provide 100% coverage for IOT networks and that sort of covers not just cities and urban areas but also rural areas. So our solution is really to develop a wireless connectivity solution for Iot Networks providing Nonglobal connectivity and that's about utilizing, technology on the ground to connect IOT sensors to low-earth orbiting satellites and that actually provides us with the Nonglobal coverage and you can imagine the applications we're looking at are in. Transportation supply chain management maritime agriculture the environment and the energy sector the oil and gas sector you know where our customers have assets that they want to monitor and

connect to. That are in that 85% of the world's surface where there's no cellular networks and as such they need our solution to collect that data-via satellites.

OTC Markets Group
Yeah, so talk a little bit more about your customer base. Who are they and your footprint and specifically even more what regions or other industries that you clients that maybe you target.

Alastair Williamson
Yeah, so we focus on those customers that are in those sectors I just talked about a bit earlier. agriculture the energy sector we're working with very large customers such as baya saenta. in the energy sector chevron and these are companies say that all have assets in that area that 85% of the world's surface where there's no connectivity. So. Regionally the majority of our engagement so far has been in the us and also in the Latin America region and we're now starting to move into the Asia-pacific region and if we look again at . The types of clients that we're engaged with they're clients that all have assets in that area where there's no wireless connectivity today.

OTC Markets Group
And so as a global operator. Do you face any sort of international regulatory hurdles or limits?

Alastair Williamson
there are some regulatory specifications we need to meet particularly in the hardware device that connects the IOT sensors to the satellites. But what? what we have done which is unique about wild is that we use a technology called Laura Wan to transmit those messages from those IOT devices to satellite now that's a regulated spectrum but it's a free to use spectrum. So we don't actually have to go across a lot of international regulatory hurdles to actually use that spectrum that spectrum's available. It's free to use and it's what actually. Allows us to put a very affordable solution into the market because we're not actually having to pay for expensive spectrum.

OTC Markets Group
Who would you say are your primary competitors in this industry.

Alastair Williamson
There are competitors in this in this industry. inmar saxon example of the

competitor but you know what we've done is we have developed a solution. It's our technology that really is that underpins our solution. And that was to look at how we can make our solution affordable. You know how we can demonstrate a return on investment for our customers because satellite IOT has been available for a while but a lot of these satellite IOT solutions are using Geostationary satellites. Using expensive spectrum to transmit the data. So what we've done is we've moved the whole technology and the and the and the whole sector into an affordable solution by leaging low earth orbiting satellites which are obviously cheaper and by actually using. Licensed but free to use spectrum to make the complete end-to-end solution affordable for our customers and this has been very clear. as a vision that we've taken forward and it really is allowing. Customers to generate or return on investment return on investment and it's allowing us to mass scale the deployment of satellite IOT networks and I read a report from Mckinsey's that talked about unlocking and . The growth of the IOT networks by providing solutions that use lorowan as a technology in low- earth orbiting satellites is probably enabling the world to add an additional 2 to $ 3000000000000 to global gdp over the next ten years so we've really shifted the technology into an affordable technology and when we talk about agriculture you really need to sort of be able to offer an affordable solution into that market and that's the shift that we've taken this sector from is. Providing global coverage but affordable global coverage for IOT networks.

OTC Markets Group
What is Wyld looking forward to in the next few years?

Alastair Williamson
Well, that's really interesting. So at this moment in time we're going through the launch stage of the solution. So we're signing up customers as Launch Partners currently at the moment we're selling our while connect which is our IOT module that's being embedded into sensors but the actual overall service that will be launched will be launched towards the end of this year so at this moment in time. It. Next hurdle for us is launching the commercial service and looking to integrate new technologies into our solution were we're really interested in in in bringing and nbIOT into the solution as a technology. And sort of getting ourselves into relationships with mobile operators that have bought five g spectrum and want to utilize their and nbIOT capabilities for satellite connectivity. So we're starting to look at how we can. Implement some of these other technologies to broaden our customer base.

OTC Markets Group
And your primary listing is on the Nasdaq First North Stockholm - How has joining

and trading on the OTCQB helped the company convey its IR message to US investors?

Alastair Williamson
Well, it's been enormously helpful for us. We were as you say the list on the Nasdaq first north in in in Stockholm. But as I say that a significant part of our deployment is in North America and also South America but we wanted really to enable potential new investors in wild and shareholders to be able to trade on the wild on wild shares but be able to trades in us dollars and in us time zones. So it is particularly important for us to get onto the OTC Market.

OTC Markets Group
And well Alistair. It's been a pleasure speaking with you. Thanks for your time today.

Alastair Williamson
Thanks! Very much indeed and if anyone would like to follow wild. We're on Linkedin and Twitter and please follow us on our website. It's http://wwww.wildnetworks.com Thanks very much, Cecilia.

OTC Markets Group
Wyld Networks trades under the symbol WYLDF on our OTCQB Venture Market.

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