

Building Fiber Networks



Valdor Technology has

- A strong business plan and business model in fiber optics and streaming media. Both of these sectors are poised to be strong for at least several years and possibly several decades (Slide 2)
- A strong, experienced and synergistic management team with proven ability to work together efficiently and effectively (Slides 3 – 13)
- An excellent stock structure with long term investors dominating the investor base (Slide 14)

Business Plan and Business Model

- A high technology company -- design and manufacture of fiber-optic & video streaming devices and components. Two divisions:
 - 1) **Valdor Fiber Optics**, Inc. in Hayward, California and
 - 2) **Niagara Streaming Media** in Dallas, Texas.
- Contract manufacturing in the USA and China
- Mandate -- solutions as opposed to products & partnership with clients.
- High quality, unique, harsh environment products with proprietary and/or patent protection.
- Focused on international sales.
- Organic growth & growth by acquisition. Raj Kapany M & A connections and experience.

Business Plan and Business Model Continued

- Acquisition targets must:
 - 1) Have synergy with the Valdor business plan and business model;
 - 2) Have synergy relative to management and/or customers and/or business sector;
 - 3) Be compelling for their value versus price;
 - 4) Have potential for international sales;
 - 5) Have a projected gross profit margin of about 60% and net profit margin of about 20%;
 - 6) Have a projected growth of at least 25%
- Fund acquisition via equity, debt & shares from treasury.

Management, Consultants & Board of Directors

- Accomplished and experienced management team and strong Board of Directors.
- Synergy.
- Key Management has invested significant amounts of their own money into Valdor. Management and Directors build their share position in lieu of cash. Management motivated to do what is best for Valdor.

Mr. Elston Johnston, P.Eng., Chairman and Director:

- Public company expertise;
- Fundraising & business expertise;
- For 20 years -- Owner of successful Engineering Consulting firm;
- Bachelor of Science in Electrical Engineering University of New Brunswick (Canada) 1976.
- Business and industry worldwide -- as a consulting engineer & entrepreneur.
- Has been a major shareholder of numerous public companies & has served as Director, President, CEO and CFO of several TSX & TSX-V listed companies

Mr. Brian Findlay, CFO and Director:

- 35 years experience in administration of North American junior public companies;
- Expertise at interfacing with auditors, lawyers, accountants and TSX-V regulators;
- Director and/or major shareholder of several junior public companies.
- Has a strong background in managing, financing, and administering junior public companies.
- Has participated in raising in excess of \$200 million investment capital for junior public companies.

Mr. Las Yabut, P. Eng., President:

- Has been a senior executive with Valdor since 2001.
- Holds a Bachelor of Science in Industrial Engineering (BScIE) Mapua from Institute of Technology (Philippines) 1983.
- Employed with AMP/Tyco → Engineering Technician → Production Supervisor → Manufacturing Engineer → Production Manager → Director of Operations.
- Extensive hands-on experience in manufacture & testing of fiber-optic components.
- Extensive relationships with fiber optic manufacturing facilities world-wide.
- Has started up fiber optic manufacturing facilities in four different regions.

Mr. Ron Boyce, VP Sales & Marketing and Director:

- Excellent connections with the Canadian telecom sector;
- Fundraising capability; Senior executive experience;
- Bachelor of Commerce (BC) with a major in Marketing from the University of Alberta (Canada).
- Several executive positions with Manitoba Telecom Services (MTS)
- Director of Sales and Marketing for AT&T Canada for the Prairie Provinces.
- First hire in the Prairie Provinces for Metronet Communications, the first national competitive local exchange carrier in Canada. During his tenure, Metronet installed more than \$800 million of fiber optics infrastructure across Central Canada.
- Director of Sales Western Canada for Netstone Communications, the first building exchange carrier in Canada.
- One of the founders and Vice-President of Sales and Marketing of an IP management software company.
- Has won several awards in recognition of his success in sales and marketing.

Mr. Raj Kapany, M & A Specialist and Consultant:

- Significant business expertise with junior private and senior public companies in technology and fiber optics;
- Well connected in the fiber optics industry – a high impact player in the fiber optics business world;
- Senior executive experience in mid size and large fiber optics companies;
- Bachelor of Science (BS) from the University of California - San Diego (USA) 1979.
- Has been General Manager, Director, Vice-President, President, CEO or Chairman of eight private and public technology companies.
- Has held executive positions with Tyco International Ltd, Amp Inc, K2 Optronics Inc, Emcore Corp and Nest Corp.
- Has been instrumental in the completion of more than a dozen mergers and acquisitions involving technology companies and company divisions

Mr. Raj Kapany Continued

- Acquiring & vended companies and/or divisions with his M & A activity → Tyco, Emcore, Nest, JDS Uniphase, Ericsson, Volex, Crown Life Insurance.
- 1994 brought Tyco's fiber optics division in Europe from initial sales to \$40,000,000 annualized, in less than two years.
- 1998 at Amp won the annual company award for the most profitable division (9 of 50) in the company.
- 2000 headed a team that raised \$45,000,000 in venture capital for K2 Optronics and then facilitated the sale of K2 Optronics to Emcore.
- 2008 directed a team that was responsible for having patch panels qualified for use by Verizon Communications.

Mr. Hector Toledo, Director:

- Connections with the Latin American telecom sector;
- Senior executive experience in mid size and large fiber optics companies
- Bachelor in Civil Engineering from the Universidad Nacional Autonoma de Mexico (UNAM) 1974;
- Master in Business Administration (MBA) from University of California – Los Angeles (UCLA) 1977;
- Bachelor in Telecommunications Engineering from Technical University of Achen (Germany) 1981;
- MBA from Instituto Para Alta Educacion de Empresas (IPADE – Mexico City) 1986.
- Has had senior management, sales and marketing experience in USA, Mexico, Central America, South America, France, Germany, India, Soviet Union, Egypt, Turkey, Australia and South Africa, predominantly with telecom and information technology systems.

Mr. Hector Toledo continued,

- Speaks Spanish, English, German and French.
- Relationships with senior executives who control telecommunications companies in Latin America.
- 1979 to 1984 with Northern Telecom de Mexico (Nortel) built sales from initial roll-out to \$US400,000,000/year.
- 1985 to 1989, with Tyco International expanded distribution network throughout Central and South America marketing to telephone companies, competitive local exchange carriers, internet service providers and cable television networks.
- 2001 to 2004 with Matra Communications de Mexico/European Aeronautic Defense and Security (EADS) Telecom established sales teams and built sales in Mexico from initial roll-out to \$US500,000,000/year. Won the award of Mexican Telecom Sector Executive of the Year.
- 2004 to 2009 with Opterna Inc NeSt Group (Indian based junior company) took sales from initial roll-out to \$US7,000,000/year.

Mr. John Hammock, Executive VP Sales & Marketing (Niagara):

- Extensive experience in International business development and sales worldwide in Fortune 500 accounts
- Has held numerous high profile Senior VP roles in telecom, software, and manufacturing with Newbridge Networks, Tandy, Movera Technologies, Corvis and Voxpath Networks
- Has held President and CEO role with Viewcast a world renown video streaming company. Cut operational expenses by 38% and increased gross profit margin by 14%. Developed high profile relations with major broadcasters and Tier 1 and Tier 2 telcos, ILEC's, MSO's, and IP providers

Mr. John Hammock continued

- Has held role of Vice President Americas for Kaseena a software platform company delivering IPTV and video applications- grew the business from \$4 Million to \$12 Million in 12 months generating sales with AT&T, CenturyTel, Frontier and Cablevision. Also developed reseller agreements with Motorola and Alcatel-Lucent.
- As Vice-President of Corvis his team's sales efforts were responsible for \$60M of pre-IPO sales which lead to a successful \$1.6 Billion IPO
- Has numerous President Club Awards, including Several Circle of Excellent Awards through out his career.
- Bachelor of Economics from the Texas Christian University

Stock Structure

- Management, employees and insiders own over 60% of the issued shares;
- Management is motivated for success and motivated to do what is best for the shareholders.
- More than 60% of the Valdor shares are owned by people who are working directly or indirectly to improve the value of the Company, from the perspective of the fundamental Company and/or its share value on the TSX-V secondary market.
- The stock trading float is significantly less than 40% of the market cap.



