

OTC Markets Group

Joining us today is Andrew Duncan the CEO of Boardwalk Tech Software Corporation that trades on our OTCQB Venture Market under the ticker BWLKF. Based in Cupertino, California, Boardwalk Tech is a technology company. Boardwalk Tech has developed a patented digital ledger technology platform used by fortune 500 companies running hundreds of live mission-critical applications worldwide boardwalk text patented digital leisure technology and its unique method of managing vast amounts of structured and unstructured data. Is the only platform on the market today where multiple parties can effectively work on the same data simultaneously Andy thanks so much for joining us today.

Andrew Duncan

Thanks Cecilia happy to be here.

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Thanks for joining us in New York so to start for the listeners who don't know Boardwalk Tech tell us about who you are. And what you do

Andrew Duncan

sure so boardwalk as you said is based in Cupertino California we also have an operation in move by India and we built this digital ledger technology platform that works with large companies to help them digitally transform. A lot of the manual processes that they have today within their organization most of which are running on Microsoft Excel so when you look at any large organization today. They spend a lot of money on their big transactional systems of record like Sa and Oracle and salesforce.com. Yet much of the company is still run on Microsoft excel and your listeners are probably sitting there nodding their heads laughing going? Yep, that's me and that's exactly what happens excel is a repository. That allows the information worker within an environment of a large corporation to effectively align data from different places in the organization to help them get to a decision. Today Microsoft Excel there's about 1 point, 3000000000 users of the world that is the number 1 business application. The number 1 decision making application and when boardwalk is done in creating this platform helps companies take the existing spreadsheet processes that they have. Turn them into a real live digital application which greatly improves the way in which companies get to decisions based upon the information that they've got in these spreadsheets. So what kind of clients and markets. Do you target. So we mainly so we mainly started out focusing in the supply chain cpg world. and we like companies where there's a lot of inventory because that means that there's a lot of movement. There's a lot of stuff that's going on and there's a lot of spreadsheets so today we

have 21. Of the fortune 500 as customers so companies like Apple Computer Verizon Wireless general mills you know, very you know, Accenture very large companies that have a whole bunch of these spreadsheet processes within their organization. That are kind of what we call mission critical.

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Boardwalk recently provided a solution for the banking industry. Can you talk a little bit about that

Andrew Duncan

sure we're very excited about this. We were approached by a partner and customer which is a \$10000000000 ITServices company based in India who came to us and said we have a client who's a top 5 bank in the world based here in New York and this client has been penalized by the office of the controller of the currency um a pretty big penalty. And the reason that the penalty was levied was because they've got about 40000 spreadsheets that need to be converted and moved over into a digitally compliant environment as we so they said would you work with us on this and we said of course we would. And so as we started to dig into this and starting to meet with this client. what became very evident was that our solution literally out of the box Cecilia was a perfect fit. We didn't have to write a line of code. And the way in which we actually can absorb these spreadsheets into our digital lecture platform and bring the compliant component to this for the customer was orders of magnitude faster and better. Anything else that's on the market out there. So we now signed a long-term contract a licensed contract with this large financial institution we are in the kind of early phases of rollout and the most interesting thing that we've learned from this is that. While they're doing this because they're trying to get into compliance with the regulators which is a good thing and we have to do this but what's happening is that in the initial early rollouts. We're interviewing their users. 1 user in particular came back and said what used to take me two days now takes me 15 minutes and so the not only are we helping this large financial institution. Transform these 40000 spreadsheets into a compliant environment. But we're providing a much better business solution for the users within this this financial institution because if you can take two days off of your week and get something done in 15 minutes versus two days time is so important time to decisions are so important. So we're very bullish about this particular market. It's a market that we have not chased because you know we try and limit ourselves to the areas that we know right? We can't you can't outgrow you know you can outgrow a company and kind of break it in our particular case we weren't chasing this market but because it was brought to us we now and because the solution was such a perfect fit. We now are very deeply engaged in the financial services market. The way that we're

going after this market is a little bit different than our traditional enterprise direct sales model. We're actually going after the financial institutions through partners. So if you look at a lot of the partners out there that kind of the top 10 that support these financial institutions. And have a lot of employees that work back office stuff for these financial institutions. So think of companies like you know cap gemini and emphasis and Accenture and hcl. All of those companies have deep relationships with these banks. And we basically are now out talking with those kind of it services companies to say look what we did over here with this partner look at what's happening from a regulatory standpoint that this is going to need to be solved. This is why we won this big deal with this major bank. You need to be working with us. Let's go after these other banks together and the win-win is we'll do the license agreement they can do the professional services component of this of which. There's not a lot but it does take time right? There's an administrative function that has to happen when you're trying to you know convert 10 or 20000 of these spreadsheets onto a platform again orders of magnitude faster than anybody else, but there's some work to be done so they win. They're bringing a great solution to their client and we win because we continue to drive additional. You know, recurring revenue to the business and provide a great solution into the market you earlier you mentioned the supply chain. how are you helping your clients with the supply chain management. Sure so when you look at first of all, the big question is why are these spreadsheets being used so as an example, we have a large cosmetics client manufacturer that's based here in New York well known you're probably wearing some of their makeup. And they happen to have a series of spreadsheet-based processes that's in place to manage things like you know excess inventory or issues around formula management for all of their particular products.

You know all of the esg stuff that has to happen and guess what if they were to go to sap or oracle and say do you have an application for this. They probably don't and if they did have an application. It would take years to build out and cost a lot of money. And so what they do is. They're basically run these processes in a kind of customized spreadsheet application that might have 200 people sharing data back and forth the beauty of the boardwalk digital ledger is we can take that already. You know I p. In that spreadsheet that they've already developed that might have 1000 formulas and 40 macros and they've been using this to manage ss inventory for a long time and basically port it right into our digital ledger platform which then provides the access control the workflow the integration to the back office. And most importantly, because of the way that our digital ledger works. We've got we maintain a complete historical record on everything that has ever happened in that spreadsheet which means you can go back and say who made the change to sell m 21 in you know January of 22 and why was it a thousand units versus what it is today 400 and look at how that data has matured

over time and no one else can do that today and so having that historical component and the ability to audit and the ability to have these in compliance. Is really important but the improvement of the business process is very important. 1 other point I want to emphasize is that when we look at our go to market most large companies will have anywhere from a hundred to a thousand of these manually built. Spreadsheet processes that are not attached within their entire enterprise ecosystem and so this is a greenfield opportunity for boardwalk because our digital ledger platform helps these companies automate. A lot of these spreadsheet processes without changing a lot of the work that the user already is used to because we allow them to stay in the spreadsheet but instead of emailing the spreadsheet around they simply hit a submit refresh button which moves the data from their local spreadsheet onto the boardwalk server. And then everyone else can see the change that they just made so it improves the communication. So think if you're a large company and you're managing a bunch of suppliers around the world and you're trying to aggregate demand data or pricing data or supply data. And you don't want to have to wait for all these spreadsheets to come in from all over the world and then aggregated if it's coming in and it's already automatically being aggregated. You now can see the real time data exactly and that's the point that this person made that we interviewed. At this large financial institution that said what used to take me two days which is really a manual aggregation of all of these fifty or one hundred spreadsheets that are coming in from all over the world. It now only took her 15 minutes because it was all pre-aggregated. Because you could see everything in what we call the single version of the truth database which is the boardwalk digital ledger.

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You recently had an earnings call and on that call you started providing guidance to the investment community. Talk a little bit about what prompted that and your insights

Andrew Duncan

sure so you know we initially went public in June of 2018 with an rto on the venture exchange in Toronto we subsequently are now on the OTC and proud to be on the OTC. but 1 of the things that we really did is we're trying to be conservative and we really wanted to wait until we felt great about providing any type of you know forecast or guidance and so our fiscal year ends at the end of March. When our fiscal year end at the end of March when we did our basically year-end earnings call which was the first time that we've ever done one. We at that time provided guidance to say that our revenue would be somewhere between 6 and seven million six and a half and \$7000000 this year. We are trending toward profitability which we hope will come fairly soon and we

also gave guidance that we are not raising any cash and that we've got enough cash to be able to get to you know, kind of a break even and beyond our first quarter when we did our earnings call in August. we reaffirmed that guidance and actually said that we were trending toward the higher end of that guidance. So both myself and Charlie gob and our CFO were conservative guys. We've done this before we know the drill you know beat rays beat rays and we're we're trying to provide. Great guidance to our wonderful investors so that they really can get a better sense of where we're going and what's happening what's on the horizon for birdwat tech at the end of 2022 and onwards to 2023 well, we're pretty excited about the growth. again, if you kind of take a look at our year over numbers. you know they're pretty substantial. and so we're growing right now in a big way. We also have no debt. Um at all, we've got a very clean balance sheet. you know, clean capital structure and you know from a cash standpoint. We're in great shape. So when you look at kind of as as a company itself we're really kind of primed for success now. The issue is we've got to execute and the execute piece on this is all about kind of 2 things. 1 is we're going to continue to bring on new logos on our existing kind of enterprise business with our direct sales team. We're hiring more salespeople we're bringing on new logos. We're hitting singles and doubles. We're doing a great job there and then the second piece on our enterprise business is. We've got a land and expand strategy. Because once we get into a company and we help them solve the first problem we then move from that problem to another problem to another problem and building these applications by converting these spreadsheets over onto our platform and it's basically an unlimited. A greenfield opportunity for us in any organization like you know they've got at least 100 of these spreadsheet processes that need to be digitally transformed. We think it's the last mile if you will of digital transformation in the enterprise. The second side of the story is the financial institution push that we've got and we are again very excited and bullish about the opportunity that's sitting in front of us. We continue to recruit these strategic partners that will help us. Actually land and bring in these large banks and we believe that our solution is again orders of magnitude faster and better and there really isn't any competition in the market out there that can do what we do. So we believe as the regulatory area continues to push on these banks to solve this problem There'll be certain banks that will do it based upon the regulatory push but there also will be certain banks that will do this based upon trying to get out ahead of the curve and we're pretty excited about what that could mean you know the average revenue. On each of the applications that we build out for a large enterprise is somewhere between 7600000. So if you think about you know with a normal fortune 500 company. We should be able to pretty quickly get to about a million dollar run rate of ar. Per company on the bank side. We think that the kind of sweet spot is going to be somewhere between 2 and 3000000 a year in recurring

revenue to license our platform to solve this compliance problem. So if you start to do the math and say gee Andy what if you guys got another 50 enterprise customers and what if you've got another 50 banks here over the next you know thirty six months or so we're now looking at a company that could have a topline revenue of between 5100000000000 at a 90% margin business and a really clean balance sheet and capital structure again, we're poised for execution or we're poised for success now. It's just a matter of we got to execute.

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So how does the OTCQB Venture Market contribute to the company's U.S. strategy.

Andrew Duncan

You know as you cross trade and the on the TSX-V sure well we're very enthusiastic about the work that we're doing with the OTC. as you know we originally went out on the TSX-V. And we really because we are a us company based in the middle of Silicon Valley it's a little bit odd that we went out on the tsx fee not that uncommon but we really wanted to increase our us investor base and as we're as we're looking at that the OTC was the perfect market for us. To be able to work with to increase our Us investor base and we're looking to continue to increase our investor base as we hopefully graduate up to the next level of the OTC.

OTC Markets Group

Well Andy it's been a pleasure speaking with you. Thanks so much for joining us here at our offices in New York

Andrew Duncan

thanks Cecilia appreciate the time.

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Boardwalk Tech trades under the symbol BWLFK on our OTCQB Venture Market.

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