Software Engineers developing International Products in Data Protection, Storage and Archiving for the Genetics, Broadcasting and the Space Industries

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CEOCFO: *Mr. Guilleaume, the company has a long history of almost 10 years. What is the focus at MT-C today?*
Mr. Guilleaume: The core business of MT-C is that we are a software engineering company. We have developed and designed products on the engineering side. We have two product lines. One is dedicated to data protection and one is dedicated to storage and archiving.

CEOCFO: *Would you tell us about each of your products?*
Mr. Guilleaume: Today, we cound two solutions in our product portfolio. The first one, which is our data protection product, was designed 15 years ago. LMS provides added feature sets to customers using IBM Mainframes and AS/400 Systems on premise. With this regard, we provide a new way to protect their assets and make sure they are secure onsite.

CEOCFO: *What have you figured out that is different from what is available today?*
Mr. Guilleaume: Compared to what they do today and they are used to in the past, we are moving to new technologies or advanced feature sets that are well known by user using Open System today. Through this, I mean that we can offer duplication. We can as well facilitate the connections to an agency and we can also permit them to unify their data protection with the company's open system or the mainframe. This means that we allow and facilitate multi-site data protection, so customers can replicate the content on a site and run back in case of disasters. We bring back the backup to disc with the duplication compression and encryption. We provide unification of the asset on the hardware thanks to our software product.

CEOCFO: *Would you tell us about the second part of your business?*
Mr. Guilleaume: Our second product is NODEUM. We started the development in R&D 3 years ago, when I took back the ownership and management of the company. I setup a new board and management team, and we agreed to follow a new vision. We did it by vote on the market. In addition, we wanted to develop a product that would provide another type of solution to the users facing an acceleration in the world of digital content generation and the data that has to be stored and managed. To do so, we are now focusing on 4 different markets. The first market is the genetics industry and mainly life science. The second market is the broadcasting and media industry. The third market is the video surveillance CCTV and the last one is the servicing around the space industry. We observed that these four markets are facing an acceleration of their digital content. These are focusing on finding solutions to store the content in order to retain it for a very long time, 10 years or more. This is a real challenge for these companies as they are generating data at breakneck

speed. Even more important for them than being able to retain it, is to be able to reach the right data and to retrieve it. We provide a full feature set software and product that allows them to store, keep, archive, read and retrieve data very fast.

CEOCFO: *What makes it more difficult to retrieve it? Is it the volume or other issues?*
Mr. Guilleaume: The volume, which is the amount of data, makes it difficult to retrieve it. This data comes in small, medium and very large files. Now due to this content, the way users have to search and retrieve the data is also difficult. This is why we provide a real-time catalogue of the their content. This means that every data written on the system is as well listed in the catalogue. This catalog is easy-to-use for users as they can go into it via a web catalogue, and we made it easy to retrieve data. As they may have internal metadata, and now the users can look after the metadata as well, and be able to retrieve the needed content, even if we are talking about millions or billions of files.

CEOCFO: *Are potential customers aware of MT-C? How do you increase the exposure?*
Mr. Guilleaume: As we have achieved a great deal of R&D, we are now focusing back on the business and the market in terms of communications. We have an excellent reputation thanks to the quality of our product, including our LMS projects, which has been installed in famous financial industries, banks, retail, as well as Lockheed Martin, which has been using our product for more than 10 years now. We have an excellent reputation which boost our visibility to other types of customers, nonetheless we are now more visible as we are very active at fairs and trade shows. We have also been spending a great part of our budget on marketing, communications and media. In addition, we have received two prestigious awards over the last two months. One from the CIO Review where we have been recognized as One of the Most Promising Storage Solutions Providers. One from the Silicon Review where we have been recognized as One of the Best Companies to Watch in 2016. This means that our exposure has been pushed even in the United States thanks to the R&D and the products that we have developed for the market. We also have an excellent traction from the customer side as we have launched new products in 2016.In fact, it took us less than three months, after our product launch, to sell. It is great to have such great references like in IPG in the genomic industry just three months after the sales process started. This confirms us that the solution is very well built for the addressed markets.

CEOCFO: *How do you work with your customers on an ongoing basis? How do you provide customer service on a global basis?*
Mr. Guilleaume: We have two different approaches. The first is a direct service, as we are a software engineering provider, we use commodity hardware to deploy our technology. This means, in terms of hardware service, that we use the vendors' service for the commodity hardware, but for the software, we interact with the customers directly. Then we are very open to the new feature, so we are very keen to their needs and we are very keen to answer all of their needs in terms of the evolution of our product. We have a good community in each addressed market and we are willing to build products that meets our customers' needs. We are not just building products for the beauty of doing technology. We want to be sure that the product is an answer to the business needs.

CEOCFO: *Do you do direct sales or indirect?*
Mr. Guilleaume: Yes we do direct sales, but we also see indirect through resellers. In addition, we work with major IT vendors.

CEOCFO: *What is the plan for the upcoming year?*
Mr. Guilleaume: The plan for the upcoming year is to accelerate our outreach to the market. We have a strategy and plan to sell the first deals and to increase our revenue by ten.

CEOCFO: *Put it together for our reader? Why choose MT-C? Why should the company standout?*
Mr. Guilleaume: People should work with MT-C because we are a software company, we know the business we address, and we are very close to what the business wants. We are not building generic products. We are answering specific problems that they have and we provide specific answers to them. We have a very long history in terms of development in terms of the storage market, and we have as well key advisors from the different businesses we address: the broadcasting, the space services and the genetics industries. We are talking everyday with people who are in the genetics and broadcasting businesses. Cosequently, we have very good interaction and know what we do in terms of both storage and the markets. We are very focused on delivering features to our customers. We are agile in terms of sales as well as R&D. This means that customers using our technology will get new and advanced features coming every three to four months. In fact, every quarter we release a new version of our product with the necessary fixes and feature sets. We publish and communicate on this to provide an adequate product for their needs. Customers using our technology will not be vendor locked in terms of product, because we are writing all of the content on the format, which is open. This means that you are storing terabytes of data. There is no vendor locking when using MT-C technology. This is very important

because when we are talking to the customers we address long-term storage, so that after even 10 years you can keep the content in our technology. In addition, after 10 years you will be able to read it back with any kind of product vendor that you want. Our differentiation? We provide to our customers the right feature sets, the catalogues, the scalability in terms of performance and capacity. We provide as well automation through the open APIs that are available. It is written to content on disk, flash and on tapes as well for keeping a written of investment, which is as low as possible.

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