

**Transcript of
LightPath Technologies, Inc. (LPTH)
Fourth Quarter 2010 Results Conference Call
September 16, 2010**

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Participants

Joseph (Jim) Gaynor, Chief Executive Officer
Dorothy Cipolla, Chief Financial Officer

Presentation

Operator

Greetings and welcome to the LightPath Technologies Fourth Quarter Earnings Call. At this time, all participants are on a listen-only mode. A brief question and answer session will follow the formal presentation. If anyone should require operator assistance during the conference, please press *0 on your telephone keypad. As a reminder, this conference is being recorded.

It is now my pleasure to introduce your host, Ms. Dorothy Cipolla, Chief Financial Officer for LightPath. Thank you, you may begin.

Dorothy Cipolla – LightPath Technologies, Inc. – Chief Financial Officer

All right. Thank you and good afternoon. I'd like to thank everyone for joining us today for LightPath Technologies' fiscal 2010 fourth quarter and yearend financial results conference call. If anyone participating on the call this afternoon does not have a copy of the earnings release, you can find the copy on our website at lightpath.com or if you're unable to access the materials online, you may call our office at 407-382-4003 and request a copy.

Before we begin the call, I'm going to review our Safe Harbor statement. Statements in this conference call that are not descriptions of historical facts are forward-looking statements relating to future events and as such, all forward-looking statements are made pursuant to the Securities Litigation Reform Act of 1995. These forward-looking statements are subject to risks and uncertainties and actual results may differ materially. When used in this call, the words "anticipate," "could," "enable," "estimate," "intend," "expect," "believe," "potential," "will," "should," "project," and similar expressions as they relate to LightPath Technologies are such forward-looking statements. Investors are cautioned that all forward-looking statements involve risks and uncertainties which may cause actual results to differ from those anticipated by LightPath Technologies at this time. In addition, other risks are more fully described in our public filings with the US Securities and Exchange Commission which can be viewed at sec.gov.

It is now my pleasure to turn the call over to you host, Jim Gaynor, our Chief Executive Officer.



Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Well, thank you, Dorothy, and good afternoon everyone. I'd also like to thank everyone for joining us today for LightPath's fiscal fourth quarter and yearend financial results conference call.

And as such, I am pleased to report LightPath has concluded its fourth consecutive quarter of top and bottom line growth. In the fourth fiscal quarter end of June 30th, our revenues grew 75% to \$2.8 million and our gross margins increased 4 points sequentially and 18 points year over year to 51%. All these while our costs remained relatively flat. Unit volumes produced have grown substantially, up 292% in the fourth quarter of 2010 compared to the year ago period.

Another good measure of our performance remains earnings before income taxes and depreciation and amortization or abbreviated as EBITDA. Our EBITDA has improved from a negative \$21,000 in the fourth quarter of fiscal 2009 to a positive \$488,000 in the fourth quarter of fiscal 2010, a gain of over \$0.5 million.

As we continue to increase our unit volume and achieve higher fixed cost utilization, a greater percentage of our total revenues will drop to the bottom line delivering gross margin, EBITDA, and net income improvements going forward.

We achieved a turnaround to profitability in the second fiscal quarter that ended December 31, 2009. And I am pleased to say that we continue our positive earnings trend.

For the fourth fiscal quarter of 2010, net income rose to \$92,000 or \$0.01 per diluted share representing an increase of \$80,000 over the third fiscal quarter of 2010.

While the US fiber optics market showed signs of an economic rebound in 2010, Asia represents the strongest growth potential for our business in fiscal 2011. Our shipment of orders from our Shanghai facility have nearly doubled over the past two fiscal quarters compared to the first six-month period of this year. Billions of dollars are now being invested by the Chinese government to build out high-speed internet infrastructure with the focus on wireless networking, mobility solutions, and cloud computing. Our telecom and datacom products have been developed with these specific applications in mind.

In addition, we are targeting the industrial laser tools market with applications for laser levels, range finders, barcode scanners, and gun sites. We are also making progress on bringing to market lenses for a number of infrared products. Commercial thermal imaging products are used in digital security cameras, emerging firefighting and electrical maintenance applications, and infrared applications also have many defense related applications including thermal rifle sites, weapon targeting systems, and infrared countermeasures. LightPath has also developed radiation hardened aspheres that are currently being used for satellite communication in both the military and commercial markets.

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We believe that over the next three to five years, our total addressable market combined is over 1.5 billion for aspheric lenses. We have the research and development; scalable, low cost, high volume production capacity; and the global sales channels to ensure that we fully capitalized on these markets going forward.

I would now like to turn the call back over to Ms. Dorothy Cipolla, our CFO, to discuss the financial results for fiscal 2010 fourth quarter and the year ended June 30, 2010.

Dorothy Cipolla – LightPath Technologies, Inc. – Chief Financial Officer

Thank you, Jim.

First, we'll want to talk about the results of the quarter which ended June 30th.

Revenue for the fourth quarter totaled \$2.8 million compared to \$1.6 million for the same period last year, an increase of 75%. The increase from last year was primarily attributable to higher sales volumes of precision molded optics, GRADIUMs, and isolators. Our precision molded optics sales units were significantly higher as the results of our increased production capability and our pursuit of high volume, low cost lens business. Our current cost structure has allowed us to sell products at lower prices while improving gross margins. Growth in sales going forward is expected to be derived primarily from the precision molded optics product lines particularly our low cost lenses being sold in Asia.

Our gross margins percentage in the fourth quarter compared to last year increased to 51% from 33%. Total manufacturing cost of \$1.4 million was approximately \$324,000 higher in the fourth quarter compared to last year. This is due to costs to support higher sales volume. Unit shipment volume and precision molded optics was up 292% in the fourth fiscal compared to last year. This resulted in better absorption of overhead costs which results in improved fixed cost utilization which lowers our unit costs. Direct costs, which include material, labor, and services, increased to 26% of revenue in the fourth quarter as compared to 23% of revenue last year due to a product mix change. Gross margins improved as a result of the cost reduction programs we've implemented, better production yields and efficiencies, and improved overhead absorption with the increased volume.

During the fourth quarter, total costs and expenses increased \$465,000 to \$1.2 million compared to \$690,000 for last year. Expenses last year were \$370,000 lower due to non-recurring events resulting in reduction to G&A expense. Receipt of \$183,000 from our D&O insurance carrier as a refund of legal expenses and receipt of \$186,000 in excess cost reimbursement from the Chinese government related to the move of our manufacturing facility in Shanghai attributed to these one-time events. Included in total costs and expenses for the fourth quarter were \$937,000 in selling, general, and administrative expenses. As a result, total operating income for the fourth quarter improved to \$282,000 compared to a loss of \$159,000 for last year.

Interest expense was approximately \$193,000 in the fourth quarter as compared to \$163,000 last year. The convertible debentures issued in August of 2008 accounted for approximately \$193,000 of interest during this quarter. This includes periodic interest at 8% amortization and amortization of the related debt issuance cost and

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debt discounts and write offs of debt issuance cost, prepaid interest, and debt discounts for debentures which were converted into shares of common stock during the quarter.

Net income for the fourth quarter was \$92,000 or \$0.01 per basic and diluted per common share compared with a net loss of \$318,000 or \$0.05 per basic and diluted share for last year. This represents a \$410,000 decrease in net loss compared to last year. Weighted average basic shares outstanding increased to 8.9 million in the fourth quarter compared to 6.7 million last year primarily due to the issuance of common stock shares related to the private placement earlier this year.

Now, I would like to talk about the results for the year which ended June 30th 2010.

Revenue for the fiscal year totaled \$9.3 million compared to \$7.5 million for last year, an increase of 24%. The increase from last year was primarily attributable to higher sales volume for precision molded optics and GRADIUM offset by lower sales for isolators and collimators. Our precision molded optic sales units were significantly higher but our average selling price was lower. This is a result of our pursuit of the high volume, low cost lens business. Our current cost structure has allowed us to sell products at lower prices while improving gross margins. The growth in sales going forward is expected to be derived primarily from the precision molded optics product line particularly our low cost lenses being sold in Asia.

Our gross margin percentage for the fiscal year compared to last year increased to 47% from 27%. Total manufacturing cost of \$4.9 million was \$0.5 million lower in fiscal 2010 compared to last year. This was due to lower production cost. Unit shipment volume in precision molded optics was up 85% in this year compared to last year. This resulted in better absorption of overhead costs which resulted in improved fixed cost utilization which lowers our unit cost. Direct costs, which include material, labor, and services, were 24% of revenue in this year as compared to 23% last year. Gross margins improved as a result of the cost reduction programs we've implemented with better yields and efficiencies.

During fiscal 2010, total cost and expenses decreased \$400,000 to \$4.2 million compared to \$4.6 million for last year. Included in total cost and expenses for this year were \$3.3 million in selling, general, and administrative expenses which decreased \$400,000 or 10% from \$3.6 million last year. We had a reduction of \$255,000 due to lower salaries and benefits, a \$29,000 reduction of board compensation, a \$25,000 decrease in stock compensation expenses for stock options and restricted stock units, and decreased legal costs of \$262,000. We had higher investor relations expenses of \$267,000. During last year, there were two one-time events resulting in reductions to G&A which was the receipt of the \$183,000 from our D&O insurance carrier as a refund of legal expenses and the receipt of \$186,000 from the Chinese government related to the move of our facility in Shanghai.

Net interest expense was approximately \$723,000 this year as compared to \$1.3 million from last year. Approximately \$5600 of the interest expense for this year is attributable to our equipment term loan and our capital equipment lease. The convertible debenture issued in August of 2008 accounted for approximately \$722,000

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and \$1.3 million of interest expense this year and last year, respectively. This represents periodic interest of 8% and amortization and write-off of related debt issuance costs, debt discounts, and the value of shares and warrants issued as an incentive to participate in the convertible debenture placement and to induce the conversion of the debentures to share the common stock. In December of 2008, 25% of the debentures were converted into shares of common stock and \$300,000 of the debt discount and \$121,000 of debt issuance costs were written off to interest expense. And we also had \$262,000 of debentures converted into common stock during this fiscal year.

Net loss for fiscal 2010 was \$560,000 or \$0.07 per basic and diluted share compared with a net loss of \$3.8 million or \$0.62 per basic and diluted share for last year. This represents a \$3.3 million decreased in net loss compared to last year. Weighted average shares outstanding increased to 8.1 million this year compared to 6.2 million last year primarily due to the issuance of shares of common stock related to the private placements this year.

Now, I would like to talk about a few areas on the balance sheet.

Cash and cash equivalents totaled \$1.5 million at June 30, 2010. Total current assets and total assets at year end were \$4.8 million and \$7.5 million compared to \$3.3 million and \$5.8 million, respectively, for last year. Total current liabilities and total liabilities at June 30, 2010 were \$1.1 million and \$3.3 million compared to \$2 million and \$4.1 million, respectively, for last year. As a result, the current ratio as of June 30, 2010 improved to 4.27 to 1 compared to 1.59 to 1 as of last year end. Total stockholders' equity at June 30, 2010 totaled \$4.2 million compared to \$1.7 million at June 30, 2009.

As of June 30, 2010, our backlog in orders scheduled to ship in the next 12 months was \$2.9 million compared to \$2.3 million as of last year end.

I would now like to turn the call back over to Jim for closing comments.

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Thank you, Dorothy.

Overall, given the current uncertain market conditions, our outlook over the short term remains cautious but optimistic. We just returned from our exhibit at China's International Optoelectronic Expo where we showcased our expanded catalog of aspheric laser tool lenses and new designs for blue laser collimating lenses, and our products were extremely well received by our target market of Asian OEM suppliers. As a result of our participation, we anticipate a rise in quote activity throughout fiscal 2011.

What the past year has demonstrated is our ability to increase revenues, gross margin, and EBITDA and control our costs despite the economic forces. Given the opportunities we see for LightPath in the low cost commercial and infrared markets in Asia, we remain very optimistic for our business over the long term. We expect our year-over-year fundamentals to show continued improvement and as always, we

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appreciate your support and are very excited about the prospects to increase shareholder value over the near and long term.

This concludes my comments at this time and I would like to open the call for questions. Operator, if you would please start the Q&A portion of the call.

Operator

Thank you. Ladies and gentlemen, we will now be conducting a question and answer session. If you would like to ask a question, please press *1 on your telephone keypad. A confirmation tone will indicate your line is in the question queue. You may press *2 if you would like to remove your question from the queue. For participants using speaker equipment, it may be necessary to pick up your handset before pressing the * keys.

Our first question is from the line of Robert Ainbinder with Garden State Securities. Please go ahead.

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

I think he's still muted.

Operator

Mr. Ainbinder your line is live.

Robert Ainbinder – Garden State Securities

Hello? Can you...?

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Hi, Bob.

Robert Ainbinder – Garden State Securities

Oh! Good afternoon, Jim and Dorothy.

Dorothy Cipolla – LightPath Technologies, Inc. – Chief Financial Officer

Hi, Bob.

Robert Ainbinder – Garden State Securities

First, let me congratulate you both on a great quarter and a fantastic turnaround of LightPath. This is very, very encouraging to see and we all look forward to continued progress as we go forward. With that, if I can I ask you to give us a little more color with regard to some of the new products that you announced back in June and what type of market you see for those lenses and if we're starting to gain any traction with those lenses in China.

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Okay. Well, we've announced a number of new lenses and actually, Bob, we're kind of working at a rate where we're introducing almost a new lens per week as we find different opportunities in the marketplace. But in particular, we've released two families of lenses that I'm real excited about. One is these RoHs (ph) compliant lenses that are targeted to our telecom type applications, which is something that

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LightPath has done for many years but we never had lenses that met these environmental restrictions before and now we do and that allows us to re-participate in that market going forward and we have a number of those in qualifications at two or three major OEM equipment makers for the telecom market. So we're excited about that.

The next family is the blue collimating lenses that we just recently released. And those I am excited about because they have really good application and had been really well received in the marketplace particularly for biomedical instrumentation type applications.

So those are the kinds of things that we're trying to do. And what we're trying to do with our strategy there is to introduce a group of lenses that we think have good applications to a targeted market. And even if that particular lens that we put out there isn't exactly what the customer wants, we're able then... it puts us in the space and these guys come to us and then we're able to tweak a lens design to fit their particular application and that strategy is working very well for us. So we're really pleased with it.

The business in Asia I think has tremendous potential. We spent quite a bit of effort and time getting LightPath established in the Chinese market and I think we've accomplished that and we built a very good reputation there. And we're starting to see the traction occur with direct sales out of our Shanghai facility directly into the Chinese market. And that's the one segment of our sales that we've seen increased quite substantially over the last six months.

Robert Ainbinder – Garden State Securities

You know, that... that... that... you know, we're seeing almost a 300% increase. Those are some... that's some big numbers there. Do you expect to see continued growth in that area in China?

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Well, you know, I mean the unit volume growth we expect to see continued and actually, you know, right now, we're running probably about 48% of our capacity on a unit volume basis and we're already in the middle of expanding that capacity because we expect that much more volume to be coming in the near term.

Robert Ainbinder – Garden State Securities

Fantastic! Okay. That's great. This is an exciting time for LightPath, I got to say especially with... I noticed in one of your comments in one of the recent announcements, you stated that you're seeing a resurgence in telecom. And I remember... I've been following LightPath and been around LightPath for quite a long time and I remember back in the late '90s when this an area of great excitement for the company as the United States was rolling out its fiberoptic infrastructure and with China now in the process of doing the same thing, you see the market potential there. Is that what we're seeing with the resurgence of telecom? Are we seeing the opportunity for us as China begins to roll out their fiberoptic infrastructure?

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Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Well, I mean that's a piece of it certainly and it's a big piece. I think we do see that but we also see it in other parts of the world as well. I mean India is doing a similar thing. And I think the other thing that is driving the market, not just in these emerging and developing countries, but also in the developed countries is the mobile internet phenomenon that's occurring and all these applications for iPhones and Droid phones and all these kind of stuff is creating a demand for bandwidth much like we saw when video and things started going across through the internet and these, you know, the telcos got to add infrastructure to keep up with the demand.

Robert Ainbinder – Garden State Securities

Fantastic! Okay. That's... I mean that's...

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Excuse me, Bob. Here's an interesting statistic that just applies to China.

Robert Ainbinder – Garden State Securities

Sure.

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

China is the world's largest user of mobile phones. I think they have some 700 million subscribers today. Middle class... the middle class of China is equal to the entire population of the United States and expected to grow. Those people have a savings rate of something like 35%. So there's this huge market where people with money that's ready to explode into the consumer business and obviously, smart phones and mobile internet is a big opportunity there and I think we've got ourselves poised to take advantage of that market.

Robert Ainbinder – Garden State Securities

So while we have this happening for us there in China, which turns out to be just an absolutely great move to move our manufacturing operations there, we also have a market here in the US with some of the military applications and infrared. Could you give us a little more color in regard to the infrared market and what we anticipate happening there?

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

I think that's a longer term growth opportunity for LightPath over the next several years. We believe that we have an enabling technology associated with infrared type products that... which is molding. Infrared type products, lenses, and optics are very expensive. They're made out of very expensive materials that have a lot of rare earths in them; so the raw material is expensive. The processing of that material to make an optic historically has been done with single-point diamond turning, which are expensive machines, and they take a certain amount of time to make a lens. Molding, we believe, is a way to reduce the cost of that process and use less material, make more repeatable lenses, and, therefore, enhance the commercialization of these types of devices. And we just recently announced that we've engaged with the University of Central Florida and their optic school to do some work that's targeted specifically at improving the material efficiency as we prepare the glass for molding. And we believe we're going to be very successful with that effort and we're very happy that we're able

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to engage with the talent that's available from the University of Central Florida to help us do that and we think that will expedite our process as we develop those techniques and give us something unique in the marketplace to do that. So I'm really excited from that standpoint as to the future potential that we have there.

Now having said that, infrared device is about a \$2.5 billion market at the end product. So there's a huge market opportunity there and if we can get the cost of the optics to be significantly cheaper while they're still relatively high end, there's a tremendous business opportunity for LightPath in these applications in sensing and thermal imaging, firefighting safety equipments, electrical maintenance, security cameras on the commercial side and then on the defense side, there's thermal rifle sites, weapon targeting systems, IR countermeasure type devices that we can all participate in providing optics for those types of devices. So I really think it is the next major leg up for LightPath from a growth point of view.

Robert Ainbinder – Garden State Securities

Fantastic! Well, once again, I want to congratulate you both and the whole team at LightPath. Fantastic job and I'm very, very excited about the future and looking forward to the next conference call. Thank you very much.

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Good talking with you, Bob. Thanks.

Operator

Thank you. Your next question is from the line of Michael Dyer, a private investor. Please go ahead.

Michael Dyer – Private Investor

Jim and Dorothy, thanks again for the great report. During past calls, you have mentioned the European sales and the expansion of territory over there. I just wondered if you've been at all successful in some of those efforts and might talk a bit about that potential as well.

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Okay. Well, I think that the European market since we changed our channel to market by going with the master distributor in AMF Technologies and taking that approach to the marketplace, it's been very successful for us. We believe we've doubled the amount of business that we historically had done in Europe through that change in our approach to the market and it's going very well, Michael. I think we're quite pleased with that and it continues and those tend to be higher technology type applications that we get involved with in the European market and associated more with the higher end of our business. So that's also good that we're increasing that segment for ourselves.

Michael Diet – Private Investor

Great. Thank you very much.

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Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Thank you.

Operator

As a reminder, ladies and gentlemen, it is *1 to ask a question.

And our next question is from the line of Steven Donovan with Donovan Associates. Please go ahead.

Steven Donovan – Donovan Associates

Hi there, Jim and Dorothy.

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

Hi, Steven. How are you?

Steven Donovan – Donovan Associates

I'm fantastic. And I'm so excited to hear your news. It's really gratifying to watch LightPath unfold in such a wonderful... such a wonderful way. I have... I just have one quick question that Dorothy probably can answer and that is, on the balance sheet, there is the accumulated deficit of \$202 million. Is it correct to assume that much of that will be a tax shelter for future earnings, meaning LightPath will not have to pay any corporate tax?

Dorothy Cipolla – LightPath Technologies, Inc. – Chief Financial Officer

Yes, it is. We have \$95 million of tax loss carryforward at our disposal. Some start to expire in 2012 but they go through 2013. But you're correct that that would be a shelter on future income.

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

And we're going to do our best to use them all.

Steven Donovan – Donovan Associates

Fantastic! That's great! Okay. Thanks, you guys.

Operator

Once again, that's *1 to ask a question.

We have no further questions in queue at this time. I'd like to turn the floor back over to management for any closing comments.

Joseph (Jim) Gaynor – LightPath Technologies, Inc. – Chief Executive Officer

All right. Thank you, operator.

I'd like to thank our shareholders and everyone who's participated in today's call. And I... again, as I usually do and I sincerely mean it, I'd like to thank the team at LightPath for their hard work and dedication because they're the people that have actually made this... our success happen.

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So I look forward to updating you again on our fiscal 2011 first quarter conference call. If you have further questions, please feel free to contact myself or Dorothy.

And with that, I wish you all a great day.

Operator

Ladies and gentlemen, this does conclude today's teleconference. You may disconnect your lines at this time. Thank you for your participation.

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