Quantum eMotion's Francis Bellido on the Cybersecurity Revolution and the Race to Commercialize

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Quantum eMotion Corp. (NYSE American: QNC | TSXV: QNC) is seeking to shorten the distance between developing cybersecurity technology and selling it to the institutions that need it. In an InvestorNews interview with Tracy Hughes, President, CEO and Director Francis Bellido described the proposed C$33.8 million acquisition of **Plurilock Security Inc. (TSXV: PLUR | OTCQB: PLCKF)** as a way to gain the customer relationships, procurement channels and delivery capabilities that could otherwise take years to build.

"Plurilock represents a huge acceleration to commercialization," Francis Bellido said. He estimated that acquiring the business could save Quantum eMotion two to three years or more, while emphasizing that this was an intuitive estimate. The immediate priority is completing the transaction, with Plurilock shareholders scheduled to vote on November 18, 2026, and closing expected in late November, subject to the required approvals and other conditions.

The proposed transaction arrives at a moment when Francis Bellido believes cybersecurity needs a technological overhaul. He described an industry confronting increasingly organized attackers and a growing number of vulnerable connected devices. In his assessment, many smaller businesses remain poorly equipped to protect themselves, even as banks and other major institutions devote substantial attention to the problem. For

Quantum eMotion, that unmet need creates a commercial opening—but reaching customers requires more than developing the technology.

The September 28 acquisition announcement sets out a proposed 100-day commercial plan to identify priority accounts, pilot opportunities and ways to pair Quantum eMotion's technologies with Plurilock's services. Francis Bellido said Plurilock's customer relationships and ability to deliver promised services were central to the rationale. Building that infrastructure independently would require additional talent and considerable time.

The financial objective is to introduce proprietary products with stronger margins through an established sales organization. Francis Bellido argued that increasing the contribution from Quantum eMotion's own technologies could improve the combined business's ability to generate profits and free cash flow. "Our products have a high margin," he said. "They are proprietary." Those are management's expectations for the opportunity; the interview did not provide a quantified margin target or a forecast for profitability.

Government, defense and financial institutions are prominent targets, making independent technical validation an important part of the commercial strategy. Quantum eMotion announced in August that Lightship Security had completed its assessment of the eCore-Q quantum entropy module and submitted the validation package for review under NIST SP 800-90B. Separately, the company announced in July that its SecureKey Cryptographic Module had received an Implementation Under Test designation in the FIPS 140-3 process. Both are steps toward validation, rather than completed certifications.

Francis Bellido expressed confidence in the testing work but

acknowledged that Quantum eMotion does not control the timing of the review. He also said the introduction of its products should proceed progressively, preserving Plurilock's existing customer business. Assuming the transaction closes as anticipated, he expects the commercial impact to begin becoming visible in the first quarter of 2027.

The company is also adding experience to support that transition. Wayne Teeple's appointment as Chief Technology Officer and Bernard Crotty's appointment to the board bring technical and commercial expertise into the organization. Francis Bellido highlighted Wayne Teeple's combination of technology and business-development experience, alongside Bernard Crotty's background at Certicom, as relevant to the work of turning developed technology into customer adoption.

November brings another opportunity to advance those conversations. Quantum eMotion plans to showcase its cybersecurity portfolio at the World Quantum Cannes Festival on November 17–18, while Francis Bellido said additional meetings in Paris would extend its European outreach. The task ahead is concrete: complete the Plurilock acquisition, advance validation and convert access to customers into deployments. As Francis Bellido put it, commercialization can be "an endeavor as difficult sometimes as developing the technology."

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