



# Wanda IoT Solutions: The Next Evolution of Cleaning Compliance



VISIONSTATE™

Corporate Presentation  
Fall 2020

# Forward-Looking Statements

Certain statements in this Presentation may constitute forward-looking information, including future-oriented financial information and financial outlooks, within the meaning of applicable securities laws. Forward-looking information may relate to Visionstate's future outlook and anticipated events or results and may include statements regarding Visionstate's financial results, future financial position, expected growth of cash flows, business strategy, budgets, projected costs, projected capital expenditures, taxes, plans, objectives, potential synergies, industry trends and growth opportunities. Often but not always, forward-looking information can be identified by the use of words such as "anticipate", "believe", "expect", "project", "estimate", "likely", "intend", "should", "could", "may", "might", "target", "plan" and other similar expressions or variations (including negative variations) of such words and phrases. Forward-looking information contained in this Presentation is based on certain assumptions regarding expected growth, results of operations, performance, industry trends and growth opportunities.

While management considers these assumptions to be reasonable, based on information available, they may prove to be incorrect. Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Visionstate to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These risks, uncertainties and other factors include, but are not limited to risks associated with general economic conditions; adverse industry events; marketing costs; loss of markets; future legislative and regulatory developments involving Visionstate; inability to access sufficient capital from internal and external sources, and/or inability to access sufficient capital on favourable terms; the technology industry in Canada generally, income tax and regulatory matters; the ability of Visionstate to implement its business strategies; competition; and currency and interest rate fluctuations.

Forward-looking information and other information contained herein concerning management's general expectations concerning various industries are based on estimates prepared by management using data from publicly available industry sources as well as from market research and industry analysis and on assumptions based on data and knowledge of this industry which management believes to be reasonable. However, this data is inherently imprecise, although generally indicative of relative market positions, market shares and performance characteristics. While management is not aware of any misstatements regarding any industry data presented herein, industry data is subject to change based on various factors.

## Additional Cautionary Language

This Presentation may not be reproduced, further distributed or published in whole or in part by any other person. Neither this Presentation nor any copy of it may be taken or transmitted into or distributed in any other jurisdiction which prohibits the same except in compliance with applicable laws. Any failure to comply with this restriction may constitute a violation of applicable securities law. Recipients are required to inform themselves of, and comply with, all such restrictions or prohibitions and Visionstate does not accept liability to any person in relation thereto.

Prospective investors are encouraged to conduct their own analysis and reviews of Visionstate and of the information contained in this Presentation. There can be no guarantee that Visionstate will achieve any of its intended targets.



# Cleaning Compliance Has Long Needed An Overhaul



**Hygiene compliance is paramount in the post-pandemic era.** Facility managers need to follow new guidelines and establish new protocols not only to prevent the spread of disease, but also because people demand it and are reluctant to attend venues that ignore cleanliness.



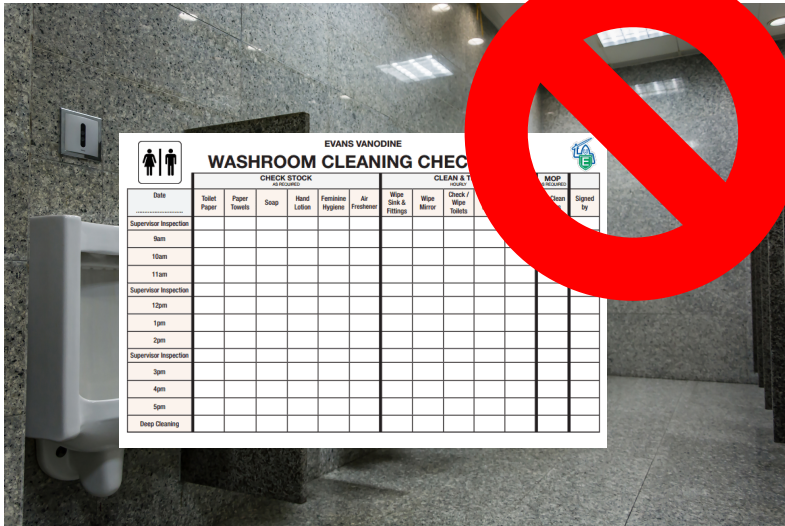
**Customer injuries due to slip-and-falls are often followed by litigation.** The flimsy sheet of paper is not a sound defense for the facility's insurance company.



**Ineffective traditional communications** between facility management team and visitors is resulting in bad customer service reviews, hence reflecting poorly on the overall brand of the business.

# Visionstate IoT Is The Only Comprehensive Solution

- ✓ Internet-of Things Cloud-Based Facility Management
- ✓ Big Data and Predictive Analytics
- ✓ Sustainability
- ✓ Operational Accountabilities



No more outdated paper recording!



Real-time digital recording, alerts & data analytics!





Visionstate IoT Inc. is a wholly-owned subsidiary of Visionstate Corp. (**TSX.V: VIS**). The Company's core solution is **WANDA™** - a disruptive technology for facilities management with no direct competition in the marketplace.

## Internet of Things Is the Future

According to IoT Analytics, the global IoT market reached

**\$151**  
billion in  
2018

and is  
forecasted  
to grow to

**\$1,567**  
billion by  
2025

The global spending on the Internet of Things (IoT) is forecast to reach **1.1 trillion U.S. dollars in 2022** (Statista.com). New technologies such as 5G are expected to drive the market growth in the coming years.



**WANDA™** was  
awarded the  
prestigious CSSA  
Award for  
Innovation in  
March 2018

# Investment Highlights

- ✓ **Unique all-in-one solution with no direct competition** in respect to tracking cleaning practices, data collection and ensuring staff are meeting protocols.
- ✓ COVID-19 has highlighted the need for hygiene in public places with **strict cleaning compliance becoming a must-have**.
- ✓ **Global distribution** partners.
- ✓ Currently working on several **strategic partnerships** that will significantly contribute to VIS's bottom line.
- ✓ Low burn rate paired with growing sales will make Visionstate **profitable in H2 2021, largely fuelled by COVID**.



# Wanda Suite of Solutions: a Hub for Smart Room Data

## Wall-Mounted Touchscreen

tablet collects data from restroom patrons on service needs; collects data from cleaning teams on tasks completed and consumables used

## Mobile App

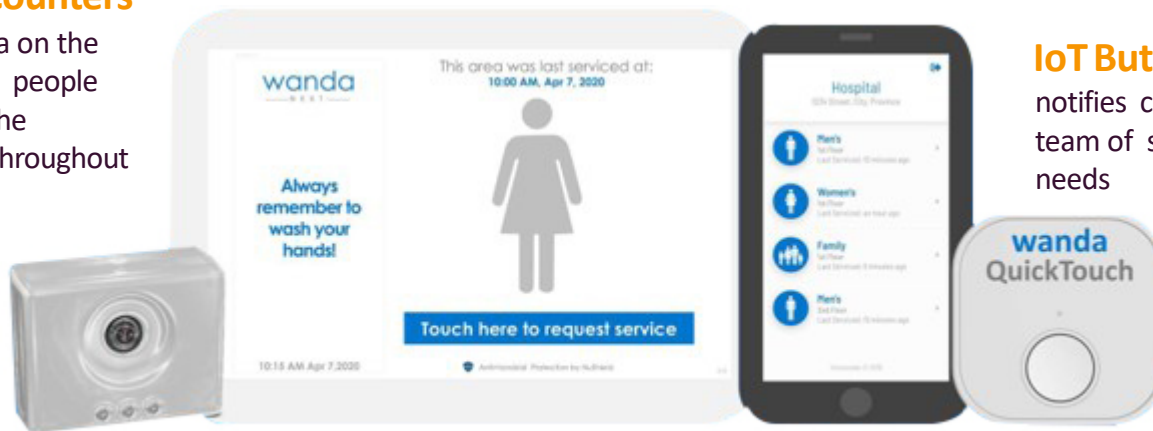
collects data from cleaning teams on tasks performed and consumables used

## Traffic Counters

collect data on the number of people who use the restroom throughout the day

## IoT Button

notifies cleaning team of service needs



*Companies selling smart devices such as Ovation from Kimberly Clark or EasyCube from Tork (Essity) only track supplies, supply usage and device performance.*

*Visionstate's strategy is to integrate such devices into the Wanda platform to provide building managers with a single access point for data and analytics.*



## Mobile App

- Immediate access, anywhere, anytime
- Connects to any mobile device
- Decreased hardware costs
- Increased accountability



## Sensor Data

- People counters
- Sensor analytics
- Data input from physical environment
- Easy set up & low cost
- Wireless
- **NEW FEATURE!**  
Occupancy measurement for any type of facility to address social distancing concerns



## Supply Chain Management

- Optimized supply inventory
- Reduced costs of on-hand supplies
- Integrated into back-end systems



## Data Collection

- Ability to gather, parse and redistribute data
- Multiple data sources
- Data monetization



## Workforce Management

- Increased accountability
- KPI, Key Performance Indicators
- Evaluated & captured success
- Monitored activities to make smart business decisions

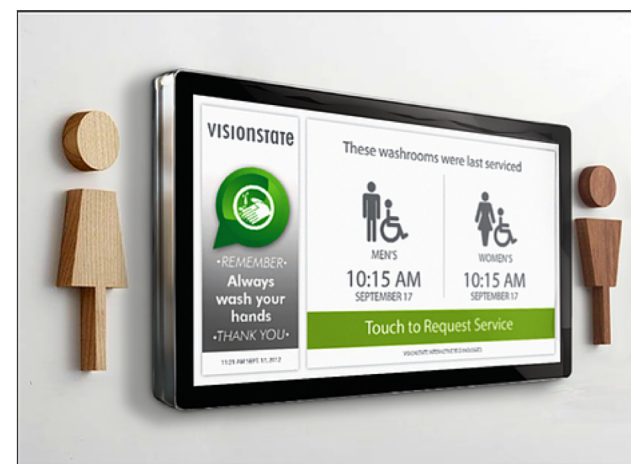
# WANDA Capabilities

# WANDA Tablet



Hospitals | Shopping Malls | Casinos | Grocery Stores | Airport Lounges | Educational Facilities

- **WANDA™** is installed in high-visibility areas, helping to increase customer trust in building operations
- Provides real-time analytics on resources used
- Enhances cleaning inventory tracking and controls
- Tracks and time-stamps employee tasks
- Integrates with people-counting sensors



**WANDA™** is unique in the marketplace, the first device of its kind to **replace outdated paper-based reporting and basic smiley-button feedback devices.**





# WANDA QuickTouch IoT Button



Hospitals | Shopping Malls | Casinos | Grocery Stores | Airport Lounges | Educational Facilities

- **WANDA QuickTouch™** is a simplified technology of WANDA™, enabling quick, easy and affordable tracking for service alerts and response times in any type of facility.
- No infrastructure required; easy to install
- No upfront cost on hardware
- 3-year-lifespan battery operated
- Automatically connected to LTE-M network
- Highly improve customer service and staff engagement

**WANDA QuickTouch™** could easily be applied to a large variety of facilities including stadiums, arenas and conferences, complementing and scaling up the sales of **WANDA™**.



# WANDA Mobile

Hospitals | Shopping Malls | Casinos | Grocery Stores | Airport Lounges | Educational Facilities

- WANDA Mobile™ is an extension of the WANDA™ solution, providing facility managers with a more complete solution.
- Enables building operators to track cleaning, resources and activities outside restrooms
- Leverages the data collected from users and customers



**WANDA Mobile™** is taking **WANDA™** solution out of the washroom, ultimately delivering intelligent workflows and schedules based on priority determined by sensor information.



# Key Milestones



**Visionstate.com** | **TSX.V: VIS**

- **Class A Office Tower (NY)**
- **Spinx Co Travel Centres (SC)**
- **Bayview Shopping Centre (ON)**
- **Colorado Children's Hospital (CO)**
- **New York Power Authority (NY)**
- **Fallsview Casino (Niagra Falls)**
- **Toronto Zoo (ON)**
- **Vancouver General Hospital (BC)**
- **Meadows Recreational Complex (AB)**
- **Freeman Health Centre (MO)**

- Office Towers
- Airports
- Shopping Centres
- Casinos
- Hospitals
- Recreation Centres
- Travel Centres
- Educational Facilities



# Business Model

Visionstate primarily sells through large, global resellers and distributors and earns revenue through a **Software as a Service model (SaaS)**.

Typical sale of Wanda tablets is \$2,000, which would not include the cost of the tablet, modem, overlay, mounts etc. paid by Bunzl.

Visionstate earns: **a royalty** per Wanda unit sold + **a site licence fee** paid annually for all installations + **ongoing monthly licence fees**.

Each contract is renewable every 3 years.

A typical sale for 5 Wanda units would entail:

**5 x \$300 one-time royalty**

**\$600 annual site licence**

**\$125 per month for ongoing licence fees**





# Business Model Based on the Bunzl Agreement

Visionstate's most important strategic partner to date has been Bunzl PLC.

The advantage of the Bunzl agreement is that **Visionstate does not have to purchase inventory to sell the Wanda units**, Bunzl does it. The manufacturer of the Wanda tablet is Flytech. Bunzl sources the tablets directly from this manufacturer. People counters are purchased directly from the manufacturer Flir.

Visionstate **charges monthly licence fees** per unit sold, including:

- \$25 per month per Wanda device
- \$25 per month per IoT button
- \$25 per month per WandaMOBILE activation

All Wanda installation deals, and subsequent licensing fees, have a **minimum of a 3-year duration period**, after which the agreement could be renewed for another 3 years.

Revenue is  
shared  
with Bunzl  
on a

**70/30**  
basis

where Visionstate gets

**70%**

on Bunzl sales



# Current Strategic Partners



cleaning & hygiene

**Bunzl Cleaning and Hygiene**  
Represents the largest portion of partnership revenue.

Estimated at  
**\$2,000,000**  
By 2022

*\*The revenue is generated on a 70/30 basis for Visionstate from all transactions with Bunzl*



**Tork (Essity)**  
Bundles Wanda with smart devices.

Estimated revenue for combined solution  
**\$1,000,000**  
By 2022

*\*The revenue is generated 100% for Visionstate from all transactions with Tork*

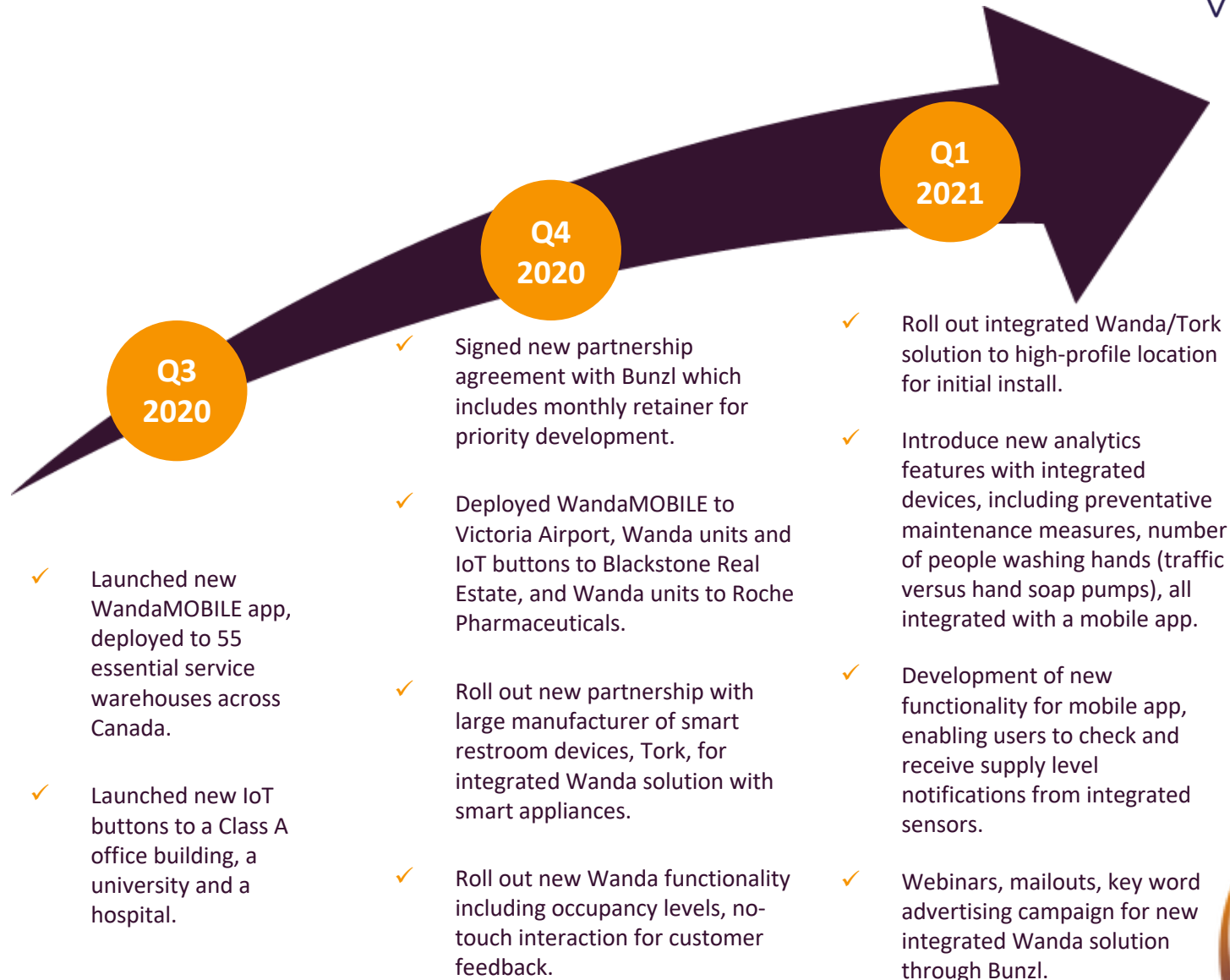


**Mars Labs**  
Systems integrator and partner.

Estimated sales of  
**\$500,000**  
In the next 12 months

*\*The revenue is generated 100% for Visionstate from all transactions with Mars Labs*

# Visionstate IoT 2020-2021 Roadmap



# Capital Structure (as of October 2020)



## TSX.V: VIS

|                                  |                   |
|----------------------------------|-------------------|
| Share Price                      | \$0.05            |
| 52 Week High/Low                 | \$0.015 / \$0.115 |
| Market Cap                       | \$2.6 M           |
| Shares Outstanding               | 52.7 M            |
| Warrants (\$0.05) – expiry 03/22 | 8.1 M             |
| Fully Diluted                    | 60.8 M            |

**Owned by insiders:**

**~35%**

**Monthly burn rate post-raise:**

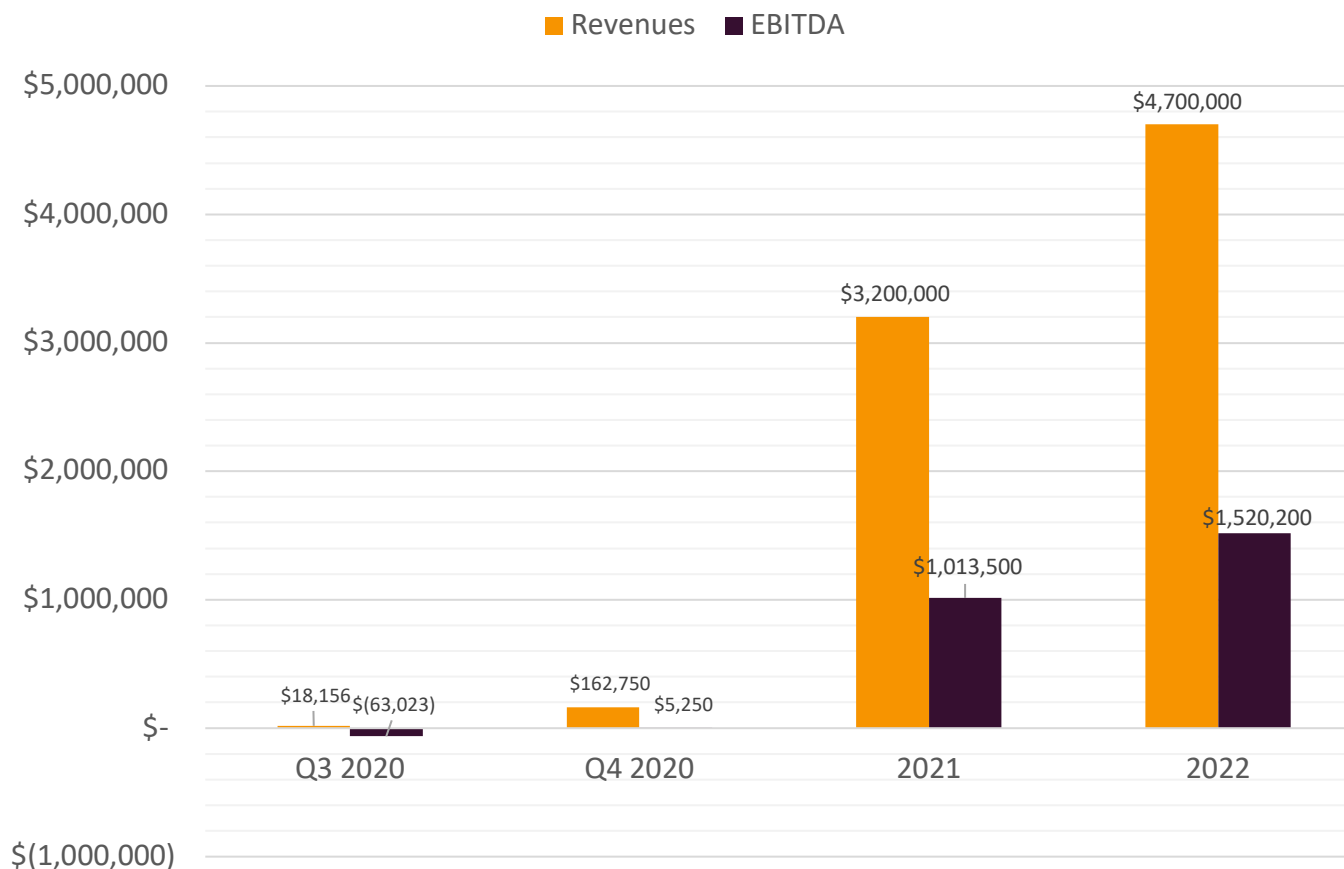
**~\$50,000**

**Current monthly revenue:**

**\$30-40k**



# Projected Financials\*



\*The growth in revenue is based on annual recurring revenue, which is measured against previous performance for that quarter. The financial forecasts are based on the Company's assumptions such as, but not limited to, continued support from the major partner and distributor Bunzl PLC (LON: BNZL), increased awareness and demand for WANDA™ products as well as improved margins on WANDA Mobile™ and WANDA QuickTouch™ products. COVID-19 has highlighted the need for hygiene in public places. The Company also plans to roll out new products, such as sensors later this year and is looking into potential accretive acquisitions in the sustainability and IoT space.



# Visionstate Executive Team



**John Putters**, President & CEO, Director, Company Founder

15 years of experience in IT and public companies, nominated twice for National Innovation Award

---

**Paul Fairbridge**, Chairman of the Board

40 years of experience in facility management, former Regional Director of Operations of Ivanhoe Cambridge Properties (Alberta/ Vancouver Island)

---

**Alastair Medford**, Technical Director

6 years with Visionstate, drives innovation and technology

---

**Randa Kachkar**, CFO, Board Secretary

25 years of management experience in finance, strategy and operations

---

**Debra Williams**, EVP Global Strategy & Business Development, Director

30 years of success in the information technology industry, an accomplished senior executive and digital transformation strategist

---

**Ned Dimitrov**, Investment and Acquisition, Director

Over 8 years of experience in sales, capital markets and business development, a seasoned multi-lingual professional with proven history of identifying new business niches and developing new markets

---

**Jim Duke**, Chairman of the Investment Committee, Director

A long-time director of Visionstate Corp. with considerable experience in entrepreneurship and capital markets; works with the Investment Committee to identify companies that have synergies with Visionstate IoT Inc.



# Contact Us



## Visionstate Corp.

**John Putters, CEO**

**Office: 780-425-9460**

**Cell: 587-985-2601**

**Email: [jputters@visionstate.com](mailto:jputters@visionstate.com)**

## CHF Capital Markets

**Cathy Hume, CEO**

**Office: 416-868-1079 x251**

**Email: [cathy@chfir.com](mailto:cathy@chfir.com)**



<https://www.facebook.com/visionstate/>



<https://twitter.com/visionstate>



<https://ca.linkedin.com/company/visionstate-inc->

This document may include certain forward-looking statements that are based upon current expectations, which involve risks and uncertainties associated with Visionstate's business and the environment in which the business operates. Any statements contained herein that are not statements of historical facts may be deemed to be forward-looking, including those identified by the expressions "anticipate", "believe", "plan", "estimate", "expect", "intend", and similar expressions to the extent they relate to the Company or its management.

