



NEWSLETTER

FALL 2019

Visionstate IoT introduces new technology

Visionstate IoT developed and launched two new products into the market in August and September, including the Wanda QuickTouch and the new Wanda Mobile App. This further strengthens the Company's product solution in the facility management market.

The Company has just completed the marketing collateral for the new products and are actively taking them to market through direct sales, resellers, and in collaboration with our main distributor, Bunzl.

Wanda QuickTouch IoT Button

Easy to install, affordable and no upfront fees

Wanda QuickTouch solves a long-standing challenge for Visionstate in providing an affordable, easy to deploy solution for remote restrooms that may not require a full Wanda solution of the physical tablet at the restroom location.

Wanda QuickTouch is a battery powered IoT device that automatically connects to our partners' LTE-M networks. This removes the need for facility managers to invest in infrastructure and connectivity and makes deployment easier and cost efficient.

Wanda QuickTouch provides the ability to send alerts with the simple push of a button. This initiates an alert to management of an issue in a specific area or restroom, as well as the time the alert was issued. By mobilizing cleaning staff to engage the QuickTouch button after addressing an alert, facility managers can track the number of alerts in a specific location, their frequency, as well as times or dates the alerts are occurring. Heat maps in the Wanda analytics dashboard show concentrations of alerts for when they occur most often, providing managers the capacity to plan staffing levels accordingly.

The QuickTouch IoT button can also record regular or special cleanings, and measures the difference in time between when an alert was issued and when it was addressed, providing valuable insight on employee accountability and responsiveness.



THE ECONOMIST: *The Internet of Things will fundamentally change the relationship between consumers and producers.*

It is a slow revolution that has been gathering pace for years, as computers have found their way into cars, telephones and televisions. But the transformation is about to go into overdrive.

One forecast is that by 2035 the world will have a trillion connected computers, built into everything from food packaging to bridges and clothes.

Businesses will get efficiency, as information about the physical world that used to be ephemeral and uncertain becomes concrete and analysable.

Wanda Mobile

Wanda Mobile mimics the backend functionality of the physical Wanda units installed at the entrance to public restrooms or common areas in large facilities. It provides the ability for cleaning staff to track cleaning and maintenance activities throughout any sized facility including outside of restrooms. A new feature added to the mobile app provides cleaning and maintenance staff the ability to create new issues, alerts or activities that can be monitored and tracked in the Wanda backend.

Similar to Wanda QuickTouch, our new app is also on a SaaS model.

The next big thing: monetizing data

The power of IoT is in the ability to collect data from sensors and other inputs to provide an analytical perspective on performance of both staff and inanimate objects such as soap and toilet paper dispensers. Based on data, facility managers can get real time insights on how their staff is performing, when a dispenser is low on supply, or the likelihood of it failing within a specific time period. Like all other industries, including sports, decision makers are increasingly relying on data to make decisions, and it's paying off.

For Visionstate, our approach is to expand further into data services, such as providing monthly or quarterly performance reports to our customers based on a subscription fee. This strategy not only introduces a new revenue stream but demonstrates the value of the data being collected by the Wanda solution.

This is only the beginning of the data revolution and as Visionstate deploys more solutions and products that gather information, such as Wanda QuickTouch, the volume and value of this data will simply increase.

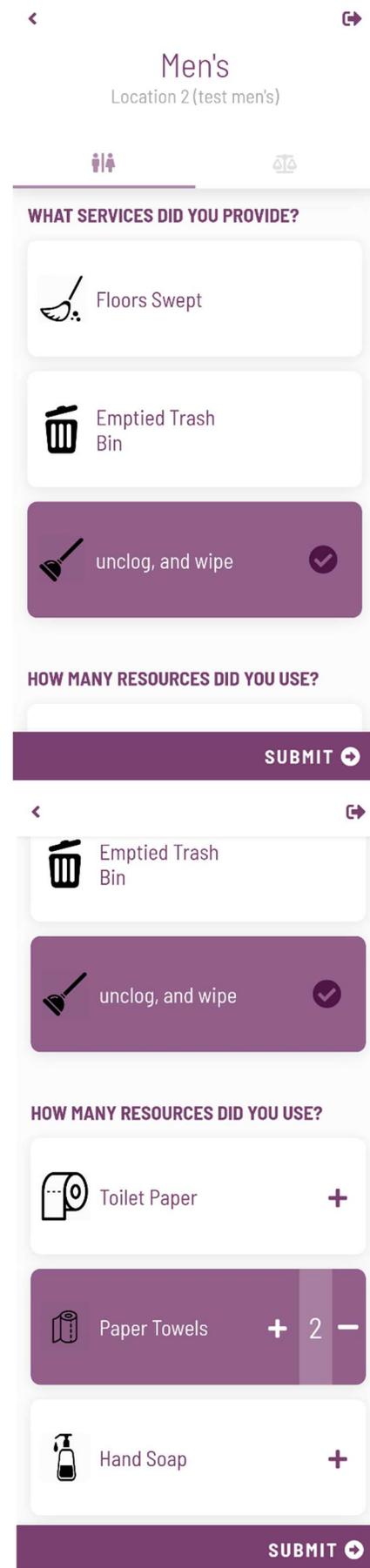
Sales and marketing

Over the past two months Visionstate has been successful in selling Wanda into new industry sectors, from Class A office buildings in the US to recreational centres in Canadian communities. These sales demonstrate the widening appeal of the Wanda solution as IoT applications continue to grow and become adopted.

The Company has also seen an increase in repeat orders from existing customers particularly in the hospital and shopping centre sectors. Sales to existing customers is an important measure of the value of our solution and enables Visionstate to expand its recurring residual revenue base.

The Company is also working on new resellers to represent the Company's solution. Visionstate announced the addition of a new reseller, Sanitis, in August 2019. Sanitis is located in Texas and has a strong footprint in US based hospitals. The Company has been working with Sanitis to create branded marketing material and other sales assets to assist them in marketing the Wanda solution, which is now underway.

The Visionstate team is currently focussed on expanding its reseller network and educating its sales partners on the new products going into the market, including Wanda QuickTouch and Wanda mobile. These products expand upon the existing solution and their ease of deployment make them lend to the SaaS model.



Portfolio Company Updates

Exceed Solar

Exceed Solar is currently working with a large university to install the Company's solar greenhouse in order to conduct research and expand interest in cold climate greenhouses. Exceed Solar believes local gardening and community gardening will grow in importance as the effects of climate change puts pressure on traditional food sources. The research will focus on the efficiencies of solar panels, permaculture applications, and sensors designed to monitor environmental conditions. The anticipated launch date for this research project is Spring, 2020.

Exceed Solar to collaborate on IoT sensors to monitor environmental conditions for cold climate greenhouses

Meanwhile, Exceed Solar made its first sale of the Sol Studio in August. The 10 by 12-foot Sol Studio is constructed using smart technology and environmentally friendly building materials. The Sol Studio is installed in backyards as entertainment centres, studios, offices, children's play area, or simply to power backyard appliances using its 2.5 kw\h solar kit.

Exceed Solar is focused on disrupting traditional building by introducing scalable, high tech structures that incorporate sustainable building materials and smart technology. The Company is starting with smaller backyard applications such as the Sol Studio, Solar Greenhouse and Garden Suite. The Company is also working on solar-powered disaster relief structures that incorporate flat packing and sustainable building materials.

Freedom Cannabis

Freedom Cannabis harvested its first crop in August, 2019

In August, 2019, Freedom Cannabis harvested its first licenced crop. Currently the company is building out its lab and testing facilities to serve the medicinal and recreational cannabis markets. The Freedom Cannabis team has been busy beginning to build the Freedom brand at the retail level now that sales to consumers are nearing. While the company is relying on a timely granting of the Processing License, Freedom Cannabis is targeting their first retail sales to take place in late November 2019.

Corporate Developments

Visionstate Corp is pleased to announce the appointment of Jim Duke to VP Business Development. The move by the public company is designed to put more resources on investor relations and stock promotion coupled with updating shareholders about the exciting developments happening with the Company. Jim is a long-time board member of Visionstate Corp., is a significant shareholder and has extensive experience in financial management. Jim can be reached at jduke@visionstate.com.



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