

# VISIONSTATE

Turning Ideas Into Innovation

[www.visionstate.com](http://www.visionstate.com)

TSXV: VIS

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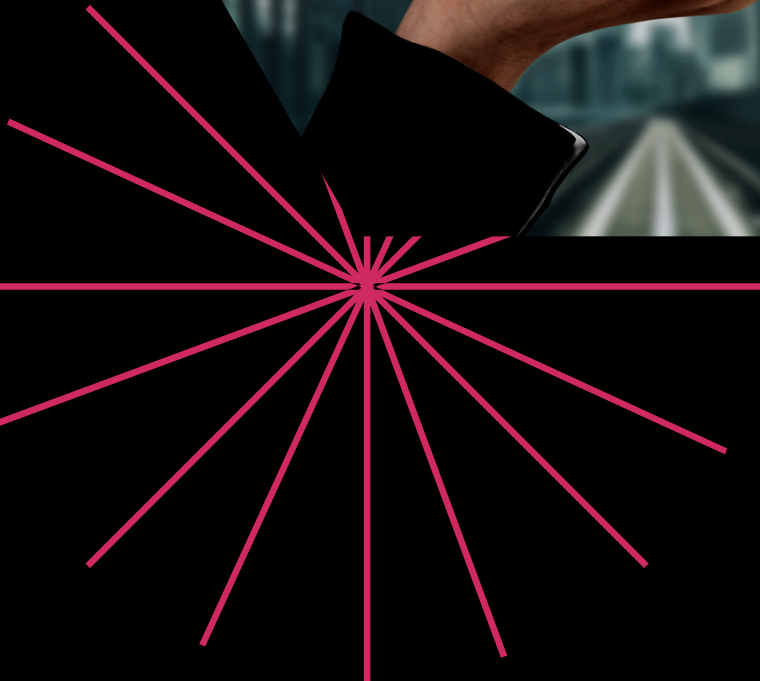
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VISIONSTATE™

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# Visionstate Corp

## ABOUT OUR COMPANY

- Visionstate Corp. is a publicly traded company listed on the Toronto Venture Exchange, under the symbol VIS (TSXV: VIS)
- The Company's main operating division is Visionstate IoT Inc., the inventor of Wanda
- Visionstate Corp. invests in companies that shares its values and have synergies in technology
- The Company was established in 2005 to disrupt interior wayfinding by introducing interactive directories aided by rudimentary Artificial Intelligence



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VISIONSTATE™



## VISION

To be the leading global provider of IoT solutions for facility management, revolutionizing the industry by delivering data-driven, innovative, and sustainable solutions. We envision a world where our technology enhances cleanliness, safety, and operational efficiency in all facilities, while driving positive environmental and social impacts through smart, connected systems.

## MISSION

To empower businesses with innovative IoT solutions that enhance facility management, elevate operational efficiency, and ensure a cleaner, safer, and more sustainable world. We are dedicated to leveraging cutting-edge technology to provide actionable insights, streamline task management, and drive a brighter future for facility management worldwide."

# VISIONSTATE OWNED AND OPERATED

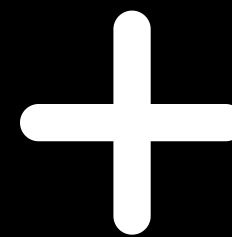
## VISIONSTATE IOT: MAKER OF WANDA

**WANDA, our flagship software at Visionstate IoT, is a cutting-edge solution revolutionizing facility management. It is a powerful, data-driven platform designed to streamline cleaning task management and enhance overall operational efficiency. With real-time data collection and actionable insights, WANDA empowers businesses to make informed decisions and maintain impeccable standards of cleanliness and safety. As the industry embraces the potential of IoT technology, WANDA stands as a pioneering force, driving the future of facility management.**



## Bunzl Cleaning and Hygiene

**Global Partner Extending to 2027: With Focus on Canada, UK and Australia  
Revenue Split plus Exclusivity Fee associated with these areas**



## Direct Sales

**With the exclusion of the USA in the Distribution Contract, Visionstate IoT can now make advancements into the USA. Strategy and Team are in place and execution is well under way.**



# THE WANDA PORTAL ACTIONABLE INSIGHTS

wanda  
NEXT

Compliance

Audit

Alerts

Traffic

Satisfaction

Export Page

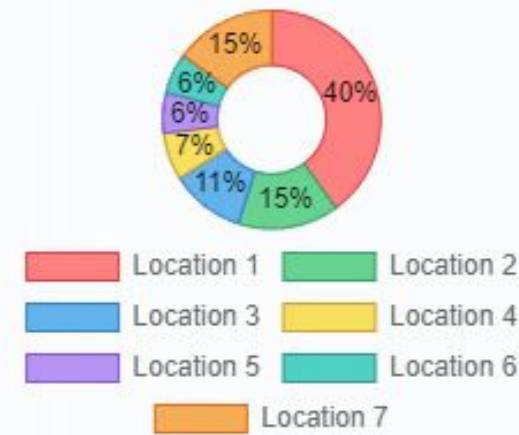
January 26, 2022 - January 26, 2023

All Locations

## Compliance



## Alerts



## Satisfaction



Location	Exceeded Expectations	Meets Expectations	Falls Short
Location 1	42%	31%	27%
Location 3	58%	22%	20%
Location 5	43%	30%	27%
Location 7	49%	24%	27%

Exceeded Expectations  
Meets Expectations  
Falls Short

## Traffic



# Visionstate IoT

## REVENUE MODEL

Visionstate IoT primary business model is based on a recurring revenue platform. With a business model like this we provide a consistent and predictable stream of income. With compounding business we hope to reduce the pressure for continuous customer acquisition and encourage customer loyalty. Executing our business plan will result in higher lifetime customer value, all of which contribute to sustainable business growth and success.

### We Have Two Structures in Place

#### Within Bunzl C & H

Bunzl C & H have been a strategic partner of Visionstate IoT for 5+ years. As such they have contributed to the development and pay a monthly retainer to secure the partnership relationship. Bunzl C & H has a per user fee structure.

Therefore all sales revenue is split 50/50

#### Outside of Bunzl C & H

Our revenue structure outside of Bunzl C & H is of traditional sense. Our product is purchased and 100% of the revenue goes to Visionstate IoT.

Visionstate IoT has a simplified per location fee structure.

Customers, often in the case of Builder Service Providers, can add on a percentage for themselves.



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# PARTNERS

## Hospitals

Belgium Hospitals, EU  
Colorado Childrens Hospital, CO  
Grey Nuns Hospital, Edmonton, AB  
Georgian Bay General Hospital  
Hamilton General Hospital  
Health Sciences Centre Winnipeg  
Joseph Brant Hospital  
Juravinski Hospital  
Lehigh Valley Hospital Cedar Crest  
Lehigh Valley Hospital Muhlenberg  
McMaster University Medical Centre  
Misericordia Hospital, AB  
Mount St. Joseph's Hospital  
Runnymede Healthcare Centre  
St. Clare's Mercy Hospital  
St. Joseph's Healthcare Hamilton  
St. Joseph's Hospital  
The Ottawa Hospital - Civic Campus  
Vancouver General Hospital, BC

## Airports/Municipalities

Victoris International Airpot  
City of Edmonton

## Casinos

Fallsview Casino, ON  
Grand Villa Casino, BC

## Education

Queens University  
BCIT  
Humber College

## Shopping Center

Bayview Shopping Centre, ON  
Bonnydoon Shopping Center  
Broadway Tech Centre  
CrossIron Mills, Calgary, AB  
Guildford Shopping Centre, BC  
McMurray Shopping Centres, AB  
Prairie Mall  
Pine Center  
Southgate Center

## Recreation/Tourism

Toronto Zoo  
The Meadows Recreation Complex  
The Meadows Community Center

## Class A office Towers

Blackstone Real Estate, Miami and NY  
Condos Residential Facility

## Building Service Contractors

Acciona  
BGIS  
BEST  
Servantage  
Seneca

## Retirement Health Centers

Whitehorn Village  
Pine Center

## International

Uber Head Office, London UK  
Bunzl Head Office, Australia  
Belgium Hospitals



# MARKET ANALYSIS

WandaMOBILE	Monthly licence fee	\$	333.00	1%
Sector	Total market	Market penetraion	Annual revenue	
Public Schools (Canada)	14,600	146	\$	583,416
Public Schools (US)	130,930	1,309	\$	5,231,963
Universities (Canada)	223	2	\$	8,911
Universities (US)	3,982	40	\$	159,121
Hospitals (Canada)	1,200	12	\$	47,952
Hospitals (US)	6,090	61	\$	243,356
Office Buildings (Canada)	137,000	1,370	\$	5,474,520
Office Buildings (US)	5,900,000	59,000	\$	235,764,000
Hotels (Canada)	8,289	83	\$	331,228
Hotels (US)	91,000	910	\$	3,636,360
Retail (Canada)	50,000	500	\$	1,998,000
Retail (US)	328,208	3,282	\$	13,115,192
Seniors Apts (Canada)	20,076	201	\$	802,237
Seniors Apts (US)	280,900	2,809	\$	11,224,764
Hospitality (Canada)	97,000	970	\$	3,876,120
Hospitality (US)	660,975	6,610	\$	26,412,561
Airports (Canada)	500	5	\$	19,980
Airports (US)	5,200	52	\$	207,792
Municipalities (Canada)	3,700	37	\$	147,852
Municipalities (US)	87,000	870	\$	3,476,520
<b>Market Potential</b>	<b>7,826,873</b>	<b>78,269</b>	<b>\$</b>	<b>312,761,845</b>





## Pro forma Projections 2024 - 2027

### Wanda Packages

Basic Package	\$ 175	Monthly	Ave package	\$ 333
Business Value	\$ 250	Monthly		
Enterprise	\$ 575	Monthly		

	2024	2025	2026	2027	2028
WandaMOBILE Licenses	90	160	220	400	500
Wanda Tablets	20	41	49	59	71
<b>Revenue</b>					
WandaMOBILE	\$ 359,640	\$ 999,000	\$ 1,878,120	\$ 3,476,520	\$ 5,474,520
Wanda Tablets (\$300 per device)	\$ 6,000	\$ 12,300	\$ 14,760	\$ 17,712	\$ 21,254
Contract development	\$ 16,500				
Bunzl retainer	\$ 240,000	\$ 240,000	\$ 240,000	\$ 240,000	\$ 240,000
Facility activation fee	\$ 27,000	\$ 48,000	\$ 66,000	\$ 120,000	\$ 150,000
ViCCi Sales	\$ -	\$ 60,000	\$ 60,000	\$ 90,000	\$ 135,000
ViCCi licence fees	\$ 10,800	\$ 10,800	\$ 16,200	\$ 24,300	\$ 36,450
Existing recurring revenue	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000
<b>Total Revenue</b>	<b>\$ 719,940</b>	<b>\$ 1,430,100</b>	<b>\$ 2,335,080</b>	<b>\$ 4,028,532</b>	<b>\$ 6,117,224</b>
<b>Expenses</b>					
Selling, general & admin	\$ 720,000	\$ 720,000	\$ 760,000	\$ 760,000	\$ 760,000
COS (ViCCi)	\$ -	\$ 30,000	\$ 30,000	\$ 45,000	\$ 67,500
<b>Total Expenses</b>	<b>\$ 720,000</b>	<b>\$ 750,000</b>	<b>\$ 790,000</b>	<b>\$ 805,000</b>	<b>\$ 827,500</b>
<b>Profit/Loss</b>	<b>-\$ 60</b>	<b>\$ 680,100</b>	<b>\$ 1,545,080</b>	<b>\$ 3,223,532</b>	<b>\$ 5,289,724</b>
EPS	-\$ 0.00	\$ 0.01	\$ 0.01	\$ 0.03	\$ 0.05
PE: 1:10			\$ 0.14	\$ 0.29	\$ 0.48

# FUTURE PLANS AND OUTLOOK

The Company's focus will be on customer acquisition to continue building the residual-based income through its mobile application, WandaMOBILE.

With the Company's global distribution agreement signed in September 2023, Visionstate will also continue to generate revenue from monthly retainer fees in addition to monthly subscription fees for the WANDATM application.

Visionstate will continue to leverage its global partnerships to facilitate new sales leads and is investing in new branding and sales staff.

Visionstate is under going a full sales campaign into the US.

The Company will also continue to invest in new technology to further position Visionstate IoT Inc. as a global leader in smart technology while expanding and diversifying revenue streams. This includes the addition of RFID features and the development of new agnostic sensors that can retrofit top brands in restroom dispensers.

# VISIONSTATE OPERATIONAL DIVISION

## NEXT VISION: FUTURE INNOVATION

Visionstate is building an equipment monitoring data analysis software to tap into a growing market demand. We leveraged our expertise in data analysis software and industry-specific knowledge to provide a cost-effective solution to a consistent ask. Mira adds to achieving greater scalability and generate another recurring subscription based revenue. With this addition we can further customize our offerings and gain a competitive edge by bundling solutions. Providing actionable insights to clients in a user friendly format it will ultimately contributing to both our revenue growth and market competitiveness along with the customers.

MIRA



Vicci 2.0 + A.I



## SOL SPACES

Sol Spaces Inc. is a social enterprise and the builder of 'Sol Spaces' – a product line of building structures that are consciously engineered and constructed to enhance daily life, empower healthy communities, and contribute to the sustainability of the planet. The Sol Greenhouse, Sol Studio and Sol Garden Suite are each innovatively designed to meet a unique and earnest customer profile including individual homeowners, community service groups, the restaurant and hospitality sector and municipalities in Edmonton and northern Alberta

# PORTFOLIO OF INVESTMENT



## Freedom Cannabis

Visionstate Corp. owns approximately 3.5 million equity shares in Freedom Cannabis, a privately held company located in Edmonton, Alberta. Freedom Cannabis is a vertically integrated business which encompasses licenced production, licenced retail, packaging, and extracts. Freedom Cannabis has worked with Next Vision IoT, a wholly-owned division of Visionstate Corp., to implement WandaMOBILE to track cleaning activities, and is deploying IoT sensors to track environmental conditions to maximize crop yields.

# Visionstate Capital Structure



TSXV:VIS

Shares outstanding	171,126,335
Warrants outstanding	58,508,734
Stock Options	0
Share Price	\$0.02
Market Cap	\$2,566,896
52 Week High/Low	\$0.035/\$0.015

Owned by insiders:

**40%**

Monthly burn rate:

**\$50,000**

Current Monthly Revenue:

**\$30,000**

# VISIONSTATE TEAM

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

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

**Randa Kachkar | CFO, Board Secretary**

25 years of management experience in finance, strategy and operations.

**Shannon Moore | President, Visionstate IoT Inc.**

25 years in Sales and Business Development, Strategic Development Specialization

**Jim Duke | Chairman of the Board, 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.

**Belinda Davidson | Marketing Strategy, Director**

30 years of experience in marketing, former director of brand awareness and marketing for Ivanhoe Cambridge Properties.

**Alastair Medford | Technical Director**

10 years with Visionstate, drives innovation and technology.

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

More than 8 years of experience in sales, capital markets and business development, a seasoned multi-lingual professional

**Angel Valov | Director**

12 years of institutional money management at various financial institutions



# KEEP IN TOUCH

## Email

[jputters@visionstate.com](mailto:jputters@visionstate.com)  
[shannon@visionstate.com](mailto:shannon@visionstate.com)

## Social Media

IG [@wandamobile\\_iot](#)  
FB [Visionstate IoT](#)

## Address

8634 53rd Avenue,  
Edmonton, Alberta  
T6E 5G2

## Phone Number

780 425-9460

## Website

[www.visionstate.com](http://www.visionstate.com)



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