

Visionstate Corp.

CEO Q&A – May 2021



VISIONSTATE™

“Wanda Solution: The IoT Evolution of Facility Management”



1. For those who are new to Visionstate's story, can you give us a rundown of what your Wanda solution can do?

Wanda is an IoT (Internet of Things) application currently applied to the facility management sector. The Wanda device collects data on cleaning activities, supplies, traffic, inventory and third-party sensors to make it a complete solution for any type or size of facility. Using the platform's robust analytics engine, facility managers can quickly and easily flag service deficiencies, supply shortages and general operational inefficiencies. The technology also provides a digital audit trail of cleaning activities in case of liability such as slip-and-fall injuries or COVID-19 outbreaks.

2. Speaking of that, how did the COVID-19 pandemic affect the way WANDA is used? It seems like the perfect solution for people during this time.

The COVID-19 pandemic illustrated the need for adopting new and effective cleaning protocols in virtually every facility, private or public. In many respects cleaning is the front line in the battle against the pandemic since poorly cleaned surface areas can easily spread the virus. The demand for our solution went up dramatically since the outbreak was first announced because clean facilities have a direct bearing on people's health and potential liability. Moreover, new cleaning protocols cannot be tracked by paper-based methods and the only solution is to adopt our technology. We have been trying to send this message long before the pandemic started.

3. Is it safe to say that your Wanda solution is unique in the marketplace and there is no direct competition?

That is correct, currently there are no other existing IoT solutions which track the entire cleaning process for facility managers. The Company has a diverse set of products, including tablets for restroom management and a robust mobile app that tracks cleaning and supply activities within any type of facility.

4. The Company has seen a 162% increase in stock performance year-to-date. What were the factors contributing to this growth?

We believe that IoT is an emerging technology that is starting to impact all facets of our society, including facility management. Visionstate IoT Inc. was well ahead of the curve, introducing our product several years ago and now getting significant traction in the marketplace. Like all new technologies of this nature, the opportunities are enormous, and that is starting to materialize for our Company. Investors understand the life cycle of disruptive technology and are seeing the potential for Visionstate Corp. based on its industry-leading technology and growing customer list.

5. Congratulations on reporting your first profitable quarter a few months ago! This must have been a significant milestone for Visionstate.

Our objectives were twofold – introduce new disruptive technology to the facility management industry while also proving we can make money. In our first fiscal quarter we demonstrated that the Company is also capable of producing returns posting a \$120,000 profit with a sales margin of almost 90%. Our focus now is on customer acquisition which we are growing through our software-as-a-service (SaaS) model. The residual income simply grows monthly as we add new customers.

6. Let's talk about your portfolio companies and investments. What can you tell us about the recent Exceed Solar acquisition and what it brings to the table?

The acquisition of Exceed Solar was done for three main reasons. First, it adds to the overall mission of Visionstate Corp. that it is a company dedicated to positive change, particularly as it relates to sustainability and our environment. Secondly, Exceed Solar is focused on providing high-tech building structures, which provides an opportunity for Visionstate IoT Inc. to explore opportunities in bringing its facility management platform into the residential market. Third, Exceed will provide new revenue streams to Visionstate Corp., thus enhancing the appeal of investing in the Company.

6. What attracted you to Freedom Cannabis?

Freedom Cannabis is producing world-class products and operates a state-of-the-art facility, which incidentally is partially powered by solar energy. Visionstate is looking for a foothold into the cannabis sector of its IoT technology, which provides significant opportunities for revenue growth and product diversification. Now that the cannabis sector is focused on operational efficiencies and producing positive returns, IoT applications become more and more important.



7. Is it safe to say that sustainability is a core principle of your foundation?

I am a staunch adherent to the principles of shared value, which is a new form of capitalism that advocates becoming profitable by addressing social issues in our communities. Wanda, for example, is essentially focused on improving the health of the community by providing technology that will enhance cleaning practices. Similarly, Exceed Solar is focused on high-tech, sustainable building envelopes to reduce the impact of climate change which affects all of us. I believe this is the future and follows the trend toward measuring a company's environmental impact, sustainability, and good governance.

8. Would you say it's challenging to grow your business while keeping an eye on sustainability?

Visionstate IoT Inc. has a very strong global partnership which covers sales, marketing and distribution of the Wanda platform. This enables Visionstate to maintain a 'lean' staff that is primarily focused on deployments and product enhancement. So our sales growth is tied to a global salesforce that is quickly understanding the power behind our solution and taking it to the market in countries around the world. Visionstate is also focused on making it easy for the sales staff to sell the Wanda platform, which has also

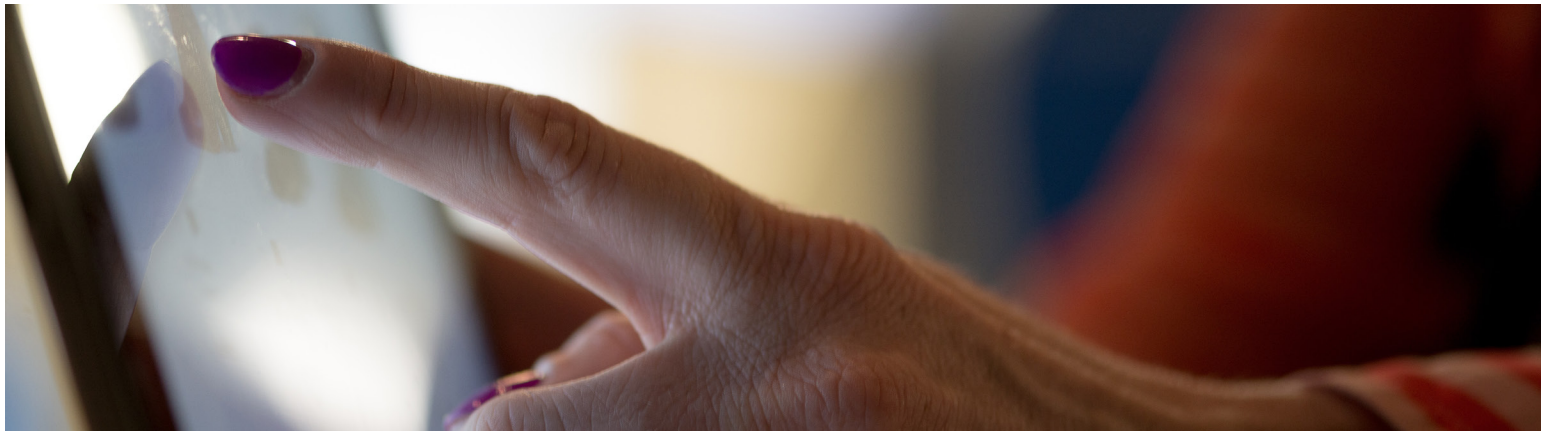
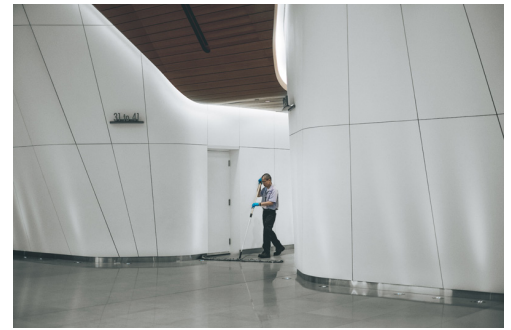
been significantly enhanced with the deployment of our mobile app called Wanda MOBILE. The mobile app tracks cleaning protocols throughout any facility and measures staff performance against the protocols. This is a very easy sell for the global salesforce.

9. Any plans to expand sales beyond North America?

We are currently working with sales teams in the UK and the rest of Europe to introduce Wanda to the market. We are able to do this easily through our global distribution partner which has sales staff in all corners of the globe. Visionstate is close to securing its first significant foothold in the European market.

10. What kind of near-term catalysts should your investors watch out for?

The Company continues to land major partners and increase sales as it relates to Wanda, so certainly watch for exciting news related to recognizable names in our sector as well as large customers. We are also continuously working on further advancing our technology and will be providing updates on how it is progressing and how it relates to customer acquisition and advancing Visionstate's intellectual property.



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.

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