



TSX.V: VIS



Visionstate growing in the Billion Dollar IoT Industry; Helping Businesses Become More Efficient

The 21st century's technological advancements and the Big Data revolution in the last decade are bringing lifestyle changes around the world. Life is simpler when you can do things with just a touch of a finger. Internet of Things (IoT) is becoming a part of our daily lives. Last winter we installed Smart Thermostat in our home and it is incredible how much more comfortable we are, not to mention greatly reduced Enbridge monthly bills.

IoT is more than just an increase in efficiency in homes and businesses. It becomes an integral part of one's business and requires a learning process to acquire data to help meet business goals and objectives.

More and more businesses have incorporated IoT in recent years and an article published in The Telegraph says that businesses are on track to employ 3.1 billion connected "things" in 2017. Technology has redefined the landscape of business and communication over and over again. A recent analysis, **Winning In IoT, It's All About The Business Processes**

from Boston Consulting Group predicts that by 2020, \$267B will be spent on IoT technologies. **Predictive maintenance, self-optimization production and automated inventory management** are the three top use cases driving the IoT growth through 2020. A Company that is leading the charge in IoT technologies is **Visionstate Inc. ("VIS")**, a public company traded on Toronto Venture Exchange, innovating and incorporating efficient technologies for businesses, airport washrooms, hotels, hospitals and shopping malls to optimize inventory and workflow management.

VIS's WANDA is helping businesses become "smart"! In a Forbes article in the beginning of 2017, it said how IoT would change businesses' Inventory Tracking and Management. The Company's **WANDA** product utilizes 10 and 15 inch smart devices to monitor restroom cleaning, supplies, and maintenance activities. In 2015, VIS developed another smart device CINDI designed to provide interactive concierge services to the hospitality industry along with technology that monitors and schedules room cleaning and resupplies.

WANDA is Doing Wonders

WANDA stands for Washroom Attendant Notification and Digital Aid. WANDA is installed in locations throughout North America, including hospitals, airports, office buildings, public facilities and shopping centers. It replaces the traditional maintenance form used by facility staff to track a facility's maintenance history. It not only helps management adjust staff hours and supply needs but also allows the public to alert management when something requires immediate attention, such as toilet flooding.

Equipped with power saving mode, to save energy and enhance screen longevity, WANDA contributes significantly to sustainability policies of an organization. The product has an antimicrobial overlay in order to maintain a healthy environment.

The biggest indicator of WANDA's effectiveness is the satisfaction of the Edmonton International Airport (YEG). "WANDA helps us learn the traffic trends and coordinate staffing so we can use our resources properly," says Shalendra Singh, general manager of YEG. "The biggest thing I see is the quality of cleaning has gone up and the accountability of my staff has gone through the roof." WANDA is currently deployed to 30 hospitals on the west coast of Canada, and four hospitals in the US, including Chicago, New York, Pennsylvania and Maryland. This includes Mt. Sinai Medical Center in New York City and North York General Hospital in Toronto. Since July 2017, the Company has successfully installed in three hospitals in Eastern Canada and is currently installing in new hospital locations in Colorado, Washington, DC, Northern Ontario and Toronto.

Additionally, several pilot projects are underway at locations in the US, including government buildings. Visionstate recently exported a pilot program for a facility in Denmark.

Research and Development

Visionstate recently partnered with Bunzl plc (LON: BNZL), a successful international distribution and outsourcing group with operations across the Americas, Europe and Australasia. Bunzl supports businesses all over the world with a variety of products to run businesses efficiently. The recent engagement with Bunzl will help Visionstate drive sales of the next

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generation WANDA. Bunzl engaged Optiv, a privately owned information security company to audit WANDA for potential security issues. A security penetration test was performed on the device and the vulnerabilities detected were fixed to make WANDA a safer choice for consumers. For every unit of WANDA sold, VIS will earn royalties and license fees.

Visionstate has also partnered with AT&T Inc. (NYSE: T), one of the world's largest telecommunications companies, to add an extra layer of security for WANDA. They are working to have WANDA on their dedicated 4G IoT network to prevent any network level compromises or cyber security threat.

With the increased number of sensors and connectivity in use, serious security challenges may be created too. Computer security expert Graham Cluley says that previous consumer-level IoT devices such as IP cameras have been repeatedly hacked, allowing hackers to peer through lenses, or use the devices as part of botnets. VIS's priority is to ensure security of its technology and tackle their vulnerabilities and challenges. This gives VIS's WANDA an edge over other IoT products available for business solutions.

Now VIS is starting to venture into Artificial Intelligence, Virtual Reality and Alternative Energy. VIS's mission and vision is to continuously add companies to diversify and grow its technology portfolio.

VIS is also engaged in advanced research project to develop sensors which would be embedded in restroom fixtures such as toilets, urinals and faucets and the communication protocol between Visionstate's WANDA device and the sensors themselves.

VIS, in collaboration with the University of Alberta, commenced an advanced research project to develop sensors which would be embedded in restroom fixtures such as toilets, urinals and faucets, and communication protocol between Visionstate's WANDA device and the sensors themselves. The research is partly funded by MITACS, Canada.

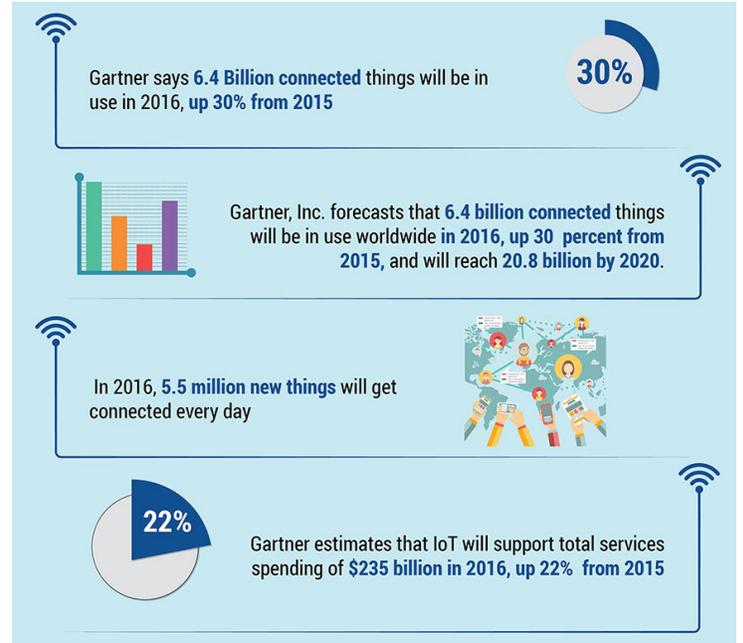
Meet John A. Putters President, CEO & Director of Visionstate Inc.



John A. Putters (Photo source: Edmonton Journal)

Mr. John A. Putters, founded Visionstate Corp. and also serves as its President, Chief Executive Officer and director. He serves as the Chief Executive Officer and President at Visionstate Inc. He has an extensive experience in Project Management. In 1995, he founded Canadashop.com and orchestrated a host of other dot-com ventures. He possesses a rare combination of technical skills and an intuitive and practical understanding of e-commerce systems. He derives his management and leadership expertise from ten years' experience in management and sales as Publisher and Managing Editor of Bowes Publications, Inc., which is owned by Sun Media Inc. He also spearheaded a profitable tourist operation in northeastern Alberta that was sold in 1995. He served as the Chairman of Visionstate Corp., until April 11, 2012 and has been its Director

since March 7, 2000. Mr. Putters holds a Bachelor's of Arts from the University of Alberta, majoring in Political Science and Economics. Mr. Putters focusses on the strategic direction of the parent company, Visionstate Corp.



Courtesy: Gartner and Lucas Blake

WANDA provides up to the minute resource and staff management, which in turn, directly translates into higher service quality for your visitors and a greater perception of excellence for your facility.



In this data enabled world, B2B companies can get end user feedback and it helps them to further advance their products to suit the end user needs better.

Investment Thesis

Visionstate’s strategy is to tap into the Internet of Things revolution and maximize profits for shareholders. Technology analysts are forecasting Internet of Things to be multi-billion-dollar industry by 2020 and VIS Corp is working hard to advance and diversify its disruptive technology portfolio while also increasing revenues from product sales. While 2016 showed less than stellar sales results, VIS’s strategy to engage Bunzl and AT&T to increase sales of their products will help see a positive change in the Company’s financial performance going forward.

The major catalysts to drive the share price are:

- Increased sales of WANDA will create residence income
- Further advancement of CINDI
- Acquire and develop new IoT technologies that are also disruptive
- Continue to lead in innovation and technology

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Contact CHF

Cathy Hume, CEO T: 416.868.1079 x231 | E: cathy@chfir.com | 80 Richmond Street West, Suite 303, Toronto, M5H 2A4