

## Management Discussion and Analysis

**Period Ended June 30, 2023**

**Dated: August 29, 2023**

The following management's discussion and analysis of the financial condition and results of operations of Visionstate Corp. (the "Company"), for the three and nine months ended June 30, 2023, should be read in conjunction with the audited consolidated financial statements and the notes thereto for the fiscal year ending September 30, 2022.

The Company's financial statements have been prepared using International Financial Reporting Standards ("IFRS") that are applicable to a going concern which contemplates the realization of assets and settlement of liabilities in the normal course of operations. The Company's external auditors, Kenway Mack Slusarchuk Stewart LLP, have performed an audit of the consolidated financial statements.

All amounts have been expressed in Canadian dollars unless otherwise stated. Additional information relating to the Company can be found on SEDAR at [www.sedar.com](http://www.sedar.com).

### Forward-Looking Information

This MD&A may contain "forward-looking statements" within the meaning of applicable Canadian securities legislation. All statements, other than statements of historical fact, included herein may be forward-looking statements. Generally, forward-looking statements may be identified by the use of forward-looking terminology such as "plans", "expects" or "does not expect", "proposed", "is expected", "budgets", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate", or "believes", or variations of such words and phrases, or by the use of words or phrases which state that certain actions, events or results may, could, would, or might occur or be achieved.

These forward-looking statements reflect the Company's current beliefs and are based on information currently available to the Company and on assumptions the Company believes are reasonable. These assumptions include, but are not limited to, demand for the Company's products, meeting budgets and forecasts and future costs and expenses being based on historical costs and expenses, adjusted for inflation. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, level of activity, performance or achievements of the Company to be materially different from those expressed or implied by such forward-looking statements. Such risks and other factors may include, but are not limited to: the early stage development of the Company's products; general business, economic, competitive, political and social uncertainties; an un-diversified customer base for the Company's products; competition; delay or failure to receive board or regulatory approvals; changes in legislation affecting the Company; timing and availability of external financing on acceptable terms; conclusions of economic evaluations; and lack of qualified, skilled labor or loss of key individuals.

Although the Company has attempted to identify important factors that could cause actual results to differ materially from those described in forward-looking statements, there may be other factors that cause results not to be as anticipated, estimated or intended. Accordingly, readers should not place undue reliance on forward-looking statements. The Company does not undertake to update any forward-looking statements, except in accordance with applicable securities laws.

## **Business Overview**

Visionstate Corp. is a publicly traded company listed on the Toronto Venture Exchange (TSXV: VIS). The Company has two operating divisions which are wholly owned subsidiaries of Visionstate Corp., including Visionstate IoT Inc., which is focused on Internet of Things applications for facility management. Visionstate Corp. has also invested in privately held companies which are synergistic with its operating divisions, including Sol Spaces Inc. (formerly Exceed Solar Inc.) and Freedom Cannabis Inc.

## **Visionstate IoT Inc.**

Visionstate IoT Inc. develops and markets technology under the brand name "Wanda" for tracking and monitoring cleaning and maintenance activities in diverse environments such as hospitals, airports, office buildings, schools, and shopping centers. Branded under the name "Wanda," the technology was originally designed to track cleaning activities in restrooms using industrial touchscreen tablets mounted on the exterior of the restroom.

In fiscal year 2022, Visionstate IoT Inc. focused on market expansion for the mobile version of its Wanda technology, known as WandaMOBILE. This mobile app served as a complete facility management tool, enabling tracking of any location or item within and outside a facility. In March 2023, the WandaMOBILE app underwent a significant upgrade, expanding its functionality. With the ability to utilize QR codes or NFC tags, the software can now track a wide range of assets and items beyond cleaning protocols. This upgrade allows for enhanced tracking and monitoring capabilities, offering a versatile solution for facility managers.

Moreover, Visionstate Corp. made investments in artificial intelligence (AI) and has integrated AI capabilities into the Wanda platform. The introduction of AI enhances the functionality of Wanda, enabling advanced analytics, predictive maintenance, and intelligent insights for facility management. The integration of AI technology further strengthens Visionstate IoT Inc.'s offering and positions the company at the forefront of innovation in the facility management space. In June 2023 Visionstate IoT and development partner NEDlabs Inc., collaborated to build a Time of Flight sensor to enhance the data collection capabilities of the Wanda platform. Visionstate plans to use traffic patterns, cleaning frequency and resource consumption data to determine supply levels and optimal maintenance efficiency using Artificial Intelligence.

Wanda is sold as a software-as-a-service (SaaS) solution through the company's global distribution partner. With no upfront hardware costs for WandaMOBILE, the technology can be deployed rapidly across various environments. The low deployment costs and maintenance fees contribute to a margin of approximately 90% for WandaMOBILE. The mobile app has been well-received in the market, and based

on user feedback, new features have been developed, including audit capabilities, work orders, task assignments for cleaning staff, and scheduling of cleaning events.

The Wanda platform, with its upgraded mobile app and AI integration, offers a comprehensive solution for facility management needs. By utilizing QR codes or NFC tags, the software can efficiently track a wide range of assets and items, providing facility managers with granular insights and actionable data. Visionstate IoT Inc. continues to focus on expanding its market presence and meeting customer demands, offering cutting-edge technology and innovative solutions for facility management.

## **Next Vision IoT Inc.**

Next Vision IoT Inc., a wholly owned subsidiary of Visionstate Corp., specializes in research and development of products based on IoT and conversational artificial intelligence (AI). The company's flagship project is ViCCi 2.0, an interactive customer service application for physical locations. The new version incorporates motion detection and sound-sensitive microphones to enhance customer interaction. Next Vision IoT partnered with Fluido.ai Inc. to provide the conversational AI platform. The company has also developed IoT sensors for the agricultural sector, including the cannabis industry, to measure environmental conditions and optimize performance. The technology is being tested and will be deployed in greenhouses in the second quarter of 2023.

## **Sol Spaces Inc. (formerly Exceed Solar Inc.)**

Visionstate Corp. has invested in Sol Spaces Inc. (formerly Exceed Solar Inc.) by way of interest-bearing convertible debentures. According to the terms of the debentures, Visionstate Corp. can convert the debt for 40% of the outstanding equity in Sol Spaces Inc.

Sol Spaces Inc. is a company focused on smart building envelopes that incorporate sustainable building materials, solar energy, and IoT technology designed to monitor the performance of the building. In October 2021, the company launched its prototype greenhouse at the University of Alberta with a 2.4 kW/h solar kit. The university is using the greenhouse to carry out research and testing into IoT technology in measuring environmental conditions.

Sol Spaces Inc. is developing proprietary technology in IoT and in the modular process of assembling its products, which currently include residential and community-scale greenhouses and backyard studios used for office space, entertainment, or recreational purposes. The company is focusing its marketing efforts on food security by providing smart greenhouses designed to extend the growing season and maximize crop yields through the incorporation of IoT technology and solar energy. Sol Spaces Inc. compares its building solutions to the evolution of the electric vehicle, moving away from inefficient combustion-based propulsion.

Rising food costs and potential supply disruptions are making Sol Spaces Inc.'s greenhouses appealing both for consumers and communities. The company is focused on primary markets for its greenhouses. Sol Spaces Inc. is also investing further in its IoT technology to create an out-of-the-box solution for any

greenhouse or agricultural environment. The company has also developed a proprietary building system that incorporates sustainable materials and is assembled in a simple modular fashion.

Note: As of the second fiscal quarter of the year, Exceed Solar Inc. changed its name to Sol Spaces Inc.

## **Freedom Cannabis Inc.**

Visionstate Corp. owns approximately 3.5 million equity shares in Freedom Cannabis Inc., a privately held company located in Edmonton, Alberta. Freedom Cannabis is a vertically integrated business that includes licensed production, licensed retail, packaging, and extracts. The company has collaborated with Next Vision IoT, a wholly owned division of Visionstate Corp., to implement WandaMOBILE to track cleaning activities.

Freedom Cannabis Inc. has recently launched new Cannabis 2.0 products, expanding its product portfolio and catering to evolving consumer preferences. These Cannabis 2.0 products include a range of cannabis-infused edibles, beverages, concentrates, and topicals, offering customers alternative consumption methods and experiences. By diversifying its product offerings, Freedom Cannabis aims to tap into new market segments and meet the demands of a growing customer base.

However, it is important to note that Freedom Cannabis continues to face hurdles in the challenging cannabis market in Canada. The regulatory landscape, distribution challenges, and intense competition have impacted the industry as a whole. Despite these challenges, Freedom Cannabis remains committed to navigating the market and leveraging its vertically integrated operations to establish a strong presence.

As a strategic investment, Visionstate Corp. recognizes the long-term potential of Freedom Cannabis Inc. and its contribution to the cannabis sector. By incorporating IoT technology for tracking and monitoring purposes, Freedom Cannabis demonstrates its commitment to operational efficiency and quality control throughout its production and retail processes.

Freedom Cannabis Inc. continues to adapt to market dynamics and consumer preferences while navigating the evolving regulatory framework. With its vertically integrated approach, focus on Cannabis 2.0 products, and ongoing commitment to quality and innovation, Freedom Cannabis strives to establish itself as a prominent player in the competitive cannabis market in Canada.

## **Overall Performance**

During the fiscal year 2022 and into Fiscal year 2023, the company continues to invest into market reach. Plans for attending key tradeshows in other global markets are in the works and customer relationships have been commenced in foreign markets.

During the three and nine months ended June 30, 2023, selling, general and administrative expenses increased from \$150,379 to \$191,611 for the three months and decreased from \$399,046 to \$341,588 for the nine months ending June 30, 2023.

Gross revenues for the three months decreased by \$27,921 from \$87,611 to \$59,690 and nine months decreased by \$132,385 from \$372,579 to \$240,194 from the previous year because there was revenue from a one-time development contract recognized in the previous year in the amount of \$144,000. This was a “one off” development contract that is not in the normal course of business but helped the company create another vertical for its products while at the same time generating revenue from the project. In reality the normal operational revenues increased as the decrease in revenue was not equal to the one time contract revenue. In the fiscal year 2022 the Company focused on advancing the capability of its Wanda product in order to further expand the product’s reach in the marketplace.

The gross margin percentage increased to 63% in the current three month period from 17% in the previous year three month period and increased to 80% from 73% in the nine month period this year from last year. The increase in margin in the current year is a result of increased revenue from the Wanda software with its QR code relieving users from requiring hardware. Less hardware translates into reduced costs of implementation and less intervention by hardware integrators.

Revenues are driven primarily by the sale of the Company’s IoT products and sustained from recurring licensing and software support fees, thus as the number of sales increase, so proportionally does the revenue as well as recurring license revenue from existing sales.

## Selected Annual Information

The following table details the company’s previous three years performance (in Canadian dollars) based on audited financial results prepared in accordance with International Financial Reporting Standards.

	2020	2021	2022
Total Revenue	\$ 130,144	\$ 540,637	\$ 410,536
Net Loss	\$ (722,670)	\$ ( 1,031,589)	\$ (621,127)
Basic and Diluted Net Loss per Common Share	\$ (0.02)	\$ (0.01)	\$ (0.01)
Total Assets	\$ 290,279	\$ 1,485,243	\$ 976,751
Total Long Term Financial Liabilities	\$ 39,133	\$ 50,379	\$ 116,965

## Results of Operations

The accompanying audited consolidated financial statements include the accounts of the Company and its wholly owned subsidiary and operating division, Visionstate IoT Inc. and have been prepared in accordance with International Financial Reporting Standards (“IFRS”) for financial statements and include all of the disclosures normally contained in the Company’s annual financial statements.

## Revenue

Total revenues for the three and nine months ended June 30, 2023 were \$59,690 for the three months and \$240,194 for the nine months in the current year fiscal period compared to \$87,611 and \$372,579 for the previous fiscal three and nine month period in 2023. The decrease in revenue from the previous year was mainly a result of the Company's one time contracted services agreement to develop and install grow room IoT to monitor and increase grow capacity in the previous year. In the 2022 fiscal year, the Company mainly focused on expanding its Wanda sales through its partnership with Bunzl and Bunzl's momentum. In the past, Company revenues were affected by the fact that Visionstate had relied on one product, VICCI, the interactive directory, for most of its sales, and as a result, revenues fluctuated according to the roll out schedule determined by the customer. This is no longer the case as the Company is expanding its sales efforts into other global markets. In the fiscal year ended September 2022, Management focused on expanding its global reach with the intent that sales from that effort will pay off in the following fiscal years.

The gross margin for the three and nine month June 30 2023 periods in the current fiscal year were \$37,301 for the three months and \$193,102 for the nine months and the previous fiscal year, \$14,518 for the three month period and \$271,827 for the nine month period. The gross margin percentage increased to 63% in the current three month period from 17% in the previous year three month period and increased to 80% from 73% in the nine month period this year from last year. The increase in margin in the current year is a result of increased revenue from the Wanda software with its QR code relieving users from requiring hardware. Less hardware translates into reduced costs of implementation and less intervention by hardware integrators.

## Selling, General and Administrative

Selling, general and administrative expenses for the three and nine months ended June 30, 2023 were \$191,611 for the three months and \$341,588 for the nine months compared to \$150,379 in the three months and \$399,046 in the nine months in the previous fiscal year.

These costs include research and development expenses, as well as marketing and sales expenses, public company costs including AGM costs, investor relations and market making activity costs, accounting and legal fees, staffing and general office expenses.

Selling, general and administrative expenses have increased a result of an increase investor relations and public company marketing activity as well as increased legal fees. Funds were invested into ongoing operations, public company costs including professional fees, governance costs and compliance fees. Additionally, the Company has added staff in the form of a President for the operating company in order to focus on the operational advancement and sales of the operating company.

## Summary of Quarterly Results

Description	Apr 23 – Jun 23	Jan 23 – Mar 23	Oct 22 – Dec 22	Jul 22 – Sep 22	Apr 22 – Jun 22	Jan 22 – Mar 22	Oct 21 – Dec 21	Jul 21 – Sep 21
Total Revenue	59,690	93,322	87,182	45,333	87,611	80,364	197,228	127,803
Net Profit (Loss)	(292,857)	(138,716)	(110,492)	(185,026)	(246,035)	(168,076)	(21,990)	(812,050)
Basic and Diluted Net Loss Per Common Share	(0.00)	(0.00)	(0.00)	(0.01)	0.00	0.00	0.00	(0.01)

The quarterly results of the Company mainly fluctuate as a result of variations in revenue, amortization, public company costs and staffing included in selling, general and administrative expenses. Revenue varies directly on the number of units sold and the number of license renewals. In the final quarter the Company recorded a loss on its investments for fair value adjustment of investment and impairment loss. The Company also deferred revenue it had recorded in prior quarters to allow for portions of a development contract that were not completed as at year end. Revenue will be recorded in the new fiscal year once the project is completed.

### Liquidity and Capital Resources

The Company has limited financial resources and its ability to continue as a going concern is dependent on attaining profitability. Visionstate continues to deploy its facility management software which has given the company a proprietary platform upon which to customize each client, and this has given the company the ability to deploy in much shorter periods of time to a larger and more varied customer base.

Furthermore, the company is beginning to receive requests for quotations from different market sectors and is beginning to see a definite increase in interest for its product in different areas of the marketplace as IoT becomes increasingly popular as a resource for analytics collection. The Company is also continuing to roll its products out into the US market and internationally, reaching a larger marketplace thereby getting a competitive advantage.

As at the quarter end, the Company had a working capital deficiency of \$351,963 (2022- \$238,822) and is dependent on recurring licensing fees, sales of product and related party advances to ensure adequate cash flow to cover expenses and continue as a going concern. There are no assurances the Company will be able to raise additional funds or attain profitability. The company however continues to develop and deploy its products and establish strategic reseller and other relationships and expand its global penetration and is currently in discussions with its partner for a new product the Company is developing that is strategic to mass market penetration.

### **Related Party Transactions**

The Company paid management and accounting fees for the quarter ended June 30, 2023 in the amount of \$10,500 (3 months ended June 30, 2022 - \$10,500) and in the nine months ended June 30, 2023, \$31,500 (9 months ended June 30, 2022 - \$31,650) to an officer of the Company. .

The Company paid \$1,000 (2022 - \$Nil) in interest to related parties during the current fiscal three month period and \$ 10,000 (2022 - \$539) for the nine month period ended June 30, 2023.

## ADVANCES FROM RELATED PARTIES

	June 30, 2023	September 30, 2022
Due to an officer, unsecured, interest payable at 10% per annum and without specified terms of repayment	\$ -	758
Due to a company controlled by an officer, unsecured, interest payable monthly at 10% per annum and without specified terms of repayment	112,500	-
Due to a company owned by an officer, unsecured, interest payable monthly at 10% per annum and without specified terms of repayment	-	6,786
	\$ 112,500	\$ 8,844

The advances from related parties have been provided to the Company for working capital purposes.

### Share Data

**Shares Outstanding:** 171,126,335 common shares as at August 29, 2023.

**Stock Options Outstanding:** Nil options to purchase common shares are outstanding as at August 29, 2023.

**Common Share Purchase Warrants Outstanding:** 109,283,734 as at August 29, 2023.

### Adoption of new accounting standards

In January 2020, the IASB issued amendments to IAS 1, Presentation of Financial Statements to clarify that the classification of liabilities as current or non-current should be based on rights that are in existence at the end of the reporting period and is unaffected by expectations about whether or not an entity will exercise their right to defer settlement of a liability. The amendments further clarify that settlement refers to the transfer to the counterparty of cash, equity instruments, other assets or services. The amendments are effective for annual reporting periods beginning on or after January 1, 2023 and must be applied retrospectively.

The Company has applied the amendments from the effective date.

## Financial Instruments

The Company's financial instruments consist of cash, accounts receivable, investment, bank indebtedness, accounts payable and accrued liabilities, promissory note payable, convertible debentures, advances from related parties and long term debt.

The Company has designated its financial assets and liabilities as follows:

Financial statement item	Original Classification (Measurement) IAS 39	New Classification and measurement
Cash and bank indebtedness	Fair Value through profit and loss (fair value)	Amortized cost
Accounts receivable	Loans and receivables (amortized costs)	Amortized cost
Investment	Fair Value through profit and loss (fair value)	FVTPL
Equity Investments	Fair Value through Other Comprehensive Income	FVTOCI
Conversion feature of convertible debenture receivable	Fair Value through profit and loss (fair value)	N/A
Accounts payable and accrued liabilities	Other financial liabilities measured at amortized cost	Amortized cost
Convertible debentures	Other financial liabilities measured at amortized cost	Amortized cost
Advances from related parties	Other financial liabilities measured at amortized cost	Amortized cost
Promissory note payable	Other financial liabilities measured at amortized cost	Amortized cost
Long Term Debt	Other financial liabilities measured at amortized cost	Amortized cost

## Fair Value

The carrying values of accounts receivable and accounts payable and accrued liabilities approximate their fair values due to the short-term maturity of these instruments. Financial instruments also include advances from related parties, convertible debentures, long term debt and promissory notes payable. Management considers that no events have occurred subsequent to the inception of these financing arrangements that would indicate that fair value differs substantially from carrying value.

The following provides an analysis of financial instruments that are measured at fair value, grouped into levels 1 to 3 based on the degree to which the fair value is observable:

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets and liabilities;
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within level 1 that are not observable for the assets or liabilities, either directly (i.e. as prices) or indirectly (i.e. derived from prices) ; and
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the assets or liabilities that are not based on observable market data.

The investment in a private company is measured based on recent share issuances which is a level 2 fair value measurement.

## Credit Risk

Financial instruments that potentially subject the Company to concentrations of credit risk consists of accounts receivable. The maximum exposure to credit risk as represented by the carrying amount of the financial asset is \$128,812 at June 30, 2023 (2022 - \$53,536). In the normal course of business, the Company evaluates the financial condition of its customers on a continuing basis and reviews the credit worthiness of all new customers. Management assesses the need for allowances for potential credit losses by considering the credit risk of specific customers and historical trends for collection of past due accounts. At June 30, 2023, no accounts receivable are past due or impaired.

The aging of accounts receivable is as follows:

	June 30, 2023	June 30, 2022
Current	\$ 33,192	\$ 28,995
31 – 90 days	32,761	4,878
91+ days	62,859	19,663
<b>Total</b>	<b>\$ 128,812</b>	<b>\$ 53,536</b>

## **Concentration of credit risk**

Concentration of credit risk is the risk that a customer has more than ten percent of the total accounts receivable balance and thus is a higher risk to the business in the event of a default by one of these customers. The accounts receivable are distributed almost evenly between several parties. The Company reduces this risk by regularly assessing the credit risk associated with these accounts and closely monitoring overdue balances.

## **Liquidity Risk**

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they become due. The Company's objective in managing liquidity risk is to ensure that it has sufficient liquidity available to meet its liabilities when due. The \$100,000 convertible debentures are due on demand. The Company is currently negotiating with the debenture holders to extend the terms or convert their debentures to shares. The Company is actively working towards increasing marketing activities to improve sales of its software to meet future working capital requirements, but it may have to seek additional debt or equity financing.

At June 30, 2023, the Company had accounts receivable of \$128,812 and cash of \$72,267 (2022 - \$49,887 of cash and \$53,536 of accounts receivable) with which to meet its obligations. At June 30, 2023 the Company had a negative working capital of \$366,012 (2022 – negative \$238,822).

The contractual maturity of the Company's liabilities of \$652,878 at June 30, 2023 (2022 - \$660,013) is due within twelve months.

## **Interest Rate Risk**

Interest rate risk is the risk that the fair value or the future cash flows of financial instruments will fluctuate due to changes in interest rates. The Company is susceptible to interest rate fair value risk on its fixed rate debt.

## **Capital Management**

The Company considers the contributed surplus of \$2,666,581 (June 30, 2022 - \$2,165,500) share capital of \$11,015,867 (June 30, 2022 - \$10,285,961), warrant reserve of \$1,233,795 (June 30, 2022 - \$1,624,708), advances from related parties of \$125,500 (June 30, 2022 – \$Nil) and convertible debentures of \$100,000 (June 30, 2022 – \$100,000) as capital. The Company's objectives when managing its capital structure are to provide sufficient capital to maintain its current operations and to continue with the development of new and existing products. The Company has no externally imposed capital restrictions.

The Company's officers and senior management take full responsibility for managing the Company's capital and do so through regular meetings and review of financial information. The Company's Board of Directors is responsible for overseeing this process.

The Company continues to receive new inquiries from the Canadian, US and European marketplaces, including hospitals, universities, airports and shopping centers, in its applications. As well, the Company has successfully entered into reseller agreements with the leading suppliers of facility management solutions which management feels will assist the Company to expand its market reach more expeditiously without necessitating investment in a sales force. Management believes that successful execution of its business plan will result in sufficient cash flow to meet its objectives and current obligations.

Methods used by the Company to manage its capital include the issuance of new share capital and issuance of convertible debentures.

The Company's capital management objectives have remained unchanged over the years presented.

### **Critical Accounting Policies and Estimates**

The preparation of the Company's consolidated financial statements in accordance with IFRS requires management to make estimates and assumptions that affect amounts reported in the consolidated financial statements and accompanying notes.

There is a full discussion and description of the Company's critical accounting policies in the audited consolidated financial statements for the fiscal year ended September 30, 2022.

### **Future Plans and Outlook**

In the third fiscal quarter, Visionstate Corp. successfully raised capital in the amount of \$500,000. This capital infusion provides essential operating funds for the company, enabling it to continue its growth trajectory and expand its business operations. With strengthened financial resources, Visionstate Corp. is well-positioned to invest in research and development, sales and marketing efforts, and strategic partnerships to drive further innovation and market penetration.

Looking ahead, Visionstate IoT Inc. is proactively addressing its contract with its global partner. The company intends to negotiate a new contract with global coverage, leveraging its proven track record, market presence, and innovative technology solutions. Securing a new contract with expanded global reach will provide Visionstate IoT Inc. with enhanced market access, allowing it to capitalize on opportunities across various industries and geographies.

The company remains focused on executing its growth strategy, which includes expanding the deployment of WandaMOBILE, its flagship facility management tool. Visionstate IoT Inc. aims to target large customers, such as municipalities and large school districts, leveraging the scalability and versatility of the mobile app. By signing three-year contracts and collecting monthly residuals based on activations, the company establishes stable revenue streams while fostering long-term relationships with its customers.

Furthermore, Visionstate Corp. continues to prioritize innovation and technology advancements. The integration of AI capabilities into the Wanda platform demonstrates the company's commitment to staying at the forefront of industry trends and meeting the evolving needs of its customers. By leveraging

AI technology, Visionstate IoT Inc. enhances its analytics, predictive maintenance capabilities, and overall service offering, further solidifying its position as a leading provider of IoT-based facility management solutions.

With a strong capital foundation, ongoing technology development, and a focus on securing global partnerships, Visionstate Corp. is well-positioned to seize opportunities in the evolving market landscape. The company remains committed to driving growth, expanding its market presence, and delivering innovative solutions that empower businesses to enhance their facility management processes and provide exceptional customer experiences.

## **Impact of COVID-19**

COVID-19 has not significantly impacted Visionstate operations. Development staff have worked remotely since restrictions were first introduced and this has not impacted operations negatively. Although the Company has experienced delays in product delivery, specifically Wanda tablets, Visionstate IoT Inc. has pivoted toward WandaMOBILE sales which requires no additional hardware to activate. As such supply chain interruptions resulting from the pandemic have not affected the Company.

In 2023 the Company will continue to emphasize the importance of its Wanda technology in the front-line battle against COVID-19 and its variants.