

John Putters of Visionstate on the path to profitability for WANDA and its portfolio companies

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In this InvestorIntel interview, host Tracy Weslosky talks to [Visionstate Corp.](#)'s (TSXV: VIS) CEO John Putters about the increase in sales and diversification of its client base for its WANDA family of facility management software, as well as its investment in portfolio companies.

John tells Tracy the need for facilities maintenance software increased dramatically during Covid, and “we’re seeing a dramatic increase not only these sales but the adoption of our software across many different sectors.” As a result of increased sales, he continues, “based on the last six months in terms of growth and installations, we fully expect to be profitable by the end of our fiscal year 2023, which would end September 30th in 2023, and we’re well on that path.”

In the interview John also talks about Visionstate’s portfolio companies, including Freedom Cannabis Inc., a Canadian producer of cannabis products, that signed a definitive agreement to acquire the assets of Calgary-based Boaz Pharmaceuticals and recently set a record for monthly revenue at \$2 million. “They’re growing fast and they’re one of the dominant companies now in the Canadian landscape in terms of their sales on the retail side of things,” John says. “The reason why Visionstate invested in them is because we worked with them on IOT [Internet of Things] technology... and we’re working with them to expand that throughout the cannabis sector.” The goal, John explains,

is for Freedom Cannabis to become a public company, providing Visionstate with liquidity.

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Visionstate Corp. (TSXV: VIS) is a growth-oriented company that invests in the research and development of promising new technology in the realm of the Internet of Things, big data and analytics, and sustainability. Through Visionstate Inc., it helps businesses improve operational efficiencies, reduce costs and elevate customer satisfaction with its state-of-the-art devices that track and monitor guest activities and requests. The footprint of its WANDA™ smart device now extends to hospitals, airports, shopping centres and other public facilities across and beyond North America. Through building up a collection of synergistic technologies, Visionstate Corp. will continue to innovate, reduce environmental impact and transform consumer experiences.

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