

**GOV 2.0** 

Revolutionizing the Ecosystem
Between Government & Private Enterprise

CSE:HS, OTC:HDSLF, Frankfurt:38H





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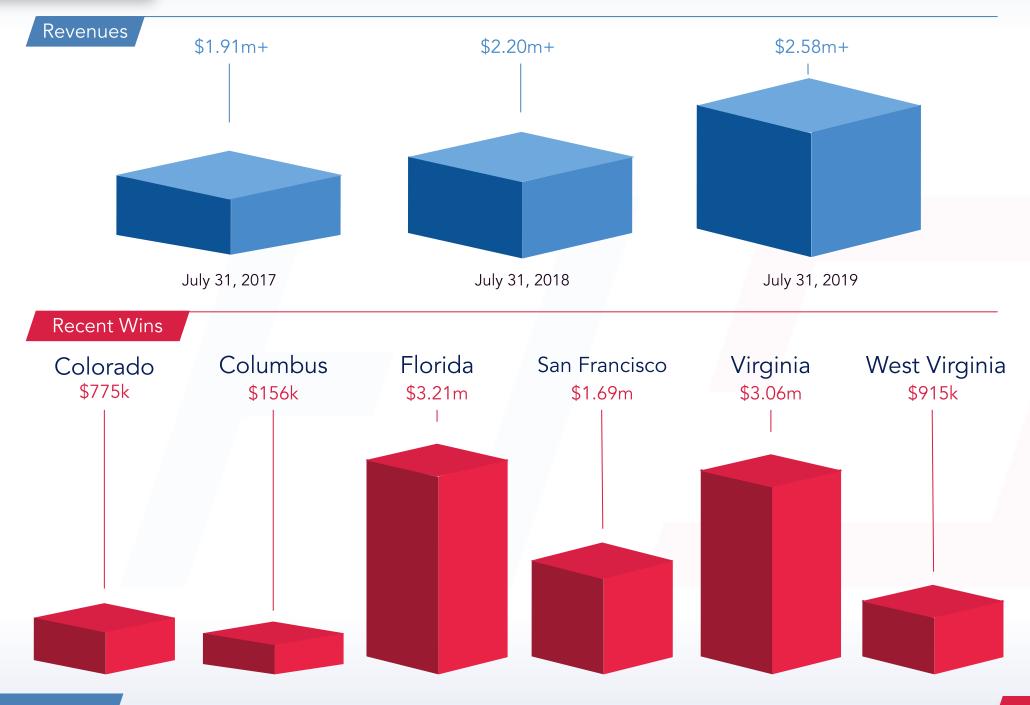
This Presentation includes financial outlook about the Company's projected revenue from certain contracts, which is subject to the same assumptions, risk factors, limitations, and qualifications as set forth in the above paragraphs. Revenue estimates contained in this Presentation were made by management as of the date of this Presentation and are provided for the purpose of providing readers with an understanding of the importance of such contracts to the Company's business. Readers are cautioned that the financial outlook contained in this document should not be used for purposes other than for which it is disclosed herein. By your acceptance of this Presentation, if delivered, you and any person reviewing this Presentation agrees not to distribute, copy; reproduce; transmit; make available; or condone any of the foregoing, without the prior written consent of the Company. Any unauthorized use of this Presentation is strictly prohibited.

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## Revenues & Recent Wins





## **Current Customers**





Health Canada













































### State & Local Government



### Who They Are

- Regulatory agencies overseeing health and safety of citizens
- The "last defense" to keeping private businesses in-check
- Provide services to enforce gov't regulation



### Their Problems

- Vast amounts of data
- Complex business processes
- Time consuming & manual "paper pushing"
- Lack of reporting and transparency
- Unable to be reactive to regulatory changes

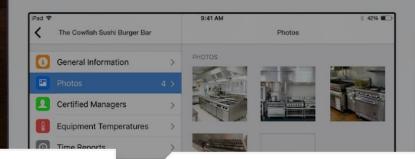


### What They Desire

- Data transparency
- Online engagement (with citizens and businesses)
- Simplified payment solutions
- Cloud-based software
- Quick and easy implementations



### Our Solutions



#### Who We Are

- Proven software provider for years to state & local government
- Historically served only Environmental Health agencies
- Currently provide services to over 500+ government agencies through multi-year contracts with over 3,500 active users
- Nearly 100% client retention year-over-year

#### What We Provide

- Product suite, HSCloud Suite Pro, helps streamline all processes for gov't, from permitting local businesses, to issuing fines, to performing health and safety inspections
- Gov't can more efficiently provide regulation and keep businesses in check
- Solutions provide significant time and costs savings for gov't

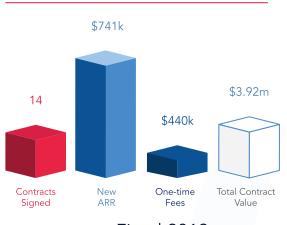
#### Where We Are Going

- Expansion into additional State & Local Government agencies, such as Agriculture and Code Enforcement
- Creating payment solutions for transactional revenue
- Providing Private Industry with solutions to help keep up with compliance



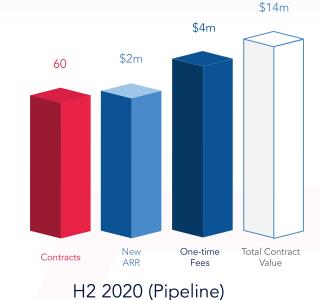
## Milestones Achieved & Pipeline





Fiscal 2019







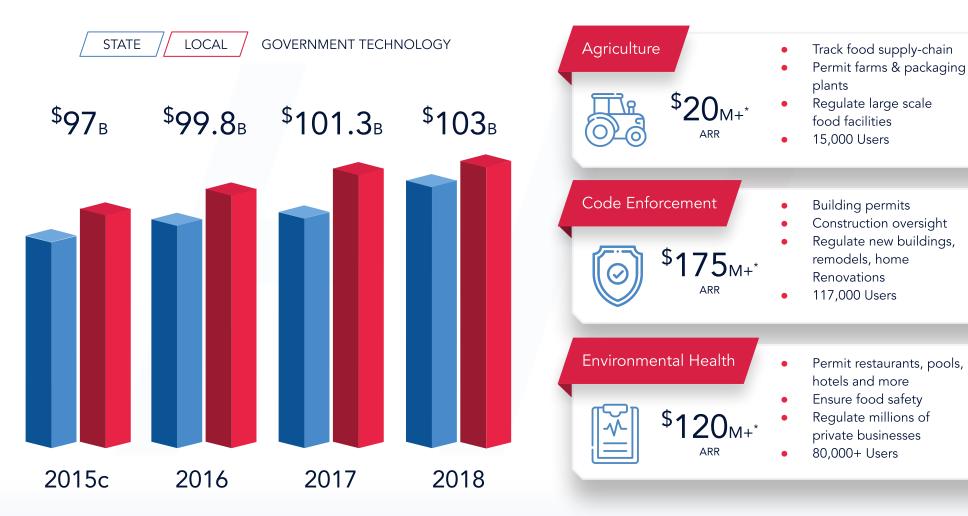


## Market Size & Opportunity

# State & Local Government IT Spending



# Immediately Addressable Markets



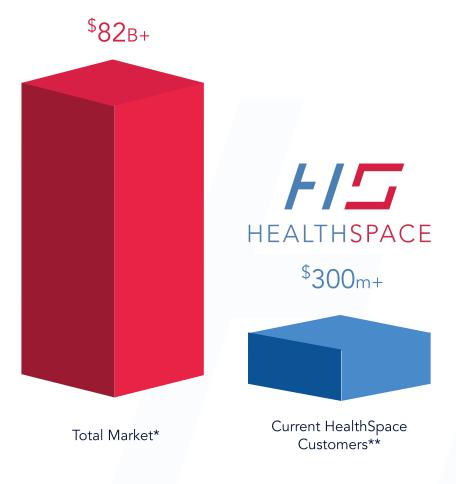
SOURCE: https://www.govtech.com/

SOURCE: Bureau of Labor Statistics (https://www.bls.gov/)
\*Based on \$1,500 per User, annually



## Gov't Fee Collection Market

### Licensing & Permit Fees



#### SOURCE:

https://pioneerinstitute.org/blog/blog-better-government/blog-transparency/ coastal-towns-charge-the-most-permit-fees-per-capita-in-massachusetts/

- \*Average licensing & permit fees per capita is \$250
- \*\* Based on current HS Data Base figures



### **Current Situation**

- State and Local governments rely heavily on licensing and permit fees to fund operations.
- Businesses required to pay fees in order to operate
- Majority of payments collected through paper checks or cash
- Payments and business process are separate solutions



### Pain Points

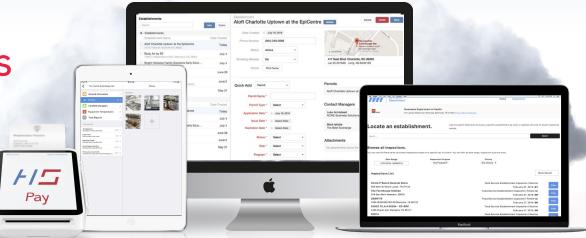
- Paper payments and disjointed solutions create more back office paperwork and personnel time
- Slow reconciliation of funds for gov't
- Cumbersome and time consuming bill pay for businesses which can lead to late payments
- Lack of modern payment solutions offered to gov't agencies



## HEALTHSPACE Our Products

**Enterprise Solutions** 

An enterprise SaaS platform that combines back-office data management, field staff mobile apps and online engagement for private industry.





#### **HSCloud**

Enterprise Cloud-based SAAS Platform that is fully configurable to any regulatory and compliance environment. Manages applications, licenses, permits, inspections and virtually any other regulatory data.



#### **HSTouch**

Conduct paperless field inspections from any place, at any time with our intuitive suite of native apps for iOS, Android and Windows.



#### My Health Department

An interactive "Dashboard" for private industry provided by Government agencies.

The Digital equivalent of a gov't office. Provides access to all reg filing, submit and file application, reconciling issues imposed by regulators

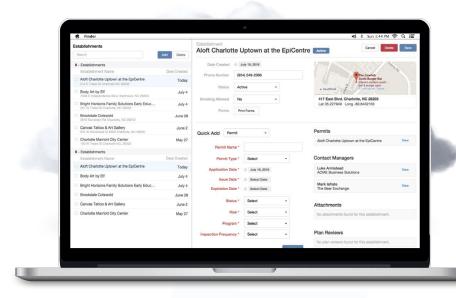


#### **HSPay**

Seamless payment solutions that make paying easier for private businesses and revenue reconciliation easier for government agencies. Private businesses can settle gov't business faster and gov't receives their money faster, with less paperwork.



## HSCloud Suite





A fully-customizable cloud-based platform for managing applications, licenses, permits, inspections and virtually any other data.



# HSTouch (\*)



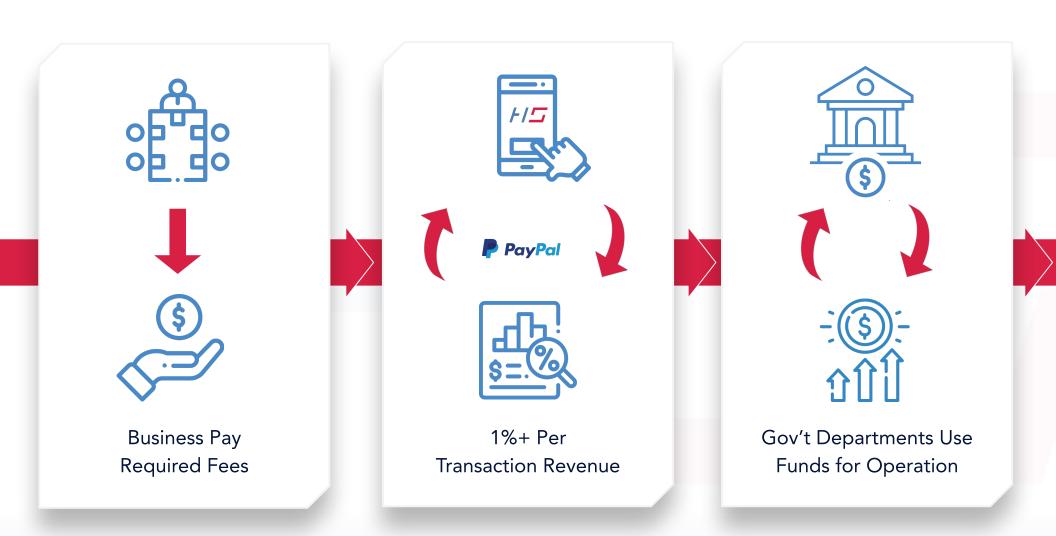
Conduct paperless field inspections from any place, at any time with our intuitive suite of native apps for iOS, Android and Windows.



## HSPay Online & Mobile Payment Platform

### Licensing & Regulatory Fees:

Creating a unified online and mobile payment platform for government revenue collection.

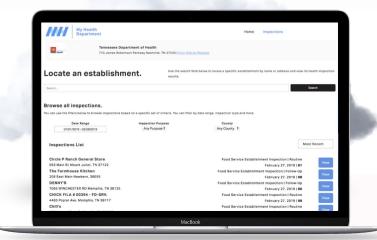


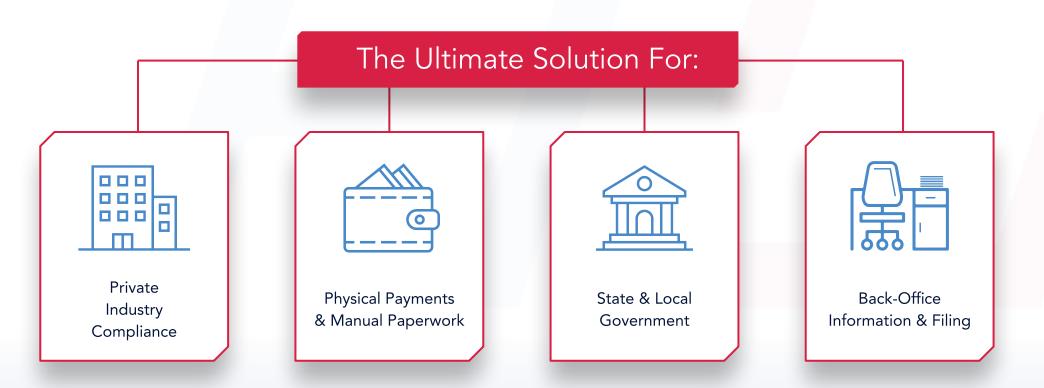


## My Health Department

### More than just a New Product

- Interactive dashboard that positions HealthSpace as an extension of government
- Conduit for direct communication between private industry and gov't agencies
- 3. Sets up significant future revenue by allowing healthspace to upsell 3rd party services, generate ad-revenue or create corporate sponsorships
- 4. Builds a truly unique brand within multiple markets for future buyout







## Competitive Landscape

### Large Competitors

- 1. Accela (over \$200m in funding (www.accela.com)
- 2. Tyler (NYSE: TYL \$11B MKT CAP)
- 3. NIC Inc. (NASDAQ: EGOV \$1.5B MKT CAP)

#### Competitor Solutions

- Disjointed, antiquated technologies
- Lack of data sharing between agencies
- Slow deployments and difficult to modify
- Lack online portals and digital public service offerings
- Often requires IT intervention

#### **Our Solutions**

- Built as a "self-serve" Cloud base platform, easily adaptable to ever changing regulatory laws and rules on the fly
- Adoptable for agencies of all sizes, types and regulatory environments
- Nimble and powerful data sharing capabilities
- Embedded online portals give customers' ability to extend online public service offerings
- No need for IT intervention









# FIS Capital Structure

Basic Shares Out	152,197,514
Warrants	12,299,526
Options & RSU's	12,412,500
Fully Diluted	176,909,540
Convertible Debenture (Converts at \$0.10)	\$795,000





# Management & Directors

#### Ali Hakimzadeh // Chairman Of The Board Of Directors

With more than 20 years' experience in the financial services industry, Ali brings a wealth of financial and business knowledge to his role as Chairman. Ali has overseen or partaken in more than \$1 billion in financing, merger and acquisition activities.

#### Silas Garrison // CEO & Director

Mr. Garrison is a seasoned business leader and tech entrepreneur, previously serving as the Company's Chief Technology Officer. During that time, Mr. Garrison oversaw the development and deployment of HealthSpace's premier platform HSCloud Suite. Prior to joining HealthSpace, Mr. Garrison designed and built the Company's industry- first iPad and Android environmental health inspection apps. Mr. Garrison has spent the majority of his career delivering technology solutions for government agencies all across North America. Additionally, he has a vast amount experience in various business verticals having consulted and worked with a variety of enterprise organizations, ranging from Fortune 500 banks to sports and media conglomerates.

#### Zula Kropivnitski // CFO

Ms. Kropivnitski has over ten years of international experience in the resource sector, having served as Chief Financial Officer and director of several public companies. She has been involved in all areas of financial reporting, corporate finance, and related aspects of regulatory compliance. Ms. Kropivnitski received her Certified General Accountant professional accounting designation from the Certified General Accountants Association of British Columbia and later obtained her ACCA designation from the Association of Chartered Certified Accountants. She has a Master of Mathematics and Master of Economics degrees in Russia.

#### Joseph Willmott // President & Director

Mr. Willmott has served as President of HealthSpace since 2007. He has 35 years of business experience that included, serving as president of Uniserve Communications Corp, a publicly traded telecom company, and partner in a business consulting firm for 15 years. Prior to that, he managed a technology transfer program for the manufacturing sector funded by the Canadian Government.

#### Mark Redcliffe // Independent Director

Mr. Mark Redcliffe has 21 years-experience in the securities industry and holds both an MBA and the CPA, CMA designation. Mr. Redcliffe has established ties with Canadian and international private equity firms, investment dealers, family offices and high net worth individuals and has successfully overseen more than 500 private placements, Initial Public Offerings and cross-border advisory mandates. Mr. Redcliffe was the founding President & CEO of Jordan Capital Markets Inc. and was most recently the Executive Vice President responsible for P&L at Mackie Research Capital Corp. in British Columbia.

#### Alnesh Mohan // Independent Director

Mr. Mohan has been a partner at Quantum Advisory Partners LLP, a professional services firm focused on providing chief financial officer and full-cycle accounting services to private and public companies, since 2005. Mr. Mohan has over 20 years of accounting, auditing and tax experience providing advisory services to a wide array of clients.



### Thank You

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