

## Shareholder Letter May 2020

Fastbase Inc (OTC: FBSE) announces the issuance of the following shareholder letter from its Chief Executive Officer, Kevin Rodgers.

Dear Shareholders,

The purpose of this letter is to highlight areas of progress in our 2020 business strategy and share with you our plans for 2020. I must remind you that we will only disclose those developments that are not considered confidential and non-public information.

While we send this update under the context of business we hope that this note finds you well and that you are taking care of yourself and your loved ones. We encourage everyone to listen to their respective government leadership, help in any way those that need it and do all that we can as individuals to help stop the spread of COVID-19.

I know a number of you have inquired about how COVID-19 is impacting Fastbase so I wanted to provide an update to all shareholders. To date we have not seen any noticeable changes to our core subscription business with WebLeads. We do have to be realistic in that as our customers' businesses become impacted it could have a trickle-down effect for Fastbase. Fortunately we do sit in a very important part of the sales funnel which is at the top - identifying leads to drive revenue.

I'm now almost three months into my role as CEO and so I also wanted to provide an update on our plans to uplist to the OTCQB. First, that is still our plan and second, that plan is currently moving forward. COVID-19 should not slow down where we are right now which is working with the SEC in the United States to provide all necessary paperwork and supporting material for our uplist application. Once that process is complete we will then work with our retained Investment Bank, Maxim Group, to determine the timing with next steps. And that is where COVID-19 could potentially have an impact depending on the status of the pandemic. Out of respect for this group, I will not provide specific dates/timing until I'm confident in those dates.

I'll end with where I see the next six months going for Fastbase. We have some very exciting developments with our core product, WebLeads. We have already completed a soft launch of WebLeads 5.0 and at the time of this letter going out we are preparing for our full public launch. Our goal with WebLeads 5.0 is to significantly improve the quantity and quality of leads we are able to provide our customers and details on the new version can be found at [www.fastbase.com](http://www.fastbase.com). At the same time we continue to expand our capabilities on the data analysis side of the business and through a successful customer launch anticipate referral business beginning 2H 2020 to go along with traditional business development efforts. With all of this economic uncertainty from this global pandemic it is hard to forecast the next 6 months through Q3 and into Q4, today, as this is largely uncharted waters, but Fastbase is well positioned to help our customers solve whatever business challenges arise as we work for a return to normalcy.

Please do all you can to stay safe out there.

Best regards,

Kevin Rodgers  
CEO

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### **About Fastbase, Inc.**

Fastbase Inc. is a Nevada-registered web and database analytics company that offers a growing suite of tools to support B2B marketing and sales.

The Fastbase platform gathers and displays detailed information on website visitors, including the name of the company, contact information, email addresses, and LinkedIn profiles. Fastbase's success has been facilitated by its seamless integration with Google Analytics. Its platform can identify website visitors in real-time providing business customers with powerful insights into their website users' behavior.

The Fastbase Webleads software combines a website's analytics data with real-time visitor information, allowing customers to minimize the guesswork around who is visiting their website. Webleads can be used free after the trial period (with reduced functionality) or users can continue on a standard Premium subscription. Fastbase software can integrate with CRM systems and sales and marketing applications, such as Salesforce, Hubspot, Pipedrive and Mailchimp. For non-enterprise users, there are also export facilities to Excel and Google sheets. Fastbase customers that use Google Analytics can easily access a detailed list of their website visitors for the past 24 months.

The Fastbase big data bank of company data now consists of 200 million companies and 850 million business contacts from top brands in 130 countries from around the world. Analysing over 90-120 billion website visitors each year from over 1,179,000 companies and top brands, Fastbase provides a listing of companies searching for specific products, services or businesses and gives B2B marketers a much better chance of creating a prospective sale or help determine if marketing efforts are effective.

### ***Forward-Looking Statements***

*This release may contain forward-looking statements regarding projected business performance, operating results, financial condition and other aspects of the company, expressed by such language as "expected," "anticipated," "projected" and "forecasted."*

*These statements also include estimates of the pace of customer adoption, customer usage, and software development. Please be advised that such statements are estimates only and there is no assurance that the results stated or implied by forward-looking statements will be realized by the company. Forward-looking statements may be based on management assumptions that prove to be wrong. The Company's predictions may not be realized for a variety of reasons, including due to competition, customer sales cycles, and engineering or technical issues, among others. The Company and its business are subject to substantial risks and potential events beyond its control that would cause material differences between predicted results and actual results, including the company incurring operating losses and experiencing unexpected material adverse events*

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