

ASX ANNOUNCEMENT, 2nd February 2017

# INTERNATIONAL EXPANSION DELIVERS FIRST HONG KONG ORDER

- Matrixx<sup>®</sup> intelligent lighting system to be installed in a 16,500 sqm warehouse facility for Kerry Logistics in Hong Kong
- Kerry Logistics is Asia's premier logistics provider with the largest distribution network and hub operations in Greater China and the ASEAN region
- Provides platform for further expansion into South-east Asia and China
- Validates Vivid Industrial's Matrixx<sup>®</sup> system for continued international expansion

**Vivid Technology Limited (ASX: VIV)** ("Vivid Technology", "the Company") is pleased to announce that it has secured an order for its proprietary Matrixx<sup>®</sup> intelligent lighting system for Kerry Logistics in a 16,500 square metre warehouse in Hong Kong.

Kerry Logistics is Asia's premier logistics provider, chosen by many of the world's top 100 brands with a global network that stretches across six continents, and includes the largest distribution network and hub operations in Greater China and the ASEAN region. More information about Kerry Logistics can be found at its website at <u>www.kerrylogistics.com</u>

This order follows a successful trial of Vivid Industrial's Matrixx<sup>®</sup> system in conjunction with its distributor in the region, Waiguard Systems Limited. The installation and implementation will be within a luxury brand area of a Logistics Centre in Hong Kong.

Vivid Industrial worked to address both local rigorous standards for light quality, and the particular requirements of Kerry Logistics' luxury goods customer in a high racked warehouse environment. Following receipt of this order, Vivid Industrial has now also completed engineered proposals and quotes for several other Kerry Logistics sites in the region.

This order represents a major achievement for Vivid Industrial and delivers another significant blue-chip customer relationship with over 4 million square metres of logistics facilities. As well, the contract establishes a reference site in Asia for Vivid Industrial and opens up significant opportunity to deploy the Matrixx<sup>®</sup> system more broadly in the region.

The Martixx<sup>®</sup> system's unique design and 'plug'n'play' capability allows the system to be deployed in a much shorter timeframe that traditional systems, translating into a fully functional, operational lighting platform with full control visibility within a day.

The selection of the Matrixx<sup>®</sup> system also overcame the usual high installation labour costs and operational disruptions which historically prevent the retrofit of existing high density warehouses and manufacturing facilities with energy efficient intelligent lighting systems.

## International expansion

Vivid Industrial has invested in the Matrixx<sup>®</sup> system so the technology can be deployed and validated in a wide range of global markets. As a result, we have been able to validate opportunities in Vietnam, Mexico and other South-East Asian countries.

In Vietnam, Vivid Industrial's system efficiency and intelligence has garnered significant interest for a range of industries including port authorities, manufacturing and military facilities. Following an exploratory trip to Mexico in 2016, Vivid Industrial was invited by a local partner and a leading global paint manufacturer to inspect six out of their eight Mexican production sites. These discussions continue to evolve and Vivid Industrial is excited by the results seen in international trials which, due to relatively high energy costs, are not only similar to our proven sites in Australia but often result in even better investment outcomes for customers at international sites.

## Management Commentary

Vivid Technology's Managing Director, Samuel Marks, said: "Securing a contract with another highly respected and leading logistics company such as Kerry Logistics is a very meaningful development for Vivid Technology. It further validates our Matrixx® system technology in the booming Asian logistics market and establishes an excellent customer relationship for us.

"With our first revenue generating international order in Hong Kong now secured, we are firmly focused on scaling up our sales focus in Asia and securing more business from the region. The Logistics Centre in Hong Kong is an excellent reference point to showcase the technology more broadly to other potential customers."

Vivid Technology looks forward to updating shareholders on other new smart lighting orders in Australia and international markets in the near term.

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### About Vivid Technology

Vivid Technology Limited is a diversified Australian-based company with interests in technology focused solutions in the industrial energy efficiency and CO<sub>2</sub>-to-fuel conversion markets.

Vivid Technology - http://www.vividtechnology.com.au

#### About Vivid Industrial

Vivid Industrial is a subsidiary of Vivid Technology, providing customised, intelligent and energy efficient cloud based solutions for our growing industrial and infrastructure client base. The "internet of lights" and "cloud based monitoring" delivers quantifiable efficiencies and significant cost savings with environmentally sustainable benefits for our customers.

The business' core technologies are designed for application in warehouses, distribution centres, cold storage facilities, ports, stadiums, car parks, roads and tunnels. Vivid Industrial is a trusted partner to our customer base of blue chip, industrial companies.

During the 2016 financial year Vivid Industrial acquired Vivid Ilumalite, a business specialising in creating highly effective, energy-saving lighting solutions predominantly for commercial and government clients that generate significant cost savings and reduce environmental impact.

Vivid Industrial - <u>http://www.vividindustrial.com</u> Vivid Ilumalite - <u>http://www.vividilumalite.com</u>

#### About NewCO2Fuels

NewCO2Fuels (NCF) is an Israeli start-up company which was formed in 2011 by a group of scientists and entrepreneurs with the support of Vivid Technology and the Erdi Group.

NCF was formed to develop and commercialise an innovative system to profitably produce fuels from CO<sub>2</sub> and water, using renewable high temperature heat from solar or excess heat from industry. The system is based on a technology previously developed at the Weizmann Institute of Science and exclusively licensed to NCF.

NCF won the World Technology Network award for Energy in November 2014, and has received numerous grants and accolades from governments around the world. Its technology has also been independently validated by several major international engineering and technology consultancy firms.

Vivid Technology's 33.33% effective economic interest in NCF is represented by its 50% ownership of NCF Global, a company that owns 66.67% of NCF. The other 50% of NCF Global is owned by the Erdi Group, which is also a shareholder in Vivid Technology.

NewCO2Fuels Website - http://newco2fuels.co.il/