



Investor Presentation

June 2017

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Investment risk - An investment in Vivid Technology securities is subject to investment and other known and unknown risks, some of which are beyond the control of Vivid Technology, including possible delays in repayment and loss of income and principal invested. Vivid Technology does not guarantee any particular rate of return or the performance of Vivid Technology, nor does it guarantee the repayment of capital from Vivid Technology or any particular tax treatment. Persons should have regard to the risks outlined in this presentation.

Key Highlights

Background

- ▶ Since the beginning of FY15, Vivid Technology has developed, proven and rolled out a leading edge lighting technology platform under the brand of “Matrixx”, along with establishing first mover offerings in Lighting-as-a-Service for its local and international customer base across industrial and commercial lighting businesses;
- ▶ Vivid Technology also has an investment in globally awarded technology that makes fuel from CO₂ emissions (NewCO2Fuels), currently in the final stages of negotiation to commercialise with Sinopec (via a 33% interest);

Growth Initiatives

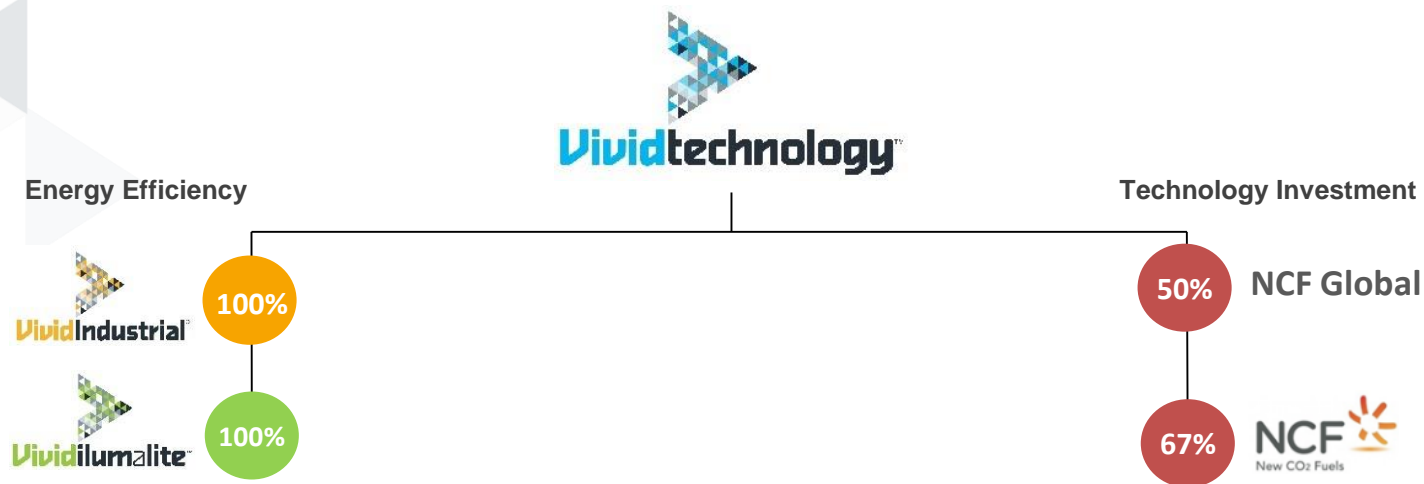
- ▶ With global brands and blue-chip customers becoming repeat customers, Vivid Technology is implementing additional and accelerated growth initiatives to meet the continued increase in domestic and international demand for its full service intelligent lighting solutions;
 - Vivid Technology plans to invest in working capital, ongoing innovation, additional research and smart manufacturing capacity to meet a growing pipeline of secured and prospective customers; and
 - These initiatives are expected to enhance Vivid Technology’s growth trajectory and revenues.
 - Current focus of the business are near term pipeline opportunities from existing customers, as well as significant other opportunities from identified sites (refer page 15 for details)

Capital Strategy

- ▶ These initiatives will be funded via a combination of equity and debt as follows:
 - A **placement** of approximately \$3.1 million (“Placement”) at 4.5 cents per share;
 - A 1 for 10 pro-rata non-renounceable **entitlement offer** (“Entitlement Offer”) at 4.5 cents per share with the first \$1.5m underwritten, which if fully subscribed would raise up to approximately \$1.9 million (Directors will be taking up their full entitlements);
 - Short term **revolving working capital facilities** (term sheets entered with a non-banking financial institution), with accessible limits driven by the level of customer account activity from time to time, with the maximum limits available under full use scenario being \$6.0m.
- ▶ This capital strategy, combining equity with revolving working capital facilities, is expected to provide Vivid Technology with flexibility to implement its current growth initiatives.

Corporate Snapshot

Structure



- ▶ Proven technology with over 85% CO₂ & energy savings
- ▶ Award winning Commercialisation models Frost & Sullivan & Westpac 200 Awards
- ▶ International success with global reach



- ▶ Proven technology
- ▶ In the global commercialisation phase
- ▶ In negotiation with Sinopec to commercialise

Corporate Snapshot

Structure & Key Metrics

Capital Structure

Share Price (6 June 2017)	[cps]	4.3
Ordinary shares on issue	[m]	362.5
Unlisted options (7.5 - 20.0cps)	[m]	59.0 ¹
Market capitalisation	[\$m]	16.3
Cash ²	[\$m]	1.08
Debt ²	[\$m]	0.75

¹ An additional 9 million options are agreed to be issued to advisors in conjunction with the equity raising with exercise prices ranging from 6.5cps to 10cps.

² As at 31st March 2017

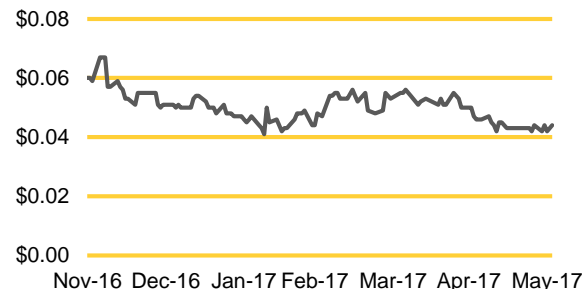
Board & Management

Charles Macek	Non-Executive Chairman
Samuel Marks	Managing Director
Leslie Butterfield	Non-Executive Director
John Kopcheff	Non-Executive Director
Philip Zajac	Non-Executive Director
Robert Smith	CFO & Company Secretary
Urbain du Plessis	COO – Vivid Industrial
Mark Rutherford	MD – Vivid Illumalite

Major Shareholders

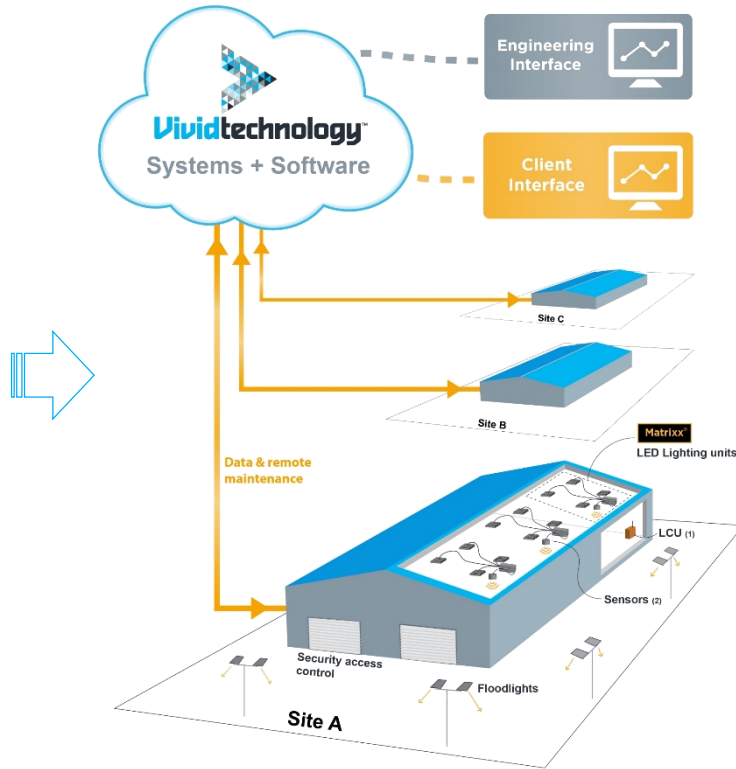
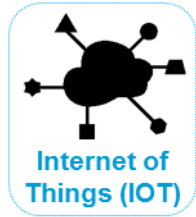
Erdi Fuels	5.3%
Advance Publicity	4.8%
Hub and Spokes	4.6%
Board	4.6%
UBS Nominees	4.5%
Illum-a-Lite vendors (in aggregate)	3.9%

Share Price Chart



What we do...

A Full Service Intelligent Lighting Solution

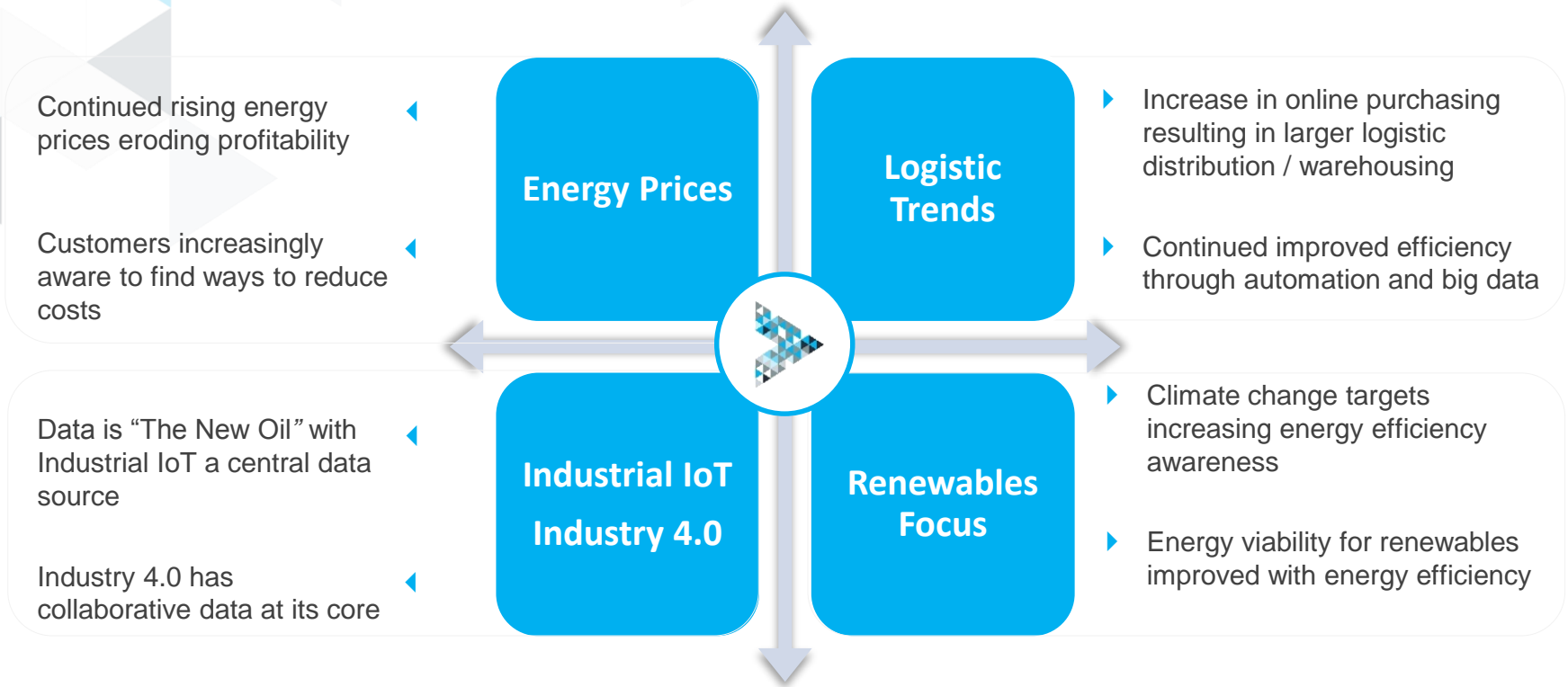


**Connected,
Data driven systems,
Delivering improved
profitability for our
global customers**



Market Dynamics

Right Place, Right Time and Proven Products



Growth Initiatives & Strategic Focus

Vivid Technology has a strategy in place to be a world leading intelligent lighting solutions company, delivering improved environmental, operational & financial benefits for our customers

- Investing in a range of working capital and growth initiatives to convert and execute on our current pipeline
 - Identified customer base includes significant opportunities from existing customers and preferential relationships
 - Includes substantial near term opportunities (Refer page 15)

2017

- ▶ Existing blue chip portfolio of domestic and global clients currently implementing Vivid Technology's intelligent lighting solutions
- ▶ Enhance collaboration partnerships globally, including CSIRO and other technology partners
- ▶ Continue product development to increase data gathering, energy savings and productivity opportunities for customers
- ▶ Vivid Technology's strategic focus includes:
 - Formalise further long-term relationships via combination of supplier status, portfolio execution and multi-site customers
 - Expand internationally through proven local relationships

2018

- ▶ The group expects the following initiatives to enhance its growth trajectory and generate increased revenues in the coming 18 months:
 - Enhance collaboration partnership model with multi-national companies and extend globally via key distributors in chosen countries / regions
 - Leverage IoT and data analytics capabilities to develop disruptive next generation energy efficiency models
 - Establish "Asset Management" revenue stream via Lighting-as-a-Service commercial sales model
 - Provide a balance sheet to support ongoing investment in growth in the industrial and commercial rollout of intelligent efficient lighting systems

Placement and Entitlement Offer

Placement	<ul style="list-style-type: none"> Placement of 70 million shares (Placement Shares) (representing c.17% of shares on issue prior to the Placement) to sophisticated and professional investors to raise approximately \$3.1 million The price per share under the Placement is fixed at 4.5 cents per share (Placement Price)
Entitlement Offer	<ul style="list-style-type: none"> A non-renounceable 1 for 10 pro-rata Entitlement Offer, which if fully subscribed would raise approximately \$1.9m (before costs). The first \$1.5m of the offer is underwritten. Available to eligible shareholders (including participants who receive Placement Shares) Directors to fully participate in the Entitlement Offer The Directors reserve the right to place any shortfall during the 3 months following the close of the Entitlement Offer The Entitlement Offer price will be 4.5 cents per share (equal to the Placement price) Full details of the Entitlement Offer will be set out in the Offer Documents, which will be lodged with ASX and sent to eligible shareholders in due course
Use of Proceeds	<ul style="list-style-type: none"> The majority of funds are intended to be used to invest in the company's growth initiatives, including: <ul style="list-style-type: none"> Assisting the company in pursuing its short-term revenue opportunities, including significant identified opportunities with existing customers. Continuing to develop additional recurring revenue streams including "Asset Management" revenue via Lighting-as-a-Service commercial sales model, along with ongoing technology research and development. Supporting the company's scaling to address increasing growth opportunities and objectives across both the domestic and international markets. Repaying the existing short-term debt facility (\$750k) (to be replaced by new short term revolving working capital facilities). General working capital purposes. Other uses of funds may include supporting the company's investment in NewCO2Fuels as it progresses finalisation of the commercialisation of its technology (including in conjunction with Sinopec Engineering Group), and for general corporate purposes.
Risks	<ul style="list-style-type: none"> Investors are encouraged to review the business risks detailed in Appendix B of this presentation
Ranking and eligibility	<ul style="list-style-type: none"> All new shares issued will rank equally with existing Vivid Technology shares
Effect on capital structure	<ul style="list-style-type: none"> Total shares on issue to increase by up to approx. 113 million shares, to a total of up to approx. 476 million shares Increase in issued capital of up to approx. \$5.0 million Existing debt of \$0.75m retired

Indicative Timetable – Placement and Entitlement Offer

Key dates	Date
Announcement of the Entitlement Offer and Placement	9 June 2017
Settlement of Placement	16 June 2017
Issue and Allotment of Placement Shares	19 June 2017
Shares traded on an “ex” entitlement basis	20 June 2017
Record Date for eligibility to participate in the Entitlement Offer	21 June 2017
Dispatch of Entitlement Offer Booklet and Entitlement and Acceptance Form to Eligible Shareholders	22 June 2017
Entitlement Offer opens	22 June 2017
Entitlement Offer closes	6 July 2017
Securities quoted on a deferred settlement basis	7 July 2017
Shortfall (if any) announced to ASX	10 July 2017
Settlement of New Shares under the Entitlement Offer	11 July 2017
Issue of New Shares	12 July 2017
Dispatch of Holding Statements	13 July 2017
New Shares commence trading on a normal settlement basis	13 July 2017

^ Dates and times are indicative only and are subject to change.

New Finance Facilities

Term sheets signed for new short term revolving working capital facilities in order assist the business in servicing identified customer opportunities, which are expected to add flexibility to working capital.

- ▶ These short-term revolving working capital facilities comprise:

Facility	Maximum limit	Limit at any particular time based on
Trade Finance Facility	Up to \$1.0m	Aggregate agreed payables
Borrowing Base Overdraft Facility	Up to \$5.0m	Aggregate agreed receivables

- ▶ Availability & use is based on activity volume, with facility costs based on the extent of the drawn amount, plus service fees;
- ▶ The facilities are for a period of 3 years, subject to the duration of approved payables and receivables;
- ▶ These facilities, along with the current capital strategy are intended to replace the existing \$0.75m of short term debt currently in place;
- ▶ Use of these facilities is subject to execution of detailed documentation & security arrangements, and to certain preconditions commensurate with facilities of this type, which are expected to be met following completion of the Placement.

These facilities are intended to provide Vivid Technology with a clear method of funding to execute on revenue opportunities for local and international customers

What we do....

Evolving to sell LIGHT ... Not Just LIGHTS

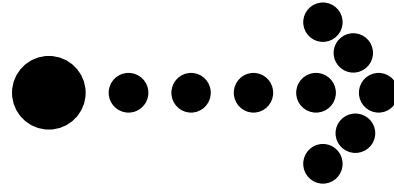
Lighting as Energy Efficiency



Lighting as a Service



Lighting As A Platform



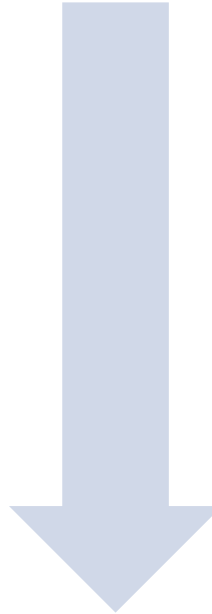
Intelligent
Efficient
Lighting
Systems

Proven Products and Value Proposition

Targeting New and Repeat Customers



**PORTFOLIO MARKET
APPROACH**

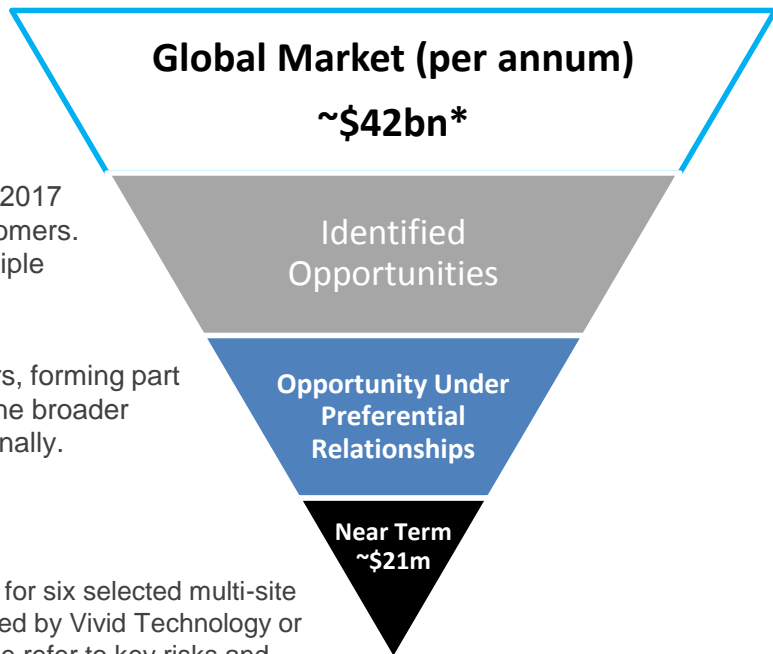


**MULTI-SITE MARKET
APPROACH**

A large global market

With clearly identified opportunities for Vivid Technology

- Global lighting market has over \$42b of Industrial, Commercial and Outdoor lighting sales annually*
- Asian lighting market has over \$18b of Industrial, Commercial and Outdoor lighting sales annually*
- Australian lighting market has over \$1b of Industrial, Commercial and Outdoor lighting sales annually*
- Vivid Technology has identified opportunities of current and prospective customers across the global market, with successful projects already rolled out in Asia, and various arrangements including distributors and local partners in HK, Malaysia and Mexico, along with discussions in Europe & North America.
- The key development in Vivid Technology's business that has occurred during 2017 has seen the establishment of preferential relationship status with various customers. These relationships have been established following successful trials and multiple implementations which have generated strong interest and initial sales.
- Near term opportunities of up to \$21m exist across six of our multisite customers, forming part of a far bigger pipeline of opportunities, which is in turn an identified subset of the broader industrial and commercial lighting market opportunity in Australia and internationally.

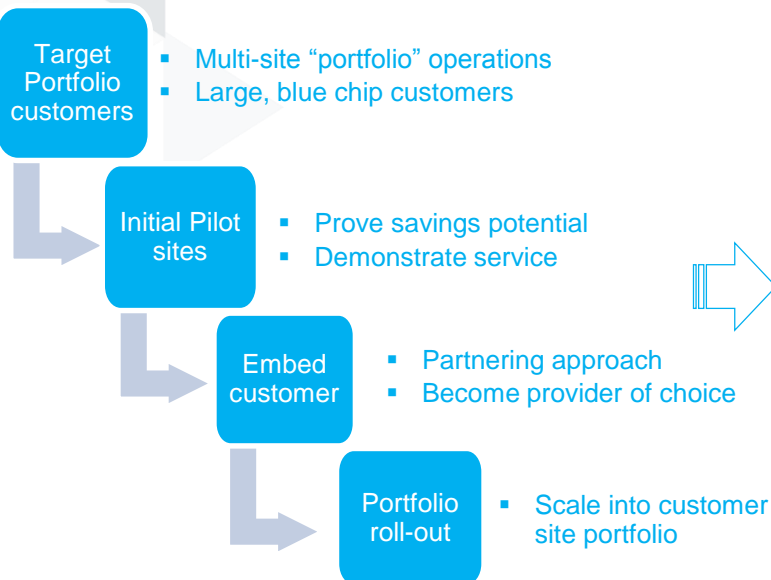


** Source: McKinsey(2016 estimates), IBIS and Comp Estimates, Freedonia Research (converted using \$0.75USD exchange rate)*

These near term opportunities represent the estimated size of the identified opportunities for six selected multi-site customers. No assertion is made regarding how much of this opportunity will be recognised by Vivid Technology or over what timeframe. Only a fraction of these opportunities may result in revenue. Please refer to key risks and assumptions on the next two pages.

Target Market And Strategy

Near term opportunities from existing customers



Please refer to the key assumptions and risks on the next page. These near term opportunities do not represent a revenue forecast and should not be relied on as an estimate of future revenue.

Near term opportunities estimated to be worth up to **\$21m from existing customers**
(in addition to \$5m secured/completed)



Near term opportunities from existing customers

Key assumptions and risks

These near term opportunities do not represent a revenue forecast and should not be relied on as an estimate of future revenue.

These are based on the following key assumptions:

- ▶ Secured/completed amounts based on current order book and past sales history for selected customers
- ▶ Identified opportunities for selected customers are based on sites identified from various sources (including lists provided by customers, and recent public or non-public information) for properties within their portfolios or operational control
- ▶ Lighting upgrade opportunity value based on estimated size of portfolio or site in square meters and/or indicative capital programs as outlined by selected customers
- ▶ They have been identified as opportunities with near term focus within the next 12 to 24 months

These amounts represent the estimated size of the identified opportunities for selected multi-site customers. No assertion is made regarding how much of this opportunity will be recognised by Vivid Technology or over what timeframe. Only a fraction of these opportunities may result in revenue.

Achievement of any revenue that may arise from these identified opportunities is subject to certain risk factors (refer to Appendix B for a description of key risks). Actual revenue may differ materially from this amount.

Customer Base

Market Segment Coverage



A combined **Industrial** & **Commercial** offering



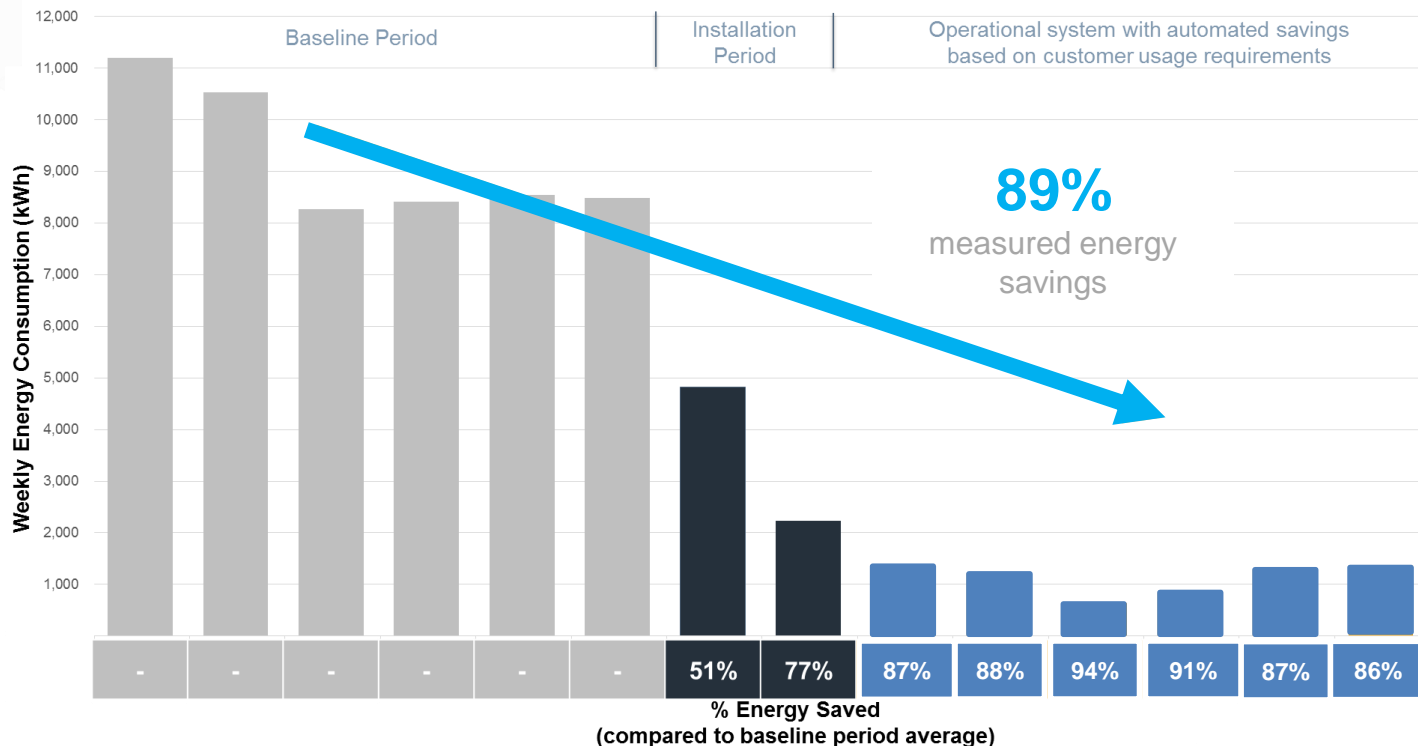
Building	Logistics	FMCG	Distribution	Ports	Hospitality	Healthcare	Retail	Services	Education

- ▶ Targeting both landlords and tenant companies
- ▶ A growing base of domestic & global blue-chip customers who are requesting additional site upgrades across their portfolio
- ▶ Targeting large property owners and operators, including tenants.
- ▶ Proven ability in large scale, geographically diverse infrastructure upgrades

Proven Products and Value Proposition

Case Study: 36,000 Sqm Warehouse Facility

Energy Use Before and After Upgrading to Matrixx® Lighting System



>\$125k

savings p/a
operating costs

70%

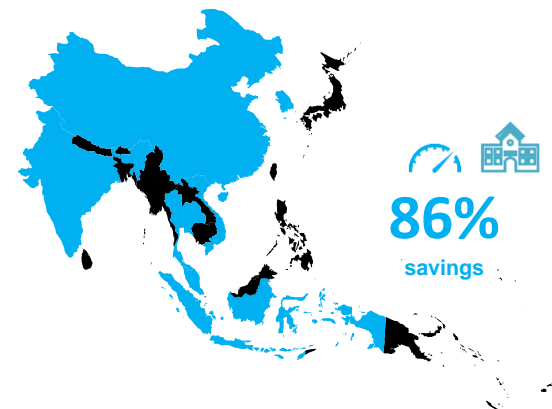
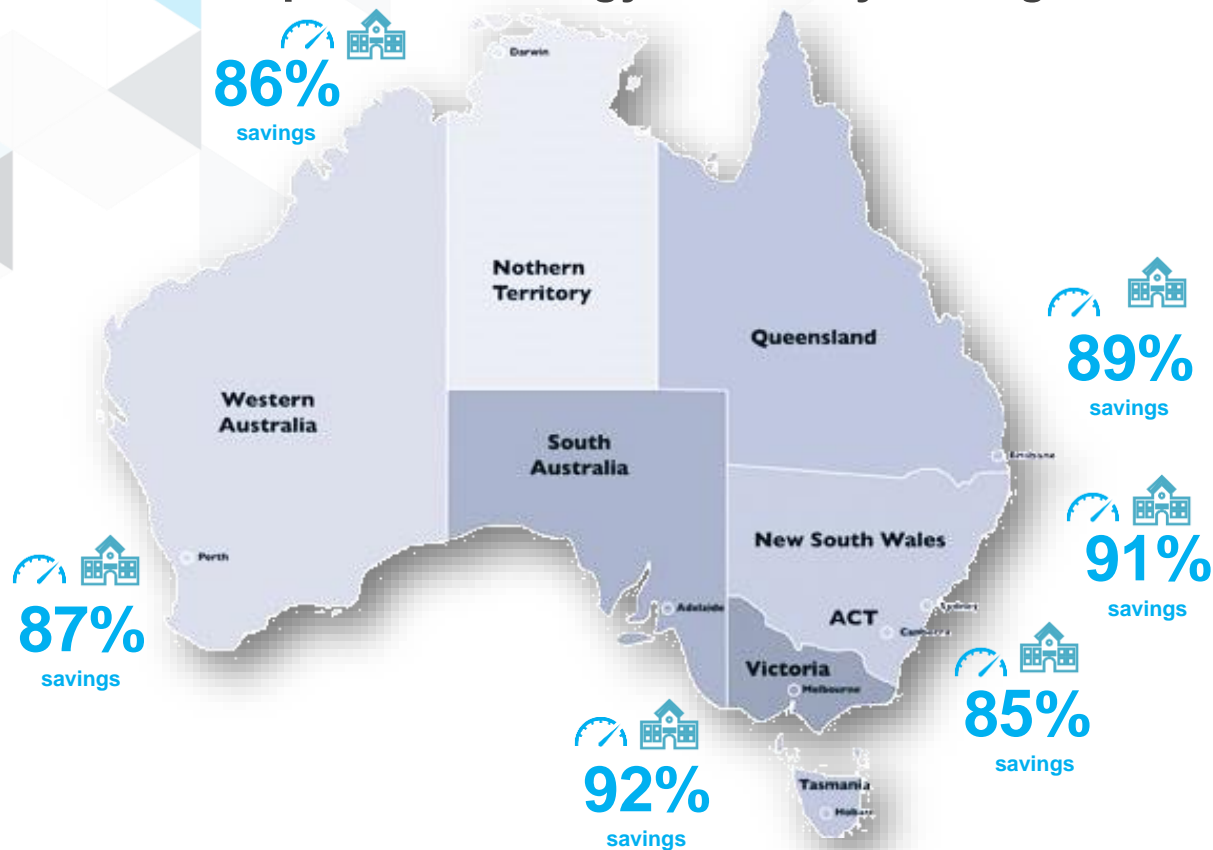
improvement in light
levels

341 tonnes

of CO2 emissions
reduced

Proven Products and Value Proposition

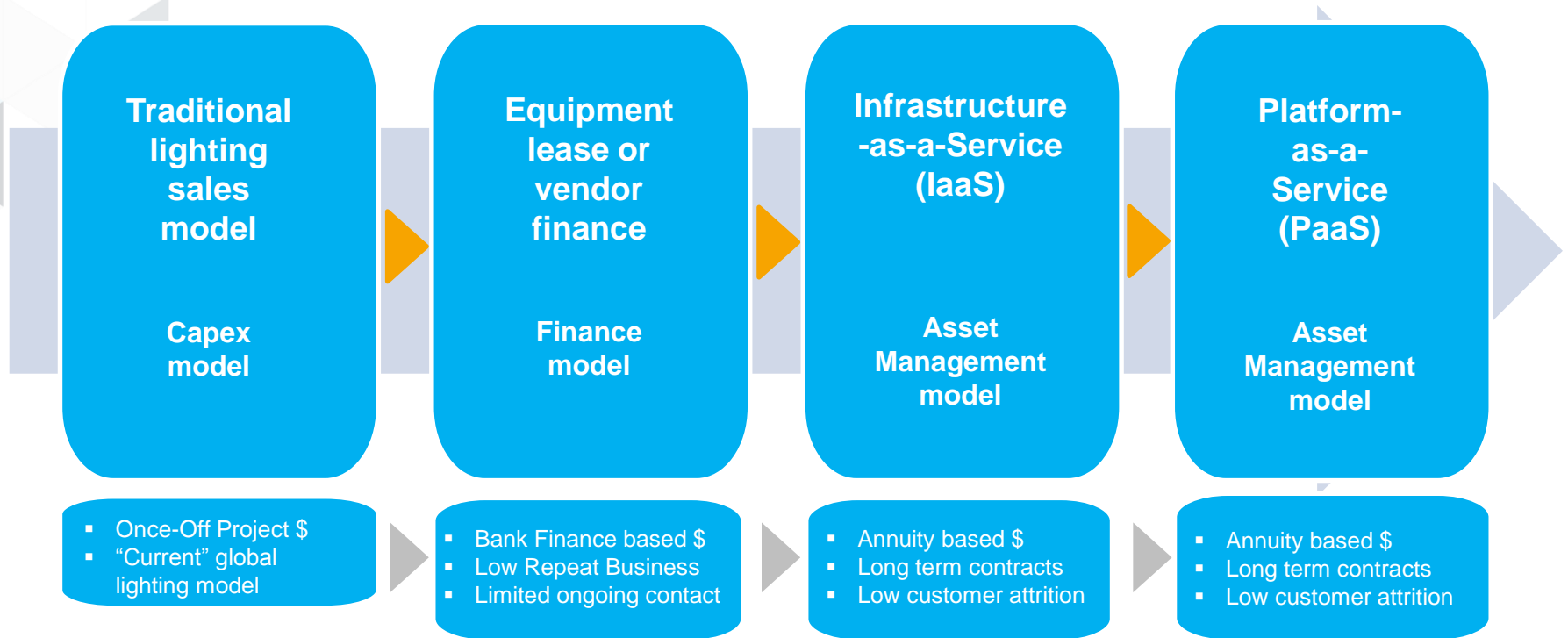
Proven, repeatable energy efficiency savings



- ▶ Substantial energy savings with large blue chip companies both domestically and globally
- ▶ Significant reductions in energy use and CO₂ emissions
- ▶ Customer return on investment often between 2-3yrs

Current Initiatives

Adaptive Lighting Supply Market Models



Current Initiatives

Global Expansion

- ▶ Our MATRIXX® product was designed with global reach and capability in mind
- ▶ Validation of expansion opportunities across South East Asia and Latin America underway
- ▶ Energy prices continue to negatively impact customer profitability globally (refer Appendix A)



Growth Strategy Summary

Develop an intelligent lighting solution with compelling world leading energy savings and data analytics

1

- Industrial and commercial lighting systems and solutions (including internally developed Matrixx® range)



Demonstrate and prove product and savings via initial sales

2

- Proven energy savings for customers (often in excess of 85% of lighting energy costs) through intelligent lighting & control



Engage with multi-site customers & establish preferred relationships

3

- Secured repeat business from existing customers. Several relationships established and secured, others in development



Obtain access to working capital facilities to enable growth into identified opportunities

4

- Term sheets signed for short term revolving working capital facilities
- Execute capital strategy – placement and entitlement offer



Convert identified pipeline to revenue growth and profitability

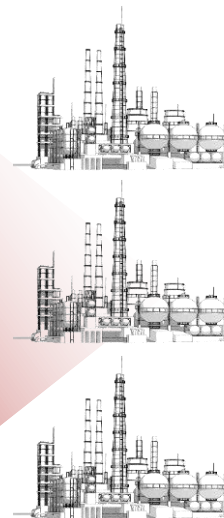
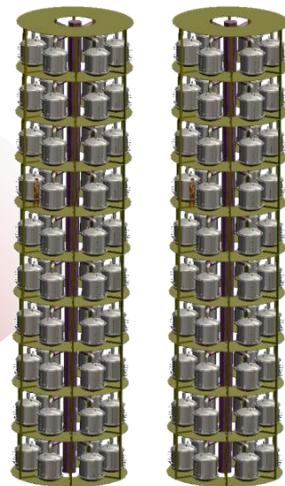
5

- Current objective



A 33% investment in NewCO₂Fuels

- ▶ Over \$1Trillion accessible market, with \$24Bn market in the steel and gasification industries alone
- ▶ Clean synthetic fuel production from using abundant industrial waste (CO₂) and H₂O as feedstock
- ▶ A global opportunity, profitable without government subsidies
- ▶ Negotiations underway with key commercialisation partners globally
- ▶ **Term Sheet entered into with Sinopec Engineering Group to commercialise the technology in China**
 - ▶ China represents >40% of the CO₂-to-fuel market globally



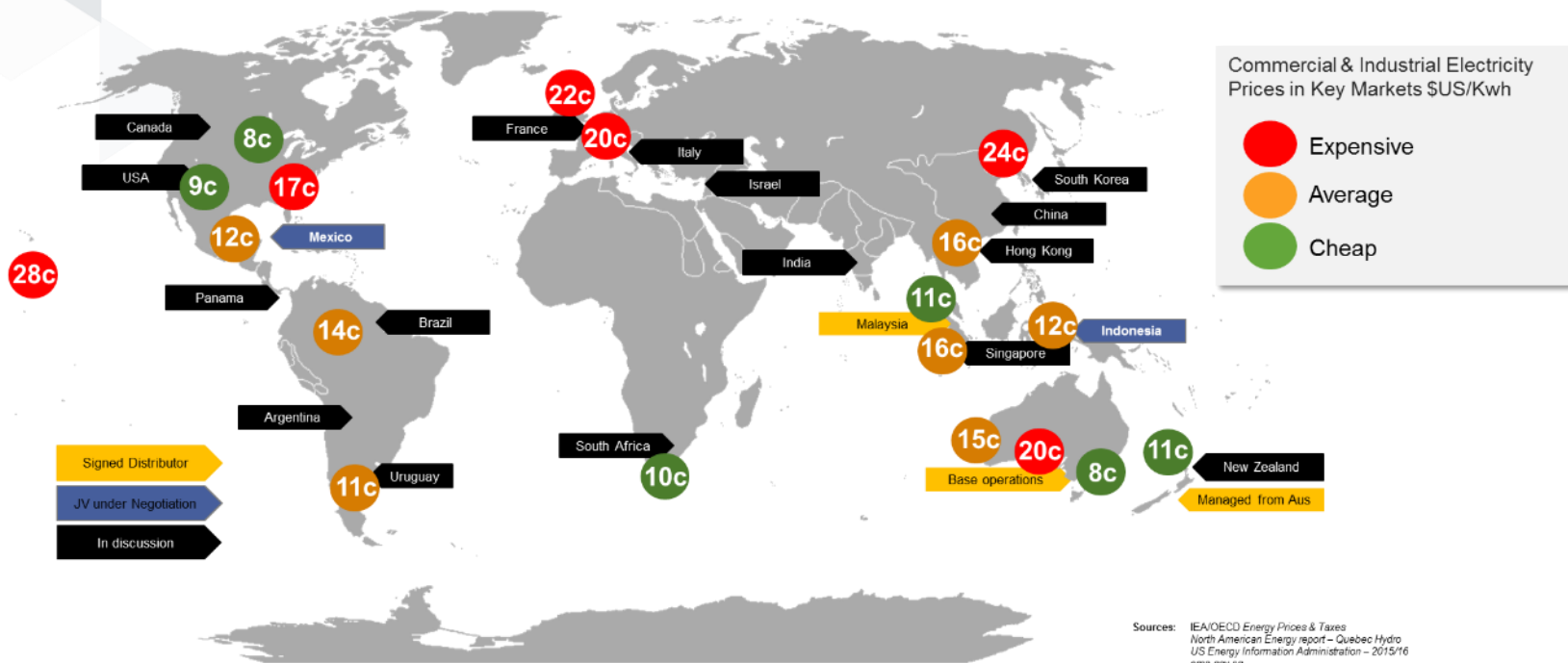


Appendix

Appendix A

Energy prices continue to negatively impact customer profitability globally

- ▶ Local validation has instant applicability internationally where cost of energy is greater



Sources: IEA/OECD Energy Prices & Taxes
North American Energy report – Quebec Hydro
US Energy Information Administration – 2015/16
ema.gov.sg
Tenaga Nasional
mbie.govt.nz
en.wikipedia.org/wiki/Electricity_pricing
Australian data internal company analysis

Appendix B : Business Risks

This section discusses the key risks attaching to an investment in shares in Vivid Technology Limited (“Vivid Technology”), which may affect the future operating and financial performance of Vivid Technology and the value of Vivid Technology shares. Before investing in Vivid Technology shares, you should consider whether this investment is suitable for you having regard to publicly available information (including this Presentation), your personal circumstances and following consultation with financial or other professional advisers. Additional risks and uncertainties that Vivid Technology is unaware of, or that it currently considers to be immaterial, may also become important factors that adversely affect Vivid Technology’s operating and financial performance.

Investors should note that the occurrence or consequences of some of the risks described in this section are partially or completely outside the control of Vivid Technology, its Directors and senior management. Further, investors should note that this description focuses on the potentially key risks and does not purport to list every risk that Vivid Technology may have now or in the future. It is also important to note that there can be no guarantee that Vivid Technology will achieve its stated objectives or that any forward looking statements or forecasts contained in this document will be realised or otherwise eventuate. Investors should satisfy themselves that they have a sufficient understanding of these matters, including the risks described in this section, and have regard to their own investment objectives, financial circumstances and taxation position.

Business risks

Funding risk

Vivid Technology relies on continuing to obtain adequate funding to enable execution of sales initiatives, and ability to operate within terms of any secured facilities. If Vivid Technology’s operational and financial performance declined, it could lead to a breach of its obligations under its borrowing facilities that may be in place from time to time. If Vivid Technology breaches its obligations, its financiers may seek to enforce their rights under these facilities, and this may result in them requiring immediate repayment and, therefore, this may have a materially adverse effect on Vivid Technology’s financial performance and position. Vivid Technology may also need to access additional funding to grow its operations. If Vivid Technology is unable to refinance, repay or renew its borrowing facilities or otherwise obtain sufficient funding on favourable terms, Vivid Technology may not meet its growth targets, which may adversely impact its financial performance.

Appendix B : Business Risks (continued)

Performance risk

The operating and financial performance of Vivid Technology relies on its ability to execute on its growth initiatives, including its ability to convert opportunities to sales, or profitable sales, and its ability to procure/produce/manufacture cost effectively to meet customer demand in a timely manner.

Major customer risk

If there was a substantial reduction in demand for the price of the relevant goods or services or if Vivid Technology loses a major customer, this would materially adversely affect Vivid Technology's profit and financial performance.

Competition risk

Vivid Technology faces competition from other light services competitors. There is a risk that an existing or new entrant to the market might aggressively attempt to grow its market share through acquisitions, increased advertising and marketing and price cutting. Such activities may cause Vivid Technology's competitive position to deteriorate. Any deterioration in Vivid Technology's competitive position may result in a decline in revenue and margins and a loss of market share which may have an adverse effect on Vivid Technology's profit and financial performance.

Key personnel risk

The loss of key management personnel or the inability to recruit or retain suitable skilled personnel may adversely impact sales and margins, reduce overall profitability and have an adverse effect on Vivid Technology's operations and financial performance.

Outsourcing risk

The company's operations are subject to outsourcing risk due to reliance on third parties performing various functions in its supply and distribution chain, including manufacturing, assembly, distribution and installation of lighting products. The company manages outsourcing risk by selecting, engaging and managing third parties with appropriate expertise and experience in order to underpin quality supply and timely delivery to customers, and overseeing and managing the accountability of outsourced service providers in relation to the relevant outsourced activities forming part of its commercial operations.

Appendix B : Business Risks (continued)

Intellectual property risk

Vivid Technology typically seeks to protect its intellectual property through trademark registrations both in Australia and across various international jurisdictions. Although Vivid Technology's brand is protected by trademark registrations, the underlying technology of the branded products is not protected by intellectual property laws.

Competitors may be able to develop competing designs that are substantially similar to those of Vivid Technology. Any legal action that Vivid Technology may bring to protect its intellectual property may be unsuccessful, protracted and expensive and could divert management's attention from normal business operations.

Product liability

Vivid Technology is exposed to the risk of product liability claims where a defect in a product sold or supplied by Vivid Technology could result in, results in or is alleged to have resulted in, personal injury or property damage, or not perform to specification. Vivid Technology may suffer loss as a result of claims for which it is underinsured or coverage being denied or in connection with a loss that exceeds Vivid Technology's insured limits.

IT system failure

Vivid Technology relies on third party IT software and service providers to support its business operations. Vivid Technology's IT systems may be adversely affected by damage to computer equipment or network systems, equipment faults, power failures, computer viruses, misuse of systems or inadequate business continuity planning. Any failure of Vivid Technology's IT systems as a result of these factors may compromise Vivid Technology's data integrity (which may result in an inadvertent security breach in relation to customer data) or the aspects of operations which rely on such systems, which may in turn adversely affect Vivid Technology's reputation, business operations, and financial performance and profitability or expose Vivid Technology to third party liability.

Appendix B : Business Risks (continued)

General risks

Financial markets risks

The market price of securities can fall as well as rise and may be subject to varied and unpredictable influences on the market for equities in general. There can be no guarantee that an active market for Shares will exist. There may be relatively few potential buyers or sellers of Shares on the ASX at any given time. This may increase the volatility of the market price of Shares. It may also affect the prevailing market price at which Shareholders are able to sell their Shares. This could result in Shareholders receiving a market price for their Shares that is less than the price that they paid.

Shareholders may suffer dilution

Vivid Technology may issue more shares in the future in order to fund acquisitions, investments or to reduce its debt. While Vivid Technology will be subject to the constraints of the ASX Listing Rules regarding the percentage of its capital that it is able to issue within a 12 month period (other than where exceptions apply), any such equity raisings may dilute the interests of Shareholders.

Expected future events may not occur

Certain statements in this Presentation constitute forward-looking statements. Please refer to the disclaimer as set out at the beginning of this presentation.

Appendix C : International Offer Restrictions

This document does not constitute an offer of new ordinary shares ("New Shares") of the Company in any jurisdiction in which it would be unlawful. In particular, this document may not be distributed to any person, and the New Shares may not be offered or sold, in any country outside Australia except to the extent permitted below.

Hong Kong

WARNING: This document has not been, and will not be, registered as a prospectus under the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32) of Hong Kong, nor has it been authorised by the Securities and Futures Commission in Hong Kong pursuant to the Securities and Futures Ordinance (Cap. 571) of the Laws of Hong Kong (the "SFO"). No action has been taken in Hong Kong to authorise or register this document or to permit the distribution of this document or any documents issued in connection with it. Accordingly, the New Shares have not been and will not be offered or sold in Hong Kong other than to "professional investors" (as defined in the SFO). No advertisement, invitation or document relating to the New Shares has been or will be issued, or has been or will be in the possession of any person for the purpose of issue, in Hong Kong or elsewhere that is directed at, or the contents of which are likely to be accessed or read by, the public of Hong Kong (except if permitted to do so under the securities laws of Hong Kong) other than with respect to New Shares that are or are intended to be disposed of only to persons outside Hong Kong or only to professional investors (as defined in the SFO and any rules made under that ordinance). No person allotted New Shares may sell, or offer to sell, such securities in circumstances that amount to an offer to the public in Hong Kong within six months following the date of issue of such securities.

The contents of this document have not been reviewed by any Hong Kong regulatory authority. You are advised to exercise caution in relation to the offer. If you are in doubt about any contents of this document, you should obtain independent professional advice.

United States

This document does not constitute an offer to sell, or a solicitation of an offer to buy, securities in the United States. The New Shares have not been, and will not be, registered under the US Securities Act of 1933 and may not be offered or sold in the United States except in transactions exempt from, or not subject to, the registration requirements of the US Securities Act and applicable US state securities laws.

Appendix C : International Offer Restrictions (continued)

New Zealand

This document has not been registered, filed with or approved by any New Zealand regulatory authority under the Financial Markets Conduct Act 2013 (the "FMC Act"). The New Shares are not being offered or sold in New Zealand (or allotted with a view to being offered for sale in New Zealand) other than to a person who:

- is an investment business within the meaning of clause 37 of Schedule 1 of the FMC Act;
- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
- is large within the meaning of clause 39 of Schedule 1 of the FMC Act;
- is a government agency within the meaning of clause 40 of Schedule 1 of the FMC Act; or
- is an eligible investor within the meaning of clause 41 of Schedule 1 of the FMC Act.

Singapore

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Thank You

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