



ASX ANNOUNCEMENT, 20 JUNE 2017

# ESTABLISHING STRATEGIC RELATIONSHIP WITH HONEYWELL

- **Honeywell and Vivid Technology enter MoU for strategic relationship to become preferred lighting partner in Australia**
- **Opens a major new sales channel and the possibility of integrating Vivid Technology and Honeywell products to create complete smart buildings solutions**
- **MoU reflects strong confidence and validation of Vivid Technology's products and strategy**

**Vivid Technology Limited (ASX: VIV)** ("Vivid Technology" or "the Company") is pleased to announce the signing of an MOU with Honeywell Building Solutions Australia Limited ("Honeywell", the Australian arm of Honeywell International Inc (NYSE: HON)), to supply smart lighting technologies on a number of strategic projects.

This comes after the successful completion of Northern New South Wales Health and RMIT projects where Vivid Technology supplied integrated solutions with the Honeywell team.

Honeywell is a world leader in the fast-growing "Internet of Things" (IoT) market, seamlessly blending physical products with software to support connected systems that improve homes, buildings, factories, utilities, vehicles and aircraft. Globally, Honeywell operates across 1,250 sites in 70 countries with approximately 53% of its 2015 sales generated outside the US.

In Australia, Honeywell employs over 1,200 people in its 27 offices across the country, and maintains a presence in each state and territory. The company operates total asset and facility management operations across a range of market segments including Commercial, Health, Justice, Defence and Hospitality.

Under the MoU, Honeywell Australia and Vivid Technology will leverage each other's product roadmaps, technology enhancements, marketing plans and other relevant information to gain a strategic advantage in the marketplace.

The partnership will provide Vivid Technology with a significant new sales channel, by allowing Honeywell to offer market-leading energy-efficient lighting systems with intelligent controls, such as Vivid Technology's intelligent lighting systems.

Honeywell will integrate this commercially attractive lighting platform with its own solutions to provide its customers across a range of market segments and industries with complete "connected building" solutions.

Vivid Technology Limited **ABN:** 60 120 710 625 **ASX:** VIV  
Level 14, 500 Collins Street. Melbourne Vic 3000 | PO Box 24, Collins Street West, Vic 8007  
**T:** +61 3 8625 0500 **F:** +61 3 9629 1624 **E:** info@vividtechnology.com.au  
[vividtechnology.com.au](http://vividtechnology.com.au)

The MoU with Honeywell strengthens Vivid Technology's position in the rapidly-expanding commercial and industrial smart lighting market, further fuelling an already robust pipeline across Australia, Asia and internationally that includes new installation opportunities in industry verticals such as retail, beverage manufacturing and higher education.

## **Management Commentary**

Vivid Technology's Managing Director Samuel Marks said the relationship reflected significant confidence in Vivid Technology's emerging status as a significant player in the lucrative industrial smart lighting market, at a time when organisations of all sizes across Australia are looking at ways of reducing their energy costs.

*"The MoU reflects the significant confidence Honeywell, a global leader in the connected systems and IoT industry, has in our smart lighting products and corporate strategy. It is again excellent validation of our smart lighting technology.*

*"Vivid Technology's innovative lighting solutions, overlaid across Honeywell's extensive global market presence, provides a significant opportunity to dramatically grow our operations both in Australia and overseas.*

*"The relationship will allow us to offer large national and international enterprises our unique commercial lighting systems as part of a fully-integrated smart building solution powered by Honeywell, a product combination that we believe is uniquely compelling for customers in the marketplace.*

*"This agreement is particularly timely for Vivid Technology in Australia. The cost of power is seen as a major impediment to economic growth. Our technology is helping companies in Australia to reduce a significant growth impost."*

**– ENDS –**

## 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 Illumalite, 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 - <http://www.vividindustrial.com>

Vivid Illumalite - <http://www.vividillumalite.com>

## About NewCO<sub>2</sub>Fuels

NewCO<sub>2</sub>Fuels (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.

NewCO<sub>2</sub>Fuels Website - <http://newco2fuels.co.il/>