



ASX ANNOUNCEMENT, 31st July 2018

MARKET UPDATE

- **\$2.9m Customer Cash receipts 4Q18 (206% above 4Q17 prior-comparable-period (pcp))**
- **Partnership with Origin to deliver Lighting-as-a-Service to business customers**
- **Awarded Coca Cola Amatil “Rookie” Partner of the year award” for Vivid Technology’s performance as a preferred supplier**
- **Vivid Technology attained BCORP certification**
- **NewCO2Fuels signs Commercialisation Agreement with Sinopec and Sales and Marketing agreement with Blooming Technology**

Vivid Technology Limited (ASX: VIV) executed on its Corporate Strategic Plan across the FY18 year, closing out the June Quarter with over \$9.3m worth of customer orders booked over the financial year, with cash receipts totalling \$10.2m including \$625k of refundable tax offset rebate (R&D Tax Rebate). Further financial information can be obtained in the June 2018 4C, announced concurrently with this market update.

Domestically, ongoing deployments into new customer sites has seen continued growth across a range of market segments including Logistics, FMCG, Health, Retail and Facilities Management sectors. Increased focus in account management of existing blue-chip companies also continues to result in greater opportunities to further penetrate existing client property portfolios. Client projects continue to validate the company’s capability to deliver tangible energy savings up to 90% of lighting energy costs.

International growth continued, with repeat orders in Hong Kong for the supply of our Matrixx® intelligent LED lighting system to Asia's premier logistics provider. The client has a global network that stretches across six continents and includes the largest distribution network in Asia with over 4 million square metres of logistics facilities and hub operations in Greater China and the ASEAN region. The success in repeat sales, was achieved in some of the harshest logistic environments in Hong Kong, and re-affirmed the product capability and readiness for global deployment.

Vivid Technology is continuing to expand its presence in Southeast Asia, building on its established partners in Hong Kong and Vietnam. The company is also reviewing broader international market entry opportunities, leveraging the relationships and experience in Australia and Asia with our current customer base.

LIGHTING-AS-A-SERVICE (LaaS)

Vivid Technology's LaaS product has begun to gain market traction. Post the expected education phase, organisations are beginning to understand the market offering of treating lighting as a utility instead of an owned asset, as a viable alternative to traditional capex lighting purchases.

This was evidenced by the take-up of LaaS (Lighting-As-a-Service) by Interface Floors, a NASDAQ listed global sustainable floor covering company (NASDAQ: TLE). Interface signed up to a 15year LaaS service contract, where Vivid Technology will install its MATRIXX® Intelligent Lighting platform across Interface's 23,800m² manufacturing site. The site is one of eight global manufacturing sites for Interface and will see MATRIXX® generating >85% lighting energy savings and 452 tonnes carbon reduction per year in their Australia facility. Vivid Technology will maintain, update and guarantee the performance of the installed system over the term of the contract.

The LaaS model will in time assist to smooth out the current volatility in revenue and cash receipts, which are associated with delivery of capital projects, by adding an annuity-based revenue and cash receipt stream over the life of the contract.



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ORIGIN ENERGY PARTNERSHIP

The LaaS product has been adopted by Origin as part of a channel partnership with Vivid Technology. This will see Vivid Technology deploy its award winning intelligent Internet-of-Things (“IoT”) lighting platform MATRIXX®, as a lighting-as-a-service offering marketed and sold by Origin Energy under the “LightingFlex” market offering.

Origin’s “LightingFlex” provides customers lighting-as-a-service over an agreed number of years, delivered by the MATRIXX® intelligent IoT lighting platform, fully installed, managed and monitored without any upfront cost for an agreed contract term. At completion of this term, customers will have the option to either upgrade or buy the current MATRIXX® intelligent IoT lighting platform outright for a nominal price.

Under the partnership, Origin will take responsibility for all aspects of marketing, sales, account management, billing and collecting of the “LightingFlex” product to both current and new customers. Vivid Technology, will take responsibility for all

aspects of installing its MATRIXX® intelligent IoT lighting platform, including detailed on-site audits, engineered lighting designs, installation, operation, maintenance and on-going monitoring and analytics. The Origin partnership will significantly expand Vivid Technology’s sales reach capability to an otherwise well proven and capable platform and LaaS solution, already implemented by some of the largest blue-chip companies in Australia.



WORKING CAPITAL STRATEGY

Vivid Technology continues to also enhance its working capital strategy to support the continuing growth of the business and its LaaS product, noting that the company variability in capital requirements are directly related to sales orders received.

A new financing structure established with Evercharge Pty Ltd in July 2018, provides further room for scale-up, allowing Vivid to smooth the variability in capital requirements with more flexibility as detailed in the June 2018 4C.

Vivid is also considering the inception of a separately funded operating vehicle, externally funded, which would be initiated post the execution of several material LaaS contracts. By undertaking this model, the company will be taking initial core costs off balance sheet and establishing an operating vehicle which would seek to provide benefits to Vivid by providing a longer-term annuity income, while not impacting the day-to-day balance sheet of upfront costs.



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CUSTOMER ACCOLADES

During the quarter one of Vivid Technology's customers, Amatil (Coca-Cola Amatil) shortlisted the company for 3 award categories, recognising Vivid Technology's performance as a preferred supplier, and awarding the company "Rookie" Partner of the year award, alongside other companies such as IBM, Telstra and KPMG.

Award	Nominees	Winner
Innovation and Growth	Vivid Technology Orora Givaudan	Givaudan
Sustainability Award	Telstra Energy Vivid Technology	Telstra Energy
Rookie of the Year	FleetPlus Infosys Vivid Technology PSI Corporate Security Rohlig	Two winners: PSI Corporate Security Vivid Technology

The award validated the capability of Vivid Technology's partnership approach in delivering solutions for the unique requirements of a large blue-chip client, yielding results in successful and verifiable energy savings.

(Video of the presentation from CCA:

https://www.youtube.com/watch?v=KRzvt7r4ls&index=5&list=PL_fCeCIT1s-kdkuD30uM2Wx6tWxRyzuLL&t=0s)



Samuel Redmond (Vivid Technology), Peter West (Managing Director, Australian Beverages, CCA), Shane Lewis (Vivid Technology), Bianca Alexander (Vivid Technology) & Samuel Marks (Vivid Technology)



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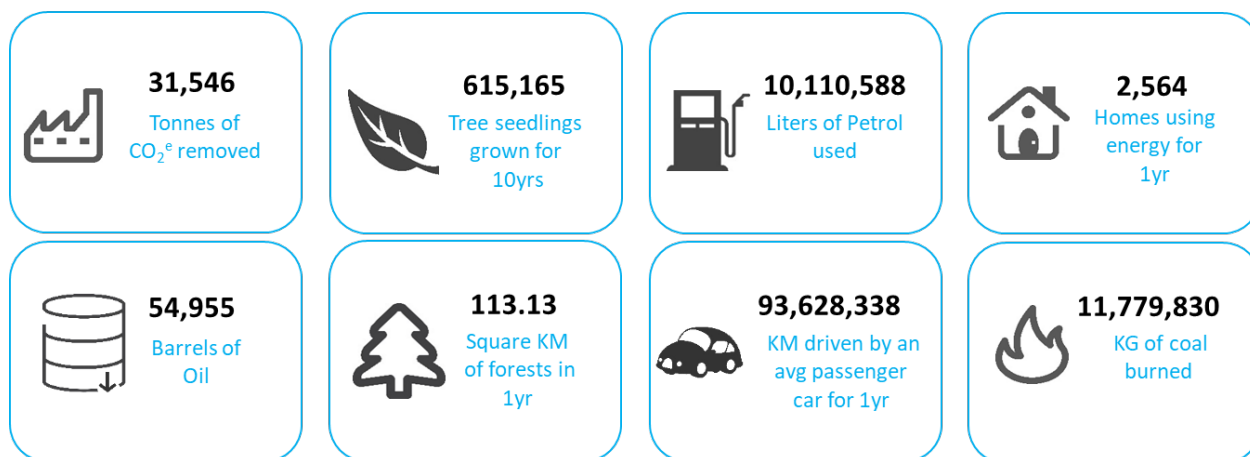
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METRICS

At the end of the June 30th 2018, Vivid Technology had cumulatively over 1.3 million meters² of client area under light installed. Cumulatively to date, Vivid technology has saved over 31 million kWh, saving the equivalent over 31 thousand tonnes of CO₂^e.

31,894,820 kWh Cumulative Saved to date equates to:



MEDIA

The following media coverage was received by Vivid Technology & NewCO2Fuels during the last period:

- [Vivid chairman Charles Macek shines light on success - The Australian](#)
- [Coca Cola Amatil Partners For Growth Awards 2018](#)
- [IoT Hub: Origin Energy to launch IoT lighting service](#)
- [Energy News Bulletin: Origin Moving On Cleaner Energy](#)
- [Pace Controls: Origin and Vivid Technology Partner To Deliver Lighting As A Service](#)
- [Manufacturers' Monthly: Origin, Vivid Technology partner to offer intelligent lighting platform](#)
- [Small Caps: Vivid Technology and Origin Energy agree to light up smart technology savings for Australians](#)
- [Energy policy and innovation - InnovationAus](#)
- [NewCo2 Fuels Signs Agreement with Sinopec Engineering](#)
- [Renewable Energy Magazine: Intelligent Energy Efficiency Solutions: An interview with Sam Marks of Vivid Technology](#)
- [CeMAT: How ceilings deliver unrivalled energy efficiency, IoT capability and industry 4.0 readiness](#)



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FOXTEL MEDIA

Vivid Technology was featured in FOXTEL's "Industry Leaders" program. The program provided an insight into the overall differentiated culture that drives innovation and the company's product and service ethos.

In addition, CSIRO's Dr. Timothy Hughes was interviewed, highlighting Vivid Technology's collaboration with CSIRO in developing advanced manufacturing processes for the design and development of its innovative energy efficient lighting solutions.



The program also interviewed the Head of Sustainability at Interface Floors, providing a customer insight into how the company's product and services form an integral part of their overall sustainability approach to manufacturing.

The "Industry Leaders" program ran over 2 segments and can be viewed below.

Vivid Technology - Part 1 - Industry Leaders Foxtel Segment <https://lnkd.in/ggedXGS>

Vivid Technology - Part 2 - Industry Leaders Foxtel Segment <https://lnkd.in/gABQxQj>

B Corp™ CERTIFICATION

Vivid Technology is focused on establishing a long term sustainable business, both financially and environmentally. B Corp™ Certification demonstrates the Company's commitment to social and environmental responsibility. In doing so, Vivid became the 5th listed company to achieve certification in Australia. Vivid Technology joins over 2,500 progressive companies around the globe attaining B Corp™ Certification including yogurt giant Danone, Patagonia, Seventh Generation and Unilever's Ben & Jerry's



The certification highlights Vivid Technology as a sustainable investment opportunity, given its capability in developing, effective, disruptive, positive energy saving and carbon reducing technologies for customers while creating shareholder value through reduced costs.



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NEWCO2 FUELS

Our technology investment in NewCO2Fuels (“NCF”) has seen it progress from a proven concept to now being adopted for commercialisation by China’s Sinopec Engineering (Group) Co Ltd (SEG 2386:HK), the world largest petrochemical enterprise group which is number 3 on the Fortune 500 and has a market cap of ~\$AUD 145 billion.

NCF continues to focus on progressing the next stage of the commercialisation process, represented by an investment into NewCO2fuels by a party outside of its current shareholder base who can provide the required strategic investment to take the technology through to Commercialisation.

Photo of the signing ceremony of NewCO2Fuels and Sinopec Engineering Group (SEG) Beijing, China, April 2018



Front: Samuel Marks, Managing Director, Vivid Technology and Director NewCO2Fuels signs agreement with Mr Shi, Deputy Chief Economist & General Manager of Marketing Department, Sinopec Engineering Group Co. Ltd. Standing directly behind: Robert Annells, Director NewCO2Fuels, Mr Xiang; President, Sinopec Engineering Group Co. Ltd, Philip Zajac, Executive Director, Erdi Group & NewCO2Fuels and Mr He, CEO, Blooming (Beijing) Technology Group (Far right).

Sinopec has validated the capability of NewCO2Fuels technology as a viable, valuable and technologically proven solution to the global problem of CO₂ reduction, and creates a path to roll out full-scale plants across China post successful commercialisation.

NewCO2Fuels Ltd (NCF) also entered into a sales and marketing agreement with Blooming (Beijing) Technology CO Ltd (BBT). BBT is a private company based in Beijing. Founded in 1998, the business is engaged in a broad range of sectors including resources, energy related technologies, industry parks, funds management and project development. The business has strong technology credentials in the energy and fuels sectors and is an excellent fit for NCF’s prospects in China.



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BBT will be responsible for the sales and marketing of the NCF product including implementation of a marketing strategy for promoting the NCF product solely in China, through direct sales, advertising and promotional campaigns as well as attending trade shows and conferences as required.

MANAGEMENT COMMENTRY

Samuel Marks, Managing Director of Vivid Technology noted that *“The range of market activity over the last few months highlights the continual execution of our Corporate Strategy to move Vivid Technology from start-up to scale-up.”*

“Our execution in building on our solid business fundamentals is yielding tangible results. It is an exciting and enjoyable stage of our business and we look forward to informing our investors and shareholders of the teams continued achievements.”

– ENDS –



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About Vivid Technology

Vivid Technology Limited is a [B Corp™](#) certified, diversified, innovative Australian clean technology company that delivers intelligent energy efficiency solutions and carbon reduction through IoT and CO₂-to-fuel conversion technologies.

Vivid Technology has a range of patented clean tech solutions, including innovative and intelligent IoT Industry 4.0 MATRIX[®] lighting platform. Vivid's MATRIX[®] unique intelligent lighting control system combines a state of the art, human centric lighting system with unrivalled energy efficiency, reducing lighting energy costs by up to 90%. Delivering exceptionally high energy efficiency savings and carbon reductions, MATRIX[®] captures and converts smart data to provide site intelligence for industrial and infrastructure sectors. Vivid's technology is easily installed and provides businesses the infrastructure for an IoT and industry 4.0 future. Vivid Technology is full turn key solutions partner.

Vivid Technology Limited is a [B Corp™](#) certified company, which highlights the company's approach to driving business solutions with a strong corporate social responsibility.

Vivid Technology - 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 industrial and infrastructure clients. The "internet of lights" and "cloud based monitoring" delivers quantifiable efficiencies and significant cost savings with environmentally sustainable benefits for businesses. Going beyond engineered design and installation, Vivid Industrial is a turnkey solutions business partner, offering solutions to suit custom lighting, cost and energy efficiency needs. Vivid Industrial is your complete intelligent lighting solutions partner with a base of blue chip, industrial companies.

Vivid Industrial - www.vividindustrial.com

About Vivid Ilumalite

Vivid Ilumalite specialising in creating highly effective, energy-saving and human centric LED lighting solutions, for commercial and government clients, that generate significant cost savings and reduce environmental impact. Ilumalite, has a reputation as a highly regarded and valued turnkey solutions partner who delivers exceptional tailored lighting results.

Vivid Ilumalite - www.vividilumalite.com

About NewCO2Fuels

NewCO2Fuels is a subsidiary of Vivid Technology. NewCO2Fuels' cutting-edge technology profitably converts CO₂ into multi-purpose fuels (Diesel, Methanol or Hydrogen) and Oxygen.

NewCO2Fuels – www.newco2fuels.co.il



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