



Annual General Meeting

28th November 2018



Who is Vivid Technology



Our Work Tells The Story

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Annual General Meeting

**Managing Directors
Presentation
28th November 2018**

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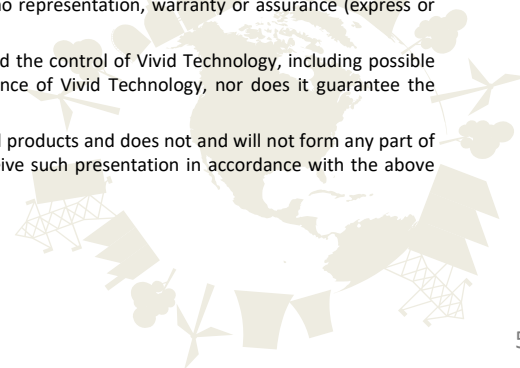
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FY18 Results Overview

FY18: The Year in review

Summary



Strong double digit revenue growth over FY18 with continued momentum of strong line of sight opportunities for FY19



Enviably Blue Chip domestic and international Customer base



Strong Partnerships foundation for continued growth



Global Export capability validated across different geographies



Impact Investment credibility with BCorp and EcoVadis accreditation



Unique, Proven, Technology delivering energy savings for customers (often in excess of 85% of lighting energy costs) through intelligent lighting, control and data analytics



200



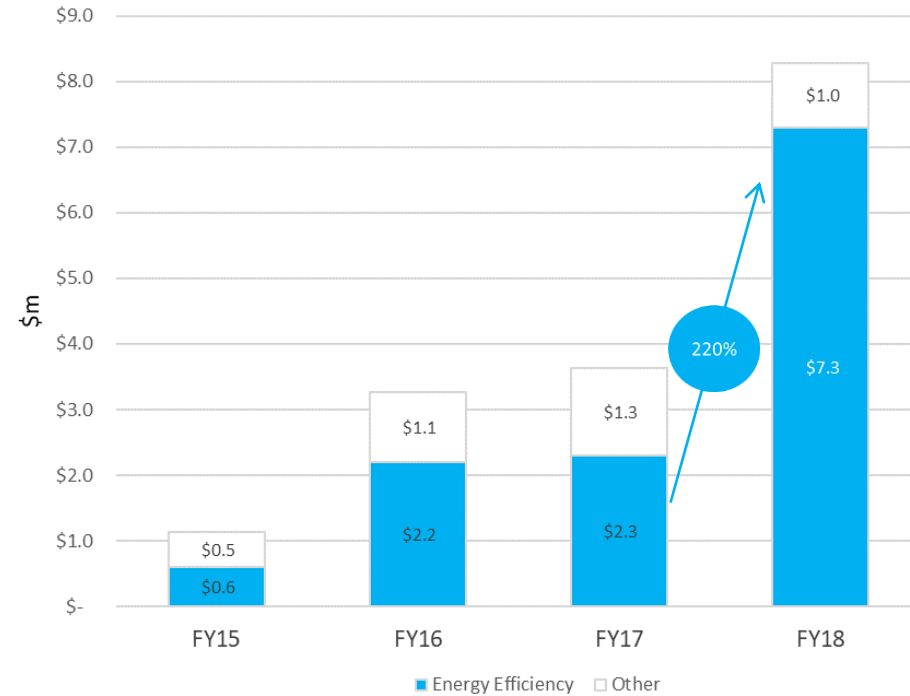
Businesses of Tomorrow 2017 WINNER



FY18: Achievements

Strong Revenue Growth

- ▶ Vivid Technology ended FY18 with strong cumulative orders of \$9.3m, further supporting growth in FY19
- ▶ Validation of sales strategy to multi-site customers is driving year-on-year revenue growth of 220% from \$2.3m in FY17 to **\$7.3m in FY18** (Energy Efficiency division)
- ▶ Repeat business from existing customers driven by proven capability in energy efficient lighting upgrades for the logistics, retail property, food and beverage, facilities management, health, and education sectors
- ▶ Targeting ongoing revenue growth for 2018 across Australian and International customer base
- ▶ Total Reported **FY18 Revenue \$8.3m**

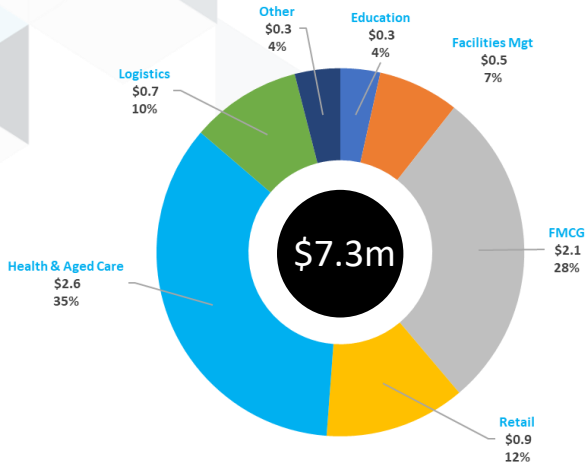


Full Year Revenue

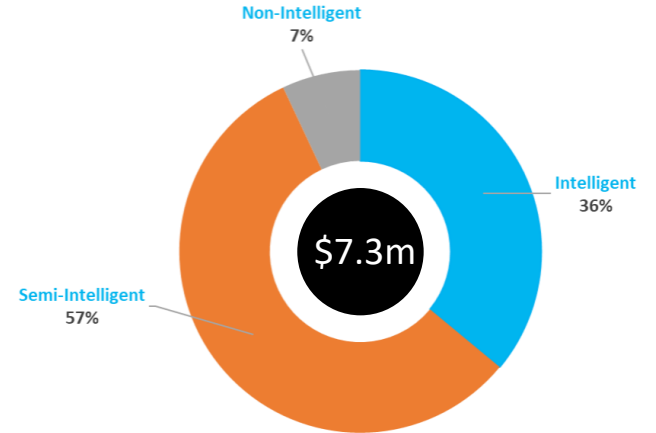
FY18: Energy Efficiency Revenue \$7.3m

Revenue Breakdown

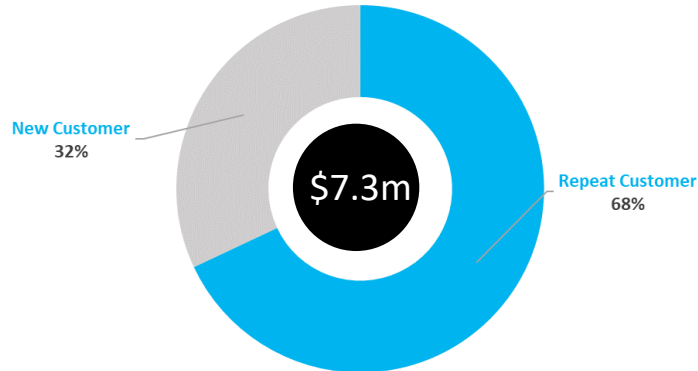
SEGMENT



PRODUCT



SOURCE















































FY18 Operational Highlights

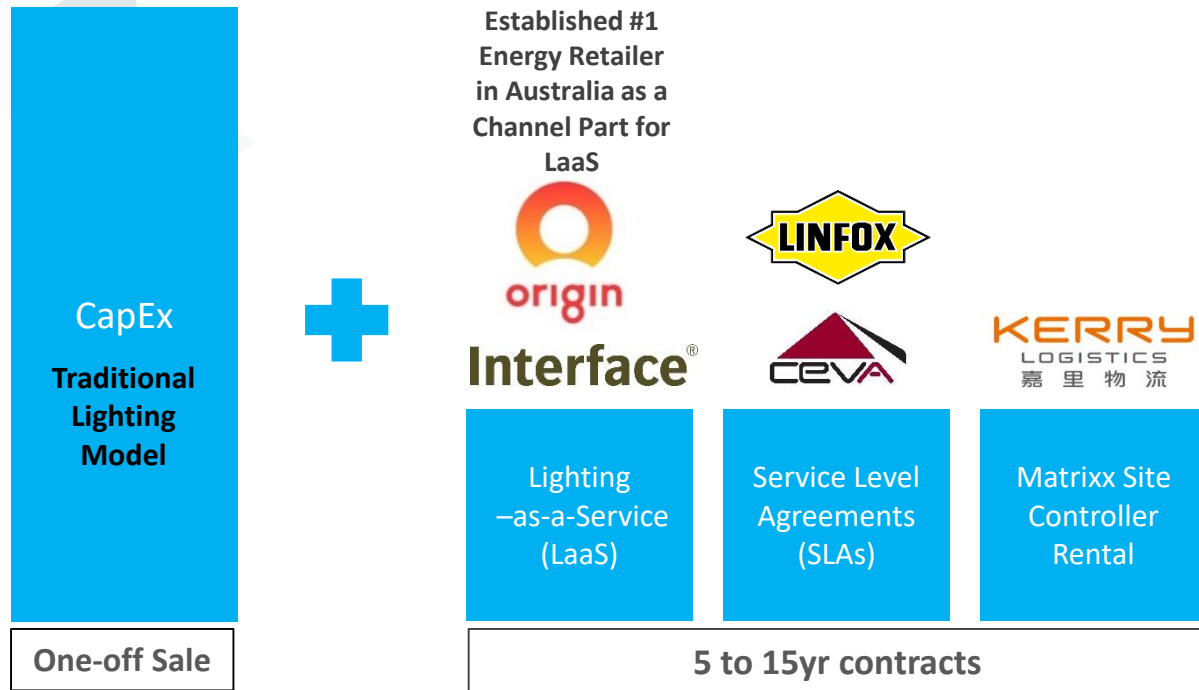
A Growing Blue-Chip Client List

Multi-site with international reach

Building	Logistics	FMCG	Distribution	Ports	Hospitality	Healthcare	Retail	Services	Education
									
									
									
									
									
									

Evolving and Growing Revenue Stream

One-off Hardware Sales to “As-A-Service Annuity”



*Building revenue for
the SaaS / LaaS / Data
model to establish
long term annuity
income streams across
hardware, software
and analytics*

Global Opportunities

Evaluating New Markets

- ▶ MATRIXX® was designed from the outset for global reach and capability
- ▶ Validation of expansion opportunities across South East Asia and Europe is currently underway
- ▶ Very favourable interest to product capability from International markets

ASIA



Partners & Sales Established

EUROPE



In Discussion

North America



Evaluating

South East Asia

Validated Capability

- ▶ Vivid Technology works with carefully selected local representatives to ensure smooth delivery of projects in region
- ▶ Vivid Technology have already achieved sales of its world leading MATRIXX® intelligent IoT lighting platform in Hong Kong with Kerry Logistics
- ▶ Projects included installing the MATRIXX® system for high profile retail clients and as a world first, installing the system into a -45C° blast chiller facility
- ▶ Vivid Technology's success has provided insights into the unique requirement for Hong Kong and China and how our technology can be of benefit in the region's unique climate conditions
- ▶ Vivid Technology have been invited to showcase MATRIXX® intelligent IoT lighting platform at Hong Kong Airports Technovation later this year

KERRY
LOGISTICS
嘉里物流



Sustainable Credentials

Certified & Accredited

- ▶ Vivid has achieved B Corporation Certification. Certified B Corporations meet higher standards of social and environmental performance, transparency and accountability. Vivid became the 5th listed company to achieve certification in Australia
- ▶ Vivid has achieved Silver EcoVadis Accreditation. EcoVadis brings together buyers and suppliers to drive CSR & sustainability performance across 190 sectors in 150 countries. EcoVadis' methodology is built on international CSR standards including the Global Reporting Initiative, the United Nations Global Compact, and the ISO 26000



Awards

Industry & Customer Recognised

- ▶ **2017 Coca-Cola Amatil Partners For Growth**
Rookie Of The Year
- ▶ **2017 Energy Efficiency Council National Energy Efficiency Award**
Best Energy Efficiency Innovation Award
- ▶ **2018 Frost & Sullivan Australia Excellence Awards**
Australia Smart Lighting Solutions Company of the Year
- ▶ **2018 Optus My Business Award**
Shortlisted For Energy Company of The Year





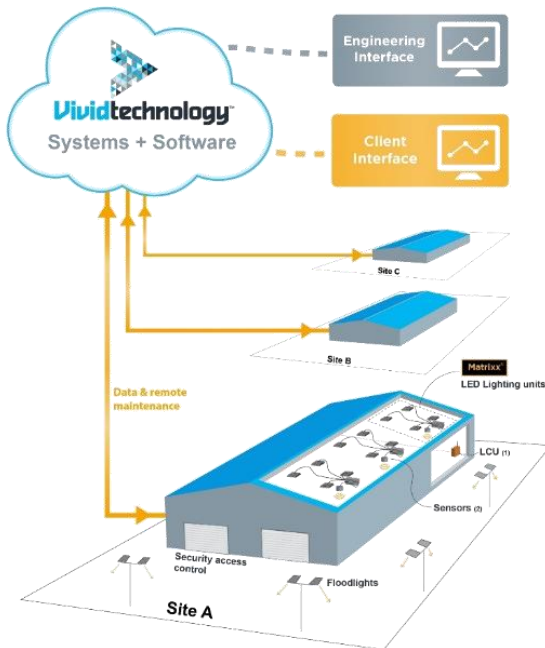
Strategy Update

Integrated End-To End System

Hardware and Software

HARDWARE

 **matrixx**[®]



SOFTWARE

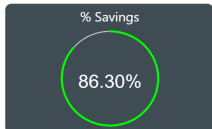
 **klarity**[®]

Melbourne Warehouse

All Time Figures Annualised Figures 22650 sqm
387 days

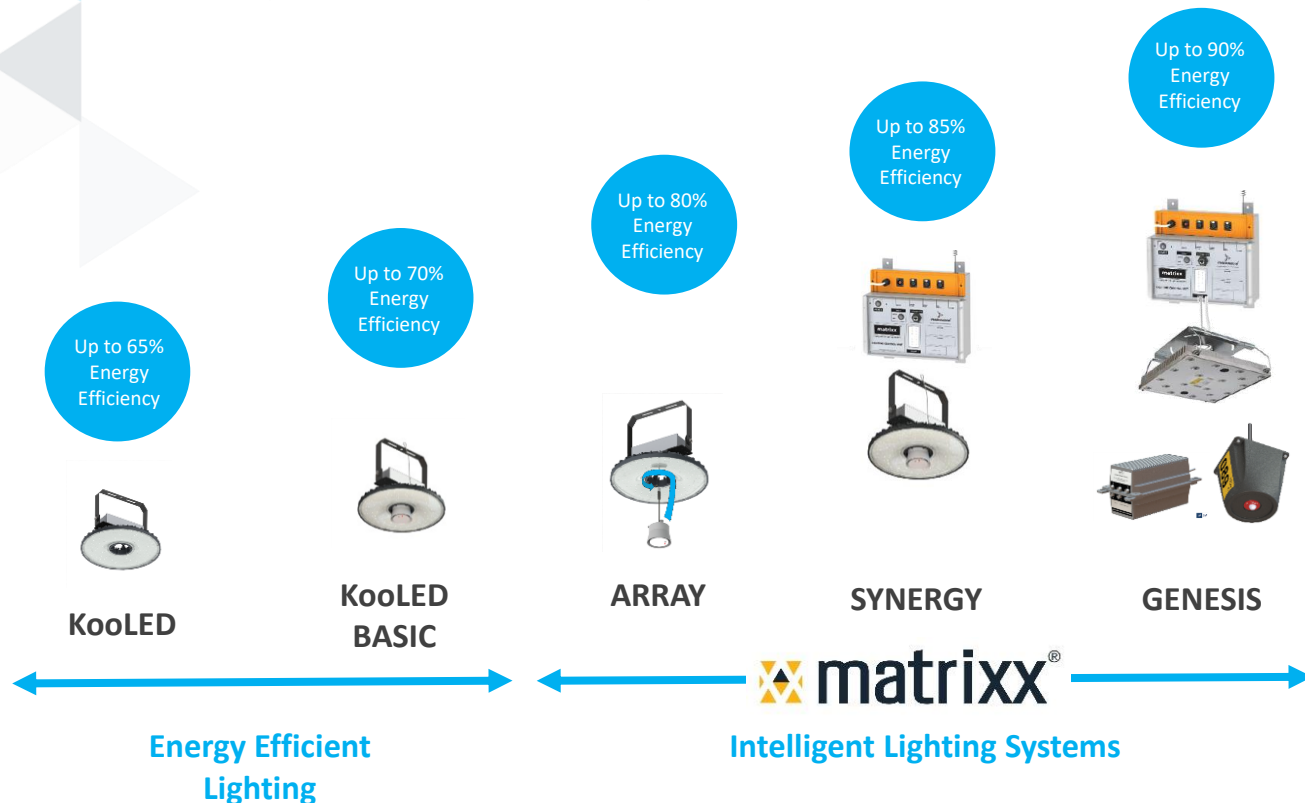
702,946 Savings (kWh) 0.87 LPD

\$125,162 Dollar Savings 815 CO2 Savings (t)



A Growing Intelligent Hardware Range

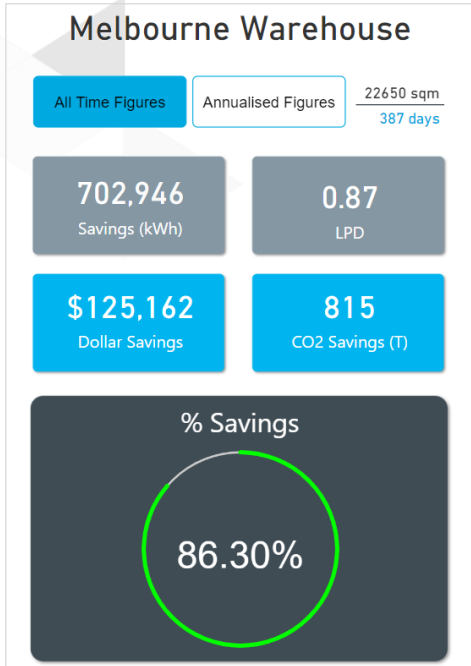
Launching a proven system into adjacent and growing markets



New and Evolving Hardware & Software product ranges under development for launch in 2019

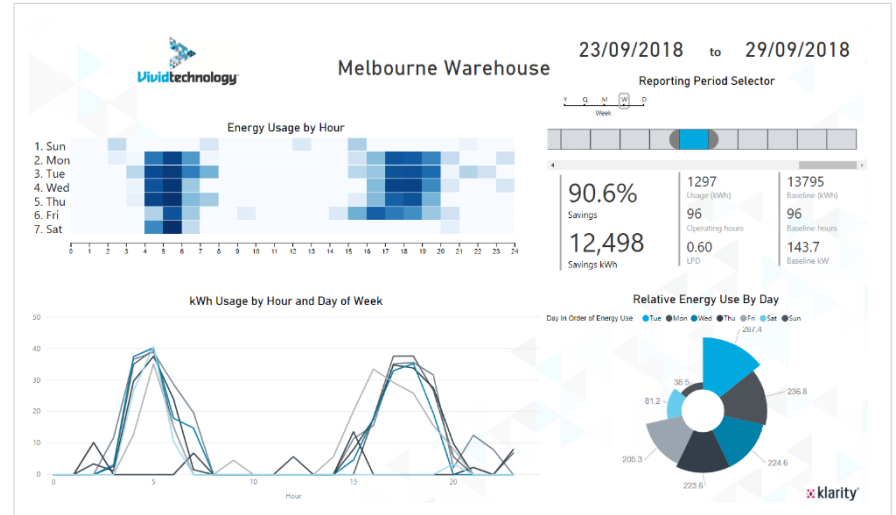
Klarity® BASE Dashboard - Software

Detailed Analytical Capability Standard Examples



High Level
Summary
Dashboard

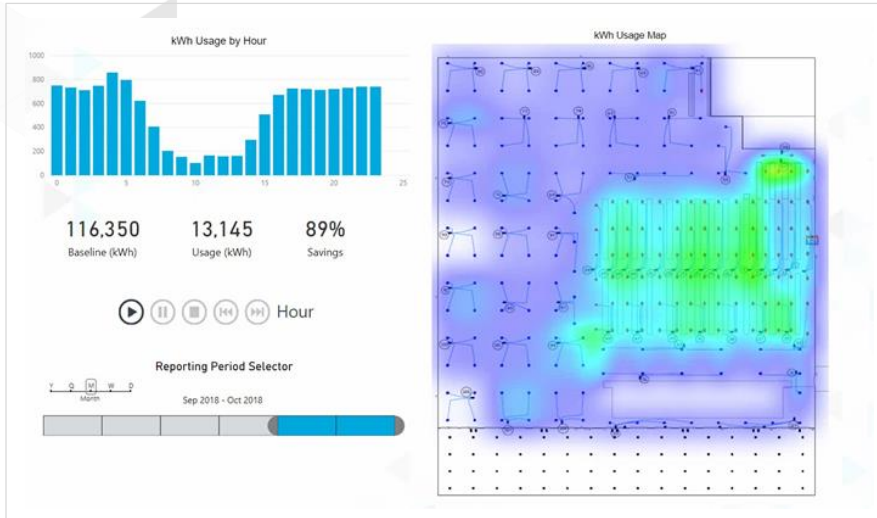
Multi-Period
Detailed
Insight
Drill-Down



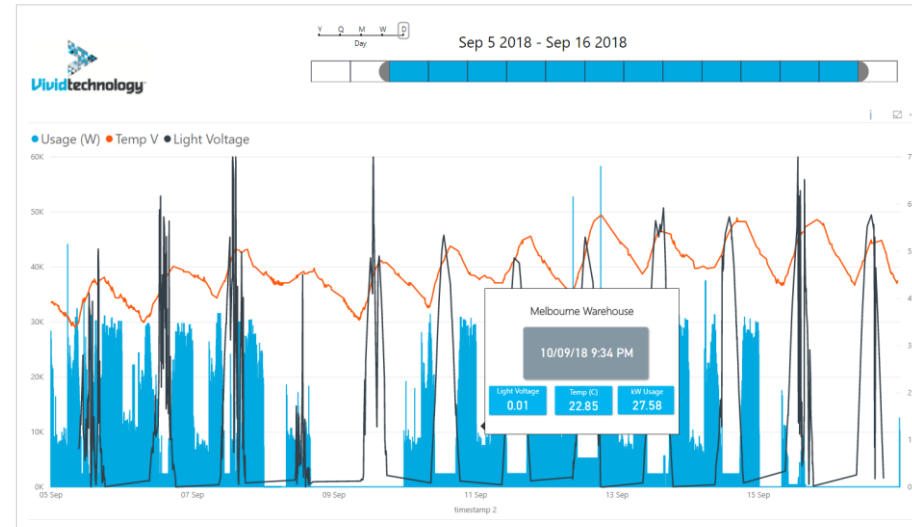
Vivid Technology Software Platform developed and installed across the MATRIX® System Range of products

Klarity® ENHANCED Dashboard - Software

Detailed Site Heatmap and Data Granularity Examples



Site Wide Heat Mapping With Multi-Period Capability



Click to [Watch Animation](#)



Detailed Time Series Data Granularity



Klarity® ADVANCED Dashboard - Software

Full “Digital Ceiling” Capability Example



Enhanced Ability to
Heat Map ANY system
monitored variable at
site source across
multiple time periods



[Click to Watch
Animation](#)



New and Evolving Hardware Product Range

Continued Development

Hardware

Automated Power Packs



LE40 Light Engines



Battery & Emergency Lighting System



 Vibration

 Humidity

 Trigger Events

 Pollution

In-Field

World First Battery Enabled Dual Operating Power System



- ▶ Reduces the need dual Emergency and operational lighting systems;
- ▶ Eliminates costly manual compliance audits to ensure emergency operation
- ▶ Back up lighting reducing generator requirements



← FY19 & beyond →



OUTLOOK

Future Success Metrics

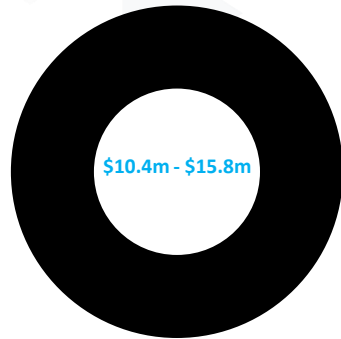
Evolving Growth Dynamics

- ▶ Expectations for double digit revenue growth over the next year on the basis of strong orders from new and repeat customers across both a domestic and international market.
- ▶ New product development and services expected to lead to differing revenue mix ascribed from more interest in IOT and data centric services and “As-a-Service” commercial offerings on the back of core smart lighting installations.
- ▶ Increasing revenue mix from channel partners due to increased focus on channel partner strategy for increased market reach, both domestically and internationally
- ▶ Will look to continue to grow domestic market share and capitalise on any immediate favourable opportunities as part of the International validation work

FY19 Order Growth Opportunity

Evolving Growth Dynamics

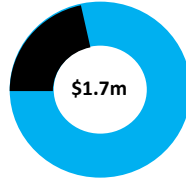
FY19 Customer Order Target



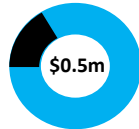
Order to Revenue
Timing Recognition Ratio*
70% – 75%



Total Q1 \$2.2m



EXISTING Customer Portfolio Completion \$8m - \$11m



NEW Customer Opportunity \$2m - \$4m



LaaS Opportunity \$0.2m - \$0.4m



NEW Adjacency Opportunities \$0.1m - \$0.2m



NEW International Pilot Opportunities \$0.1m - \$0.2m

New CO₂ Fuels



NewCo2Fuels Opportunity

New CO₂ Fuels



OCTOBER 19, 2017, 4:00 PM

10 disruptive Israeli companies that can wean the world off fossil fuels

Solar, water, geothermal and wind power, battery techs and electric-car components are areas where Israelis are leading the renewable revolution.

By Abigail Klein Leichman

<https://www.israel21c.org/10-disruptive-israeli-companies-weaning-the-world-off-fossil-fuels/>

Founded in 2011, NCF is raising funds toward a working model of its technology to transform two waste streams industrial water and carbon dioxide into a hydrogen-carbon monoxide synthetic gas, which is then turned into liquid fuels, plastics and fertilizer.

The conversion process is fueled by concentrated solar energy or byproduct heat from the industries themselves.

April 2018: NCF signed a cooperation agreement with Sinopec Ningbo Engineering to commercialise the technology and address carbon dioxide pollution in China.



Commercialisation Of NewCO2Fuels



- ▶ Having developed its unique technology, NCF's current focus is commercialisation (via deployment of modular systems to several pilot plants)
- ▶ FY18 saw the signing of two collaboration agreements for China:
 - ▶ Sinopec Engineering
 - ▶ Blooming Technology



BLOOMING



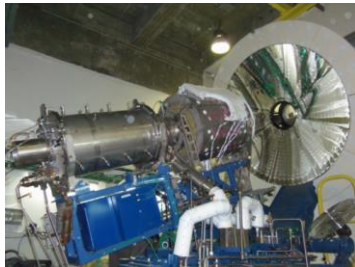
What's next?

Technology proven
at scale

Commercialisation
Partners Signed

Funding of
commercialisation

Scale up
demonstration
Sites



FY19
Focus





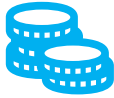
SUMMARY

In Summary

Recap on Opportunities



Expected double digit revenue growth over the next year on the basis of strong 220% increase in annual revenue this year



Secured repeat business from existing customers, increasing share of wallet and converting identified pipeline to revenue growth and profitability



Expanding IoT, Industry 4.0 and data analytics capability providing future monetization opportunities and enhances revenue streams



Core DNA of product design and strategic focus is for International expansion



CleanTech sustainability credentials (Bcorp, EcoVadis), with focus on climate change mitigation through energy efficiency



Own the customer, partner on data, create long term annuities

Vivid Technology

Connecting The Future





Thank You

Energy Efficiency Solutions
Intelligent, Sustainable, Profitable

Samuel Marks

Managing Director

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