



Vividtechnology™

2017 Microcap Conference

October 18th 2017

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Who is Vivid Technology

Corporate Snapshot



- ▶ 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

Who is Vivid Technology

Structure & Key Metrics

Capital Structure

Share Price (11th October 2017)	[cps]	4.0
Ordinary shares on issue	[m]	475.7
Unlisted options (6.5 - 20.0cps)	[m]	48.3
Market capitalisation	[\$m]	19.0
Cash ¹	[\$m]	1.51
Debt ¹	[\$m]	0.11

¹ As at 30th June 2017

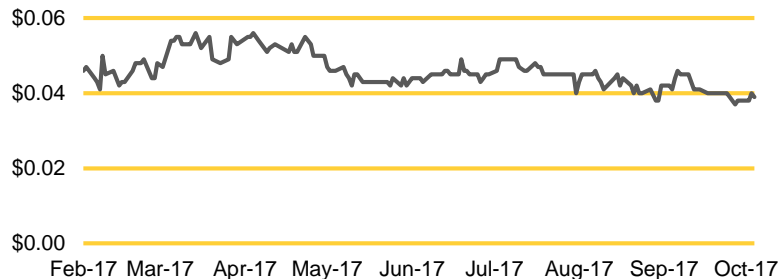
Board & Management

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	Chief Technology Officer
Mark Rutherford	MD – Vivid Illumalite

Major Shareholders

Erdi Fuels	5.9%
T. Brueggemann (Reindeer Investments)	5.4%
UBS Nominees	4.3%
Advance Publicity	3.6%
Hub and Spokes	3.5%
VIV Board	2.7%
Illum-a-Lite vendors (in aggregate)	2.0%

Share Price Chart



Our Evolution

Initial Capital
Deployment

Secondary Capital
Deployment

Future Capital
Deployment

2013

Validation

 Investment



2015

"Start-Up"



Deployment



2017

"Scale-Up"



2019

Expansion



Growth



"WHY ME"



"ME TOO"



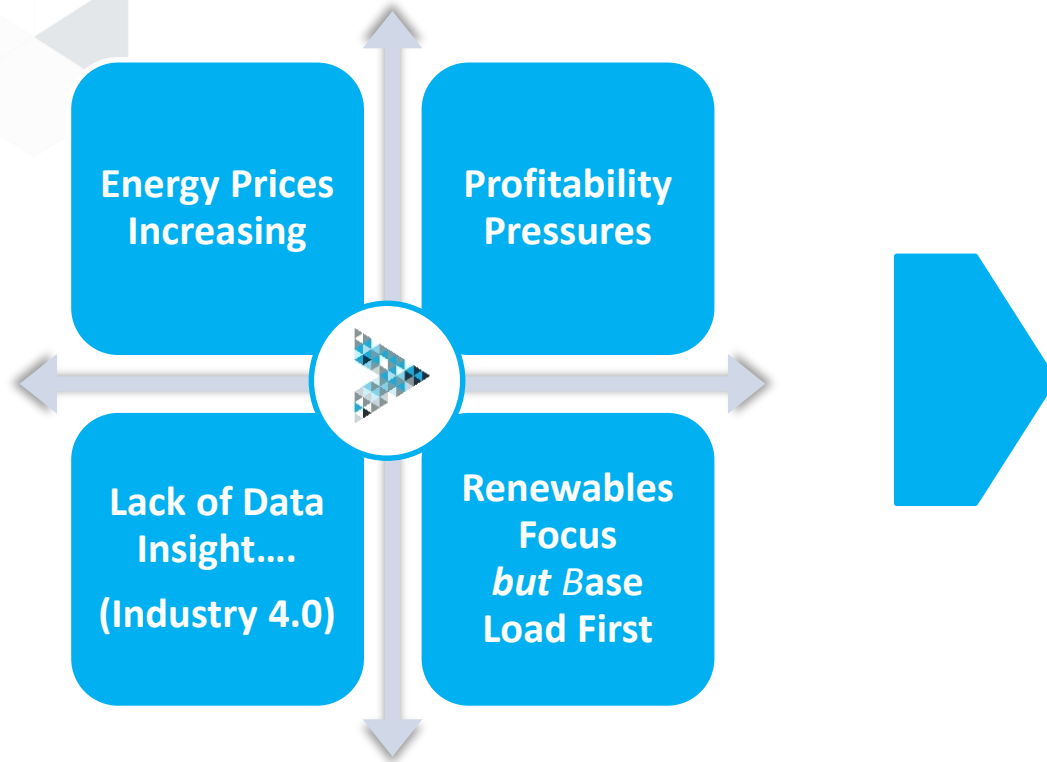
- MATRIXX® Development
- Proof of Concept
- Blue Chip Customer Engagement (CCA)
- Disruptive Value proposition
- Long Sales lead time
- Pilot Deployments

- MATRIXX® platform
- Market Acceptance
- Preferred Supplier Agreements
- Project/Capex based revenue
- Lighting As A Service socialisation
- Peer Award recognition

- Entrenched in Market
- Annuity based revenues
- Customer Stickiness
- Technology Evolution
- Data Centric Analytics
- International Expansion
- Economies of scale
- Profitability

Today's Market Dynamics

Industry Under Pressure To Do More with Less



AUSTRALIAN
Lighting Market

US\$2.6b
p/a

Source: Source McKinsey, IBIS and Comp Estimates

GLOBAL
Lighting Market

US\$110b
p/a

Source: Freedonia Research

Who is Vivid Technology

A Full Service Intelligent Lighting Solution



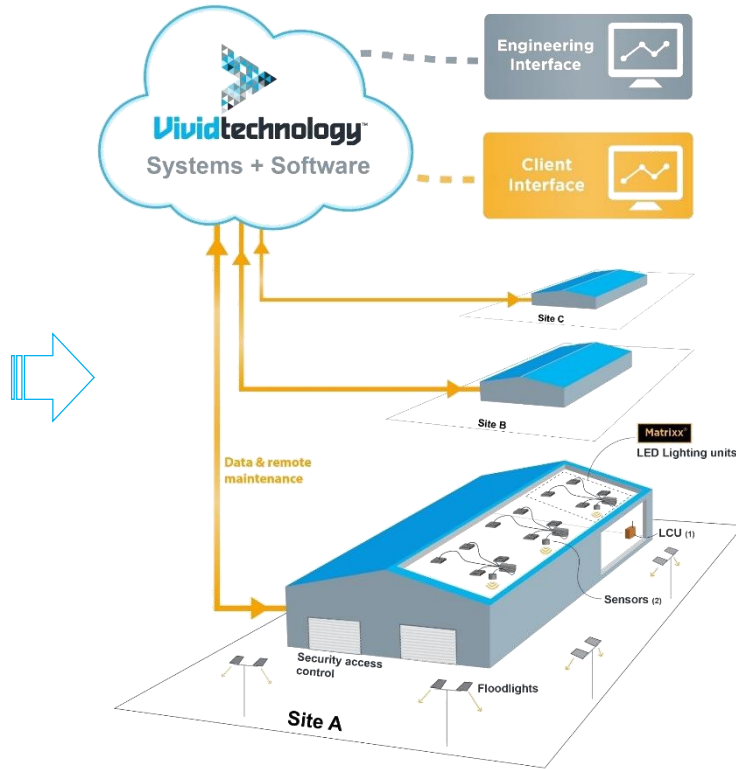
Intelligent
Lighting



Internet of
Things (IoT)

000110101
000011010
101110000
101010110

Big Data



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



How We Do It

Own IP - Australian Designed & Manufactured - Proven Technology

Technology & Service

Innovative Proprietary Energy
Efficient Lighting Systems

"Plug and Play"



Monitoring & Control

Cloud based analytics



Cost Benefits

>85% energy +
cost savings to customers



How We Do It

Intelligent Lighting Platform Delivering



**Reduce Lighting Energy costs by
>85% Per Site**



**Improve OH&S requirements with
real time monitoring**



**Non-Energy productivity gains with
heat mapping & usage patterns**



**Improved “Green Credentials”
across supply chain**

Engineering Solutions for Total Site Monitoring

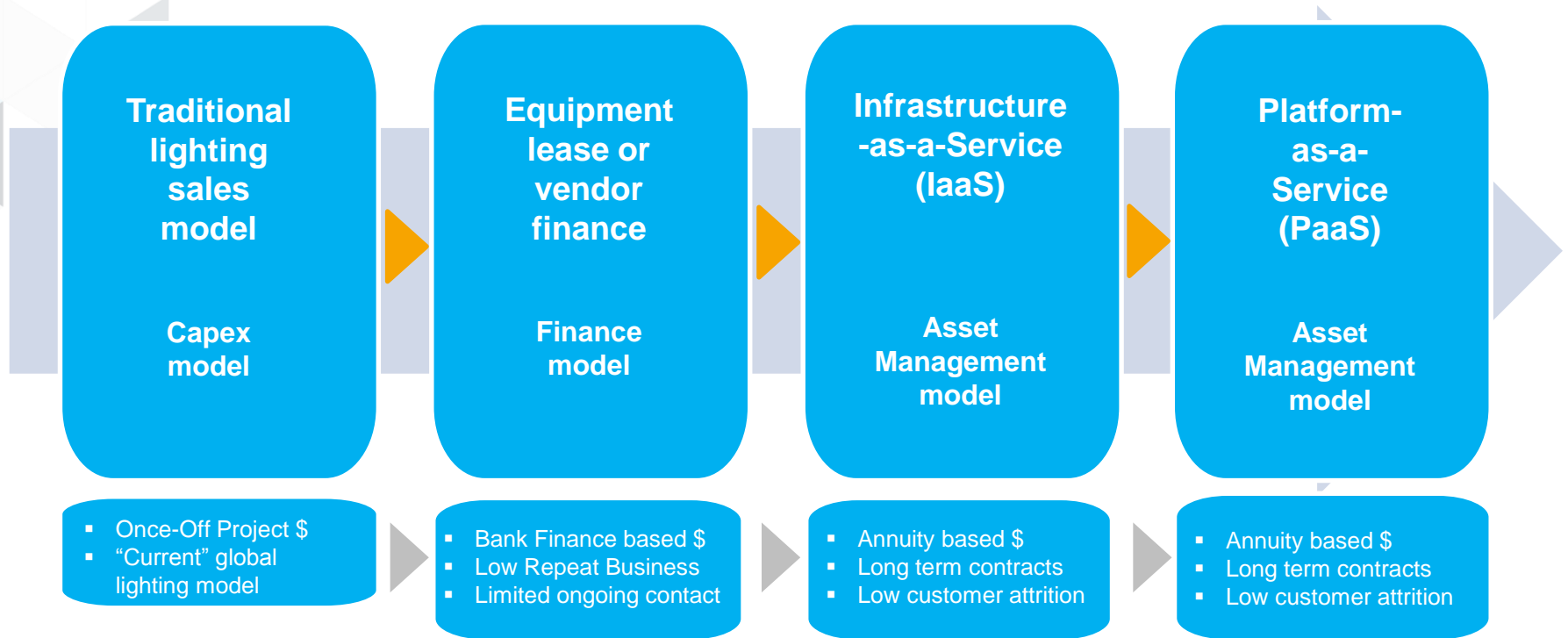


Customer Insights Interface & Usage Analytics



How We Do It

Adaptive Lighting Supply Market Models

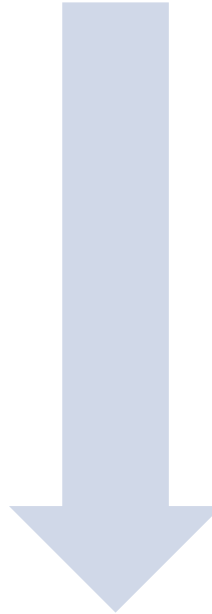


Proven Products and Value Proposition

Targeting New and Repeat Customers



**PORTFOLIO MARKET
APPROACH**



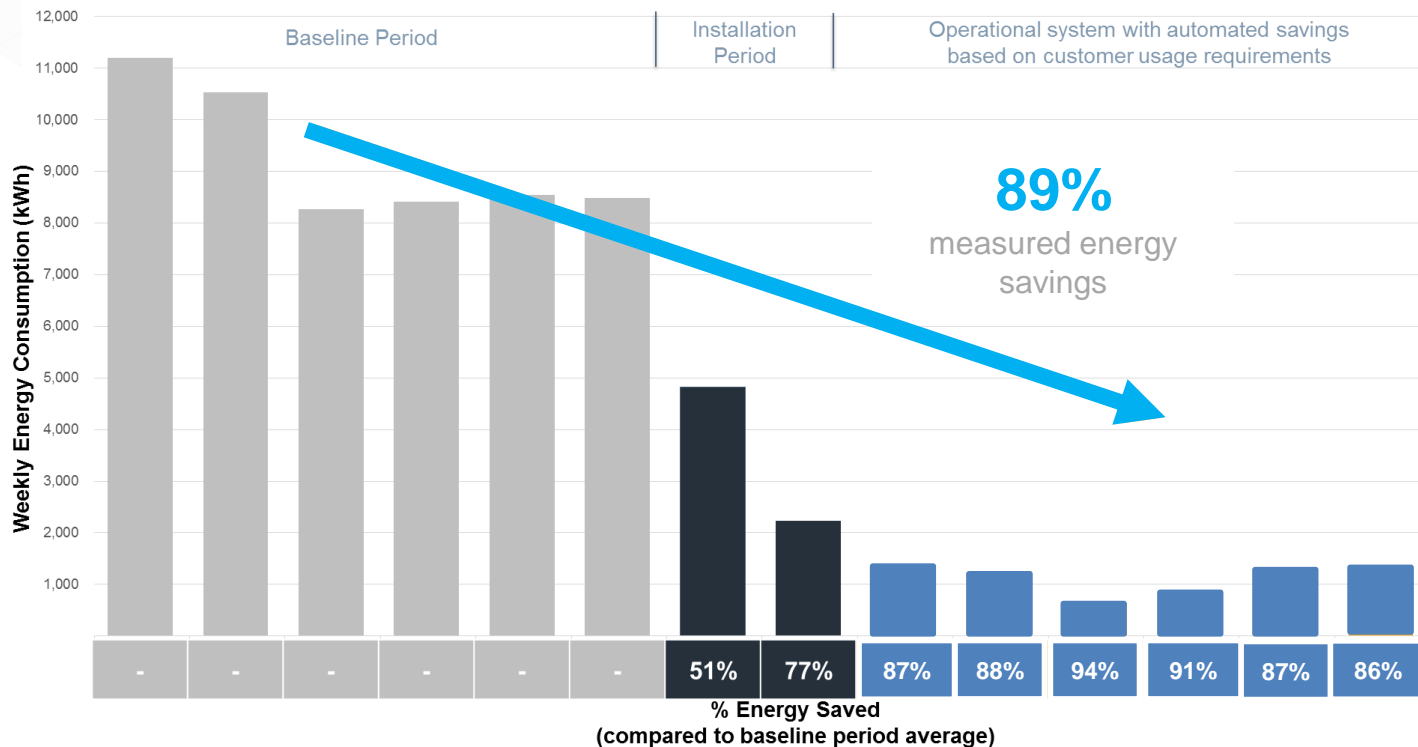
**MULTI-SITE MARKET
APPROACH**

Quantifiable Savings

Delivered at Zero Risk to your Brand

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


Traction with our Blue Chip Clients

Market Segment Coverage

Hospitality	Healthcare	Retail	Services	Education
  	 	  	  	  
Building	Logistics	FMCG	Distribution	Ports
  	  	  	  	  


Coca-Cola Amatil
1w

We are thrilled to announce a whopping 91.7% of energy savings in lighting through the installation of LED lights at Neverfail facility in Peats Ridge. Thanks to our partners **Vivid Industrial** for a successful roll out!



362 Likes · 11 Comments

Like Comment Share

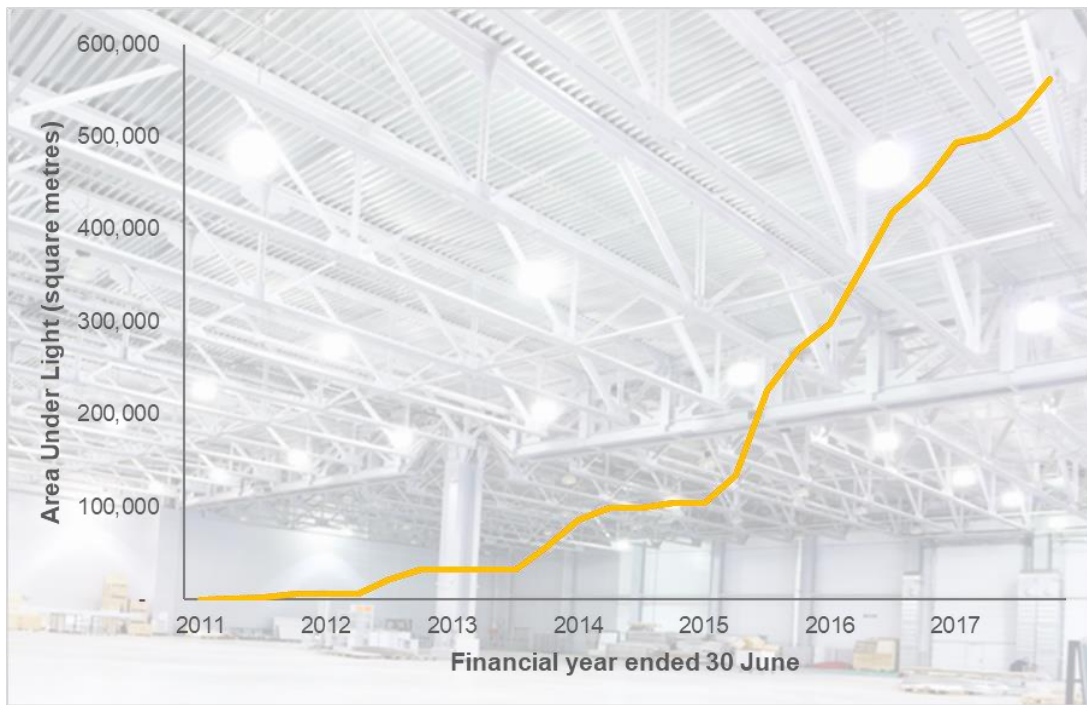
A validated offering in the early stages of roll-out:

*"We are thrilled to announce a whopping 91.7% of energy savings in lighting through the installation of LED lights at Neverfail facility in Peats Ridge. Thanks to our partners at **Vivid Industrial** for a successful roll out."*

Demonstrated Growth

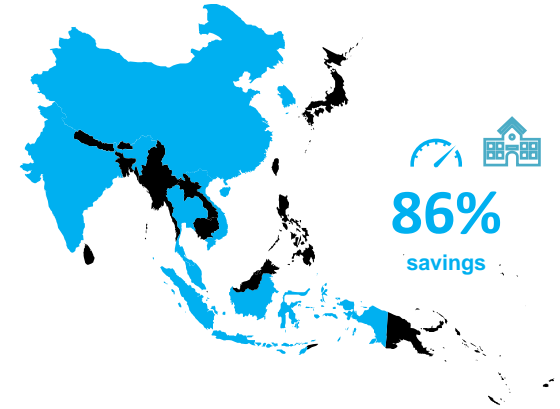
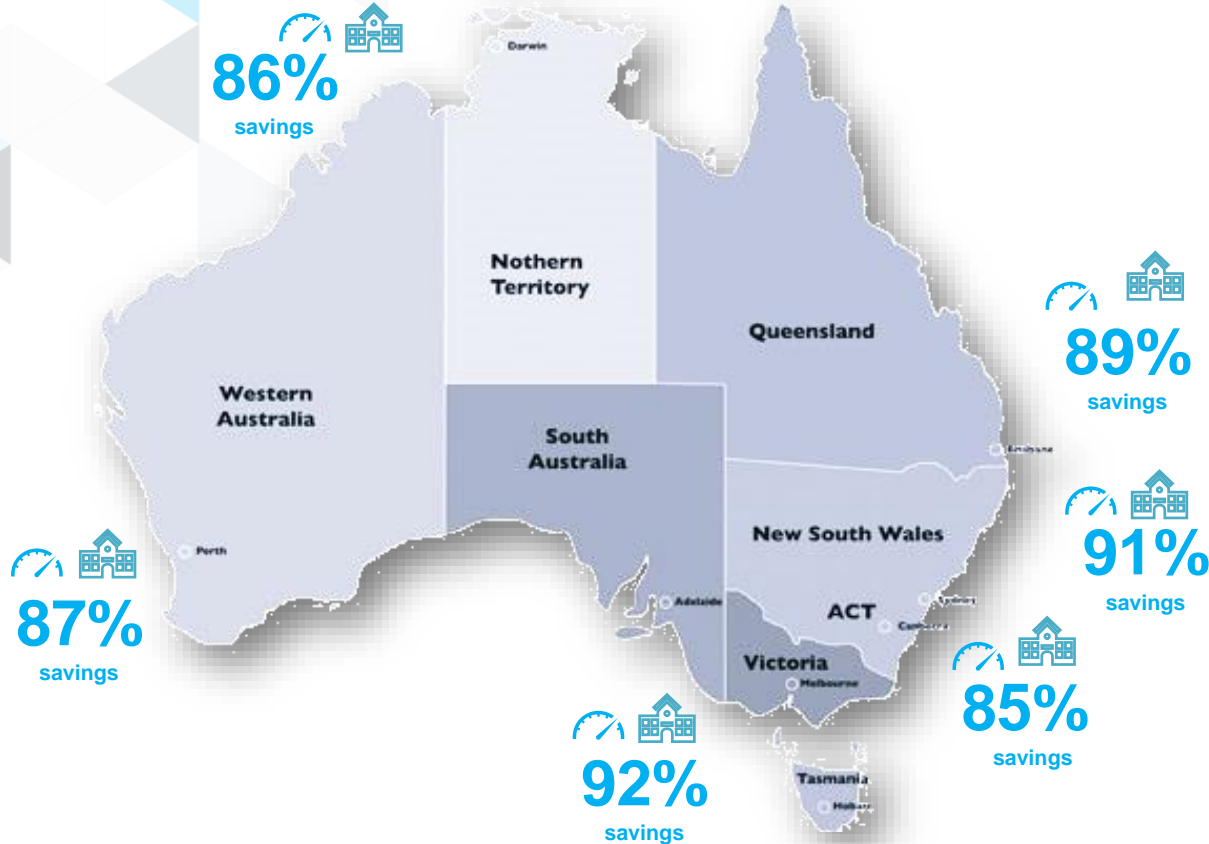
Area Under Light

- ▶ Progress in site upgrades can be measured by Area Under Light (AUL) which represents the area illuminated by Vivid technology lighting
- ▶ As at 30th June 2017 AUL was 562,533 m² a +25% increase over 2016 AUL of 448,924m²



Domestic and International Success

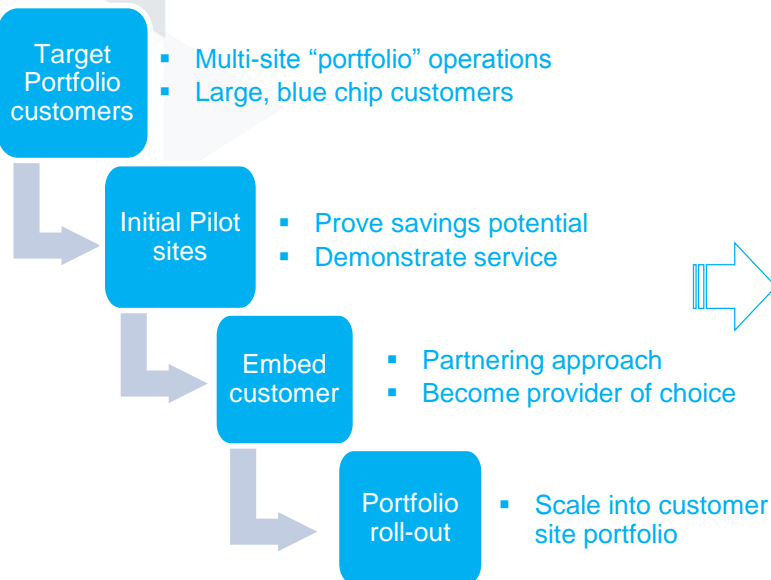
Tangible Energy Efficiency Savings



- 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

Target Market And Strategy

Near term opportunities from existing customers



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

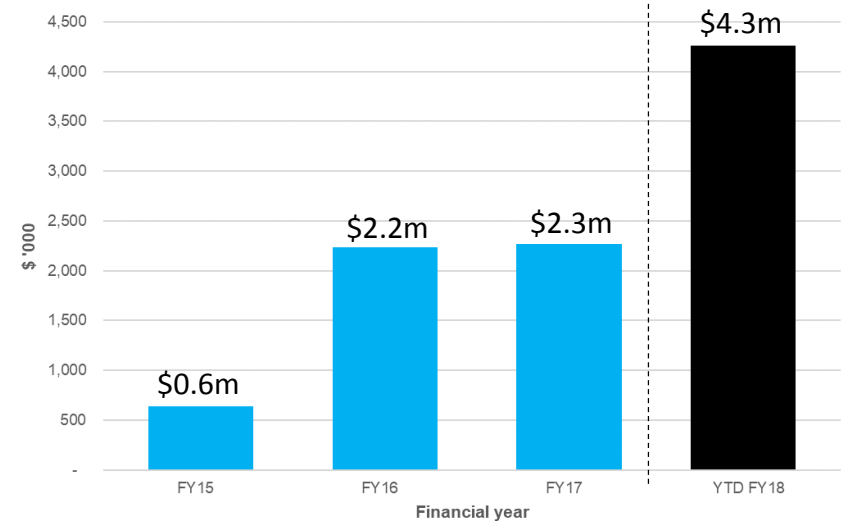
Near term opportunities estimated to be worth up to \$21m from existing customers
(in addition to \$5m secured/completed)



Our Evolution: Scale-Up & Growth

Strong Growth in Customer Orders

- ▶ Validation of sales strategy to multi-site customers is driving year-on-year revenue growth
- ▶ Strong start to FY18 with \$4.3m of recent orders in the new financial year underway.
- ▶ Total orders for FY18 so far are already 188% of total sales for the full FY17 year.
- ▶ 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



Reported Full Year Revenue

YTD FY18
Order Book
Growth

Global Opportunities

Future 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)



Competitive Landscape

Competitors are selling lights, not systems



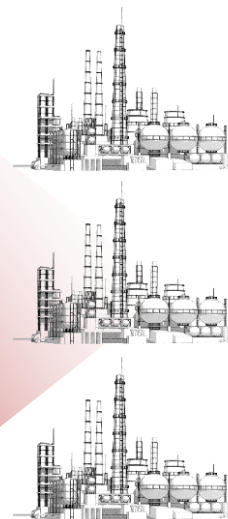
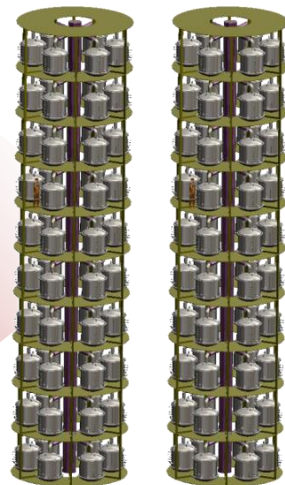
	Hubbell	Acuity Brands	Digital Lumens	enLighten	Dialight
Ticker	HUB-A (NYSE)	AYI (NYSE)	Private	Private	DIA (LSE)
HQ	Headquartered in Shelton, CT.	Headquartered in Atlanta, GA.	Headquartered in Boston, MA.	Headquartered in Sunnyvale CA.	Headquartered in the UK.
Products	Electrical Systems, lighting, power systems.	Indoor and outdoor lighting, stand-alone lighting controls for component-based systems, wall dimmers and timers, and systems for controlling large areas.	Intelligent high bay and linear LED alternatives, high-performance fixtures, digital light engines for commercial and industrial environments and intelligent lighting systems.	Digital sensors, room lighting controls, lighting/energy control systems.	LED lighting (for hazardous areas and industrial areas), obstruction signals.
Markets	North America, South America, Europe.	North America, and in Europe and Asia.	North America, Europe and Asia.	North America, Europe and Asia.	North America, Europe and Asia, Middle East.
Valuation	AU\$7.7B	AU\$12.0B	Q4 CY14 - US\$23m Private Round	Q3 CY14 - US\$20m Private Round	AU\$473.91M

ACQUIRED BY COSRAM

Technology Investment

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



In Summary

Path to Profitability

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. Placement and entitlement offer now completed
- Initial trade finance facility now in place



Convert identified pipeline to revenue growth and profitability

5

- Current objective



Execute Commercialisation Agreements for NCF

6

- Current objective



In Summary

An ASX listed company leveraging energy efficiency technologies





Thank You

Energy Efficiency Solutions
Intelligent, Sustainable, Profitable

Samuel Marks

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