



Company Overview

October 2018

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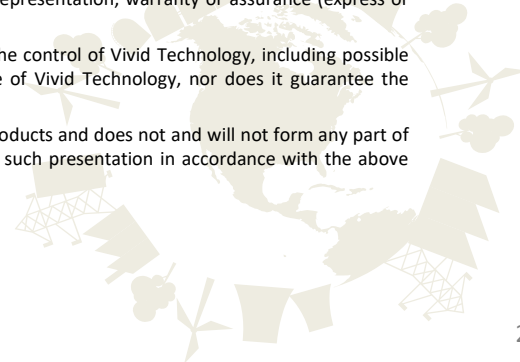
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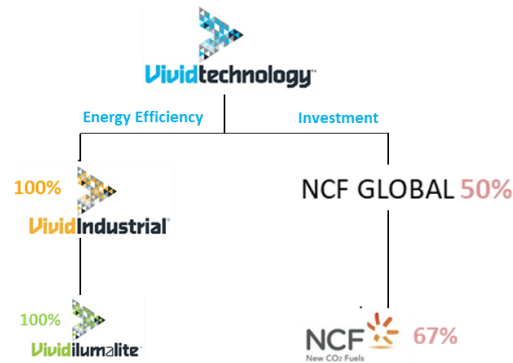
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Who is Vivid Technology



Vivid Technology

Proprietary Intelligent Clean Technology

VISION

“Changing today & tomorrow’s world by leaving a positive impact on the environment and people”

MISSION

“To improve lives, communities and the environment through innovative and profitable clean technologies. We partner with our customers to contribute to their ongoing success by improving their profitability, productivity and work place environment.”

PURPOSE

“To Be A Global Leader In Technology Driven Energy Efficient Solutions”

Key Metrics

Capital Structure

Revenue ¹	[m]	8.2
Share Price (24th Oct 2018)	[cps]	3.7
Ordinary shares on issue	[m]	475.7
Unlisted options (6.5 - 20.0cps)	[m]	38.9
Market capitalisation	[\$m]	17.6
Cash ²	[\$m]	1.05
Debt ³	[\$m]	2.8

¹ As at 30th June 2018 - Energy Efficiency Revenue \$7.3m + \$900k Other Income & R&D rebates

² As at 30th September 2018

³ During the September Quarter, \$2.8m of Convertible Loans were taken out with current shareholders for Working Capital purposes

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
Elizabeth Aris	Non-Executive Director
Chris Hayes	CFO & Company Secretary
Urbain du Plessis	Chief Technology Officer

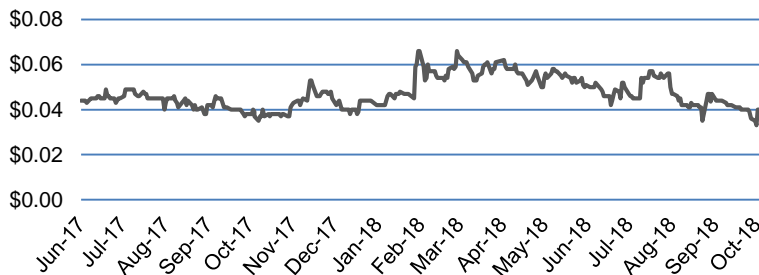
Major Shareholders

ERDI FUELS PTY LTD (ERDI FAMILY)	5.93	
REINDEER INVESTMENTS (T BRUEGGEMANN)	5.15	
UBS NOMINEES PTY LTD (THORNEY INVESTMENTS)	4.36	Top 10 – 33%
HUB & SPOKES (SMALL GIANTS)	3.50	Top 20 – 43.5%
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	3.44	Top 30 – 50.6%
ADVANCE PUBLICITY (HERZOG FAMILY)	3.20	
STARWAY CORPORATION (GILES FAMILY)	2.16	

Major Customers

Coca-Cola Amatil, Linfox, Interface Floors, Kerry Logistics, Goodman, Stockland, CEVA, Honeywell, Dexus, Mercedes Benz, SCA

Share Price Chart





AUSTRALIAN DESIGNED,
MANUFACTURED AND
OPERATED
MATRIX[®]
INTELLIGENT IOT
LIGHTING SYSTEM



DELIVERS LIGHT AND
SENSOR DATA,
COMMUNICATIONS AND
ANALYTICS FOR ADVANCED
IOT ENERGY EFFICIENCY
AUTOMATION TO EFFECT
INDUSTRY 4.0
TRANSFORMATIONS



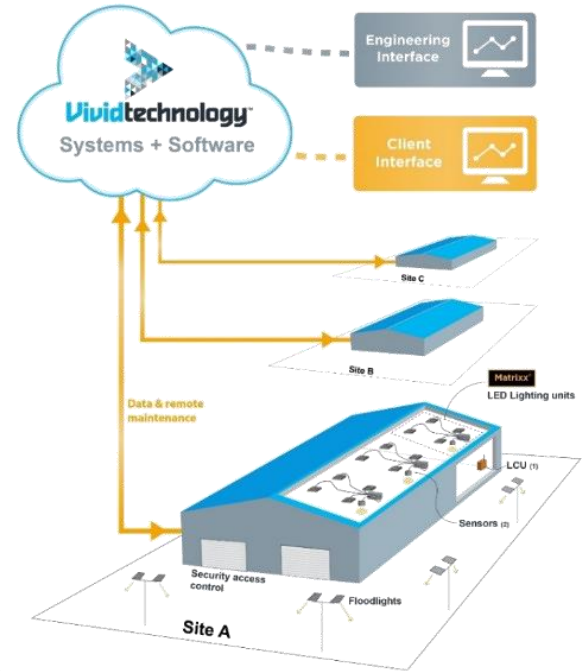
ADOPTED BY LARGE,
MULTI-SITE, BLUE CHIP
COMPANIES



INVESTMENT IN CO₂ FUEL
CONVERSION TECHNOLOGY,
CURRENTLY UNDER
COMMERCIALIZATION
AGREEMENT WITH SINOPEC

MATRIX[®] A smart Internet of Things (IoT) LED lighting platform

- ▶ Up to 90% Light Energy Savings
- ▶ Significant Carbon Reductions
- ▶ Daylight Harvesting
- ▶ Heat Mapping
- ▶ Automated System Monitoring
- ▶ Operational Efficiency
- ▶ Intuitively Adapts to Environment
- ▶ In-activity Monitoring
- ▶ Data Analytics
- ▶ Operational Insights Algorithms
- ▶ Dashboards & Reporting
- ▶ Preventative Maintenance Capability
- ▶ Improved Safety and Security
- ▶ Human Centric Lighting



Driving Energy & Operational Efficiencies Through Cutting-Edge Technology

Vivid Technology is a world leading, multi-award winning, innovative Australian clean technology company delivering improved environmental, operational & financial benefits through:

- ▶ Intelligent IoT LED Lighting
- ▶ Smart Data Analytics
- ▶ Over 3.5m “data points”, per year, per light
- ▶ CO2-to-fuel Conversion Technologies



200



Businesses of
Tomorrow 2017 WINNER

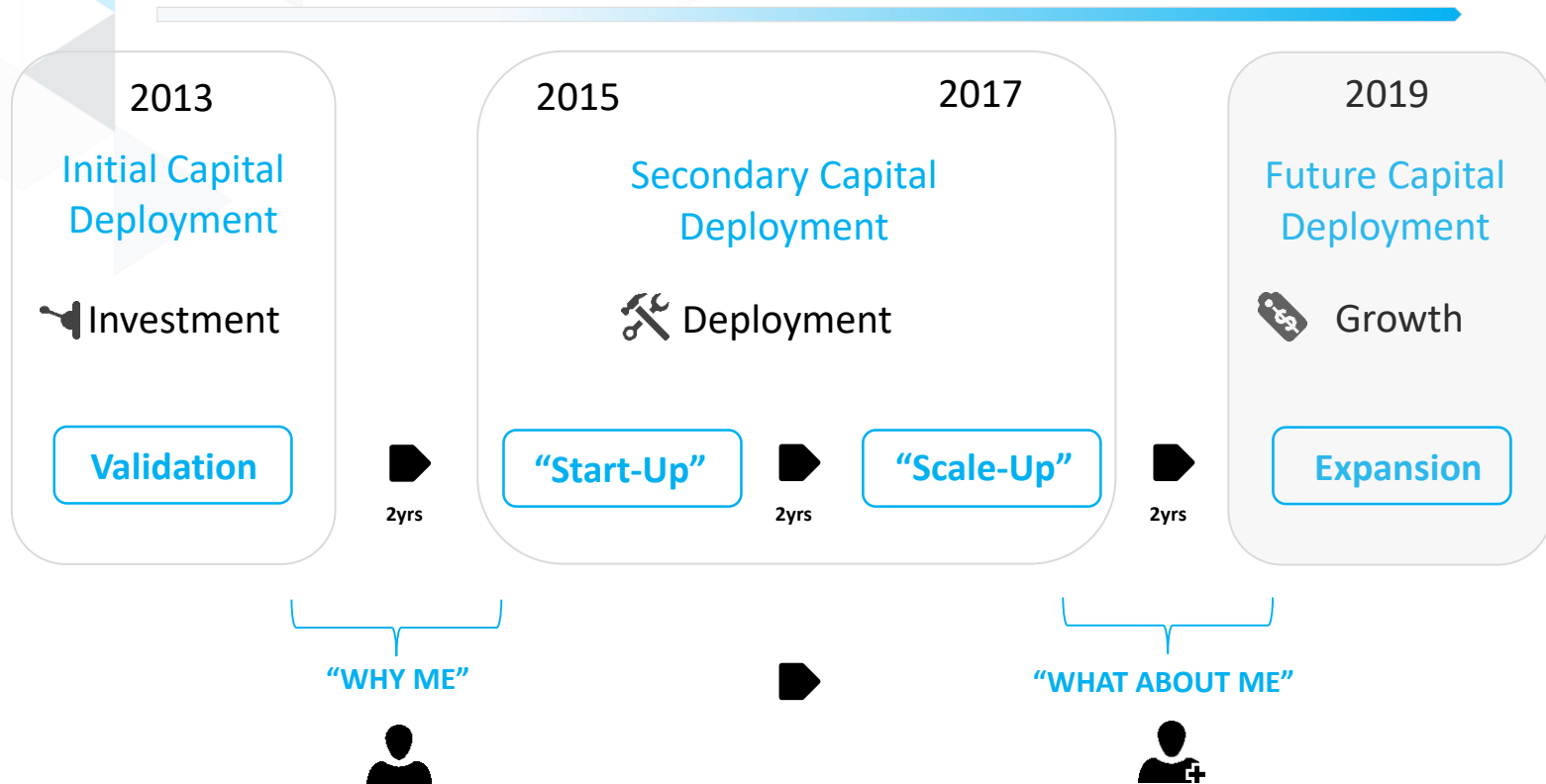




How We Have Evolved

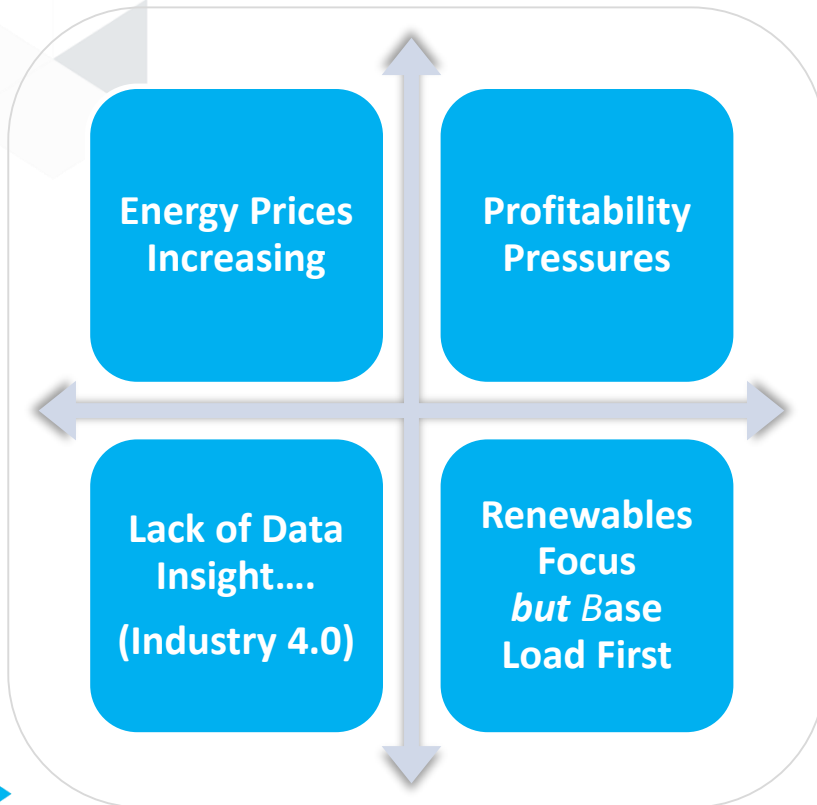
Our Evolution

Scaling for Growth and Expansion



Today's Market Dynamics

The opportunity is now



AUSTRALIAN Lighting Market

Addressable

US\$2.6b
p/a

Source: Source McKinsey, IBIS and Comp Estimates

GLOBAL Lighting Market

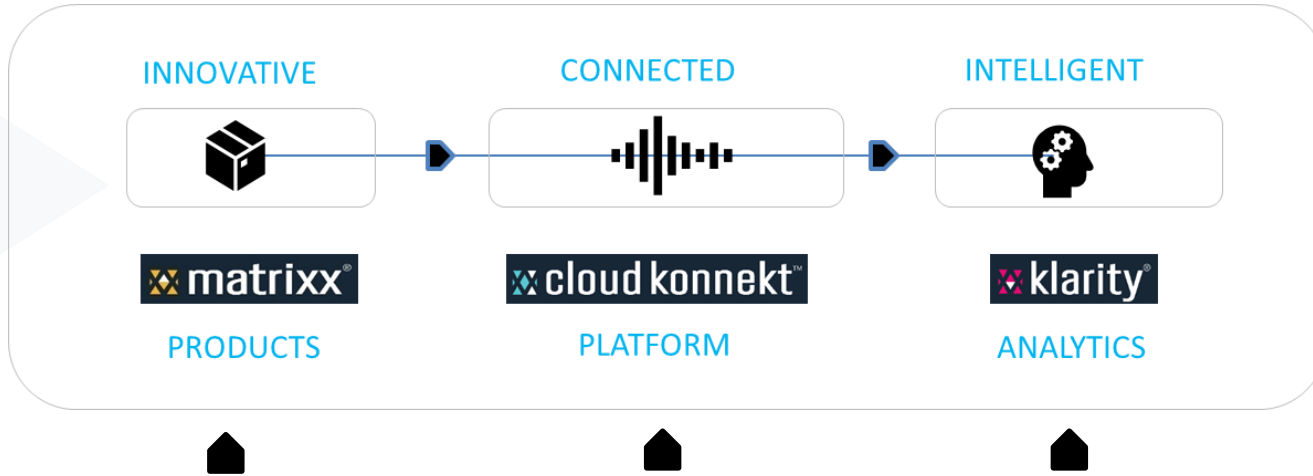
Addressable

US\$110b
p/a

Source: Freedonia Research

Intelligent Site Eco-System

Multi-Product - Multi-Sites - Multi-Sensors



MATRIX[®] Sensor Network Can Be Tailored And Expanded Depending On Site Requirements:



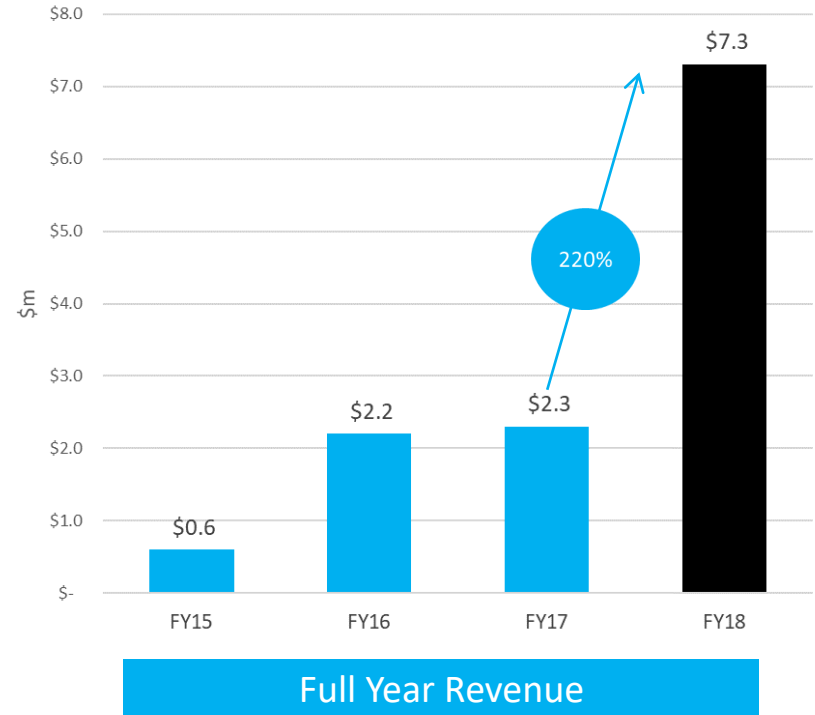


What we have achieved

Strong Revenue Growth

Solid Foundation for future growth

- ▶ 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)
- ▶ Vivid Technology ended FY18 with strong cumulative orders of \$9.3m, further supporting continuing sustaining growth in FY19
- ▶ 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.




Strong Traction with Blue Chip Clients


Validated Capability

Building	Logistics	FMCG	Distribution	Ports
				
				
				
Hospitality	Healthcare	Retail	Services	Education
				
				
				




VALIDATED SAVINGS


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



How We Make Money

Adaptive Commercial Market Models

Covering range of traditional and disruptive business models

One-Off Project Revenue

Capex

**Traditional
lighting
sales model**

Finance

**Equipment lease
or vendor
finance**

Traditional Ownership Model

- Once-Off Project \$
- “Current” global lighting model
- Bank Finance based \$
- Low Repeat Business
- Limited ongoing contact

Annuity Revenue

Outcome Based Service Model

**Lighting
as-a-
Service
(LaaS)**

Asset Management Model

- Annuity based \$
- Long term contracts
- Low customer attrition
- Circular Economy Proponent



Light-as-a-Service

Outsourcing IoT Lighting Infrastructure

- ▶ No Upfront Investment Minimising CAPEX Spend
- ▶ Lighting & Sensor Design & Installation
- ▶ Design Based On Site Specific Requirements
- ▶ Move to Industry 4.0
- ▶ Hassle-free Operation Of Lighting
- ▶ Ongoing Maintenance
- ▶ Product Upgrades
- ▶ Guaranteed Energy Efficiency Savings
- ▶ Carbon Reductions
- ▶ Optimised ROI With No CAPEX, Maintenance or Replacement Costs
- ▶ Peace Of Mind



We **MANAGE**

We **MEASURE**

We **MONITOR**

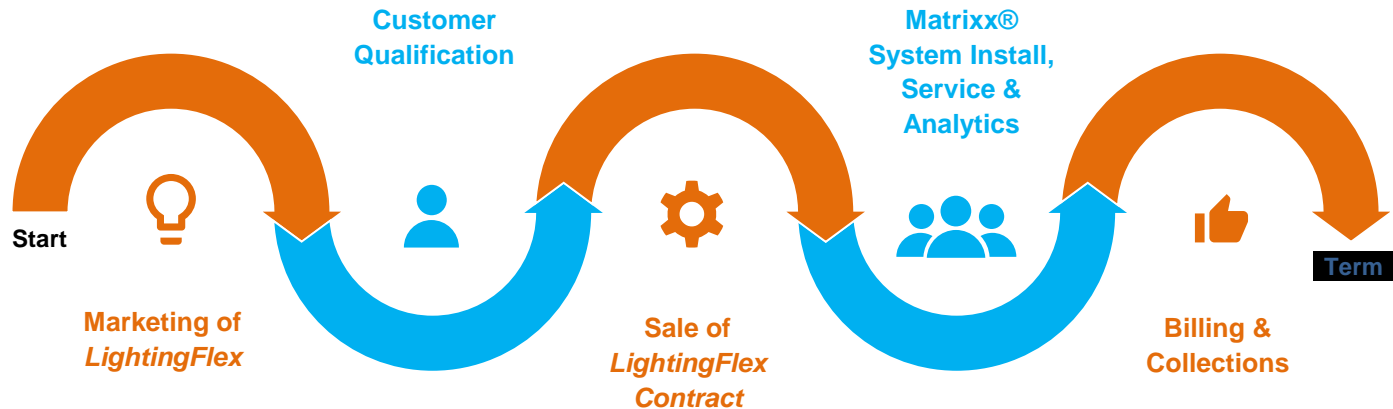
Channel Partner Roll-outs

Origin & Vivid Technology Relationship Overview

LightingFlex

Future proof your site with an industry
4.0 Lighting solution for zero upfront cost

Vividtechnology™



Tailored lighting
solution



Zero maintenance



Guaranteed performance



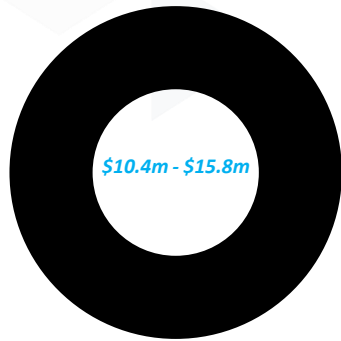
Cash flow positive



What next ?

FY19 Order Growth Opportunity

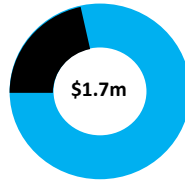
FY19 Customer Order Target



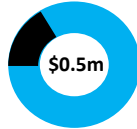
Order to Revenue
Timing Recognition Ratio*
70% – 75%



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

* Note: Order to Revenue Timing Recognition Ratio is the timing conversion of pipeline to order book and subsequently revenue

Full MATRIXX® Product Range

SYSTEMS

Site Specific Design & Installation by Vivid

matrixx®
ARRAY

FUNCTIONAL GROUPS



matrixx®
SYNERGY

ENERGY REPORTS
FUNCTIONAL GROUP
REPORTS
BUILDING LIGHT &
TEMPERATURE
MONITOR
CIRCUIT CONTROL



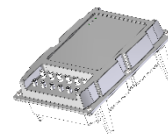
matrixx®
GENESIS

ENERGY REPORTS
FUNCTIONAL GROUP
REPORTS
BUILDING LIGHT &
TEMPERATURE
MONITOR
CIRCUIT CONTROL
PROGRAMMED
CONTROL
1-2-M SENSORS
REMOTE DIAGNOSIS



Battery Enabled Supply

*Battery Enabled
dual operating system*



Upgraded Software Interface

*Continual User Interface
Enhancement*

cloud konnekt™

klarity®



Global Opportunities

Future Expansion

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





Competitors

Competitive Landscape

Competitors selling lights, not systems



	Hubbell	Acuity Brands	Digital Lumens	enLighted	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.	IoT Digital sensors, room lighting controls, lighting/energy control systems for commercial buildings.	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	Feb16 - US\$25m Series D	AU\$473.91M

ACQUIRED BY OSRAM

ACQUIRED BY SIEMENS



The Future is Now

Future Success Metrics

Changing business dynamics

- ▶ Vivid Technology expectations are looking 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.
- ▶ Vivid Technology new product development and services is expected to provide a differing revenue mix ascribed from more interest in IOT and data centric services as well as “As-a-Service” commercial offerings, on the back of core smart lighting installations.
- ▶ There will be an increasing mix of revenue for channel partners as Vivid Technology increases focus on its channel partner strategy to allow for increased market reach, both domestically and internationally
- ▶ Geographically, Vivid Technology will look to continue to grow its domestic market share, as well as looking to capitalise on any immediate favourable opportunity identified as part of the International validation work

Industry 4.0 is an IoT Connected Eco-System

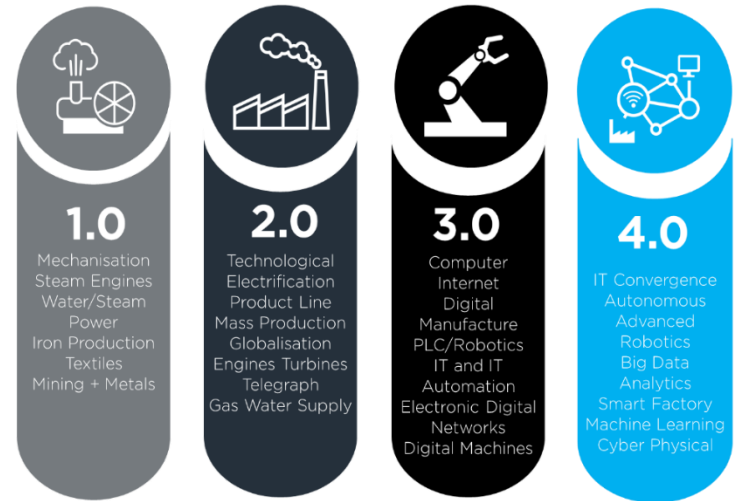
Vivid Technology Underpins Move to Industry 4.0

The fourth industrial revolution was a term first coined in Germany and has expanded globally affecting every major industry.

This trend is enabled by four key drivers:

- ▶ Rising data volumes, computational power and connectivity
- ▶ The emergence of analytics and business-intelligence capabilities
- ▶ New forms of human-machine interaction, such as touch interfaces and augmented-reality systems and
- ▶ Improvements in transferring digital instructions to the physical world, such as robotics and 3D printing.

Source – industry.gov.au



Vivid Technology's technology underpins the move to Industry 4.0, where data, communication, analytics and algorithms merge and interact to provide capability to improve operation performance and efficiencies across customers' businesses

Who is NCF



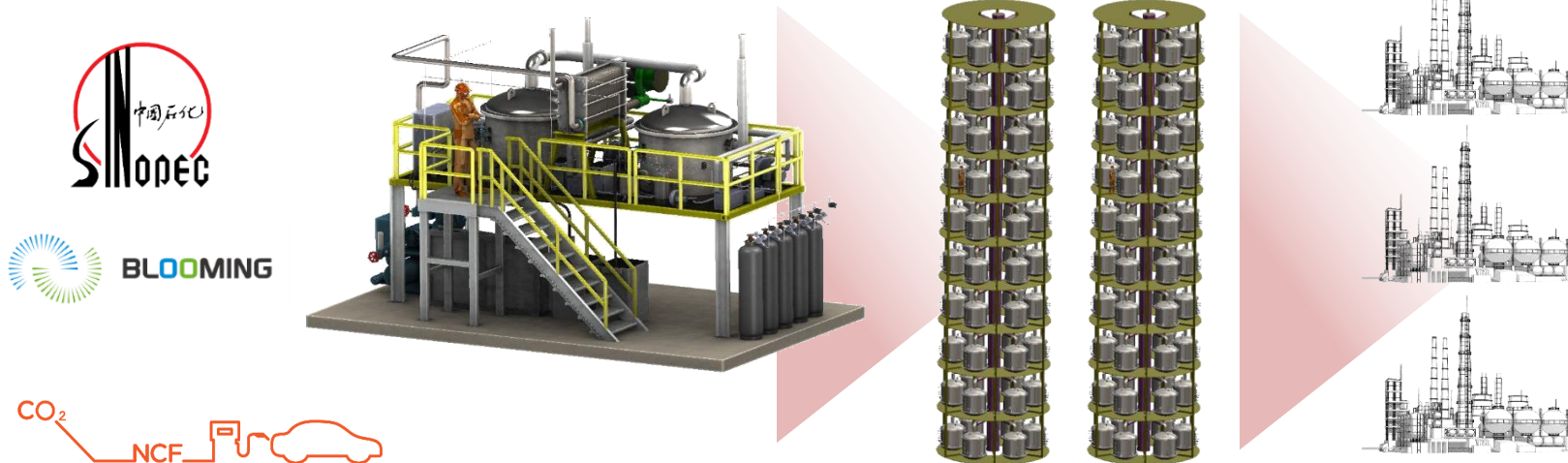
Vivid Investment in NewCo2Fuels

- ▶ NewCO₂Fuels (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 CO₂ 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 has a 33.33% effective economic interest in NCF , which 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
- ▶ **Having developed its unique technology, NCF's current focus is commercialisation (via deployment of modular systems to several pilot plants) with Sinopec**



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
- ▶ Commercialisation agreement signed in China in partnership with Sinopec and Blooming, with pilot plant development highlighted below. China currently represents >40% of the CO₂-to-fuel market globally



Sinopec Commercialisation Agreement

- NewCO2Fuels(“NCF”) has seen it progress from a proven concept to now being adopted for commercialisation by China’s Sinopec Engineering (Group) Co Ltd after the successful signing of the commercialisation agreement in China between NCF and Sinopec.
- In addition, the company also entered into a sales and market agreement with Blooming (Beijing) Technology CO Ltd (BBT). BBT will be responsible for all aspects of 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.





In 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
- ✓ Proven energy savings for customers (often in excess of 85% of lighting energy costs) through intelligent lighting, control and analytics
- ✓ Secured repeat business from existing customers and now 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
- ✓ Australian made & designed products
- ✓ Proven Intelligent IoT Lighting & cloud-based monitoring
- ✓ Increase share of wallet of existing and future clients
- ✓ International expansion core DNA of organisational product design and strategic focus
- ✓ CleanTech sustainability credentials (Bcorp, EcoVadis), with focus on climate change mitigation through energy efficiency
- ✓ Own the customer, own the data, create long term annuities

Vivid Technology

Connecting The Future

Profitable
Solutions



Smart Australian
Manufacture

Green
Space



Global
Opportunity

Reducing
Emissions

CO₂



ASX
Listed



Thank You

Energy Efficiency Solutions
Intelligent, Sustainable, Profitable

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