



ASX ANNOUNCEMENT, 21 March 2017

# MAJOR SHOPPING CENTRE LIGHTING ORDERS SECURED

- **Vivid Technology secures \$300,000 in orders to deploy LED smart lighting systems in shopping centres**
- **Repeat orders from two of Australia’s largest retail property companies**
- **Reflects strong market confidence in Vivid Technology’s products and strategy across the retail and property sectors**
- **Vivid Technology’s order pipeline for commercial smart LED lighting continues to strengthen**

**Vivid Technology Limited (ASX: VIV)** (“Vivid Technology” or “the Company”) is pleased to announce that it has secured orders totalling \$300,000 to provide smart LED Lighting systems into three retail shopping centres across NSW and VIC, through two of the nation’s largest retail property management businesses.

The repeat customers include one of the largest property groups in Australia, which oversees a portfolio of around 42 retail shopping centres that accommodate more than 3,500 tenants, along with a leading investment house with a strong portfolio of real estate and infrastructure assets.

The new installations build on Vivid Technology’s strong retail market segment presence nationally for its smart commercial LED lighting.

This repeat business also reflects further validation of Vivid Technology’s products and improves visibility to the retail property market, a substantial future sector opportunity.

According to figures published the peak industry body, the Shopping Centre Council of Australia, there were 1,753 shopping centres and factory outlets in Australia (as at August 2015), with a combined gross lettable area of 18.7 million square metres and total sales estimated at around \$120 billion per year.<sup>i</sup>

Some of the key benefits of Vivid Technology's commercial smart LED lighting systems for retail property owners, managers and developers include their high energy efficiency and CO<sub>2</sub> savings.

These orders further demonstrate Vivid Technology's strong pipeline for smart lighting systems.

## **Management Commentary**

Vivid Technology's Managing Director Samuel Marks said:

*"The orders demonstrate how the addressable market for the Company's large-scale LED smart lighting systems is extending into all sectors – industrial, commercial premises, office buildings, civic spaces and large retail complexes. The cost associated with energy use is a major concern for business, including commercial property. Vivid Technology is now delivering substantial cost savings to property owners, while our intelligent control systems will give busy centre and store managers better visibility and control over their lighting assets.*

*"The company is receiving increasing interest from retailers and shopping centre investors to find cost effective ways to combat escalating electricity bills, a trend we expect to continue. As one of the leading technology providers in the sector, Vivid Technology is ideally placed to service the increasing demand.*

*"The orders we have announced today give us further penetration into a very large and addressable market that is ideally suited for enterprise-scale deployments of LED smart lighting systems. The industry is actively assessing ways to reduce the cost of electricity, particularly in Australia, and this is driving new sales and rapid growth in our pipeline.*

*"The company has now entered a period where it is progressively and regularly converting prospects to revenue."*

**– ENDS –**

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<sup>i</sup> <http://www.scca.org.au/industry-information/key-facts>

## 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>