

ASX ANNOUNCEMENT, 28<sup>th</sup> November 2018

# Vivid Technology 2018 Annual General Meeting Chairman's Address

Mr. Charles Macek (Chairman, Vivid Technology Limited)

I take this opportunity to thank you, our loyal shareholders, for your on-going support in recent years. The 2018 Financial Year was a transformational year for your Company.

We received further validation of the continuing evolution of our technology, the value it creates for industry and confirmation of our business model.

Our hardware product range has evolved further, providing different price points for customers and, we have broadened our intelligent lighting and data systems. This continued investment in R & D is strengthening the competitive positioning of our technology. This is also acknowledged through various industry and customer awards.

For those not yet aware, last Friday we were recognised as the 19th fastest growing company in the 2018 Smart50 Awards and, as we complete our AGM, we have some of our team participating in an invitation only "Technovation" conference being held in Hong Kong, sponsored by the Hong Kong International Airports group where we are being showcased alongside groups such as Honeywell, Schneider, Siemens and IBM, to name just a few.

As we scale up, the focus of our energy efficiency business remains on blue chip customers with multiple sites. This provides the opportunity for repeat orders and increases the visibility of, and confidence in our sales pipeline. In addition, these large customers are assisting us to leverage their own relationships through their international divisions and the credibility they provide.

Moreover, we enable our customers to satisfy the increasing focus of their shareholders on environmental sustainability. To reinforce our credentials in terms of environment, social and governance factors for investors, we have achieved B-Corp and Eco Vadis accreditation during the past 12 months.

With respect to NCO2 Fuels, various commercial agreements have moved this technology closer to commercialisation and the opportunity, to monetise our patient investment and enable a separate and focussed identity for this exciting technology is now closer than before.

The Financial Year provided validation for confidence in our business model. This is evidenced by the growth in our energy efficiency revenue from \$2.3 million to \$7.3 million. We continued to build the foundations for a large business through the investment in developing our technologies and our people capability.

Our strategic focus is aimed at:

- Leveraging existing relationships to accelerate sales;
- Increasing our recurring annuity income;
- Reducing operating costs to improve margins; and
- Reducing the capital intensity of the business.

Together with the visibility of our future pipeline of opportunity this gives us confidence in continued strong growth going forward.

I would like to thank the board and the entire management team for their efforts over the years, along with our shareholders, as we build a truly unique business out of Australia.

A business, that partners with CSIRO; Australia's leading research arm; that manufactures in Australia and sells a product range that improves the profitability of Australian and international customers. A business, that is improving the environment by reducing CO2 emissions and supporting corporates in their focus on climate change mitigation.

In summary, your Board is excited by the opportunity we can see to create real value for our business partners and, you our shareholders.

Thank you.

Charles Macek

Vivid Technology Chairman



## About Vivid Technology

Vivid Technology Limited is a [B Corp](#)<sup>™</sup> certified, diversified, innovative Australian clean technology company that delivers intelligent energy efficiency solutions and carbon reduction through IoT and CO<sub>2</sub>-to-fuel conversion technologies.

Vivid Technology has a range of patented clean tech solutions, including innovative and intelligent IoT Industry 4.0 MATRIX<sup>®</sup> lighting platform. Vivid's MATRIX<sup>®</sup> 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<sup>®</sup> 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](#)<sup>™</sup> certified company, which highlights the company's approach to driving business solutions with a strong corporate social responsibility.

Vivid Technology - [www.vividtechnology.com.au](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 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](http://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](http://www.vividilumalite.com)

## About NewCO2Fuels

NewCO2Fuels is a subsidiary of Vivid Technology. NewCO2Fuels' cutting-edge technology profitably converts CO<sub>2</sub> into multi-purpose fuels (Diesel, Methanol or Hydrogen) and Oxygen.

NewCO2Fuels – [www.newco2fuels.co.il](http://www.newco2fuels.co.il)



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