



May 1, 2015

Orion Energy Systems Wins Order to Install LED Troffer Retrofit (LDR) Lighting Solution in Veterans Affairs Hospital

Company Seeing a Growing Pipeline of Hospitals Due to Energy Savings and Ease of Installation Process

MANITOWOC, Wis.--(BUSINESS WIRE)-- **Orion Energy Systems, Inc. (NYSE MKT: OESX), April 30, 2015** - a leading designer and manufacturer of high-performance, energy-efficient lighting platforms, today announced that it recently received a contract award of approximately \$700,000 from a Veterans Affairs (VA) hospital in Virginia. Orion is upgrading the location's fluorescent fixtures with its patented LED Troffer Retrofit (LDR) product, in addition to installing the Company's flagship exterior product, the ISON LED area light.

The Company has won awards to retrofit similar VA hospitals over the past 12 months, as many are ideal candidates to take full advantage of energy savings created by the LDR due to 24/7 operation at these facilities. In addition, the LDR's versatile design provides for a clean and quick installation process, which lessens potential infection concerns. The Company has seen this pipeline continue to grow in recent months as its sales teams have begun to explain the value proposition and past-performance of previous installations in government projects. The Veterans Health Administration is home to the United States' largest integrated health care system consisting of 150 medical centers, nearly 1,400 community-based outpatient clinics, community living centers, Vet Centers and Domiciliaries.

The location's Energy Manager, Mr. Mark Hudson, stated, "We are very pleased to work with Orion throughout this project, which was a capital improvement funded entirely by private sector financing. This means that our facility can receive all of the energy savings and superior lighting quality without the requirement of any additional government funding that would limit the hospital's ability to serve its patients. We have been delighted with the lighting quality, which represents a substantial improvement over the fluorescent tubes that we had previously installed."

Orion LDR fixtures have been shipped to more than a thousand locations throughout North America since its January 2014 launch. Due to its easy installation, attractive design and reliable performance, the LDR is an ideal upgrade product for public sector entities seeking to replace energy-consuming fluorescent troffer fixtures with high efficiency LED light sources.

John Scribante, Chief Executive Officer of Orion, stated, "We are pleased to have received another large order for this VA hospital. We believe that we will see this order flow accelerate due to our strengthened partnerships between our sales managers and the necessary government contacts at these locations across the country. Our pipeline among this growing network is increasing, both in terms of numbers of deals and also size of orders. Our average deal size is growing in the double digits, and with the support of our production capacity strategy and strengthened balance sheet, this is a favorable trend."

About Orion Energy Systems

Orion is leading the transformation of commercial and industrial buildings with state-of-the-art energy efficient lighting systems. Orion manufactures and markets a cutting edge portfolio of products encompassing LED Solid-State Lighting and high intensity fluorescent lighting. Many of Orion's 100+ granted patents and pending patent applications relate to lighting systems that provide exceptional optical and thermal performance, which drive financial, environmental, and work-space benefits for a wide variety of customers in the retrofit markets.

Investor Relations Contacts:

Scott Jensen
Chief Financial Officer
Orion Energy Systems, Inc.
(920) 892-9340
or
Adam Prior
Senior Vice President
The Equity Group Inc.
(212) 836-9606
aprior@equityny.com

Source: Orion Energy Systems, Inc.

News Provided by Acquire Media