



November 10, 2015

Orion Awarded National Contract with One of the World's Largest Retailers

Contract continues Orion's dominance in cold storage and food distribution, with fixtures to be installed in 29 facilities at a total project value between \$12-15 million

MANITOWOC, Wis.--(BUSINESS WIRE)-- One of the premier supermarket chains and top ten global retailers has awarded its national LED lighting contract for distribution centers to [Orion Energy Systems, Inc. \(NASDAQ: OESX\)](#), a leading designer and manufacturer of high-performance, energy-efficient retrofit lighting platforms.

The contract continues Orion's long history of successful partnerships with over fifty of the best-known cold storage, food distribution and warehousing facilities. In this market, Orion has completed nearly \$60 million in installations at over 650 sites.

Orion is now the specified supplier of all interior LED lighting for the company. The total value of upgrading 29 distribution and cold storage centers from fluorescent to LED technology is expected to be \$12-15 million over the next three years, with projects ranging from \$150,000 to over \$1 million depending on the size of the facility.

"Because we understand the unique requirements and incredible margin pressure these clients face, we've become the go to company in the cold storage and food distribution industry," said John Scribante, Chief Executive Officer of Orion Energy Systems. "Orion creates unique LED lighting retrofit products specifically designed to not only reduce their utility bill, but also install and ship faster, perform better, and provide long-lasting, no-maintenance and green solutions for their facilities and communities."

The global retailer had previously selected Orion for its initial lighting retrofit from metal halide to a combination of Orion Compact Modular High Bay four lamp T8 fluorescent fixtures and ENCF Freezer Enclosed fixtures with dual switch motion sensors. For this new contract, Orion beat out eight other companies, including all of the largest lighting manufacturers in the US. Orion stood out as the clear winner in the final competitive demonstration because it set a new standard for shipment and installation, and used fewer LED fixtures to deliver more light for less energy.

In the typical 12-fixture aisle, Orion was able to reduce the amount of fixtures by 50 percent while improving light levels due to superior LED optics. The fixtures with dimming smart motion controls were also delivered and installed within two weeks vs. a more than 12-week ship time for the runner-up.

Under the contract, Orion products will be installed for a variety of interior lighting applications, including the Orion ISON™ Open LED High Bay, Apollo® LED High Bay (ALHB), Apollo® LED Strip Retrofit (OLSR), Apollo® LED Troffer Retrofit (LDR) and Harris Exit Signs. For freezer applications, the newest generation of LED technology provides additional functionality and controls that were not available before with fluorescent fixtures, including the ability to completely power off the LED fixtures without affecting lifetime performance or output. Over the life of these new Orion LED fixtures, the retailer expects to save over \$94,000 for the average facility.

About Orion Energy Systems

Orion is leading the transformation of commercial and industrial buildings with state-of-the-art energy efficient lighting systems and retrofit lighting solutions. 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.

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