orion

July 5, 2016

Orion Appointed Lighting Manufacturer for Major Regional Retailer with over 700 Locations

MANITOWOC, Wis.--(BUSINESS WIRE)-- <u>Orion Energy Systems</u>, Inc. (NASDAQ: OESX), a leading designer and manufacturer of high-performance, energy-efficient retrofit lighting platforms, today announced that is has been appointed as the lighting manufacturer for a major regional retailer with over 700 locations.

This Smart News Release features multimedia. View the full release here: http://www.businesswire.com/news/home/20160705006089/en/



Orion will supply LED retrofit lighting systems to this major regional retailer for upcoming lighting programs in their facilities over the next two to three years, at an average site cost of approximately \$65,000. The appointment was made due to Orion's industry leading design, innovation, engineering, products, and performance as well as the company's vast lighting retrofit experience working with similar retailers including Kroger, Dollar General, Wal-Mart, Kmart, Sears, Best Buy, and Costco among others.

The primary product chosen by the retailer is the latest addition to Orion's patented LED LDR® Troffer Retrofit series, the <u>HARRIS LED</u> <u>LDR® Troffer Retrofit Edge</u> (LDRE), which is the industry's first patented LED troffer retrofit contained within the door frame. The LDRE is designed to retrofit existing 2'x2' and 2'x4' T8/T12 fluorescent troffers in as little as two minutes and is now compatible with both PacWave[™] Bluetooth sensor and Enlighted sensor control systems. The LDRE features best-in-class lumen per watt efficiency at up to 126 lumens per watt, while delivering between 2,000 and 8,000 lumens.

"Orion is proud to be appointed the lighting manufacturer for this retailer," said John Scribante, Chief Executive Officer of Orion Energy Systems. "This is great news for Orion, our employees, and our vendors. The quick acceptance of our new LDRE proves once again

The new HARRIS LED LDR® Troffer Retrofit Edge (Photo: Business Wire)

that Orion is leading the industry in innovative LED lighting retrofitting products. Because of this success we are expanding our assembly lines and adding staff to our facility in Manitowoc, Wis. to meet the demand for our new LDRE product."

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.

View source version on businesswire.com: http://www.businesswire.com/news/home/20160705006089/en/

Investor Relations Contact: Bill Hull Chief Financial Officer Orion Energy Systems, Inc. (920) 482-0520 or Media Relations Contact: Amanda Barbarossa Marketing Manager Orion Energy Systems, Inc. (920) 892-5725

Source: Orion Energy Systems, Inc.

News Provided by Acquire Media