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U.S. Navy Chooses Orion for \$1.9M in LED Lighting Retrofit Projects for Two Naval Bases

Builds on Orion's 15-Year Relationship Delivering "Buy American Act" Compliant, Energy-Efficient Lighting Solutions to the U.S. Navy

MANITOWOC, Wis.--(BUSINESS WIRE)-- **Orion Energy Systems (NASDAQ: OESX) (Orion Lighting)**, a leading designer and manufacturer of high performance, energy-efficient LED retrofit lighting products, announced it has secured \$1.9 million in new contracts with the U.S. Navy to retrofit two naval bases with Orion's newest LED lighting systems, compliant with the U.S. "Buy American Act" and "Trade Agreements Act." Installations are in process and expected to be complete by November 2017.

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Orion's industry leading LED luminaires were chosen over competitors' less efficient products, including LED replacement tubes, because they deliver more lumens per watt and provide the highest return on investment and lowest long term cost of ownership available today. Orion products are engineered for fast and easy installation that does not disrupt ongoing activities, an essential factor for Navy facilities. Orion's products are manufactured in the U.S., which enables the company to offer some of the industry's fastest delivery times and allows the Navy to benefit from the energy savings sooner. Orion is a U.S. Government Services Administration (GSA) Schedule 84 ENABLE contract holder and is on the Department of Energy's Qualified List of Energy Services Companies as a provider of LED products under the strict requirements of the U.S. Navy and other federal facilities.

Orion CEO, John Scribante, commented, "We are very proud to serve our country and to build upon our 15-year relationship serving the lighting retrofit needs of the U.S. Navy. The Orion team delivers the best in performance, energy efficiency, quality, ease of installation and customer service. Being repeatedly selected to serve the needs of the U.S. Armed Forces is one of the greatest honors we can receive, and we are motivated to earn their trust each and every day."

Including this project, Orion has secured a total of \$13.8 million in lighting retrofit projects for 15 naval facilities of various sizes and mission scopes since 2003. The projects have utilized a wide array of energy-efficient lighting products, including Orion's **ISON™** and **APOLLO®** LED High Bay products, **APOLLO® LDR® Troffer Retrofit** products and a variety of LED exterior lighting products, all of which are qualified for installation at Navy facilities.

About Orion Energy Systems, Inc.

Orion is a leading designer and producer of energy efficient lighting and retrofit lighting solutions for commercial and industrial buildings. Orion manufactures and markets connected lighting systems encompassing LED solid-state lighting and smart controls. Orion systems incorporate patented design elements that deliver significant energy, efficiency, optical, and thermal performance that drive financial, environmental, and work-space benefits for a wide variety of customers, including nearly 40 percent of the Fortune 500.

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