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## Orion Receives \$900,000 in Orders for Major LED Retrofit Rollout with National Healthcare REIT

Orion chosen for product design and performance over ten other major LED solution providers

MANITOWOC, Wis.--(BUSINESS WIRE)-- [Orion Energy Systems, Inc. \(NASDAQ: OESX\)](#) - Orion Energy Systems, Inc., a leading designer and manufacturer of high-performance, energy-efficient LED retrofit lighting platforms, is pleased to announce that a major Healthcare Real Estate Investment Trust (REIT) has selected Orion's patented [HARRIS LED LDR<sup>®</sup> Troffer Retrofit](#) system for a substantial multi-facility rollout. As of today's announcement, Orion, through its installation partner, has received approximately \$900,000 in orders for 70 of the company's 342 facilities.

Orion products were selected after a competitive review process that included bids from at least ten major industry LED solution providers. Orion products, known for innovative design, technical flexibility and future proof modularity, were selected because they deliver the performance and project specifications required, including 3500 Kelvin color temperature, which is essential to ensure occupant comfort in the company's facilities.

Orion's patented LDR<sup>®</sup> Troffer Retrofit products are the industry's first LED retrofit solution contained within the troffer door frame. This is extremely important to the customer because the products could be installed in one to two minutes per fixture during the third shift without disrupting the day-to-day operations of the facility. Since the Orion fixtures are installed into the existing fluorescent fixture frame, the facility's grid is not disturbed, which limits the potential for dirt and debris in a facility where sanitation is critical to patient safety.

"Time and again, the performance and modularity of our LDR line of products is tough to ignore in competitive bidding situations," said Orion Energy Systems' Chief Executive Officer John Scribante. "Winning this substantial project exemplifies our value proposition in the retrofit market in general, and in the healthcare market specifically, which we estimate to be approximately a \$3 billion opportunity."

Out of respect for our customers' competitive strategies, we intentionally refrain from mentioning specific company names and/or other details in news releases.

### About Orion Energy Systems

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 intelligent 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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