



Harvey Norman Commercial Division sign on as exclusive distributor for the East Coast

ASX RELEASE

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Highlights

- **Quantify Technology has entered into a three-year agreement with Harvey Norman Commercial Division (“HNCD”), to become the Company’s exclusive distributor on the Australian east coast.**
- **HNCD will place an initial \$500K stocking order for the first six months of the agreement.**
- **HNCD is the single largest Harvey Norman franchise and provides an extensive selection of brand-name products to builders, developers, architects and designers.**

Quantify Technology Holdings Limited (ASX:QFY) (“Quantify Technology”, the “Company”) is pleased to announce it has entered into an agreement (**the “Agreement”**) with Harvey Norman Commercial Division (“**HNCD**”), which will see the franchise become the Company’s exclusive distributor for the Australian eastern states, including New South Wales, Victoria, Queensland, The Australian Capital Territory and Tasmania.

Under the Agreement, HNCD has committed to a \$500K stocking order for the next six months, which brings Quantify Technology’s outstanding purchase orders to a total of \$1.2m.

The Agreement follows ASX release dated the 18 July 2018, whereby Quantify Technology announced it had completed an onsite installation at the HNCD display suite in Rosebery, Sydney and that the HNCD sales team would actively commence selling the Company’s products to residential and commercial construction projects.



Quantify Technology CEO Brett Savill commented: "We are very pleased to appoint Harvey Norman Commercial Division as our exclusive stockist for the eastern Australian states. With an extensive network of large-scale customers including developers, builders and architects, the HNCD team are ideally placed to deliver significant B2B sales."

The Agreement is an important milestone for the partnership between HNCD and Quantify. The Companies have been working in close collaboration and the growing demand for in Quantify's intelligent building automation products has led HNCD to request sole distributorship on the east coast.

HNCD has a team of over 400 staff and is the single largest Harvey Norman franchise, providing an extensive selection of brand-name products to builders, developers, architects and designers. HNCD's customers are increasingly seeking to include Internet of Things (IoT) technology and smart devices into their developments, as demand increases for higher energy efficiency, convenience and security.

HNCD's proprietor Alan Stephenson commented: "Harvey Norman enjoys a strong market share and a strong customer base and there is increasing demand from customers for home automation. This is an important agreement and we look forward to continuing our relationship with Quantify."

HNCD and Quantify will work together jointly to grow their market share in the new build residential and retrofit markets, as well as relevant commercial markets such as hospitality, assisted and retirement living.

October 2017 ASX Announcement: <https://wcsecure.weblink.com.au/pdf/QFY/01903213.pdf>

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Further Information:

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About Quantify Technology

Quantify Technology is an Australian-based pioneer of Truly Intelligent Buildings technology. The Company has created simple to install, affordable Internet of Things devices that encourage wide-scale adoption of Internet of Things solutions.



Quantify Technology's commercial product known as the qDevice replaces standard power outlets and light switches in commercial and residential structures. Due to using standard wired Alternating Current (AC) wiring, it can be easily retrofitted without re-cabling in existing buildings.

The qDevice replaces AC light switches/dimmers and power outlets with an intelligent, network-connected framework to provide energy management and reporting, voice-enabled control and interaction, and real-time evaluation of environmental and risk factors for building occupants. This enables the delivery of the Company's vision of Truly Intelligent Buildings, with a goal to deploying the offering globally.