



**Scott A. Graeff, President and CEO**

*2022 Southwest IDEAS Investor Conference*

*November 16, 2022*

# Safe Harbor

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## Safe Harbor Statement Under the Private Securities Litigation Reform Act of 1995

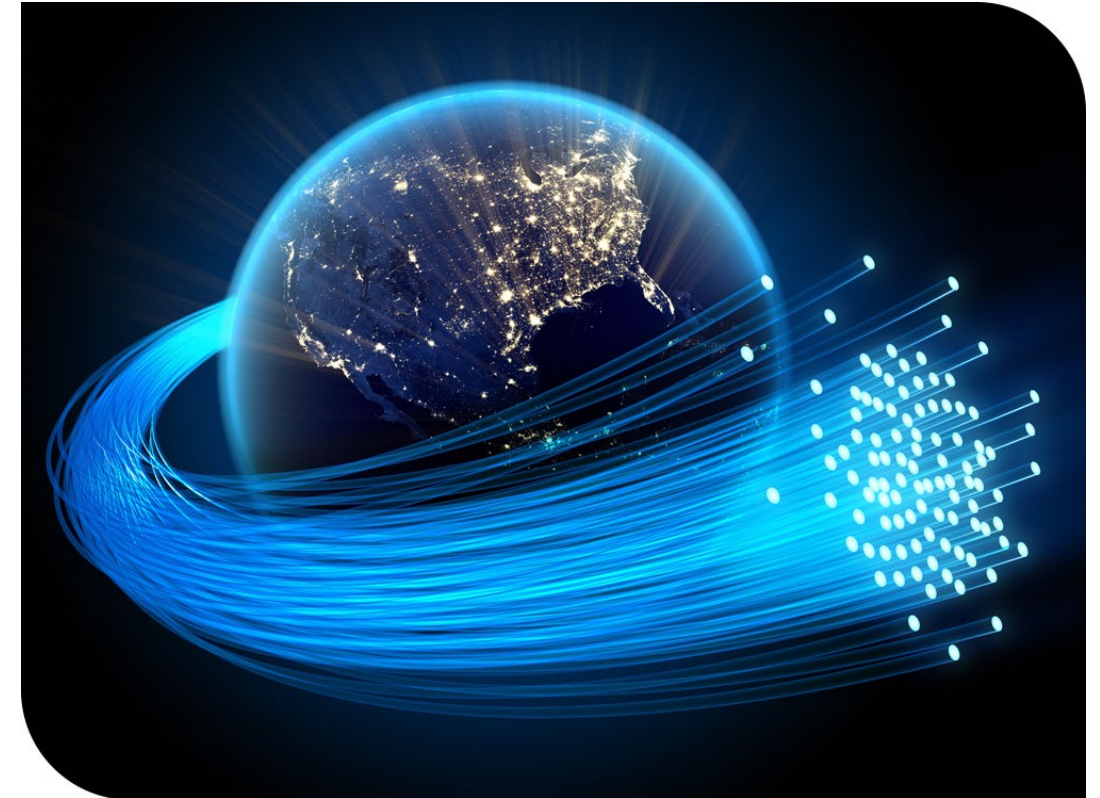
This presentation includes information that constitutes “forward-looking statements” made pursuant to the safe harbor provision of the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainties. These statements include the company's expectations regarding its technological and product capabilities and critical nature, its market position and penetration, sales bookings, sales market and revenue growth, intellectual property position, the company's future financial performance, including guidance, and market recognition of key technologies and demand for its products, the company's overall growth potential, its balance sheet and capitalization and access to, and deployment of, capital, its strategic position, and corporate and leadership culture. Management cautions the reader that these forward-looking statements are only predictions and are subject to a number of both known and unknown risks and uncertainties, and actual results, performance, and/or achievements of the company may differ materially from the future results, performance, and/or achievements expressed or implied by these forward-looking statements as a result of a number of factors. These factors include, without limitation, failure of demand for the company's products and services to meet expectations, failure to penetrate target markets or of those markets to grow and expand, technological, operational and strategic challenges, integration of acquisitions, potential performance shortfalls as a result of the diversion of management's attention caused by transactions and integrating operations, global supply chain issues, geopolitical and economic factors and those risks and uncertainties set forth in the company's periodic reports and other filings with the Securities and Exchange Commission ("SEC"). Such filings are available on the SEC's website at [www.sec.gov](http://www.sec.gov) and on the company's website at [www.lunainc.com](http://www.lunainc.com). The statements made in this presentation are based on information available to Luna as of the date of this presentation, November 16, 2022, and Luna undertakes no obligation to update any of the forward-looking statements after the date of this presentation, except as required by law.

## Adjusted Financial Measures

In addition to U.S. GAAP financial information, this presentation includes Adjusted EBITDA and Adjusted EPS, which are non-GAAP financial measures. These non-GAAP financial measures are in addition to, and not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. A reconciliation of Net Income to Adjusted EBITDA and Net Income to Adjusted EPS are included in the appendix to this presentation.

# Luna – Enabling the Future with Fiber

- Positioned as a **global** fiber optic **leader**
- **Proprietary fiber-optic based** measurement technology, offering **unprecedented** combination of performance and economics
- Customers in **attractive markets**: Defense, Communications, Infrastructure, Energy, Automotive and Aerospace
- Positioned to **take advantage of trends** such as vehicle lightweighting, smart infrastructure, increasing needs for global security, and increasing demands on data centers and broadband capacity
- **Adequately capitalized** to fund growth
- Long-tenured, **experienced** executive team / board
- Corporate culture of **innovation and integrity**



# Luna is a global company

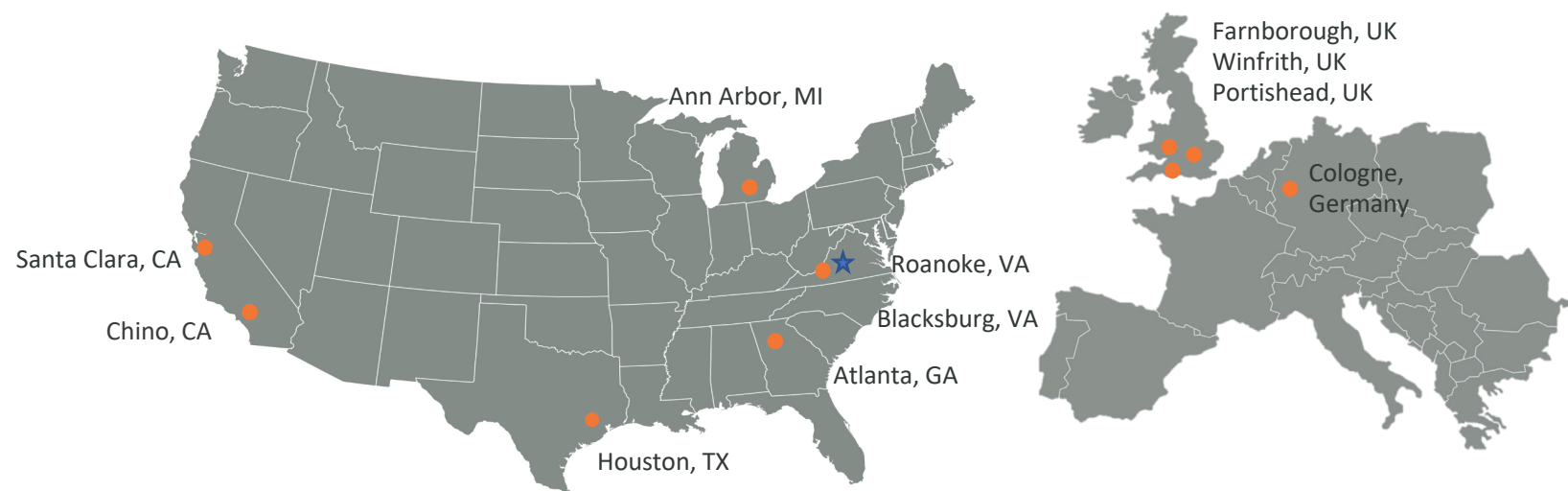


**Revenue<sup>2</sup>**  
FY21 \$87.5M  
FY22 Guidance  
\$109M-115M



**AEBITDA<sup>1,2</sup>**  
FY21 \$7.6M  
FY22 Guidance  
\$10M-12M

**~400 Employees**



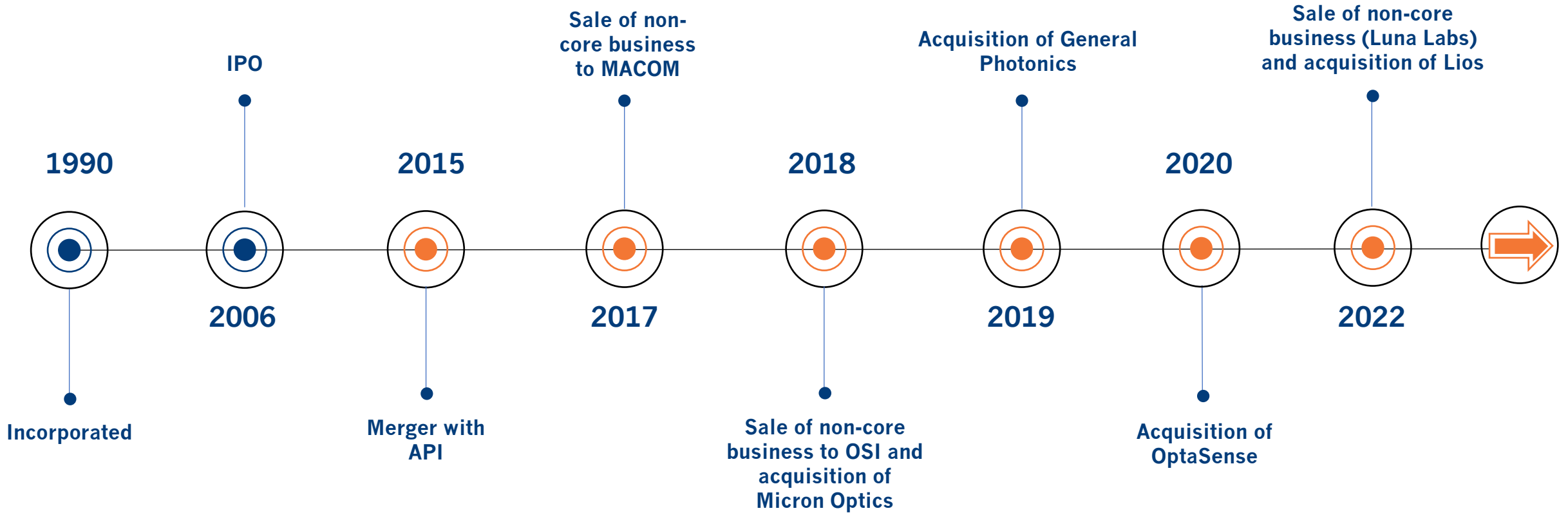
★ Corporate HQ  
● Commercial Operations

<sup>1</sup> Adj EBITDA is a non-GAAP measure. Reconciliation of comparable GAAP measures to non-GAAP measures are included in the Q4 21 supplemental materials found on our website.

<sup>2</sup> Reflects guidance provided on November 10, 2022. This is not a reaffirmation of guidance.

## Luna has a clear vision and established history

### Vision: Enabling the Future with Fiber



# Luna Today and Into the Future:

*A Compelling business model with strong growth potential*

## Revenue Growth



Organic Growth:  
Mid-to High-teens

18% to 20%

Strategic M&A

Within core focus and accretive

## Bottom-Line Focus



Gross Margin  
60%

AEBITDA

15%-20% of Revenue

## Shareholder Return

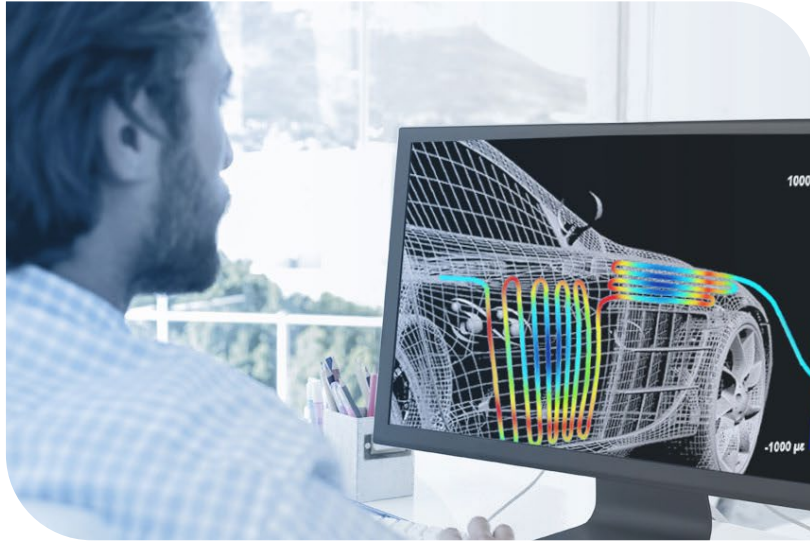


Continued Cash Generation  
while investing for growth

Increasing Non-GAAP EPS

# Luna Overview

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## Sensing

- Short-range, high resolution
- Long-range, high speed
- Long-range, continuous
- Material thickness

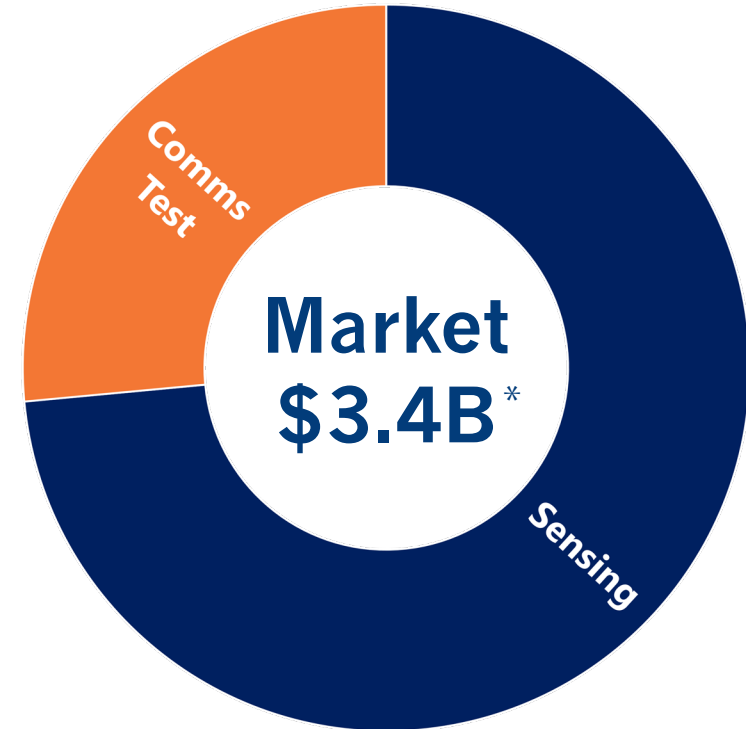


## Comms Test

- Components
- Short-haul network

# Where Does Luna Play?

	Comms Test	Sensing
Market size*	\$900M	\$2.5B
Luna growth	15%-20%	20-25%
Drivers	5G, Silicon Photonics	Lightweighting, Smart Infrastructure, IoT
Key competition	Keysight, Viavi, Exfo	HBM, Vishay, National Instruments



**Comms Test:**  
5G Buildout  
Field Support

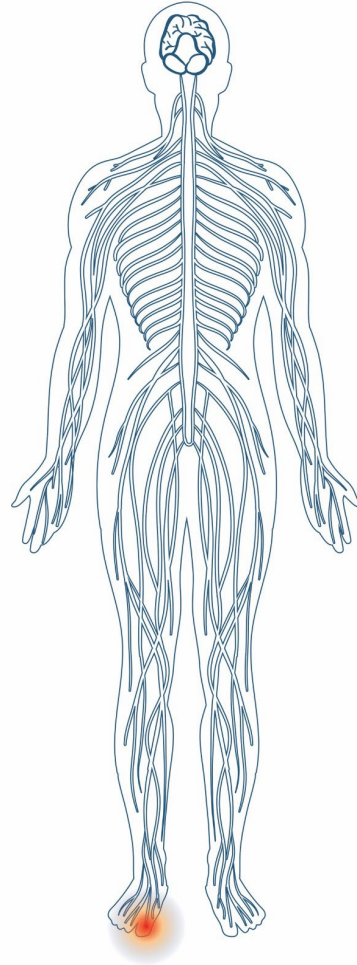
**Sensing:**  
Smart Infrastructure  
Lightweighting  
Process control & NDE

\*Total SAM based on Luna estimates and published market reports



# Sensing

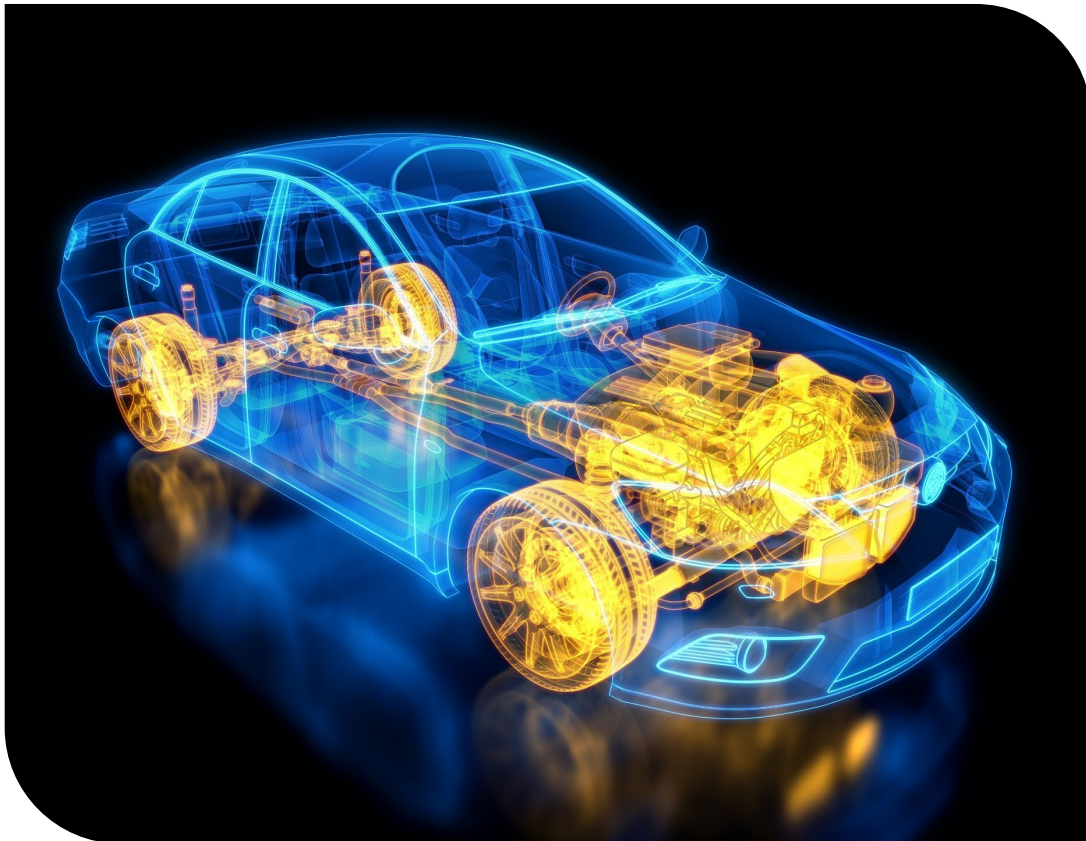
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- Fiber optic sensors are the “nerves” of smart materials
- Luna’s products are the “brain” that collects and aggregates data from fiber sensor “nerves”
- The OptaSense and Lios acquisitions add missing capabilities to Luna’s Sensing business

# Sensing: Short-range, high-resolution

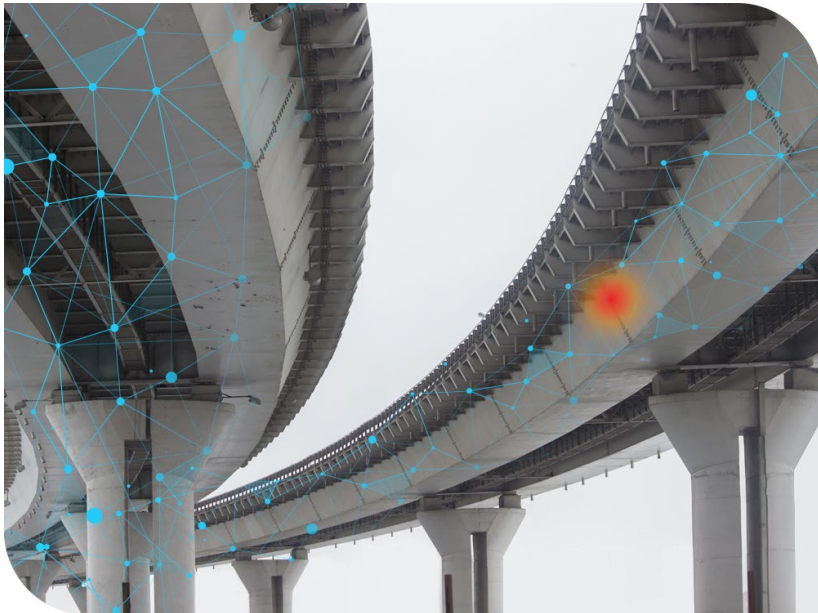
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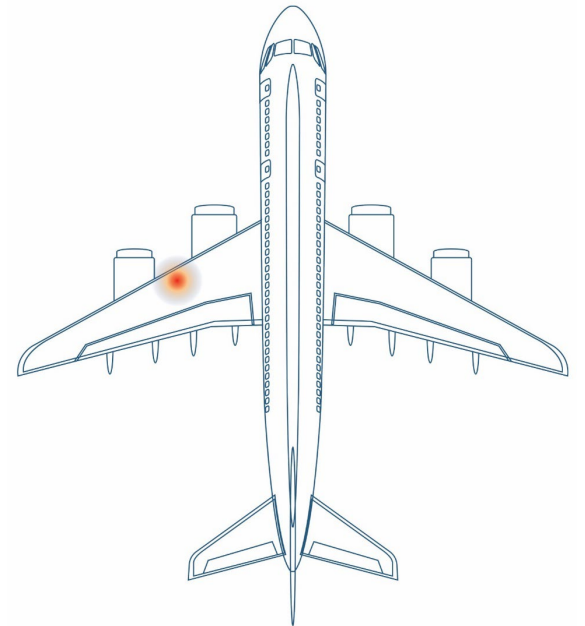
- Product: ODiSI
- High-Definition Fiber Optic Sensing
  - Measuring strain and temperature in composites and other advanced materials
  - Focus on military and commercial aerospace and automotive

# Sensing: Long-range, high-speed

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- Product: Hyperion
- High-Speed, Long-Range FBG Sensing
  - Measuring strain, temperature, acceleration, displacement and pressure
  - Focus on structural health and security
    - Buildings, tunnels, bridges
    - Perimeter security



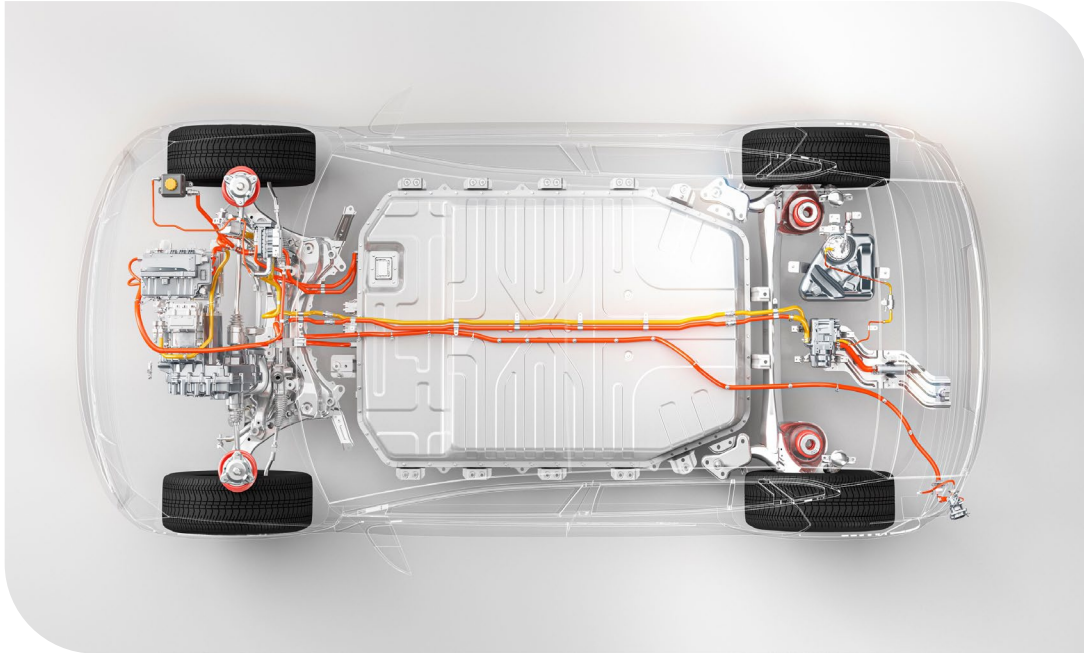
# Sensing: Long-range, continuous

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- Product: OptaSense
- Market Leader in Long-Range Distributed Acoustic Sensing (DAS)
  - Borders, perimeter security, transportation, pipelines, oil and gas
- Product: Lios
- Market leader in long range distributed temperature sensing
  - Power cables, tunnels, oil and gas, industrial processes

# Sensing: Material thickness



- Product: Terahertz technology
- Layer thickness measurements for process control, inspection and non-destructive testing
  - Advanced technology measures thickness of opaque materials
  - Unique measurement of composites and coatings with easy-to-use hand-held tools
  - Focus on manufacturing environments and field test for military-aerospace
    - Plastic and industrial packaging
    - Used extensively on F35 and F22 for anti-radar surface treatment
  - Optimization of EV battery production

# Comms Test

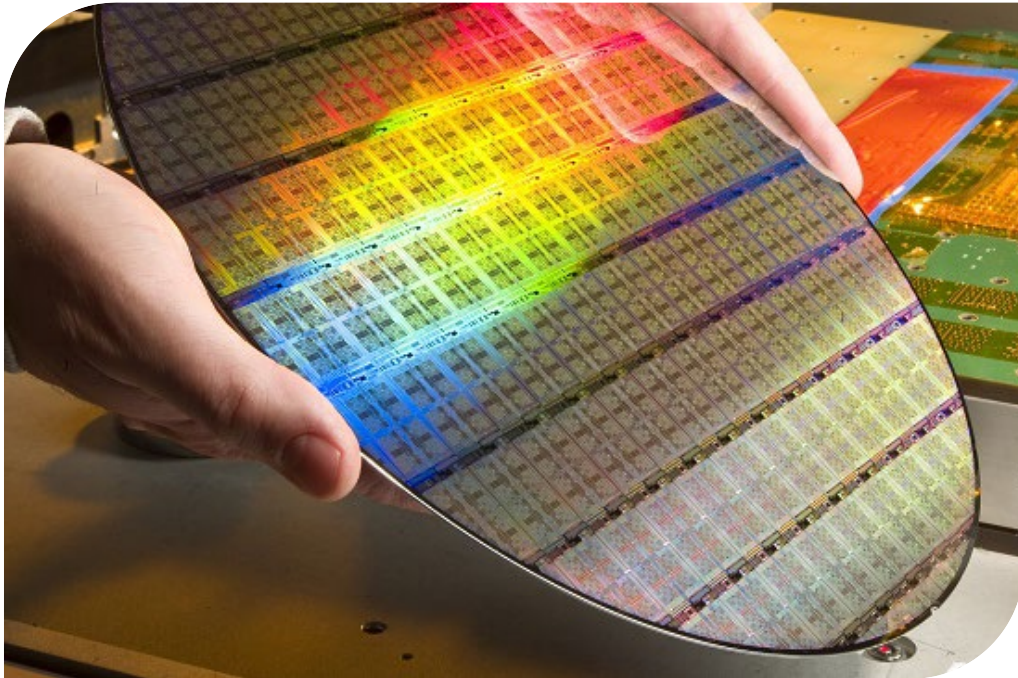
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- Increased data and video consumption
  - Video forecasted to represent 82% of all IP traffic in 2022, 34% CAGR
- Growth in mobile and 5G
  - Mobile data traffic growing at 46% CAGR
- Cloud services and adoption of Internet of Things
  - Data center traffic growing at 26% CAGR
  - 28.5 billion IoT networked devices by 2022

# Comms Test: Components

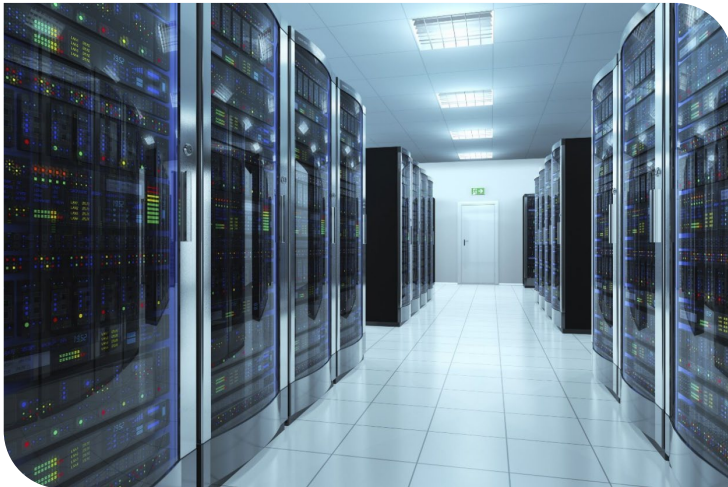
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- Product: Optical Vector Analyzer (OVA)
- Ensuring speed at the chip level
- Unprecedented visibility inside devices - you can't fix what you can't see
- Reduces time and cost associated with the development of high-speed optical components
- Focus on enabling the carriers to move to 5G networks

# Comms Test: Short-haul network

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- Product: Optical Backscatter Reflectometer (OBR)
- Bandwidth demands continue to drive double-digit connectivity growth
- Delivers unprecedented visibility into short-haul networks
- Emerging market for on-board aircraft communications
- Ensuring network “up time” on Lockheed Martin’s F-35





# Third-Quarter FY22 Results



# Third-Quarter 2022: Key Financial Results

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- Revenues of \$29.2M, up 43% year-over-year
- Revenues in constant currency<sup>1</sup> of \$30.1M, up 48% year-over-year
- Gross margin of 58%, compared to 62% for the prior-year period
- Adjusted operating income of \$4.2M, compared to \$1.7M for the prior-year period
- Adjusted EBITDA<sup>2</sup> of \$4.5, compared to \$2.1M for the prior-year period
- Adjusted EPS<sup>2</sup> of \$0.09, compared to \$0.03 for the prior-year period

*Executing against our strategy*

<sup>1</sup>We calculate constant currency revenues (a non-GAAP financial measure) by translating our foreign revenues for the current period in U.S. dollars at the average exchange rate in effect for the comparable prior year period. The translated results are then used to determine year-over-year percentage increases or decreases..

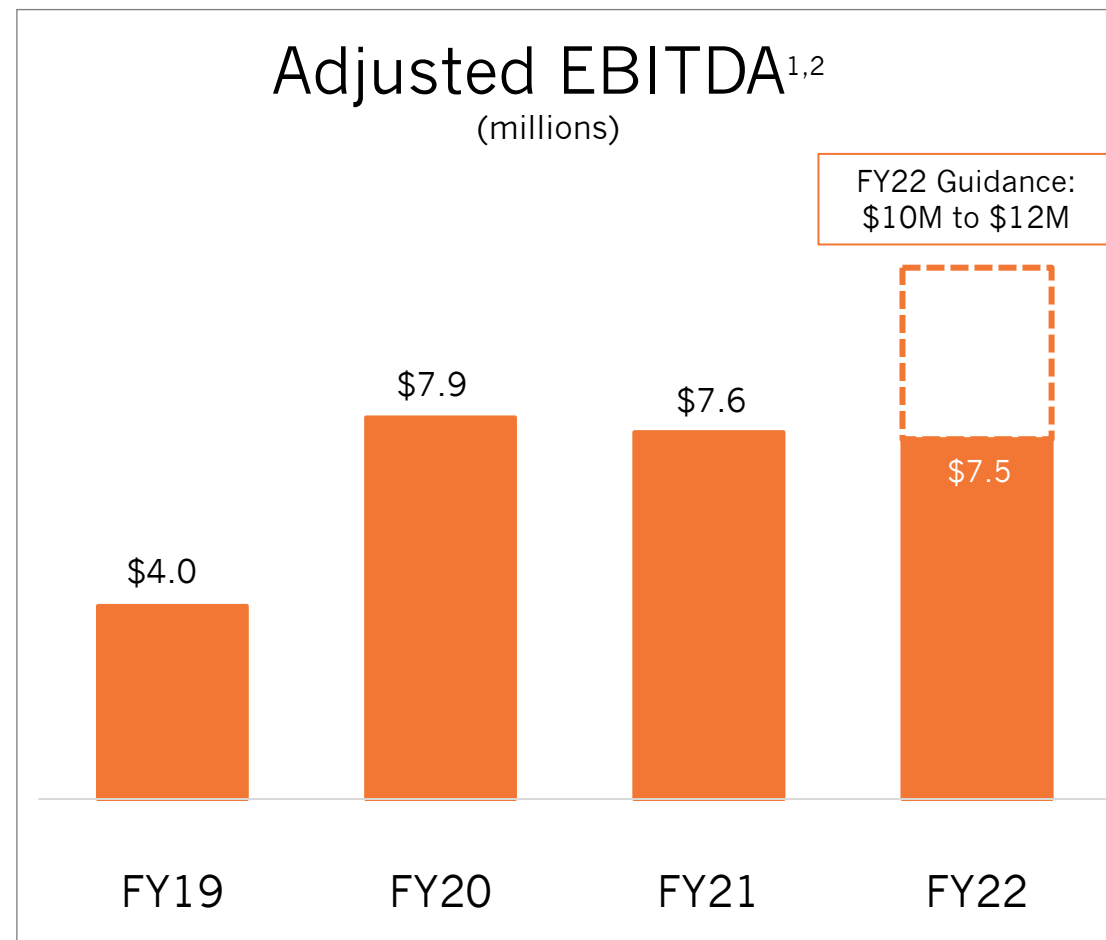
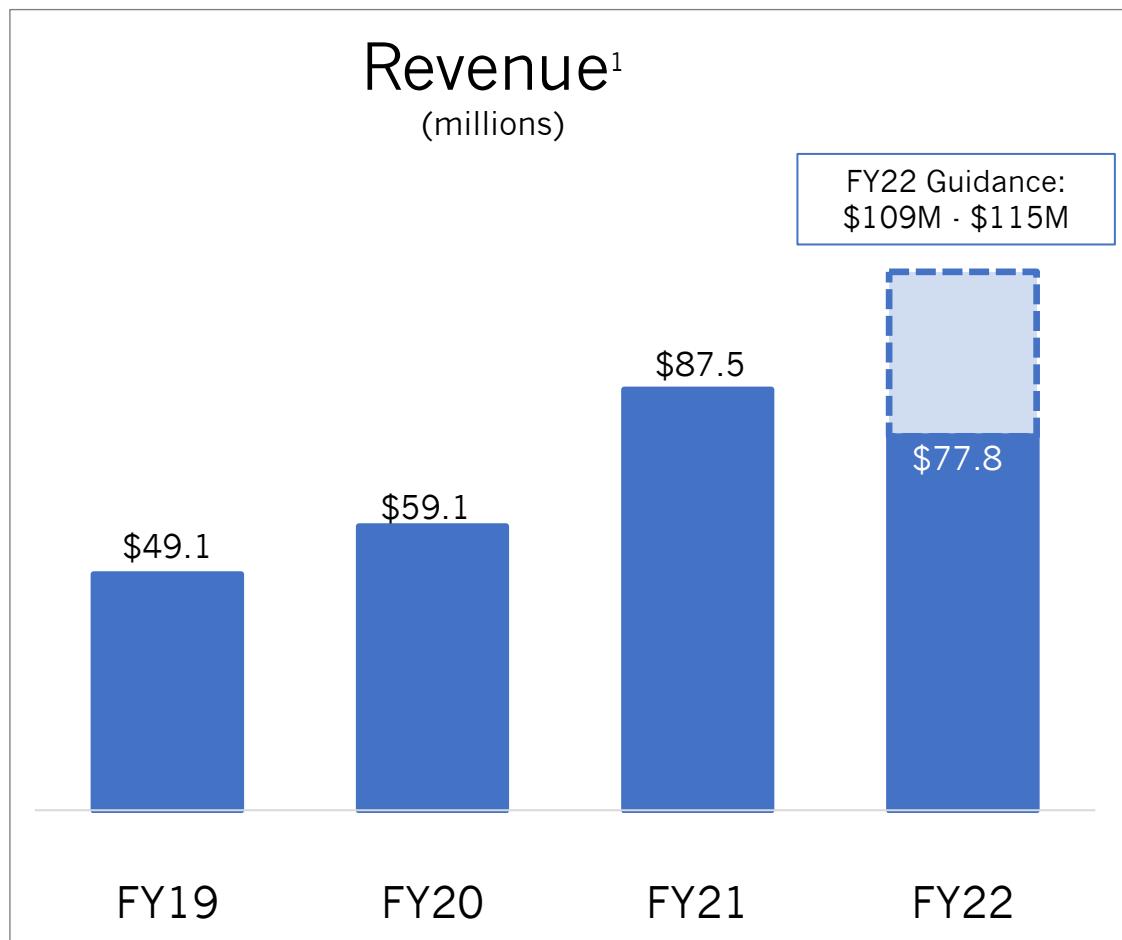
<sup>2</sup>Adj EPS, EBITDA and Operating Income are a non-GAAP measures. Reconciliation of comparable GAAP measures to non-GAAP measures can be found on our website.

# Third-Quarter 2022 and Recent Business Highlights

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- Signed new, \$14.2 million contract with Intuitive Surgical, Inc. (Nasdaq: ISRG) to supply critical photonic subsystems for its next-generation, robotic surgical systems
- Continued delivering OBR 6200 to Lockheed Martin to support global sustainment of F-35
- Continued market share growth for Luna's fiber optic systems displacing legacy technologies
  - Perimeter security for an Eastern European airport
  - Water storage tank monitoring in Middle East
  - Leak detection for Produced Water pipeline in the U.S.
  - Power cable monitoring for large, offshore, U.S. wind farm
- Continued successful penetration with THz products into industrial process monitoring markets
  - EV battery
  - Adhesive manufacturing
- Key management appointments
  - Eva Hartmann named SVP of Human Resources
  - Brian Soller to Chief Technology Officer & EVP of Corporate Development

# Strong Financial Results



<sup>1</sup> Reminder: Luna Labs reclassified to Discontinued Operations and subsequent sale in late Q1 2022.

<sup>2</sup> Adj EBITDA is a non-GAAP measure. Reconciliation of comparable GAAP measures to non-GAAP measures can be found on our website.

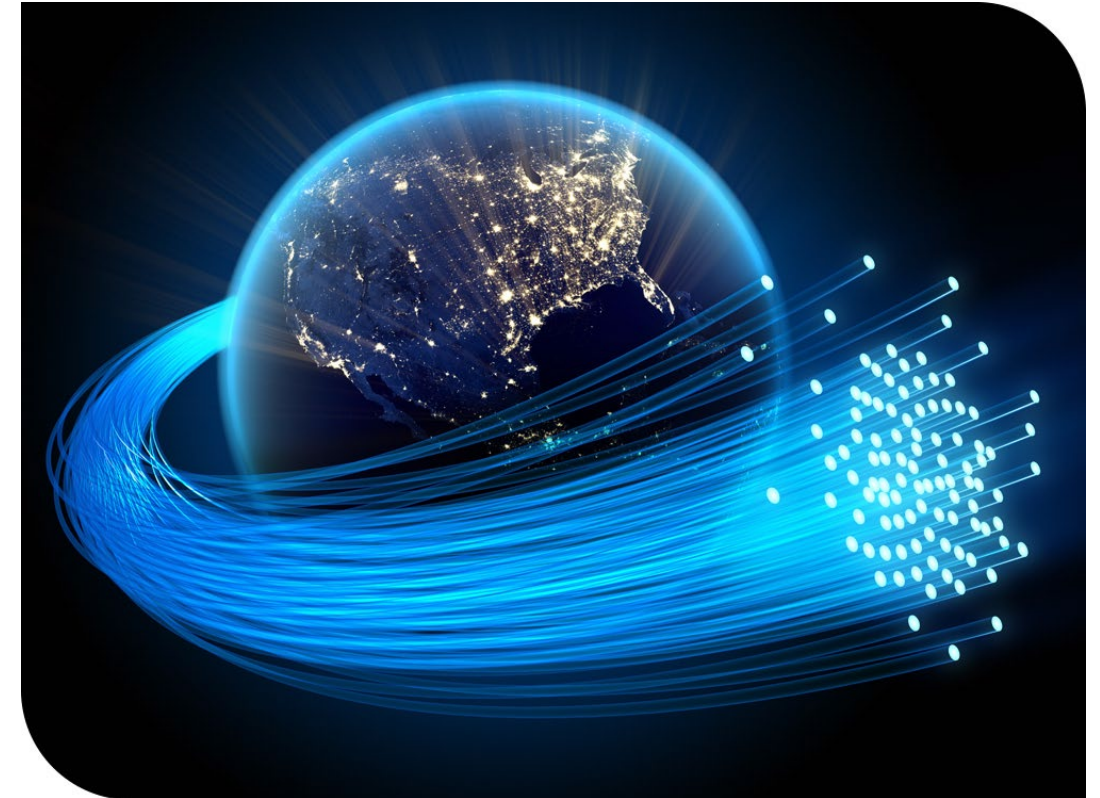
# Balance Sheet

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- Balance sheet on September 30, 2022:
  - \$145.2M in total assets
    - \$7.9M in cash and cash equivalents
    - \$46.7M in working capital
- Total debt of \$21.7M outstanding
  - \$19.5M in term debt
  - \$2.2M drawn on revolver
- All investments over the past five years – in both business and in M&A – have been funded by using the balance sheet through cash and bank debt
- Luna will continue to deploy capital prudently to generate long-term sustainable growth
  - Increasing organic sales
  - Reinvesting in our business
  - Identifying inorganic opportunities

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**NASDAQ: LUNA**

