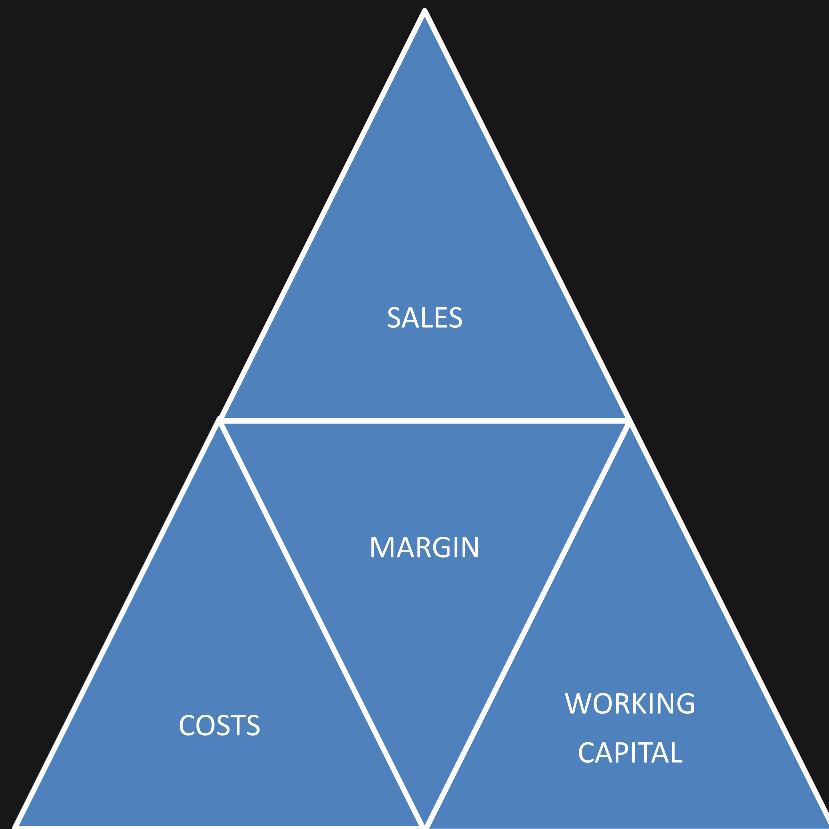
ANNUAL SHAREHOLDER MEETING

AUGUST 2016
ORIONLIGHTING.COM

SAFE HARBOR

Certain matters discussed in this presentation are "forward-looking statements" intended to qualify for the safe harbor from liability established by the Private Securities Litigation Reform Act of 1995. These forward-looking statements may generally be identified as such because the context of such statements will include words such as "anticipate," "believe," "could," "estimate," "expect," "intend," "may," "plan," "potential," "predict," "project," "should," "will," "would" or words of similar import. Similarly, statements that describe the Company's future plans, objectives or goals are also forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties that could cause results to differ materially from those expected, including, but not limited to, the following: (i) our ability to achieve our expected revenue, gross margin, net income and EBITDA objectives in fiscal 2017 and beyond; (ii) our ability to achieve and sustain profitability and positive cash flows; (iii) the availability of additional debt financing and/or equity capital, and our limited borrowing capacity under our bank line of credit; (iv) our development of, and participation in, new product and technology offerings or applications, including customer acceptance of our new light emitting diode product lines; (v) deterioration of market conditions, including our dependence on customers' capital budgets for sales of products and services; (vi) our ability to compete and execute our strategy in a highly competitive and rapidly changing LED market and our ability to respond successfully to market competition; (vii) our ability to successfully implement our strategy of focusing on lighting solutions using new LED technologies in lieu of traditional HIF lighting upon which our business has historically relied; (viii) adverse developments with respect to litigation and other legal matters to which we are subject; (ix) our failure to comply with the covenants in our revolving credit agreement; (x) increasing duration of customer sales cycles; (xi) fluctuating quarterly results of operations as we focus on new LED technologies; (xii) the market acceptance of our products and services; (xiii) our ability to recruit and hire sales talent to increase our in-market sales and our ability to pursue an expanded third-party sales channel through distribution and sales agents; (xiv) price fluctuations, shortages or interruptions of component supplies and raw materials used to manufacture our products; (xv) loss of one or more key customers or suppliers, including key contacts at such customers; (xvi) our ability to effectively manage our product inventory to provide our products to customers on a timely basis; (xvii) a reduction in the price of electricity; (xviii) the cost to comply with, and the effects of, any current and future government regulations, laws and policies; (xix) increased competition from government subsidies and utility incentive programs; (xx) potential warranty claims; and (xxi) the other risks described in our filings with the SEC. Shareholders, potential investors and other readers are urged to consider these factors carefully in evaluating the forward-looking statements and are cautioned not to place undue reliance on such forward-looking statements. The forward-looking statements made herein are made only as of the date of this press release and the Company undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise. More detailed information about factors that may affect our performance may be found in our filings with the Securities and Exchange Commission, which are available at http://www.sec.gov or at http://www.oesx.com in the Investor Relations section of the Company's Web site.

BILL HULL, CFO



YEAR END SUMMARY

($ in millions, except loss per share)	For the fiscal year ended	
	FY15[1]	FY16[2]
Revenue	$ 72.2	$ 67.6
Gross Margin %	(1.6)%	23.7%
Operating Expenses	$ 30.8	$ 35.9
Operating Loss	$ (31.9)	$ (19.9)
Net Loss	$ (32.1)	$ (20.1)
Loss per share	$ (1.43)	$ (0.73)
EBITDA*	$ (27.8)	$ (15.8)

*See Non-GAAP Reconciliation in Appendix.

FISCAL 2016 HIGHLIGHTS

- LED product sales up 49%, reaching 71% of total lighting product revenues
- Gross profit reaches $16 million an increase of 46% over the adjusted prior fiscal year
- Gross margin of 23.7% up 850 basis points over the adjusted prior fiscal year

(1) FY15 includes $12.1 million in impairment charges in Q4 F15
(2) FY16 operating expenses include a $4.4 million goodwill impairment charge, $1.6 million impairment loss on assets held for sale relating to the sale/leaseback of a manufacturing facility, and the recognition of a loss contingency and associated expenses of $1.8 million.

NON-GAAP RECONCILIATION

($ in millions)	TWELVE MONTHS ENDED 3/31/15 GAAP	TWELVE MONTHS ENDED 3/31/16 GAAP
GAAP Revenue	$ 72.2	$ 67.6
GAAP Net Loss	$ (32.1)	$ (20.1)
ITDA	$ 4.3	$ 4.4
EBITDA	$ (27.8)	$ (15.8)
Impairments *	$ 12.1	$ 6.0
Loss Contingency +	$ -	$ 1.4
Adj EBITDA	$ (15.7)	$ (8.3)
Adj EBITDA %	(21.7%)	(12.3%)

* Twelve months ended 3/31/15 elimination of $12.1M impairment charges related to wireless controls. Twelve months ended 3/31/16 elimination of $1.6M impairment loss on pending sale of manufacturing facility and goodwill impairment change of $4.4M
* Twelve months ended 3/31/16 loss contingency of $1.4M.

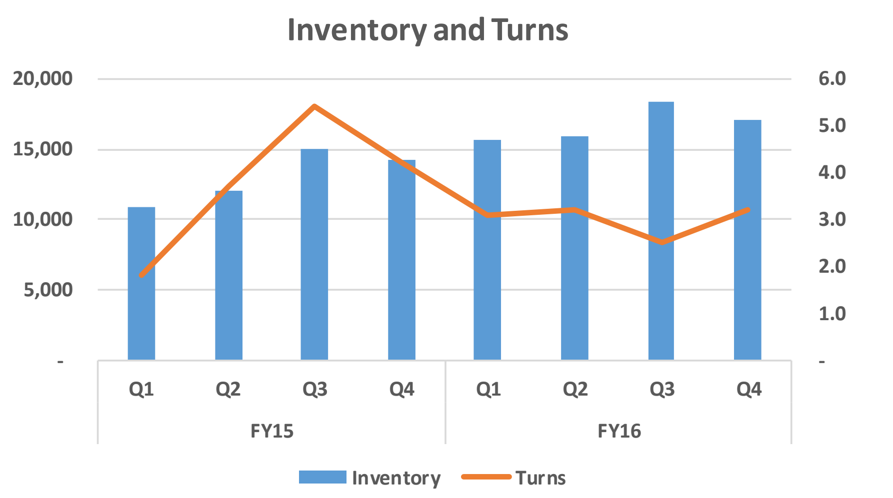
BALANCE SHEET AND CASH FLOW

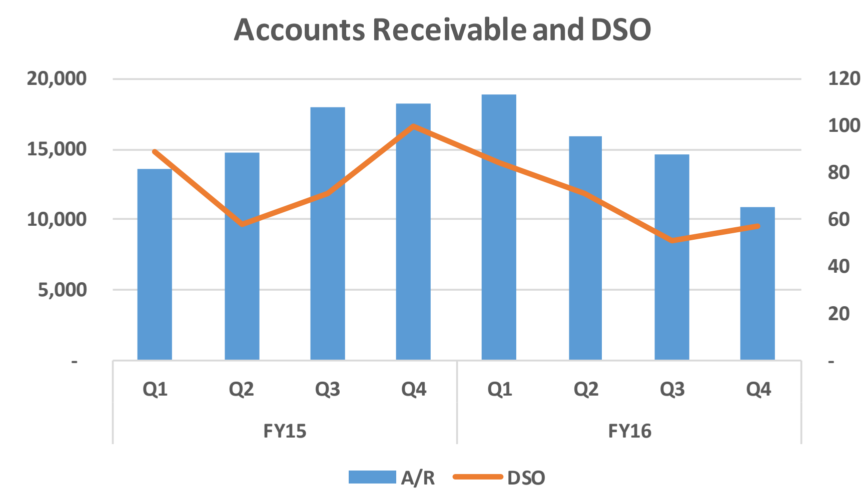
($ in millions)	BALANCE SHEET AS OF 3/31/15	BALANCE SHEET AS OF 3/31/16
Cash & Equivalents	$ 20.0	$ 15.5
Receivables	$ 18.3	$ 10.9
Inventory	$ 14.3	$ 17.0
Total Assets	$ 87.8	$ 70.9
Debt	$ 5.1	$ 4.8
Total Liabilities	$ 23.3	$ 24.9
Total Equity	$ 64.5	$ 46.0

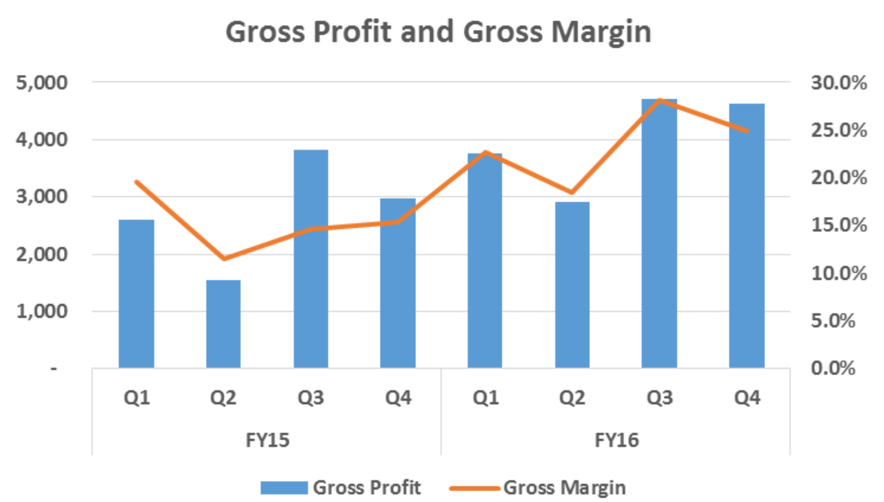
($ in millions)	CASH FLOW FY ENDING 3/31/15	CASH FLOW FY ENDING 3/31/16
Net Loss	$ (32.1)	$ (20.1)
EBITDA*	$ (27.8)	$ (15.8)
Cash Flow From Operations	$ (12.8)	$ (3.5)
Cash Flow From Investing	$ (0.7)	$ (0.4)
Cash Flow From Financing	$ 16.0	$ (0.6)
Net Cash Flow	$ 2.4	$ (4.5)

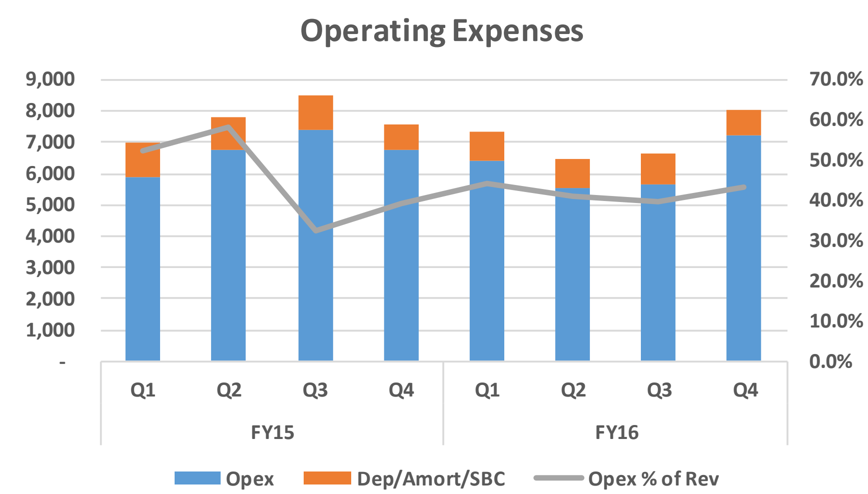
* See Non-GAAP Reconciliation in Appendix for Adjusted EBITDA.
+ FY15 includes proceeds from sale of stock of $17.5M.

PERFORMANCE









- Q2 FY15 excludes $12.1M impairment charges related to wireless controls.
- Q4 FY16 excludes $1.6M impairment loss on pending sale of manufacturing facility and goodwill impairment change of $4.4M
- Q4 FY16 excludes loss contingency of $1.4M.

ACHIEVE REVENUE AND MARGIN GROWTH FOR FULL-YEAR 2017

- Revenue should grow 10-20 percent in fiscal 2017 versus the prior fiscal year
- Gross margin should rise toward the 30% threshold by the end of the fiscal year

STRATEGIC INITIATIVES

MIKE POTTS, COO

STRATEGIC INITIATIVES

Products

✓ Develop Superior Performing LED Fixtures
LDR, High-Bay

✓ Patent Innovative Product Ideas

Manufacturing & Logistics

✓ Strategic Partners and Suppliers

✓ Quick Turn Manufacturing

✓ Expand Logistics Footprint

✓ Maximize Value of Building Assets

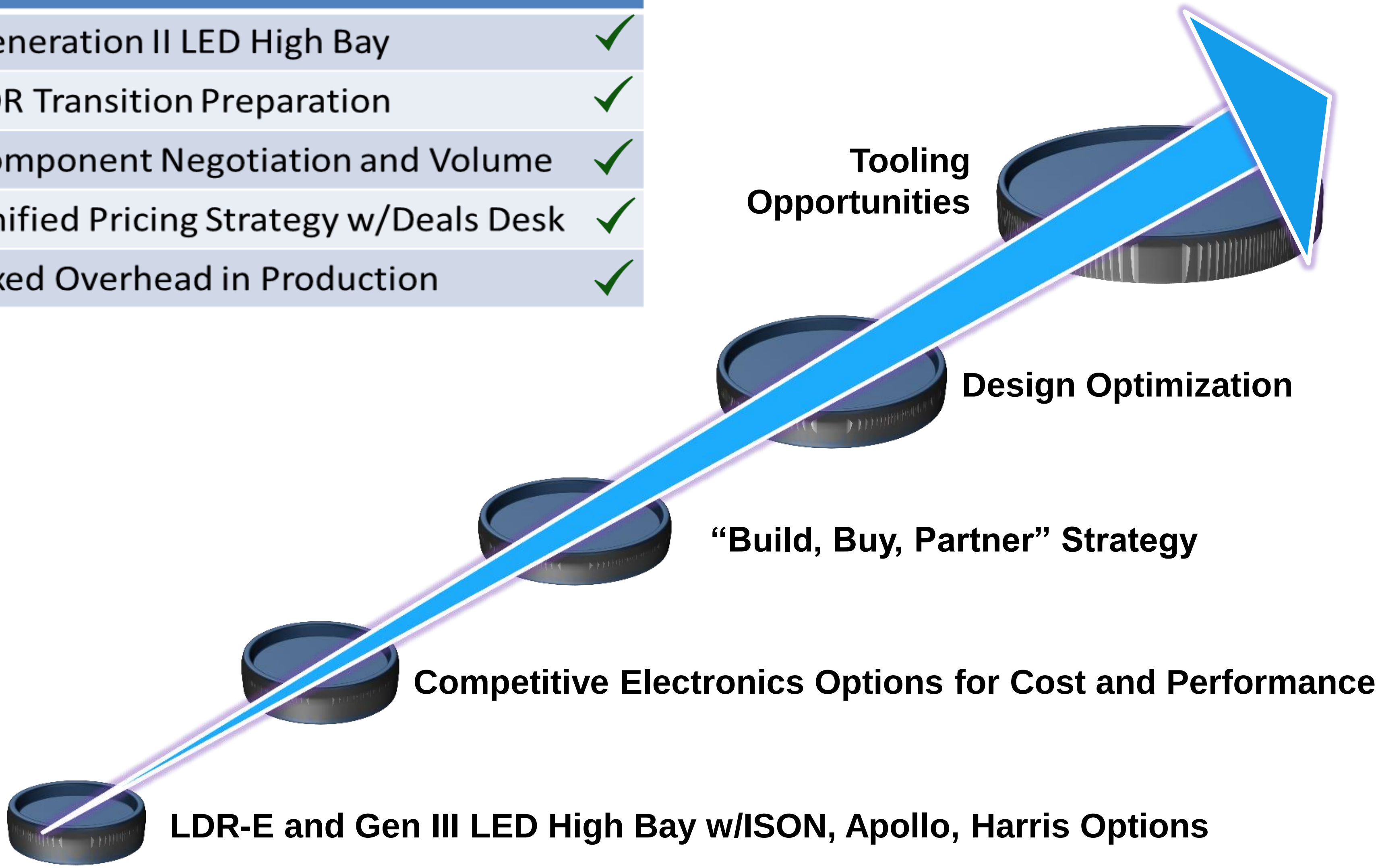
MARGIN STRATEGY

MARC MEADE, EVP

MARGIN STRATEGY

FY16 Achievement	
Generation II LED High Bay	✓
LDR Transition Preparation	✓
Component Negotiation and Volume	✓
Unified Pricing Strategy w/Deals Desk	✓
Fixed Overhead in Production	✓

MARGIN GROWTH PLATFORMS- **FY17**



JOHN SCRIBANTE, CEO

ORION TODAY

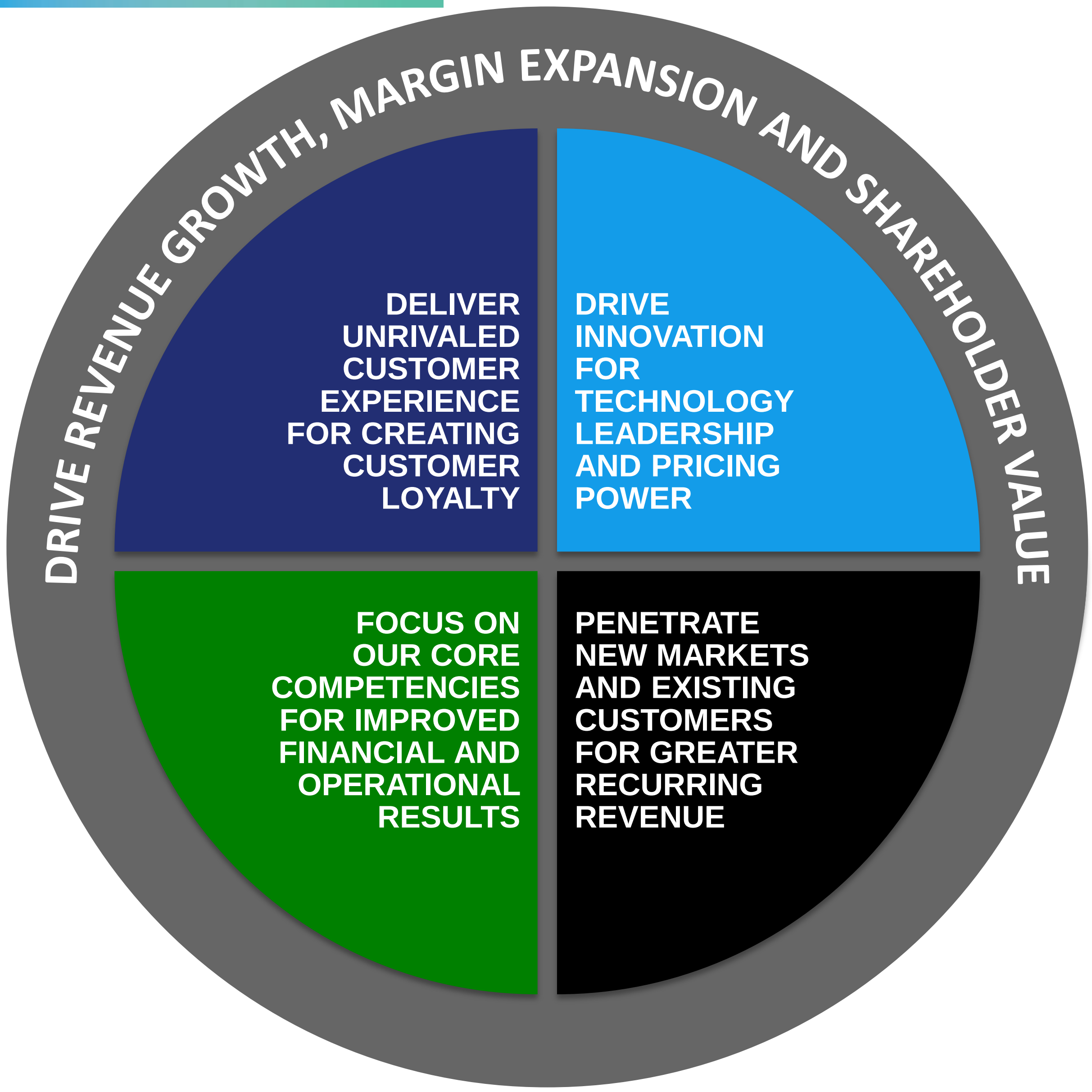
Orion Innovation Hub | Chicago, IL
Orion Engineered Systems | Jacksonville, FL
Orion Tech Center & Manufacturing | Manitowoc, WI

13,555+	178	67
COMPLETED INSTALLATIONS	**FORTUNE 500 CUSTOMERS**	**PATENTS GRANTED | 29 PENDING**
170	~200K	~75%
EMPLOYEES	**SQ. FT MANUFACTURING SPACE**	**LED LIGHTING PRODUCT REVENUE**

KEY MARKET DRIVERS

ENERGY	FACILITIES	SUSTAINABILITY	POLICY	TECHNOLOGY
Increasing energy prices	Aging lighting technology	Population growth	Title 24 EPAct	Solid-state LED
Attractive rebates and incentives	Increasing maintenance costs	Changing demographics and awareness	Sustainable regulations and standards	Internet of Things / Power over Ethernet
	Need to take cost out	Green marketing	OSHA requirements for safety and productivity	Big Data
	Green buildings			Smart Grid
				LaaS - Lighting as a Service

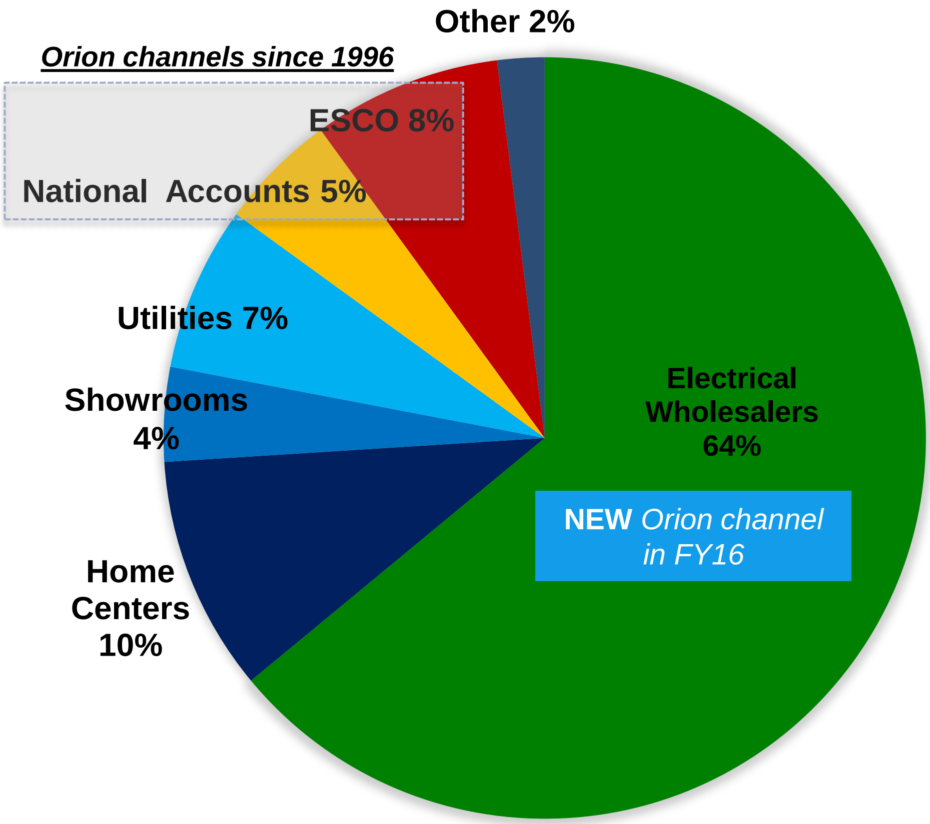
STRATEGY


DRIVE REVENUE GROWTH, MARGIN EXPANSION AND SHAREHOLDER VALUE
DELIVER UNRIVALED CUSTOMER EXPERIENCE FOR CREATING CUSTOMER LOYALTY
DRIVE INNOVATION FOR TECHNOLOGY LEADERSHIP AND PRICING POWER
FOCUS ON OUR CORE COMPETENCIES FOR IMPROVED FINANCIAL AND OPERATIONAL RESULTS
PENETRATE NEW MARKETS AND EXISTING CUSTOMERS FOR GREATER RECURRING REVENUE

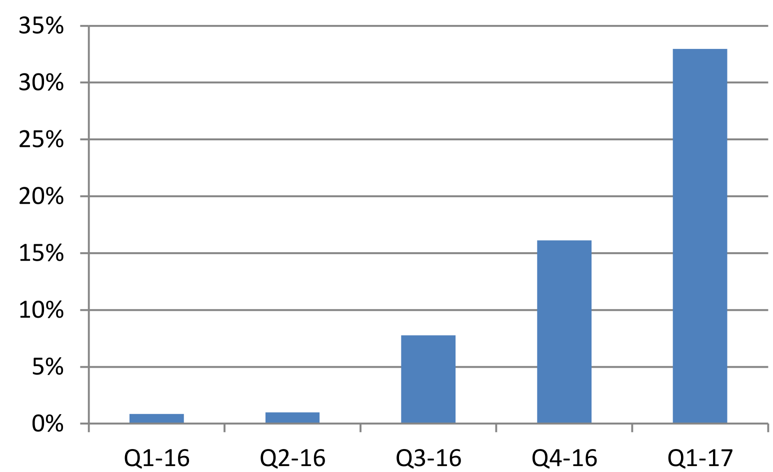
PENETRATING NEW MARKETS

NORTH AMERICAN LED MARKET TO REACH $30.5B IN 2016

LIGHTING CHANNELS



Electrical Distributors (as a % of channel revenue)



Last year we said we would…

- Employ a unified approach to sales and marketing
- Transition to a more traditional manufacturer / distribution model to boost growth
- Maintain an emphasis on strong customer engagement

2016 Global LED Lighting Market Trends - LEDinside, Global Insight Construction, NEMA luminaires report, McGraw Hill Canadian Construction and company estimates

EXPERTISE DRIVES INNOVATION AND LEADERSHIP

UNIQUELY RETROFIT

- $200B retrofit lighting market*
- Deep expertise in more than 12,000 projects

INNOVATION DRIVES IP

- Industry-leading breakthroughs
- Nearly 100 patents granted / pending

MARKET LEADER

- Highest performing high bays
- Industry's first LED troffer retrofit

** Estimated Orion replacement value for LED in Low/High Bay, Exterior and Troffer applications.*

Industry Leading Products

ISON CLASS Premium Price
Most Options


179 LPW


177 LPW

APOLLO CLASS MID Price
Many Options


152 LPW


152 LPW

HARRIS CLASS Low Price
Basic Options


148 LPW

Competing Products


176 LPW


161 LPW


113 LPW


125 LPW


127 LPW


142 LPW


102 LPW


140 LPW


119 LPW


129 LPW

ROI EXAMPLE

CASE STUDY: MANUFACTURING FACILITY, BROWNSVILLE, TN
RESULTS AUDITED BY TVA UTILITY AND LOCKHEED MARTIN

HID TO LED + CONTROLS | 215,000 SQ/FT	
FIXTURE COUNT	Existing HID = 621 Orion LED = 598
JOB COSTS	$299,335.29
ANNUAL KWH SAVINGS	4,349,726.85
ANNUAL SAVINGS	$347,978.15
INCENTIVES	$134,974.11
PAYBACK WITHOUT INCENTIVE	11 months
PAYBACK WITH INCENTIVES	6 months

THESE CUSTOMERS UNDERSTAND THE ROI OF OUR PRODUCTS

<5% OF 13,000+ FACILITIES NATIONWIDE RETROFITTED WITH LED SOLUTIONS

49 Manufacturing Facilities

416 Bottling and Sales Facilities

3,000+ Facilities, Distribution and Retail

7 Manufacturing Facilities, 723 Dealerships

2,000+ Facilities

400+ Facilities

23 Distribution Facilities

178 Bottling and Sales Facilities

224 Facilities

400+ Facilities

195 Facilities

500+ Facilities

107 Bottling and Distribution Facilities

122 Cold & Dry Storage Facilities

108 Manufacturing and Distribution Facilities

10 Manufacturing Facilities

4,100+ Retail Facilities

ACHIEVE REVENUE AND MARGIN GROWTH FOR FULL-YEAR 2017

- Cultivate our agency/wholesale distribution channel and increase our penetration into the largest segment of the lighting market
- Introduce niche designs into the market to drive incremental growth at a good margin
- Reduce manufacturing costs in our designs
- Maintain short cycles from design to production and expand our competitive advantage in the marketplace

  - Revenue should grow 10-20 percent in fiscal 2017 versus the prior fiscal year
  - Gross margin should rise toward the 30% threshold by the end of the fiscal year

THANK YOU