



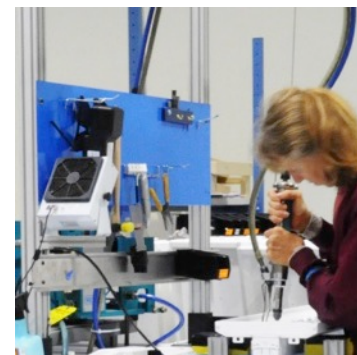
# **INVESTOR PRESENTATION**

**March 2015**

**[www.oesx.com](http://www.oesx.com)**

# SAFE HARBOR

This presentation (including any oral statements transmitted to the recipients of this presentation) contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding OESX's current expectations about its future operating results, prospects and opportunities. OESX has tried to identify these forward looking statements by using words such as "expect," "anticipate," "potential", "estimate," "plan," "will," "would," "should," "believe" or similar expressions, but these words are not the exclusive means for identifying such statements. OESX cautions that a number of risks, uncertainties and other important factors could cause OESX's actual results, prospects and opportunities to differ materially from those expressed in, or implied by, the forward-looking statements. For a detailed discussion of factors that could affect OESX's future operating results, prospects and opportunities, please see OESX's Annual Report on Form 10-K and subsequently filed form 10-Qs, including the disclosures under "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" which are available at [www.sec.gov](http://www.sec.gov) on the investor page of OESX's website. You should not place undue reliance on any forward-looking statements. Except as expressly required by the federal securities laws, OESX undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, changed circumstances or future events or for any other reason.



**We build lighting systems targeted at retrofitting commercial, industrial, and parking structures with leading edge technology.**

**Energy efficient without compromise.**



# INVESTOR HIGHLIGHTS

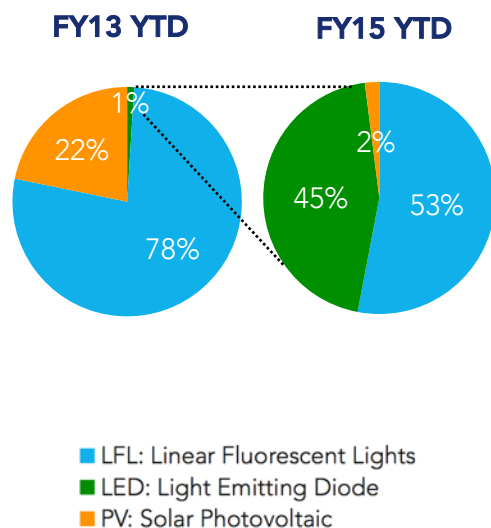
- Leader in LED retrofit solutions
- Over 10,600 completed installations (not including Harris)
- Over 170 Fortune 500 customers
- 62 patents granted and 41 pending
- 205+ employees, 260K+ square foot manufacturing facility
- LED accelerating, 54% of FY15 Q3 total lighting product revenue
- Market opportunity - 400M LED lamps sold in 2013, ~\$16B revenues, 3% global market penetration

## KEY STATISTICS

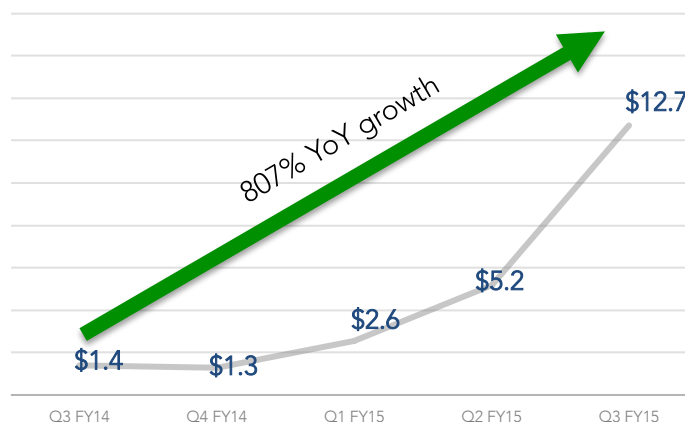
TTM a/o 12.31.14

Total Revenue	\$65.4
Gross Profit Margin %*	14.2%
EBITDA Margin %*	(29.5%)
Diluted EPS*	\$(1.12)
Share Count	21.9M
Market Cap	\$120.5M
Cash	\$4.8M
Debt	\$4.4M
Credit Line a/o 2.15.15	\$15M

## SALES BY PRODUCT



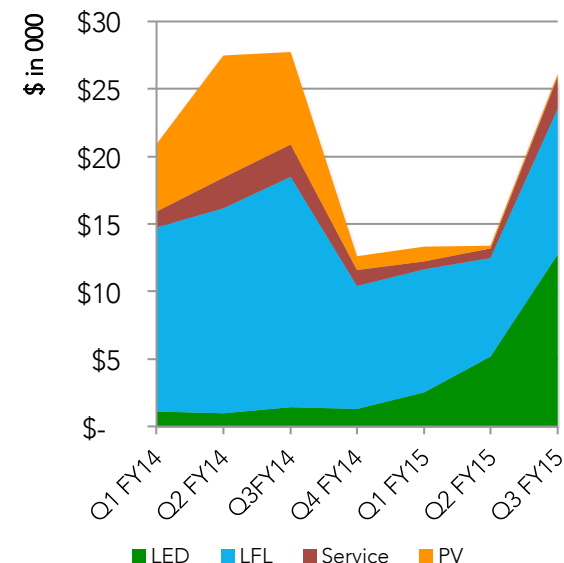
## INCREASING ADOPTION RATE IN LED



\$4.8 million in LED revenue in FY14

LED = 54.1% of total lighting product revenue in Q3 FY15

## SALES BY PRODUCT QUARTERLY



\* See Non-GAAP Reconciliation in Appendix. Excludes \$12.1 controls impairment charge.

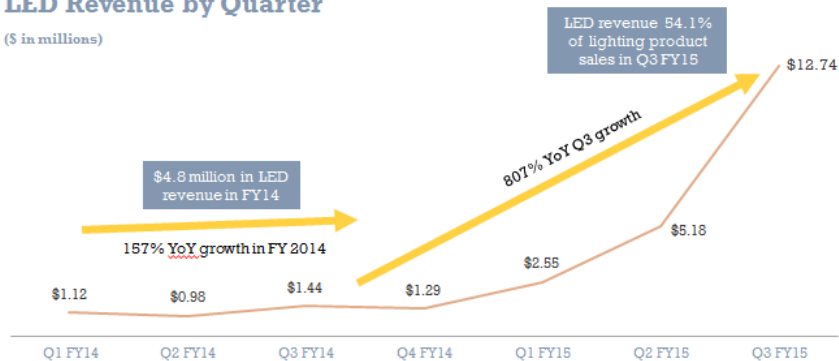


# RECENT INVESTOR CATALYSTS

## INCREASING ADOPTION RATE IN LED

### LED Revenue by Quarter

(\$ in millions)



## INITIATIVES LEADING TO MARGIN EXPANSION ACROSS PRODUCT LINES

- Accelerated LED ramp up created short term margin pressure
- Negotiated material input cost improvements to LED Door Retrofit (LDR) product line in place
- Sales execution of recently introduced high margin LED products

## NEW BANKING RELATIONSHIP TO SUPPORT WORKING CAPITAL NEEDS

- New revolving credit facility with Wells Fargo to better align the Company's capital needs with its growing demand
- Solid financial position to carry out all current initiatives with \$21.5 million in working capital at 12/31/2014

## RECENT CAPITAL RAISE ALLOWS FOR ACCELERATED SALES GROWTH

- Recently completed \$19.1 follow-on public common stock offering
- Stronger balance sheet coupled with Wells Fargo line allows for Company to take on larger municipal contracts and single customer orders

# STRONG GROWTH STRATEGY IN PLACE

## TARGET OPERATING MODEL

	TTM	TARGET
Revenue	\$65.4M	\$250M
LED % of Total Revenue	33%	80%
Gross Margin	14% <sup>(1)</sup>	40%
Operating Margin	NM	20%

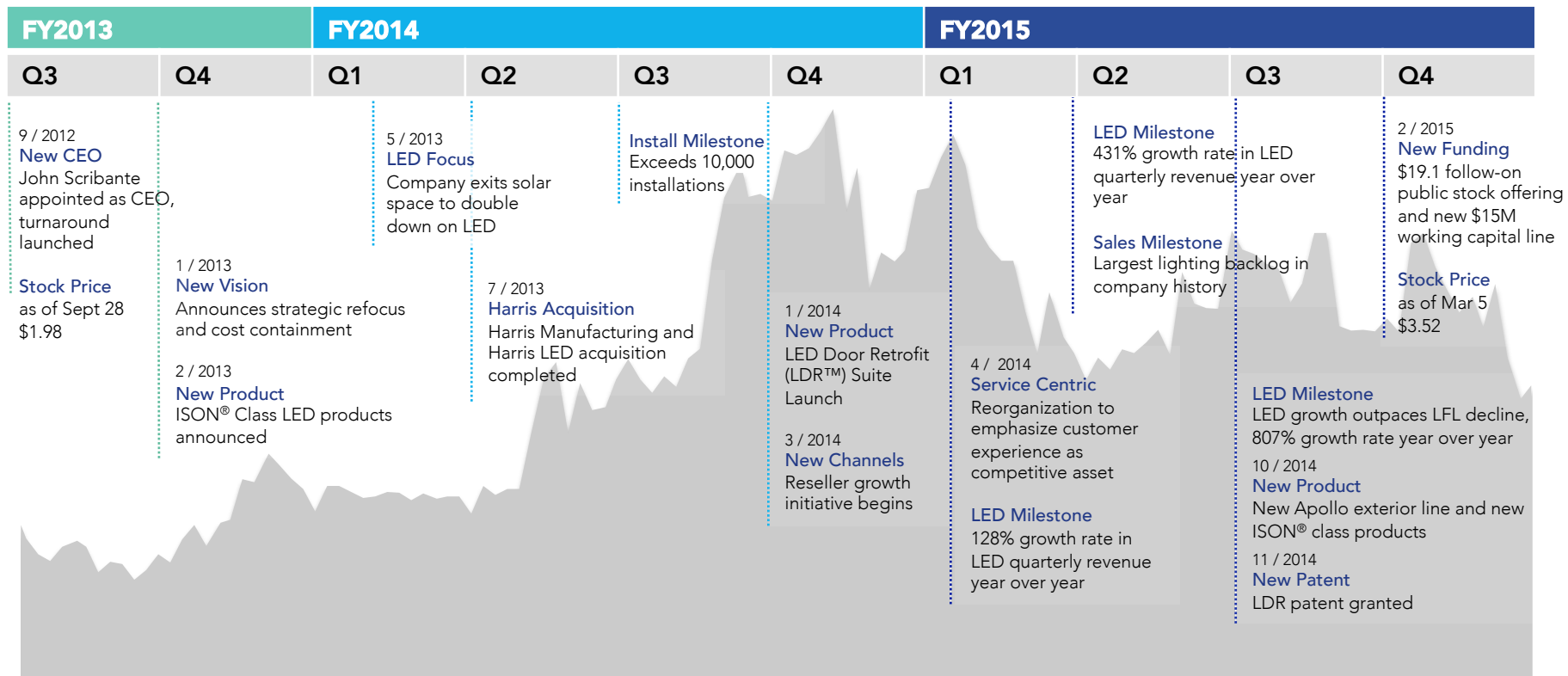
Target represents management's objectives only and does not constitute a financial forecast or projection of future company performance. These management objectives are for the company's annual operating model after a period of approximately 3-5 years from current fiscal year.

(1) Non-GAAP Gross Margin - Elimination of the impairment charge related to wireless controls for trailing twelve months

# RECENT ACHIEVEMENTS

## NEW MANAGEMENT AND A RENEWED COMMITMENT TO CORE COMPETENCIES AND SHAREHOLDER VALUE

- Exited non-core businesses and assets
- Increased plant efficiency by 67%
- Successful acquisition of accretive business
- Expanded all channels to market
- Introduced over a dozen new LED product suites



# DEDICATED LEADERSHIP TEAM

## COMMITTED TO CONTINUALLY INCREASING SHAREHOLDER VALUE

INSIDERS OWN 10.5% OF  
FULLY DILUTED STOCK



**John H. Scribante**  
Chief Executive Officer

- 10 years at Orion, top producing sales person
- Bachelor of Science in Finance – Creighton University
- 30 years professional selling and business management experience
- Entrepreneurial focus



**Scott R. Jensen, C.P.A.**  
Chief Financial Officer

- 10 years at Orion
- Bachelor of Business Administration, Accounting – University of Wisconsin-Milwaukee
- 18 years of financial management experience
- Business startup experience



**Michael J. Potts**  
President and Chief Operating Officer

- 13 years at Orion
- Bachelor of Science in Mechanical Engineering – Milwaukee School of Engineering
- Bachelor of Arts in Business Administration – Lakeland College
- 28 years experience in energy and utility industry



**Marc E. Meade**  
Executive Vice President

- 5 years at Orion
- Bachelor of Science in Accounting with emphasis on Tax and minor in Economics – Lakeland College
- 9 years of business and financial management experience
- Business planning and startup experience



**James Jackson**  
President, USM

- 1 year at Orion
- Bachelor of Business Administration, Finance – University of Wisconsin Whitewater
- 19 years of business and sales leadership experience
- Strategy, acquisition, channel sales and significant startup experience



**Scott Green**  
President, OES

- 17 years in lighting at Harris and Orion
- Bachelor of Science in Business – Central Michigan University
- MBA Northwestern University
- 33 years of entrepreneurial, CEO and President level experience

# A HISTORY OF SUCCESS

## APPROXIMATELY 3 BILLION SQUARE FEET RETROFITTED AT 10,000+ FACILITIES NATIONWIDE



48 Manufacturing  
Facilities



405 Bottling and  
Sales Facilities



3,000+ facilities



4 Manufacturing Facilities,  
678 Dealerships



2,000+ facilities



400+ facilities



**OfficeMax®**

20 Distribution  
Facilities



**PEPSICO**

168 Bottling and  
Sales Facilities



200+ facilities



400+ facilities



500+ facilities



107 Bottling and  
Distribution Facilities



121 Cold & Dry  
Storage Facilities



107 Manufacturing and  
Distribution Facilities



**TOYOTA**

9 Manufacturing  
Facilities



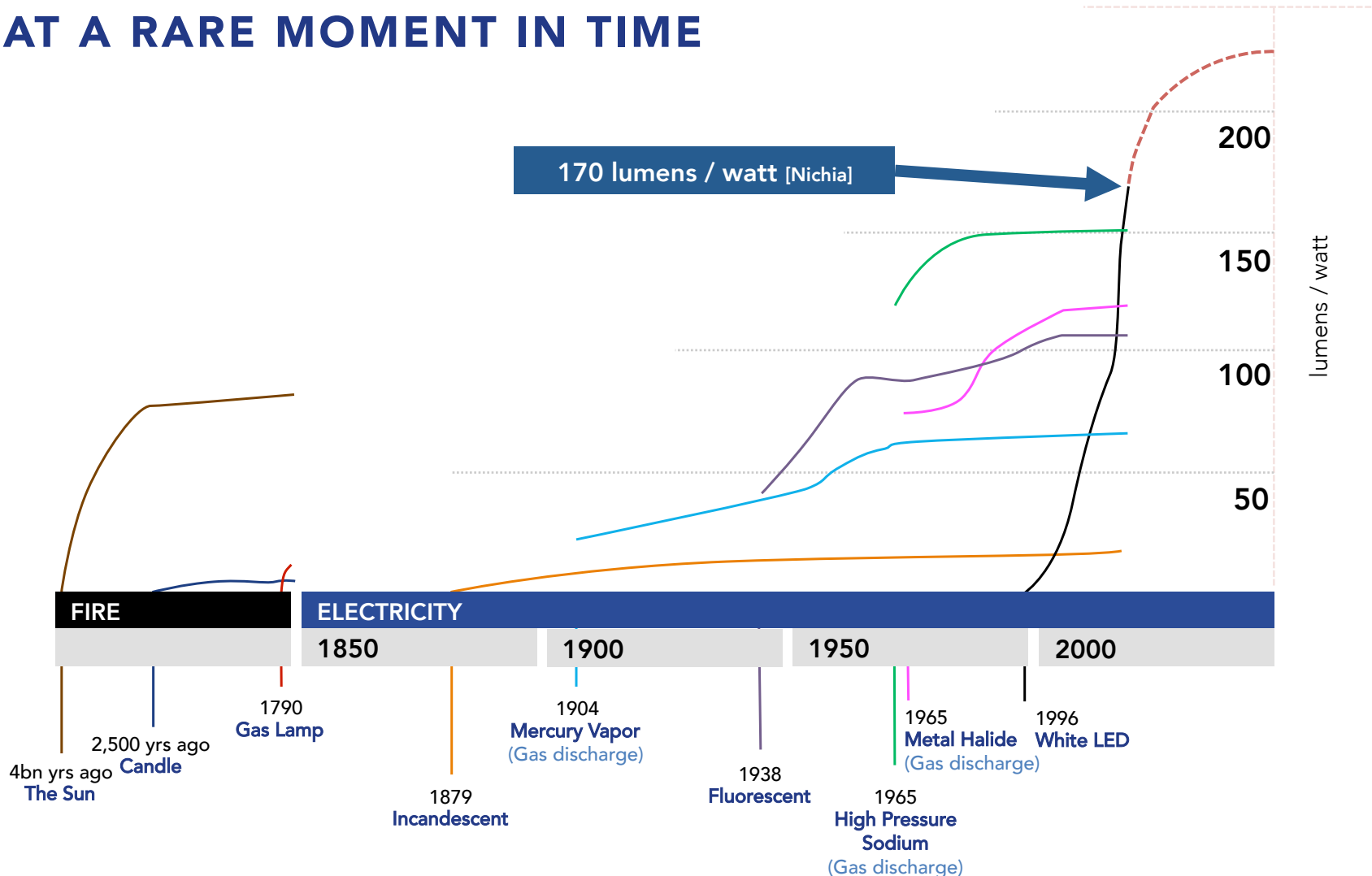
2,469 Retail  
Facilities

# THE MARKET OPPORTUNITY



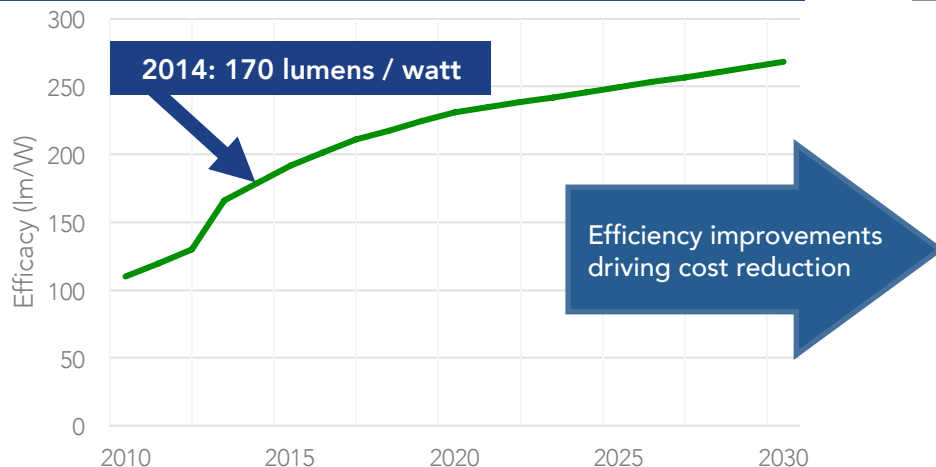
# HISTORY OF LIGHT

## LED: A TRANSFORMATIVE TECHNOLOGY AT A RARE MOMENT IN TIME

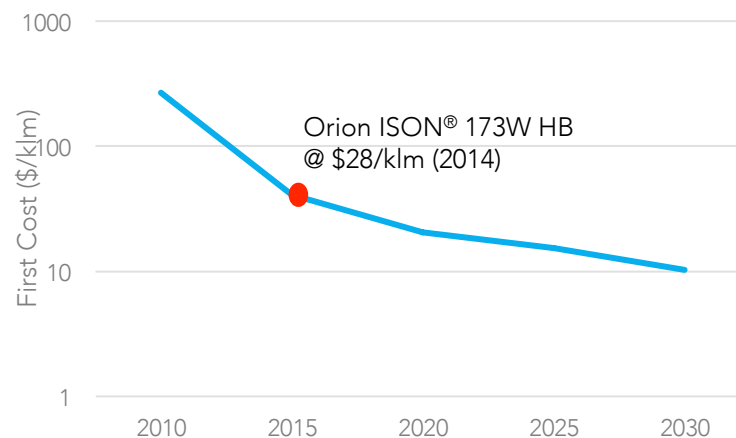


# THE LED GENERAL LIGHTING ADOPTION CURVE

## LED EFFICACY IMPROVEMENT



## AVERAGE LED HIGH BAY LUMINAIRE COST (\$/KLM) IMPROVEMENT



## AGGRESSIVE MARKET PRICE REDUCTIONS IN LED FIXTURES

**Orion** ISON® 173W HB

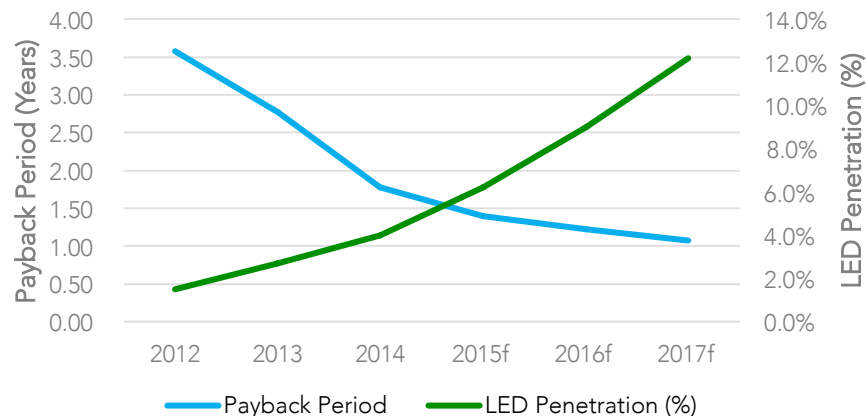


2012	\$748.00
2013	\$590.40
2014	\$403.34
2015	\$325.00

-57%

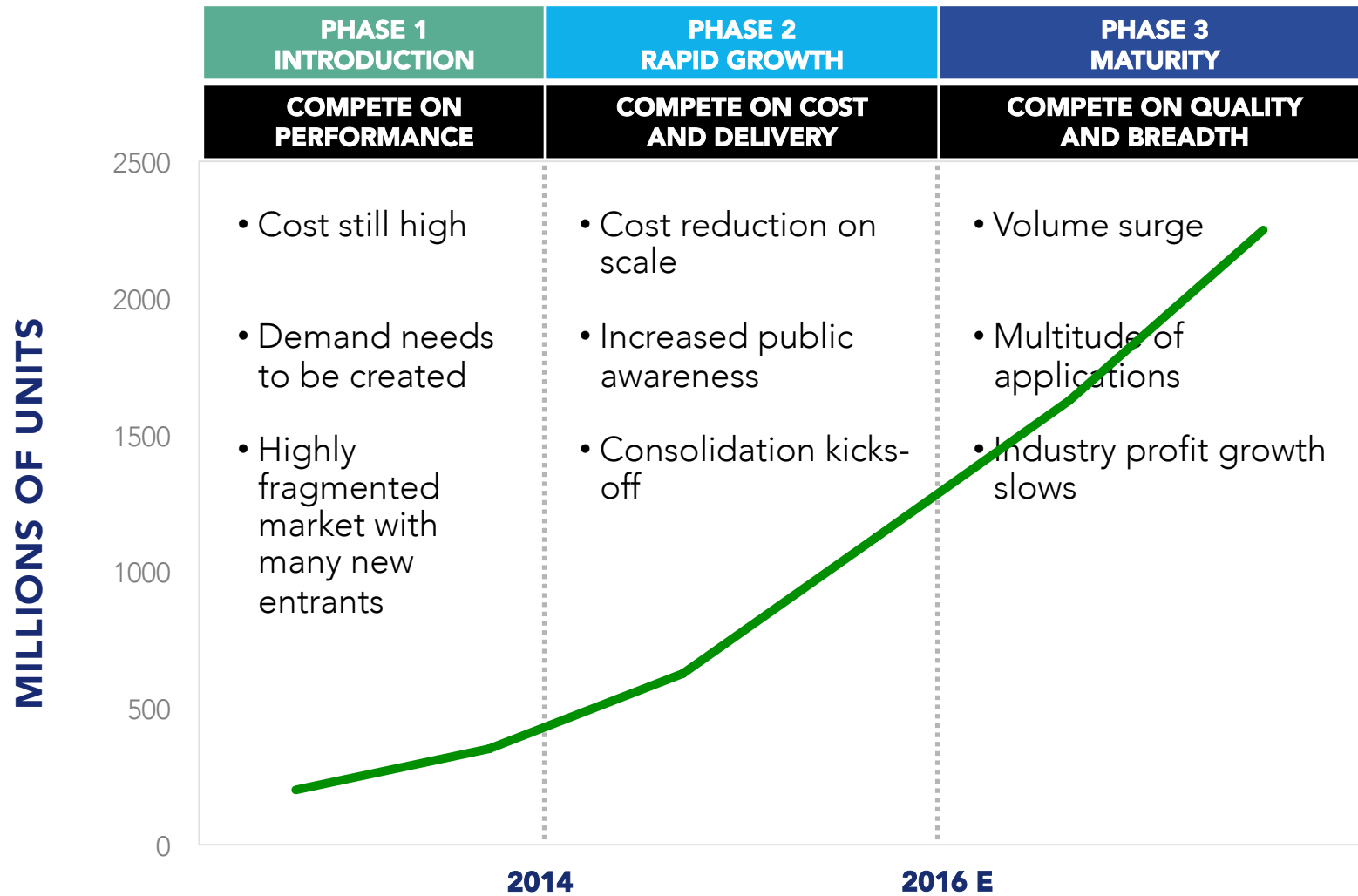
## PAYBACK PERIOD vs. MARKET PENETRATION FOR LED FIXTURES

(ISON® 173W High Bay, 8736 annual hours, Avg. of US Com. & Ind. Rates)





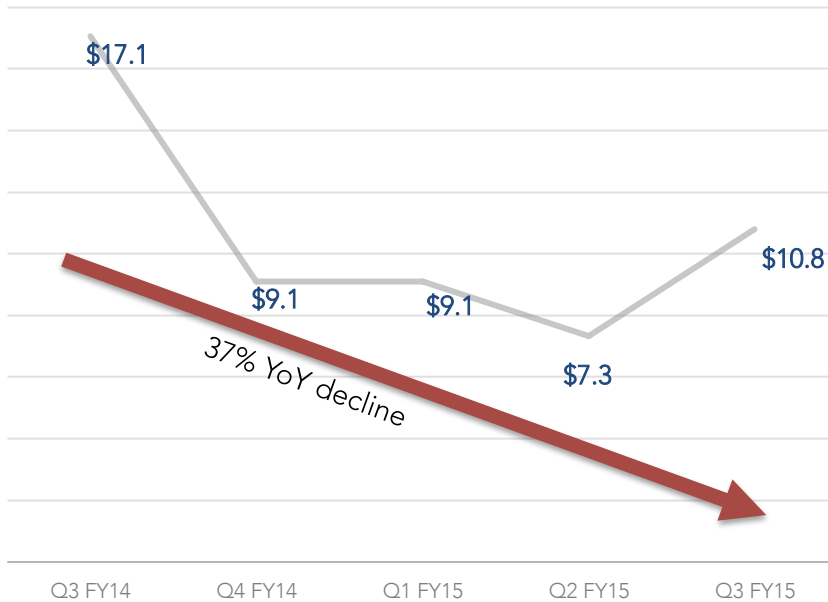
# LED FIXTURES REACH TIPPING POINT IN 2014



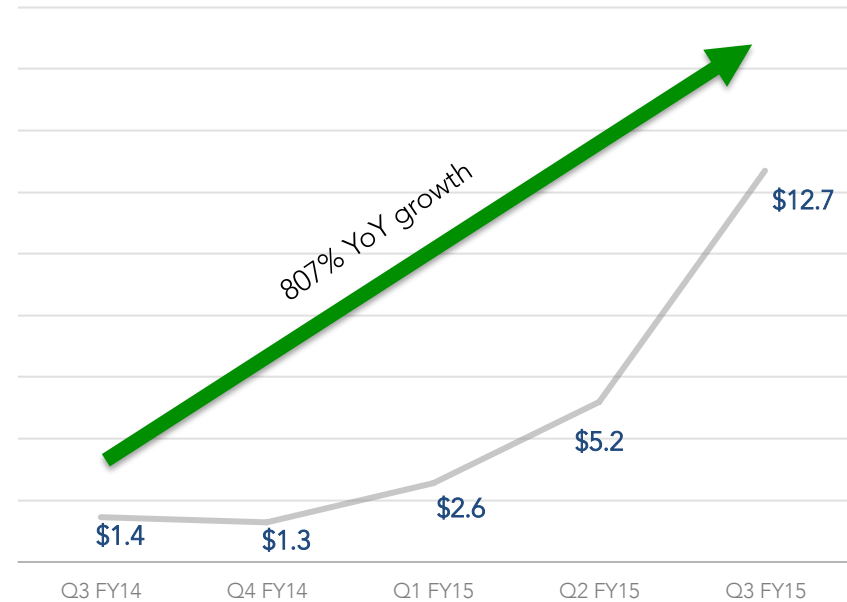
# ORION LED: PARADIGM SHIFT

## REVENUE BY QUARTER (\$ in millions)

### LFL



### LED



\$4.8 million in  
LED revenue in FY14

LED = 54.1% of total lighting  
product revenue in Q3 FY15

Historic Revenues Derived  
From Core Fluorescent  
Technologies in One  
Target Market: Industrial



- Revenue "Air Pocket"  
As Technology Shifts
- Re-tooling and Supply  
Chain Investments



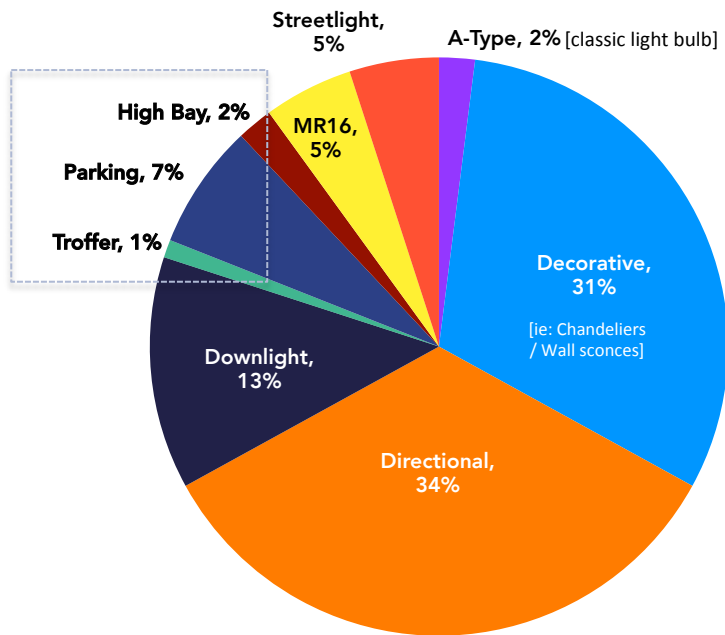
Current Orion Advantages:

- ISON® Class Technology
- New LED Products
- Channel Depth
- Retrofit Focused
- Made in America
- Market Expansion into  
Commercial and Industrial

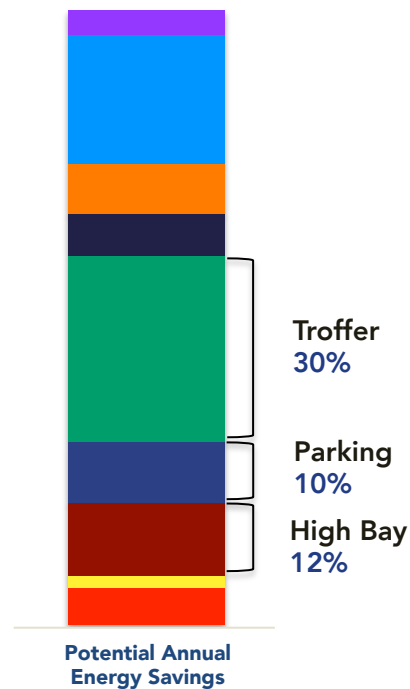
# TARGETING THE MARKET

## THE LARGEST POTENTIAL MARKETS ARE ALSO THE LEAST PENETRATED

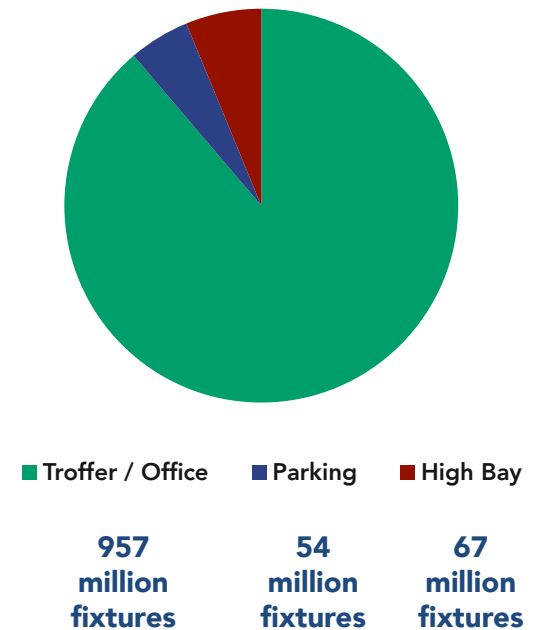
**Adoption** of Light-Emitting Diodes in Common Lighting Applications May 2013



**Global Addressable Market**  
52% Troffer, Parking, High Bay



Estimated Legacy Lighting Fixture **Installed Base**



Source: US Department of Energy, Solid-State Lighting Research and Development, Multi-Year Program Plan, May 2014; Adoption of Light-Emitting Diodes in Common Lighting Applications, May 2013

# WHY ORION?

## PROVIDING THE BEST CUSTOMER EXPERIENCE IN THE INDUSTRY

- Proprietary ISON® Class high-efficiency LED technology maximizes one-for-one replacements and reduces total cost of ownership
- Recognized as a leader in retrofit lighting
- Installed retrofit base of over 10,600+ customer sites with legacy lighting
- Over 40 years of experience in the lighting retrofit space
- High engagement but scalable sales channels put us very close to end-use customer decisions
- Product line with exceedingly high performance and lowest install costs
- Knowledgeable, experienced, responsive, in-market support



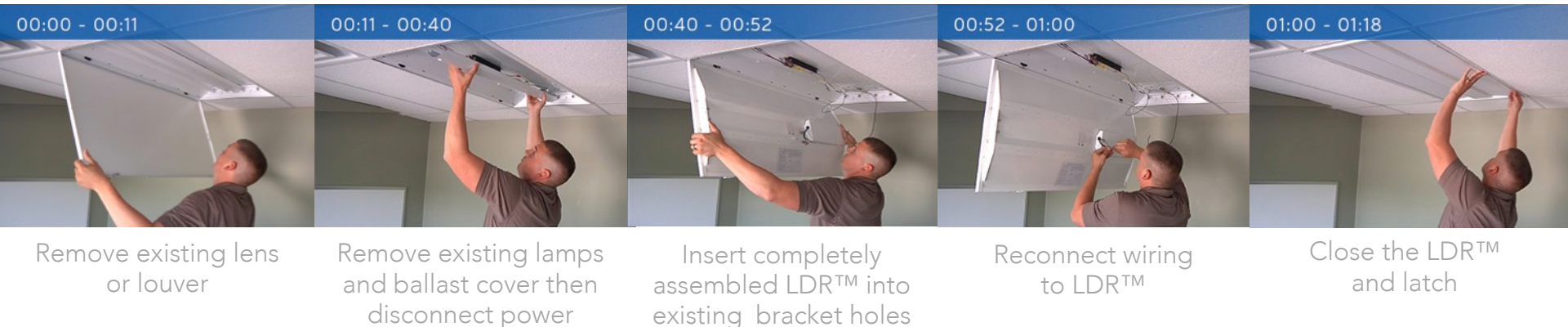
# ORION'S TROFFER RETROFIT TECHNOLOGY

## QUICKEST, LOWEST-COST INSTALLATION DELIVERS HIGHEST ROI

PAT. NO.  
8,888,313

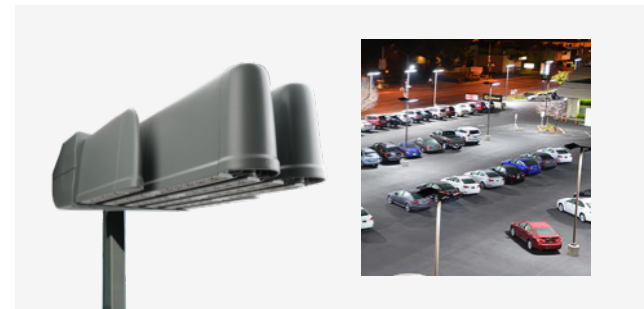


- Quick, low-cost installation, high ROI/IRR to customer
- Minute and half install saves labor costs
- One piece from the factory, saves labor cost
- Virtually no disruption to work environment during installation
- 100,000 – 375,000 hour rated life – industry best
- Patent issued November 2014
- 3 lens profiles
- Custom fixture colors
- Wide range of light color
- Wide range of lumen packages
- Recent install – major retailer, ASP \$100, 1200 fixtures per store, 27 CA stores



# ORION'S ISON® BEST IN CLASS EXTERIOR LED SUITE

## INNOVATIVE DESIGN COUPLED WITH SUPERIOR PERFORMANCE



PATENT APPLICATIONS PENDING

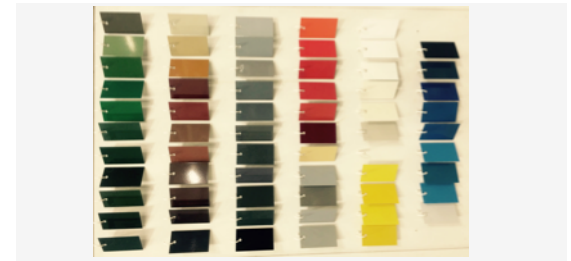
- Superior Engineering



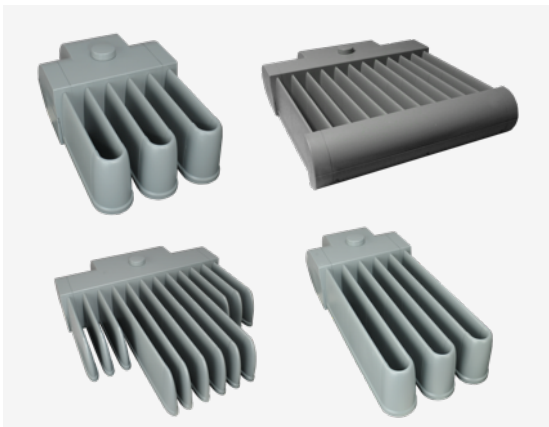
- Modular Components



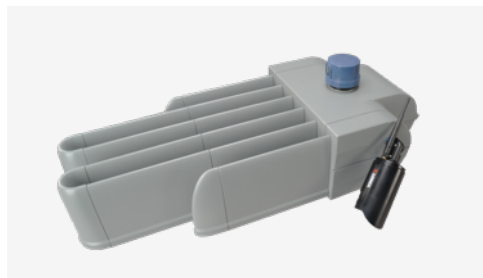
- Custom Colors



- Unlimited Combinations



- AUXILIARY DIRECT™  
Options  
Security Camera, Sensors, WiFi  
and other 12volt devices



- Controls Options



# ORION LED RETROFIT TECHNOLOGIES

## A COMPLETE PORTFOLIO OF GREAT SOLUTIONS

- Best performance in market, high ROI/IRR for customer
- Optical efficiency and thermal management for greater performance (ISON® Class)
- Modularity for simple and low-cost upgrades

### INDUSTRIAL



Orion™ ISON®  
Class LED High  
Bay Series



Orion™ ISON®  
Class LED High  
Bay Enclosed  
Series



Apollo™  
LED High Bay  
Series



Apollo™ LED  
Vapor Tight  
Series

### COMMERCIAL



Orion™ LED Door  
Retrofit Suite



Apollo™ LED  
Recessed Troffer

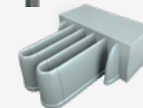


Apollo™ LED  
Retrofit Quick  
Strip Series

### EXTERIOR



Orion™ ISON® Class  
LED Area Light



Orion™ ISON® Class  
LED Wall Pack



Apollo™ LED  
Area Light



Apollo™ LED  
Wall Pack

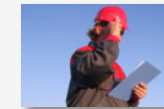
### CONTROLS



3rd Party



Orion Proprietary  
Intelite®



Integration Services

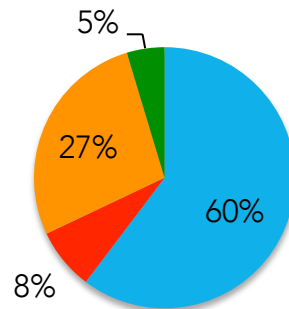


# SALES BY PRODUCT LINE

**FY14 9M**

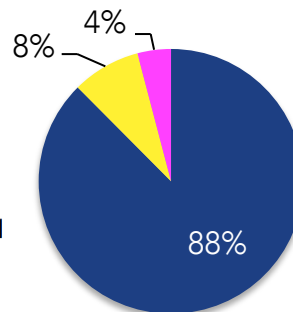
## REVENUE BY PRODUCT

■ LFL ■ Service ■ Solar ■ LED



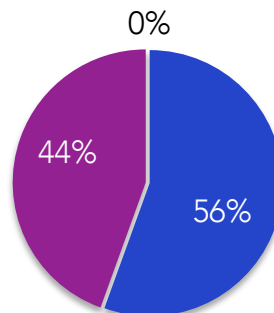
## LIGHTING REVENUE BY MARKET APPLICATION

■ Industrial ■ Area parking ■ Commercial

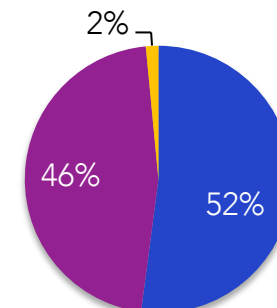
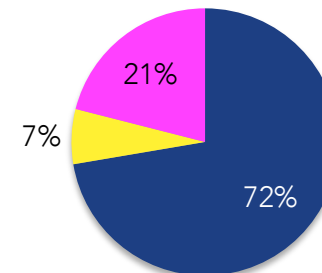
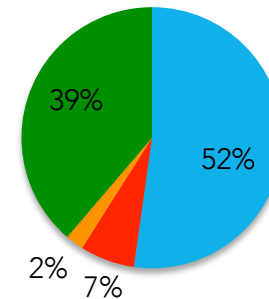


## REVENUE BY DIVISION

■ USM ■ OES ■ ODS



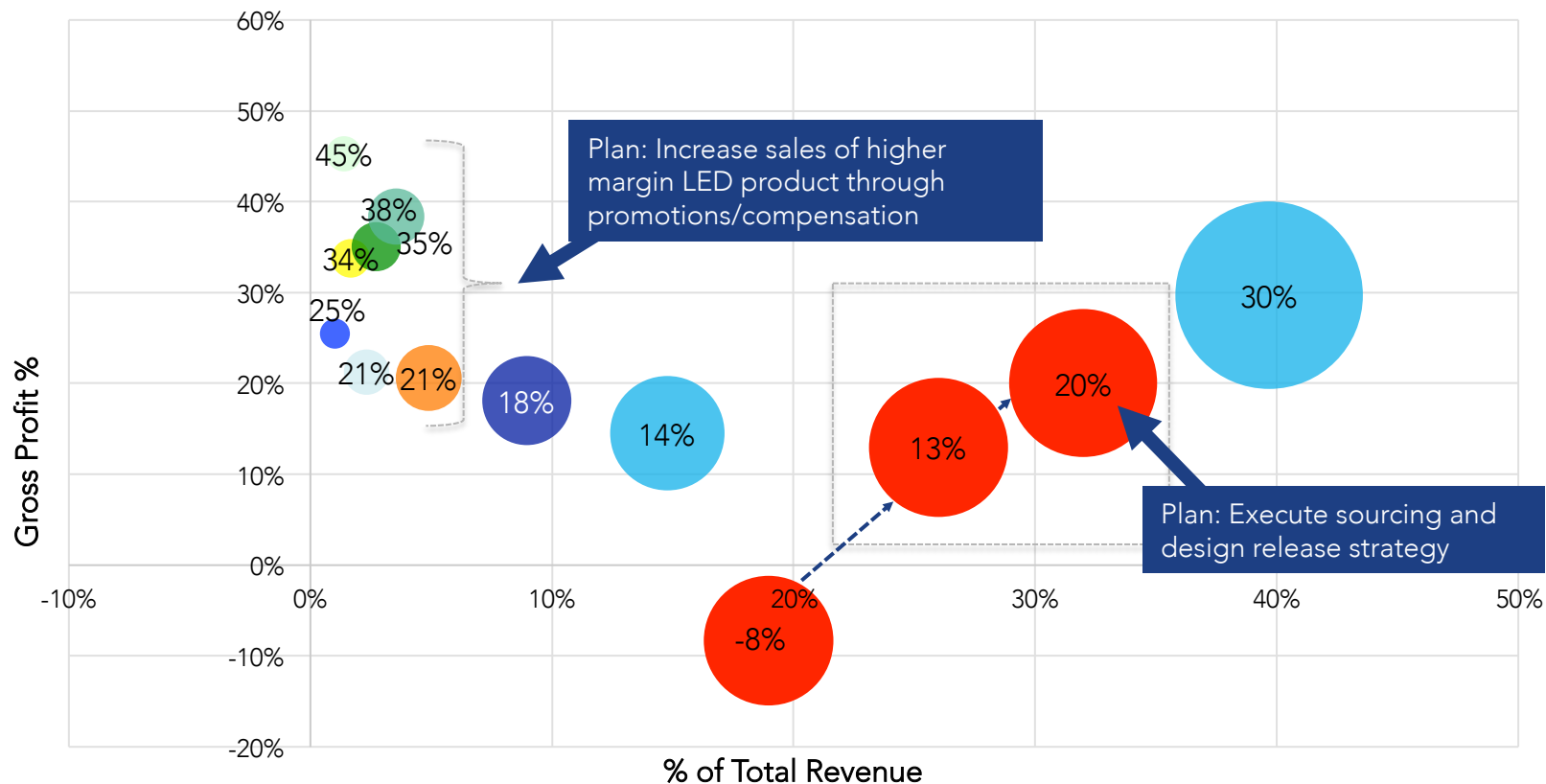
**FY15 9M**





# MARGIN FORECAST IMPROVES WITH STRATEGIC SOURCING

## PRODUCT MARGIN DYNAMICS



Each bubble represents an Orion Energy Systems product line.

# US MARKETS RE-ENGAGING RESELLER NETWORK

## EXPAND SALES MANAGERS

- More Territory Managers
- Regular meetings with Local ESCOs
- Higher touch

## DELIVER VALUE PROPOSITION

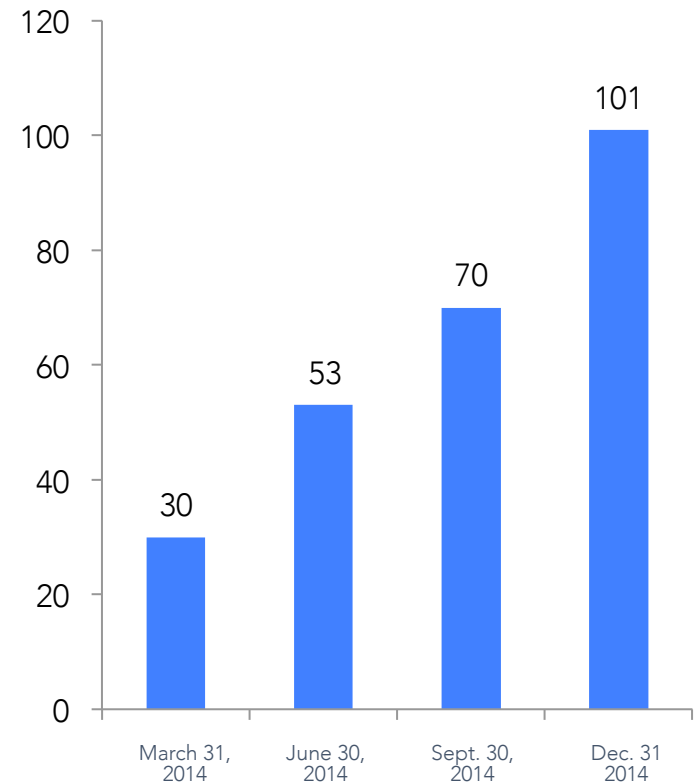
- Lower install costs, shorter lead times, exceptional customer service, financing, and comprehensive design and engineering support

## EXPAND PRODUCT OFFERING

- Provide re-selling partners with a wider array of products



## NUMBER OF KEY RESELLERS



## MANUFACTURING CAPABILITY CAPACITY – 2.5X current sales



- 15+ years of high quality lighting fixture manufacturing
- American manufacturing base with domestic and international partners
- 267,000 square feet
- Architectural grade powder coat line
- Nimble assembly assets
- Late-point definition and modular assembly methods
- Strong fabrication and component vendor relationships

# FINANCIAL HIGHLIGHTS

# NINE MONTHS AND YEAR END SUMMARY

(\$ in Millions)	For the nine months ended 12/31/14      12/31/13		For the fiscal year ended 3/31/14	
	FY15	FY14	FY14*	FY13
Revenue	\$ 52.8	\$ 76.0	\$ 88.6	\$ 86.1
Gross Margin %	15.2%**	28.5%	25.9%	31.1%
Operating Expenses	\$ 23.2	\$ 21.4	\$ 31.3	\$ 33.3
Operating Income (Loss)	\$ (27.3)	\$ 0.3	\$ (8.3)	\$ (6.6)
Net Income (Loss)	\$ (27.4)	\$ 2.6	\$ (6.2)	\$ (10.4)
Earnings (Loss) per share	\$ (1.26)	\$ 0.12	\$ (0.30)	\$ (0.50)

\* Includes operations from Harris Mfg.

\*\* See Non-GAAP Reconciliation in Appendix.

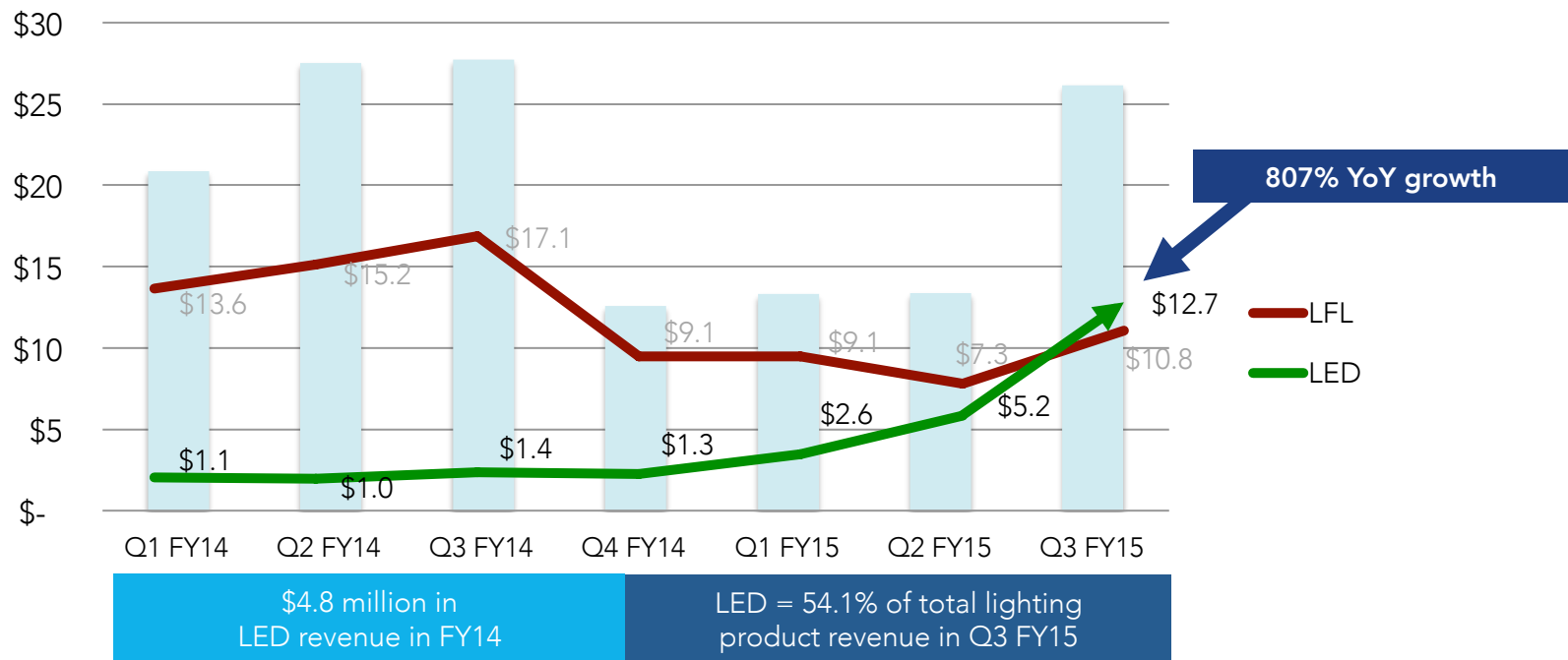
Adjusted for the impact of \$12.1 controls impairment charge

## FISCAL 2015

- First nine months revenue impacted by reduction in non-core solar of \$19.2 million year over year, and decline in fluorescent lighting revenue due to delayed customer purchase decisions as market transitions to LED products.
- Company continues to penetrate LED market
  - Revenue from LED lighting systems increased 485% to \$20.5 million for the first nine months of FY15, from \$3.5 million for the first nine months of FY14
- FY15 operating expenses impacted by product development costs for new LED product offerings, brand relaunch initiative, and sales headcount adds.

# ORION LED: PARADIGM SHIFT

## REVENUE BY QUARTER (\$ in millions)



Historic Revenues Derived From Core Fluorescent Technologies in One Target Market: Industrial



- Revenue "Air Pocket" As Technology Shifts
- Re-tooling and Supply Chain Investments



Current Orion Advantages:

- ISON® Class Technology
- New LED Products
- Channel Depth
- Retrofit Focused
- Made in America
- Market Expansion into Commercial and Industrial

# BALANCE SHEET AND CASH FLOW

(\$ in millions)	BALANCE SHEET AS OF 12/31/14	PRO-FORMA SECONDARY
Cash	\$ 4.8	\$ 22.4
Short-term investments	\$ 0.5	\$ 0.5
Total inventory	\$ 15.0	\$ 15.0
Total assets	\$ 79.6	\$ 97.2
Total debt	\$ 4.4	\$ 4.4
Total liabilities	\$ 28.2	\$ 28.2

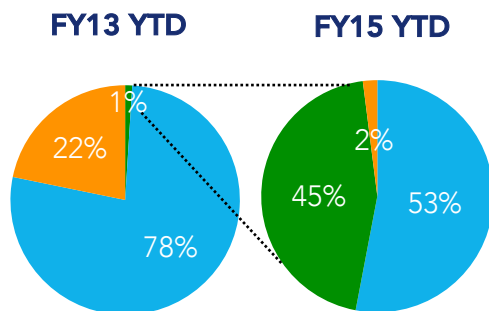
(\$ in millions)	CASH FLOW FY ENDING 3/31/14	CASH FLOW 9 MO. ENDING 12/31/14
Net (loss) income	\$ (6.2)	\$ (27.4)
ITDA	\$ 5.0	\$ 3.3
EBITDA	\$ (1.2)	\$ (12.0)*
Cash flow from operations	\$ 9.9	\$ (10.2)
Cash flow from investing	\$ (4.8)	\$ (0.7)
Cash flow from financing	\$ (1.9)	\$ (1.9)
Net cash flow	\$ 3.2	\$ (12.8)

\* EBITDA excludes the impact of \$12.1M non-cash controls impairment charge

\* See Non-GAAP Reconciliation in Appendix. EBITDA excludes the impact of \$12.1M non-cash controls impairment charge.

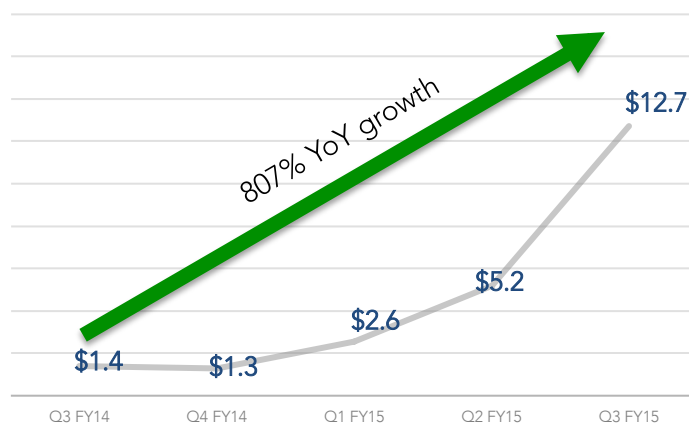
# INVESTOR HIGHLIGHTS

## SALES BY PRODUCT



■ LFL: Linear Fluorescent Lights  
■ LED: Light Emitting Diode  
■ PV: Solar Photovoltaic

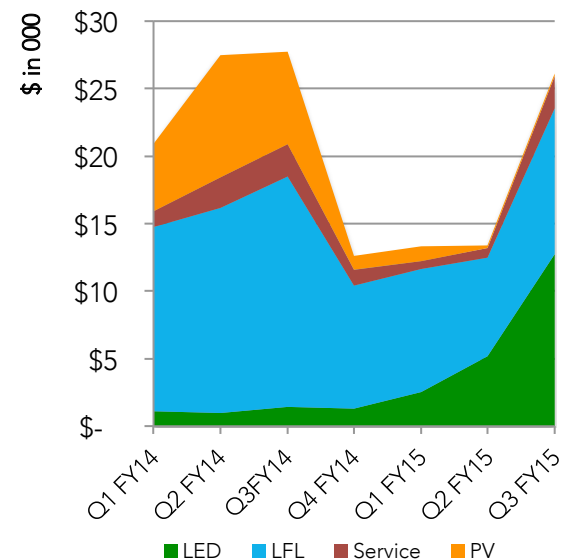
## INCREASING ADOPTION RATE IN LED



\$4.8 million in LED revenue in FY14

LED = 54.1% of total lighting product revenue in Q3 FY15

## SALES BY PRODUCT QUARTERLY





# THANK YOU!

**CONTACT INFO**

**Scott Jensen**

**[sjensen@oesx.com](mailto:sjensen@oesx.com)**

**920 892 5454**

# **APPENDIX**

## **ORION INTELLECTUAL PROPERTY / PRODUCT PORTFOLIO**

# NON-GAAP RECONCILIATION

(\$ in millions)	TTM 12/31/14 GAAP	ADJ	TTM 12/31/14 NON-GAAP
Revenue	\$ 65.4	\$ -	\$ 65.4
Gross Profit \$	\$ (2.8)	\$ 12.1*	\$ 9.3
Gross Profit %	-4.3%	-	14.2%
Operating Loss	\$ (35.9)	\$ 12.1*	\$ (23.8)
Diluted Shares	21.59	21.59	21.59
EPS	\$ (1.68)	\$ 0.56	\$ (1.12)
<b>EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION AND AMORTIZATION RECONCILIATION</b>			
Operating Loss	\$ (35.9)	\$ 12.1*	\$ (23.8)
Depreciation & Amortization	\$ 4.5	\$ -	\$ 4.5
Total EBITDA	\$ (31.4)	-	\$ (19.3)
EBITDA %	-48.0%	-	-29.5%
	<b>9 MONTHS ENDED AS OF 12/31/14 GAAP</b>	<b>ADJ</b>	<b>9 MONTHS ENDED AS OF 12/31/14 NON-GAAP</b>
Revenue	\$ 52.8	\$ -	\$ 52.8
Gross Profit \$	\$ (4.1)	\$ 12.1*	\$ 8.0
Gross Profit %	-7.8%	-	15.2%
Total EBITDA	\$ (24.1)	\$ 12.1*	\$ (12.0)

\* Elimination of the impairment charge related to wireless controls.

## A MULTI-CHANNEL APPROACH FOCUSED ON CORE BUSINESSES

Orion  
Engineered  
Systems



Mid-to-Large  
Enterprise  
Accounts / Public  
Sector

United  
States  
Markets



Energy Service  
Companies/Value-Added  
Resellers

Orion  
Distribution  
Services



International  
Lighting Distribution

# INTELLECTUAL PROPERTY

## ORION LIGHT FIXTURE TECHNOLOGY

### BY OTHERS

#### ELECTRONICS

Nichia General Electric  
Samsung Osram Sylvania

### ORION™

#### DESIGN

100+ Design or Utility Patents  
Held or pending

#### APPLICATION

#### Commodity

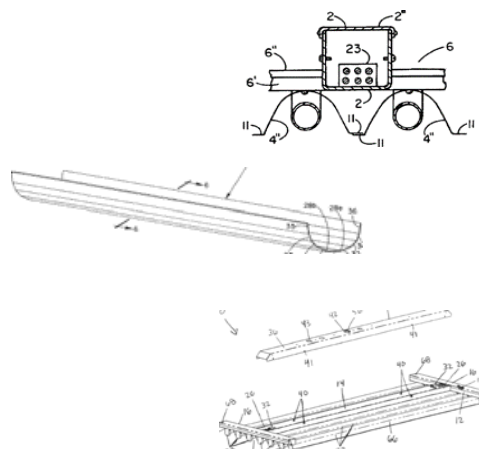
- Lamps
- Ballasts
- LED Chips
- LED Drivers



#### Performance

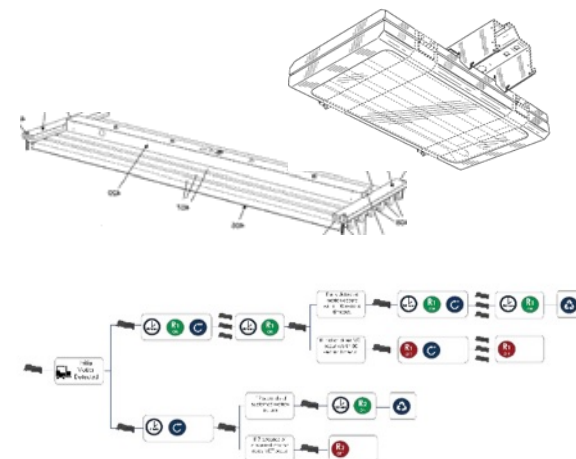
##### ISON® Class

- Optical Performance
- Thermal Management

































































#### Value Proposition

- Application Specific Design
- Controls




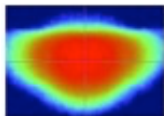
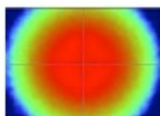
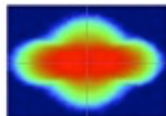


# ORION PATENT PORTFOLIO: ISSUED

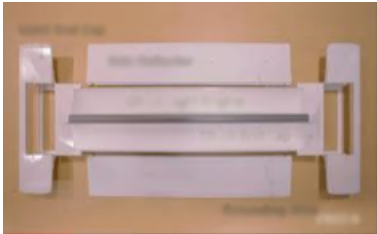





41 additional  
patents pending

<p>6,27,735</p>  <p>UTILITY</p> <p>Fluorescent light reflector</p> <p>ISON™</p>	<p>6,467,933</p>  <p>UTILITY</p> <p>Means for increasing life of fluorescent lamps</p>	<p>6,585,396</p>  <p>UTILITY</p> <p>Fluorescent hanging light fixture</p>	<p>6,710,588</p>  <p>UTILITY</p> <p>Apparatus to compare light source efficiency</p>	<p>6,724,180</p>  <p>UTILITY</p> <p>Apparatus to meter separate lighting circuits</p>	<p>6,746,274</p>  <p>UTILITY</p> <p>Motion detector apparatus</p>	<p>6,758,580</p>  <p>UTILITY</p> <p>Fluorescent hanging light fixture</p>	<p>6,774,619</p>  <p>UTILITY</p> <p>Apparatus to compare light source efficiency</p>	<p>6,964,502</p>  <p>UTILITY</p> <p>Retrofit light tube fixture</p>	<p>7,401,942</p>  <p>UTILITY</p> <p>Female electric connector plug</p>	<p>7,563,006</p>  <p>UTILITY</p> <p>Fluorescent lamp catcher</p>
<p>7,575,338</p>  <p>UTILITY</p> <p>Modular light fixture with power pack</p> <p>ISON™</p>	<p>7,628,506</p>  <p>UTILITY</p> <p>Power pack with convective, radiative, conductive cooling</p>	<p>7,638,743</p>  <p>UTILITY</p> <p>Lighting controls system</p>	<p>7,746,003</p>  <p>UTILITY</p> <p>Transformer wiring apparatus</p>	<p>7,762,861</p>  <p>UTILITY</p> <p>Apparatus to mount a light sleeve</p>	<p>7,780,310</p>  <p>UTILITY</p> <p>Modular fixture with power pack and sensor</p> <p>ISON™</p>	<p>7,784,966</p>  <p>UTILITY</p> <p>Modular fixture with power pack and latching ends</p> <p>ISON™</p>	<p>8,070,312</p>  <p>UTILITY</p> <p>Fluorescent fixture with lamp catcher</p>	<p>8,136,958</p>  <p>UTILITY</p> <p>Modular fixture with power pack</p> <p>ISON™</p>	<p>8,337,043</p>  <p>UTILITY</p> <p>Modular fixture with power pack</p> <p>ISON™</p>	<p>8,334,655</p>  <p>UTILITY</p> <p>Lighting controls system</p>
<p>8,344,665</p>  <p>UTILITY</p> <p>Lighting controls system</p>	<p>8,376,583</p>  <p>UTILITY</p> <p>Energy conservation system for low temp. applications</p>	<p>8,376,600</p>  <p>UTILITY</p> <p>Lighting device</p>	<p>8,406,937</p>  <p>UTILITY</p> <p>System for reducing peak off-peak energy demand</p>	<p>8,445,826</p>  <p>UTILITY</p> <p>Wi-fi system</p>	<p>8,450,670</p>  <p>UTILITY</p> <p>Intelite II</p>	<p>8,476,565</p>  <p>UTILITY</p> <p>Blaster control device for street lights</p>	<p>8,586,902</p>  <p>UTILITY</p> <p>Outdoor fixture with camera</p>	<p>8,604,701</p>  <p>UTILITY</p> <p>System for lighting aisles</p>	<p>8,626,643</p>  <p>UTILITY</p> <p>Utility financial model</p>	<p>8,666,559</p>  <p>UTILITY</p> <p>System for reducing peak off-peak energy demand</p>
<p>8,729,446</p>  <p>UTILITY</p> <p>Dynamic intersection traffic light control</p>	<p>8,764,237</p>  <p>UTILITY</p> <p>Lighting system with custom intensity and profile</p>	<p>8,779,340</p>  <p>UTILITY</p> <p>Lighting controls system</p>	<p>8,794,804</p>  <p>UTILITY</p> <p>System for leveling a light fixture</p>	<p>8,858,018</p>  <p>UTILITY</p> <p>Modular fixture with power pack</p> <p>ISON™</p>	<p>8,866,582</p>  <p>UTILITY</p> <p>Outdoor fluorescent lighting fixtures</p>	<p>8,884,203</p>  <p>UTILITY</p> <p>System for displacing energy consumption using natural lighting</p>	<p>8,888,313</p>  <p>UTILITY</p> <p>Light emitting diode troffer assembly</p>	<p>8,921,751</p>  <p>UTILITY</p> <p>Outdoor fixture controls system</p>	<p>D447,266</p>  <p>DESIGN</p> <p>Overhead downlight fluorescent fixture</p>	<p>D460,735</p>  <p>DESIGN</p> <p>Electrical connector pigtail cord</p>
<p>D463,059</p>  <p>DESIGN</p> <p>Overhead downlight fluorescent fixture</p>	<p>D479,826</p>  <p>DESIGN</p> <p>Electric connector having male plug ends</p>	<p>D483,332</p>  <p>DESIGN</p> <p>Electric connector cord</p>	<p>D494,700</p>  <p>DESIGN</p> <p>Overhead fluorescent fixture</p>	<p>D557,817</p>  <p>DESIGN</p> <p>Skylight</p>	<p>D560,469</p>  <p>DESIGN</p> <p>Flange for a skylight</p>	<p>D595,894</p>  <p>DESIGN</p> <p>Reflector for lighting App</p> <p>ISON™</p>	<p>D606,697</p>  <p>DESIGN</p> <p>Outdoor fixture design for street light</p>	<p>D606,698</p>  <p>DESIGN</p> <p>Outdoor fixture design for parking lot light</p>	<p>D617,028</p>  <p>DESIGN</p> <p>Outdoor fixture design for street light</p>	<p>D617,029</p>  <p>DESIGN</p> <p>Outdoor fixture design for parking lot light</p>
<p>D621,410</p>  <p>DESIGN</p> <p>Graphic user interface</p>	<p>D621,411</p>  <p>DESIGN</p> <p>Graphic user interface for a display screen</p>	<p>D623,340</p>  <p>DESIGN</p> <p>Reflector for lighting fixture</p> <p>ISON™</p>	<p>D632,006</p>  <p>DESIGN</p> <p>Reflector for lighting fixture</p> <p>ISON™</p>	<p>D650,225</p>  <p>DESIGN</p> <p>Guard for a lighting apparatus</p>	<p>D719,106</p>  <p>DESIGN</p> <p>Transceiver housing</p>	<p>RE43,456</p>  <p>DESIGN</p> <p>Fluorescent tube light low bay reflector</p> <p>ISON™</p>	<div>UTILITY PATENT</div> <div>DESIGN PATENT</div>			

# TECHNOLOGY COMPARISON

LEGACY   FLUORESCENT			LED		
THERMAL / LIGHT	High Intensity Discharge	Competitor High Intensity Fluorescent	Orion High Intensity Fluorescent	Competitor LED	Orion™ LED
		 6 Lamp	 4 Lamp		
	Most heat Less light	More heat Omni Directional	Less heat Focused light	More heat Omni Directional	Less heat Focused light
					
	465 w	221 w	145 w	215 w	173 w
LUMENS	40,000	20,000	13,800	18,000	14,400
FOOT CANDLES	25 FC	25 FC	25 FC	25 FC	25 FC
OPERATING COST	\$ 407.34	\$ 193.60	\$ 127.02	\$ 188.34	\$ 148.92

# OFFICE TROFFER TECHNOLOGY COMPARISON

	ASSEMBLY	INSTALLATION	AESTHETICS	TECHNICAL
<b>COMPETITOR</b>	 <p>Ships unassembled in a box</p>	 <p>Assembled onsite with tools,</p>	 <p>One option</p>	<p><b>Spec</b> 5000°K CR24 Kit</p> <p><b>Efficacy (lumens per watt)</b> 901 LPW</p> <p><b>Light Output</b> 3,100 lumens</p> <p><b>Input Power</b> 34 watts</p> <p><b>Rated Life</b> 100,000 hours</p>
<b>ORION™</b>	 <p>Ships fully assembled No tools required</p>	 <p>Installs in 1-2 minutes with just a ladder</p>	 <p>Various lens options: Three panel, contour and flat panel</p>	<p><b>Spec</b> 5000°K LDR™ 2x4</p> <p><b>Efficacy (lumens per watt)</b> 97 LPW</p> <p><b>Light Output</b> 3,092 lumens</p> <p><b>Input Power</b> 32watts</p> <p><b>Rated Life</b> 175,000 hours</p>



# EXTERIOR LED TECHNOLOGY COMPARISON

COMPETITOR

## OPTICS



LEDs close together without shaped optic

## DURABILITY



Optics not individually protected and minimal heat sinking

## TECHNICAL

### Spec

5000°K

Type 5 light distribution

### Efficacy (lumens per watt)

86 LPW

### Light Output

21,400 lumens

### Input Power

249 watts

### Rated Life

50,000 hours

ORION™



Chips are double heat sunk and individually fitted with acrylic optics for superior thermal management and light output



Each optic is enclosed within a self cleaning heat blade and spaced symmetrically to allow airflow to convectively cool LEDs. AUXILIARY DIRECT™ option.

### Spec

5000°K

Type 5 light distribution

### Efficacy (lumens per watt)

102 LPW

### Light Output

23,015 lumens

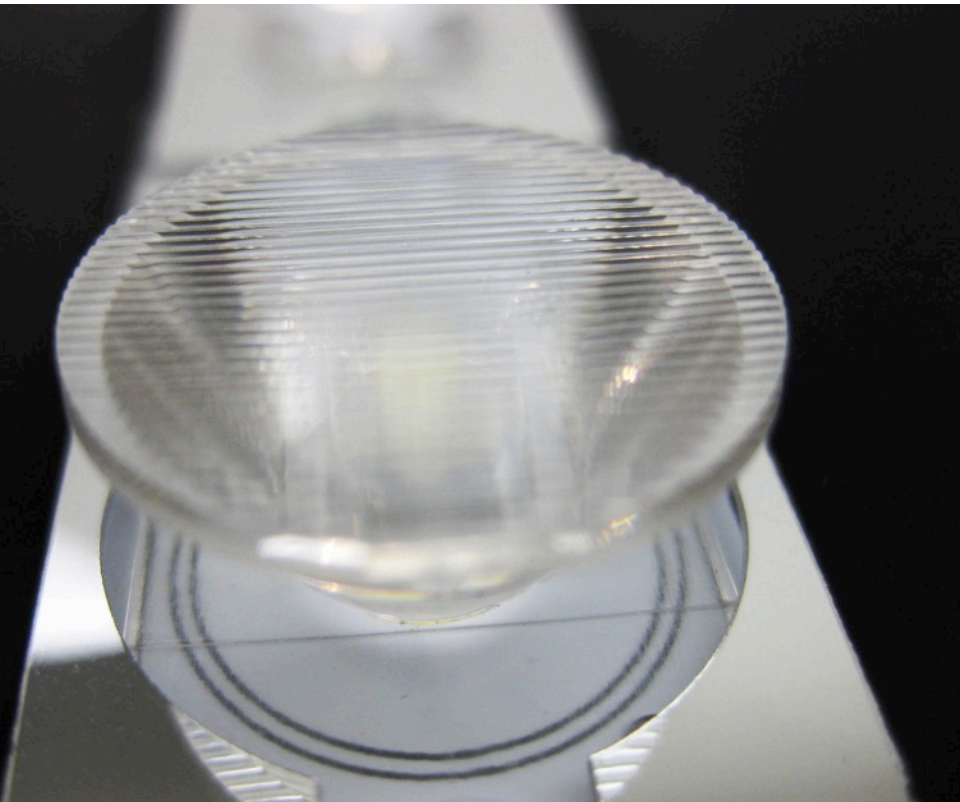
### Input Power

225 watts

### Rated Life

257,000 hours (TM21)

## MORE LIGHT, LESS ENERGY, GREATER RETURN ON INVESTMENT



Best lifecycle cost

Latest thermal and optical  
performance enhancing  
technologies

Orion proprietary and patented  
technologies

orion