

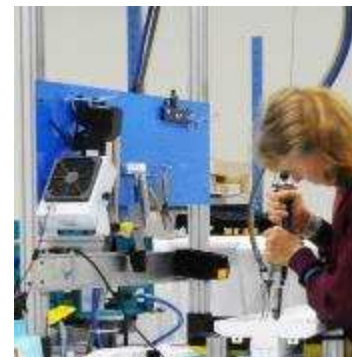


# INVESTOR PRESENTATION

[ORIONLIGHTING.COM](http://ORIONLIGHTING.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.**



# INVESTMENT HIGHLIGHTS

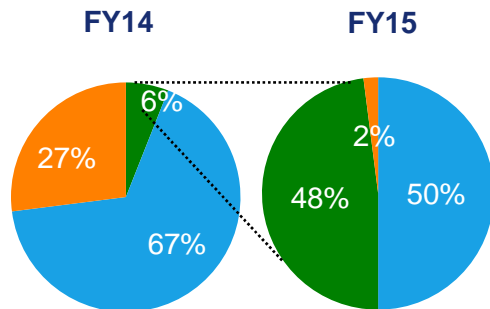
- Industry in transition, disruptive technology shift to solid state LED lighting
- Significant market opportunity, long runway for growth, and **strong** value proposition to customers
- Accelerating top-line growth with clear roadmap to improving performance in FY 2016
- Strategic imperatives support long-term financial goals



# COMPANY OVERVIEW

- Over 12,000 completed installations (not including Harris)
- Over 174 Fortune 500 customers
- 64 patents granted and 40 pending
- 195+ employees, 260K+ square foot manufacturing facility
- LED accelerating, 61% of FY15 Q4 total lighting product revenue

## SALES BY PRODUCT



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

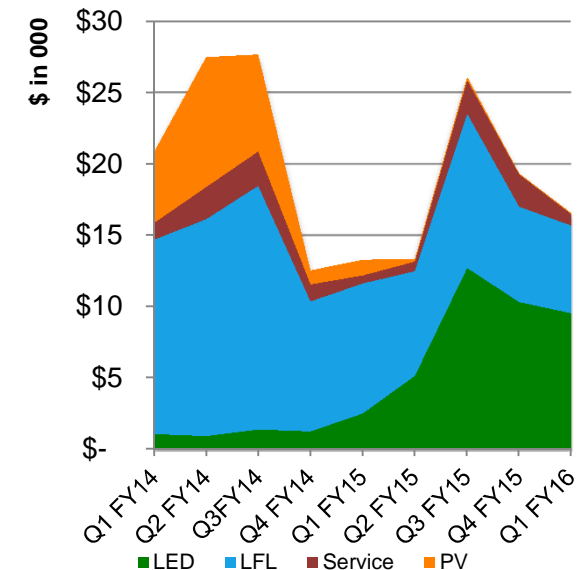
## INCREASING ADOPTION RATE IN LED



\$30.8 million in LED revenue in FY15

LED = 60.9% of total lighting product revenue in Q1 FY16

## SALES BY PRODUCT QUARTERLY



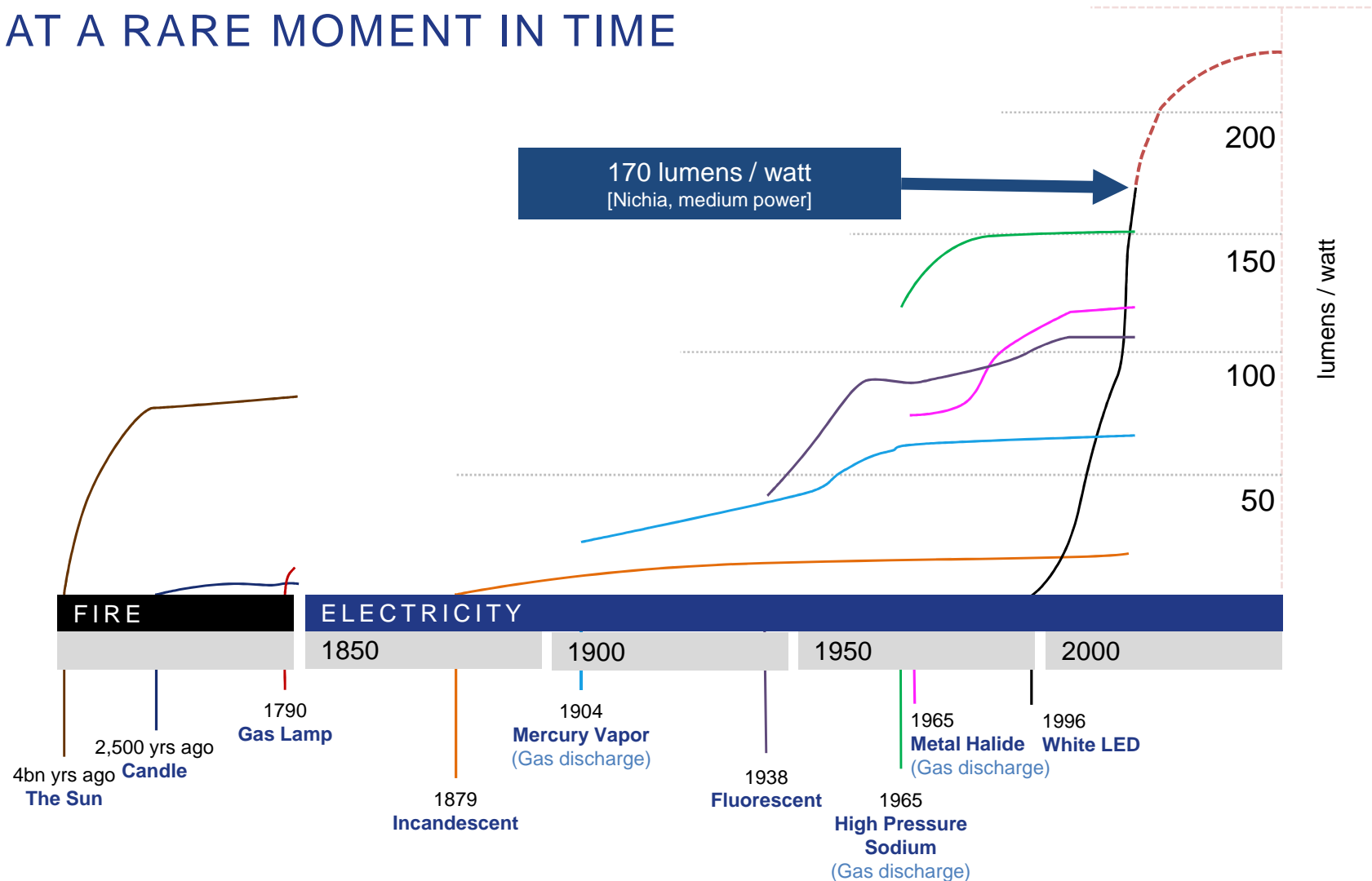


THIS IS OUR MARKET

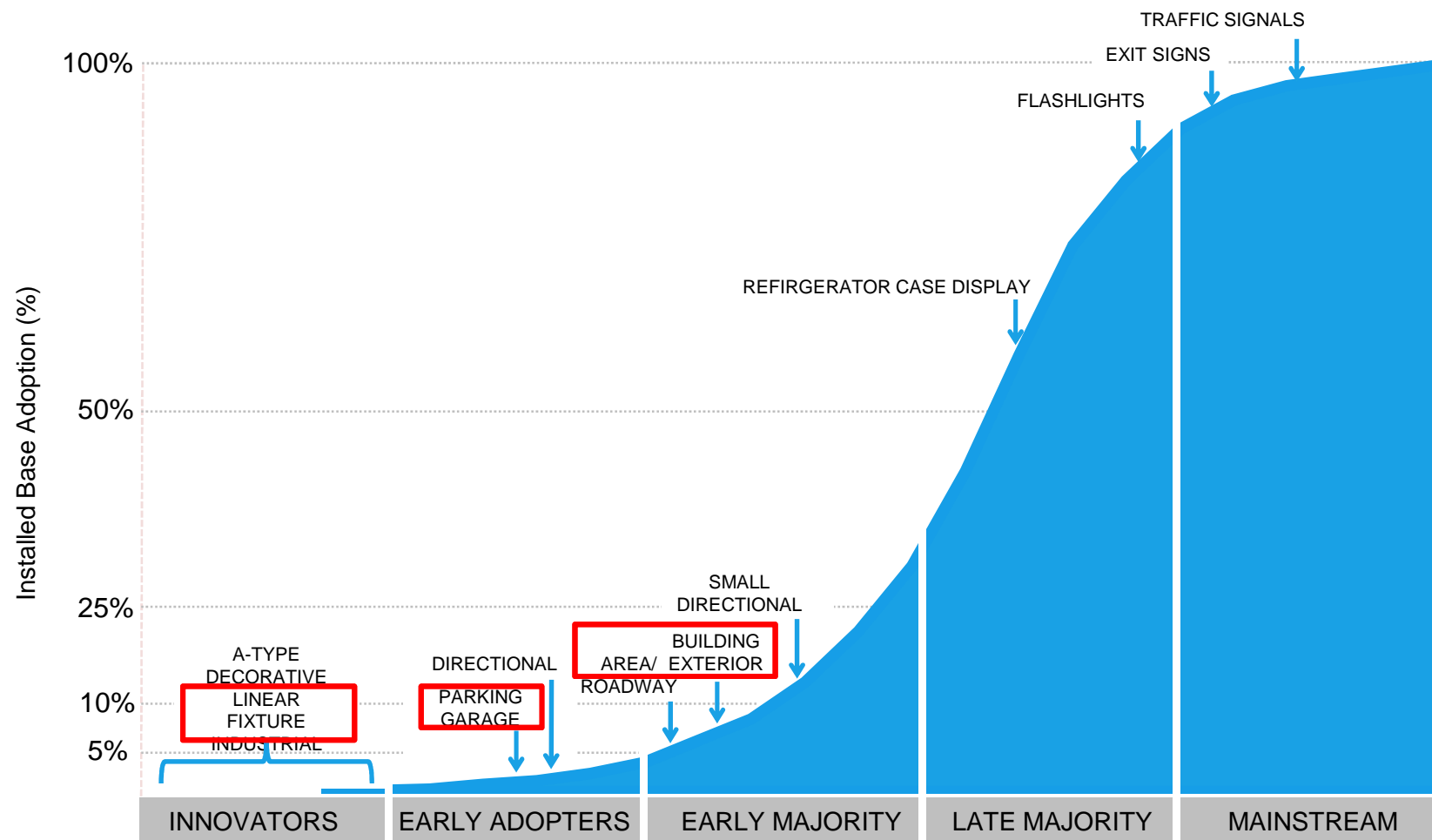


# HISTORY OF LIGHT

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



# THE EVOLUTION OF ADOPTION: IT TAKES TIME





# ORION'S EVOLUTION

## REVENUE BY QUARTER (\$ in millions)

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

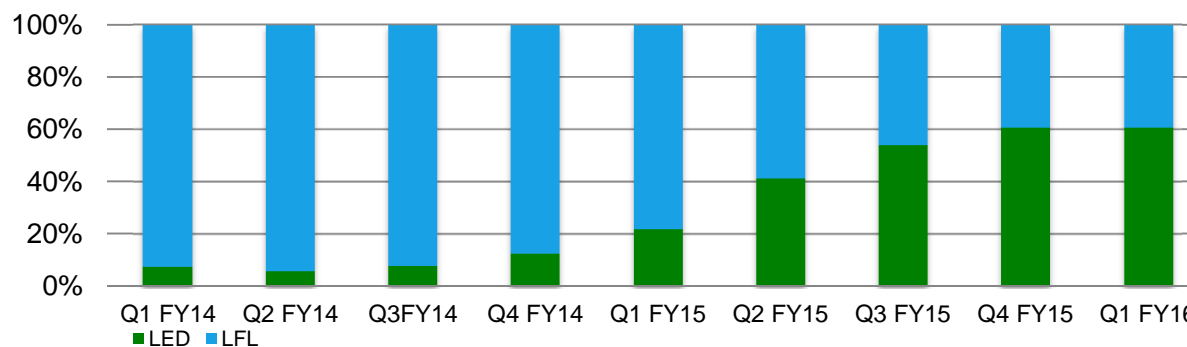
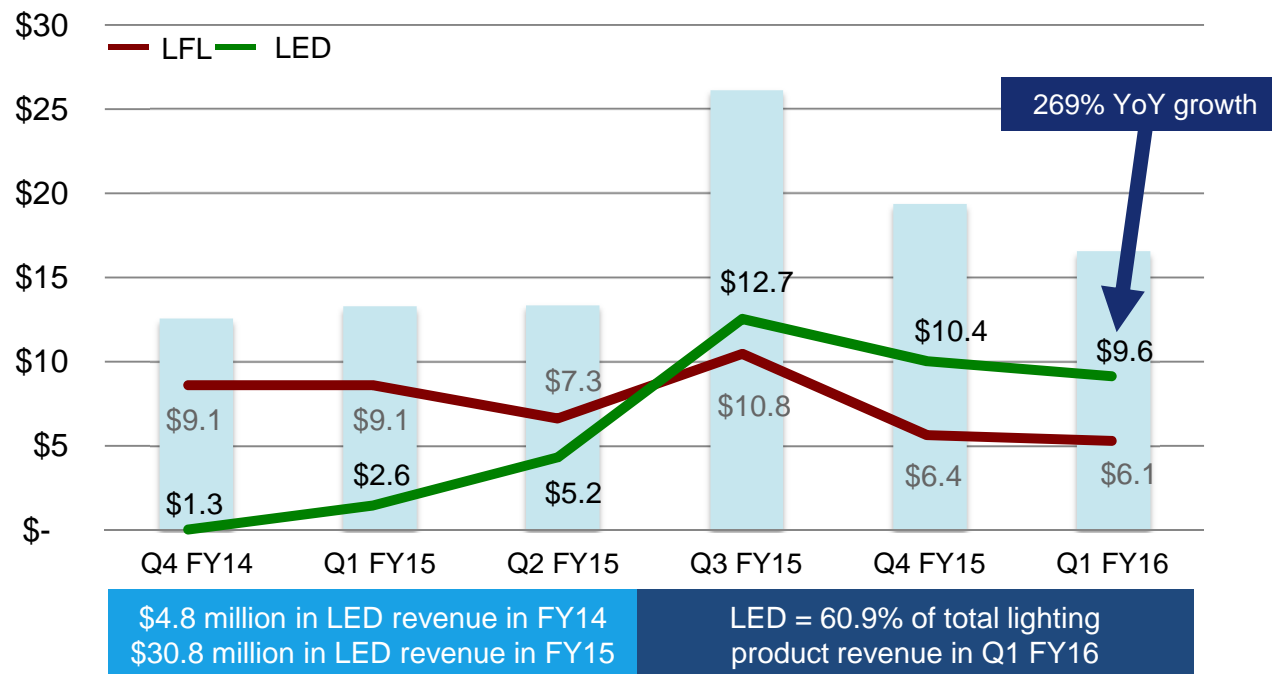


- Revenue "Air Pocket" As Technology Shifts
- Re-tooling and Supply Chain Investments



Current Orion Advantages:








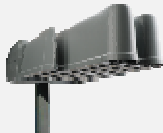






- ISON® Class Technology
- New LED Products
- Channel Depth
- Retrofit Focused
- Made in America
- Market Expansion into Commercial and Industrial



# 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   | COMMERCIAL  | EXTERIOR  |
|--|---|---|
| <br>Orion™ ISON® Class LED High Bay Series<br><br>Orion™ ISON® Class LED High Bay Enclosed Series<br><br>Apollo™ LED High Bay Series<br><br>Apollo™ LED Vapor Tight Series | <br>Orion™ LED Door Retrofit Suite<br><br>Apollo™ LED Recessed Troffer<br><br>Apollo™ LED Retrofit Quick Strip Series | <br>Orion™ ISON® Class LED Area Light<br><br>Orion™ ISON® Class LED Wall Pack<br><br>Apollo™ LED Area Light<br><br>Apollo™ LED Wall Pack |
| CONTROLS   |   |   |
| <br>3 <sup>rd</sup> Party   | <br>Orion Proprietary Intelite®   | <br>Integration Services   |

# HARRIS BRANDED LED LINE

## A COMPLEMENTARY PORTFOLIO OF FIXTURE OPTIONS

- Versatile and multi-purpose product line helps grow proposal topline value
- Targeting similar form factor HID fixtures
- Increases ability to provide comprehensive solutions

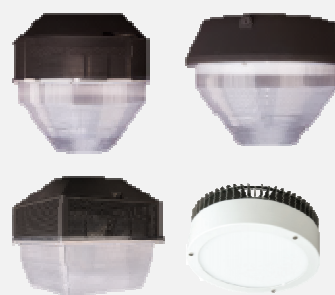
ROADWAY



AREA LIGHTER



GARAGE/CANOPY



WALL PACKS



FLOOD & SPOT



GENERAL



RETROFIT KITS & LED TUBES



EMERGENCY LIGHTING



# WHY ORION?

## THE BEST CUSTOMER EXPERIENCE IN THE INDUSTRY

### GUARANTEED ENERGY SAVINGS



Reduces customer risk and shows confidence that Orion will stand behind claims

### BETTER LIGHT WITH LESS ENERGY



Retrofit focus delivers products that maximize performance in existing conditions (ISON technology provides better optical and thermal efficiency)

### CREATING CUSTOMER HEROES



Accountable ally who will reduce your costs, increase performance, and deliver projects faster without complications (product kits labeled for job-site, fully assembled, fast install, financing, engineering, job-site packaging)

### TRUSTED AMERICAN PARTNER



Made in America products, clear warranties, 40 years retrofit experience with over 20,000 project installations and 170 Fortune 500 customers

### MORE PROFITABILITY



Lower job-site costs, more light with less energy use, and less total project costs

### 3 PRODUCT VALUE PROPOSITIONS



Lowest TCO (ISON), Best Value (Apollo), or Low Up-front Cost (Harris)

# FAST PAYBACK ON RETROFIT

## 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<br>Orion LED = 598 |
| JOB COSTS                    | \$299,335.29                          |
| ANNUAL KWH SAVINGS           | 4,349,726.85                          |
| ANNUAL SAVINGS               | \$347,978.15<br>per year              |
| INCENTIVES                   | \$134,974.11                          |
| PAYBACK<br>WITHOUT INCENTIVE | 0.9 YEARS                             |
| PAYBACK<br>WITH INCENTIVES   | 0.5 YEARS                             |





# 2016 ROADMAP

## DRIVE LED SALES

### LEVERAGING THE INSTALLED BASE OPPORTUNITY

- <5% retrofitted
- Driving upgrade path forward

### EXPANDING NEW MARKETS

- Healthcare facilities
- Government
- Airports
- Education

### OPTIMIZING SALES STRUCTURE

- Productive sales structure
- Re-engaging reseller network
- Leveraging distribution

## INNOVATION

### ENHANCING DEDICATED TEAM AND CAPABILITIES

- Deep industry expertise
- Opened Innovation Hub

### IMPROVING PRODUCT DEVELOPMENT PROCESS

- Increased cadence of product launches
- Enhancing ISON Class
- Product families / classes

### DEVELOPING UNIQUE APPLICATIONS FOR RETROFIT PRODUCTS

## IMPROVE MARGINS

### CONTINUE TO PROGRESS INITIATIVES IN PLACE

- Focus on our core competencies
- Examining our long-term supply agreements
- Adopting lean principles

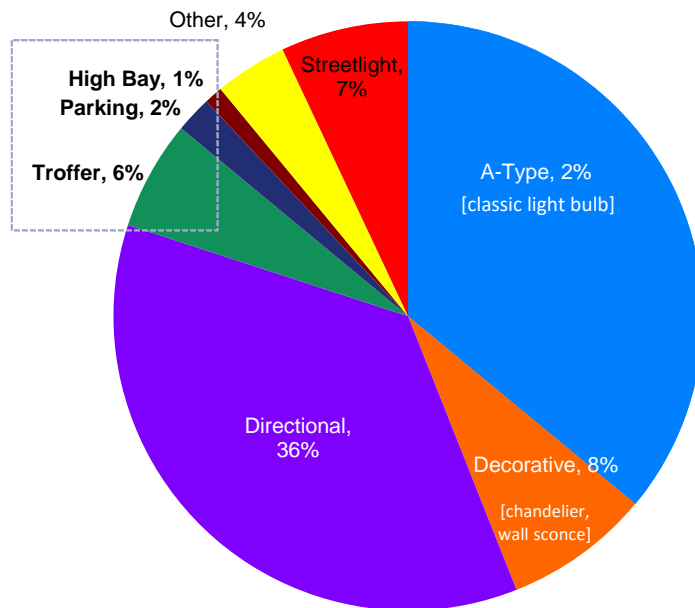
### FOCUS FOR 2016

- Optimizing product portfolio
- Strengthening supply chain
- Aligning pricing structures
- Re-focusing on higher margin business opportunities

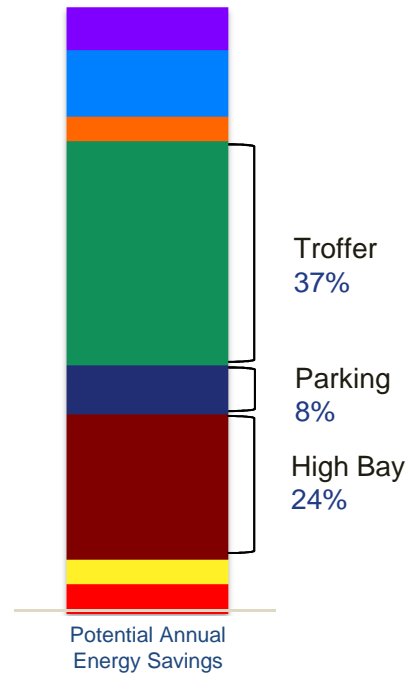
# TARGETING THE MARKET

## THE LARGEST POTENTIAL MARKETS ARE ALSO THE LEAST PENETRATED

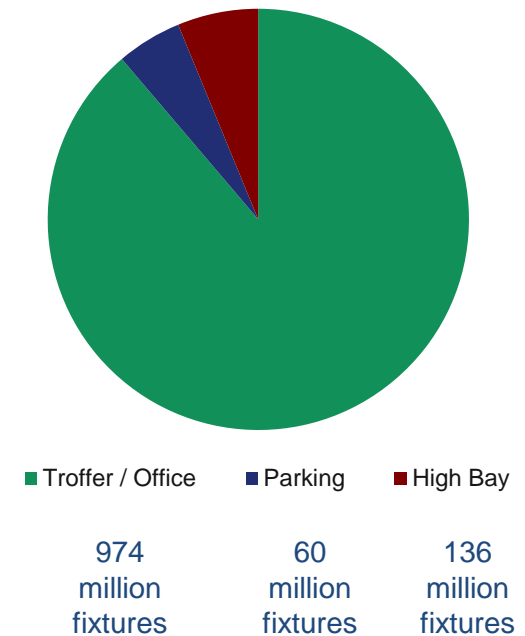
Adoption of Light-Emitting Diodes in Common Lighting Applications May 2013



Global Addressable Market  
52% Troffer, Parking, High Bay



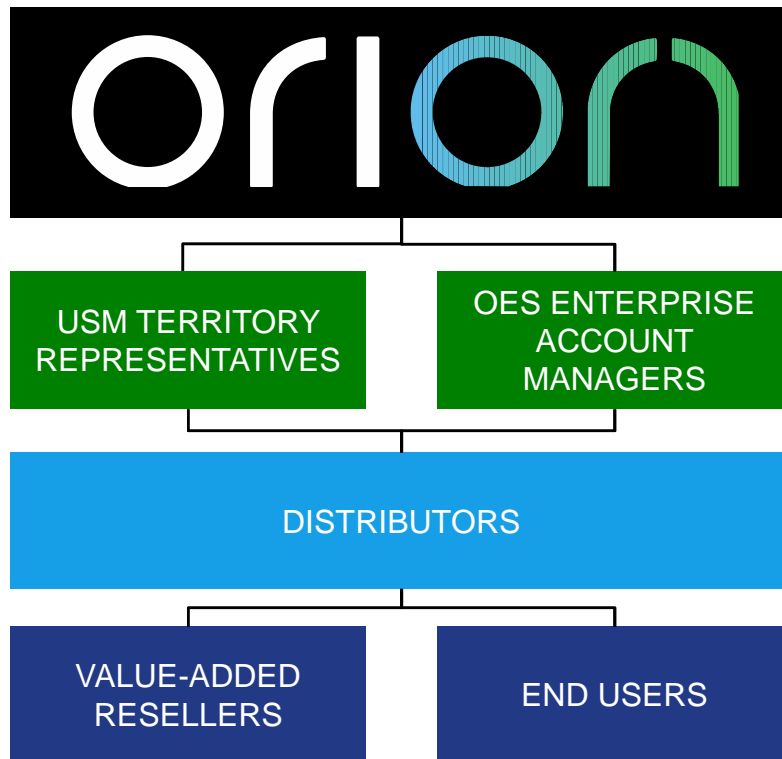
Estimated Legacy Lighting Fixture Installed Base



Source: United States Department of Energy, Adoption of Lighting-Emitting Diodes in Common Lighting Applications, July 2015, pg. 8; Source: [http://energy.gov/sites/prod/files/2015/07/f24/led-adoption-report\\_2015.pdf](http://energy.gov/sites/prod/files/2015/07/f24/led-adoption-report_2015.pdf)

# GO-TO-MARKET

## OPTIMIZING OUR SALES AND MARKETING STRUCTURE



- Employing a unified approach to sales and marketing
- Transitioning to more traditional manufacturer / distribution model to boost growth
- Orion will maintain an emphasis on strong customer engagement
- Continue to drive end-user demand
- Engage reseller network through more territory sales representatives and high-touch approach

# SIGNIFICANT OPPORTUNITY INSTALLED BASE

<5% OF 10,000+ FACILITIES NATIONWIDE  
RETROFITTED WITH LED SOLUTIONS



48 Manufacturing  
Facilities



412 Bottling and  
Sales Facilities



3,000+ facilities



6 Manufacturing Facilities,  
723 Dealerships



2,000+ facilities



400+ facilities



**OfficeMax**

20 Distribution  
Facilities



**PEPSICO**

176 Bottling and  
Sales Facilities



218 facilities



400+ facilities



60 facilities



500+ facilities



107 Bottling and  
Distribution Facilities



121 Cold & Dry  
Storage Facilities



107 Manufacturing and  
Distribution Facilities



**TOYOTA**

10 Manufacturing  
Facilities



2,853 Retail  
Facilities

# CULTURE OF INNOVATION

## DELIVERING SUPERIOR PERFORMANCE THROUGH INNOVATIVE DESIGN AND APPLICATION

- Orion a pioneer in first wave of industrial energy efficient retrofits
- Developing unique retrofit applications
- Increasing energy efficiency across product families / classes
- Strong team, with deep industry expertise, to execute our strategies
- Opened and staffed technology hub





# FINANCIAL HIGHLIGHTS

# QUARTERLY SUMMARY

| (\$ in millions)          | FY16 – Q1 | FY15 – Q1 |
|---------------------------|-----------|-----------|
| Revenue                   | \$ 16.6   | \$ 13.3   |
| Gross Margin %            | 22.7%     | 19.6%     |
| Operating Expenses        | \$ 7.4    | \$ 7.0    |
| Operating Income (Loss)   | \$ (3.6)  | \$ (4.4)  |
| Net Income (Loss)         | \$ (3.7)  | \$ (4.4)  |
| Earnings (Loss) per share | \$ (0.13) | \$ (0.20) |
| Adjusted EBITDA*          | \$ (2.5)  | \$ (3.2)  |

## FISCAL 2016 –FIRST QUARTER

- Revenue impacted by reduction in non-core solar of \$1.0 million year over year
- Revenue from LED lighting systems increased 269% to \$9.6 million for FY16Q1, from \$2.6 million for FY15Q1
- Operating expenses impacted by \$0.5 million of non-recurring legal and consulting in FY16 Q1.

\* See Non-GAAP Reconciliation in Appendix

# BALANCE SHEET AND CASH FLOW

| (\$ in millions)       | BALANCE SHEET<br>AS OF 6/30/15 | BALANCE SHEET<br>AS OF 6/30/14 |
|------------------------|--------------------------------|--------------------------------|
| Cash                   | \$ 17.9                        | \$ 16.3                        |
| Short-term investments | \$ 0.0                         | \$ 0.5                         |
| Total inventory        | \$ 15.7                        | \$ 21.8                        |
| Total assets           | \$ 85.8                        | \$ 92.0                        |
| Total debt             | \$ 5.6                         | \$ 5.8                         |
| Total liabilities      | \$ 24.5                        | \$ 18.7                        |

| (\$ in millions)          | CASH FLOW<br>QTR ENDING<br>6/30/15 | CASH FLOW<br>QTR ENDING<br>6/30/14 |
|---------------------------|------------------------------------|------------------------------------|
| Net (loss) income         | \$ (3.7)                           | \$ (4.4)                           |
| ITDA                      | \$ 1.2                             | \$ 1.1                             |
| EBITDA                    | \$ (2.5)*                          | \$ (3.2)*                          |
| Cash flow from operations | \$ (2.1)                           | \$ (1.3)                           |
| Cash flow from investing  | \$ (0.1)                           | \$ 0.6                             |
| Cash flow from financing  | \$ 0.2                             | \$ (0.6)                           |
| Net cash flow             | \$ (2.1)                           | \$ (1.2)                           |

\* See Non-GAAP Reconciliation in Appendix

## 2016 BENCHMARKS

### ACHIEVE EBITDA PROFITABILITY BY FULL-YEAR 2016

- Significant year-over-year revenue growth in FY 2016
- Significant year-over-year gross margin improvement in FY 2016
- Positive cash flow from operations for full-year FY 2016
- Significant improvement in GAAP EPS, including positive GAAP EPS in the second-half of FY 2016

# STRONG GROWTH STRATEGY IN PLACE

## TARGET OPERATING MODEL

|                                | TARGET          | ASSUMPTIONS   |
|--------------------------------|-----------------|---|
| Revenue                        | \$200M - \$250M | <ul style="list-style-type: none"> <li>• Distribution channel expansion</li> <li>• Nat'l accounts high-bay growth</li> </ul>  |
| LED % of Total Product Revenue | 90%+            | <ul style="list-style-type: none"> <li>• Pace of customer LED adoption</li> <li>• Company rationalization of fluorescent products</li> <li>• Pace of new LED product expansions/launches</li> </ul> |
| Gross Margin                   | 36% - 40%       | <ul style="list-style-type: none"> <li>• Variable cost model</li> <li>• New products greater than 40% GP</li> </ul>   |
| Operating Margin               | 15% - 20%       | <ul style="list-style-type: none"> <li>• R&amp;D growth investment</li> <li>• Bonus / commission expense growth</li> </ul>  |

*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.*



# INVESTMENT HIGHLIGHTS

- Industry in transition, disruptive technology shift to solid state LED lighting
- Significant market opportunity, long runway for growth, and strong value proposition to customers
- Accelerating top-line growth with clear roadmap to improving performance in FY 2016
- Strategic imperatives support long-term financial goals



# THANK YOU!

CONTACT INFO  
Scott Jensen  
sjensen@oesx.com  
920 892 5454

# APPENDIX

# NON-GAAP RECONCILIATION

| (\$ in millions)               | 6/30/15<br>GAAP   | 6/30/14<br>GAAP   |
|--------------------------------|---|---|
| Revenue                        | \$ 16.6   | \$ 13.3   |
| Gross Profit \$                | \$ 3.8  | \$ 2.6  |
| Gross Profit %                 | 22.7%   | 19.6%   |
| Operating Loss                 | \$ (3.6)  | \$ (4.4)  |
| Diluted Shares                 | 27.48   | 21.67   |
| EPS                            | \$ (0.13)   | \$ (0.20)   |
|                                | EARNINGS BEFORE<br>INTEREST, TAXES,<br>DEPRECIATION AND<br>AMORTIZATION<br>RECONCILIATION | EARNINGS BEFORE<br>INTEREST, TAXES,<br>DEPRECIATION AND<br>AMORTIZATION<br>RECONCILIATION |
| Operating Loss                 | \$ (3.6)  | \$ (4.4)  |
| Depreciation &<br>Amortization | \$ 1.1  | \$ 1.1  |
| Total EBITDA                   | \$ (2.5)  | \$ (3.2)  |
| EBITDA %                       | (14.9%)   | (24.4%)   |

# INTELLECTUAL PROPERTY

## ORION LIGHT FIXTURE TECHNOLOGY

### BY OTHERS

### ORION™

#### ELECTRONICS

#### DESIGN

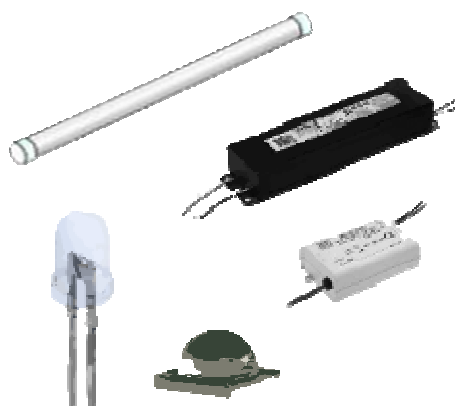
#### APPLICATION

Nichia      General Electric  
Samsung    Osram Sylvania

100+ Design or Utility Patents  
Held or pending

#### Commodity

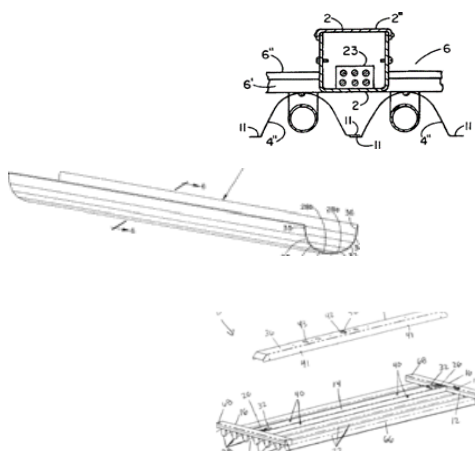
- Lamps
- Ballasts
- LED Chips
- LED Drivers



#### Performance

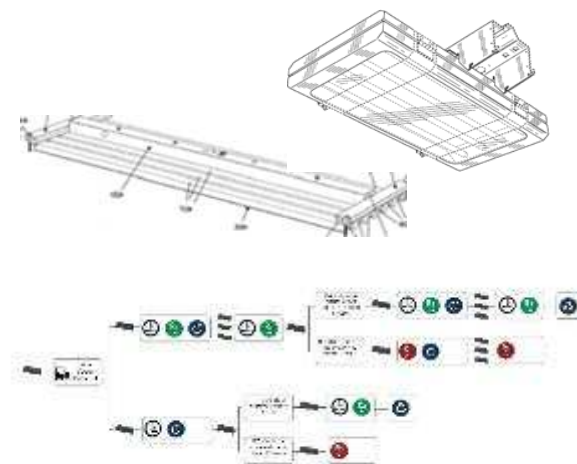
##### ISON® Class

- Optical Performance
- Thermal Management



#### Value Proposition

- Application Specific Design
- Controls




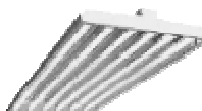


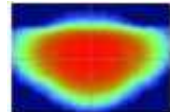
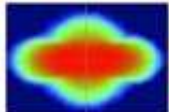
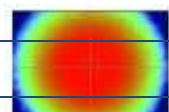
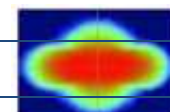


# ORION PATENT PORTFOLIO: ISSUED

40 additional  
patents pending

|  |  |   |   |   |   |   |  |   |  |   |
|--|--|---|---|---|---|---|--|---|--|---|
| 6,257,735<br><br>UTILITY<br>Fluorescent light reflector<br>USPTO                | 6,467,933<br><br>UTILITY<br>Means for increasing life of fluorescent lamps<br>USPTO               | 6,585,396<br><br>UTILITY<br>Fluorescent hanging light fixture<br>USPTO     | 6,710,588<br><br>UTILITY<br>Apparatus to compare light source efficiency<br>USPTO    | 6,724,180<br><br>UTILITY<br>Apparatus to meter separate lighting circuits<br>USPTO | 6,746,274<br><br>UTILITY<br>Motion detector apparatus<br>USPTO                           | 6,758,580<br><br>UTILITY<br>Fluorescent hanging light fixture<br>USPTO                               | 6,774,619<br><br>UTILITY<br>Apparatus to compare light source efficiency<br>USPTO | 6,964,502<br><br>UTILITY<br>Recessed light tube fixture<br>USPTO         | 7,401,942<br><br>UTILITY<br>Female electric connector plug<br>USPTO                     | 7,563,006<br><br>UTILITY<br>Fluorescent lamp fixture<br>USPTO                        |
| 7,575,338<br><br>UTILITY<br>Modular light fixture with power pack<br>USPTO      | 7,628,506<br><br>UTILITY<br>Power pack with connector, relative connector 100 fig.<br>USPTO       | 7,638,743<br><br>UTILITY<br>Lighting controls system<br>USPTO              | 7,746,003<br><br>UTILITY<br>Transformer wiring apparatus<br>USPTO                    | 7,762,861<br><br>UTILITY<br>Apparatus to meter light usage<br>USPTO                | 7,780,310<br><br>UTILITY<br>Modular fixture with power pack and metering device<br>USPTO | 7,784,966<br><br>UTILITY<br>Modular fixture with power pack and metering device<br>USPTO             | 8,070,312<br><br>UTILITY<br>Fluorescent fixture with lamp holder<br>USPTO         | 8,136,958<br><br>UTILITY<br>Modular fixture with power pack<br>USPTO     | 8,337,043<br><br>UTILITY<br>Modular fixture with power pack<br>USPTO                    | 8,334,655<br><br>UTILITY<br>Lighting controls system<br>USPTO                        |
| 8,344,665<br><br>UTILITY<br>Lighting controls system<br>USPTO                   | 8,376,583<br><br>UTILITY<br>Energy conservation system for low, medium, and high voltage<br>USPTO | 8,376,600<br><br>UTILITY<br>Lighting fixture<br>USPTO                      | 8,406,937<br><br>UTILITY<br>System for reducing peak off peak energy demand<br>USPTO | 8,445,826<br><br>UTILITY<br>Well system<br>USPTO                                   | 8,450,470<br><br>UTILITY<br>Fixture with I<br>USPTO                                      | 8,476,565<br><br>UTILITY<br>Master control device for remote lighting<br>USPTO                       | 8,586,902<br><br>UTILITY<br>Outdoor fixture with connector<br>USPTO               | 8,604,701<br><br>UTILITY<br>System for lighting plants<br>USPTO          | 8,626,643<br><br>UTILITY<br>Utility financial model<br>USPTO                            | 8,666,559<br><br>UTILITY<br>System for reducing peak off peak energy demand<br>USPTO |
| 8,729,446<br><br>UTILITY<br>Dynamic intersection traffic light control<br>USPTO | 8,764,237<br><br>UTILITY<br>Lighting system with custom inventory and profile<br>USPTO            | 8,779,340<br><br>UTILITY<br>Lighting controls system<br>USPTO              | 8,794,604<br><br>UTILITY<br>System for reducing light fixture<br>USPTO               | 8,858,018<br><br>UTILITY<br>Modular fixture with power pack<br>USPTO               | 8,866,502<br><br>UTILITY<br>Outdoor fluorescent lighting fixture<br>USPTO                | 8,864,203<br><br>UTILITY<br>System for displacing energy consumption using natural lighting<br>USPTO | 8,886,313<br><br>UTILITY<br>Light emitting diode meter assembly<br>USPTO          | 8,921,751<br><br>UTILITY<br>Outdoor fixture controls system<br>USPTO     | 9,016,892<br><br>UTILITY<br>Light fixture with toolless interchangeable lenses<br>USPTO | D447,266<br><br>DESIGN<br>Overhead downlight fluorescent fixture<br>USPTO            |
| D460,735<br><br>DESIGN<br>Electric connector plug and socket<br>USPTO         | D463,059<br><br>DESIGN<br>Overhead downlight fluorescent fixture<br>USPTO                       | D479,876<br><br>DESIGN<br>Electric connector having mating pins<br>USPTO | D483,332<br><br>DESIGN<br>Electric connector cord<br>USPTO                         | D494,705<br><br>DESIGN<br>Overhead fluorescent fixture<br>USPTO                  | D517,673<br><br>DESIGN<br>Lighting system for displacing energy consumption<br>USPTO   | D557,817<br><br>DESIGN<br>Daylight<br>USPTO  | D560,469<br><br>DESIGN<br>Hinge for daylight<br>USPTO                           | D595,994<br><br>DESIGN<br>Reflector for lighting lamp<br>USPTO         | D686,697<br><br>DESIGN<br>Outdoor fixture design for street light<br>USPTO            | D686,698<br><br>DESIGN<br>Outdoor fixture design for parking lot light<br>USPTO    |
| D617,028<br><br>DESIGN<br>Outdoor fixture design for street light<br>USPTO    | D617,029<br><br>DESIGN<br>Outdoor fixture design for parking lot light<br>USPTO                 | D621,410<br><br>DESIGN<br>Graphic user interface<br>USPTO                | D621,411<br><br>DESIGN<br>Graphic user interface for a display device<br>USPTO     | D633,340<br><br>DESIGN<br>Reflector for lighting fixture<br>USPTO                | D632,006<br><br>DESIGN<br>Reflector for lighting fixture<br>USPTO                      | D650,225<br><br>DESIGN<br>Guard for lighting apparatus<br>USPTO                                    | D719,186<br><br>DESIGN<br>Translucent housing<br>USPTO                          | RE42,456<br><br>UTILITY<br>Fluorescent tube light lamp holder<br>USPTO | UTILITY PATENT   |   |
|  |  |   |   |   |   |   |  |   |  | DESIGN PATENT   |

# TECHNOLOGY COMPARISON

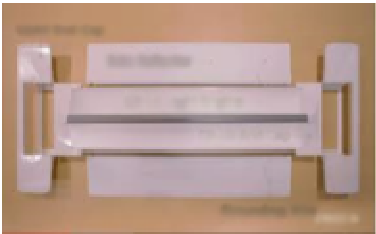

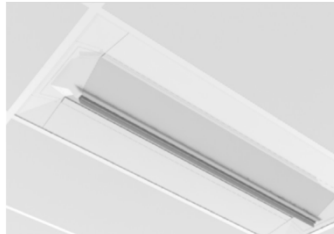



| LEGACY   FLUORESCENT |  |  | LED   |  |  |           |
|----------------------|--|--|---|--|--|-----------|
| THERMAL / LIGHT      | High Intensity Discharge   | Competitor High Intensity Fluorescent  | Orion™ High Intensity Fluorescent   | Competitor LED   | Orion™ LED   |           |
|                      |   | <br>6 Lamp | <br>4 Lamp |   |   |           |
|                      | Most heat<br>Less light  | More heat<br>Omni directional  | Less heat<br>Focused light  | More heat<br>Omni directional  | Less heat<br>Focused light   |           |
|                      |  |           |           |  |  |           |
|                      | WATTS  | 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 |

Source: Orion Energy Systems

Orion Energy Systems, Inc . NASDAQ: OESX

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# OFFICE TROFFER TECHNOLOGY COMPARISON

|            | ASSEMBLY  | INSTALLATION   | AESTHETICS  | TECHNICAL   |
|------------|---|--|---|---|
| COMPETITOR |  <p>Ships unassembled in a box.</p>                |  <p>Assembled onsite with tools.</p>                 |  <p>One option.</p>  | <p><b>Spec</b><br/>5000°K<br/>CR24 Kit</p> <p><b>Efficacy (lumens per watt)</b><br/>106 LPW</p> <p><b>Light Output</b><br/>3,100 lumens</p> <p><b>Input Power</b><br/>34 watts</p> <p><b>Rated Life</b><br/>50,000 hours</p>  |
| ORION™     |  <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><br/>5000°K<br/>LDR™ 2x4</p> <p><b>Efficacy (lumens per watt)</b><br/>107 LPW</p> <p><b>Light Output</b><br/>3,398 lumens</p> <p><b>Input Power</b><br/>32 watts</p> <p><b>Rated Life</b><br/>125,000 hours</p> |

# EXTERIOR LED TECHNOLOGY COMPARISON

## OPTICS

COMPETITOR



LEDs close together without shaped optic.

ORION™



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

## DURABILITY



Optics not individually protected and minimal heat sinking.



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

## 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

### 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)

orion