

## Making AR/VR A Reality

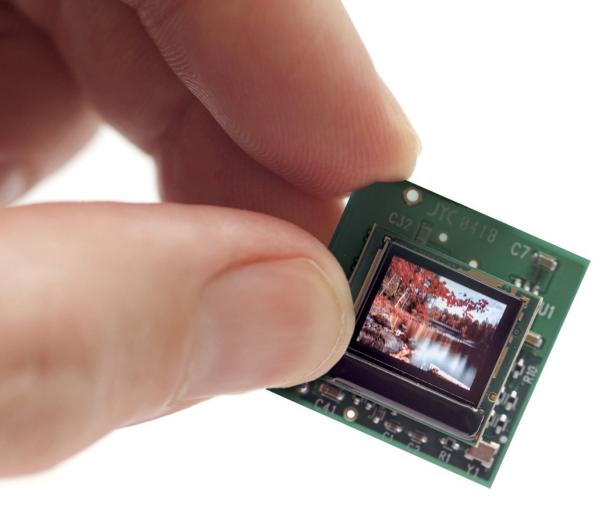
NYSE American: EMAN
Investor Presentation – June 2021

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# Vision:

Enable the future of computing & imaging with OLED technology

### A Pioneering Technology Leader with a Broad IP Portfolio

- A technology leader with proprietary and patented direct patterning technology (dPd<sup>™</sup>) for ultrahigh brightness in color, and the sole U.S. manufacturer of OLED microdisplays
- Uniquely positioned to capitalize on growing addressable markets in military, industrial and consumer applications for high-brightness AR/VR solutions
- Recent U.S. government funding of approximately \$39 million for manufacturing to support improvement in growth, innovation and productivity
- Deep applications expertise and broad IP portfolio that is aligned with blue-chip customer base and long-term industry trends
- Well-established military and aviation market presence benefiting from secular and cyclical tailwinds; leverageable platform for high growth opportunities in consumer and commercial end markets
- Highly experienced management team with industry-leading technical expertise enabling a substantial runway for value creation

#### eMagin at a Glance

Headquarters: Hopewell Junction, NY

Manufacturing: U.S. Domiciled

Employees: 100+

Revenue: **\$29.4M in 2020** 

• 85% from Product Sales,15% Contracts

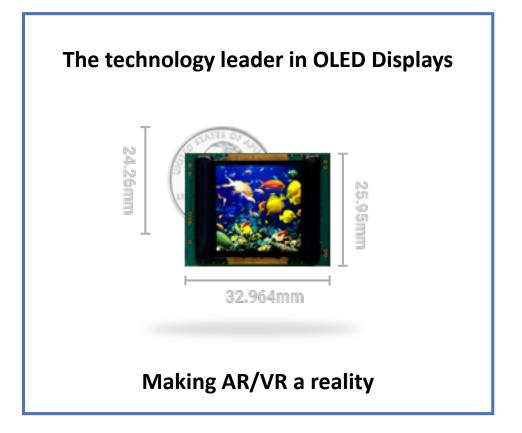
• 56% U.S., 46% International

30 countries served

Market Cap: **\$253.1M\*** 

Ticker/Exchange: **EMAN / NYSE American** 

Patents: 48 issued, 36 pending



\*Based on closing price on 6/3/21 and 72.3 million shares outstanding.



#### Leveraging Our Military Experience to Seize New Opportunities



**Establish partnerships for high-volume manufacturing** 

Develop commercial and consumer electronics customer relationships for AR/VR opportunities

**Grow commercial and industrial presence** 

**Expand military and aviation market share** 

Deepen penetration of leading-edge dPd<sup>™</sup> technology

Increase capacity and production yields; expand manufacturing capability

#### FY2020: Improving Performance, Setting a Foundation for Growth



#### **Financial Trends**

- Continued strength in military display business, 10% year-over-year revenue increase
- Product revenues totaled \$25.0 million, representing a 2% increase from \$24.6 million in 2019
- As of December 31, 2020, backlog of open orders of \$12.2 million, including \$10.9 million scheduled for delivery through December 31, 2021
- Cash and cash equivalents of \$8.3M as of December 31, 2020
- Expecting contract revenues to continue with development and scalability of dPd technology for consumer AR/VR



#### **Operating Trends**

- Continuing to supply sole-sourced displays under the Enhance Night Vision Goggle-Binocular (ENVG-B) program as it ramps to volume, as well as other key military programs worldwide
- In December 2020, signed a 10-year lease for 25% of additional space to house the new equipment, including equipment to be purchased for the Company's patented high-brightness dPd production process
- In January 2021, took delivery of first equipment under \$39.1 million in U.S. government funding awarded to eMagin to enhance its manufacturing capabilities as the only U.S. provider of OLED microdisplays



#### **Advancing Product Development**

- Continue to see strong interest in high-brightness direct patterned technology
- Steady progress on the development efforts for dPd technology and high brightness product roadmap
- Closer to achieving brightness milestone of 10,000cd/m2 for a full-color display using a single stack architecture

#### Serving a Critical Need in U.S. Defense Capabilities



- Recognized by the U.S. Department of Defense (DoD) as the only domestic manufacturer of OLED microdisplays and designated as a cornerstone of the U.S. manufacturing base
- Received \$5.5 million award under the Industrial Base Analysis and Sustainment (IBAS) Program for Organic Light Emitting Diode (OLED) Supply Chain Assistance for procurement and installation of capital equipment at the Hopewell Junction facility to enhance manufacturing capabilities
- Received \$33.6 million DoD funding to sustain and enhance U.S. domestic capability for high-resolution, high-brightness OLED microdisplays based on proprietary dPd technology



### Our OLED Technology Advantage: Lowest Power, **Highest Brightness**

- Brightest OLED monogreen over 28,000 cd/m<sup>2</sup>; full color 7,500 cd/m<sup>2</sup> demonstrated, full color 10,000 cd/m<sup>2</sup> targeted this year
- Very high contrast greater than 1,000,000:1
- Lower power consumption yields longer battery life
- More compact form factor
- Lightweight solution
- Field tested for reliability and performance
- Nausea-free operation
- Superior performance and a competitive cost at higher volumes



### A History of Technical Leadership Through Fundamental Innovations in Microdisplays

- Developed and shipped first full color active matrix OLED in 2001
- Introduced sequentially higher resolution displays:

•	VGA	640x480	SXGA120	1280x1024
•	SVGA+	852x600	WUXGA	1920x1200
•	DSVGA	800x600	2Kx2K	2048x2048

SXGA096 1280x1024 4Kx4K

- Full-color SXGA OLED microdisplay
- First to develop 20k cd/m2 monochrome green in 2011
- First to develop 700 cd/m2 in full color in 2013
- Recent white with color filter displays exceed 1,500 cd/m2
- Developed unique and proprietary full color direct patterned dPd™ microdisplay greater than 7,000 cd/m2

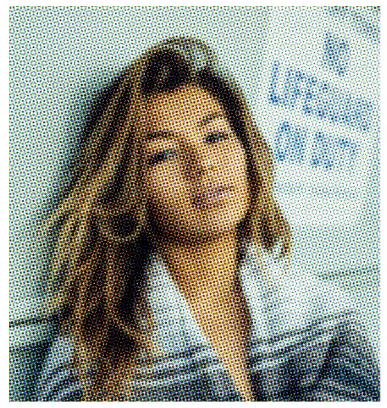


# Direct Patterning: The Best Display Solution for AR/VR Applications

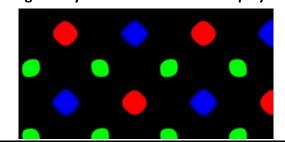
- dPd achieved >7,000 cd/m2 brightness on a full color WUXGA
- Full color 2k x 2k display demonstrated by using dPd
- 4k x 4k full color dPd microdisplay demonstrated

### **OLED Provides a Superior AR/VR Experience**

Magnification Highlights eMagin's Superior Fill Factor

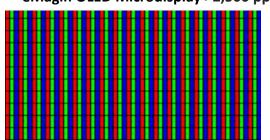


Samsung Galaxy S5 OLED Cell Phone Display ~ 600 ppi





eMagin OLED Microdisplay >2,500 ppi





### The Future of AR/VR Powered by dPd™







- Conventional OLED microdisplays use white OLED with color filters
  - Color filters absorb ~80% of the useful light; limited brightness and inefficient
- Only eMagin has Direct Patterned microdisplay technology for direct emission of red, green and blue light without color filters
  - Enables significantly higher brightness; targeting 10,000 cd/m<sup>2</sup> at year end and 28,000 cd/m<sup>2</sup> by 2023
  - Higher efficiency, much lower power consumption
- eMagin is ahead today in full color OLED microdisplay brightness and will stay ahead

\*for illustrative purposes only



### Deep Application Expertise Backed by a Broad IP Portfolio

#### **Patents**

- 48 patents issued and 36 pending
- Includes silicon backplane, OLED architecture, process and packaging
- Key patents include ultra-high brightness directly patterned OLED displays

#### **Know-how**

- Includes Silicon backplane, OLED architecture, process and packaging
- Back-plane design
- Anode patterning
- Direct patterning of OLED
- Thin film encapsulation
- Packaging methodology

#### **Significant Barriers to Entry**



### **Well-established Military and Aviation Business**

Profile Customers

- Predominately sole-source supplier
- Differentiated performance and leader in brightness
  - Visible in bright sunlight
  - High contrast for detail
- First mover in AR/VR for domestic and foreign military applications
- Global market leadership International and U.S. Army, Air Force, Special Forces, Navy/Marines
- Proven track record of performing in demanding applications and environments
- Long-standing customer relationships and extended program and product lifecycles
- Military microdisplays addressable market expected to increase
- Accelerating activity and program wins in aviation
- Trend away from LCD to microOLED for better contrast and brightness















#### **Products**



**Enhanced Night Vision Goggle** 



Helmet Display



Laser Range Finder



Simulation Training Devices



### **Commercial and Medical Markets Represent New Growth Opportunities**

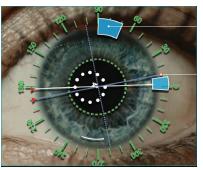
#### **Profile**

- Products provide high reliability in stressful environments
- Visualize digital information and imagery
- Successful in supplying to medical imaging devices, veterinary ultrasound viewers, thermal cameras and hunting scopes

#### **Products**













**LASIK Surgery** 

**Cataract Surgery** 

fMRI Visual System

**Veterinary Ultrasound** 

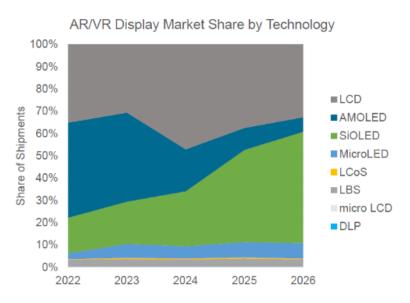
**Hunting Scopes** 

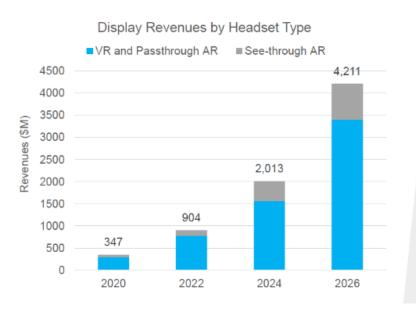
**End-Market Diversification** 



#### **Display Market Share and Revenues**

- ▶ OLED on silicon (SiOLED) will capture the largest share of shipments from 2025, with LCD in second place.
- We expect that AMOLED will lose popularity in the long term, due to the limitations in pixel density.
- ▶ Revenues for AR/VR displays will grow at a CAGR of 51.6%, from \$0.3B in 2020 to \$4.2B in 2026.





Source: DSCC 2021

Why should display companies be interested in AR/VR?

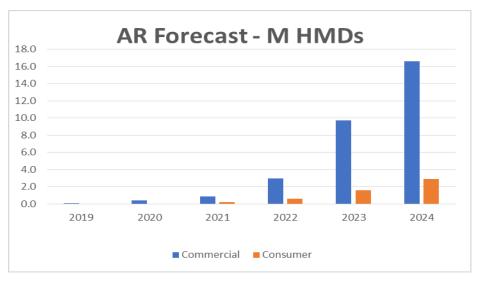
OLED Microdisplays Dominate

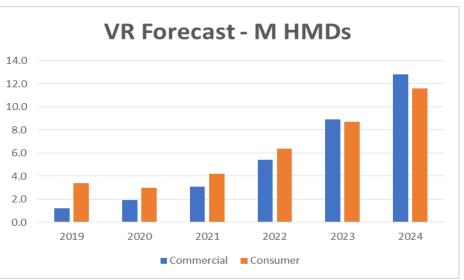


### Well Positioned to Capitalize on Large Commercial and Consumer Opportunities

#### **Profile**

- ✓ Augmented reality for
  - Equipment repair
  - Factory automation
  - Service technicians
- ✓ Virtual reality for
  - Vehicle design
  - Training and simulation
  - Consumer gaming and entertainment
- eMagin is the only company with technology that satisfies the key requirements:
  - High brightness
  - High speed
  - · High pixels per inch
  - High resolution





Source: IDC 2020



### Our Manufacturing Footprint: We are "Made in the USA"

#### **Hopewell Junction, NY (Headquarters)**

- Lease ~63,000 square feet of space
- Houses own equipment for OLED microdisplay fabrication, assembly operations, R&D and product development functions
- eMagin is the only US-based
   manufacturer of OLED microdisplays
- Approximately \$39 million in DoD awards for procurement and installation of capital equipment to enhance manufacturing and enhance dPd technology

#### Class 10 Clean Room Operations



**Photo-Lithography** 



**In-Line Inspection** 



**Metal Deposition** 



Glass Lid



**OLED Deposition Cluster** 



**Advanced Packaging Capabilities** 



### **Experienced Management Team of Recognized Industry Experts**

	_
Andrew Sculley CEO	<ul> <li>More than 20 years experience in OLED technology and manufacturing</li> <li>Led Kodak OLED Systems</li> <li>MS Physics Cornell, MBA Carnegie-Mellon</li> </ul>
Dr. Amal Ghosh COO	<ul> <li>Pioneering inventor of disruptive OLED microdisplay technology at eMagin and Kodak</li> <li>PhD Physics MIT</li> <li>Past President of the prestigious Society for Information Display (SID)</li> </ul>
Mark Koch Acting CFO	<ul> <li>Previously eMagin's VP of Finance and Corporate Controller</li> <li>+25 years of financial experience</li> <li>Certified Public Accountant; BS Manhattan College</li> </ul>
Oliver Prache SVP Product Development	<ul> <li>OLED product commercialization pioneer at Pixtech (France) and OIS Optical Imaging Systems</li> <li>Diplôme d'Ingénieur from E.N.S.E.R.G.Grenoble France</li> </ul>
Joseph Saltarelli SVP Operations	<ul> <li>More than 25 years of semiconductor, thin films, and packaging manufacturing</li> <li>Senior Director of Manufacturing Operations, GLOBALFOUNDRIES</li> <li>BS Ceramic Engineering and Materials Science Rutgers, MBA in Technology Management</li> </ul>
<b>Dr. Scott Bukofsky</b> VP Business Development	<ul> <li>More than 20 years experience in semiconductors and sales management</li> <li>Senior Director of Sales at GLOBALFOUNDRIES</li> <li>PhD Electrical Engineering from Yale University</li> </ul>



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# **Appendices**



### **Consolidated Statement of Operations**

(in thousands, except share data)

Three	Months	Ended	
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	March 31,			
	2021		2020	
Revenues:				_
Product	\$	6,105	\$	5,634
Contract		668		1,097
Total revenues, net		6,773		6,731
Cost of revenues:				
Product		4,707		4,790
Contract		358		507
Total cost of revenues		5,065		5,297
Gross profit		1,708		1,434
Operating expenses:				
Research and development		1,842		980
Selling, general and administrative		1,824		1,798
Total operating expenses		3,666		2,778
Loss from operations		(1,958)		(1,344)
Other (expense) income:				
Change in fair value of common stock warrant liability		(7,208)		(20)
Interest expense, net		(210)		(17)
Gain on forgiveness of debt		1,963		_
Other income, net		(5.420)		12
Total other (expense)		(5,420)		(25)
Loss before provision for income taxes Income taxes		(7,378)		(1,369)
Net loss	\$	(7,378)	\$	(1,369)
1001033	<u> </u>	(7,570)	Ψ	(1,505)
Loss per share, basic and diluted	\$	(0.10)	\$	(0.03)
Weighted average number of shares outstanding:				
Basic and Diluted		70,272,302	-	51,638,598



#### **Consolidated Balance Sheet**

(in thousands, except share data)

		March 31, 2021		December 31, 2020
ASSETS				
Current assets:				
Cash and cash equivalents	\$	10,705	\$	8,315
Restricted cash		1,671		2,111
Accounts receivable, net		4,423		5,314
Account receivable-due from government awards		97		1,013
Unbilled accounts receivable		374		253
Inventories		8,413		8,379
Prepaid expenses and other current assets		1,095	-	943
Total current assets		26,778		26,328
Property, plant and equipment, net		22,118		21,132
Operating lease right - of - use assets		35		50
Intangibles and other assets		124		126
Total assets	<u>s</u>	49,055	\$	47,636
LIABILITIES AND SHAREHOLDERS' EQUITY				
Current liabilities:	_		_	
Accounts payable	\$	1,266	\$	1,206
Accrued compensation		1,929		1,628
Paycheck Protection Program loan - current				982
Revolving credit facility, net		198		1,875
Common stock warrant liability		11,830		4,622
Other accrued expenses		1,474		1,693
Deferred revenue		124		425
Operating lease liability - current		36 1,028		51 1,027
Finance lease liability - current				
Other current liabilities Total current liabilities		621 18,506		757 14.266
Other liability - long term		42		56
Paycheck Protection Program loan - long term		42		982
Deferred Income - government awards - long term		4,473		4,309
Finance lease liability - long term		11,733		11,783
Total liabilities		34,754		31,396
Shareholders' equity:				
Preferred stock, \$.001 par value: authorized 10,000,000 shares:				
Series B Convertible Preferred stock, (liquidation preference of \$5,659) stated value \$1,000 per share, \$.001 par value: 10,000				
shares designated and 5,659 issued and outstanding as of March 31, 2021 and December 31, 2020.		_		_
Common stock, \$.001 par value: authorized 200,000,000 shares, issued 72,137,858 shares, outstanding 71,975,792 shares as of				
March 31, 2021 and issued 68,890,819 shares, outstanding 68,728,753 shares as of December 31, 2020.		72		69
Additional paid-in capital		274,165		268,729
Accumulated deficit		(259,436)		(252,058)
Treasury stock, 162,066 shares as of March 31, 2021 and December 31, 2020.		(500)		(500)
Total shareholders' equity		14,301		16,240
Total liabilities and shareholders' equity	\$	49,055	\$	47,636



### **Adjusted EBITDA**

\$ in thousands

# Three Months Ended March 31,

	2021	2020	
Net loss	\$ (7,378)	\$	(1,369)
Non-cash compensation	13		43
Change in fair value of common stock warrant liability	7,208		20
Depreciation and intangibles amortization expense	733		480
Interest expense	210		17
Adjusted EBITDA	\$ 786	\$	(809)

