

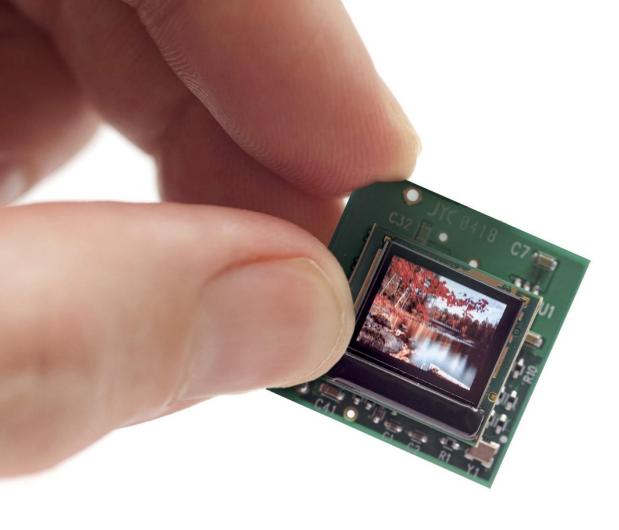
## Making AR/VR A Reality

NYSE American: EMAN
Investor Presentation – September 2021

#### **Disclaimer**

Certain statements made by us in this presentation that are not historical facts or that relate to future plans, events or performances are forward-looking statements within the meaning of the federal securities laws. Our actual results may differ materially from those expressed in any forward-looking statement made by us. Forward-looking statements involve a number of risks or uncertainties including, but not limited to, the risks described under the heading "Risk Factors" in the Company's filings with the Securities and Exchange Commission, including, but not limited to, the Company's Reports on Form 10-K for the year ended December 31, 2020. All forward-looking statements are qualified by those Risk Factors as well as the Company's "Statement of Forward-Looking Information" in such filings. All statements made by us in this presentation are further qualified in all respects by the information disclosed in the Company's filings with the Securities and Exchange Commission. These statements are only predictions. We are under no duty to update or revise any forward-looking statements to conform such statements to actual results or events, and do not intend to do so.

This presentation is the property of, and contains the proprietary and confidential information of the Company and is being provided solely for informational purposes. The projections, estimates and forecasts contained herein have been prepared by the Company in good faith based on assumptions believed by the Company to be reasonable at the time of preparation thereof. Forecasts and estimates regarding the Company's industry and end markets are based on third party sources the Company believes to be reliable. There can be no assurance however that any particular projection, estimate, forecast or other forward-looking information will prove to be accurate in whole or in part or that any of the information contained herein is reflective of future performance to any degree. No representation or warranty is made with respect to the information included herein.



## Vision:

Enable the visualization of digital information and imagery 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
- U.S. government funding of approximately \$39 million for manufacturing supports equipment procurement and improvements in growth, innovation and productivity
- Deep applications expertise and broad IP portfolio that is aligned with diverse customer base and long-term industry trends
- Well-established military and aviation market presence benefiting from modernization trends; 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: \$182.7M\*

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

Patents: **55 issued, 32 pending** 

The technology leader in OLED Displays 24.26mm 32.964mm Making AR/VR a reality

<sup>\*</sup>Based on closing price on 8/30/21 and approximately 72.6 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, medical and industrial presence

**Expand military and aviation market share** 

Deepen penetration of leading-edge dPd™ technology

Increase capacity and production yields; expand manufacturing capability

## H1 2021: Improvements in Backlog and Liquidity.



#### **Financial Trends**

- H1 2021 Product revenues totaled \$11.8 million, comparable to H1 2020 Product revenues of \$11.9 million
- H1 2021 Contract revenues of \$1.2 million declined from \$2.5 million in H1 2020 reflecting timing of contract deliverables.
- December 31, 2020, backlog of open orders of \$12.2 million, grew to \$16.0 million in July 2021.
- Cash and cash equivalents of \$8.3M as of December 31, 2020 increased to \$10.6 million at June 30, 2021.
- 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 H1 2021, took delivery of first pieces of 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



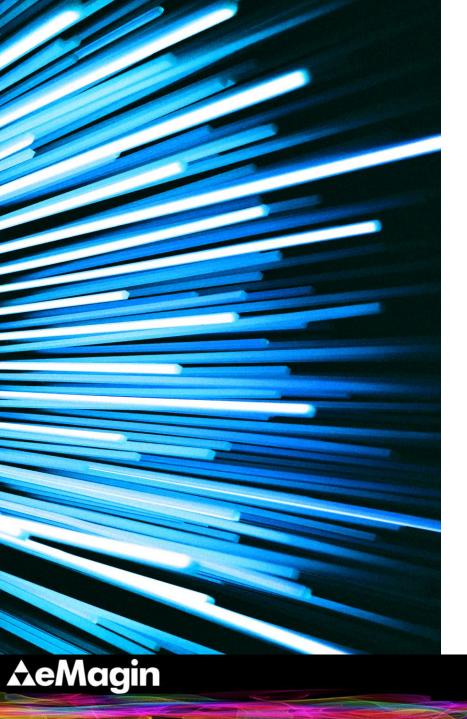
#### **Advancing Product Development**

- Continue to see strong interest in high-brightness XLE and 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 \$39.1 million in DoD funding for procurement and installation of capital equipment at the Hopewell Junction facility to enhance manufacturing capabilities and to sustain and enhance U.S. domestic capability for highresolution, high-brightness OLED microdisplays based on proprietary dPd technology



# Our OLED Technology Advantage: Lowest Power, Highest Brightness

- Brightest OLED commercially available monogreen with peak luminance over 40,000 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
- Demonstrated unique and proprietary full-color direct patterned dPd™ microdisplay of 7,500 cd/m2

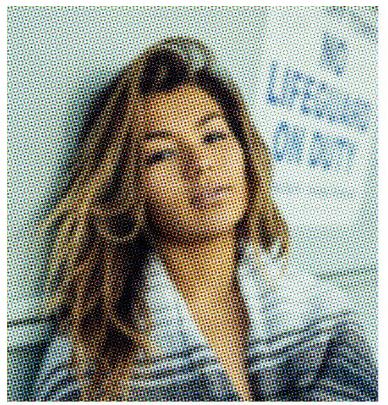


## Direct Patterning: The Best Display Solution for AR/VR Applications

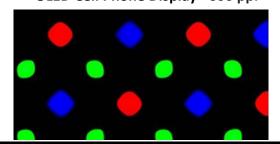
- dPd achieved 7,500 cd/m2 brightness on a full-color WUXGA
- Full-color 2k x 2k display demonstrated by using dPd
- 4k x 4k full-color dPd microdisplay demonstrated

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

Magnification Highlights eMagin's Superior Fill Factor

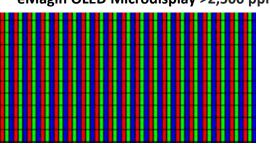


OLED Cell Phone Display ~600 ppi





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 with dPd

\*for illustrative purposes only



# Deep Application Expertise and Broad IP Portfolio Create Significant Barriers to Entry

#### **Patents**

- 55 patents issued and 32 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

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

#### Profile

- 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 OLED for better contrast and brightness

#### **Customers**















#### **Products**



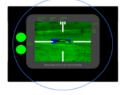
**Enhanced Night Vision Goggle** 



Helmet Display



Laser Range Finder



Simulation Training Devices



# Commercial and Medical Markets Represent New Growth Opportunities and End-market Diversification

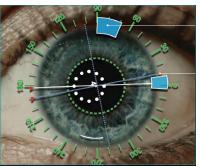
#### **Profile**

- 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** 

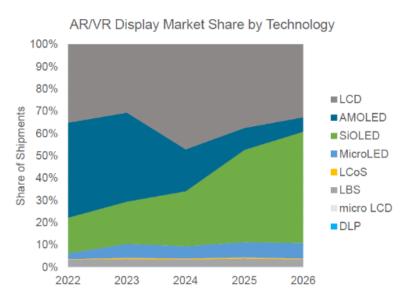
fMRI Visual System

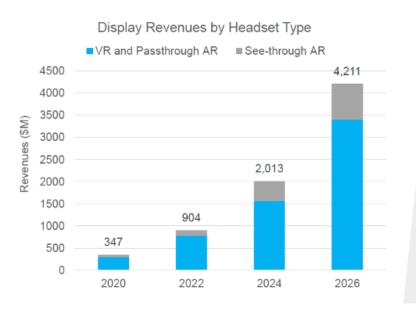
**Veterinary Ultrasound** 

**Hunting Scopes** 

### **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.





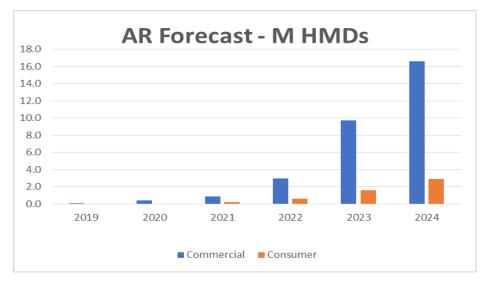
Source: DSCC 2021

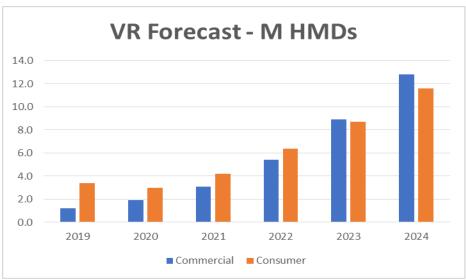
**OLED Microdisplays Expected to Dominate** 

## 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)**

- 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 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>						

## 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
- U.S. government funding of approximately \$39 million for manufacturing supports equipment procurement and improvements in growth, innovation and productivity
- Deep applications expertise and broad IP portfolio that is aligned with diverse customer base and long-term industry trends
- Well-established military and aviation market presence benefiting from modernization trends; 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

## **Appendices**



## **Consolidated Statement of Operations**

(in thousands, except share data)

		Three Months Ended June 30,				Six Months Ended June 30,			
		2021		2020		2021		2020	
Revenues:									
Product	\$	5,742	\$	6,260	\$	11,847	\$	11,894	
Contract		537		1,440		1,205		2,537	
Total revenues, net		6,279		7,700		13,052		14,431	
Cost of revenues:									
Product		5,466		4,978		10,173		9,768	
Contract		242		746		600		1,253	
Total cost of revenues		5,708		5,724		10,773		11,021	
Gross profit		571		1,976		2,279		3,410	
Operating expenses:									
Research and development		1,788		1,599		3,630		2,579	
Selling, general and administrative		1,690		1,712		3,514		3,510	
Total operating expenses		3,478		3,311		7,144		6,089	
Loss from operations		(2,907)		(1,335)		(4,865)		(2,679)	
Other (expense) income:									
Change in fair value of common stock warrant liability		2,642		(1,481)		(4,566)		(1,501)	
Interest expense, net		(205)		(18)		(415)		(35)	
Gain on forgiveness of debt		_		_		1,963		_	
Other income, net		192		3		227		15	
Total other (expense)		2,629		(1,496)		(2,791)		(1,521)	
Loss before provision for income taxes		(278)		(2,831)		(7,656)		(4,200)	
Income taxes Net loss	\$	(270)	Φ.	(2,831)	\$	(7.650)	\$	(4.200)	
Net loss	<u>\$</u>	(278)	\$	(2,831)	<u> </u>	(7,656)	<u>\$</u>	(4,200)	
Loss per share, basic and diluted	\$		\$	(0.05)	\$	(0.11)	\$	(0.08)	
Weighted average number of shares outstanding:									
Basic and Diluted		72,193		56,755		71,238		54,197	



## **Consolidated Balance Sheet**

(in th	(in thousands, except share data)		June 30, 2021	December 31, 2020		
ASSETS						
Current assets:						
Cash and cash equivalents		\$	10,568	\$	8,315	
Restricted cash			1,491		2,111	
Accounts receivable, net			3,117		5,314	
Account receivable-due from government awards			77		1,013	
Unbilled accounts receivable			783		253	
Inventories			8,133		8,379	
Prepaid expenses and other current assets			795		943	
Total current assets			24,964		26,328	
Property, plant and equipment, net			25,517		21,132	
Operating lease right - of - use assets			21		50	
Intangibles and other assets			121		126	
Total assets		\$	50,623	\$	47,636	
LIABILITIES AND SHAREHOLDERS' EQUI Current liabilities:	IY					
		¢.	1 425	Ф	1 200	
Accounts payable		\$	1,425	\$	1,206	
Accrued compensation			2,346		1,628 982	
Paycheck Protection Program loan - current			405		1,875	
Revolving credit facility, net Common stock warrant liability			9.188		4,622	
Other accrued expenses			559		1,693	
Deferred revenue			86		425	
Operating lease liability - current			21		51	
Finance lease liability - current			1.129		1,027	
Other current liabilities			825		757	
Total current liabilities			15,984		14,266	
Other liability - long term			42		56	
Paycheck Protection Program loan - long term			72		982	
Deferred Income - government awards - long term	n		7,935		4,309	
Finance lease liability - long term	11		11,631		11,783	
Total liabilities			35,592		31,396	
Shareholders' equity:						
Preferred stock, \$.001 par value: authorized 10,0	00,000 shares:					
Series B Convertible Preferred stock, (liquidation	preference of \$5,659) stated value					
\$1,000 per share, \$.001 par value: 10,000 shares	=					
outstanding as of June 30, 2021 and December 3	2		_		_	
Common stock, \$.001 par value: authorized 200	.000,000 shares, issued 72,665,730					
shares, outstanding 72,503,664 shares as of June						
9 1			70		60	
outstanding 68,728,753 shares as of December 3	1, 2020.		72		69	
Additional paid-in capital			275,173		268,729	
Accumulated deficit			(259,714)		(252,058)	
Treasury stock, 162,066 shares as of June 30, 20	21 and December 31 2020		(500)		(500)	
Total shareholders' equity			15,031		16,240	
			-2,021		,2 .0	
Total liabilities and shareholders' equity		\$	50,623	\$	47,636	



## **Adjusted EBITDA**

\$ in thousands

	Three Months Ended June 30,			Six Months Ended June 30,				
	2021		2020		2021		2020	
Net loss	\$	(278)	\$	(2,831)	\$	(7,656)	\$	(4,200)
Non-cash compensation		37		44		50		87
Change in fair value of common stock warrant liability		(2,642)		1,481		4,566		1,501
Depreciation and intangibles amortization expense		694		479		1,427		959
Interest expense		205		18		415		35
Adjusted EBITDA	\$	(1,984)	\$	(809)	\$	(1,198)	\$	(1,618)