



LUMIBIRD
MORE THAN LASERS

LIGHTING THE PATH

Roadmap for 2021-2023



January 2021



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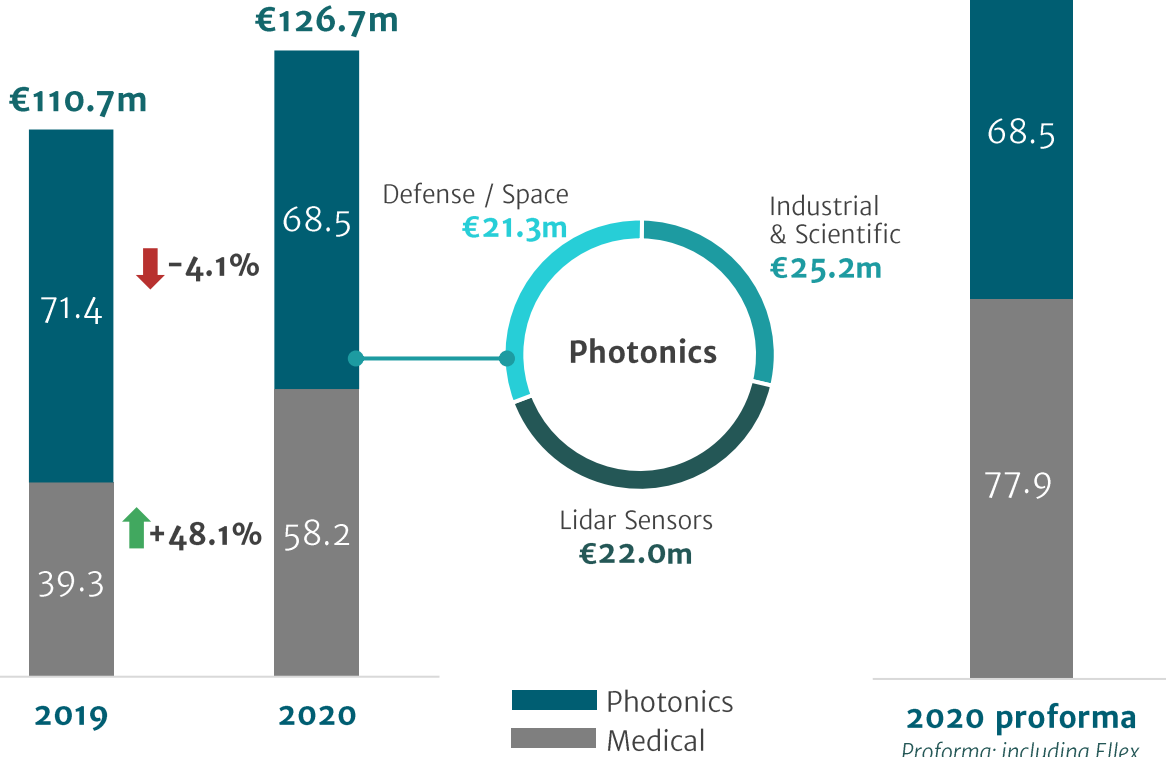
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2020: RESILIENCE FACED WITH THE CRISIS

2020 revenue growth in line with expectations



€146.4m



2020 proforma
Proforma: including Ellex at January 1, 2020

- **Good resilience for the historical scope**
 - Moderate contraction of -9.7%
- **Scientific / Industrial**
 - Good resilience thanks to FPR, offsetting the closure of research centers
- **Defense / Space**
 - LMJ contract impact
 - Progress with Defense / Space excluding LMJ
 - Resumption of organic growth in Q4: +3.8%
- **Lidar**
 - Return to development for next-generation ADAS
 - Resumption of organic growth in Q4 (+14.7% excluding Halo Photonics)
- **Medical**
 - 2020 held back by the cancellation of the sector's major global shows
 - Stability in Q4 (-0.5%) on an organic basis
- **Record revenues in Q4 with €48.2m**



LUMIBIRD TODAY



Offering innovative laser solutions



1 Lasers are crucial for developing tomorrow's technologies

- Power
- Range
- Precision

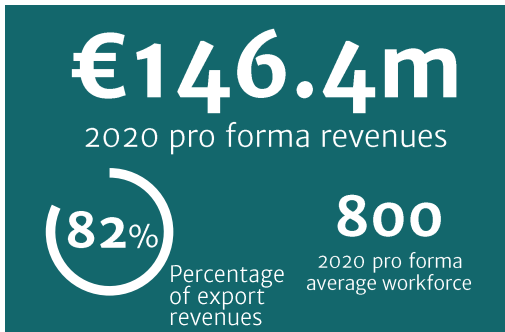
2 LUMIBIRD has deep expertise in laser technologies to deliver solutions aligned with requirements

- **Photonics:**
4th revolution
focused on sensors
- **Medical:**
continuous innovation to respond to clinical and demographic issues

3 Integration and industrialization to maintain technological leadership and competitiveness

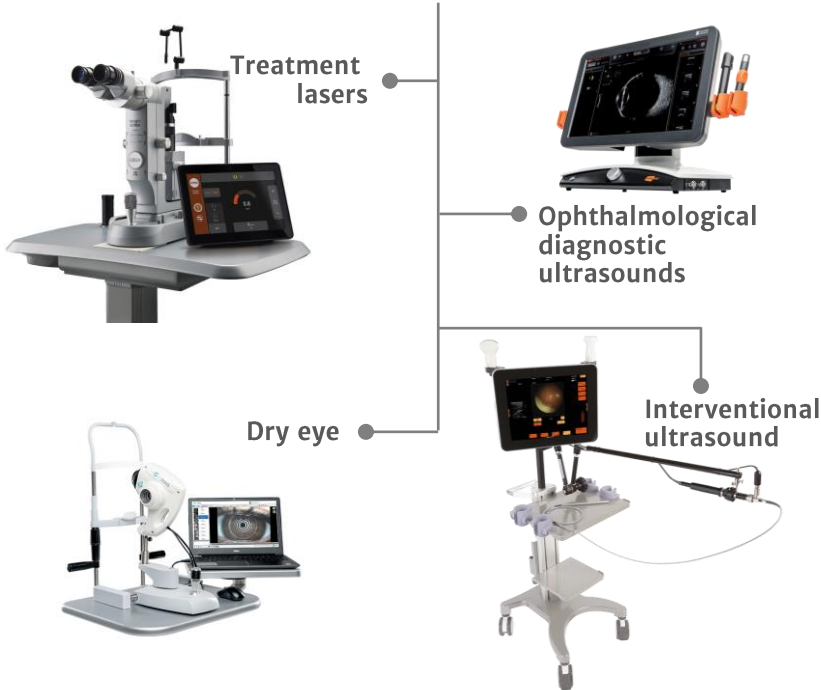
- R&D
- Industrial innovation
- External growth

A leading European laser company with a global presence



MEDICAL

Designing, manufacturing and selling medical equipment



Brand®



PHOTONICS

Designing, manufacturing and selling lasers and laser systems

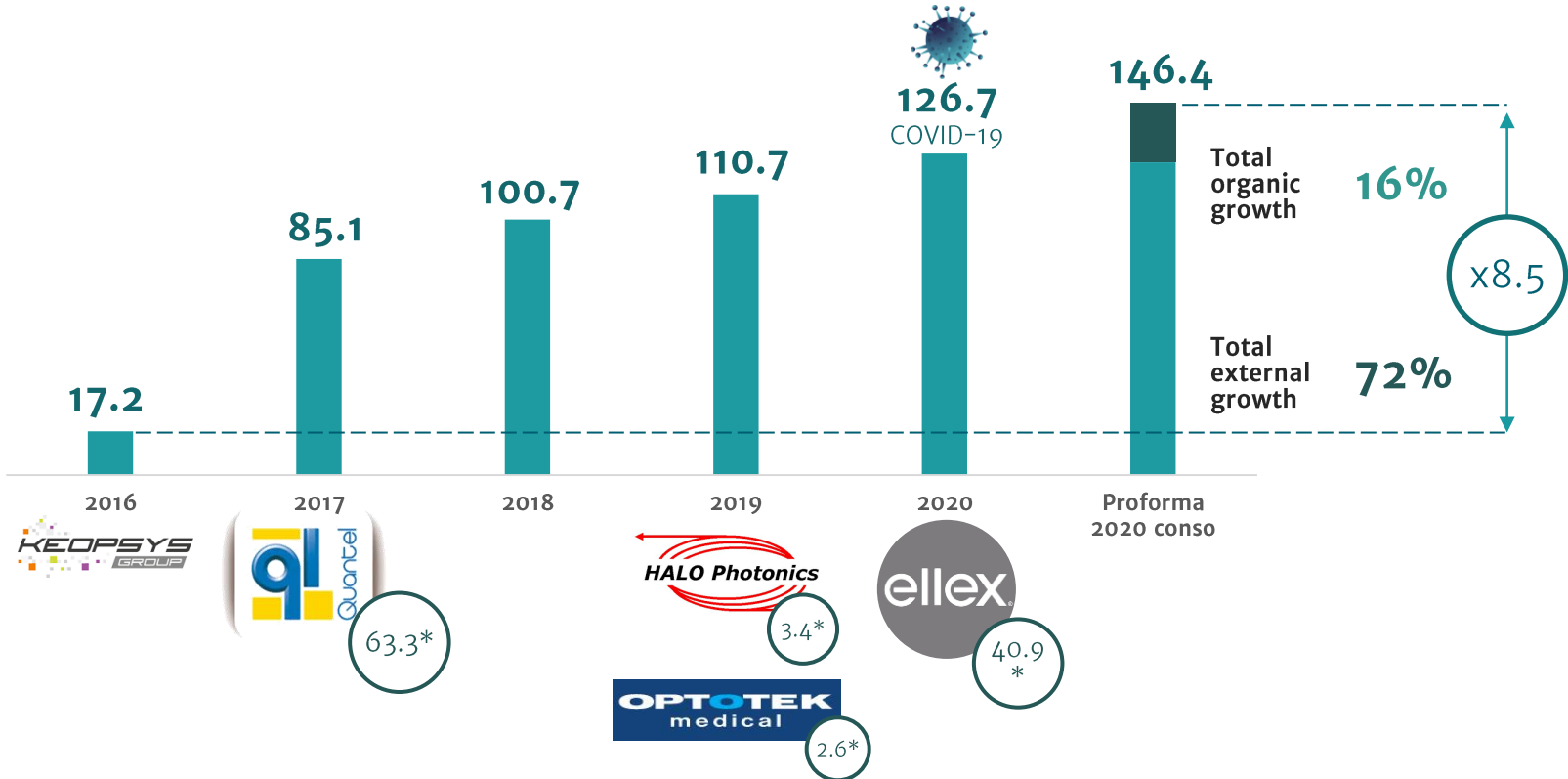


Proforma 2020 revenues

for each region







Track record of profitable growth and successful integrations

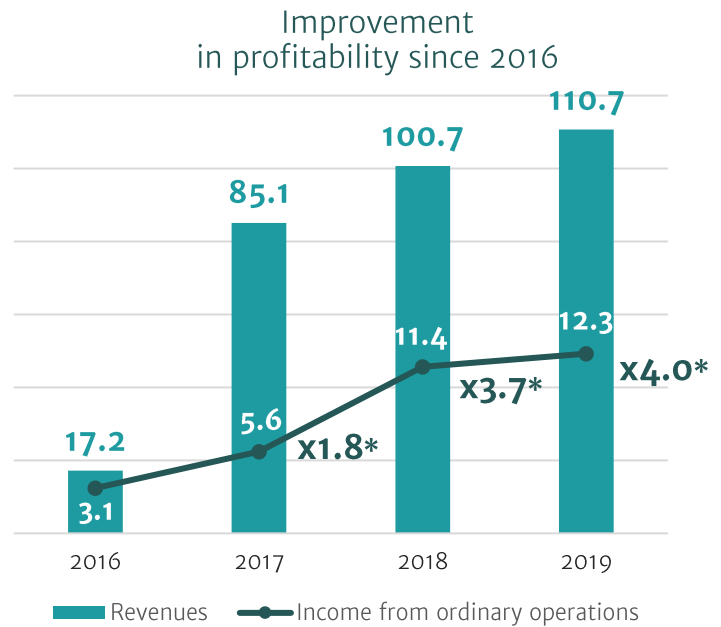


* Previous year revenues before integration (€m)

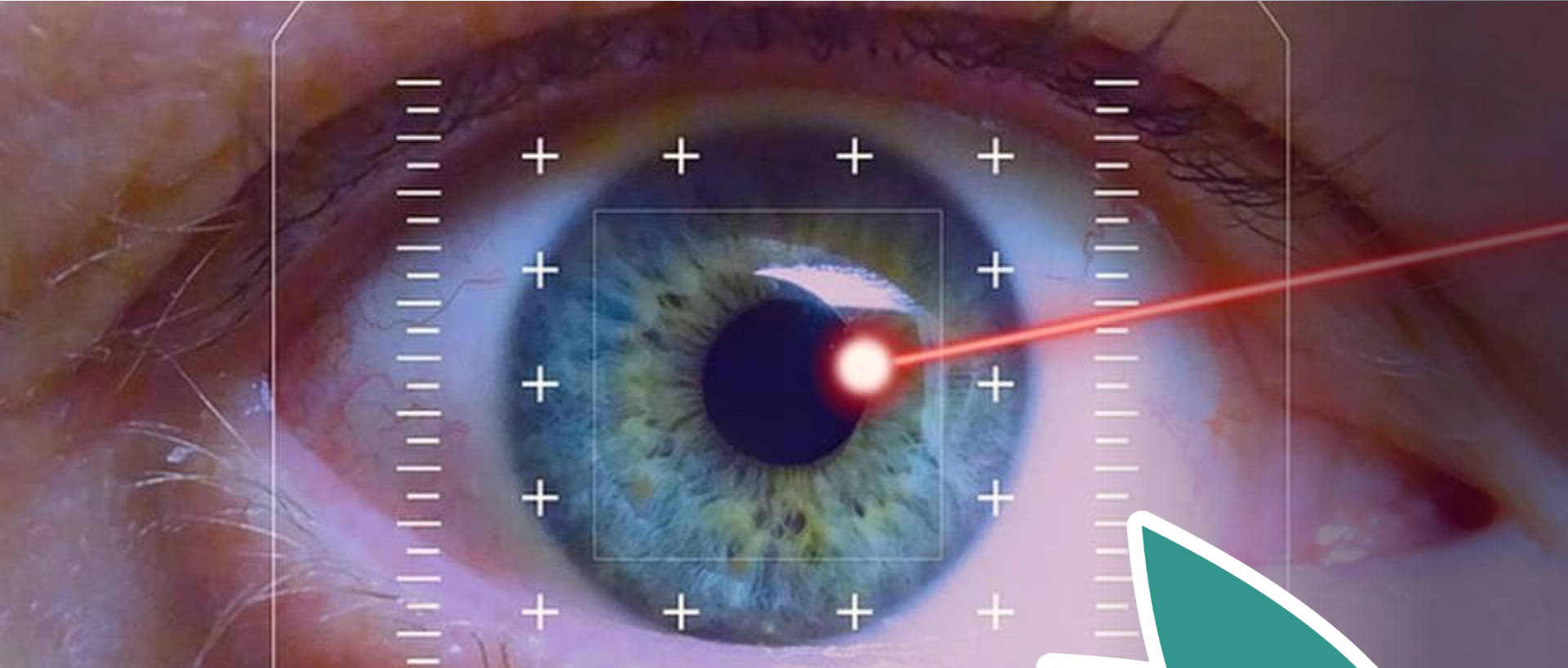
Impact of growth on profitability



				
Impact on revenues	Critical mass / margins	✓		✓
	Product range	✓	✓	✓
	Geographic coverage	✓	✓	✓
Impact on expenses	Optimization of production	✓	✓	✓
	Optimization of support services	✓	✓	✓



*Compared with 2016 income from ordinary operations



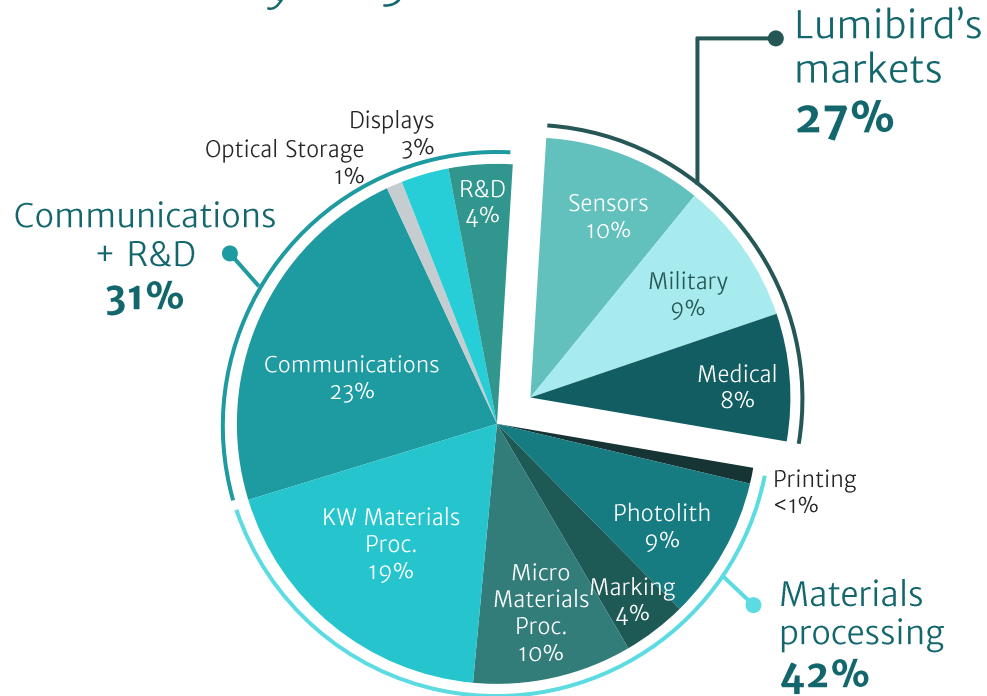
OUR MARKETS



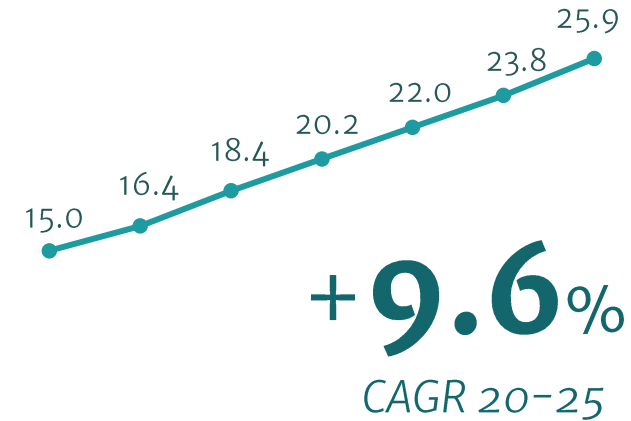
LASER MARKETS



\$26bn
by 2025



FORECASTS: GLOBAL LASER MARKET DEVELOPMENT (\$bn)



2019 2020 2021 2022 2023 2024 2025

Source: Strategies Unlimited

Lidar

Drivers

- Sensors market is the 4th photonic revolution (after DVD, telecoms and materials processing / cutting)
- Autonomous mobility (transport, logistics, etc.)
- Machine intelligence and vision (3D scanning, automation)
- Renewable energies (wind lidar, preventive maintenance)

LUMIBIRD positioning

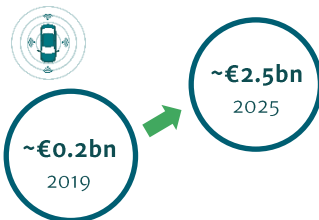
Laser technology supplier for Lidar manufacturers and Lidar supplier for Lidar integrators (from components through to systems)

Clients / Targets:

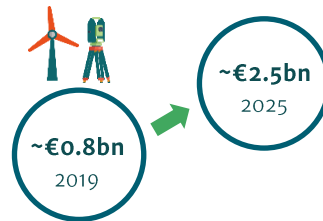
- Lidar lasers: startups or industrial firms in the ADAS, robot-taxi, train, bus, freight transport, logistics, agriculture, mining sectors
- 3D SCANNING lasers: industrial firms / integrators developing topography, mapping and surveillance products
- WIND SENSING Lidar: universities / research labs (meteorology), wind turbine manufacturers

Market trends

LiDAR – Autonomous vehicles



LiDAR – Other applications



Source: Laser world four com, expert interviews, desk research

Main competitors:

Laser manufacturers:



Lidar systems manufacturers:



Defense / Space



Drivers

- Defense: technological race:
 - Reduction of energy consumption and bulk and increase in efficiency
 - Development of new sensors with increased sensitivity, range and resolution
 - Technical development of laser weapons
 - Desire for European independence in relation to the US
- Space:
 - Telecoms with satellite constellations
 - Vehicle guidance systems (shuttles, rovers)
 - Pyrotechnic systems

LUMIBIRD positioning

LUMIBIRD solutions covering the 3 main laser technologies: solid, fiber, diode – with lasers, amplifiers and lidar systems

Clients / Targets:

- THALES, SAFRAN, MBDA, ARIANE, ESA, LEONARDO, US integrators

Market trends



Source: Strategies Unlimited

Main competitors:

Laser manufacturers:



Laser systems manufacturers:



Medical

Drivers

- Aging population
- Increased access to healthcare
- Evolution of treatments for pathologies (less invasive, AI, etc.)

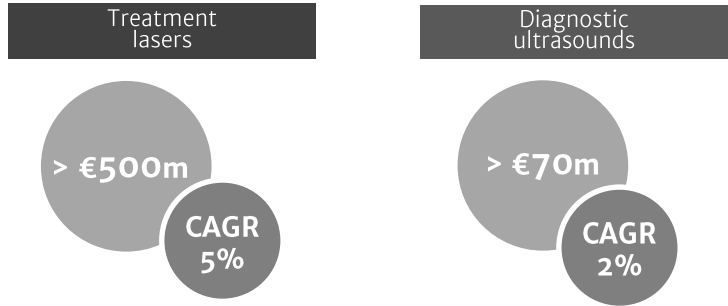
LUMIBIRD positioning

Development and manufacturing of medical systems for ophthalmological and point-of-care diagnosis and treatment

Clients:

- Practitioners and hospitals in 110 countries worldwide

Market trends



Main competitors:





2023 STRATEGY AND OBJECTIVES



2023 objectives



1 Double revenues

- Organic growth: 8% to 10% per year
- External growth: focused on the buoyant Lidar, Defense and Medical markets

Revenues X2
by 2023

2 Increase profitability

- Integration, synergies, industrialization, verticalization

20 to 25%
EBITDA

Recruiting, supporting and retaining talents within a policy for continued progress with LUMIBIRD's corporate social responsibility

DOUBLING REVENUES



ORGANIC GROWTH

Supported by market drivers, our technological innovations and our acquisitions

Medical: consolidation of sales for the existing product portfolio across all regions

Photonics: market share gains in key geographies (*Europe, Japan, China, Korea, USA*)

Lidar: anticipating product demand

EXTERNAL GROWTH

Acquisition of market shares and technologies

Medical: acquisition of key ophthalmology technologies / acquisition of technologies for other specialties using lasers (gynecology, oncology, etc.)

Defense / Space: acquisition of market shares, technologies

Lidar: acquisition of missing technological components

IMPROVING PROFITABILITY



Procurement performance

Definition of new procurement organization
(central / local responsibilities)

Rationalization of “regular” suppliers with
referencing and negotiation of contracts

Efficiency of support functions (IT, FIN, HR)

Optimization of the organization and
strengthening to take on board organic
growth and future acquisitions

Supply chain excellence

Operating model optimization

Sourcing → Production → Distribution

Verticalization

Reduction in the number of platforms

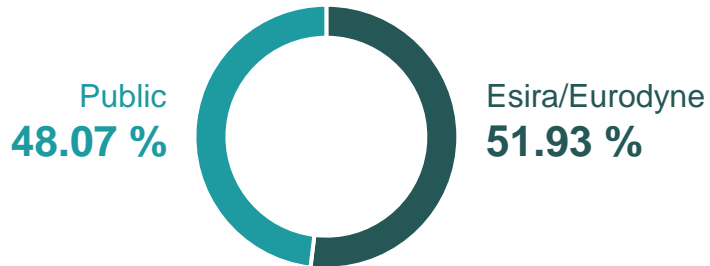
Development of in-house manufacturing of
subcomponents for all of the Group’s
activities

Stock market profile



Share price 22/01/2021 €15.00
Market cap 22/01/2021 €337m
Listed Compartment B
Eligible PEA, PEA/PME, SRD long-only

Shareholding structure



Share performance

since January 2017

