CONTENTS

1 Presentation of the Group
2 2018 highlights
3 Full-year earnings
4 Strategies and outlook
5 Questions and answers
Laser technologies specialist

Laser, a concentration of light

External power source
Mirror
Amplifier medium
Laser beam
Output mirror

With multiple applications

Material processing
Instrumentation and metrics
Surgery, biomedical
Research and defense
Information and telecommunications

Because lasers perform an essential role in the development of tomorrow's technologies, Lumibird is developing a range of lasers adapted for applications in multiple areas, while industrializing the production of high-performance devices.
Positioned on diverse markets

- **Industrial & Scientific**
  - Universities
  - Laboratories
  - Industrial integrators

- **LiDAR Sensors**
  - Autonomous vehicles
  - Wind energy
  - Drones

- **Defense and Space**
  - Research centers
  - Defense industry
  - Space

- **Medical**
  - Ophthalmologists
  - Hospitals
  - Specialist distributors
Created through the merger of two complementary longstanding operators

1970
2016 revenues: €63m
2016 headcount: 307

Solid-state laser and laser diode specialist

€30m of Medical revenues in 2016

1997
2016 revenues: €17m
2016 headcount: 101

Fiber laser specialist

Strong competitive position on LiDAR for autonomous vehicles

Complementary products

Complementary markets

Pivotal player in the laser industry and synergies generating value creation.

- Strengthening of vertical integration
- Optimization of R&D investment programs
- Critical mass for contracts on a significant scale
- Sharing of distribution networks: US, China, Japan, Germany and UK
International group that has achieved critical mass

Lumibird exports its solutions to over 110 countries

4 production sites
Bozeman (USA), Lannion, Les Ulis, Clermont-Ferrand (France)

515
2018 headcount

€6.8m
2018 R&D spending

+18.3%
2018 growth

Breakdown of 2018 revenues

€25.5m
(25.3% of revenues)

€15.4m
(15.3% of revenues)

€26.2m
(26% of revenues)

€33.6m
(33.4% of revenues)

€100.7m

Percentage of 2018 export revenues
ABILITY TO CAPTURE GROWTH ON BUOYANT MARKETS
Industrial and Scientific division

- Participation in conferences
- Longstanding presence in universities and research laboratories
- Commercial benefits
- Being part of the scientific community: virtuous circle
- Profile/reputation
- Product qualification for industrial clients

2018 highlights

- Contract manufacturing
  - Viron, LAF ps 70W
- New clients (labs, universities)

Product leadership

- Nanosecond pulsed solid-state lasers

Core target markets

- Flat screen repairs
- Industrial production tools
- Materials resistance metrics
- Metrology
- Telecoms

25.3% of 2018 revenues

+0.8% YTD
LiDAR Sensors

Lumibird: pioneer on the main LiDAR markets

- Autonomous vehicles
- Pollutant detection
- 3D scanning
- Wind measurement

+ rail industry, shipping, drones, for civil, industrial and military applications

Product leadership

Fiber lasers

Lightweight, compact, reliable and high frequency

2018 highlights

Increased Lidar capacity: 150 to 700 units/month between Jan and Dec 2018

Very sustained demand

15.3% of 2018 revenues

+33.8% YTD

Position as a world leader for fiber LiDAR
Defense and Space

State organizations

E.g. MEGAJOULE laser

- 13 years developing and manufacturing the first series

Industrial groups

E.g. Rafale guiding laser

- 1st research phase in 1999
- Long-term contract

2018 highlights

New MEGAJOULE order for €20m over 4 years

Launch of ESA’s AEOLUS satellite equipped with a Lumibird laser

Core target markets

- Telemetry
- Designation
- Targeting
- Obstacle detection

Product leadership

Very compact pulsed fiber lasers

Shock, vibration and water resistant

Longstanding positions with major operators

26% of 2018 revenues

+56.9% YTD
Medical division

Strong competitive positions on the Ophthalmology market

Global sales network

Treatment

Diagnosis

2018 highlights

Launch of new products: Compact Touch, Lacrydiag, Supra 810, ABSolu

Acquisition of ECM

Geographic expansion:
Polish subsidiary, Japan marketing authorization for Easyret

Global market share (excluding US and Japan) of 10% to 20% for Ophthalmological treatment
Particularly strong position on Ophthalmological ultrasound

Benchmark operator with medical professionals worldwide

110+ countries
90+ distributors

33.3% of 2018 revenues
+6.3% YTD

Finished products
FINANCIAL RESULTS: GROWTH AND PROFITABILITY
# 2018 key figures

<table>
<thead>
<tr>
<th></th>
<th>2017 Adjusted proforma&lt;sup&gt;(1)&lt;/sup&gt;</th>
<th>2018 Consolidated</th>
<th>Change Proforma</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>85.1</td>
<td>100.7</td>
<td>+18%</td>
</tr>
<tr>
<td>Purchases consumed</td>
<td>-35.1</td>
<td>-39.9</td>
<td>+9%</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>48.5</td>
<td>60.8</td>
<td>+22%</td>
</tr>
<tr>
<td></td>
<td>%</td>
<td>57%</td>
<td></td>
</tr>
<tr>
<td>EBITDA %</td>
<td>10.2</td>
<td>16.5</td>
<td>+62%</td>
</tr>
<tr>
<td></td>
<td>%</td>
<td>12.0%</td>
<td></td>
</tr>
<tr>
<td>Income from ordinary operations %</td>
<td>5.6</td>
<td>11.4</td>
<td>+104%</td>
</tr>
<tr>
<td></td>
<td>%</td>
<td>6.6%</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>5.1</td>
<td>11.4</td>
<td>+125%</td>
</tr>
<tr>
<td>Financial income and expenses</td>
<td>-0.8</td>
<td>-0.5</td>
<td>-37%</td>
</tr>
<tr>
<td>Net income %</td>
<td>3.5</td>
<td>8.1</td>
<td>+131%</td>
</tr>
<tr>
<td></td>
<td>%</td>
<td>4%</td>
<td></td>
</tr>
</tbody>
</table>

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(1) Proforma: revenues including business for the Keopsys and Quantel Groups over the full year— not audited
2018 revenues: growth captured on buoyant markets

€85.1m

2017 pro-forma

25,3
11,5
16,7
31,6

+18.3% YTD

€100.7m

2018

Industrial & Scientific

25,5
15,4
26,2
33,6

Lidar Sensors
Defense & Space
Medical
## Revenues for each region

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>France</td>
<td>21.9</td>
<td>30.9</td>
<td>+40.7%</td>
</tr>
<tr>
<td>Asia</td>
<td>19.9</td>
<td>20.0</td>
<td>+0.5%</td>
</tr>
<tr>
<td>Americas</td>
<td>15.3</td>
<td>19.6</td>
<td>+28.7%</td>
</tr>
<tr>
<td>Europe</td>
<td>14.3</td>
<td>18.3</td>
<td>+27.8%</td>
</tr>
<tr>
<td>Rest of world</td>
<td>13.7</td>
<td>11.9</td>
<td>-13.0%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>85.1</strong></td>
<td><strong>100.7</strong></td>
<td><strong>+18.3%</strong></td>
</tr>
</tbody>
</table>
Breakdown of EBIT

<table>
<thead>
<tr>
<th></th>
<th>Laser</th>
<th>Medical</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017 EBITDA</td>
<td>7.5</td>
<td>2.7</td>
<td>10.2</td>
</tr>
<tr>
<td>% of revenues</td>
<td>14.1%</td>
<td>8.5%</td>
<td>12.0%</td>
</tr>
<tr>
<td>Impact of organic growth</td>
<td>9.1</td>
<td>3.2</td>
<td>12.3</td>
</tr>
<tr>
<td>Change in external expenses</td>
<td>-0.5</td>
<td>-2.0</td>
<td>-2.5</td>
</tr>
<tr>
<td>Change in staff costs</td>
<td>-1.2</td>
<td>-1.4</td>
<td>-2.6</td>
</tr>
<tr>
<td>Change in taxes</td>
<td>-0.2</td>
<td>-0.2</td>
<td>-0.4</td>
</tr>
<tr>
<td>Change in other income and expenses</td>
<td>-0.5</td>
<td>0.1</td>
<td>-0.4</td>
</tr>
<tr>
<td>2018 EBITDA</td>
<td>14.2</td>
<td>2.4</td>
<td>16.5</td>
</tr>
<tr>
<td>% of revenues</td>
<td>21.2%</td>
<td>6.9%</td>
<td>16.5%</td>
</tr>
<tr>
<td>Change</td>
<td>88%</td>
<td>-12.5%</td>
<td>62%</td>
</tr>
<tr>
<td>Impact of depreciation</td>
<td>-4.5</td>
<td>-0.8</td>
<td>-5.3</td>
</tr>
<tr>
<td>Other current operating income and expenses</td>
<td>0.0</td>
<td>0.2</td>
<td>0.2</td>
</tr>
<tr>
<td>2018 income from ordinary operations</td>
<td>9.7</td>
<td>1.7</td>
<td>11.4</td>
</tr>
</tbody>
</table>
From EBIT to net income

<table>
<thead>
<tr>
<th>€m</th>
<th>2017 Adjusted proforma(1)</th>
<th>2018 Consolidated</th>
<th>Change Proforma</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>5.1</td>
<td>11.4</td>
<td>+124%</td>
</tr>
<tr>
<td>Financial income and expenses</td>
<td>-0.8</td>
<td>-0.5</td>
<td>-37%</td>
</tr>
<tr>
<td>Tax</td>
<td>-0.9</td>
<td>-2.8</td>
<td>+211%</td>
</tr>
<tr>
<td>Net income</td>
<td>3.5</td>
<td>8.1</td>
<td>+132%</td>
</tr>
</tbody>
</table>
# Balance sheet at December 31, 2018

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Dec 31, 2018</th>
<th>Dec 31, 2017 Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-current assets</td>
<td>73.6</td>
<td>68.5</td>
</tr>
<tr>
<td>Goodwill</td>
<td>31.4</td>
<td>31.4</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>22.7</td>
<td>19.5</td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>8.3</td>
<td>6.1</td>
</tr>
<tr>
<td>Other non-current assets</td>
<td>11.1</td>
<td>11.5</td>
</tr>
</tbody>
</table>

| Current assets     | 77.4        | 52.6                  |
| Inventories        | 22.8        | 18.4                  |
| Trade receivables  | 26.4        | 18.3                  |
| Other              | 6.6         | 5.2                   |
| Cash               | 21.6        | 10.7                  |

| TOTAL ASSETS       | 151.0       | 121.0                 |

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>Dec 31, 2018</th>
<th>Dec 31, 2017 Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shareholders’ equity</td>
<td>90.8</td>
<td>74.6</td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>24.9</td>
<td>17.7</td>
</tr>
<tr>
<td>Non-current financial liabilities</td>
<td>16.9</td>
<td>11.4</td>
</tr>
<tr>
<td>Non-current provisions (incl. deferred tax)</td>
<td>5.2</td>
<td>4.1</td>
</tr>
<tr>
<td>Other non-current liabilities</td>
<td>2.8</td>
<td>2.2</td>
</tr>
</tbody>
</table>

| Current liabilities | 35.4        | 28.7                  |
| Current financial liabilities | 7.7 | 11.3                  |
| Current provisions  | 0.5         | 1.1                   |
| Other current liabilities | 27.1 | 16.3                  |

| TOTAL LIABILITIES   | 151.0       | 121.0                 |
Cash-flow statement

<table>
<thead>
<tr>
<th></th>
<th>2017 Reported</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash-flow from operations (before financial expenses and tax)</td>
<td>5.3</td>
<td>16.5</td>
</tr>
<tr>
<td>Change in working capital</td>
<td>2.6</td>
<td>-3.2</td>
</tr>
<tr>
<td>Taxes paid</td>
<td>-0.5</td>
<td>-1.3</td>
</tr>
<tr>
<td><strong>Operating cash-flow</strong></td>
<td><strong>7.4</strong></td>
<td><strong>12.1</strong></td>
</tr>
<tr>
<td>Net cash-flow from industrial capex</td>
<td>-4.1</td>
<td>-10.5</td>
</tr>
<tr>
<td>Financial investments (incl. external growth)</td>
<td>0.1</td>
<td></td>
</tr>
<tr>
<td><strong>Cash-flow linked to capex</strong></td>
<td><strong>-4.1</strong></td>
<td><strong>-10.4</strong></td>
</tr>
<tr>
<td><strong>Balance before financing</strong></td>
<td><strong>3.3</strong></td>
<td><strong>1.7</strong></td>
</tr>
<tr>
<td>Capital increase</td>
<td>0.0</td>
<td>7.8</td>
</tr>
<tr>
<td>Dividends / treasury shares</td>
<td>-1.2</td>
<td>0.0</td>
</tr>
<tr>
<td>Bank interest paid</td>
<td>-0.2</td>
<td>-0.5</td>
</tr>
<tr>
<td>Impact of capital from borrowings (receipts / payments)</td>
<td>6.8</td>
<td>2.7</td>
</tr>
<tr>
<td><strong>Financing cash-flow</strong></td>
<td><strong>5.5</strong></td>
<td><strong>10.0</strong></td>
</tr>
<tr>
<td><strong>TOTAL CASH-FLOW</strong></td>
<td><strong>8.7</strong></td>
<td><strong>11.6</strong></td>
</tr>
<tr>
<td>Cash at period-start (net of bank borrowings)</td>
<td>2.2</td>
<td>5.8</td>
</tr>
<tr>
<td>Cash at period-end (net of bank borrowings)</td>
<td>5.8</td>
<td>17.6</td>
</tr>
</tbody>
</table>

Of which:
- Change in inventories  -€4.4m
- Change in other  +€1.2m

**Industrial capex**

- QUANTEL MEDICAL building  2.1
- Technical facilities  1.0
- R&D (incl. ECM acquisition)  6.7
- Other  0.7
- **Total industrial capex**  **10.5**
# Healthy financial position

<table>
<thead>
<tr>
<th>€m</th>
<th>Dec 31, 2017</th>
<th>Dec 31, 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt from credit institutions</td>
<td>9.1</td>
<td>15.7</td>
</tr>
<tr>
<td>Finance leases and financing</td>
<td>1.2</td>
<td>1.1</td>
</tr>
<tr>
<td>CIR(^{(1)}) and CICE(^{(2)}) financing</td>
<td>3.7</td>
<td>2.7</td>
</tr>
<tr>
<td>Repayable advance / subsidies</td>
<td>1.1</td>
<td>1.1</td>
</tr>
<tr>
<td>Bank borrowings</td>
<td>4.9</td>
<td>4.0</td>
</tr>
<tr>
<td>MIKADO bond debt</td>
<td>2.8</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total gross financial debt</strong></td>
<td><strong>22.8</strong></td>
<td><strong>24.6</strong></td>
</tr>
<tr>
<td>Cash assets</td>
<td><strong>(10.7)</strong></td>
<td><strong>(21.6)</strong></td>
</tr>
<tr>
<td><strong>Total net debt</strong></td>
<td><strong>12.1</strong></td>
<td><strong>3.0</strong></td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>74.6</td>
<td>90.8</td>
</tr>
</tbody>
</table>

| **Gearing**                             | 16\%         | 3.3\%        |
| **Net leverage ratio**                  | 1.15         | 0.1          |

\(^{(1)}\) CIR: research tax credit / \(^{(2)}\) CICE: tax credit for employment and competitiveness
OUTLOOK: GROWTH ON OUR KEY MARKETS AND IMPROVED MARGINS
Post-balance sheet events

Launch of Merion

Extension to solid-state lasers for the industrial platform strategy

End of Iridex dispute

Effective management of industrial property risks

ABSolu™ FDA

Quantel Medical's world-leading position further strengthened for ultrasound
Organization sized for growth and developing synergies

**Revenue synergies**
- Pooling clients and sales networks
- Rolling out a vertical integration strategy
- Achieving critical mass to access larger markets

**Operational synergies**
- Improving industrial processes
- Merging the sales teams
- Pooling support services

**Financial synergies**
- Improving the financial structure
- Optimizing R&D and industrial investment programs
Defense / Space

Market: €1,000m*

Growth driven by major contracts
- Megajoule: 4th tranche over 3 to 4 years, before the start of the long-term maintenance phase
- Military contracts underway

Market share gains in Europe
- Enabling European manufacturers to free themselves up from dependence outside the EU for certain key components (e.g. high-energy guiding lasers)

Become a leader for defense optronics in Europe

* Source: Strategies Unlimited – The worldwide market for lasers: Market review & forecasts, 2018
LiDAR: strategic positions on hyper-growth markets

**Markets:** €1,000m*

**Buoyant positioning in the wind energy and mapping sectors**
- 30% of LiDAR revenues in 2018
- 80% market share for wind energy sensors
- Order visibility over 24 months

**Recognized technological lead in the autonomous vehicles sector**
- 40% of LiDAR revenues in 2018
- Advanced qualification phase with major global operators (OEMs, GAFA, startups)
- Order visibility over 12 months

**Superiority of Lumibird’s fiber LiDARs for the auto industry**
- Range 10 times larger than diode LiDARs
- Better eye safety
- Beam quality

*Source: Strategies Unlimited – The worldwide market for lasers: Market review & forecasts, 2018*
Medical: dynamic innovation and opening up new markets

*Market: €1,000m*

5 new products launched in 2018
- Laser: VITRA 810™, SubCyclo®
- Ultrasound scans: Compact Touch 2™, ABSolu™
- Dry eye diagnosis: new market entered with Lacrydiag™

Diversification outside of ophthalmology with the acquisition of ECM
- Sport, hospital and general medicine

Geographic expansion
- New approvals obtained in the US and Japan
- Development of the sales teams

*Source: Strategies Unlimited – The worldwide market for lasers: Market review & forecasts, 2018 + EPIC-ASSOS*
Drivers for improving margins

1. Vertical integration
   Internalize the margin on strategic components through the integration of new technological components

2. Industrialization
   Have less than 10 generic platforms to cover over 500 finished products

3. Increased percentage of direct sales
   Exceed 80% of direct sales, compared with 60% today, by further strengthening the commercial structure

4. Scale effect
   Optimize procurement and pool fixed costs
3-year strategic objectives

Maintain strong growth
• Capitalizing on the key positions held on the LiDAR and Medical markets
• Gaining Defense market shares for increased technological independence from the Europe of Defense
• Making targeted acquisitions to strengthen critical mass and address new markets

Increase profitability
• Capitalizing on the 4 drivers for improving margins

€150m
2021 target

> 20%
EBITDA margin in 2021
Shareholding structure

- Public: 45.7%
- Esira/Eurodyne: 54.3%

Share's performance since January 2017

- Share price at Apr 1, 2019: €15.30
- Capitalization at Apr 1, 2019: €256m
- Listed: Compartment B
- Eligibility: Share-based savings schemes, SME share-based savings schemes, long-only deferred settlement
QUESTIONS AND ANSWERS