



Jeffrey Rittichier
Chief Executive Officer

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## "Safe Harbor" Statement

#### **Forward-Looking Statements:**

This presentation contains forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Statements concerning future matters such as demand for our products, industry and market conditions, the development of new products, enhancements or technologies, sales levels, expense levels and other statements regarding matters that are not historical are forward-looking statements. These statements are based on management's current expectations and beliefs and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements, including without limitation, the following: (a) the rapidly evolving markets for the Company's products and uncertainty regarding the development of these markets; (b) the Company's historical dependence on sales to a limited number of customers and fluctuations in the mix of products and customers in any period; (c) delays and other difficulties in commercializing new products; (d) the failure of new products: (i) to perform as expected without material defects, (ii) to be manufactured at acceptable volumes, yields, and cost, (iii) to be qualified and accepted by our customers, and, (iv) to successfully compete with products offered by our competitors; (e) uncertainties concerning the availability and cost of commodity materials and specialized product components that we do not make internally; (f) actions by competitors; and (g) other risks and uncertainties discussed under Item 1A - Risk Factors in our Annual Report on Form 10-K for the fiscal year ended September 30, 2015, as updated by our subsequent periodic reports. All forward-looking statements are made as of the date hereof, based on information available to us as of the date hereof, and subsequent facts or circumstances may contradict, obviate, undermine, or otherwise fail to support or substantiate such statements. We assume no obligation to update any forward-looking

#### **Generally Accepted Accounting Principles:**

This presentation includes non-GAAP financial measures where indicated. The Company reports its financial results in accordance with GAAP. Additionally, the Company supplements reported GAAP financials with non-GAAP measures which are included in related press releases and reports furnished to the SEC, copies of which are available at the Company's website: http://www.EMCORE.com or the SEC's website at: http://www.sec.gov. These non-GAAP financial measures complement the Company's consolidated financial statements presented in accordance with GAAP. However, these non-GAAP financial measures are not intended to supersede or replace the Company's US GAAP results. These non-GAAP measures are presented in part to enhance the understanding of the Company's historical financial performance and comparability between reporting periods. The Company believes the non-GAAP presentation, when shown in conjunction with the corresponding GAAP measures, provide relevant and useful information to analysts, investors, management and other interested parties. These non-GAAP measures are not in accordance with, or an alternative for measures prepared in accordance with GAAP, and may be different from non-GAAP measures used by other companies. In addition, these non-GAAP measures are not based on any comprehensive set of accounting rules or principles. The Company believes that non-GAAP measures have limitations in that they do not reflect all of the amounts associated with the Company's results of operations as determined in accordance with GAAP. These measures should only be used to evaluate the Company's results of operations in conjunction with the corresponding GAAP measures.



### Who we are....

EMCORE is a leading provider of mixed signal optical components for the communications and sensor markets



#### **Centers of Excellence**

Alhambra, CA – R&D, InP Fab, Headquarters, Broadband Warminster, PA – Specialty Photonics Beijing, China – Product Assembly

### **Corporate Overview**

FY16 Revenue Est.: \$90.4mm

Employees: ~600

**NASDAQ Ticker: EMKR** 

**New Leadership Team and Board of Directors** 

**Strong Balance Sheet:** \$65mm Cash as of July '16



# **EMCORE: The Leader in Mixed Signal Optics**

"A mixed-signal device has both analog circuits and digital circuits on a single, or even multiple die. *In real-life applications,* mixed-signal products are

everywhere" **Digital/Small Signal Analog** pulling signals out of demanding, noisy environments InP and LiNb03 wafer fab produces a large portfolio of linear and some digital devices. Optical packages High coupling efficiency and wide temperature range



# Mixed Signal Optics: End Market Evolution

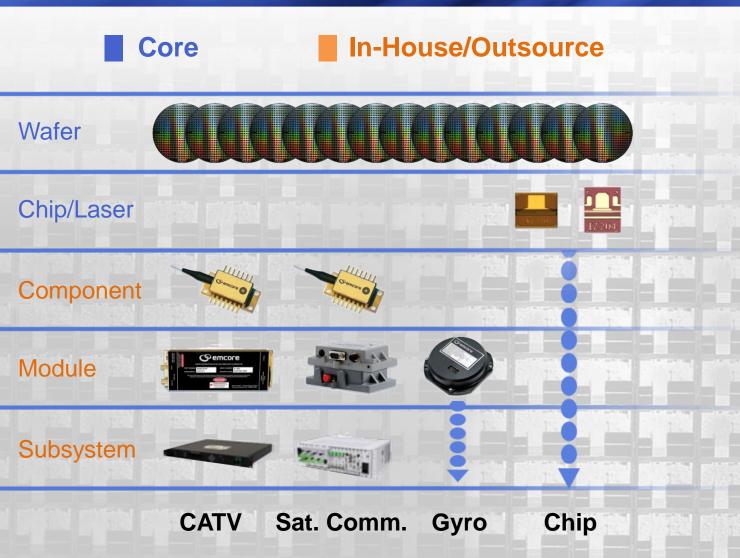
FY 2014	FY 2015	Business Highlights
Cable TV	Cable TV	Analog/Digital DOCSIS 3.1 Buildout
		Penetrating CPE with RFoG Micronode
		Share Leader, Top-Tier Customer Base
Satellite Communication	Satellite Communication	Radio Frequency DAS Market for 5G
		Market Share Leader
		Top-Tier Customer Base
Space PV (Sold - \$150mm)	Merchant Chips (Organic)	Offering GPON, 10GPON and Specialty Chips
		Leverages InP Fab & Drives Utilization
		GPON Migrating to Higher Value Areas
Telecom (Sold - \$18mm)	Fiber Optic Gyro (Organic)	\$1,300 Fiber Gyro Market: \$800M SAM
		Leverages Core Analog/Digital Capabilities
		Penetrating Existing Defense Market
\$55.5 Million <sup>(1)</sup>	\$81.7 Million	47% YoY Core Revenue Growth

(1) Excludes Discontinued Operations

# **EMCORE's Operating Strategy**



## InP Fab Serves as the Foundation for Core Technologies and Products



### **Key Initiatives**

Leverage Mixed Signal Technology

- Analog/Digital Chip design
- High Efficiency Packaging
- Digital/Analog Signals

**Driving Superior Fab Utilization** 

Implement Automation to Drive Operating Leverage

Identify & Outsource Non-Core, Commodity Manufacturing Processes

Convert Fixed Costs to Variable Costs

## CATV Opportunity: Expanded SAM to \$300M with CPE\*



#### **End Use Drivers**

Over-the-Top Services: Netflix, Hulu Competition from Telcos and GOOG 4K Transmission

### **Opportunities**

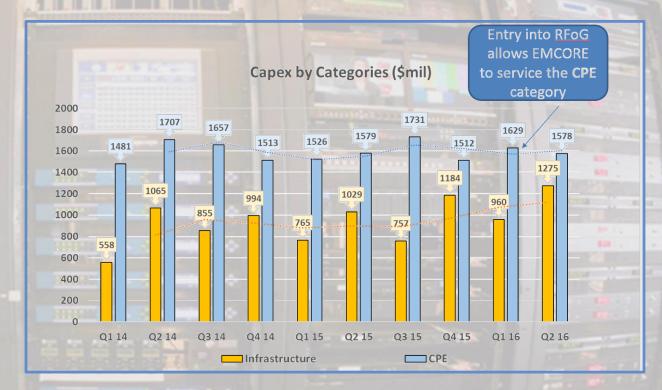
Downstream DOCSIS 3.1

Fiber Deep (N+0, N+1)

RF over Glass (RFoG) Micronodes

### **EMCORE Advantage**

Leading Chip and Device Technology
Cost Leadership in Manufacturing





<sup>\*</sup>Estimates based on SEC filings from Comcast & Charter

# Chip Growth Opportunity: \$300M SAM\*



#### **End Use Drivers**

Communications: Private and Public

**Sensor Applications** 

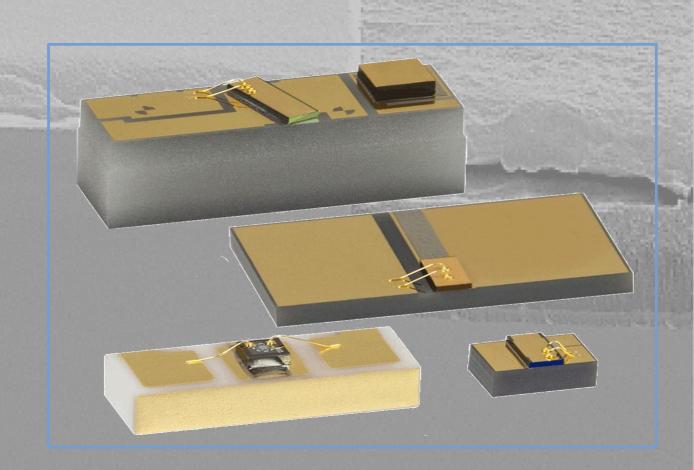
"White Box" Designs and Disaggregation

### **FY17 Opportunities**

10 GPON (\$30M), OLT RFoG (\$20M), NG-PON2 (\$30M) EMLs, ASEs, SOAs and sensor devices

### **EMCORE Advantage**

Leading Chip and Device Technology
Cost Leadership in Manufacturing



<sup>\*</sup>Estimates based on LightCounting, Electronicast, Emcore Internal



# SatCom / 5G Wireless Opportunity: \$75M\*

### **Mobile Connectivity**

**Data and Location Services** 

Mobile Streaming: Sports, Music, Etc.

**5G Wireless: Greater Bandwidth** 

#### **Opportunities**

Fiber Replacement for Copper to antennas

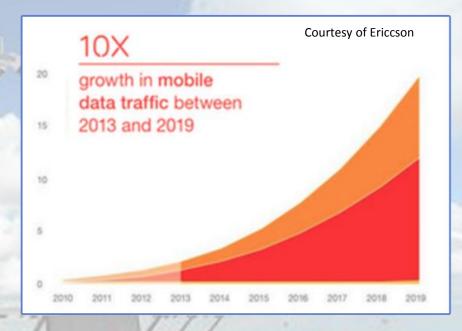
5G will have reater Antenna density than 4G LTE

RF over Fiber has superior DAS economics

### **EMCORE Advantage**

Technical Leadership in Linear Optics
Leverage CATV infrastructure

#### **Next Generation / Gen5 Opportunity**





<sup>\*</sup>Estimates based on Ericsson, Electronicast, Emcore Internal



# Fiber Optic Gyro Opportunity: \$1,300M\*

#### **End Use Drivers**

GPS Doesn't Work on the Battlefield Drones Require Inertial Navigation Self-Aligning Targeting Systems

### **Opportunities**

Navigation and Strategic Grade Gyros/IMUs: \$800M

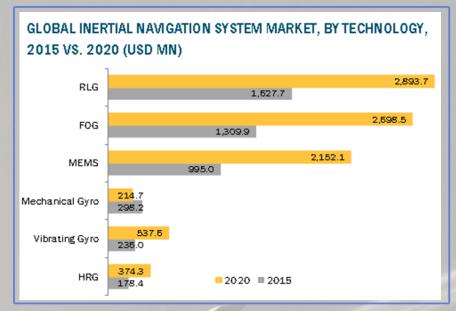
Tactical Grade Gyros: \$300M

### **EMCORE Advantage**

SWaP - Size, Weight and Power

Patented Gyro Optics

Superior operating leverage with CATV, Wireless, etc.





<sup>\*</sup>Estimates based on Markets and Markets

## **Operational Transformation**



### **Embrace 6 Sigma Disciplines**

- 100% of EMCORE's professionals are 6 Sigma White Belts
- 30% of our professionals will be Green Belts by June'16
- 20% will be Black Belts or Master Black Belts by June'17

### **Top to Bottom Alignment Including Weekly Accountability**

- All goals and objectives are linked from CEO's to Supervisors
- Nearly 2,000 metrics are tracked and monitored at all levels in the company on a weekly basis

### Insert Key Manufacturing Process "Modules" with Strong Operating Leverage

- Automation for Chip-Fab operations will reduce
- headcount/operation when implemented [by the end] of CY16
- Automated Laser module processes being validated now

#### **FY16 Results**

Expected \$2.5M in Savings from Greenbelt Projects in FY16



# Serving Market Leading Companies World-wide

























# **Investment Highlights**

Strong core market growth in CATV driven by DOCSIS 3.1 buildout

Mixed Signal Optics Strategy expands Emcore's traditional markets ~10X

New hybrid EMS manufacturing strategy improves efficiency and lowers headcount

Organization-wide adoption of Six Sigma and Lean Manufacturing Disciplines for improved performance

Accelerating Operating Leverage from automation in operations

Robust Balance Sheet

Strong, Operationally Focused Management Team





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