



Earnings Presentation

Q3 2025

November 6, 2025

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This presentation may also contain estimates, projections and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry and our business. These data involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. We have not independently verified the accuracy and completeness of the information obtained by third parties included in this presentation. In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

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Third Quarter 2025 | Key Messages

Record A&D Drives Growth

Q3'25 Aerospace & Defense revenue increased 50% year-over-year driven by record defense product revenue

Margins Outperform

Q3'25 gross margin and Adj. EBITDA above the high-end of guidance on higher revenue, better mix and solid operational execution

Strength in Directed Energy

Execution against existing programs driving near-term product growth while pipeline of new opportunities continues to build

Outlook Remains Positive

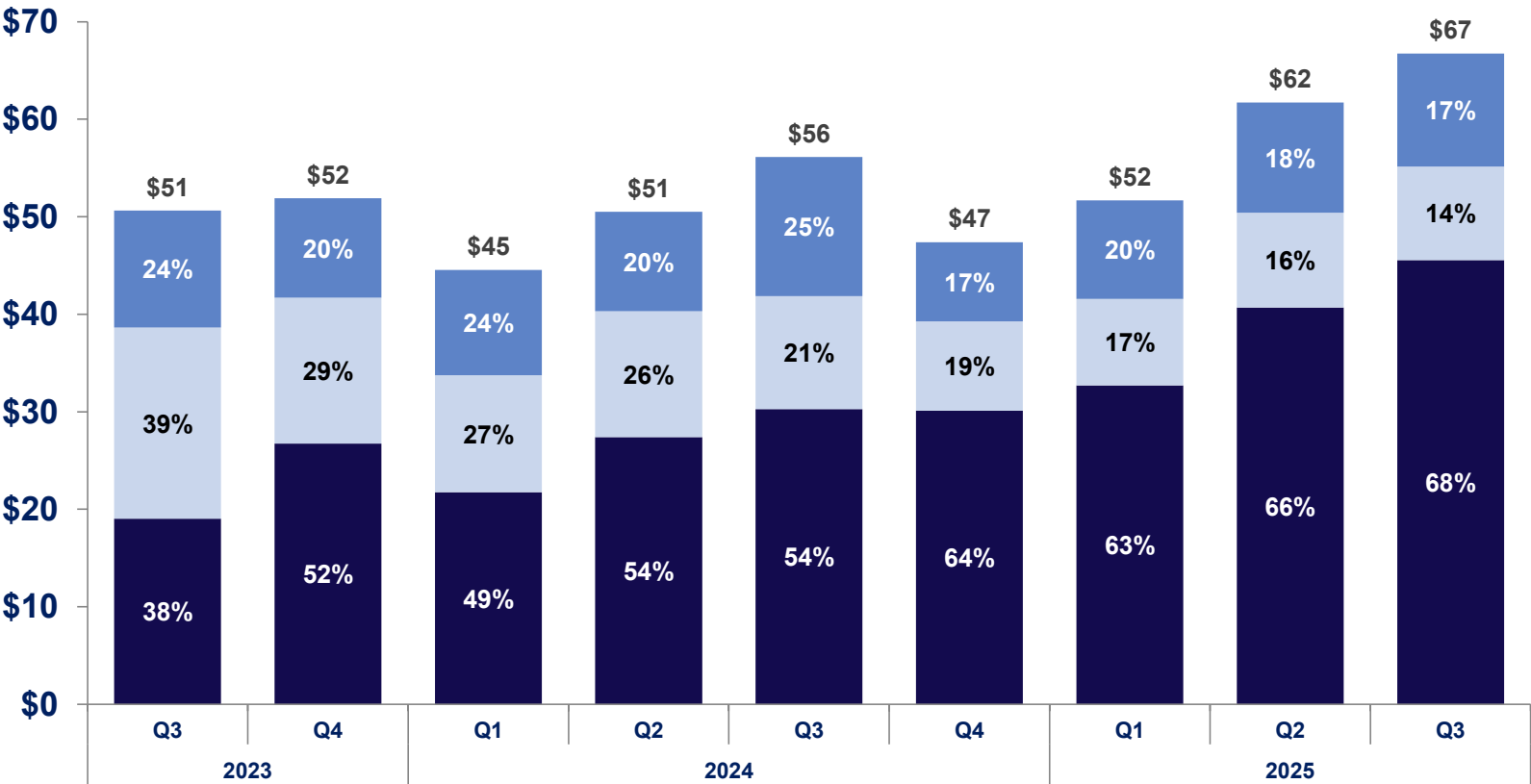
Expecting strong finish to 2025 with revenue from A&D expected to be comfortably above our 40% year-over-year growth target

Q3 2025 Summary | Record A&D Drives Continued Strength

- **Q3 revenue at the high-end of guidance**
 - \$66.7M of total revenue | +19% year-over-year, +8% quarter-over-quarter
 - Record quarterly A&D revenue of \$45.6 million | +50% year-over-year, +12% quarter-over-quarter
 - Record A&D products revenue of \$26.4 million | +71% year-over-year, +32% quarter-over-quarter
 - Development revenue of \$19.1 million | +28% year-over-year, -8% quarter-over-quarter
- **Gross margins & Adjusted EBITDA above high-end of guidance**
 - 31.1% total Gross margin | 41.0% products gross margin driven by higher volumes, better mix
 - Adjusted EBITDA | \$7.1 million driven by strong gross margin flow-through and OpEx discipline
- **Strong balance sheet with \$116M of cash and marketable securities**
 - Positive Solid operating and free cash flow
- **Strong growth in aerospace & defense; modest upside in commercial**
 - **A&D** | record revenue in A&D products driven by solid execution in Directed Energy
 - **Microfabrication** | Q/Q improvement as order patterns have stabilized
 - **Industrial** | Demand environment remains challenging

Revenue by Market | A&D Continues to Drive Growth

Quarterly Revenue
\$ Millions



Q3 '25 Total Revenue

- \$66.7 million
- +19% y/y
- +8% q/q

Q3 '25 Microfab Revenue

- \$11.6 million
- -19% y/y
- +3% q/q

Q3 '25 Industrial Revenue

- \$9.6 million
- -17% y/y
- -2% q/q

Q3 '25 A&D Revenue

- \$45.6 million
- +50% y/y
- +12% q/q

Q3 2025 Financial Update

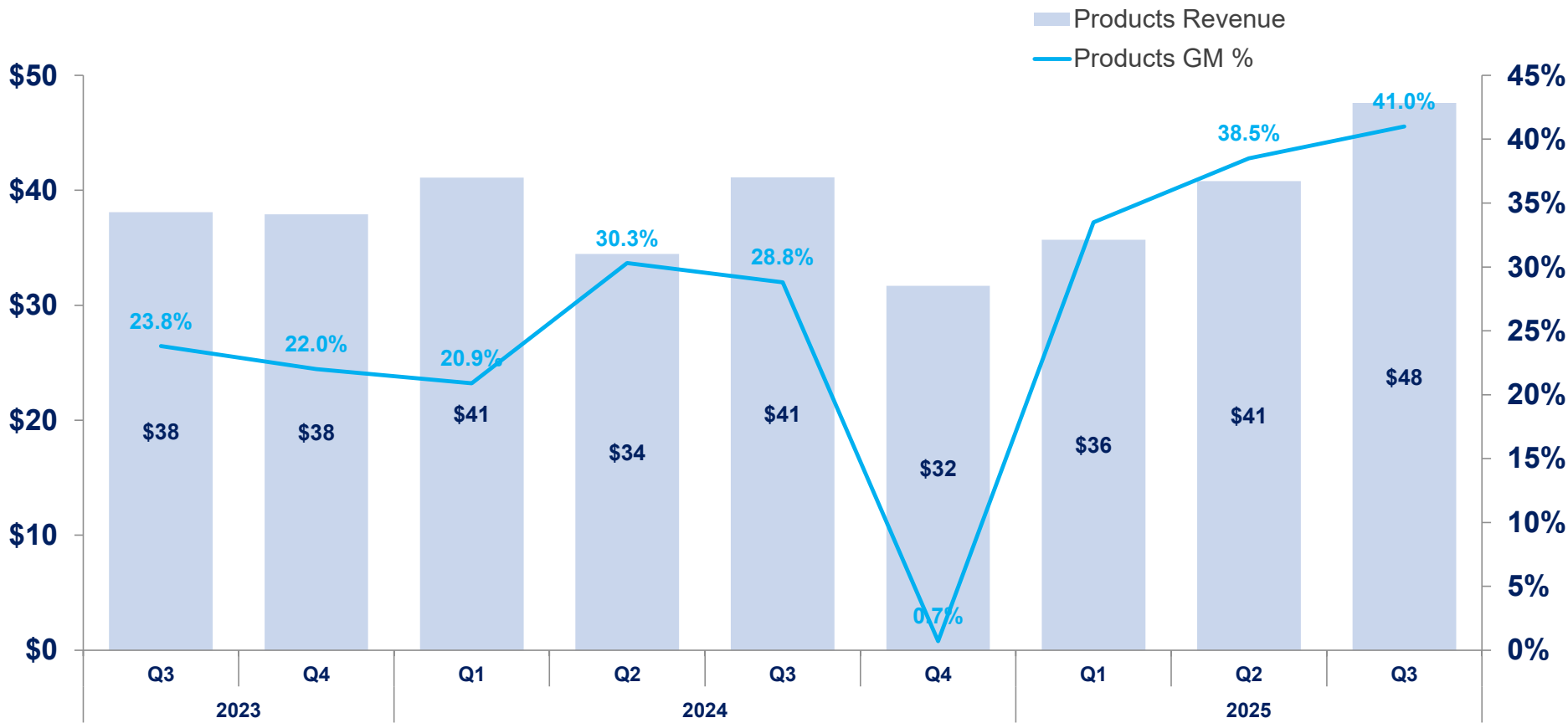
Q3 2025 Summary Financial Results | Solid Execution Drives Upside

	Q3 2025	Q3 2024	Q2 2025
Total Revenue (\$ in millions)	\$66.7	\$56.1	\$61.7
Products Revenue	\$47.6	\$41.1	\$40.8
Development Revenue	\$19.1	\$15.0	\$20.9
Total Gross Margin	31.1%	22.4%	29.9%
Products Gross Margin	41.0%	28.8%	38.5%
Development Gross Margin	6.4%	4.7%	13.1%
Net Loss	(\$6.9)	(\$10.4)	(\$3.6)
Non-GAAP Net Income (Loss)*	\$4.3	(\$3.7)	\$2.9
Net Loss per Share (diluted)	(\$0.14)	(\$0.21)	(\$0.07)
Non-GAAP Net Income (Loss) per Share (diluted)*	\$0.08	(\$0.08)	\$0.06
Adjusted EBITDA*	\$7.1	(\$1.0)	\$5.6
Cash and investments	\$116.1	\$107.0	\$114.0
Cash Flow from (used in) Operations	\$5.2	(\$5.6)	(\$1.4)
Capital Expenditures	(\$2.8)	(\$1.6)	(\$2.4)

- **Q3 '25 Revenue grew 19% Y/Y**
 - Product revenue +16% Y/Y
 - Development revenue +28% Y/Y
- **Gross Margin expansion**
 - Manufacturing efficiencies
 - Better mix
 - Development margin better Y/Y
- **Adj. EBITDA ahead of forecast**
 - Better gross margin
 - Opex discipline
- **Free cash flow positive**
 - Positive cash from operations
 - While investing in working capital
 - Capex in-line

Gross Margin | Products Gross Margin Trends

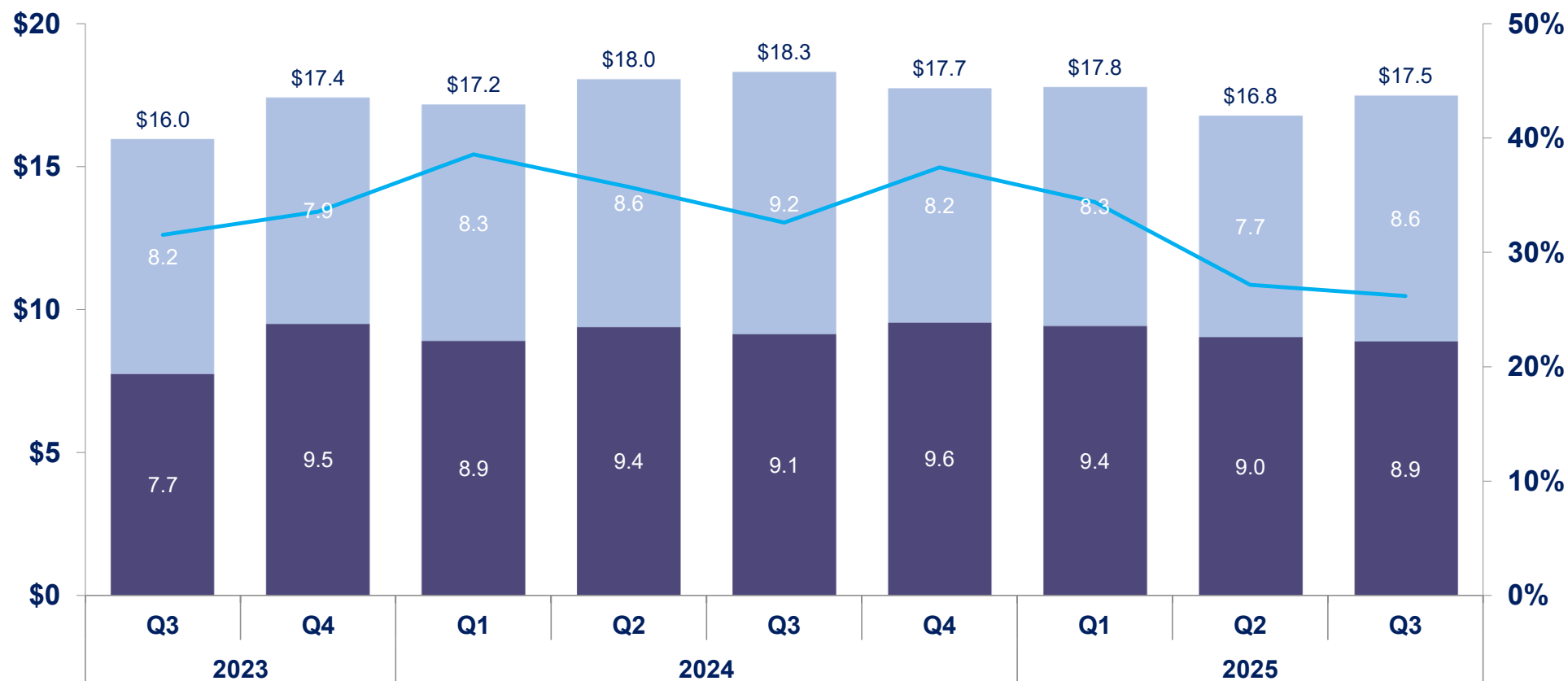
Products Revenue & Gross Margin – Quarterly
\$ Millions; % of Revenue



Operating Expenses | R&D and SG&A

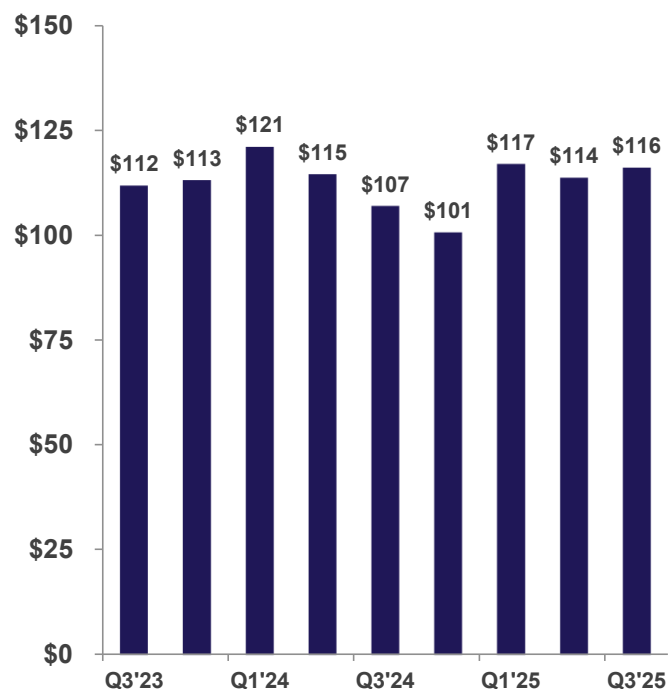
Operating Expenses (Non-GAAP)

\$ Millions; % of Revenue



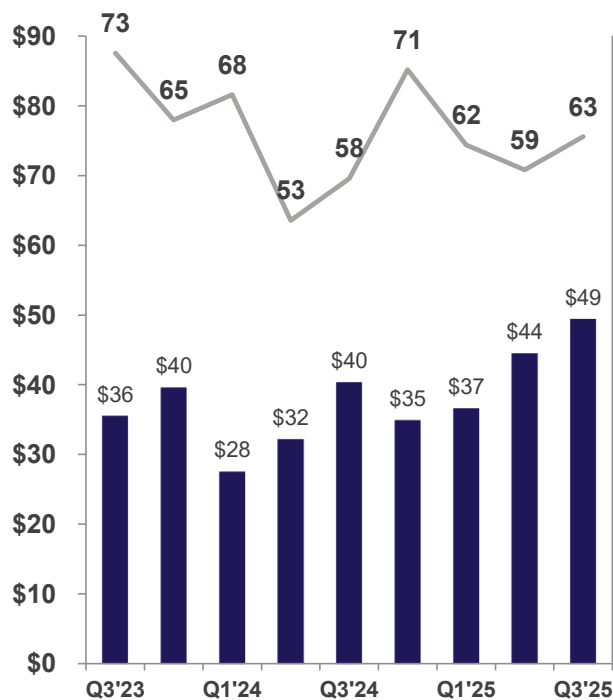
Strong Balance Sheet and Working Capital Management

Cash and Investments (\$M)



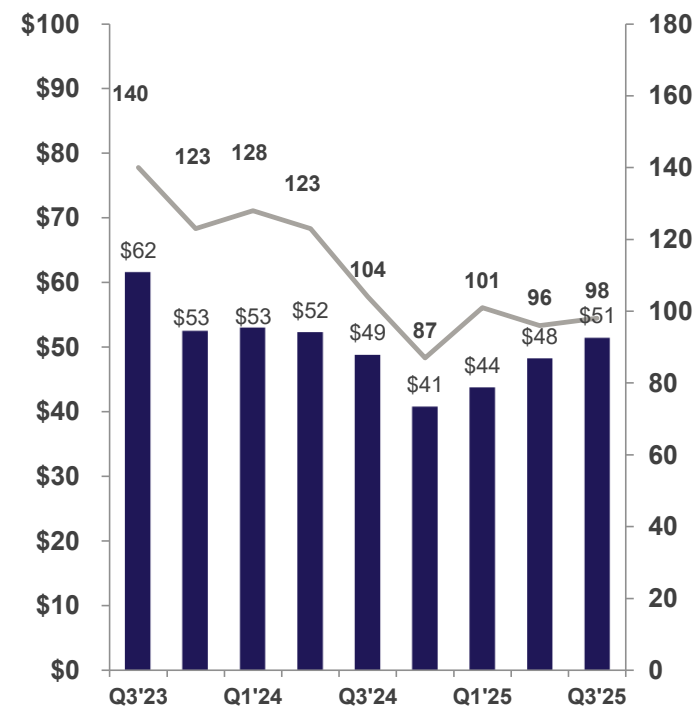
■ Cash, Cash Equivalents and Marketable Securities

Accounts Receivable (\$M) and Days Sales Outstanding (DSO)



■ Accounts Receivable — DSO

Inventory (\$M) and Days of Inventory (DOI)



■ Inventory — DOI

Outlook | Q4 2025

- **Q4 2025 Revenues of \$72 million to \$78 million; midpoint of \$75 million**
 - Products: \$55 million at midpoint
 - A&D revenue up sequentially, Commercial revenue flat-to-up sequentially
 - Advanced Development: \$20 million at midpoint
- **Q4 2025 Gross Margin of 27% to 32%**
 - Products: 34% to 39%
 - Advanced Development: ~8%
- **Q4 2025 Adjusted EBITDA of \$6 million to \$11 million**

***n* LIGHT** simply brilliant[®]

Appendix

Supplemental Information | Revenue & Gross Margin

nLight, Inc. (in thousands, except per share data)	2022					2023					2024					2025		
	Q1	Q2	Q3	Q4	Totals	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Revenue:																		
Products	\$ 51,061	\$ 48,180	\$ 48,042	\$ 45,375	\$ 192,658	\$ 41,107	\$ 39,592	\$ 38,103	\$ 37,864	\$ 156,666	\$ 29,370	\$ 34,458	\$ 41,132	\$ 31,699	\$ 136,659	\$ 35,678	\$ 40,824	\$ 47,608
Development	13,398	12,647	12,051	11,304	49,400	12,984	13,712	12,531	14,028	53,255	15,157	16,053	14,997	15,682	61,889	15,990	20,911	19,134
Total revenue	64,459	60,827	60,093	56,679	242,058	54,091	53,304	50,634	51,892	209,921	44,527	50,511	56,129	47,381	198,548	51,668	61,735	66,742
Cost of revenue:																		
Products	35,768	33,683	35,350	40,471	145,272	27,526	28,272	29,016	29,367	114,181	23,231	24,011	29,286	31,475	108,003	23,724	25,105	28,086
Development	12,514	11,759	11,267	10,425	45,965	12,302	12,924	11,681	12,720	49,627	13,808	14,650	14,293	14,775	57,526	14,145	18,173	17,903
Total cost of revenue	48,282	45,442	46,617	50,896	191,237	39,828	41,196	40,696	42,087	163,808	37,039	38,661	43,579	46,250	165,529	37,869	43,278	45,989
Gross profit:																		
Products	15,293	14,497	12,692	4,904	47,386	13,581	11,320	9,088	8,497	42,485	6,139	10,447	11,846	224	28,656	11,954	15,719	19,522
Development	884	888	784	879	3,435	682	788	850	1,308	3,628	1,349	1,403	704	907	4,363	1,845	2,738	1,231
Total gross profit	16,177	15,385	13,476	5,783	50,821	14,263	12,108	9,938	9,805	46,113	7,488	11,850	12,550	1,131	33,019	13,799	18,457	20,753
Gross margin:																		
Products	30.0 %	30.1 %	26.4 %	10.8 %	24.6 %	33.0 %	28.6 %	23.9 %	22.4 %	27.1 %	20.9 %	30.3 %	28.8 %	0.7 %	21.0 %	33.5 %	38.5 %	41.0 %
Development	6.6 %	7.0 %	6.5 %	7.8 %	7.0 %	5.3 %	5.7 %	6.8 %	9.3 %	6.8 %	8.9 %	8.7 %	4.7 %	5.8 %	7.0 %	11.5 %	13.1 %	6.4 %
Total gross margin	25.1 %	25.3 %	22.4 %	10.2 %	21.0 %	26.4 %	22.7 %	19.6 %	18.9 %	22.0 %	16.8 %	23.5 %	22.4 %	2.4 %	16.6 %	26.7 %	29.9 %	31.1 %

GAAP to Non-GAAP Reconciliation | Operating Expenses

nLight, Inc. (in thousands, except per share data)	2022					2023					2024					2025		
	Q1	Q2	Q3	Q4	Totals	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
R&D expense (GAAP)	\$ 13,711	\$ 13,788	\$ 12,716	\$ 13,558	\$ 53,773	\$ 11,301	\$ 12,004	\$ 10,744	\$ 12,114	\$ 46,163	\$ 10,659	\$ 11,736	\$ 11,328	\$ 11,384	\$ 45,107	\$ 11,374	\$ 11,012	\$ 11,534
Non-GAAP adjustments:																		
Stock-based compensation in R&D	(3,122)	(3,117)	(3,169)	(2,267)	(11,675)	(2,098)	(2,826)	(2,613)	(2,329)	(9,866)	(1,613)	(2,175)	(2,046)	(1,671)	(7,505)	(1,784)	(1,834)	(2,560)
Amortization of purchased intangibles	(472)	(407)	(360)	(435)	(1,674)	(384)	(384)	(383)	(264)	(1,415)	(149)	(148)	(149)	(148)	(594)	(149)	(148)	(100)
Non-GAAP R&D expense	\$ 10,117	\$ 10,264	\$ 9,187	\$ 10,856	\$ 40,424	\$ 8,819	\$ 8,794	\$ 7,748	\$ 9,521	\$ 34,882	\$ 8,897	\$ 9,413	\$ 9,133	\$ 9,565	\$ 37,008	\$ 9,441	\$ 9,030	\$ 8,874
SG&A expense (GAAP)	10,775	11,914	13,741	11,828	48,258	11,169	11,790	11,725	11,215	45,899	11,547	12,804	13,021	11,885	49,257	12,035	11,681	14,785
Non-GAAP adjustments:																		
Stock-based compensation in SG&A	(2,722)	(2,879)	(3,614)	(3,190)	(12,405)	(2,705)	(4,026)	(3,506)	(3,323)	(13,560)	(3,277)	(4,169)	(3,852)	(3,720)	(15,018)	(3,702)	(3,939)	(6,187)
Acquisition and integration costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP SG&A expense	\$ 8,053	\$ 9,035	\$ 10,127	\$ 8,638	\$ 35,853	\$ 8,464	\$ 7,764	\$ 8,219	\$ 7,892	\$ 32,339	\$ 8,270	\$ 8,635	\$ 9,169	\$ 8,165	\$ 34,239	\$ 8,333	\$ 7,742	\$ 8,598

GAAP to Non-GAAP Reconciliation | Adjusted EBITDA, Net Income and EPS

nLight, Inc. (in thousands, except per share data)	2022					2023					2024					2025		
	Q1	Q2	Q3	Q4	Totals	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Stock-based compensation included in following:																		
Cost of revenues	\$ 709	\$ 684	\$ 712	\$ 572	\$ 2,677	\$ 700	\$ 663	\$ 508	\$ 535	\$ 2,406	\$ 541	\$ 659	\$ 629	\$ 609	\$ 2,438	\$ 570	\$ 598	\$ 615
Research and development	3,122	3,117	3,169	2,267	11,675	2,098	2,826	2,613	2,329	9,866	1,613	2,175	2,046	1,671	7,505	1,784	1,834	2,560
Sales, general, and administrative	2,722	2,879	3,614	3,190	12,405	2,705	4,026	3,506	3,323	13,560	3,277	4,169	3,852	3,720	15,018	3,702	3,939	6,187
Total stock-based compensation	\$ 6,553	\$ 6,680	\$ 7,495	\$ 6,029	\$ 26,757	\$ 5,503	\$ 7,515	\$ 6,627	\$ 6,187	\$ 25,832	\$ 5,431	\$ 7,003	\$ 6,527	\$ 6,000	\$ 24,961	\$ 6,056	\$ 6,371	\$ 9,362

nLight, Inc. (in thousands, except per share data)	2022					2023					2024					2025		
	Q1	Q2	Q3	Q4	Totals	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
Net income (loss)	\$ (8,622)	\$ (10,342)	\$ (12,955)	\$ (22,659)	\$ (54,578)	\$ (7,730)	\$ (8,823)	\$ (11,879)	\$ (13,238)	\$ (41,670)	\$ (13,766)	\$ (11,729)	\$ (10,335)	\$ (24,962)	\$ (60,792)	\$ (8,093)	\$ (3,591)	\$ (6,874)
Adjustments:																		
Income tax expense (benefit)	343	(10)	110	(99)	344	264	(1,456)	187	27	(978)	144	120	261	(601)	(76)	137	17	273
Other (income) expense	(29)	106	31	(446)	(338)	(404)	(1,057)	(536)	(779)	(2,776)	(641)	(622)	(1,331)	(506)	(3,100)	(14)	58	64
Interest (income)	-	(71)	(167)	(291)	(529)	(357)	(370)	(310)	(372)	(1,409)	(475)	(479)	(421)	(398)	(1,773)	(1,688)	(1,108)	(1,079)
Interest expense	-	-	-	-	-	20	20	7	20	67	20	20	27	38	105	48	388	317
Depreciation and amortization	3,738	3,805	4,084	4,072	15,699	3,977	4,021	3,985	4,041	16,024	4,393	4,088	4,278	4,837	17,596	3,670	3,415	3,313
Stock-based compensation	6,553	6,680	7,495	6,029	26,757	5,503	7,515	6,627	6,187	25,832	5,431	7,003	6,527	6,000	24,961	6,056	6,371	9,362
Restructuring charges	-	-	-	3,892	3,892	-	-	-	817	817	-	-	-	4,291	4,291	-	-	1,733
Acquisition and integration-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Adjusted EBITDA	\$ 1,983	\$ 168	\$ (1,402)	\$ (9,502)	\$ (8,753)	\$ 1,273	\$ (150)	\$ (1,919)	\$ (3,297)	\$ (4,093)	\$ (4,894)	\$ (1,599)	\$ (994)	\$ (11,301)	\$ (18,788)	\$ 116	\$ 5,550	\$ 7,109
Net income (loss)	\$ (8,622)	\$ (10,342)	\$ (12,955)	\$ (22,659)	\$ (54,578)	\$ (7,730)	\$ (8,823)	\$ (11,879)	\$ (13,238)	\$ (41,670)	\$ (13,766)	\$ (11,729)	\$ (10,335)	\$ (24,962)	\$ (60,792)	\$ (8,093)	\$ (3,591)	\$ (6,874)
Add back:																		
Stock-based compensation ⁽¹⁾	6,553	6,680	7,495	6,029	26,757	5,503	7,515	6,627	6,187	25,832	5,431	7,003	6,527	6,000	24,961	6,056	6,371	9,362
Valuation allowance on foreign deferred tax assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Acquisition and integration-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Amortization of purchased intangibles	472	407	360	435	1,674	384	384	383	264	1,415	149	148	149	148	594	149	148	100
Restructuring charges	-	-	-	3,892	3,892	-	-	-	817	817	-	-	-	4,291	4,291	-	-	1,733
Non-GAAP net income (loss)	\$ (1,597)	\$ (3,255)	\$ (5,100)	\$ (12,303)	\$ (22,255)	\$ (1,843)	\$ (924)	\$ (4,869)	\$ (5,970)	\$ (13,606)	\$ (8,186)	\$ (4,578)	\$ (3,659)	\$ (14,523)	\$ (30,946)	\$ (1,888)	\$ 2,928	\$ 4,321
GAAP weighted-average shares outstanding	43,655	44,178	44,786	45,039	44,436	45,706	45,717	46,403	46,375	46,078	47,242	47,658	48,133	48,557	47,900	49,093	49,581	50,288
Assumed conversion of convertible preferred stock to common stock	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Participating securities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP weighted-average number of shares, basic	43,655	44,178	44,786	45,039	44,436	45,706	45,717	46,403	46,375	46,078	47,242	47,658	48,133	48,557	47,900	49,093	49,581	50,288
Dilutive effect of common stock equivalents	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,573	4,139
Non-GAAP weighted-average number of shares, diluted	43,655	44,178	44,786	45,039	44,436	45,706	45,717	46,403	46,375	46,078	47,242	47,658	48,133	48,557	47,900	49,093	51,154	54,427
Non-GAAP net income (loss) per share, basic	\$ (0.04)	\$ (0.07)	\$ (0.11)	\$ (0.27)	\$ (0.50)	\$ (0.04)	\$ (0.02)	\$ (0.10)	\$ (0.13)	\$ (0.30)	\$ (0.17)	\$ (0.10)	\$ (0.08)	\$ (0.30)	\$ (0.65)	\$ (0.04)	\$ 0.06	\$ 0.09
Non-GAAP net income (loss) per share, diluted	(0.04)	(0.07)	(0.11)	(0.27)	(0.50)	(0.04)	(0.02)	(0.10)	(0.13)	(0.30)	(0.17)	(0.10)	(0.08)	(0.30)	(0.65)	(0.04)	0.06	0.08



(1) There is no income tax effect related to the stock-based compensation, acquisition and integration-related costs, and amortization of purchased intangibles adjustments due to the full valuation allowance in the U.S.

Supplemental Information | Key Revenue Metrics

nLight, Inc. (in thousands, except per share data)	2022					2023					2024					2025		
	Q1	Q2	Q3	Q4	FY 2022	Q1	Q2	Q3	Q4	FY 2023	Q1	Q2	Q3	Q4	FY 2024	Q1	Q2	Q3
Revenues by end market																		
Aerospace and defense	\$ 23,144	\$ 22,513	\$ 20,194	\$ 22,340	\$ 88,191	\$ 21,131	\$ 24,508	\$ 19,027	\$ 26,728	\$ 91,394	\$ 21,745	\$ 27,390	\$ 30,278	\$ 30,127	\$ 109,540	\$ 32,706	\$ 40,695	\$ 45,554
Industrial	23,996	21,899	22,217	22,986	91,098	19,902	16,569	19,607	14,966	71,044	11,985	12,905	11,588	9,137	45,615	8,856	9,746	9,577
Microfabrication	17,319	16,415	17,682	11,353	62,769	13,058	12,227	12,000	10,198	47,483	10,797	10,216	14,263	8,117	43,393	10,106	11,294	11,611
Total revenues	64,459	60,827	60,093	56,679	242,058	54,091	53,304	50,634	51,892	209,921	44,527	50,511	56,129	47,381	198,548	51,668	61,735	66,742
Aerospace & defense as % of total	36 %	103 %	91 %	97 %	36 %	39 %	46 %	38 %	179 %	44 %	49 %	54 %	54 %	64 %	55 %	63 %	66 %	68 %
Industrial as % of total	37 %	36 %	37 %	41 %	38 %	37 %	31 %	39 %	29 %	34 %	27 %	26 %	21 %	19 %	23 %	17 %	16 %	14 %
Microfabrication as % of total	27 %	27 %	29 %	20 %	26 %	24 %	23 %	24 %	20 %	23 %	24 %	20 %	25 %	17 %	22 %	20 %	18 %	17 %
Revenues by geography																		
North America	\$ 35,144	\$ 35,682	\$ 32,793	\$ 33,835	\$ 137,454	\$ 29,103	\$ 34,317	\$ 31,330	\$ 34,561	\$ 129,311	\$ 28,724	\$ 35,640	\$ 36,332	\$ 32,116	\$ 132,812	\$ 36,085	\$ 45,171	\$ 46,682
Asia Pacific	19,455	16,532	18,854	12,474	67,315	13,788	11,210	10,495	10,272	45,765	10,034	9,077	11,211	7,815	38,137	9,128	8,662	9,280
EMEA	9,860	8,613	8,446	10,370	37,289	11,200	7,777	8,809	7,059	34,845	5,769	5,794	8,586	7,450	27,599	6,455	7,902	10,780
Total revenues	64,459	60,827	60,093	56,679	242,058	54,091	53,304	50,634	51,892	209,921	44,527	50,511	56,129	47,381	198,548	51,668	61,735	66,742
North America as % of total	55 %	59 %	55 %	60 %	57 %	54 %	64 %	62 %	67 %	62 %	65 %	71 %	65 %	68 %	67 %	70 %	73 %	70 %
Asia Pacific as % of total	30 %	27 %	31 %	22 %	28 %	25 %	5 %	5 %	20 %	22 %	23 %	18 %	20 %	16 %	19 %	18 %	14 %	14 %
EMEA as % of total	15 %	14 %	14 %	18 %	15 %	21 %	30 %	33 %	14 %	17 %	13 %	11 %	15 %	16 %	14 %	12 %	13 %	16 %
Fiber laser revenue by power level																		
High-power (>= 6kW)	39 %	40 %	31 %	49 %	40 %	62 %	55 %	60 %	59 %	59 %	48 %	63 %	57 %	60 %	57 %	58 %	59 %	44 %
Medium-power (2kW - 5kW)	26 %	19 %	24 %	21 %	23 %	27 %	32 %	21 %	20 %	25 %	33 %	28 %	27 %	25 %	28 %	30 %	27 %	31 %
Low-power (< 2kW)	35 %	41 %	45 %	30 %	38 %	11 %	12 %	19 %	21 %	15 %	19 %	10 %	16 %	16 %	15 %	11 %	14 %	25 %