



# Earnings Presentation

## Q2 2025

August 7, 2025

# Safe Harbor Statement

Certain statements in this presentation are “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Words such as “outlook,” “guidance,” “expects,” “intends,” “projects,” “plans,” “believes,” “estimates,” “targets,” “anticipates,” and similar expressions may identify these forward-looking statements. Examples of forward-looking statements include, but are not limited to, statements regarding expected revenues, gross margin, and Adjusted EBITDA, and our business strategy, as well as any other statement that does not directly relate to any historical or current fact. Forward-looking statements are based on our current expectations and assumptions, which may not prove to be accurate. These statements are not guarantees and are subject to risks, uncertainties and changes in circumstances that are difficult to predict. Many factors could cause actual results to differ materially and adversely from these forward-looking statements, including but not limited to our ability to compete successfully in the markets for our products; changes in the markets we serve or in the global economy; our ability to increase our volumes and decrease our costs to offset potential declines in the average selling prices of our products; rapid technological changes in the markets that we participate in; our ability to develop and maintain products that can achieve market acceptance; our ability to generate sufficient revenues to achieve or maintain profitability in the future; our high levels of fixed costs and inventory and their effect on our gross profits and results of operations if demand for our products declines or we maintain excess inventory levels; our ability to manage growth and spending during economic downturns; our manufacturing capacity and operations and their suitability for future levels of demand; our reliance on third parties to manufacture certain of our products and product components; our reliance on a small number of customers for a significant portion of our revenues; our ability to manage risks associated with international customers and operations; the effect of government export and import controls on our ability to compete in international markets; our ability to protect our proprietary technology and intellectual property rights; fluctuations in our quarterly results of operations and other operating measures; and the effect on our business of claims, lawsuits, government investigations, other legal or regulatory proceedings, or commercial or contractual disputes that we are or may become involved in. Additional information concerning these and other factors can be found in nLIGHT's filings with the Securities and Exchange Commission (the “SEC”), including other risks, relevant factors and uncertainties identified in the “Risk Factors” section of nLIGHT's most recent Annual Report on Form 10-K and subsequent filings with the SEC. nLIGHT undertakes no obligation to update publicly or revise any forward-looking statements contained herein to reflect future events or developments, except as required by law.

This presentation includes certain non-GAAP financial measures as defined by the SEC rules, including non-GAAP operating expense, Adjusted EBITDA, non-GAAP net income (loss) and non-GAAP net income (loss) per share (basic and diluted). These non-GAAP financial measures are provided in addition to, and not as a substitute for or superior to measures of financial performance prepared in accordance with U.S. GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. As required by Regulation G, we have provided a reconciliation of those measures to the most directly comparable GAAP measures, which is available in the appendix.

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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### Execution Drives Upside

Q2'25 Revenue, Gross Margin and Adj. EBITDA all outperformed expectations

### Record Quarter for A&D

Q2'25 Aerospace & Defense revenue increased 49% year-over-year driven by record product and development revenue

### Strength in Directed Energy

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

### Raising 2025 A&D Outlook

Increasing our 2025 A&D revenue growth outlook to at least 40% year-over-year, up from our prior 25%

## Q2 2025 Summary | Strong Execution Drives Upside

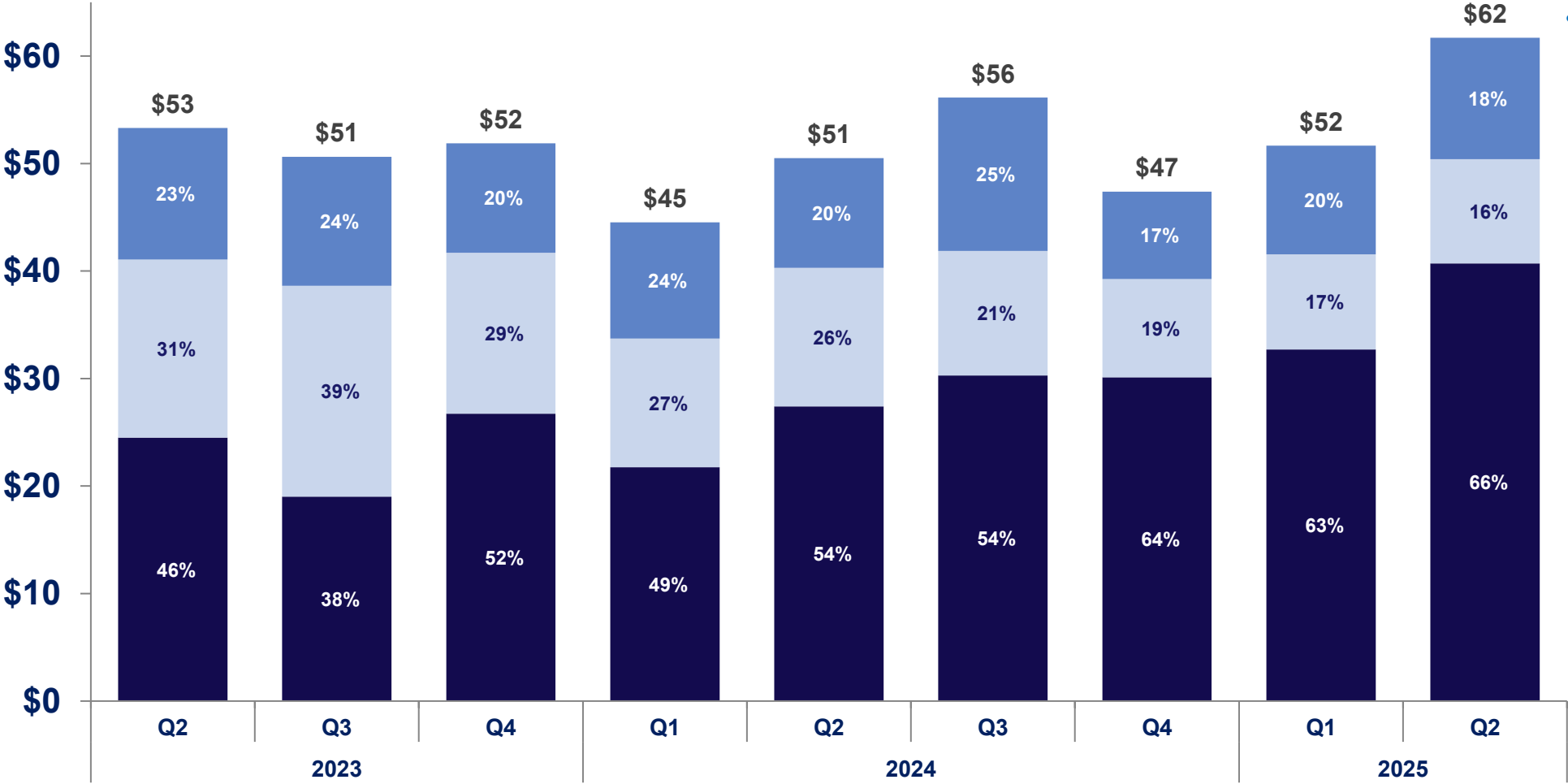
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- **Q2 revenue above the high-end of guidance**
  - \$61.7M of total revenue | +22% year-over-year, +19% quarter-over-quarter
  - Record quarterly A&D revenue of \$40.7 million | +49% year-over-year, +24% quarter-over-quarter
    - Record A&D product revenue of \$19.8 million | +75% year-over-year, +18% quarter-over-quarter
    - Record development revenue of \$20.9 million | +30% year-over-year, +31% quarter-over-quarter
- **Gross margins & Adjusted EBITDA above high-end of guidance**
  - 29.9% total Gross margins | 38.5% products gross margin driven by higher volumes, better mix
  - Adjusted EBITDA | \$5.6 million driven by better revenue, higher margins and OpEx discipline
- **Strong balance sheet with \$114M of cash and marketable securities**
  - Solid working capital improvements
- **Strong growth in aerospace & defense; modest upside in commercial**
  - **A&D** | record revenue in A&D products and development driven by solid execution in Directed Energy
  - **Microfabrication** | Q/Q improvement as contract manufacturing partner shipped some pent up demand
  - **Industrial** | Demand environment remains challenging, but did see some Q/Q growth in additive

# Revenue by Market | A&D Driving Growth

## Quarterly Revenue

\$ Millions



## Q2 '25 Total Revenue

- \$61.7 million
- +22% y/y
- +19% q/q

## Q2 '25 Microfab Revenue

- \$11.3 million
- +11% y/y
- +12% q/q

## Q2 '25 Industrial Revenue

- \$9.7 million
- -25% y/y
- +10% q/q

## Q2 '25 A&D Revenue

- \$40.7 million
- +49% y/y
- +24% q/q

# **Q2 2025 Financial Update**

# Q2 2025 Summary Financial Results | Solid Execution Drives Upside

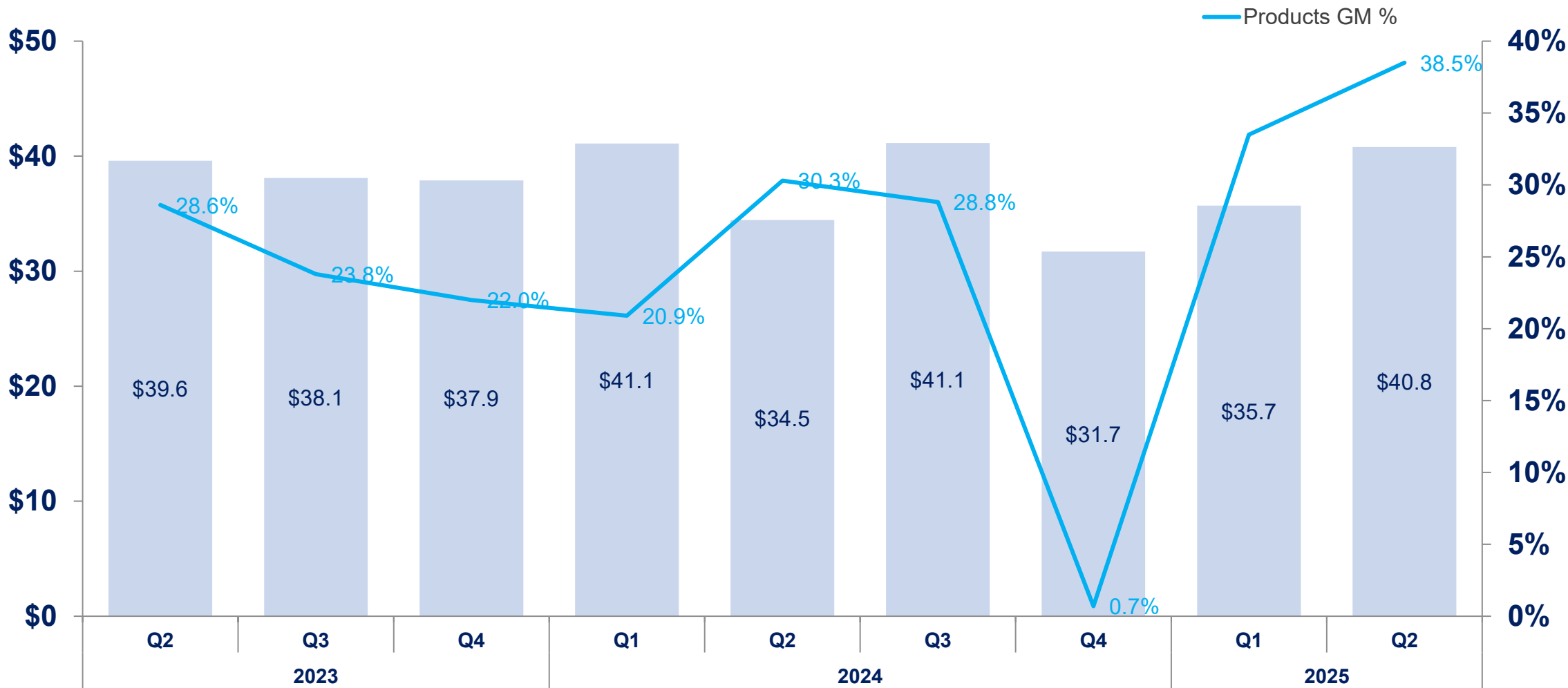
	Q2 2025	Q2 2024	Q1 2025
<b>Total Revenue</b> (\$ in millions)	<b>\$61.7</b>	<b>\$50.5</b>	<b>\$51.7</b>
Products Revenue	\$40.8	\$34.5	\$35.7
Development Revenue	\$20.9	\$16.1	\$16.0
<b>Total Gross Margin</b>	<b>29.9%</b>	<b>23.5%</b>	<b>26.7%</b>
Products Gross Margin	38.5%	30.3%	33.5%
Development Gross Margin	13.1%	8.7%	11.5%
<b>Net Income (Loss)</b>	<b>(\$3.6)</b>	<b>(\$11.6)</b>	<b>(\$8.1)</b>
<b>Non-GAAP Net Income (Loss)*</b>	<b>\$2.9</b>	<b>(\$6.1)</b>	<b>(\$1.9)</b>
<b>Net Income (Loss) per Share (diluted)</b>	<b>(\$0.07)</b>	<b>(\$0.25)</b>	<b>(\$0.16)</b>
<b>Non-GAAP Net Income (Loss) per Share (diluted)*</b>	<b>\$0.06</b>	<b>(\$0.13)</b>	<b>(\$0.04)</b>
<b>Adjusted EBITDA*</b>	<b>\$5.6</b>	<b>(\$2.9)</b>	<b>\$0.1</b>
<b>Cash and investments</b>	<b>\$113.7</b>	<b>\$114.6</b>	<b>\$117.0</b>
<b>Cash Flow from (used in) Operations</b>	<b>(\$1.4)</b>	<b>(\$4.2)</b>	<b>(\$0.0)</b>
<b>Capital Expenditures</b>	<b>(\$2.4)</b>	<b>(\$2.1)</b>	<b>(\$2.3)</b>

- **Q2 '25 Revenue grew 22% Y/Y**
  - Product revenue +18% Y/Y
  - Development revenue +30% Y/Y
- **Gross Margin upside**
  - Manufacturing efficiencies
  - Better mix
  - Development margin better
- **Adj. EBITDA ahead of forecast**
  - Higher revenue
  - Better gross margin
  - Lower operating expenses

# Gross Margin | Product Gross Margin Trends

## Product Revenue & Gross Margin – Quarterly

\$ Millions; % of Revenue

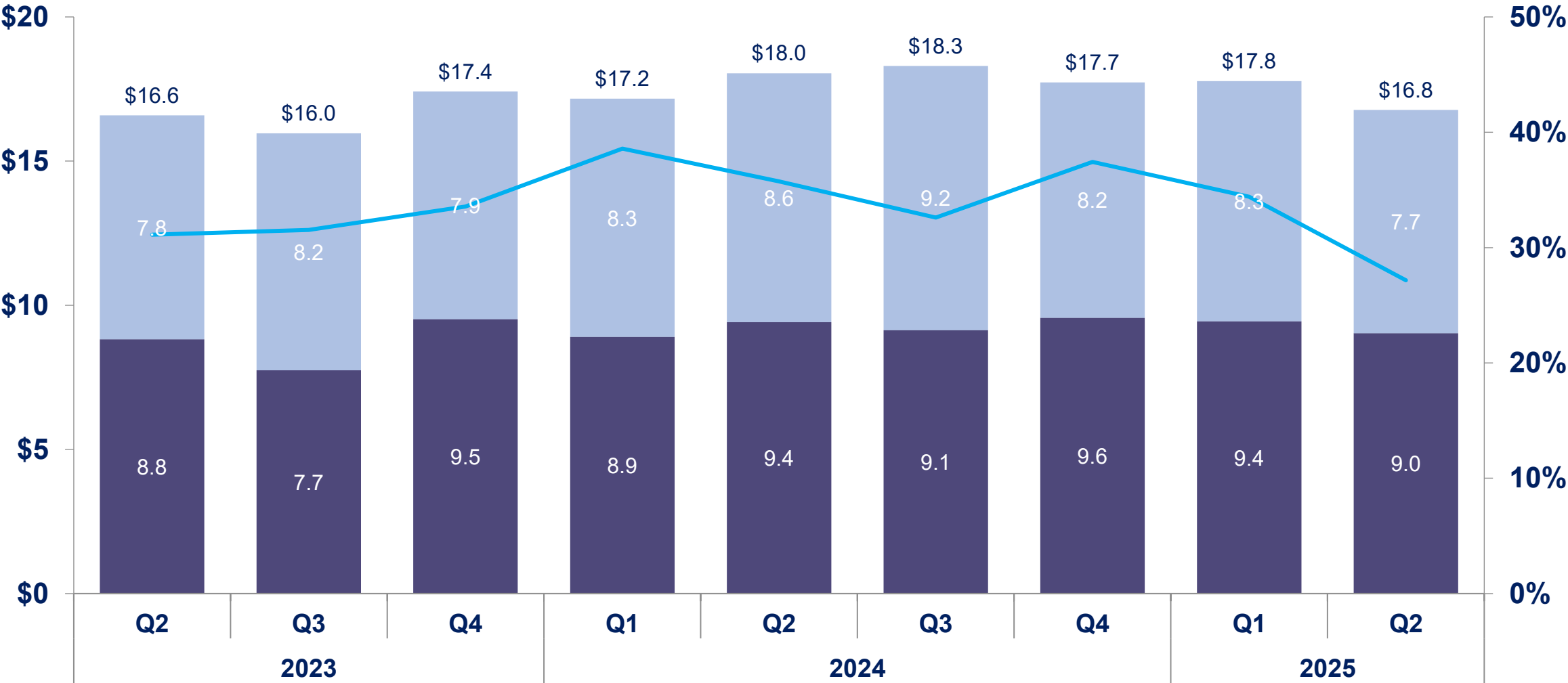




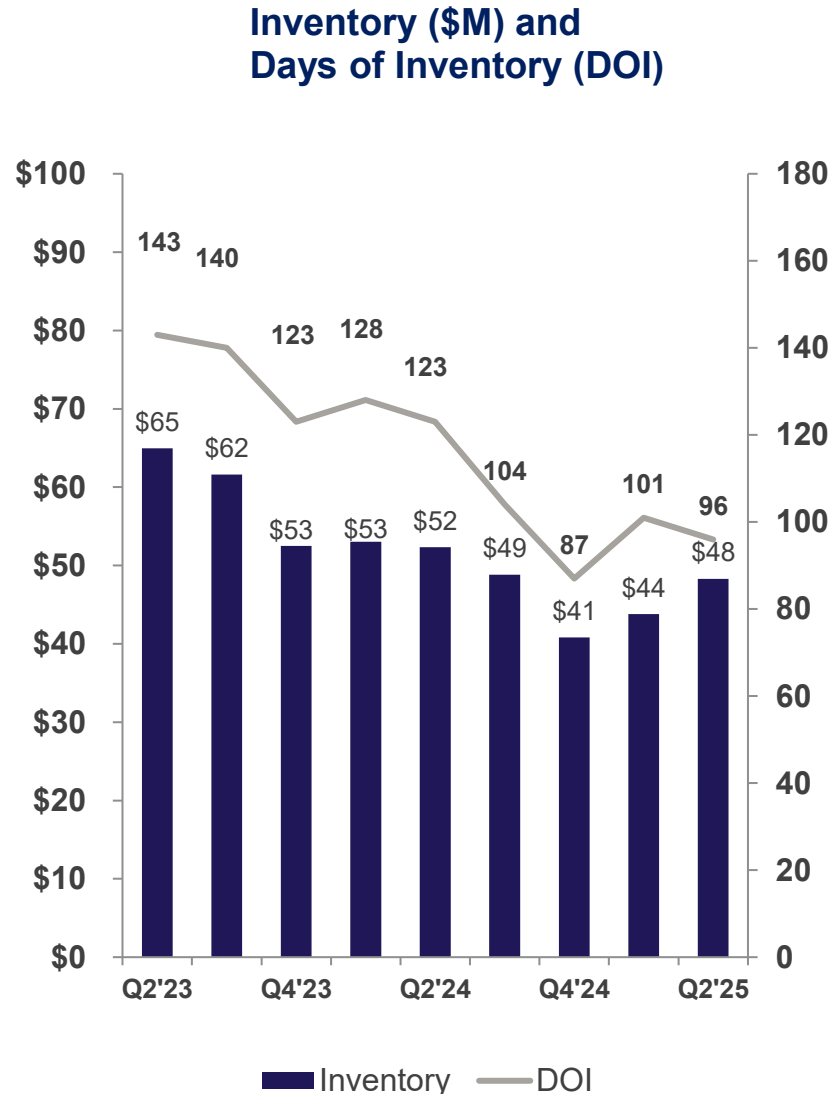
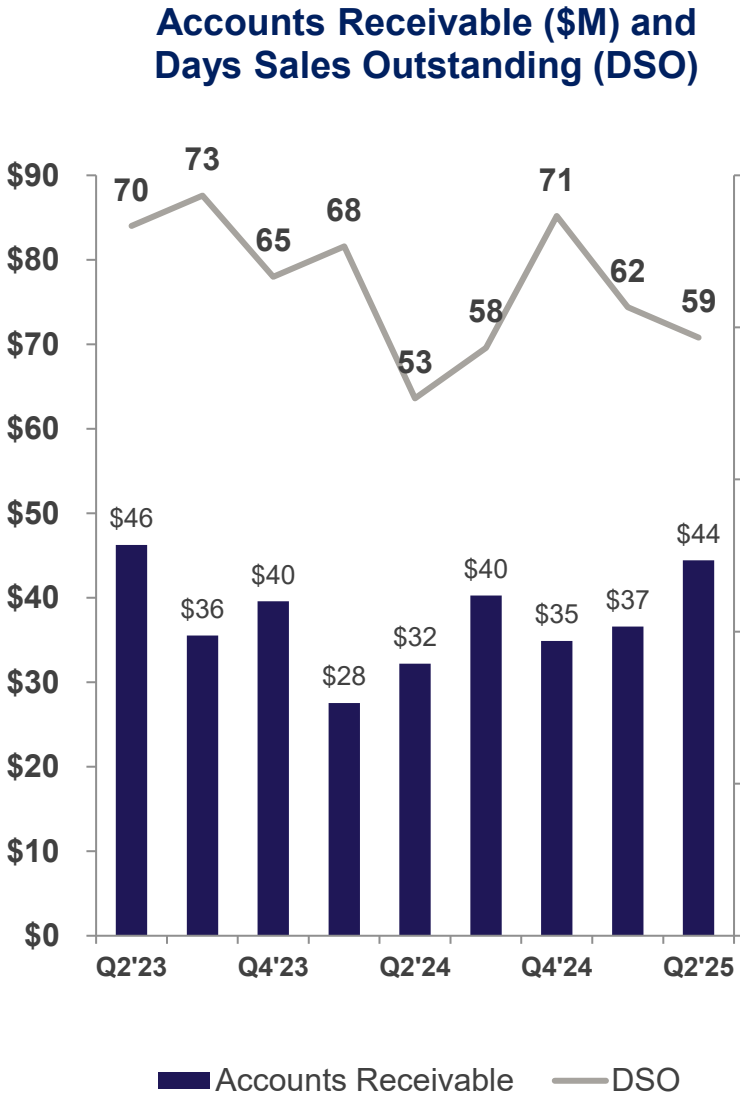
# Operating Expenses | R&D and SG&A

## Operating Expenses (Non-GAAP)

\$ Millions; % of Revenue



# Strong Balance Sheet and Working Capital Management



# Outlook | Q3 2025

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- **Q3 2025 Revenues of \$62 million to \$67 million; midpoint of \$64.5 million**
  - Products: ~\$45 million at midpoint
    - A&D revenue up sequentially, Commercial revenue down sequentially
  - Advanced Development: ~\$19 million at midpoint
- **Q3 2025 Gross Margin of 24% to 30%**
  - Products: 32% to 36%
  - Advanced Development: ~8%
- **Q3 2025 Adjusted EBITDA of \$2.0 million to \$6.0 million**

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# 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	Total
Revenue:																		
Products	\$ 51,061	\$ 48,180	\$ 48,042	\$ 45,375	<b>\$ 192,658</b>	\$ 41,107	\$ 39,592	\$ 38,103	\$ 37,864	<b>\$ 156,666</b>	\$ 29,370	\$ 34,458	\$ 41,132	\$ 31,699	<b>\$ 136,659</b>	\$ 35,678	\$ 40,824	<b>\$ 76,502</b>
Development	13,398	12,647	12,051	11,304	<b>49,400</b>	12,984	13,712	12,531	14,028	<b>53,255</b>	15,157	16,053	14,997	15,682	<b>61,889</b>	15,990	20,911	<b>36,901</b>
Total revenue	64,459	60,827	60,093	56,679	<b>242,058</b>	54,091	53,304	50,634	51,892	<b>209,921</b>	44,527	50,511	56,129	47,381	<b>198,548</b>	51,668	61,735	<b>113,403</b>
Cost of revenue:																		
Products	35,768	33,683	35,350	40,471	<b>145,272</b>	27,526	28,272	29,016	29,367	<b>114,181</b>	23,231	24,011	29,286	31,475	<b>108,003</b>	23,724	25,105	<b>48,829</b>
Development	12,514	11,759	11,267	10,425	<b>45,965</b>	12,302	12,924	11,681	12,720	<b>49,627</b>	13,808	14,650	14,293	14,775	<b>57,526</b>	14,145	18,173	<b>32,318</b>
Total cost of revenue	48,282	45,442	46,617	50,896	<b>191,237</b>	39,828	41,196	40,696	42,087	<b>163,808</b>	37,039	38,661	43,579	46,250	<b>165,529</b>	37,869	43,278	<b>81,147</b>
Gross profit:																		
Products	15,293	14,497	12,692	4,904	<b>47,386</b>	13,581	11,320	9,088	8,497	<b>42,485</b>	6,139	10,447	11,846	224	<b>28,656</b>	11,954	15,719	<b>27,673</b>
Development	884	888	784	879	<b>3,435</b>	682	788	850	1,308	<b>3,628</b>	1,349	1,403	704	907	<b>4,363</b>	1,845	2,738	<b>4,583</b>
Total gross profit	16,177	15,385	13,476	5,783	<b>50,821</b>	14,263	12,108	9,938	9,805	<b>46,113</b>	7,488	11,850	12,550	1,131	<b>33,019</b>	13,799	18,457	<b>32,256</b>
Gross margin:																		
Products	30.0 %	30.1 %	26.4 %	10.8 %	<b>24.6 %</b>	33.0 %	28.6 %	23.9 %	22.4 %	<b>27.1 %</b>	20.9 %	30.3 %	28.8 %	0.7 %	<b>21.0 %</b>	33.5 %	38.5 %	<b>36.2 %</b>
Development	6.6 %	7.0 %	6.5 %	7.8 %	<b>7.0 %</b>	5.3 %	5.7 %	6.8 %	9.3 %	<b>6.8 %</b>	8.9 %	8.7 %	4.7 %	5.8 %	<b>7.0 %</b>	11.5 %	13.1 %	<b>12.4 %</b>
Total gross margin	25.1 %	25.3 %	22.4 %	10.2 %	<b>21.0 %</b>	26.4 %	22.7 %	19.6 %	18.9 %	<b>22.0 %</b>	16.8 %	23.5 %	22.4 %	2.4 %	<b>16.6 %</b>	26.7 %	29.9 %	<b>28.4 %</b>

# 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	Total
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	\$ 22,386
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)	(3,618)
Amortization of purchased intangibles	(472)	(407)	(360)	(435)	(1,674)	(384)	(384)	(383)	(264)	(1,415)	(149)	(148)	(149)	(148)	(594)	(149)	(148)	(297)
<b>Non-GAAP R&amp;D expense</b>	<b>\$ 10,117</b>	<b>\$ 10,264</b>	<b>\$ 9,187</b>	<b>\$ 10,856</b>	<b>\$ 40,424</b>	<b>\$ 8,819</b>	<b>\$ 8,794</b>	<b>\$ 7,748</b>	<b>\$ 9,521</b>	<b>\$ 34,882</b>	<b>\$ 8,897</b>	<b>\$ 9,413</b>	<b>\$ 9,133</b>	<b>\$ 9,565</b>	<b>\$ 37,008</b>	<b>\$ 9,441</b>	<b>\$ 9,030</b>	<b>\$ 18,471</b>
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	23,716
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)	(7,641)
Acquisition and integration costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP SG&amp;A expense</b>	<b>\$ 8,053</b>	<b>\$ 9,035</b>	<b>\$ 10,127</b>	<b>\$ 8,638</b>	<b>\$ 35,853</b>	<b>\$ 8,464</b>	<b>\$ 7,764</b>	<b>\$ 8,219</b>	<b>\$ 7,892</b>	<b>\$ 32,339</b>	<b>\$ 8,270</b>	<b>\$ 8,635</b>	<b>\$ 9,169</b>	<b>\$ 8,165</b>	<b>\$ 34,239</b>	<b>\$ 8,333</b>	<b>\$ 7,742</b>	<b>\$ 16,075</b>

# 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	Total
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	\$ 1,168
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	3,618
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	7,641
<b>Total stock-based compensation</b>	<b>\$ 6,553</b>	<b>\$ 6,680</b>	<b>\$ 7,495</b>	<b>\$ 6,029</b>	<b>\$ 26,757</b>	<b>\$ 5,503</b>	<b>\$ 7,515</b>	<b>\$ 6,627</b>	<b>\$ 6,187</b>	<b>\$ 25,832</b>	<b>\$ 5,431</b>	<b>\$ 7,003</b>	<b>\$ 6,527</b>	<b>\$ 6,000</b>	<b>\$ 24,961</b>	<b>\$ 6,056</b>	<b>\$ 6,371</b>	<b>\$ 12,427</b>

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	Total
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)	\$ (11,684)
Adjustments:																		
Income tax expense (benefit)	343	(10)	110	(99)	344	264	(1,456)	187	27	(978)	144	120	261	(601)	(76)	137	17	154
Other (income) expense	(29)	106	31	(446)	(338)	(404)	(1,057)	(536)	(779)	(2,776)	(641)	(622)	(1,331)	(506)	(3,100)	(14)	58	44
Interest (income)	-	(71)	(167)	(291)	(529)	(357)	(370)	(310)	(372)	(1,409)	(475)	(479)	(421)	(398)	(1,773)	(1,688)	(1,108)	(2,796)
Interest expense	-	-	-	-	-	20	20	7	20	67	20	20	27	38	105	48	388	436
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	7,085
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	12,427
Restructuring charges	-	-	-	3,892	3,892	-	-	-	817	817	-	-	-	4,291	4,291	-	-	-
Acquisition and integration-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Adjusted EBITDA</b>	<b>\$ 1,983</b>	<b>\$ 168</b>	<b>\$ (1,402)</b>	<b>\$ (9,502)</b>	<b>\$ (8,753)</b>	<b>\$ 1,273</b>	<b>\$ (150)</b>	<b>\$ (1,919)</b>	<b>\$ (3,297)</b>	<b>\$ (4,093)</b>	<b>\$ (4,894)</b>	<b>\$ (1,599)</b>	<b>\$ (994)</b>	<b>\$ (11,301)</b>	<b>\$ (18,788)</b>	<b>\$ 116</b>	<b>\$ 5,550</b>	<b>\$ 5,666</b>
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)	\$ (11,684)
Add back:																		
Stock-based compensation <sup>(1)</sup>	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	12,427
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	297
Restructuring charges	-	-	-	3,892	3,892	-	-	-	817	817	-	-	-	4,291	4,291	-	-	-
<b>Non-GAAP net income (loss)</b>	<b>\$ (1,597)</b>	<b>\$ (3,255)</b>	<b>\$ (5,100)</b>	<b>\$ (12,303)</b>	<b>\$ (22,255)</b>	<b>\$ (1,843)</b>	<b>\$ (924)</b>	<b>\$ (4,869)</b>	<b>\$ (5,970)</b>	<b>\$ (13,606)</b>	<b>\$ (8,186)</b>	<b>\$ (4,578)</b>	<b>\$ (3,659)</b>	<b>\$ (14,523)</b>	<b>\$ (30,946)</b>	<b>\$ (1,888)</b>	<b>\$ 2,928</b>	<b>\$ 1,040</b>
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	49,338
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	49,338
Dilutive effect of common stock equivalents	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,573	1,568
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	50,906
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	\$ 0.02
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	0.02



# 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	FY 2025
<b>Revenues by end market</b>																		
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	\$ 73,401
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	18,602
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	21,400
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	113,403
Aerospace & defense as % of total	36 %	103 %	91 %	97 %	36 %	39 %	46 %	38 %	179 %	44 %	49 %	54 %	54 %	64 %	55 %	63 %	66 %	65 %
Industrial as % of total	37 %	36 %	37 %	41 %	38 %	37 %	31 %	39 %	29 %	34 %	27 %	26 %	21 %	19 %	23 %	17 %	16 %	16 %
Microfabrication as % of total	27 %	27 %	29 %	20 %	26 %	24 %	23 %	24 %	20 %	23 %	24 %	20 %	25 %	17 %	22 %	20 %	18 %	19 %
<b>Revenues by geography</b>																		
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	\$ 81,256
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	17,790
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	14,357
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	113,403
North America as % of total	55 %	59 %	55 %	60 %	57 %	54 %	64 %	62 %	67 %	62 %	65 %	71 %	65 %	68 %	67 %	70 %	73 %	72 %
Asia Pacific as % of total	30 %	27 %	31 %	22 %	28 %	25 %	5 %	5 %	20 %	22 %	23 %	18 %	20 %	16 %	19 %	18 %	14 %	16 %
EMEA as % of total	15 %	14 %	14 %	18 %	15 %	21 %	30 %	33 %	14 %	17 %	13 %	11 %	15 %	16 %	14 %	12 %	13 %	13 %
<b>Fiber laser revenue by power level</b>																		
High-power (>= 6kW)	39 %	40 %	31 %	49 %	40 %	62 %	55 %	60 %	59 %	59 %	48 %	63 %	57 %	60 %	57 %	58 %	59 %	59 %
Medium-power (2kW - 5kW)	26 %	19 %	24 %	21 %	23 %	27 %	32 %	21 %	20 %	25 %	33 %	28 %	27 %	25 %	28 %	30 %	27 %	29 %
Low-power (< 2kW)	35 %	41 %	45 %	30 %	38 %	11 %	12 %	19 %	21 %	15 %	19 %	10 %	16 %	16 %	15 %	11 %	14 %	12 %