

# Financial Tear Sheet

## Corporate Profile

### About Luna Innovations Incorporated

Luna Innovations ([NASDAQ:LUNA](https://www.nasdaq.com/markets/stocks/quotes/LUNA)) develops and manufactures new-generation products for the healthcare, telecommunications, energy and defense markets. Luna's products are used to measure, monitor, protect and improve critical processes in the markets we serve. Through its disciplined commercialization business model, Luna has become a recognized leader in transitioning science to solutions. Luna is headquartered in [Roanoke, VA](#).

### Primary IR Contact

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## Products & Emerging Solutions

[Visit the Luna Technologies Web site.](#)

The company is focused on commercialization with product and licensing developments in sensing and instrumentation and nanomedicines. This includes solutions for telecommunications, medical, industrial, energy and federal markets. [Luna Technologies](#) is the name of the company's branded products in [fiber optic test & measurement and sensing instrumentation](#).

This business unit of Luna Innovations began in 2000 and is today attaining its goal of becoming a premier supplier of test and sensing instrumentation to customers worldwide. Luna has a joint development agreement with fiber optic leader [JDSU](#) aimed at field deployable platforms for installation and maintenance testing of modern fiber optic networks. Luna provides fast, accurate, flexible and cost-effective instrumentation used for process and control monitoring in telecommunications manufacturing, power generation, aerospace and defense applications. The Luna Technologies group and production facilities are located in [Blacksburg, VA](#).

A graphic of Luna's Optical Backscatter Reflectometer™ and the R&D 100 Award logo.

Luna's award-winning products for fiber optic testing & measurement aid optical manufacturers to achieve a better bottom line.

In healthcare, Luna is applying its unique fiber optic [distributed sensing technology](#) to enhance medical devices used in minimally invasive diagnostics, surgery and therapy. This technology can be used to measure the position and shape of an instrument inside the body, as well as pressure and temperature. [Intuitive Surgical](#), a technology leader in robotic-assisted

A graphic of Luna's shape sensing technology.

Luna's unique distributed sensing technology is a platform solution that provides for shape, position, strain, pressure and temperature applications in medical, energy,

minimally invasive surgery, is working with Luna on integrating Luna's proprietary [shape sensing](#) into the navigational system of its robotic surgical devices. Luna is also developing medical devices that use high frequency sound, or ultrasonic waves based on proprietary technology known as quantitative ultrasound, for non-invasive monitoring and diagnostics. Luna has gained FDA clearance of its emboli detection and classification system, the [EDAC® QUANTIFIER](#), and is in a marketing alliance with [Terumo Cardiovascular Systems Corporation](#), the world's leading supplier of products for cardiopulmonary bypass.

aerospace, industrial and defense markets.

[Visit the Luna nanoWorks Web site.](#)

In Luna's [nanoWorks Division](#), focus is on materials manufacturing and the development of proprietary technologies based on carbon nanomaterials. Luna's exclusive [TRIMETASPHERE®](#) nanomaterial is a novel fullerene, comprising 80 carbons forming a sphere, with the ability to encapsulate a variety of metals. Each TRIMETASPHERE® species may be used for applications exhibiting different mechanical, electrical, optical and magnetic behaviors based on end-user needs.

Luna is building a portfolio of nanomedicines aimed at disease targeting and diagnostic imaging, such as a [new contrast agent](#) to safely enhance the quality of images obtained from Magnetic Resonance Imaging (MRI). Luna's contrast agent candidate could provide a completely new approach to preventing the toxicity currently associated with Gadolinium, a contrast substance frequently used in MRI which has been associated with the development of the debilitating and potentially life-threatening disease known as Nephrogenic Systemic Fibrosis (NSF) / Nephrogenic Fibrosing Dermopathy (NFD). Additionally, Luna is investigating the use of MRI as an alternative technology in settings where ionizing radiation is currently used, such as in the diagnosis of coronary artery disease.

[Visit the Luna nanoWorks Web site.](#)

Luna nanoWorks has application focuses in diagnostics working to enhance the quality and safety of MRI as well as therapeutics.

Luna's [therapeutic program](#) is identifying and developing products based on the anti-inflammatory properties of its unique carbon nanospheres. Fullerenes are exceptional free radical scavengers, or antioxidants, which can intercept free radicals and neutralize them before they cause harm. Luna's novel cell targeting technologies will target specific diseases where no other antioxidants have been effective.

Luna's TRIMETASPHERE® is also the basis in the development of [alternative energy solutions](#) through efficient organic solar cells. Organic solar cells are a low-cost, lightweight, potential alternative to the silicon-based solar panels in wide use today. Improvements in performance are required before organic solar cells will be a commercial success. Luna has made significant progress in advancing the efficiencies of organic solar cells using its exclusive carbon nanomaterials to significantly increase the conversion of sunlight to energy.

## Technology Development

Luna's innovation engine lies in its Technology Development Division. Here, engineers and scientists located throughout Luna collaborate with a network of experts in academia, federal labs and business to identify technologies and develop ideas with market potential. Technology development is focused in four areas: sensors and systems; health sciences; materials and secure computing & communications. Luna has a reputation for excellence and outstanding performance in R&D. Luna is a three-time recipient of the highly prestigious [Tibbetts Award](#), which is presented to companies that best exemplify the philosophy and doctrine of the Small Business Innovation Research program.

In Luna's materials program, a family of multi-functional protective coatings to create high performance primers and topcoats for military and commercial use are under development with attributes including anti-corrosion, self-healing, rapid cure, non-skid and tailored dielectric property. Luna is also investigating blast and ballistic resistant coatings, materials and composites for critical defense and homeland security applications.

\*\* [Video demonstrations of Luna's emerging technologies.](#)

For more information regarding investment opportunities or business partnerships, contact us at 1.540.769.8400, or by e-mail at [IR@lunainnovations.com](mailto:IR@lunainnovations.com).

## Stock Performance

Exchange	NASDAQ (US Dollar)
Price	<b>\$1.37</b>
Change (%)	<b>▲ 0.03 (2.24%)</b>
Volume	85,199
52 Week Low	\$1.08
Market Cap	\$38,345,072
Rolling EPS	-0.09
PE Ratio	N/A
Shares Outstanding	27,989,104

Data as of 07/25/17 4:00 p.m. ET



## Recent Headlines & Events

May 11, 2017 - 4:30 p.m.

[Luna Innovations Incorporated Reports First Quarter 2017 Financial Results](#)

May 04, 2017 - 4:20 p.m.

[Luna Announces First Quarter Financial Release Date of May 11, 2017](#)

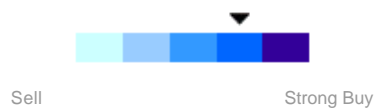
March 16, 2017 - 4:30 p.m.

[Luna Innovations Incorporated Reports Fourth Quarter and Full Year 2016 Financial Results](#)

There are currently no events scheduled.

## Analyst Estimates / Ratings

Mean Recommendation: 2.0



### EPS Trend

		Current	30 Days Ago	90 Days Ago
QTR	Jun 17	-0.03	-0.03	-0.01
QTR	Sep 17	-0.01	-0.01	0.01
QTR	Dec 17	0.02	0.02	0.02
QTR				
FY	Dec 17	-0.06	-0.06	0.01
FY				

## SEC Filings

Filing Date	Form
07/05/17	<a href="#">4</a>
07/05/17	<a href="#">4</a>
07/05/17	<a href="#">4</a>
06/14/17	<a href="#">4</a>

## Corporate Governance

[Kent A. Murphy, Ph.D.](#) **President and Chief Executive Officer**

[Dale Messick](#) **Chief Financial Officer**

[John T. Goehrke](#) **Chief Operating Officer**

[Scott A. Graeff](#) **Chief Commercialization Officer**

[Scott A. Meller](#) **President, Technology Development Division**

[Kenneth D. Ferris](#) **President, Advanced Systems Division**

Data provided by Nasdaq. Minimum 15 minutes delayed.

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