

Financial Tear Sheet

Corporate Profile

About Luna Innovations Incorporated

Luna Innovations ([NASDAQ:LUNA](https://www.nasdaq.com/markets/stocks/quote/NASDAQ: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](#).

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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.

Stock Performance

Exchange	NASDAQ (US Dollar)
Price	\$2.06
Change (%)	▲ 0.12 (6.19%)
Volume	487,545
52 Week Low	\$1.16
Market Cap	\$58,509,947
Rolling EPS	0.01
PE Ratio	206
Shares Outstanding	28,402,887

Data as of 11/20/17 3:59 p.m. ET



Recent Headlines & Events

November 13, 2017 - 4:00 p.m.

[Luna Innovations Incorporated Reports Third Quarter and First Nine Months of 2017 Financial Results](#)

November 06, 2017 - 3:30 p.m.

[Luna Announces Third Quarter Financial Release Date of November 13, 2017](#)

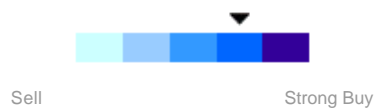
October 23, 2017 - 9:01 a.m.

[Scott A. Graeff Named President and CEO of Luna Innovations](#)

There are currently no events scheduled.

Analyst Estimates / Ratings

Mean Recommendation: 2.0



EPS Trend

		Current	30 Days Ago	90 Days Ago
QTR	Dec 17	0.02	0.01	0.01
QTR				
QTR				
QTR				
FY	Dec 17	-0.02	-0.04	-0.04
FY	Dec 18	0.09		

SEC Filings

Filing Date	Form
11/17/17	CT ORDER
11/13/17	10-Q
11/13/17	8-K
10/23/17	8-K

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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