



Earnings Call

Third Quarter 2013

\$1.9 billion saved

148 of the Fortune 500

8,804 facilities

**16.2 million tons
of CO₂ removed**

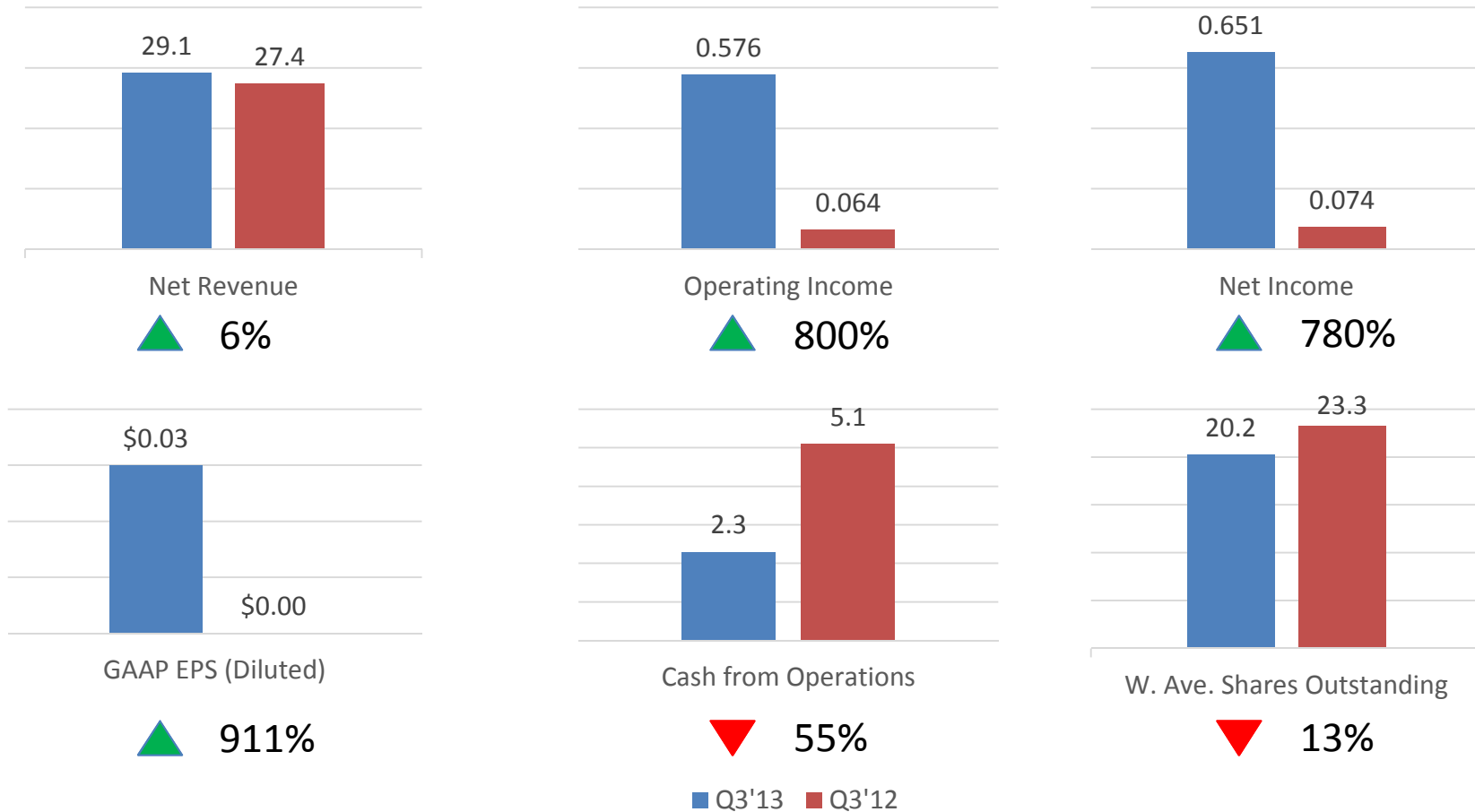
**27.4 MW solar photovoltaic
under contract**

Making our customers energy independent

Third Quarter Results

Summary of Operations Y/Y

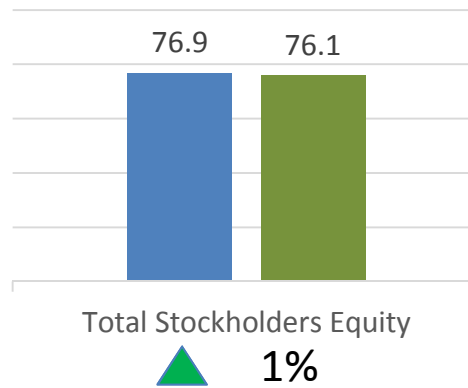
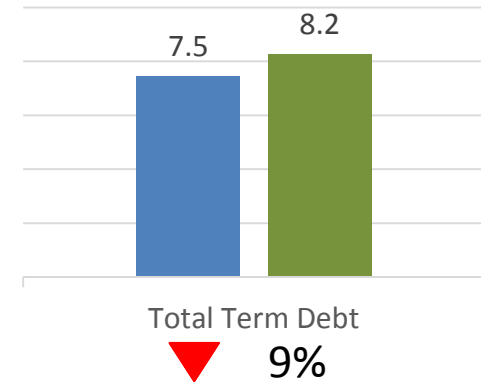
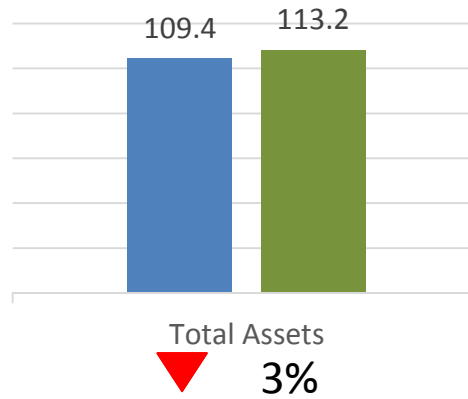
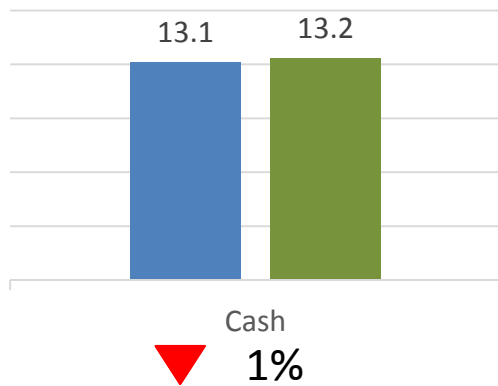
(In millions, except per share data)



Third Quarter Results

Financial Position Q/Q

(In millions)



■ Q3'13 ■ Q2'13

Executing Our Plan

- ✦ **Operational Efficiencies**
- ✦ **Sales Expansion**
- ✦ **Streamlined product development**
- ✦ **Financial discipline**

Focused on delivering sustainable improvements in shareholder value

Capitalizing on Shifting Markets

✦ Rapid market acceptance of LED

- “Early adopter” to “Growth”
- Lower cost and higher quality

✦ New ISON™ Class LED products

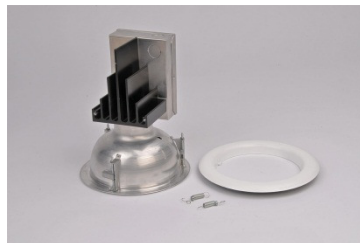
- Capitalize on Orion’s Control, Optical and Thermal technology leadership

✦ New market penetration

- Hospitality
- Healthcare
- General Office and High-rise
- Educational Institutions

✦ IntelLite integration

- Full compatibility



Significant Quarterly Wins

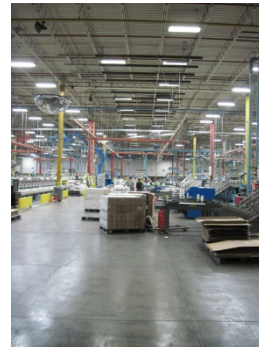
Fluorescent applications



Big Box Retail



Retail Grocery



***Commercial
Printing***



***Discount Store
Distribution Centers***

LED applications



***Waterpark
Resort***



***Industrial
Manufacturer***



***Cold Storage
Distribution***

Market Position

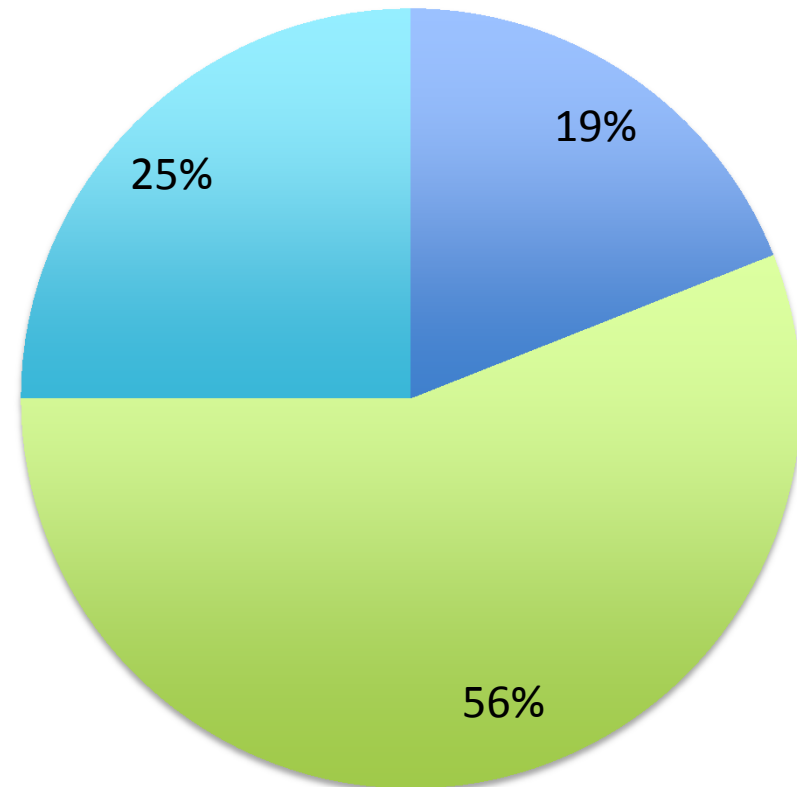
Strongly positioned

- ◆ People: Focused leadership and dedicated employees
- ◆ Market Share: Dominate the lighting retrofit market
- ◆ Geographic Diversification: Poised to exploit local market opportunities as they develop
- ◆ Large National Customer Base: Broad Industries and locations to introduce new products
- ◆ Validated Technology: Market-leading products with 40 patents issued, 30 pending; reputation for quality
- ◆ Strategy Execution: Near-term plan under way; Long-term plan in the works

FY 2013 YTD Sales Breakdown

(excludes solar)

■ National Accounts ■ Wholesale ■ In-Market



Entering Calendar 2013

A challenging environment with opportunity

◆ Industry Outlook:

◆ *Tailwinds*

- Power grid overburdened in several states & regions
- EE initiatives at state level continue to be proactive, but trending toward LED
- LED component technology continues to evolve & improve
- Decline in solar/PV raw material prices

◆ *Headwinds*

- Limitations on customer spending
- Customer appetite for long-term contracts
- LED margins will shrink as component costs and ASP drop
- Less attractive Federal solar incentives

Orion Strategy Objectives

◆ Near-term Strategy

- Across-the-board, company-wide financial and operational discipline
- Create shareholder value through increasing revenue and profits
- Enhancing our more profitable direct sales team
- Streamline and focus product development
- Innovate new products and pursue new markets

◆ Long-term Strategy

- Increase shareholder value through consistent growth in EPS
- Attract and develop talented and effective management team and workforce
- Be the market leader in product performance and financial return
- Capital investment in support of growth and margin expansion initiatives
- Market premium products into strong markets and markets we dominate

Summary

- ✦ **Strong Fiscal Q3**
- ✦ **Maintain commitment to driving profitable growth**
- ✦ **Innovation, financial discipline and operational efficiency core to long-term success**

Thank you for your support and confidence!