LIGHTWAVELOGIC<sup>®</sup> Faster by Design

# Management update: 26<sup>th</sup> May 2022

Michael Lebby CEO, Lightwave Logic

### Safe harbor

LIGHTWAVE

The information in this presentation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. You can identify these statements by use of the words "may," "will," "should," "plans," "explores," "expects," "anticipates," "continue," "estimate," "project," "intend," and similar expressions. Forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those projected or anticipated. These risks and uncertainties include, but are not limited to, general economic and business conditions, effects of continued geopolitical unrest and regional conflicts. competition, changes in technology and methods of marketing, delays in completing various engineering and manufacturing programs, changes in customer order patterns, changes in product mix, continued success in technological advances and delivering technological innovations, shortages in components, production delays due to performance quality issues with outsourced components, and various other factors beyond the Company's control.

# We are excited...

## Ringing the Bell at NASDAQ (10<sup>th</sup> Sept 2021)

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Organic up-list...as promised in 2017...

# 4 takeaways...

## Takeaways

LIGHTWAVE

- We have made unparalleled progress in the last 12 months...
- Our technology is competitively superior and unique...
- We are positioned to have polymers become ubiquitous...
- We have the resources and plans in place to succeed...

# Outline

# Outline

#### LIGHTWAVE

- What we do...
- Market dynamics
- Target markets
- Unique core competences
- Business strategy
- IR & Leadership
- Summary



# What we do...

### We solve the problem...for decades...

- We create our own materials that are unique
- Our materials switch light very fast
  - (much faster than Liquid Crystals in displays) ightarrow ideal for a faster, lower power internet
- Our materials are polymers
  - (like OLEDs Organic LEDs used for TVs where their polymers generate light: ours switch light)
- Our polymer materials are used in modulators
  - these are devices that switch light very fast and at very low power.
- Our modulators are very small
  - so small that they fit easily into pluggable transceivers
- Polymer modulators have *transformational* performance headroom *for decades*!
- We can integrate other devices with our polymer modulators
  - adding to existing silicon photonics as well as multi-channel solutions for higher aggregate speeds

#### Polymer technology extends speeds, reduces power consumption...for decades...

#### NASDAQ: LWLG • 10

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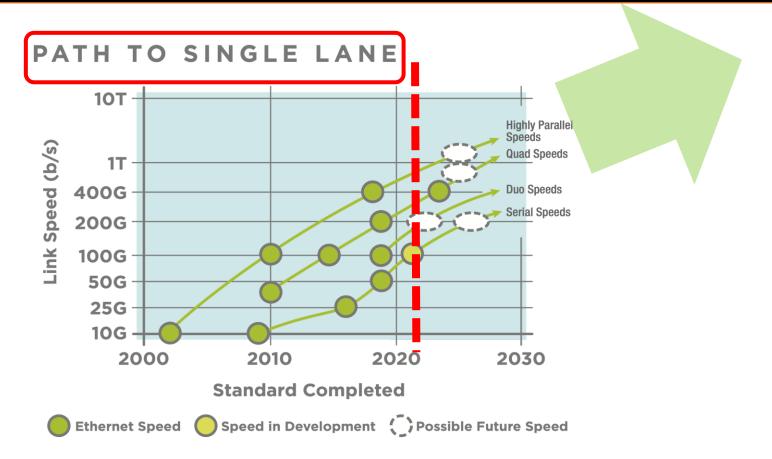






# Market dynamics

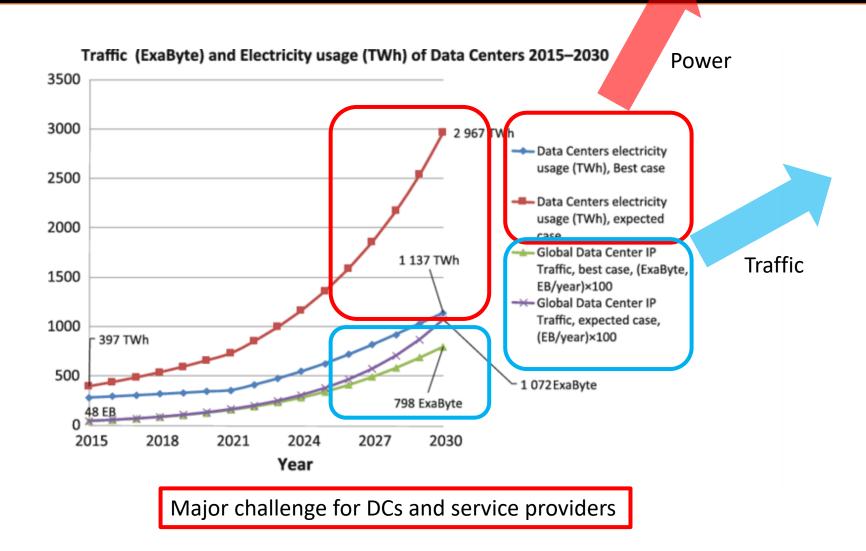
## Reaching higher Tx speeds: Tbps and beyond...



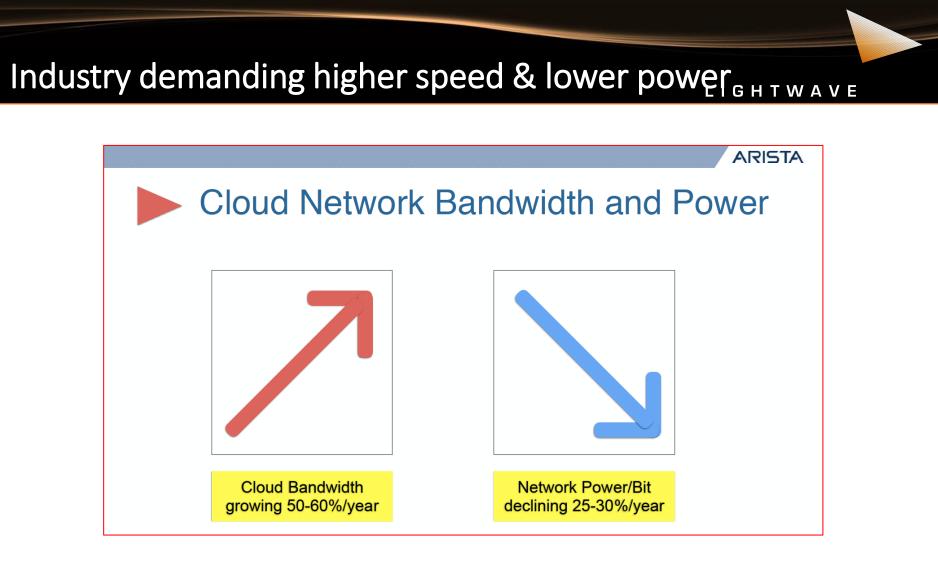
Single lane...have to have faster optics...

### ...Yet Power Consumption Spiraling Up

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Power is growing exponentially with increased traffic levels...it is the Achilles Heel...



Metrics are now being taken very seriously...

Growing bandwidth brings higher power  $\rightarrow$  power needs to be mitigated as speeds increase...

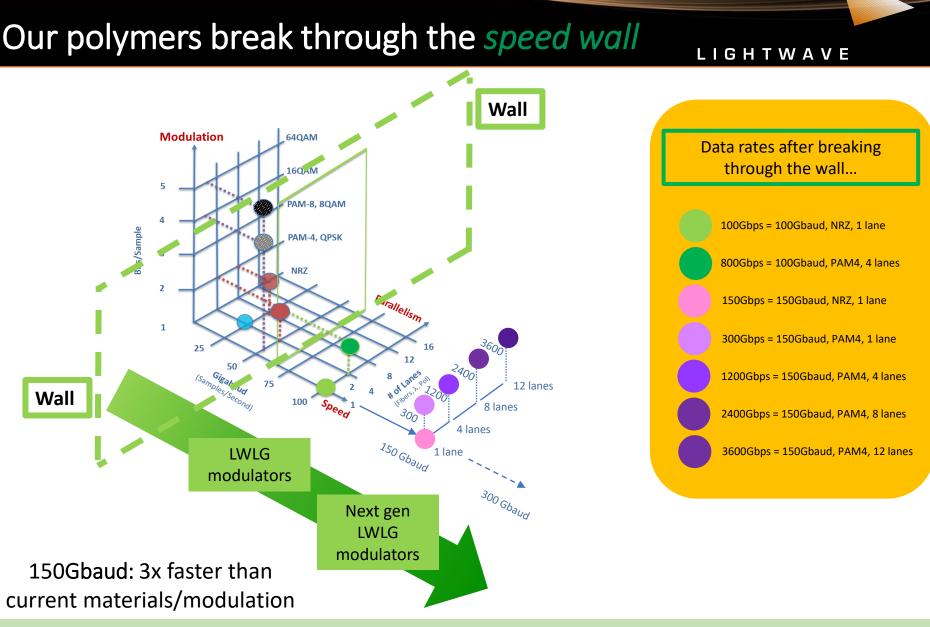
# Target markets

# Our initial target markets: fiber communications

Photonics applications	Photonics compone nts market 2030*	Optical Transceivers * TAM (2022)	Optical Transceivers * TAM (2030)	Partner type	Opportunity for Integrated Photonics (PICs) (Polymer, SiPh, InP)
Fiber comms	~\$60-80B	\$7B	~\$40-60B	Foundry, OEM/CM (TxRx)	Existing/very strong growth
HPC/compute/AI	~\$10-20B	\$1B	~\$10-15B	Foundry, OEM/CM (TxRx)	Existing/very strong growth
DCI/datacenter	~\$20-30B	\$9B	~\$20-30B	Foundry, OEM/CM (TxRx)	Existing/strong growth
5G systems/back haul/RF	~\$5-10B	~\$1-2B	~\$4-8B	Foundry, OEM/CM (TxRx)	Existing/strong growth
Display/project	~\$10-20B	<\$1B	~\$5-15B	Foundry, OEM/CM (panel)	High-volume/strong forecast
Automotive (LIDAR)	~\$30-50B	~\$1-2B	~\$20-30B	Foundry, OEM/CM (LIDAR)	High-volume & very strong forecast
Optical sensing/3D	~\$4-10B	~\$1-2B	~\$2-5B	Foundry, OEM/CM (sensor)	High-volume & solid forecast
Bio-photonic sensing	~\$2-5B	<\$1B	~\$2-3B	Foundry, OEM/CM	Strong forecast
Medical	~\$5-10B	<\$1B	~\$5-8B	Foundry, OEM/CM	Strong forecast
Instrumentation	~\$2-3B	<\$1B	~\$1-2B	Foundry, OEM/CM	Strong forecast

Sources: \*Lightwave Logic (LWLG) estimates using market research data

# Market positioning



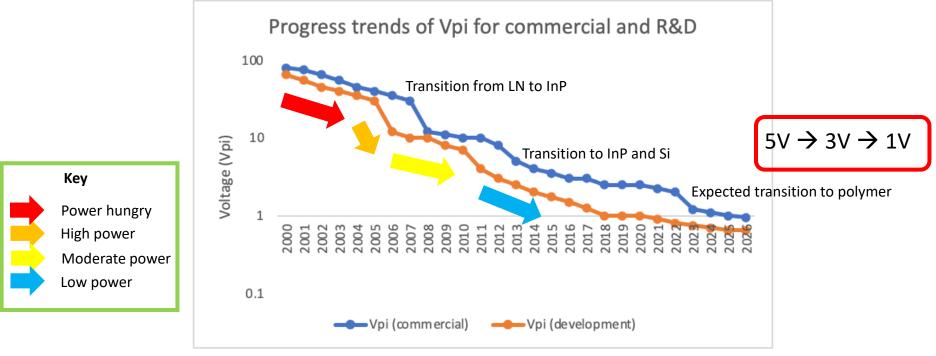
#### Faster is good...3X faster is better...

Sources: Lightwave Logic (LWLG) research and motivation from Ethernet Alliance (similar chart)

## Low voltage polymers save power...

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- Low voltage polymers ------Modulators can be driven directly from CMOS
- Lower voltage operation ------Saves power (~2-3X at device level)
- Less IC chips/drivers on the line card -----Lowers power and cost (~5-10X at board level)



Commercial progress trails development progress ~5yrs

Transition to polymer is coming as low power issues become dominant

## Polymer target attributes vs competition

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Modulator technology	Silicon (SiPh)	Indium Phosphide (InP)	Lithium Niobate (LiNbO3)	TFLN	Polymer Stack	Polymer Plus	Polymer Slot	LWLG
Speed (in 3dB bandwidth)	25-30GHz Commercial incumbent	30-40GHz Commercial incumbent	20-25GHz Waning incumbent	50-70GHz In development	100GHz	100GHz	Over 100GHz	
Voltage Vpi (V)	2-5V	2-7V	5-40V	1-5V	1-2V	1-2V	0.4-1V	
Loss (dB)	10-20dB	5-10dB	4-12dB	5-15dB	8-12dB	5-10dB	10-15dB	- M
Relative Size/footprint (5=best, smallest size)	2	4.5	1	2	4	4	5	
Energy consumption (based on NRZ)	10-20pJ/bit	10-40pJ/bit	>100pJ/bit	~10-20pJ/bit	5-10pJ/bit	5-10pJ/bit	1-5pJ/bit	
Stability (5-max)	5	5	5	2-3	4.5	5	5	-
Compatibility with silicon foundry	Standard PDK fabrication	Requires InP foundry	Requires LN foundry	Requires LN foundry	Standard PDK fabrication	Standard PDK fabrication	Standard PDK fabrication	
Requires driver IC chip (more \$ for customer)	Yes	Yes	Yes	Unclear	No	No	No	

Outperforms

#### Polymer modulators outperform competitive semiconductor technologies

Source: Lightwave Logic (LWLG) research showing target metrics for polymers

# Unique core competences

## Polymer advantages

- Naturally very fast at switching light (material properties)
  - 2-3X existing solutions using modulators
- Naturally very low power consuming (material properties)
  - 10X lower power depending on device/architectural design
- Easily fabricated using CMOS/Silicon foundries
  - Process is standard and does not require special tool kits
- EO Polymer has security of supply
  - Material designed and sourced directly from LWLG
- Low-cost addition to integrated photonics platforms
  - Silicon photonics can be boosted in performance

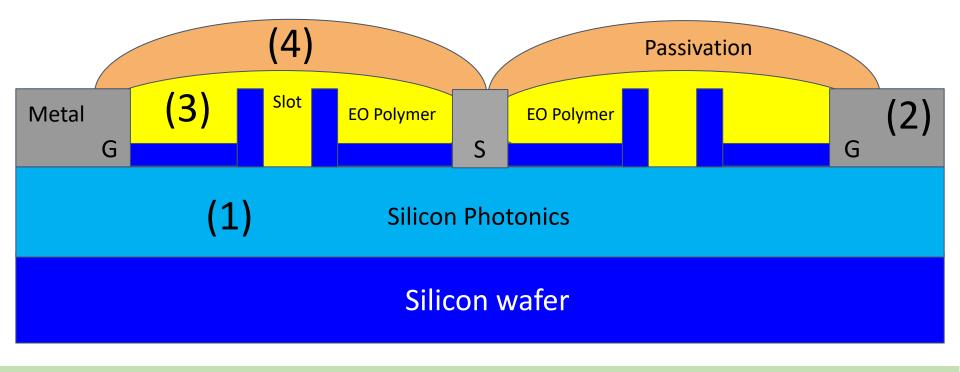






### CMOS/silicon compatible PDK $\rightarrow$ Polymer Slot<sup>m</sup>

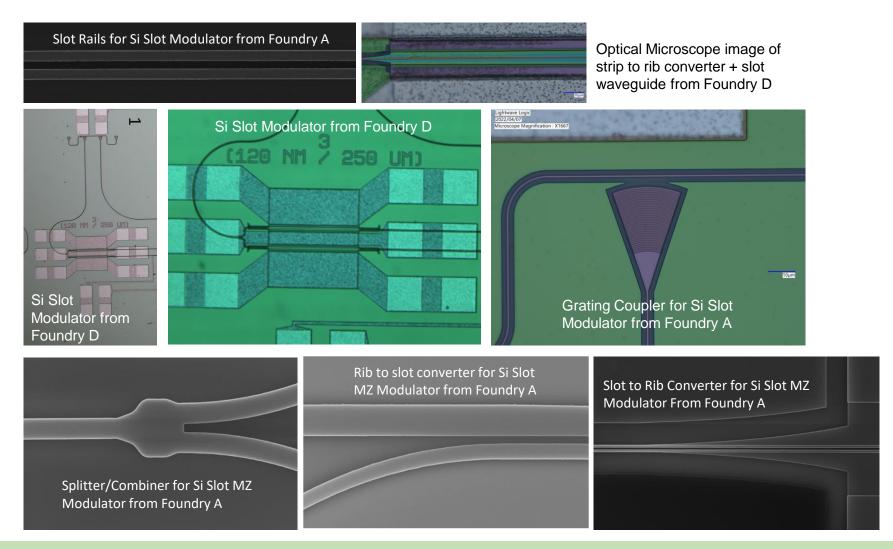
- (1) Standard CMOS/silicon photonics chip with slots defined by photolithography
- (2) Standard metallization for gate/source contacts
- (3) Spin-on EO polymer, cured in standard ovens, polled for optical switching
- (4) Dielectric passivation for protection to environment (chip-scale packaging)



Standard silicon fabrication processes; standard silicon tools

## Foundry fabrication with PDK

#### LIGHTWAVE

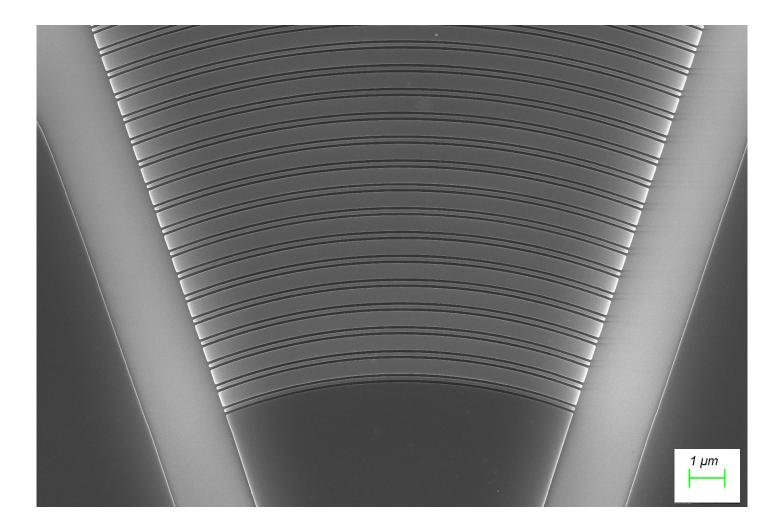


#### Standard silicon fabrication components...

Source: Lightwave Logic (LWLG)

# Foundry fabrication

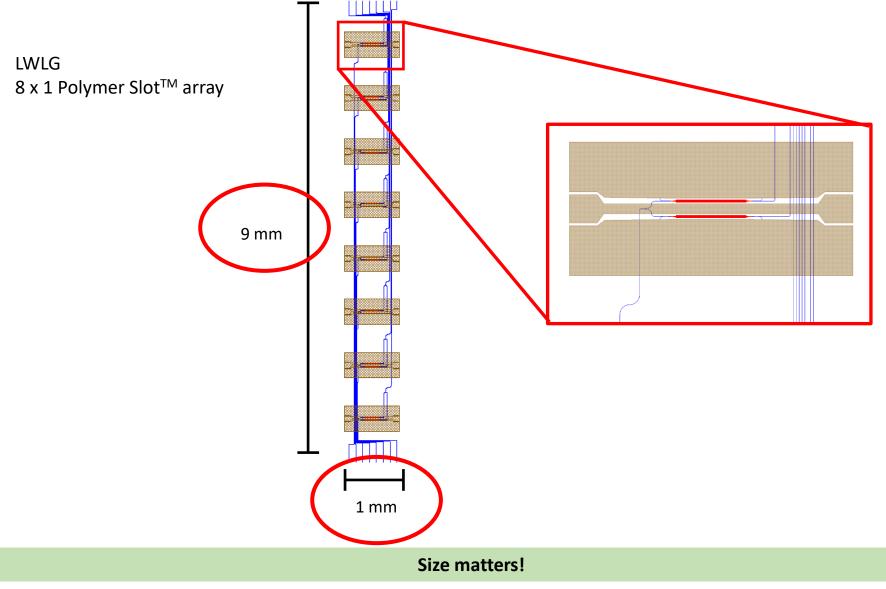
#### LIGHTWAVE



Vertical grating coupler example

## Polymer slot modulators are very small

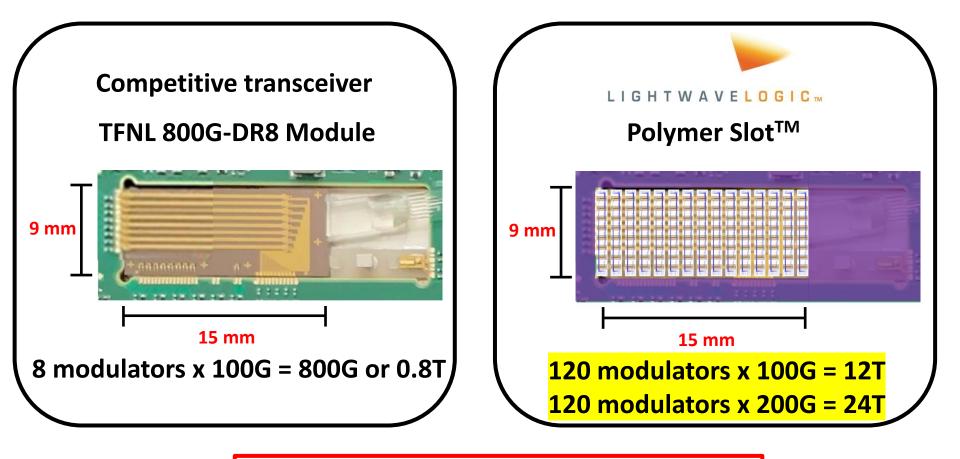
LIGHTWAVE



Source: Lightwave Logic (LWLG)

# Only 30X better\*...

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Potential for 30x data capacity in same pluggable formfactor

#### At least 30X better than competition...size, low power, and speed matter...

Source: Lightwave Logic (LWLG), Hyperlight (2022); \*Density can be increased a factor of 2 giving ~60X capacity improvement towards 50T

## Where we enter the market...

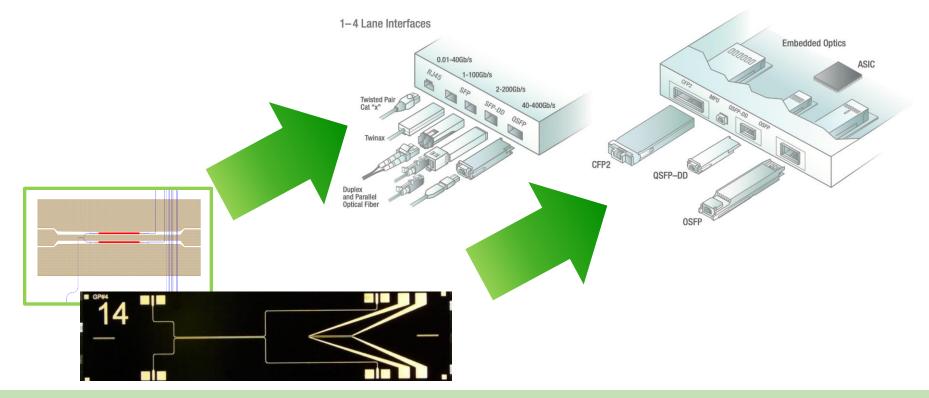
#### LIGHTWAVE

Polymer modulators fabricated in silicon foundries

### FORM FACTORS

This diagram shows the most common form factors used in Ethernet ports. Hundreds of millions of RJ45 ports are sold a year while tens of millions of SFP and millions of QSFP ports ship a year. This diagram shows new form factors initially designed for 100GbE and 400GbE Ethernet ports.

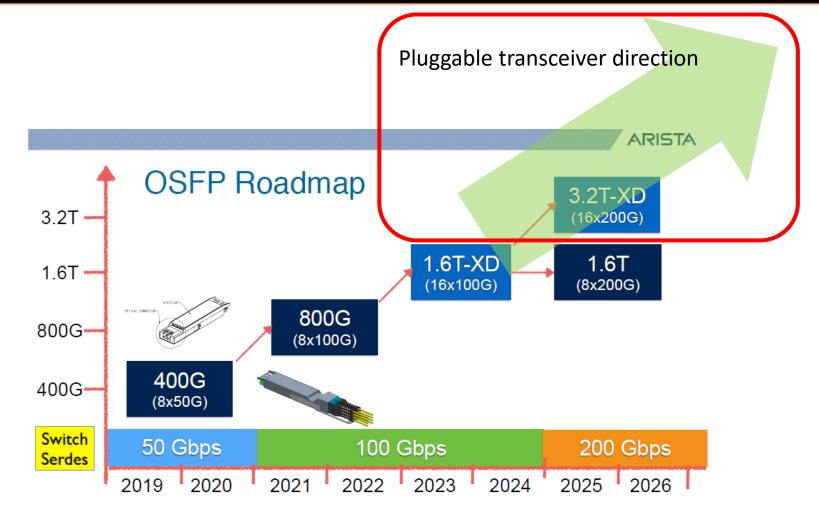
4+ Lane Interfaces



#### Polymer engines for pluggable transceivers

## Optical transceiver trends

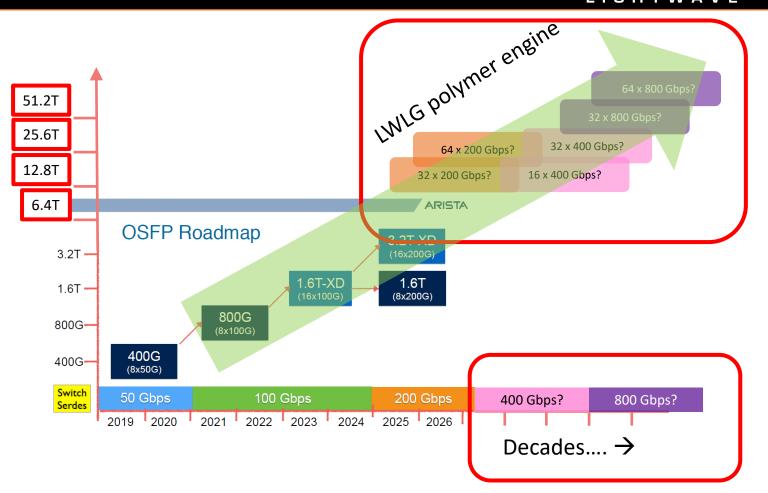
#### LIGHTWAVE



Pluggable transceivers need to increase in speed in conjunction with the electronics

## Polymers for decades...

LIGHTWAVE

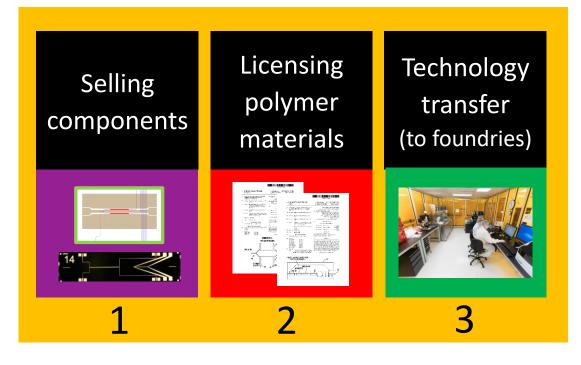


Roadmap enabled by high speed, low power, tiny footprint polymers...

# **Business strategy**

### Strategy

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- 1. Prototype testing underway for future modulator sales as part of a silicon photonics (PIC) platform
- 2. Negotiating supply agreements for polymer materials as part of generating licensing royalty
- 3. Discussing technology transfer as part of a process development kit (PDK) with CMOS/silicon foundries

To become a leader in the engineering and manufacturing of electro-optic organic polymers...

#### LIGHTWAVE

# **70+ Patents & Patent Applications**

Technology transfer (silicon foundries) Licensing royalties (OEM, CM, direct customers)



ISSUED	ISSUED	INTERNATIONAL		
Heterocyclical	Polymer modulator devices	Includes materials, devices,		
chromophore architectures	Fab, high speed, PIC,	and packaging		
Polymer materials	device/chip packaging	PCT countries		
~60% of portfolio	~40% of portfolio	~50% of portfolio		
PUBLISHED	ACQUIRING	FILING		
Advanced polymer	Lumera/Gigoptix	Innovative polymer materials		
materials, silicon photonics	Patent portfolio	Polymer/silicon photonics		
PICs, devices & packaging	(15 Patents)	Hybrid PICs		
inventions	Reviewing opportunities	Very active		

Portfolio enables licensing & tech transfer  $\rightarrow$  opportunity to scale volume manufacturing

## Partnering for success

- Partnering with multiple foundries, packaging partners and module/transceiver partners to position LWLG for future high-volume production
- Partnering to qualify polymer Process Development Kits (PDK) with foundries using standard fabrication techniques
- Technology evaluation & feedback
- Partnering for licensing the use of polymer materials that have been sourced, supplied and manufactured by LWLG
- Partnering for technology transfer of fabrication and device design to manufacturing facilities and foundries

#### LIGHTWAVE





Partnering allows us to focus on our uniqueness, efficient use of capital, & to prepare for volume...

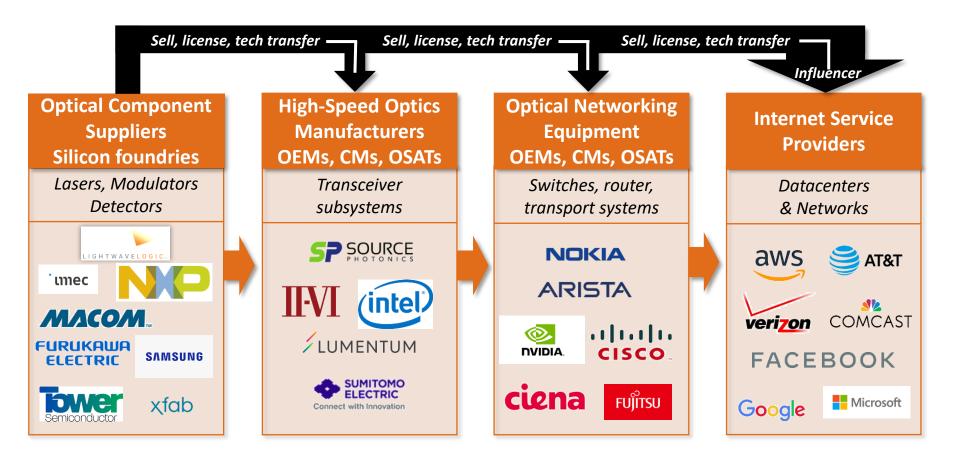
### Volume scale with silicon foundries with timelines

Foundry	Geographical location	Wafers	Existing PIC PDK (silicon photonics, InP)	Open to create EO polymer PDK	Expected results
Foundry A (polymer plus)	North America	Silicon	Yes	In progress	2H22-1H23
Foundry B (polymer plus)	North America	Silicon	Yes	In progress	2H22-1H23
Foundry C (polymer plus)	Europe	Silicon	Yes	In progress	2H22-1H23
Foundry D (polymer slot)	North America	Silicon	Yes	In progress	2H22
Foundry E (polymer slot)	Europe	Silicon	Yes	In progress	2H22
Foundry F (polymer slot) – in discussion	North America	Silicon	Yes	Planned	2023
Foundry G (polymer slot) – in discussion	Europe	InP	Yes	Planned	2023
:					

Deep activities with foundries for volume scaling

### Potential customers at all levels of value chain

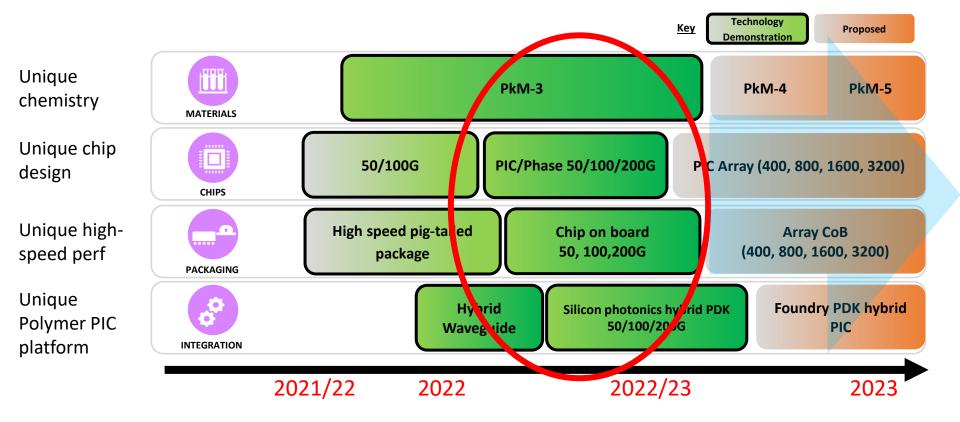
As an 'optical engine' supplier, our plan is to sell, license, or technology transfer into OEMs, CMs, foundries as well as direct to manufacturers



Potential to enter market in many verticals both direct and indirect (via OEMs, CMs, OSATs, foundries)

## Technology roadmap with timelines

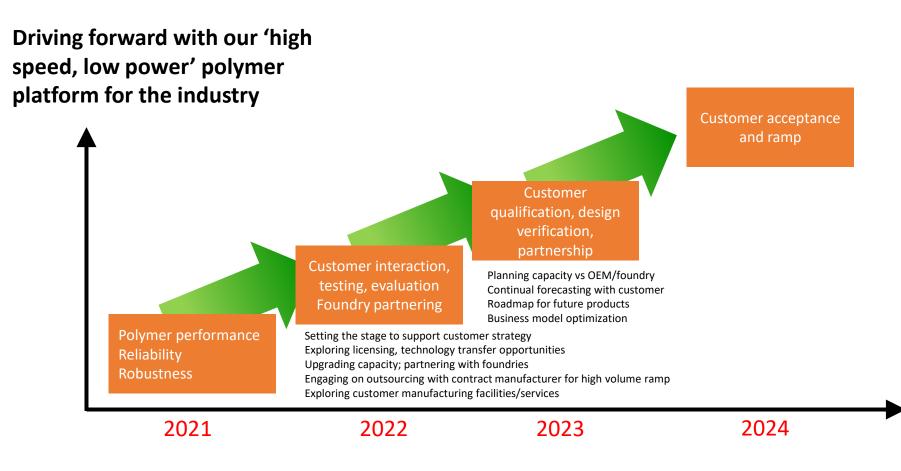
#### LIGHTWAVE



Our technology roadmap emphasizes our unique value to the industry

## Polymer business roadmap with timelines

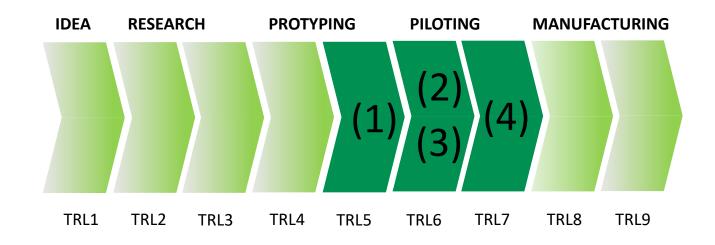
#### LIGHTWAVE



**Current engagement includes foundry partnering** 

## Commercialization with timing

LIGHTWAVE



#### **Strategic Milestones:**

- (1) Proof of concept prototypes with fabrication from silicon foundries (2H22)
- (2) Engineering samples using silicon foundry fabrication (2H22/1H23)
- (3) Licensing/supply agreement (2H22/1H23)
- (4) Technology Transfer definition and qualification (1H23)

Planning key milestones

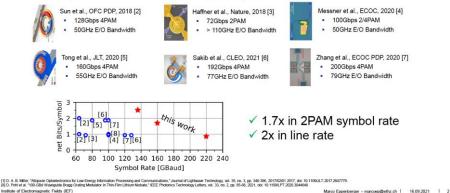
# Industry 3<sup>rd</sup> party review (2021)

#### LIGHTWAVE

#### ETHzürich

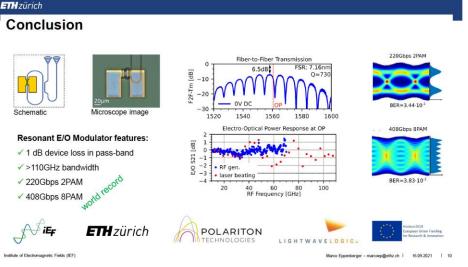
#### High Baud-Rate Resonant E/O Modulator – Literature

- Compact, low-loss and energy efficient E/O modulators are key for future optical data transmission [1].
  - Recent High Baud-Rate Demonstrations of Resonant Modulators for IM/DD



- Paper: 'Plasmonic racetrack modulator transmitting 220
   Gbps OOK and 408 Gbps
   8PAM
- ECOC 2021

- World record performance electro-optic polymer plasmonic slot modulators
- Outperforming competitive modulator designs/materials



#### Electro-optic polymers demonstrate world class speed of operation

# Industry 3<sup>rd</sup> party review (2022)

#### LIGHTWAVE

Paper: 'Enhanced stability of

organic-hybrid modulator'

resonant racetrack plasmonic-

#### **TH**zürich

#### Microring Modulators (MRM) Are Highly Temperature Sensitive

High-performance Si MRMs have integrated heaters to keep devices at a given temperature.





 All Si MRM-based systems need complex thermal controllers



Marco Eppenberger – marcoep@ethz.ch

200Gbps 4PAM 79GHz MRM M. Sakib et al., CLEO, 2021. Y. Zhang et al., ECOC PDP, 2020

#### MRMs high temperature sensitivity has considerable impact on device- and system-level design!

- Finding a temperature-resistant resonant modulator would benefit WDM systems
- The POH-RT modulator shows vastly improved temperature stability!



- High performance electrooptic polymer plasmonic slot modulators outperform the competition
- Competition are temperature sensitive (Silicon micro-ring resonators) which limits their performance...

#### **TH**zürich

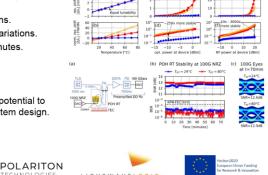
#### Conclusion

- Compared to Si MRMs, the plasmonic-organic-hybrid racetrack modulator has shown to be
  - 250x more stable to optical power variations.
  - up to 3000x more stable to signal power variations.

**OFC 2022** 

- modulating 100G NRZ at 80°C for >70 minutes.
- The plasmonic racetrack modulator has the potential to drastically simplify WDM communication system design.

ETH zürich



son of Si MRMs and POH R

SI MBM 1

Marco Eppenberger - marcoep@ethz.ch | 10.03.2021 | 9

#### Electro-optic polymers outperform silicon modulators

Institute of Electromagnetic Fields (IEF

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# Sample market reactions

#### LIGHTWAVE

#### **High speed**

• "Lightwave has the roadmap for decades and it is polymers"

#### Low Power

• "We have to have low power modulators going forward"

#### **Optical networking/internet**

- "Your timing is incredible the market needs your technology"
- "Both 1310 and 1550nm wavelength windows will be important and polymers can do both"

#### Implementing modulators into silicon photonics...

- "We did not need to create special fabrication recipes for the electro-optic polymers"
- "Electro-optic polymers are pretty easy to use"
- "Polymers make silicon photonics much more exciting hybrid is clearly the direction"
- "Scaling wafer size makes lots of sense"

#### **Reliability and robustness**

• "Polymers have come a long way – we expect them to be reliable"

#### **New opportunities**

- "Your polymers would be really great for AR/VR goggles"
- "Wouldn't electro-optical polymers be a great solution for optical switching"

# Update on 2021 goals – with new updates

## Qualified silicon photonics sampling

- Polymer Plus<sup>™</sup> chips 70GHz, <3V,
- Packaged Polymer Plus<sup>™</sup> prototypes

## **Progress with commercial partners**

- Qualified foundry and pkg partners
- Reliability, stability, hermeticity testing

## **Deeper commercialization**

- Qualification of materials/chips
- Live traffic trials in customer system
- Commercial agreement with customer
- Qualification for Approved vendor list

- $\rightarrow$  We are testing foundry chips
- $\rightarrow$  In progress
- →We have qualified partners→We are continually testing
- →QA and reliability testing ongoing
  →We are engaged with customers
  →In discussion
  →In discussion





# 2022 goals – with new updates

## **Qualified sampling**

- Polymer Plus<sup>™</sup> prototypes
- Polymer Slot<sup>™</sup> prototypes

## **Commercial partners**

- Established deal\* with partner
- Established deal\* with foundry

## **Deeper commercialization**

- Qualification of product
- Licensing of polymers
- Technology transfer

- $\rightarrow$  Beta/qualification plan
- → Beta/qualification plan
- →Announcement of partner→Announcement of foundry
- → Published data/specification
- $\rightarrow$ 1 licensee
- →1 tech transfer to manufacturing

Focus on commercializing polymers for optical switching...

# **Investor Relations**

## Typical questions we hear...

#### LIGHTWAVE

#### **Commercial & business**

Do you have more info on partners?	We are partnering with foundries. We have not provided guidance on who they are, however, they are part of our goals.
Do you have revenue guidance for 22/23?	Internally, yes; pre-revenue guidance is difficult - we will review.
Announcement of business deal?	We are currently engaged with deal discussions.
<ul> <li>Announcement of licensing of polymer technology?</li> </ul>	There are interested parties; discussions are ongoing in 2022
<ul> <li>Announcement of technology transfer to foundry?</li> </ul>	We are in discussions with our foundry partners and discussions are ongoing in 2022
Product availability?	We are providing better granularity on product availability in our roadmaps (in terms of timing) as part of our goals
Business model	
<ul> <li>Is technology transfer and licensing the best model for LWLG?</li> </ul>	We believe it is given the vertical nature of the customer base.
Will customers purchase directly from LWLG?	Some may, and others will ask us to utilize their OEMs, CMs, and their relationships with foundries.
<ul> <li>How many folks do you expect to hire in the next 12 months?</li> </ul>	We expect to grow at least 5-10 folks.
Finance	
How much financing is needed to break even?	We haven't provided guidance so we can't answer this exactly, though we are comfortable with our access to friendly capital.
What is your runway?	We have cash to last until Jan 2024 (per 10Q 10 <sup>th</sup> May 2022)
Burn rate?	Our burn rate is ~\$1.1M/mon (per 10Q 10 <sup>th</sup> May 2022)

# Typical questions (2)

#### LIGHTWAVE

#### **Technical - polymer**

- ٠

#### **Technical - device**

- How does the Polymer Plus compare to the Polymer Slot?------Both are additive to silicon photonics to boost speed and
- ٠
- Is the vield good?------We have seen excellent vields from the foundries. •

#### Foundry

- Who are our foundries?------Folks we trust with our technology. We hope to provide
- How easy is it to use the polymers in a foundry with PDK?------We believe it is straightforward. No new tooling.

#### Competition

- How do we compare to TFLN and other technologies?------We are smaller, faster, and lower power.
- Are we still the fastest and lowest power modulators?-----Yes, we have an incredible platform for decades...
- Do you expect other polymer companies to compete?------Yes, this space is very hot right now.

#### Customer

- How is the feedback?-----Positive: Our technology is attractive and is an enabler for them
- •
- What is the thing customers ask for the most?------They all want hardware to test.

- Will the polymers get better in performance?-----Our performance is sufficient, and we always strive to improve polymer performance to help customers.
  - What is the reliability of the polymers?------Our latest results are exciting and stable with good lifetimes
- Are you doing Telcordia testing?------Yes long-term Telcordia testing of our devices.

lower power. The slot has the smallest footprint (or size). 

- updates as commercial progress matures.

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# Our leadership

## Experienced management & board

#### LIGHTWAVE



#### Dr. Michael S. Lebby - CEO

35+ years in photonics & semiconductors (CEO/CTO level)





#### Mr. Jim Marcelli - President & COO

35+ years experience in finance & operations

SANMINA

Innovator in optics, microfluidics, electronics and



**Dr. Craig Ciesla** 

**Independent Director** 

Mr. Ronald A. Bucchi

Independent Director

SYCAMORE 🔷 JDSU *tuco* 

nanofabrication (CTO/CEO level)

illumina Ctoctus (intel Toshiba 🔷 JDSU

AT&T

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### Rear Admiral Tom Zelibor, USN (Ret)

Chairman

35+ years experience in global operations & CEO leadership





#### **Dr. Fred Leonberger**

Independent Director

35+ years in optical modulators & systems (CTO level)















**Dr. John Zyskind** – VP Engineering

35+ years experience in accounting & finance

35+ years experience in telecom/datacom silicon photonics, pluggable transceivers (VP/CTO level)



#### Mr. Siraj Nour El-Ahmadi Independent Director

Leadership: telecom network equip businesses (CTO level)







## World class advisory board

#### LIGHTWAVE

JDSU



#### **Dr. Joseph A. Miller, Jr.** 35+ years chemistry, fiber optics R&D (CTO level)

## **OUPONT CORNING** Greatbatch



#### Dr. Christoph Harder

Expert in photonics, technology development, and manufacturing/selling of photonics components/apps (CTO/CEO level)

ETH zürich

# SWISS\*PHOTONICS



#### **Dr. Andreas Umbach**

Coach and consultant on entrepreneurship and photonics technologies (CTO/CEO level)





#### Dr. Franky So

Leading materials research authority and thought leader in polymer-based OLEDs (CTO/Professor level)

Hoechst 🕑





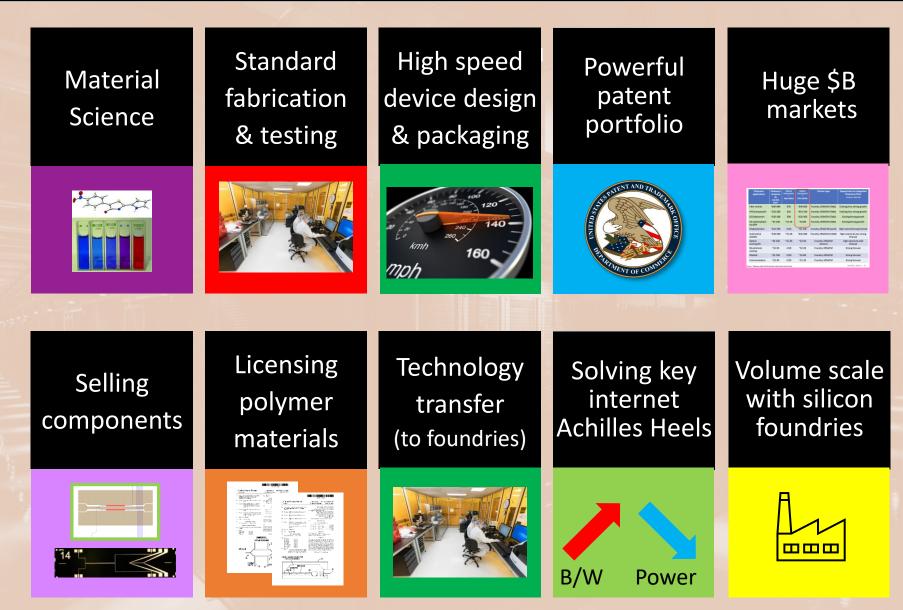


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# Summary

## Summary...

#### LIGHTWAVE



## 4 takeaways...

LIGHTWAVE

- We have made *unparalleled* progress in the last 12 months...
- Our technology is competitively superior and *unique*...
- We are positioned to have polymers become *ubiquitous*...
- We have the resources and plans in place to succeed...

**Investor Relations Contact** 

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## lightwavelogic.com

# Unparalleled, Unique, and Ubiguitous...

Thank you!