



CHANNEL PARTNER INTRODUCTIONS
FLIR CONDITION MONITORING SERIES

FLIR ONE EDGE Pro

7 OCTOBER 2022

RAYMOND LAU, SALES MANAGER - ASEAN



ATTACHED OR APART



LOOK AROUND OBSTACLES



New Edge Design for inspection over, under and around obstacles

With the unique wand design, the FLIR ONE EDGE Pro is as comfortable to hold when used separately from the phone as it is when attached.

Professional users can now reach areas that were once very difficult, seeing over, under and around obstacles.

The remote design also enables the thermographer to put the camera inside a sealed space, such as a wind tunnel, or to monitor dangerous targets remotely and safely.



Legacy Design is difficult to inspect around obstacles

Simple belt pouch for stowing when not in use, or throw in your tool case



EDGE PRO

EASY TO USE AND FLEXIBLE MOBILE PHONE
CONNECTED IR CAMERA FOR THERMOGRAPHY
INSPECTIONS

www.flir.com/FLIRONE-EdgePro



Easily Inspect Anywhere

Measure targets in difficult-to-reach areas from any angle, and enhance visibility through remote monitoring

- **Wireless** Remotely monitor dangerous issues from up to 30m (100ft) away
- **Detachable** Look over, under and around obstacles while maintaining a clear view of your device screen
- **Rugged, IP54** Moisture resistant and 2 m drop tested

High-Quality Images and Performance

Inspect areas accurately with FLIR proprietary image enhancement features

- **Best-in-class Image Quality** MSX and Vivid IR combine for the best image in its class to help make better thermography decisions
- **Measure Hotter Targets** Measure object temperatures up to 400°C (752°F)
- **Long-life Battery improved** 2-hr run time with fast recharging

Enhance Your Way of Working

Improve efficiency and large enterprise scalability with powerful application support

- **Application Guidance** Get step by step guidance and decision support
- **Auto Sync & Share** Synchronize and share your images with colleagues with FLIR Ignite for Tools Mobile
- **Work your way** Deploy 3rd party or create your own custom apps to maximize the benefits of thermography for your business or use FLIR mobile, web or desktop editing and reporting options to fit any need

| Ordering # | Model Description | UPC | USD \$ MSRP |
|------------|---------------------|--------------|-------------|
| 11002-0201 | FLIR ONE EDGE Pro | 845188026844 | \$550 |
| T912180 | FLIR ONE EDGE Pouch | 845188027810 | \$30 |



EDGE Pro

FLIR ONE SERIES

REVOLUTIONARY EASY TO USE AND FLEXIBLE
MOBILE DEVICE COMPATIBLE IR CAMERA FOR
THERMOGRAPHY INSPECTIONS

www.flir.com/FLIRONE-EdgePro



Industrial



Building Mechanical



Building Envelope

MARKETS

Sub-Markets

Manufacturing | Facilities Management
Power Generation

Plumbing | HVAC | Hydronic Heating

Flat Roofing | Building Inspection
Disaster Restoration | Energy Efficiency

How We Win

A truly wireless IR camera that can be detached from and used at a distance from a mobile device, opening new use cases. A rugged form factor with superior ergonomics. Automatic upload of images, online report generation and decision support.

Personas

Operations Manager | Maintenance Manager
Reliability Specialist | Electrical Supervisor

Plumber | HVAC Technician | Services Manager

Building Inspector | Thermographer | Roofing
Consultant | Home Inspector | DR Contractor

Questions to Ask

How concerned are you about operator safety? Would you like to be able to find issues quickly and easily with minimal technician training? Are you looking at ways to scale up your thermography program?

The revolutionary new FLIR ONE Edge is the most flexible, easiest to use and best performing mobile device compatible IR camera on the market. Its imaging quality, decision support, ruggedness and the fact that it can be detached from the phone makes it suitable for a wide range of thermography use cases and is a scalable inspection tool ideal for industrial service technician teams.

KEY DIFFERENTIATED FEATURES

WIRELESS IMAGE TRANSFER

- Wireless streaming of images to the smart phone or tablet
- Camera compatible with all phones and tablets with iOS or Android
- Enables easier scaling of tool to hundreds or thousands of technicians
- Futureproof against phone or tablet changes

DETACHABLE WAND DESIGN

- Unique, detachable wand design
- Enables easy scanning over, under and around obstacles
- Fits better on phone and tablets without blocking cameras or awkward holding of device

UNIQUE DECISION SUPPORT APPS

- FLIR Tools Mobile with FLIR Ignite allows for automatic secure upload of image data and sharing to selected team members
- New Apps for Home Inspection, Automobile Inspection, and Industrial Inspection to support inexperienced thermographers to make good decisions

REMOTE OPERATION

VIEW SCREEN UP TO 30 m (100 ft) TO
IMAGE DANGEROUS TARGETS SAFELY



FUTUREPROOF

SAME UNIT IS COMPATIBLE WITH BOTH
iOS® and Android™ DEVICES



- Avoid replacing your thermal camera when you change your phone
- Enables easy scaling in organizations where both operating systems may be used



PRODUCTIVITY MAXIMIZED

WORK THE WAY YOU WANT TO



- Decision Support Apps
- 3rd Party Apps for specific kinds of work
 - Ex. Rocketplan for Disaster Restoration
- FLIR Mobile SDK to create custom apps to deploy for your whole organization
- FLIR Tools Mobile
 - On-device editing and reporting
- FLIR Ignite for Tools Mobile
 - Auto upload, sync to desktop and share to your team
 - Web Edit and Report
- FLIR Thermal Studio
 - Create professional thermography reports with incredibly powerful features
 - Fully customizable reporting templates (Standard and Pro versions)

FLIR TOOLS MOBILE



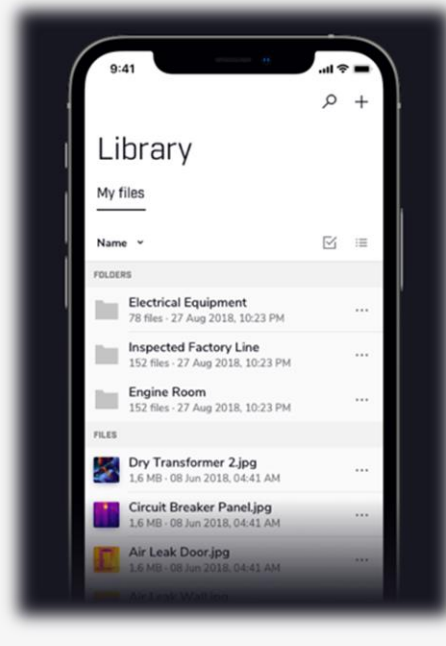
Welcome to FLIR Tools

The mobile thermal inspection app for your FLIR devices where you can edit, manage and share your findings on the go!



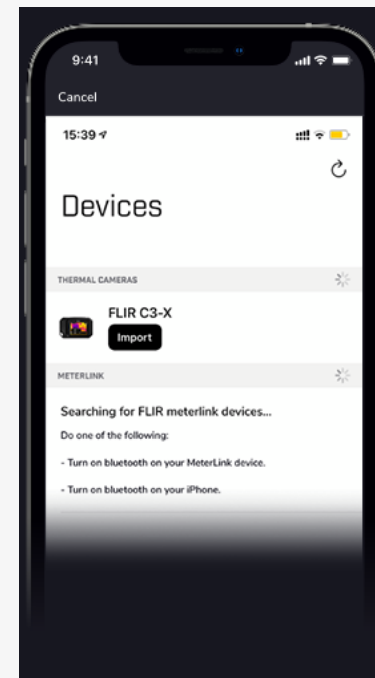
Modern and Intuitive Design

FLIR Tools offers a modern look and feel and easy-to-use functionality.



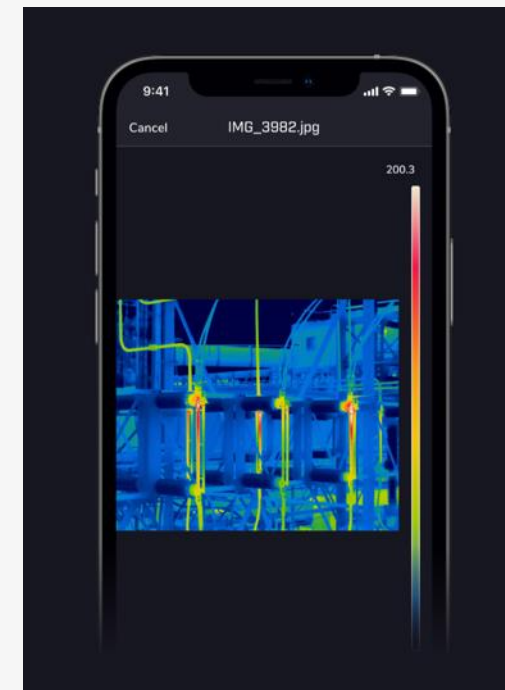
Easily Manage your Library

In the library, you can store and rename thermal images and create, copy and move files to improve your workflow.



Connect your FLIR devices

FLIR Tools works with many popular FLIR thermal cameras and T&M devices.



In-Field Viewing and Analysis

Stream your camera's live thermal image, change color palettes, add temperature spots, and share with your colleagues.

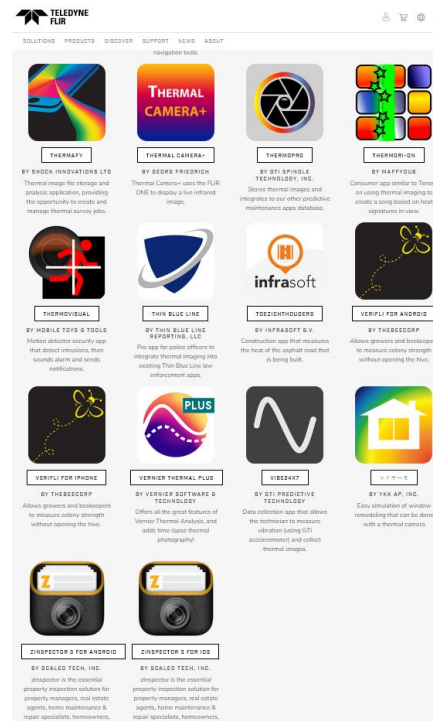


MOBILE SOFTWARE EMPOWERS USERS

FLIR & 3RD PARTY

- <https://www.flir.com/developer/approved-app-gallery/>
- iOS and Android
- Condition Monitoring
- Property Inspection
- Construction
- Bee Keeping
- And more...

FLIR APP STORE



FLIR MOBILE SDK

- Customer Proprietary APP development for specific use cases

FLIR ONE EDGE PRO VALUE PROPOSITION

REVOLUTIONARY Easy to use and flexible Mobile DEVICE COMPATIBLE IR camera for thermography inspections

The FLIR ONE Edge Pro design allows users to easily look over, under and around obstacles to capture issues they would otherwise have missed and provides confidence of long-term system usability.

- With the revolutionary new design for this category, users can separate the screen from the camera, enabling the user to look under, over and around obstacles to see problems they would have otherwise missed.
- The wireless connection also effectively futureproofs the device against changes in both smartphone brand and smartphone connector design which would otherwise render the camera unusable. This provides users and enterprises confidence to deploy the Edge to eliminate fear of obsolescence.
- FLIR ONE Apps for enhanced decision support to help untrained users diagnose issues in Buildings and Automobiles, with more on their way for other applications



SUMMARY

FLIR ONE EDGE Pro

- ✓ Revolutionary wireless design for operating system agnostic solution – futureproof, scalable
- ✓ Same revolutionary design enables new inspection possibilities – looking over, under and around obstacles or remotely monitoring dangerous equipment
- ✓ FLIR Tools Mobile and Use-case-specific Apps enable deskless services
- ✓ FLIR Ignite for Tools Mobile enables easy sharing, backup, web editing and reporting and future expansion possibilities





FLIR ONE EDGE PRO

FLIR CHANNEL PARTNER ADDITIONAL SLIDE CONTENT

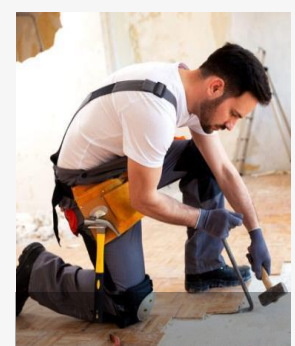
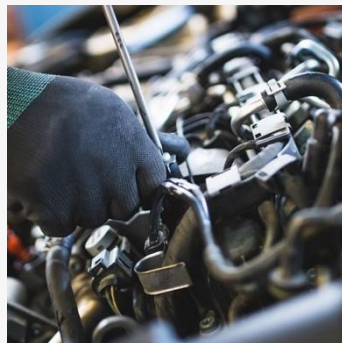
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VOLUME THERMOGRAPHY TARGET MARKET INFORMATION

- \$550M USD 2022 Global Handheld Thermal Camera Market
- 8% CAGR, \$700M by 2025

Widely-used tool in many industries:

- Manufacturing
- Facility Maintenance
- Automotive Inspection
- Building Inspection
- Construction
- Building HVAC
- Research & Development
- Electronic Bench Top
- Reliability Consultants
- Specialty Service Providers
- Power Generation



PRODUCT LINE POSITIONING – FLIR ONE SERIES

| FEATURE | FLIR ONE (G3) | FLIR ONE PRO | FLIR ONE EDGE PRO |
|--|-------------------------|--------------------------|--------------------------|
| Approximate Price (\$USD) | \$229.99 | \$449.99 | \$549.99 |
| Wireless Data Transfer | No | No | Yes |
| Remote Wand Design | No | No | Yes |
| Resolution | 80x60 | 160x120 | 160x120 |
| FLIR VividIR Image Enhancement | No | Yes | Yes |
| Image Presentation Modes | MSX | MSX | MSX |
| | | Infrared (thermal) image | Infrared (thermal) image |
| | | Visual image | Visual image |
| Thermal Sensitivity (MRDT) | 150 mK | 70 mK | 70 mK |
| IP Rating / Drop Test | N/A | N/A | 2 m |
| Battery Life | 1 hr | 1 hr | 1.5 hr |
| Mobile App Compatibility | Yes | Yes | Yes |
| Instant Cloud Upload via Ignite for Tools Mobile | Yes | Yes | Yes |
| Measurement Temperature Range | -20 to 120 C | -20 to 400 C | -20 to 400 C |
| HFOV (Degrees) | 50 | 50 | 50 |
| File Capture Formats | Radiometric JPG, MPEG-4 | Radiometric JPG, MPEG-4 | Radiometric JPG, MPEG-4 |
| On-camera tools | Spot Meter (Centered) | Auto Hot/Cold, 3 Spots | Auto Hot/Cold, 3 Spots |

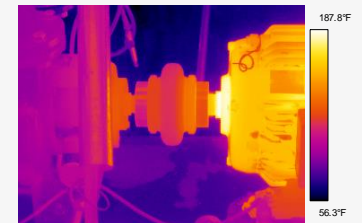
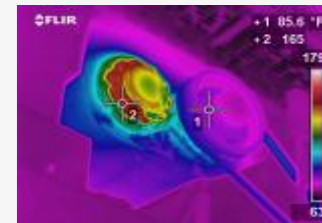
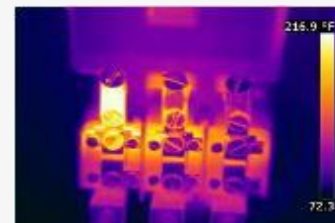
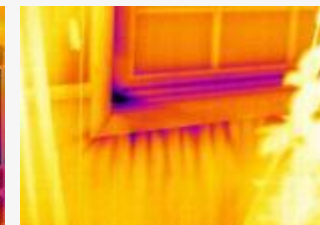
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* Ignite connection to Tools Mobile in development as of launch date

FLIR ONE® EDGE Pro

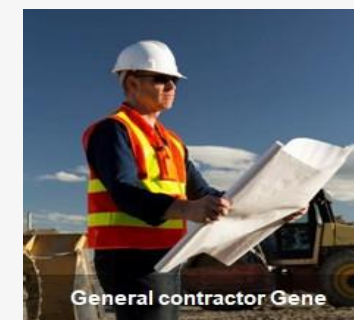
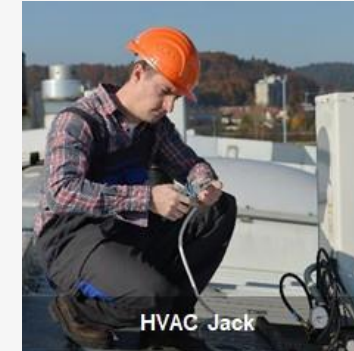
APPLICATION OVERVIEW

- The FLIR EDGE Pro is designed to help professionals to quickly and safely find hidden problems in difficult-to-access locations.
- Infrared imaging sees the temperature differences of objects which can reveal the presence of moisture, electrical issues, mechanical equipment issues, air leaks and much more.



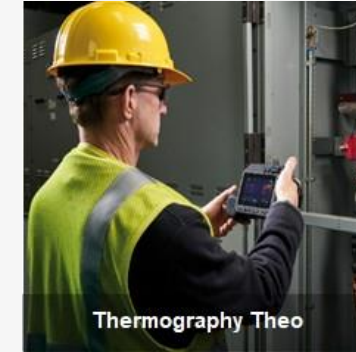
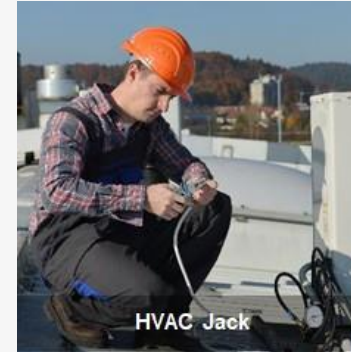
BUILDING TRADE NEEDS

- I need to inspect difficult to access areas like attics and crawl spaces
- I need to integrate the imagery with my existing software specific to my industry (Xactimate, MatterPro, etc)
- I need a tool that is rugged, low cost, easy, and convenient to use



FACILITIES MAINTENANCE NEEDS

- I need a tool that is rugged, low cost, easy, and convenient to use
- I am one of many people who do a similar job in dozens to thousands of similar locations across a large region or the globe for my company
- I need to communicate effectively with engineers, specialty thermographers and other trades
- I sometimes have access to high end thermography equipment
- I inspect different kinds of equipment and building envelope



Restoration Contractors

WHO DO I CALL?



Consultants & End Users - Manufacturing



Manufacturing – Engineering & Management

Maintenance Manager
Maintenance Supervisor
NDT Engineer
Mechanical Engineer
Electrical Engineer
Engineer in Training
Chief Engineer
Engineering Technician
Maintenance Engineer
Pressure Vessel Engineer
Mining Engineer
Plant Engineer
Process Engineer
Production Engineer
Safety Engineer

Manufacturing – Technicians

NDT Technician
Mechanical Services Provider
Engineering Technician
Ultrasonic testing technician
Energy Consultants
Millwright
Mechanical Technical
Certified Engineering Technologist (CET)
Reliability Technician
CBM Technician
Condition Monitoring Technician
Plant EHS
Refrigeration Consultant
Energy Consultant
Compressed Air Technician

WHO DO I CALL?

Utility Contacts



Power Generation & Facilities

PdM Technicians / Engineers
Reliability / Maintenance Personnel
Maintenance Supervisor
Reliability Engineer
Plant Electrician
Plant Foreman
I&E (Instrumentation & Electrical)
Technician
Mechanical Drives Engineer
Plant Manager

Site Manager
Monitoring Engineer
Systems Engineer
Electrical Inspector
Reliability technician
Asset Integrity Engineer
Rotating Equipment Engineer
Condition Monitoring Analyst
Maintenance Planner

WHO DO I CALL?

BUILDING TRADES

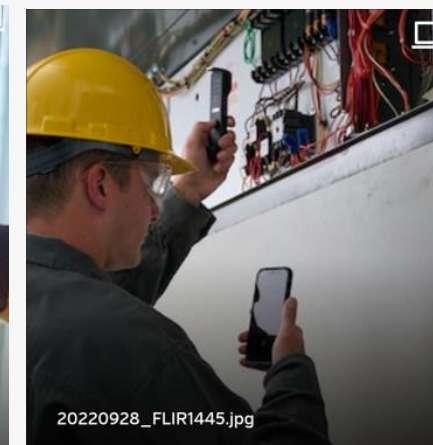


Construction Supervisor
Disaster Restoration
HVAC Technician
Home Inspector
Indoor Air Quality Inspector
Energy Auditor

Insurance Loss Specialist
Building Engineer
Architect
Plumber
Electrician
Roofer
Roofing Consultant

CONDITION MONITORING

- Industrial Equipment - hard to inspect or unsafe to inspect locations
- Catch degrading equipment prior to failure
- Reduce maintenance costs, lower capital cost of replacement, reduce downtime
- Improve productivity
- Improve plant and inspector Safety
- Saves cost and time to disassemble equipment in order to inspect
- Some product features that will resonate more for this market
 - Ruggedness
 - Ultra sharp image quality
 - Recording capabilities
 - Compatible with FLIR and 3rd Party mobile APPs tailored to the Condition Monitoring such as Multisens.
 - Free SDK for new APP developers to generate enhanced value for their business through digital solutions
 - FLIR Ignite and Thermal Studio offer ease of integration with existing thermography programs



Manufacturing - Maintenance Manager / Reliability Specialist / NDT Technician

Oil & Gas - Maintenance Manager / Reliability Specialist

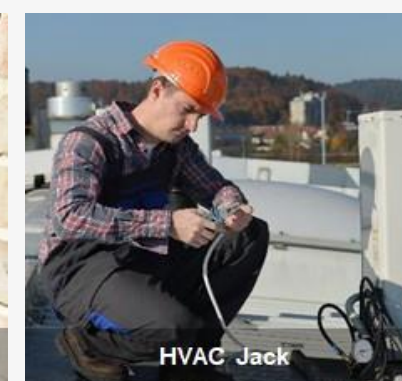
High End Consultants - Reliability Consultant / Wind Turbine Inspector

BUILDING/HVAC INSPECTOR

- Enables easy inspection of difficult to access areas such as attics, crawl spaces, wall cavities, air ducts, plumbing pipes, etc, without need to create large holes or disassemble
- Some product features that will resonate more for this market
 - Detachable camera is better for looking into hard-to-reach areas like HVAC air conduit, attics or crawl spaces or under cabinets
 - Ruggedness
 - High image quality
 - Recording capabilities
 - Best value price point



Energy audit Andy

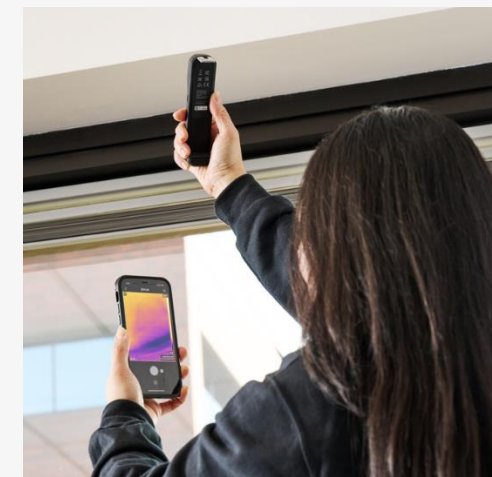


HVAC Jack

Building inspector, Indoor Air quality inspector, HVAC, Home Inspector, Plumber

BUILDING/DISASTER RESTORATION

- Enables easy inspection of difficult to access areas such as attics, crawl spaces, wall cavities, air ducts, plumbing pipes, etc, without need to create large holes or disassemble
- Compatible with FLIR and 3rd Party mobile APPs tailored to the Disaster Restoration business such as RocketPlan.
- Free SDK for new APP developers to generate enhanced value for their business through digital solutions
- Some product features that will resonate more for this market
 - Detachable camera is better for looking into hard-to-reach areas like attics or crawl spaces or under cabinets
 - Ruggedness
 - High image quality
 - 3rd party software and APP compatibility
 - Recording capabilities
 - Best value price point



Building inspector, Indoor Air quality inspector, HVAC, Home Inspector, Plumber

BUILDING/ROOFING CONSULTANT

- Enables holding the camera above head or attaching to a pole to get a bird's eye view of a roof

- Some product features that will resonate more for this market
 - Detachable camera
 - Ruggedness
 - High image quality
 - Recording capabilities
 - Best value price point



Building inspector, Indoor Air quality inspector, HVAC, Home Inspector, Plumber

AUTOMOTIVE TECHNICIAN

- Catch degrading vehicle components prior to failure
- Improve technician productivity
- Improve vehicle reliability
- Saves cost and time to disassemble equipment in order to inspect
- Some product features that will resonate more for this market
 - Detachable camera is better for looking overhead while under a car or around engine with the hood open
 - Ruggedness
 - High image quality
 - Automotive Inspection App

