

# Fourth Quarter 2016 Earnings Summary

(Preliminary Results)



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Q4 2016

# Q4 Summary

Revenue
<b>\$475 million</b> <i>Up 8% vs PY</i> <i>Organic up 2% vs PY</i>

Operating Profit	
<b>19%</b> <i>Down 190 bps vs PY</i>	<b>22% Adj</b> <i>Down 80 bps vs PY</i>

EPS	
<b>\$0.45 GAAP</b> <i>Down 12% vs PY</i>	<b>\$0.52 Adj</b> <i>Up 4% vs PY</i>

- Commercial products revenue up 13% year-over-year, Government products revenue up 3%
- Adjusted gross profit increased 6% over the fourth quarter of 2015
- Adjusted operating income increased 5% over the fourth quarter of 2015
- Cash flow from operations reached \$97 million for the quarter, up 24% year over year
- Total backlog finished at \$592 million, down 8% from Q3`16
- Select new product introductions:
  - Third-generation FLIR ONE and FLIR ONE Pro
  - FLIR Duo and Duo R cameras for drones
  - C3 thermal camera for building inspectors and contractors
  - Broad array of new Outdoor and Tactical thermal imagers
  - GFx320 intrinsically safe gas detection thermal camera for oil and gas
  - Second-generation Meridian network video recorder
  - Griffin G465 mobile gas chromatograph-mass spectrometer
- Acquired Prox Dynamics, leading maker of nano-drone for covert surveillance applications

Q4 2016

# Acquired Prox Dynamics



## Rationale

- Highly differentiated nano aerial sensing platform
- Proven success in selling to global military customers
- Leverages Lepton capabilities
- Strong fit with FLIR's CDMQ model
- Platform for innovating next-generation nano-drone solutions

## Transaction

- Acquired for \$134 million in November 2016
- Funded using FLIR's existing foreign cash balances
- \$0.01 dilutive to Q4 2016 GAAP EPS (no impact to Adjusted EPS)

## Products

### Personal Reconnaissance System (PRS)

- Turn-key solution: controller, charger, LCD screen, and BlackHornet sensor (nano helicopter)
- Pocket-sized drone for troop-level deployment

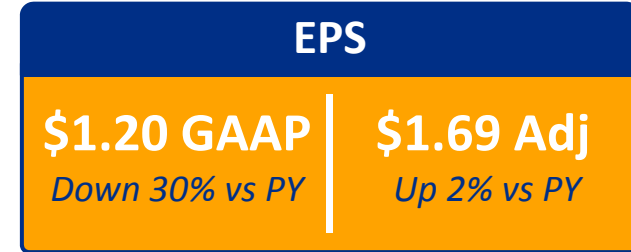
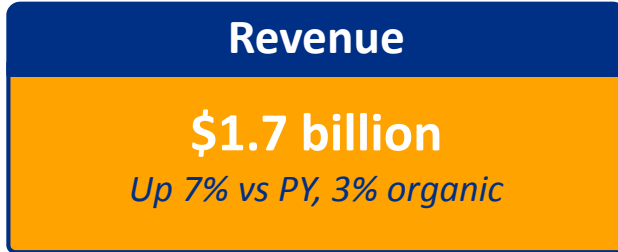


### BlackHornet Sensor

- Smallest tactical drone on the market
- Extremely quiet operation enables covert reconnaissance
- Aircraft weight of less than one ounce
- Visible and/or thermal (Lepton) sensor payloads
- Proprietary low power motors and flight control enable flight times of 25 minutes on one charge
- Advanced mission flight control, sensor stabilization, and encrypted data communications link

Q4 2016

# Full Year 2016 Summary



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Q4 2016

# Full Year 2017 Outlook

- Revenue of \$1.78 – \$1.83 billion
  - An increase of approximately 7% to 10% over 2016
- Adjusted EPS of \$1.81 – \$1.91
  - An increase of approximately 7% to 13% over adjusted 2016 EPS
- Announced 25% increase to quarterly dividend, to \$0.15 per share
  - Dividend payable on March 10th to shareholders of record as of February 24th
- Announced share repurchase authorization of 15 million shares over the next 2 years
  - Repurchased 6.3 million shares under the previous 15 million share, 2 year authorization

*Note: With respect to the outlook for the full year 2017, certain items that affect GAAP net earnings per diluted share are out of the Company's control and/or cannot be reasonably predicted. Consequently, the Company is unable to provide a reasonable estimate of GAAP net earnings per diluted share or a corresponding reconciliation to GAAP net earnings per diluted share for the full year.*

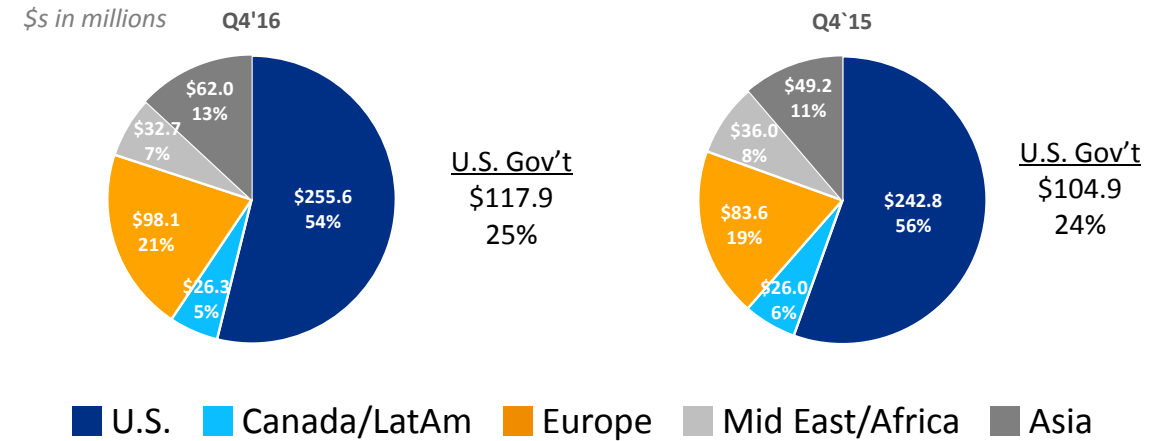
# Q4 2016

# Q4 Financials Review

(\$s in millions, except per share amounts)

	Q4 2016	Q4 2015	YoY Chg %
<b>Revenue</b>	<b>\$474.7</b>	<b>\$437.6</b>	<b>8%</b>
Adj. Gross Profit	221.1	208.8	6%
Adj. Gross Margin %	47%	48%	-115 bps
<b>Adjusted Operating Income</b>	<b>\$103.3</b>	<b>\$98.7</b>	<b>5%</b>
Adj. Operating Margin %	22%	23%	-79 bps
Adj. Net Income	\$71.9	\$69.6	3%
Diluted Share Count	137.5	139.0	(1%)
Adjusted EPS	\$0.52	\$0.50	4%
<b>Cash Flow from Operations</b>	<b>\$97.1</b>	<b>\$78.3</b>	<b>24%</b>

## Revenue by Geography



## Key Cash Flow Items

\$s in millions

	Q4 2016	Q4 2015	YoY Chg %
Cash Flow from Operations	\$97.1	\$78.3	24%
Acquisitions / Investments	(376.8)	(66.6)	
Capital Expenditures	(8.3)	(18.1)	
Share Repurchases	-	(29.8)	
Dividends	(16.4)	(15.2)	
Other Cash Flow Items	(12.0)	(1.2)	
Net Change in Cash	(\$316.3)	(\$52.6)	
<b>Ending Cash Balance</b>	<b>\$361.3</b>	<b>\$472.8</b>	<b>(24%)</b>



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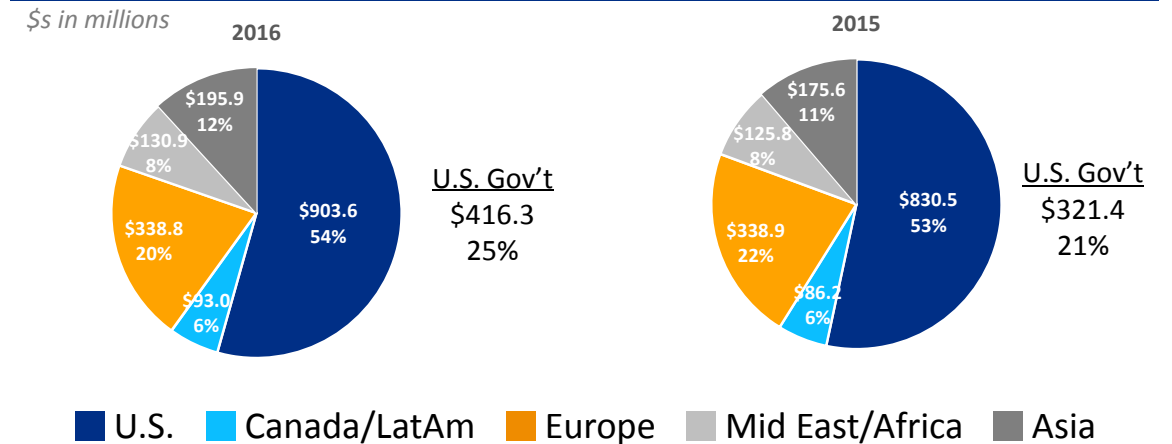
# Q4 2016

# Full Year Financials Review

(\$s in millions, except per share amounts)

	FY 2016	FY 2015	YoY Chg %
<b>Revenue</b>	<b>\$1,662.2</b>	<b>\$1,557.1</b>	<b>7%</b>
Adj. Gross Profit	782.3	760.1	3%
Adj. Gross Margin %	47%	49%	-176 bps
<b>Adjusted Operating Income</b>	<b>\$324.7</b>	<b>\$325.0</b>	<b>(0%)</b>
Adj. Operating Margin %	20%	21%	-134 bps
Adj. Net Income	\$233.9	\$232.8	0%
Diluted Share Count	138.5	140.8	(2%)
Adjusted EPS	\$1.69	\$1.65	2%
<b>Cash Flow from Operations</b>	<b>\$312.3</b>	<b>\$275.8</b>	<b>13%</b>

## Revenue by Geography



## Key Cash Flow Items

\$s in millions

	FY 2016	FY 2015	YoY Chg %
Cash Flow from Operations	\$312.3	\$275.8	13%
Acquisitions / Investments	(419.2)	(66.6)	
Capital Expenditures	(35.9)	(68.3)	
Share Repurchases	(66.1)	(123.2)	
Dividends	(65.9)	(61.4)	
Other Cash Flow Items	163.4	(15.0)	
Net Change in Cash	(\$111.4)	(\$58.6)	
<b>Ending Cash Balance</b>	<b>\$361.3</b>	<b>\$472.8</b>	<b>(24%)</b>



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# Q4 2016

# Segments Summary

(\$sin millions)

	Q4 2016	Q4 2015	YoY Chg %
<b>Revenue</b>			
Surveillance	\$158.5	\$150.7	5%
Instruments	96.0	98.6	(3%)
Security	73.1	68.4	7%
OEM & Emerging	76.1	49.2	55%
Maritime	38.3	36.0	6%
Detection	32.7	34.7	(6%)
<b>Total Revenue</b>	<b>\$474.7</b>	<b>\$437.6</b>	<b>8%</b>
<b>Adjusted Operating Income</b>			
Surveillance	\$47.6	\$50.1	(5%)
Instruments	31.5	35.1	(10%)
Security	8.9	9.5	(7%)
OEM & Emerging	18.1	8.2	119%
Maritime	2.1	1.4	52%
Detection	9.7	10.4	(7%)
<b>Segment Adj. Operating Income</b>	<b>\$117.9</b>	<b>\$114.6</b>	<b>3%</b>
<i>Segment Adj. Operating Margin %</i>	25%	26%	-136 bps
Corporate Expenses	(14.6)	(16.0)	(8%)
<b>Total Adjusted Operating Income</b>	<b>\$103.3</b>	<b>\$98.7</b>	<b>5%</b>
<i>Total Adj. Operating Margin %</i>	22%	23%	-79 bps

FY 2016	FY 2015	YoY Chg %
\$532.5	\$503.0	6%
336.1	347.5	(3%)
240.0	226.6	6%
243.7	186.7	31%
185.7	177.9	4%
124.1	115.3	8%
<b>\$1,662.2</b>	<b>\$1,557.1</b>	<b>7%</b>
\$151.5	\$149.6	1%
98.8	115.1	(14%)
15.9	29.4	(46%)
66.2	43.8	51%
18.6	17.4	7%
35.3	30.3	17%
<b>\$386.3</b>	<b>\$385.5</b>	<b>0%</b>
23%	25%	-152 bps
(61.6)	(60.5)	2%
<b>\$324.7</b>	<b>\$325.0</b>	<b>(0%)</b>
20%	21%	-134 bps

# Q4 2016 Surveillance

- Q4 revenue up 5% vs prior year
  - Creation of the Unmanned Aerial Systems and Outdoor & Tactical Systems lines of business drove year over year growth
  - Decline in Integrated Systems revenue due to less MSC activity
- Q4 adjusted operating income down 5% vs prior year
  - Higher operating expenses reduced margin
- Q4 ending backlog of \$328 million, an increase of 6% vs Q4`15
  - Q4 book-to-bill of 0.7x

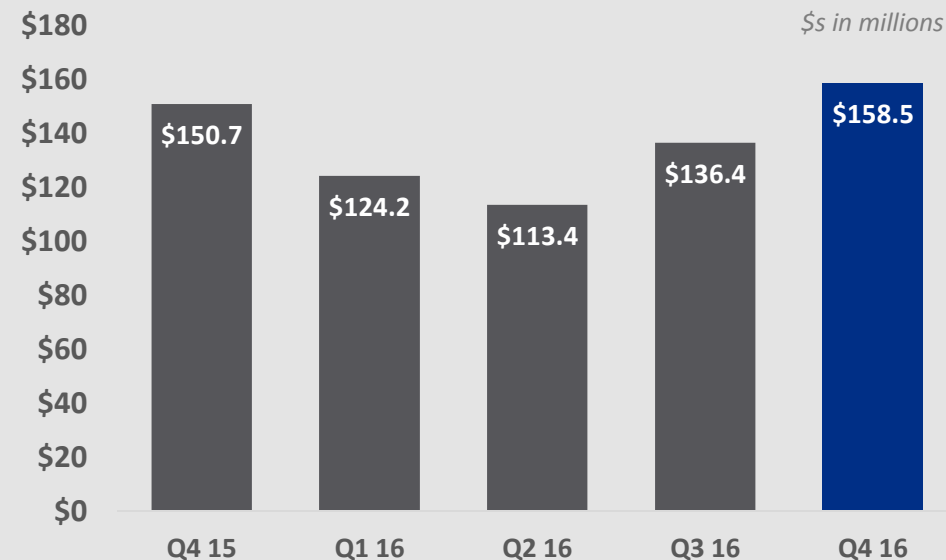
## New Products

Launched Broad Array of Outdoor and Tactical Thermal Imagers (Jan `17)

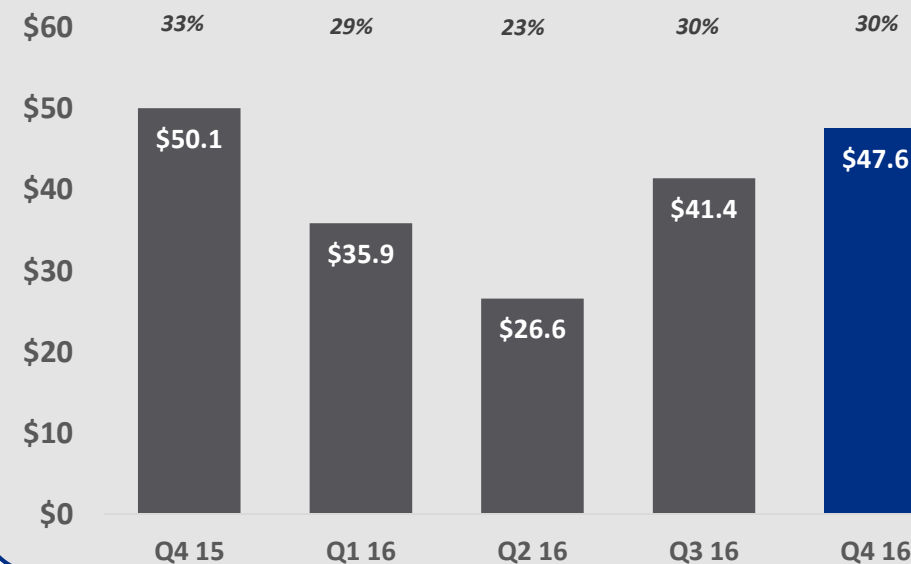


- Three product families including thermal handhelds, weapon sights, and clip-ons
- Featuring FLIR's latest compact uncooled thermal camera core, Boson
- All new thermal imagers allow users to detect heat and see in complete darkness delivering unmatched imaging and functionality
- All will be available in the U.S. in the first half of 2017

## Revenue



## Adjusted Operating Income



# Q4 2016 Instruments

- Q4 revenue down 3% vs prior year
  - Unit volumes up 49% year over year
  - Foreign exchange negatively impacted growth by 60 basis points
  - Weakness in soon to be replaced mid-tier of PPM & Building products
  - Strength in Fire, Optical Gas, and FLIR Test & Measurement products
- Q4 adjusted operating income down 10% vs prior year
  - Product mix and manufacturing variances negatively impacted gross margins
  - Adjusted operating margin flat sequentially

## New Products

### C3 Thermal Camera for Building Inspectors and Contractors (January 2017)



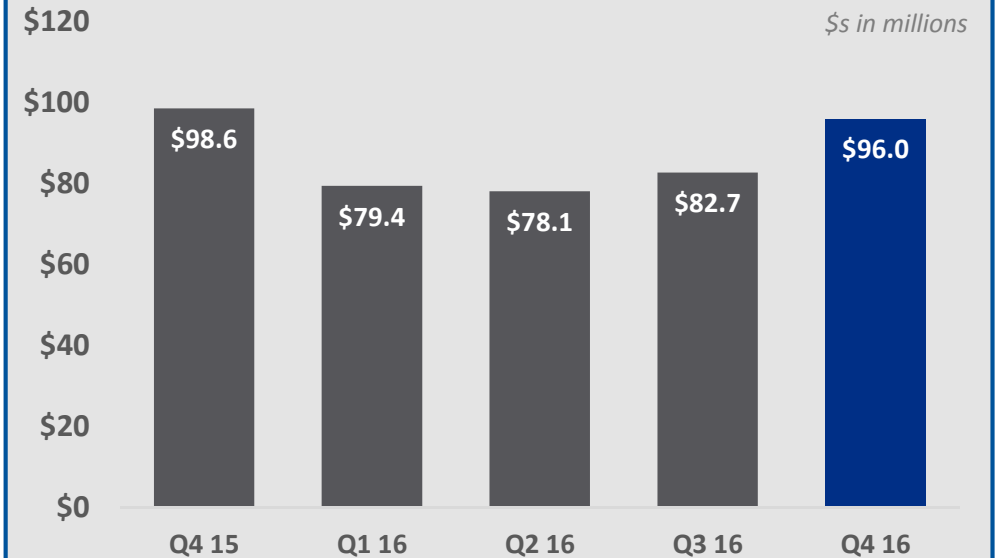
- Ruggedized, pocket-portable thermal camera
- Powerful diagnostic tool to quickly pinpoint hidden electrical, energy efficiency, or moisture issues
- Touchscreen and Wi-Fi connectivity

### GFx320 Gas Detection Thermal Camera (January 2017)

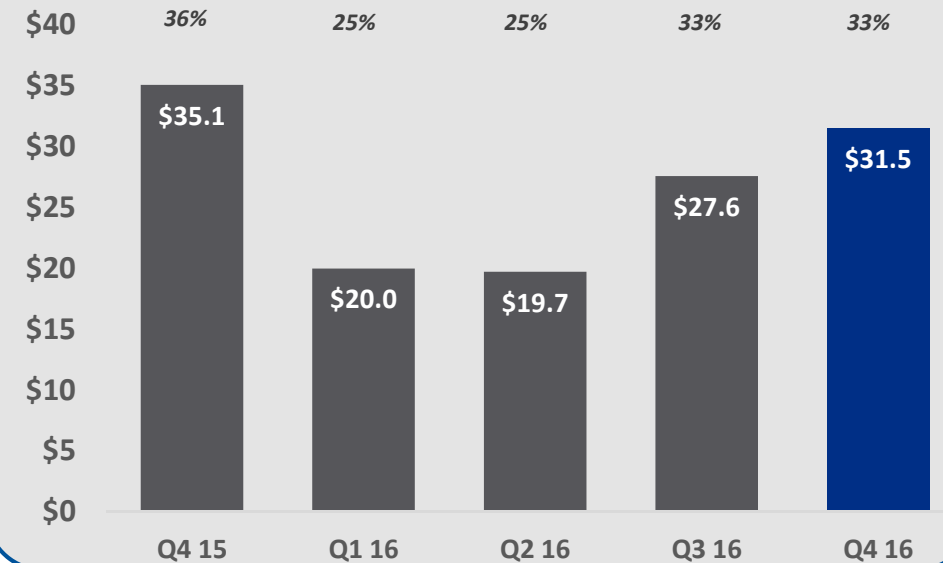


- Optical gas imaging (OGI) camera designed for use in potentially explosive environments
- Detects and visualizes invisible hydrocarbon gas emissions typically found at oil and natural gas production and distribution facilities
- Certified Intrinsically Safe designation allowing surveyors to work in a broader range of environments

## Revenue



## Adjusted Operating Income



# Q4 2016 Security

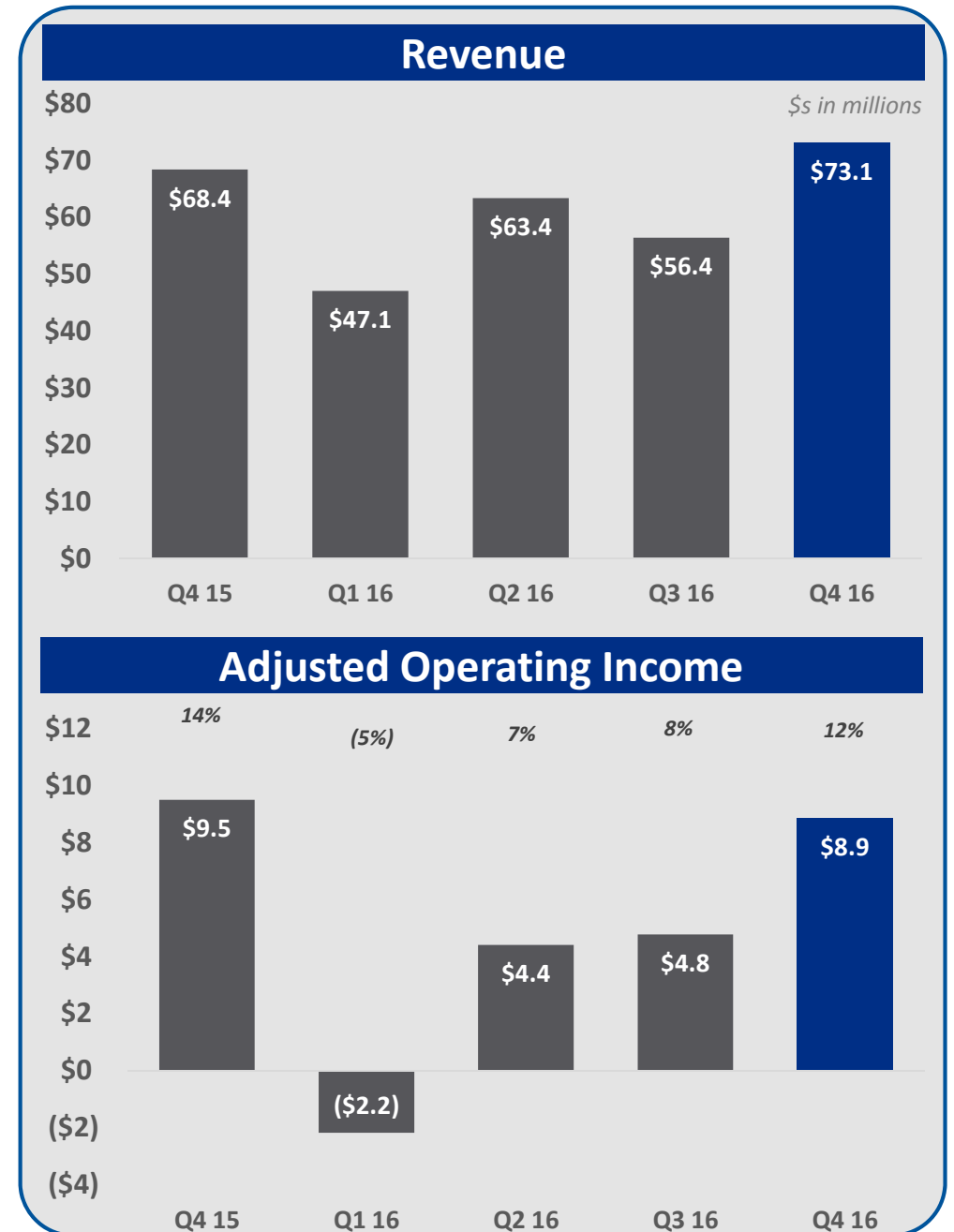
- Q4 revenue up 7% vs prior year
  - Strength from long-range cameras
  - Growth in Enterprise-class solutions
  - Increased Lorex e-commerce revenue
- Q4 adjusted operating income down 7% vs prior year
  - Incremental R&D investments related to recent acquisitions
  - Cost improvement initiatives flowing through the business
  - Improving profitability in Enterprise-class business line
  - Adjusted operating margin improved 360 basis points sequentially

## New Product

### Meridian Network Video Recorder (December 2016)

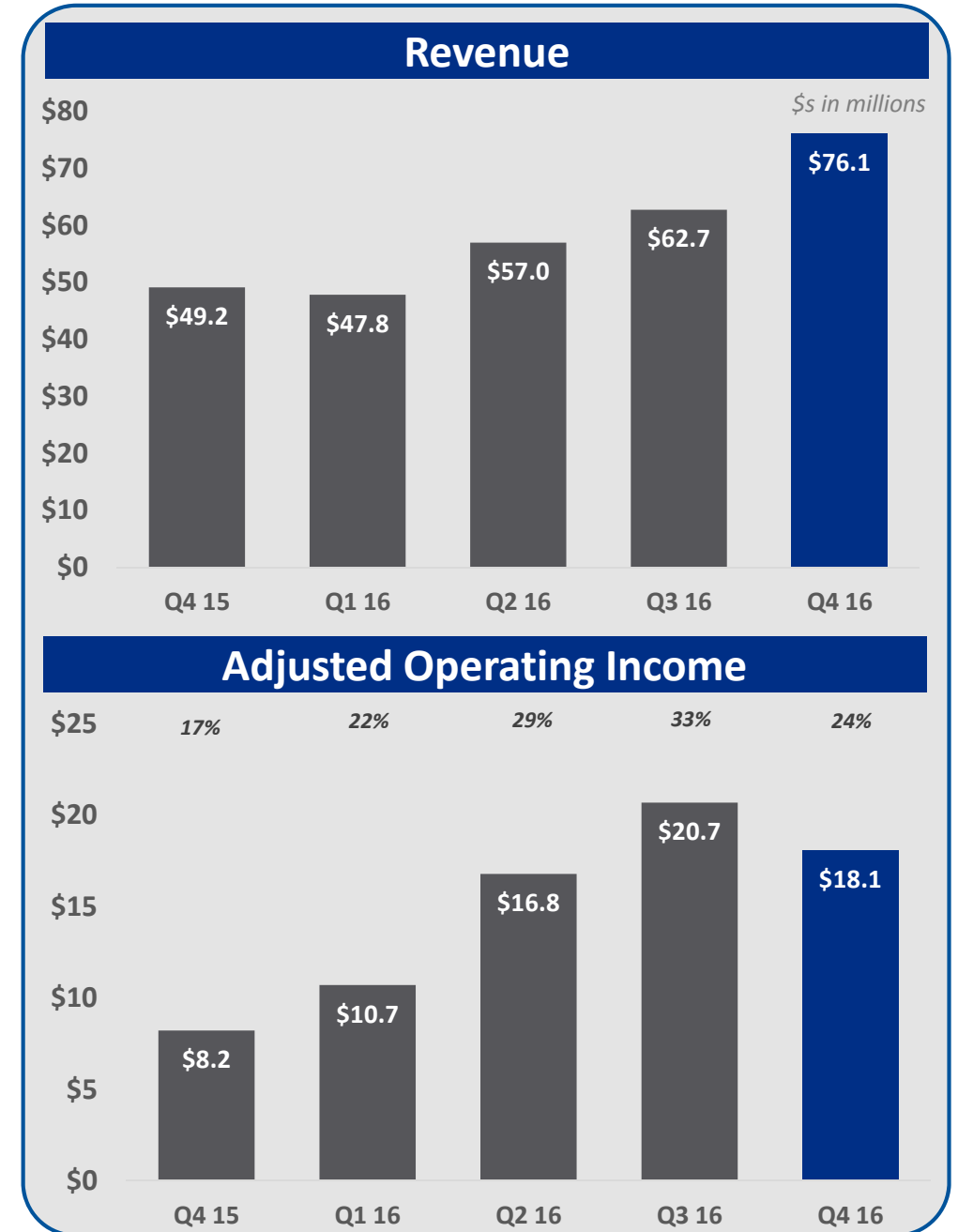


- Second generation all-in-one video surveillance recording system
- Built-in 8-port PoE switch allowing users to connect up to 24 cameras
- New dual monitor support so users can easily control multiple cameras, quickly browse through recorded footage, and generate detailed reports



# Q4 2016 OEM & Emerging

- Q4 revenue up 55% vs prior year
  - Third straight quarter of record organic revenue
  - Addition of Intelligent Imaging Solutions line of business (Point Grey acquisition) helped drive growth
  - Military camera cores up 64%
  - Strong Lepton camera core deliveries
- Q4 adjusted operating income growth of 119% vs prior year
  - Adjusted operating margin improved 700 basis points year-over-year
    - Heavy operating expenses related to facility move in 2015
    - Improvement partially offset by inventory charges in the current quarter



## New Products

## Third Generation FLIR One (January 2017)



- Powerful introductory-level thermal camera that attaches to iOS or Android devices
- New OneFit™ (patent pending) adjustable-height connector, easily attaches to more smartphones without needing to remove the phone case
- Retail price of \$199.99

## FLIR One Pro (January 2017)



- Most advanced FLIR One ever developed
- Adds a ruggedized design and more powerful set of imaging and measurement features
- Features VividIR™ advanced image processing for superior image quality and detail
- Retail price of \$399.99

## FLIR Duo / Duo R Cameras for Drones (January 2017)



- Two new multi-sensor cameras designed specifically for consumer and commercial drones
- Features a Lepton core, a high-definition (HD) 1080p visible camera, and patented MSX technology
- Versatile on-board recording of images, video, and measurement data
- Real-time remote control of camera functions
- Duo R variant adds accurate temperature measurement capabilities for agricultural, construction, building, and infrastructure inspection applications
- Compatible with a wide range of existing consumer and commercial drones
- Retail prices starting at \$999.99

# Q4 2016

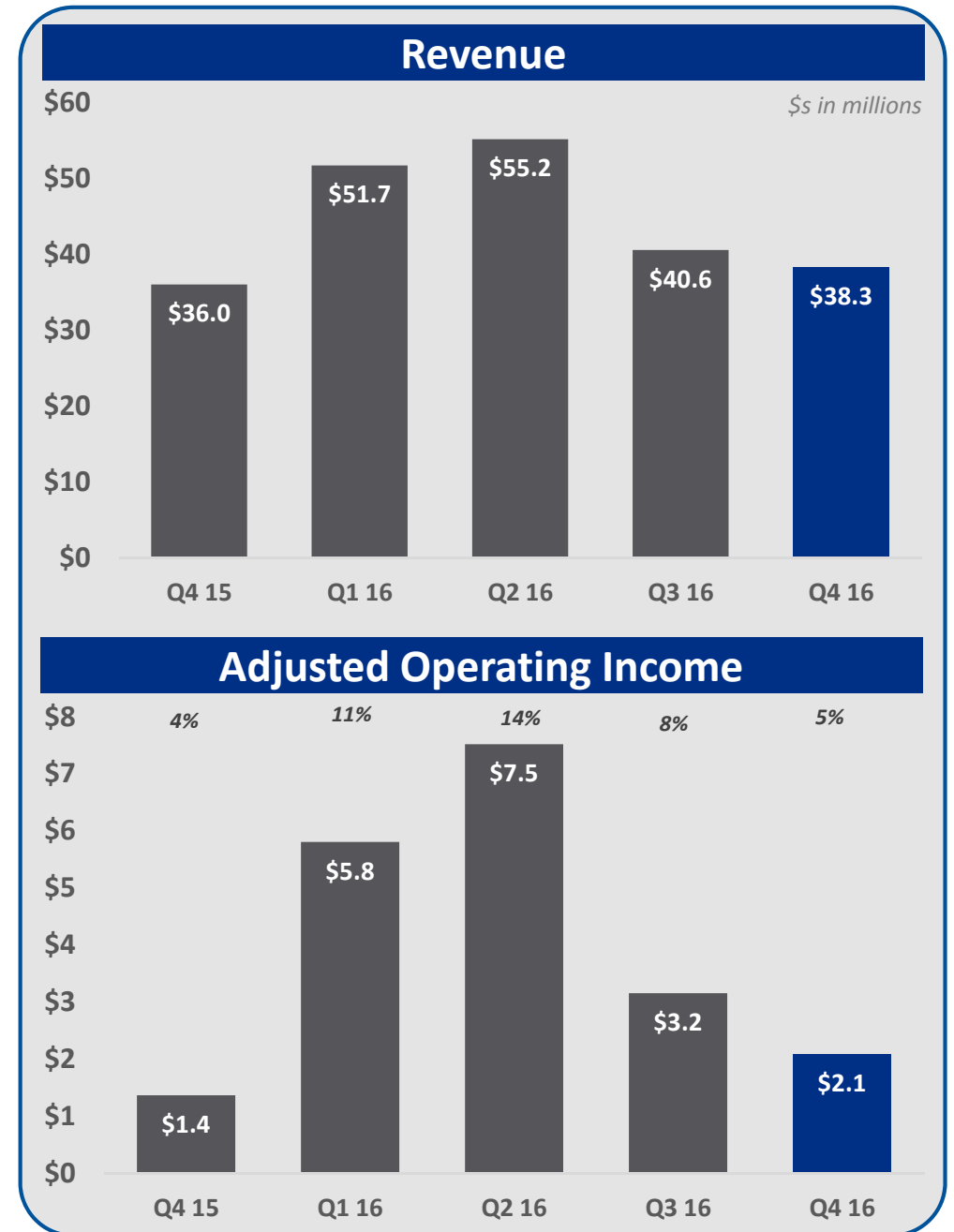
# Maritime

- Q4 revenue up 6% vs prior year
  - Growth from nearly all product lines
  - 16% year over year growth in thermal cameras
- Q4 adjusted operating income up 52% vs prior year
  - Adjusted operating margin improved 165 basis points year-over-year driven by absorption and lower period costs
- Awarded SINS-2 contract with U.S. Coast Guard
  - \$50 million, 5 year IDIQ contract with a 5 year option period
  - Raymarine electronics systems to be standard fit on over 2,000 U.S. Coast Guard vessels

## New Raymarine Brand Identity



- Redesign of the Raymarine brand, including a modernized logo, icon, and tagline
- “Simply Superior” tagline focuses on Raymarine’s technology leadership and ease of use
- To be unveiled along with several new products at the Miami Boat Show this week



# Q4 2016 Detection

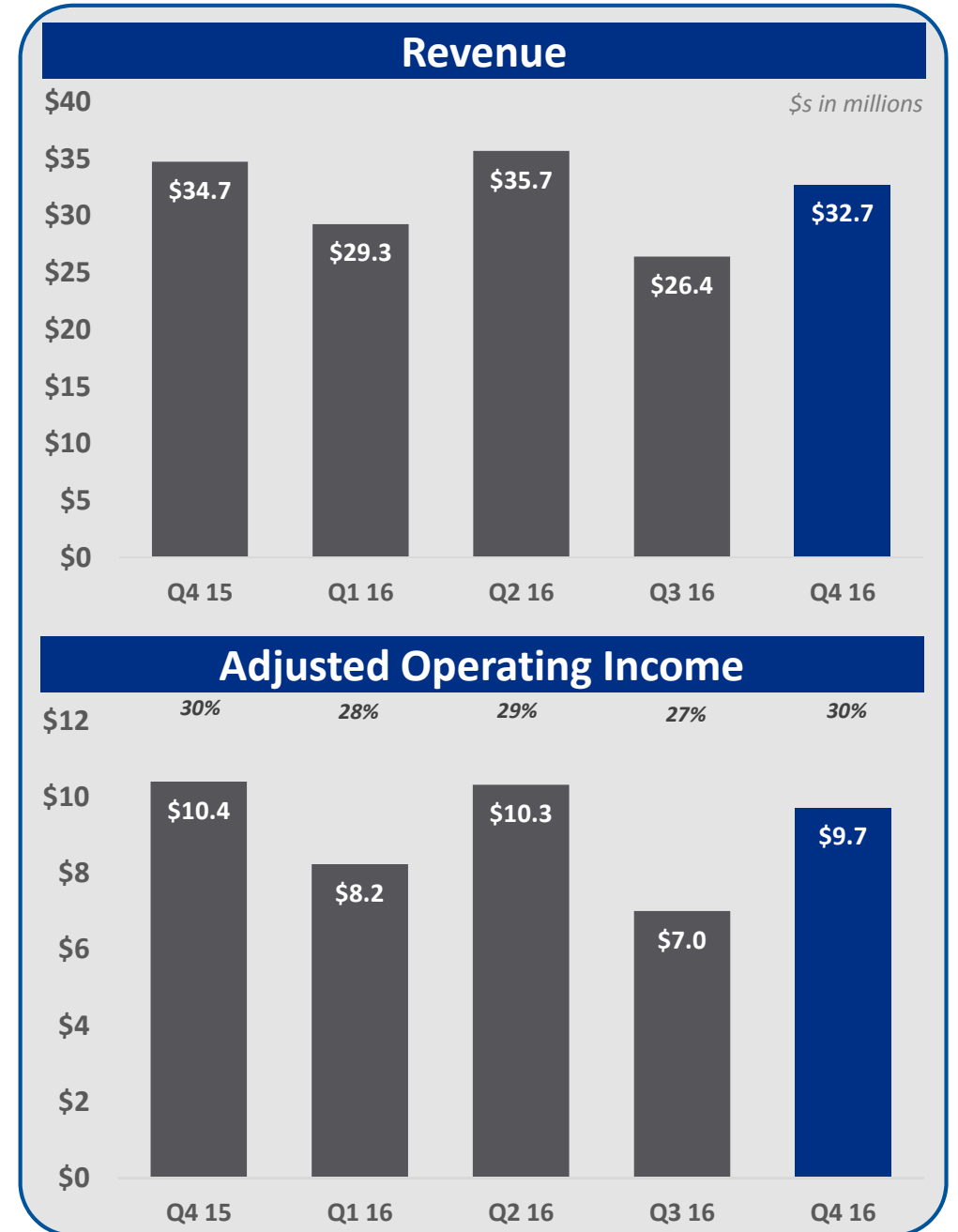
- Q4 revenue down 6% vs prior year
  - Decline due to fluctuations in DR-SKO revenue year over year
  - 20% growth excluding DR-SKO, driven by Radiation products
- Q4 adjusted operating income down 7% vs prior year
  - Profit margins consistent with prior year
- Q4 ending backlog of \$57 million
  - Expect to receive the next DR-SKO order in Q1 2017 at a level consistent with previous orders (not included in Q4 ending backlog)

## New Product

### Griffin G465 (November 2016)



- Mobile GC/MS (Gas Chromatograph/Mass Spectrometer) with real-time vapor survey mode
- Heated sampling line and universal sampling port
- Chemical matching techniques provide high-confidence results in complex environments and eliminate data interpretation in the field







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# APPENDIX

# APPENDIX: GAAP TO NON-GAAP RECONCILIATIONS

\$ in thousands

	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	2015	2016
<b>GAAP Gross Profit</b>	<b>\$ 175,897</b>	<b>\$ 189,615</b>	<b>\$ 180,739</b>	<b>\$ 207,310</b>	<b>\$ 177,690</b>	<b>\$ 183,322</b>	<b>\$ 191,376</b>	<b>\$ 214,733</b>	<b>\$ 753,561</b>	<b>\$ 767,121</b>
Amortization of acquired intangibles assets	1,801	1,721	1,544	1,516	2,442	2,211	2,157	2,730	6,582	9,540
Purchase accounting adjustments	-	-	-	-	-	-	-	3,093	-	3,093
Other	-	-	-	-	-	-	2,000	500	-	2,500
<b>Adjusted Gross Profit</b>	<b>\$ 177,698</b>	<b>\$ 191,336</b>	<b>\$ 182,283</b>	<b>\$ 208,826</b>	<b>\$ 180,132</b>	<b>\$ 185,533</b>	<b>\$ 195,533</b>	<b>\$ 221,056</b>	<b>\$ 760,143</b>	<b>\$ 782,254</b>
<b>GAAP Gross Margin</b>	<b>51.1%</b>	<b>48.3%</b>	<b>47.3%</b>	<b>47.4%</b>	<b>46.8%</b>	<b>45.5%</b>	<b>47.2%</b>	<b>45.2%</b>	<b>48.4%</b>	<b>46.2%</b>
Cumulative effect of non-GAAP Adjustments	0.5%	0.4%	0.4%	0.3%	0.7%	0.6%	1.1%	1.4%	0.4%	0.9%
<b>Adjusted Gross Margin</b>	<b>51.6%</b>	<b>48.7%</b>	<b>47.7%</b>	<b>47.7%</b>	<b>47.5%</b>	<b>46.1%</b>	<b>48.3%</b>	<b>46.6%</b>	<b>48.8%</b>	<b>47.1%</b>
<b>GAAP Operating Income</b>	<b>\$ 65,754</b>	<b>\$ 70,531</b>	<b>\$ 75,982</b>	<b>\$ 93,497</b>	<b>\$ 57,377</b>	<b>\$ 65,213</b>	<b>\$ 80,849</b>	<b>\$ 92,280</b>	<b>\$ 305,764</b>	<b>\$ 295,718</b>
Amortization of acquired intangibles assets	4,071	4,507	3,927	3,895	4,237	3,956	4,359	5,831	16,400	18,383
Purchase accounting adjustments	-	-	-	-	-	-	-	3,093	-	3,093
Restructuring charges	314	454	327	266	196	133	888	214	1,361	1,431
Other	-	-	-	-	-	-	2,000	500	-	2,500
Acquisition related expenses	113	333	15	1,007	433	829	949	1,353	1,468	3,564
<b>Adjusted Operating Income</b>	<b>\$ 70,252</b>	<b>\$ 75,825</b>	<b>\$ 80,251</b>	<b>\$ 98,665</b>	<b>\$ 62,243</b>	<b>\$ 70,131</b>	<b>\$ 89,045</b>	<b>\$ 103,271</b>	<b>\$ 324,993</b>	<b>\$ 324,689</b>
<b>GAAP Operating Margin</b>	<b>19.1%</b>	<b>17.9%</b>	<b>19.9%</b>	<b>21.4%</b>	<b>15.1%</b>	<b>16.2%</b>	<b>20.0%</b>	<b>19.4%</b>	<b>19.6%</b>	<b>17.8%</b>
Cumulative effect of non-GAAP Adjustments	1.3%	1.3%	1.1%	1.1%	1.3%	1.2%	2.0%	2.4%	1.3%	1.7%
<b>Adjusted Operating Margin</b>	<b>20.4%</b>	<b>19.3%</b>	<b>21.0%</b>	<b>22.5%</b>	<b>16.4%</b>	<b>17.4%</b>	<b>22.0%</b>	<b>21.8%</b>	<b>20.9%</b>	<b>19.5%</b>

Amounts may not sum due to rounding



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# APPENDIX: GAAP TO NON-GAAP RECONCILIATIONS

*\$ in thousands, except per share data*

	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	2015	2016
<b>GAAP Net Income</b>	<b>\$ 47,910</b>	<b>\$ 50,500</b>	<b>\$ 73,072</b>	<b>\$ 70,204</b>	<b>\$ 1,125</b>	<b>\$ 45,368</b>	<b>\$ 58,633</b>	<b>\$ 61,500</b>	<b>\$ 241,686</b>	<b>\$ 166,626</b>
Amortization of acquired intangibles assets	4,071	4,507	3,927	3,895	4,237	3,956	4,359	5,831	16,400	18,383
Purchase accounting adjustments	-	-	-	-	-	-	-	3,093	-	3,093
Restructuring charges	314	454	327	266	196	133	888	214	1,361	1,431
Other	-	-	-	-	-	-	3,261	500	-	3,761
Acquisition related expenses	113	333	15	1,007	433	829	949	1,353	1,468	3,564
Gain or loss on cost-basis investments	-	-	-	(20,200)	-	2,000	-	-	(20,200)	2,000
Estimated tax effect of non-GAAP adjustments	(1,080)	(1,271)	(1,025)	6,234	(1,217)	(1,230)	(2,364)	(2,748)	2,859	(7,558)
Discrete Tax Items	(84)	37	(18,978)	8,213	40,259	299	(100)	2,133	(10,812)	42,591
<b>Adjusted Net Income</b>	<b>\$ 51,244</b>	<b>\$ 54,560</b>	<b>\$ 57,338</b>	<b>\$ 69,619</b>	<b>\$ 45,034</b>	<b>\$ 51,356</b>	<b>\$ 65,626</b>	<b>\$ 71,876</b>	<b>\$ 232,762</b>	<b>\$ 233,891</b>
<b>GAAP EPS</b>	<b>\$ 0.34</b>	<b>\$ 0.36</b>	<b>\$ 0.52</b>	<b>\$ 0.51</b>	<b>\$ 0.01</b>	<b>\$ 0.33</b>	<b>\$ 0.43</b>	<b>\$ 0.45</b>	<b>\$ 1.72</b>	<b>\$ 1.20</b>
Cumulative effect of non-GAAP Adjustments	\$ 0.02	\$ 0.03	\$ (0.11)	\$ (0.01)	\$ 0.31	\$ 0.04	\$ 0.05	\$ 0.07	\$ (0.07)	\$ 0.47
<b>Adjusted EPS</b>	<b>\$ 0.36</b>	<b>\$ 0.39</b>	<b>\$ 0.41</b>	<b>\$ 0.50</b>	<b>\$ 0.32</b>	<b>\$ 0.37</b>	<b>\$ 0.48</b>	<b>\$ 0.52</b>	<b>\$ 1.65</b>	<b>\$ 1.69</b>

*Amounts may not sum due to rounding*



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# APPENDIX: GAAP TO NON-GAAP RECONCILIATIONS

\$ in thousands

	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	2015	2016
<b>Surveillance</b>										
Segment operating income as reported	\$ 30,167	\$ 26,378	\$ 39,918	\$ 49,173	\$ 35,240	\$ 26,135	\$ 38,426	\$ 45,104	\$ 145,637	\$ 144,905
Amortization of acquired intangibles assets	1,169	714	923	892	514	514	981	1,415	3,698	3,424
Purchase accounting adjustments	-	-	-	-	-	-	-	579	-	579
Restructuring charges	123	(45)	148	-	109	(52)	21	29	226	107
Other	-	-	-	-	-	-	2,000	500	-	2,500
Adjusted operating income	\$ 31,459	\$ 27,047	\$ 40,989	\$ 50,065	\$ 35,863	\$ 26,597	\$ 41,428	\$ 47,627	\$ 149,561	\$ 151,515
<b>Instruments</b>										
Segment operating income as reported	\$ 28,063	\$ 28,341	\$ 21,555	\$ 34,394	\$ 19,496	\$ 19,133	\$ 27,010	\$ 31,052	\$ 112,353	\$ 96,691
Amortization of acquired intangibles assets	400	398	398	398	398	398	398	398	1,594	1,592
Restructuring charges	187	498	222	264	87	185	149	72	1,169	493
Adjusted operating income	\$ 28,650	\$ 29,237	\$ 22,175	\$ 35,056	\$ 19,981	\$ 19,716	\$ 27,557	\$ 31,522	\$ 115,116	\$ 98,776
<b>Security</b>										
Segment operating income as reported	\$ 3,816	\$ 7,874	\$ 7,222	\$ 9,229	\$ (3,645)	\$ 3,214	\$ 2,958	\$ 7,645	\$ 28,140	\$ 10,172
Amortization of acquired intangibles assets	418	275	268	267	1,476	1,195	1,172	1,102	1,228	4,946
Restructuring charges	-	-	-	-	-	-	655	112	-	766
Adjusted operating income	\$ 4,234	\$ 8,149	\$ 7,490	\$ 9,496	\$ (2,169)	\$ 4,409	\$ 4,785	\$ 8,859	\$ 29,368	\$ 15,884

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# APPENDIX: GAAP TO NON-GAAP RECONCILIATIONS

\$ in thousands

OEM & Emerging Markets	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	2015	2016
Segment operating income as reported	\$ 8,779	\$ 10,495	\$ 14,233	\$ 7,558	\$ 10,032	\$ 16,094	\$ 19,936	\$ 13,623	\$ 41,065	\$ 59,686
Amortization of acquired intangibles assets	688	680	677	678	680	689	684	1,792	2,723	3,845
Purchase accounting adjustments	-	-	-	-	-	-	-	2,514	-	2,514
Restructuring charges	2	-	(24)	-	-	-	64	1	(22)	65
Acquisition related expenses	-	-	-	-	-	-	-	137	-	137
Adjusted operating income	\$ 9,469	\$ 11,175	\$ 14,886	\$ 8,236	\$ 10,712	\$ 16,783	\$ 20,684	\$ 18,067	\$ 43,766	\$ 66,247
<b>Maritime</b>	<b>Q1 2015</b>	<b>Q2 2015</b>	<b>Q3 2015</b>	<b>Q4 2015</b>	<b>Q1 2016</b>	<b>Q2 2016</b>	<b>Q3 2016</b>	<b>Q4 2016</b>	<b>2015</b>	<b>2016</b>
Segment operating income as reported	\$ 4,789	\$ 6,421	\$ 1,848	\$ 553	\$ 4,998	\$ 6,721	\$ 2,391	\$ 1,318	\$ 13,611	\$ 15,428
Amortization of acquired intangibles assets	773	1,369	815	814	808	800	764	764	3,771	3,136
Adjusted operating income	\$ 5,562	\$ 7,790	\$ 2,663	\$ 1,367	\$ 5,806	\$ 7,521	\$ 3,155	\$ 2,082	\$ 17,382	\$ 18,564
<b>Detection</b>	<b>Q1 2015</b>	<b>Q2 2015</b>	<b>Q3 2015</b>	<b>Q4 2015</b>	<b>Q1 2016</b>	<b>Q2 2016</b>	<b>Q3 2016</b>	<b>Q4 2016</b>	<b>2015</b>	<b>2016</b>
Segment operating income as reported	\$ 2,680	\$ 9,380	\$ 5,290	\$ 9,555	\$ 7,880	\$ 9,963	\$ 6,641	\$ 9,363	\$ 26,904	\$ 33,847
Amortization of acquired intangibles assets	622	1,070	846	846	360	360	360	360	3,386	1,440
Restructuring charges	3	1	(18)	2	-	-	-	-	(12)	-
Adjusted operating income	\$ 3,305	\$ 10,451	\$ 6,118	\$ 10,403	\$ 8,240	\$ 10,323	\$ 7,001	\$ 9,723	\$ 30,278	\$ 35,287
<b>Other</b>	<b>Q1 2015</b>	<b>Q2 2015</b>	<b>Q3 2015</b>	<b>Q4 2015</b>	<b>Q1 2016</b>	<b>Q2 2016</b>	<b>Q3 2016</b>	<b>Q4 2016</b>	<b>2015</b>	<b>2016</b>
Segment operating income as reported	\$ (12,539)	\$ (18,358)	\$ (14,084)	\$ (16,965)	\$ (16,625)	\$ (16,048)	\$ (16,514)	\$ (15,825)	\$ (61,946)	\$ (65,011)
Acquisition related expenses	113	333	15	1,007	433	829	949	1,216	1,468	3,427
Adjusted operating income	\$ (12,426)	\$ (18,025)	\$ (14,069)	\$ (15,958)	\$ (16,192)	\$ (15,219)	\$ (15,565)	\$ (14,609)	\$ (60,478)	\$ (61,584)

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