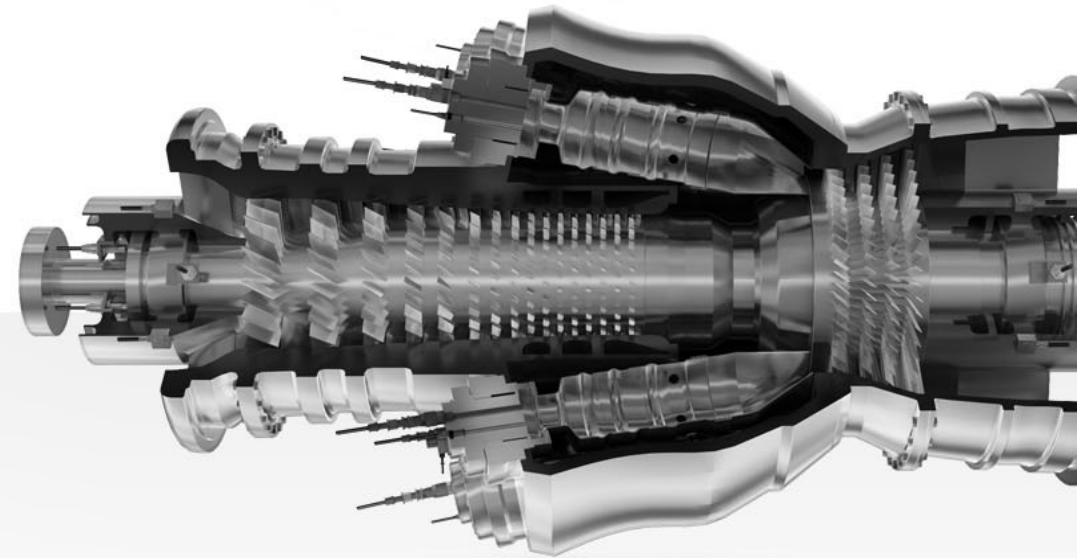


# ENERGY VIBRO-METER



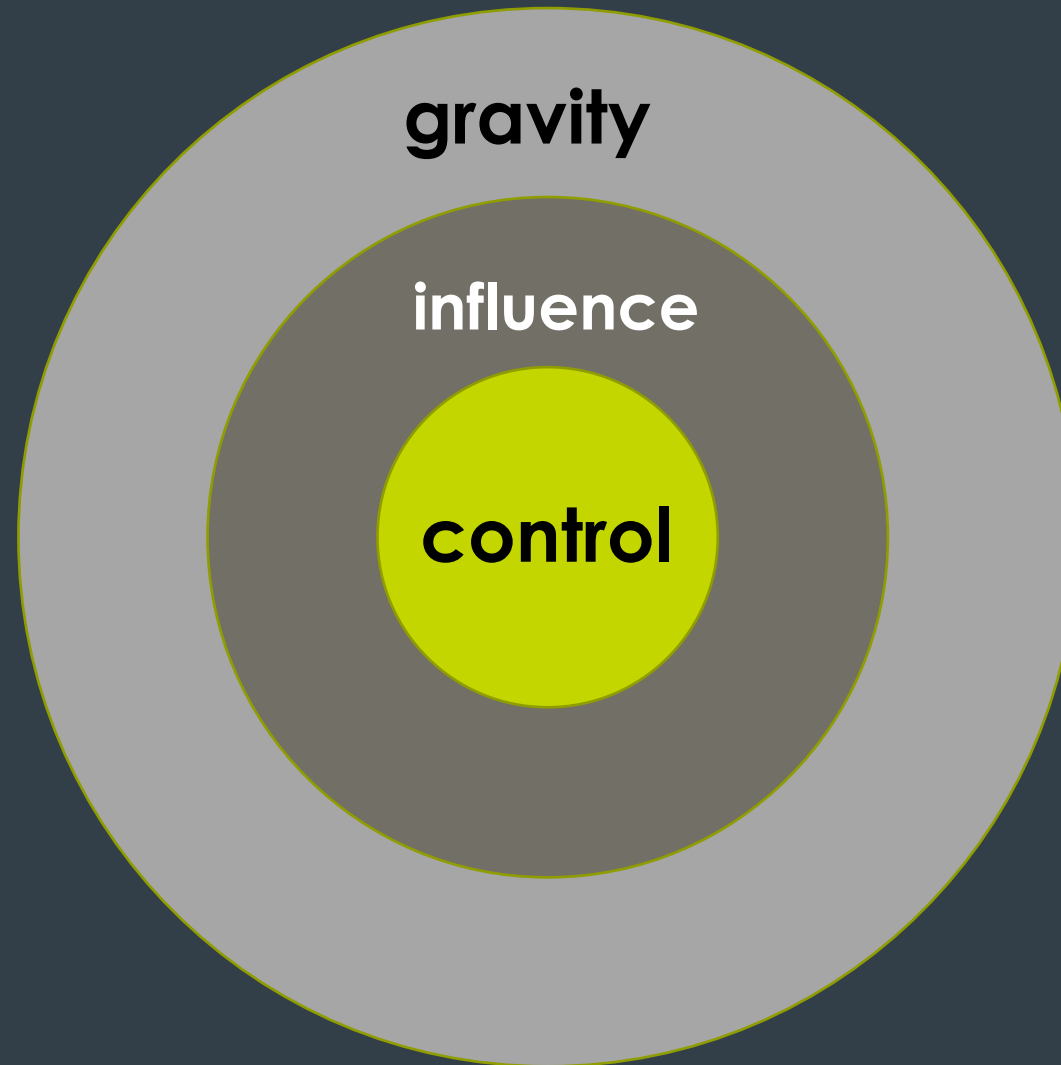
Global Sales Partners update  
26<sup>th</sup> January 2022

# Agenda

- Update from Meggitt PLC
- Market outlook & Successes
- Priorities 2022
- Products Update
- Marketing Update

Ask your questions on [menti.com](https://menti.com),  
use the code: 4252 1034

When time are challenging...



# Meggitt acquired by Parker (in progress)

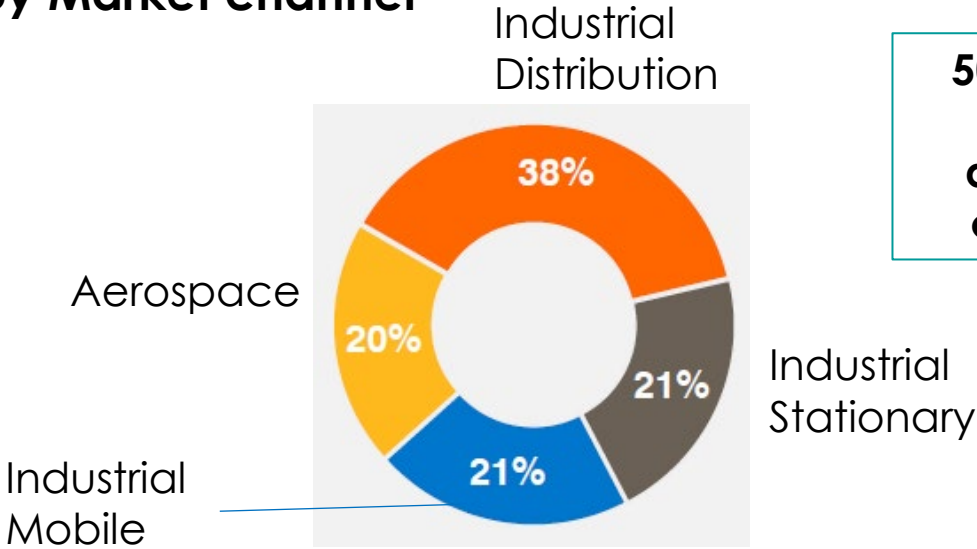
Opportunity for our Energy/ Industrial business



## FY20 FINANCIAL HIGHLIGHTS

Revenue	\$13.7B
Adjusted Segment Margin	18.9%
Adjusted EBITDA Margin	19.3%
Operating Cash Flow	\$2.1B

## Revenue by Market channel



## Core technologies

HYDRAULICS	PNEUMATICS	ELECTRO-MECHANICAL	FILTRATION	FLUID & GAS HANDLING	PROCESS CONTROL	ENGINEERED MATERIALS	CLIMATE CONTROL

**"EMISSIONS FROM ELECTRICITY NEED TO DECLINE  
BY 55% BY 2030 TO MEET OUR NET ZERO EMISSIONS  
BY 2050 SCENARIO"**

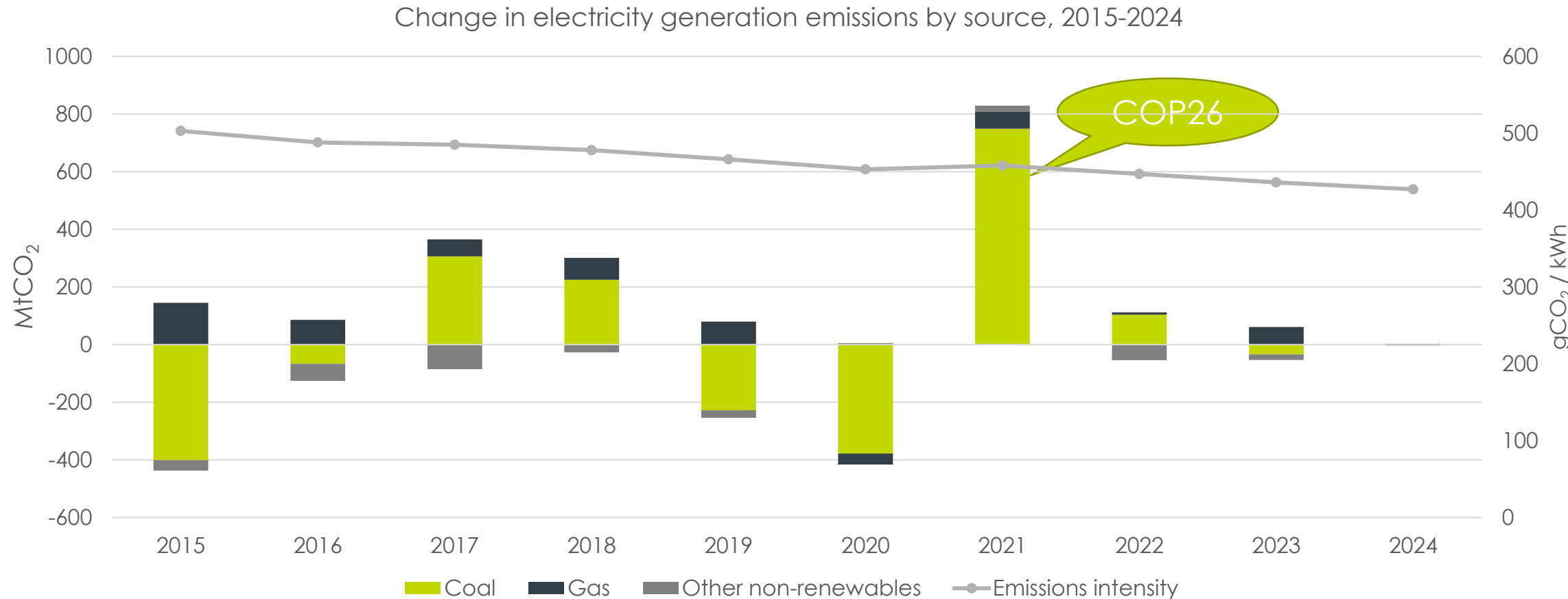


**Fatih Birol**  
IEA Executive Director

# 2021 – A record year

Largest ever CO2 emissions

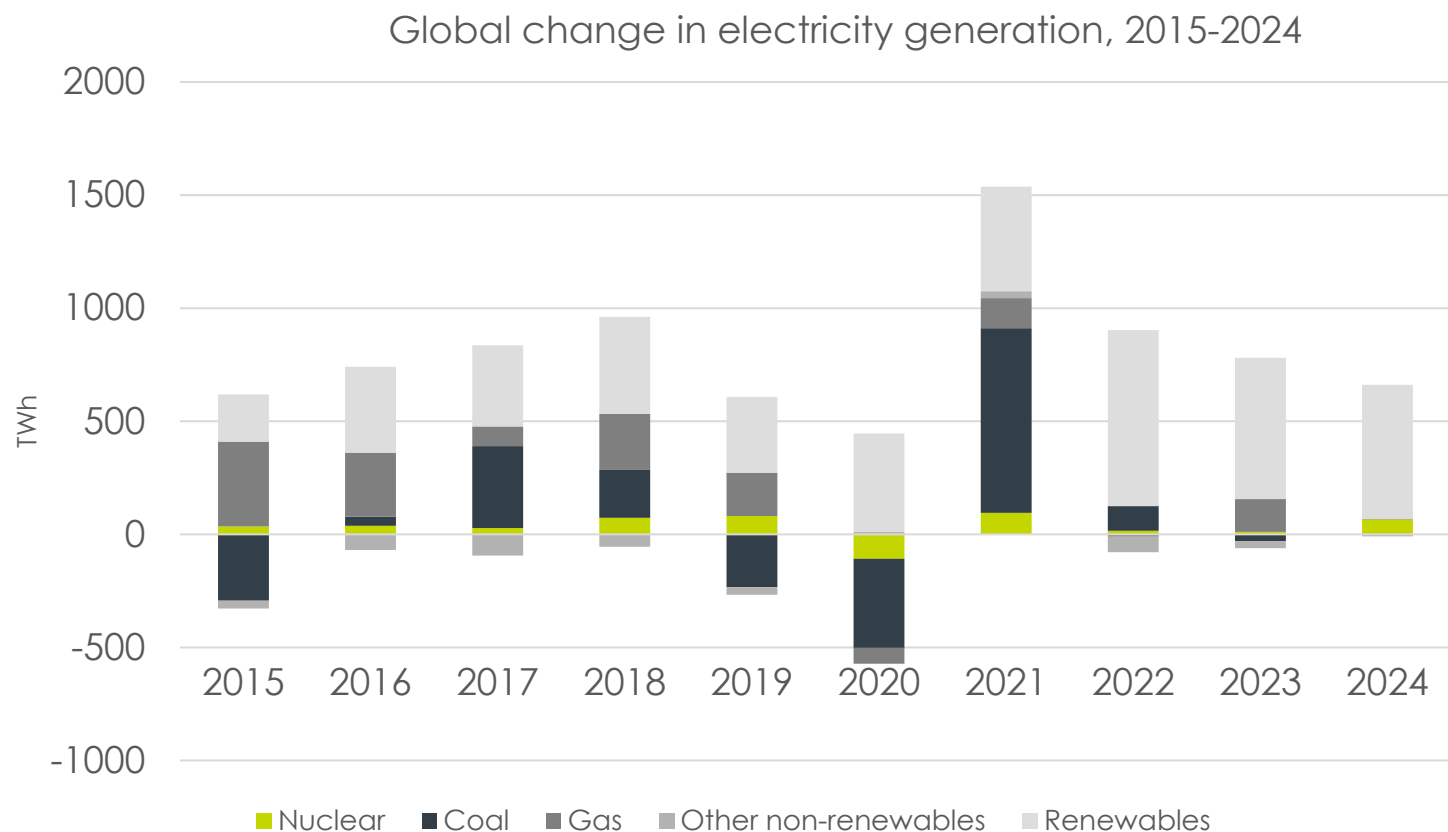
Meggitt signed up to the UN’s initiative “Race to Zero” emissions.



Source: IEA “Electricity Market Report – January 2022”

# 2021 – A record year

## Largest ever increase in electricity generation



### Meggitt Focus:

- ☐ Growth priorities are gas, hydro & nuclear
- ☐ Gas: technologies that optimize combustion or support alternative fuels
- ☐ Opportunities on mid-size machines such industrial gas and steam turbines
- ☐ Harvest coal-related opportunities. No new investments.

☐ *How can we together be part of this transition in your region?*

Source: IEA "Electricity Market Report – January 2022"

# How is Vibro-Meter doing?

## A look back on 2021 and outlook 2022



### 2021 Results:

- ❑ Satisfactory growth in sales and orders
- ❑ Book-to-bill ratio: 1.04
- ❑ Strong orderbook entering 2022
- ❑ A resilient business during a market transition

### 2022 Priorities:

- ❑ New product sales
- ❑ 2021 Target: Profitable growth of >4%
- ❑ Secure supply
- ❑ Improve on-time delivery
- ❑ Agressively chase end user projects
- ❑ Strengthen ties with key OEM's

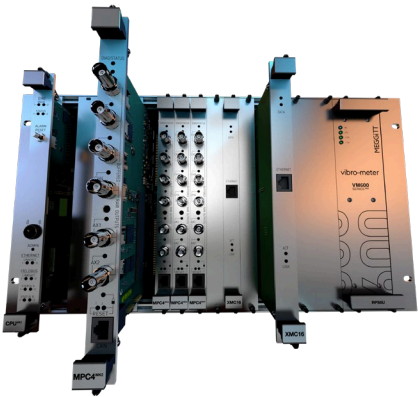


# Key Wins in 2021

2021 was better than 2020 & 2022 will be better than 2021!

## Yedadri Project

- Multi-million order to protect and monitor main machines
- 5 x 800 MW thermal units (!)
- Deliveries over 3 years
- Largest project to date with VM600<sup>Mk2</sup>



## Optical

- Validated technology and performance with Siemens
- Entering industrialization phase
- High-end solution “beyond piezo”
  - Better SNR
  - Better low-frequency measurements



## Great people



# vibro-meter

## OUR VISION

100% predictability from sensors to decisions – creating value to our customer beyond products

### How we achieve it:

- ✓ HPC culture
- ✓ Competitive solutions
- ✓ Customer focus



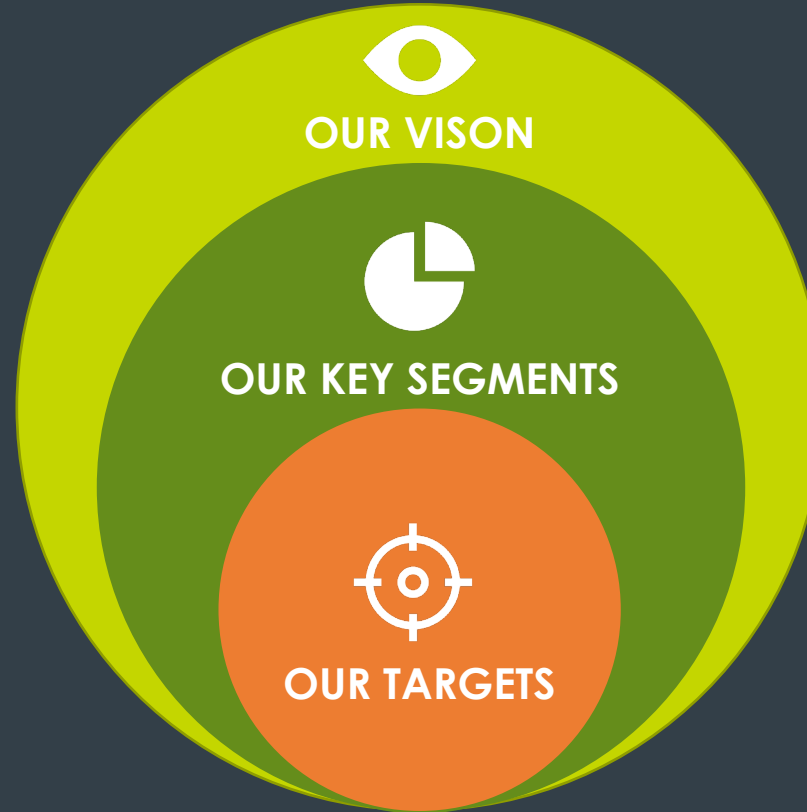
## OEM

Partnering on specific solutions with long term revenue, global account management



## New solutions

Derived from existing products



## OUR KEY SEGMENTS

### 1. Power generation

- Gas & Steam Turbines
- Hydro turbines
- Nuclear power

### 2. Adjacent markets

- «High value asset» monitoring
- Selected projects



## Channel Partners & End Users

Increasing visibility and trust to deliver high margin projects based on our existing hardware and software

# Beyond the numbers

2021

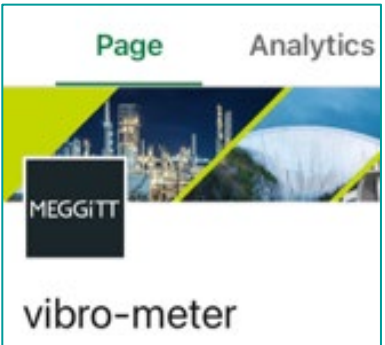


Kept our  
people safe

Delivered first large  
Overspeed project

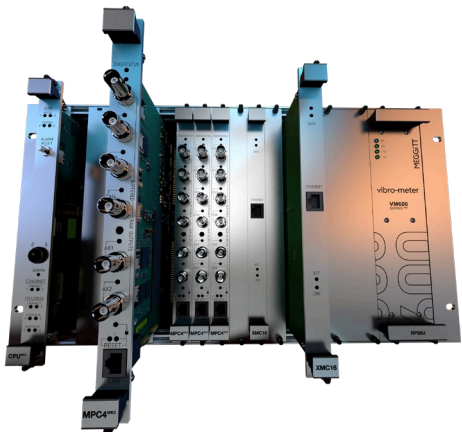


Ramped up  
new TQ/IQS



Visibility &  
brand

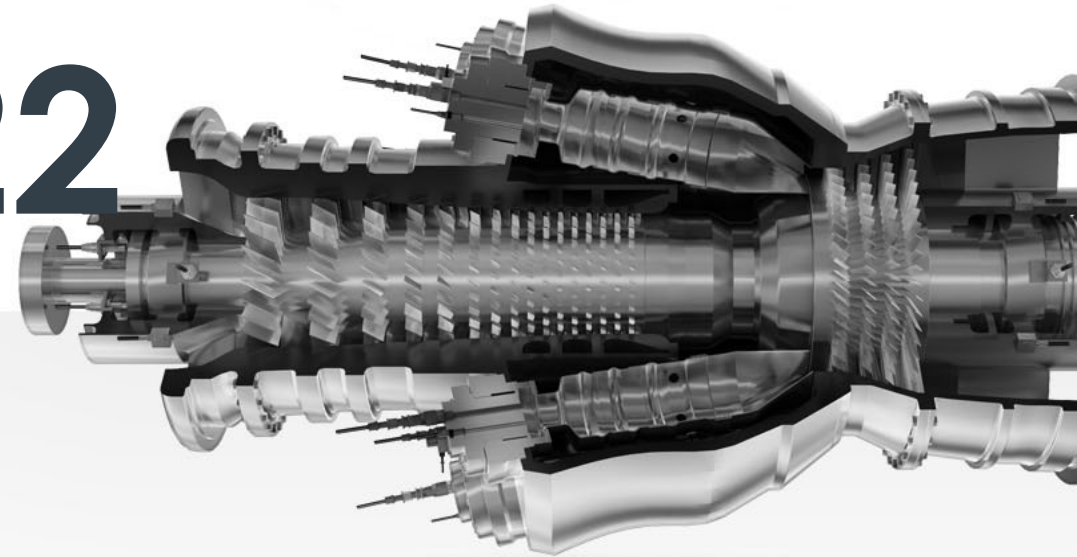
Launched new  
VM600 MKII



Stayed close to  
our customers



# PRIORITIES 2022



# Securing our supply chain and delivery

## 2021 - Delivery challenges all year



- Global shortage on electronic components
- Increased lead times for all materials
- Production equipment issues

## Actions taken

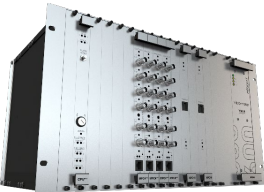
1. 'Tiger team' for electronic components
2. Leveraging outside supply experts
3. Confirmed supplier purchase orders beyond 2022
4. Increased all safety stocks
5. Secured investment to upgrade machines

2022 will again face significant supply challenges



# New vibro-meter product releases in 2022

## Vibration protection & condition monitoring solutions



next generation rack-based system for advanced machinery protection and condition monitoring, **VM600<sup>Mk2</sup>**  
**SIL2 certified**



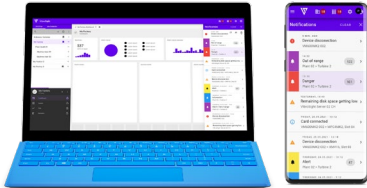
next generation **MPC4<sup>Mk2</sup>** module with condition monitoring capabilities and new configurator, **VibroSight Capture**



galvanic separation unit **GSI127 SIL2 certified**



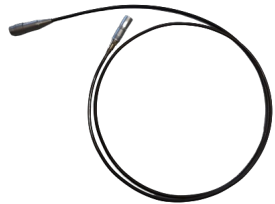
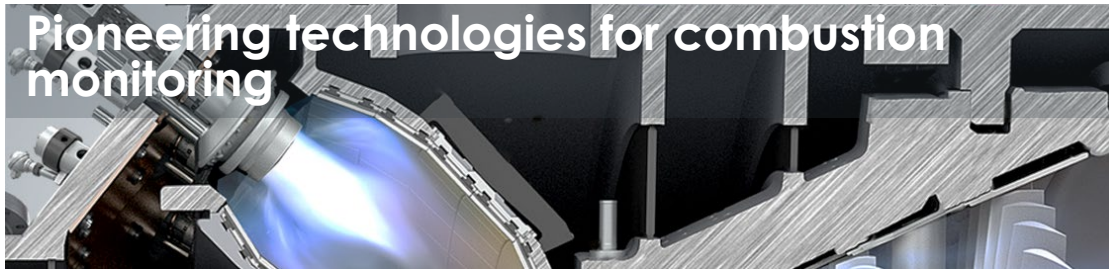
new signal conditioner **IQS910** with 4-20mA output for both vibration and position



web-based Enterprise view, **VibroSight Central (2023)**

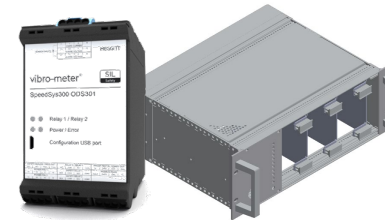
# New vibro-meter product releases in 2022

## Combustion monitoring and overspeed detection solutions



**small size dynamic pressure transducer**  
**CP751** without pyro-electric effects and  
mechanical resonance below 10 kHz

**new optical dynamic pressure sensor (2023)**  
with extended measurement capability,  
improved sensitivity and accuracy, and  
inherently safe and reliable



**SIL3 2oo3 rack-based solutions**  
with SpeedSys300 ODS301  
modules

# Marketing priority for 2022

To generate leads for all of us

What is your role?	
Step 1	To share, comment and like
Steps 2 & 3	Learn, use to engage conversation
Step 4	Follow-up with the sales lead and give us feedback

We are curious as to why you are interested in our TSI guide.\*

- ☐ I want to upgrade my TSI system
- ☐ I need to maintain my existing TSI instrumentation and system
- ☐ I want to know more about what I am measuring from TSI system
- ☐ I'm a maintenance/reliability professional using data from TSI system

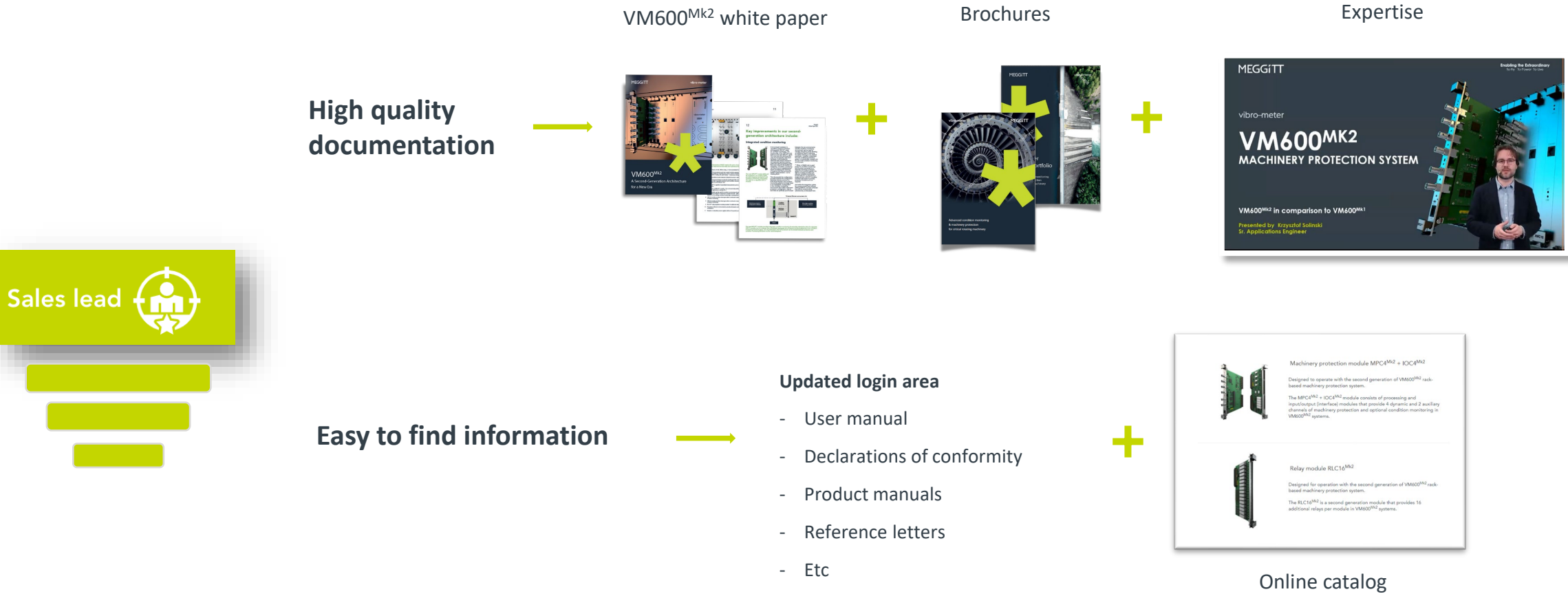
- ☐ I'm a student/teacher and want to learn more about TSI systems
- ☐ I don't fit in any of the above categories (please indicate your job function and reason for curiosity)





# How marketing support's your sales conversion process

## The sales funnel



# Conclusion

## Key messages

- ❑ Our market fundamentals remain strong.
- ❑ Despite supply challenges, 2021 was a good year. 2022 will be better!
- ❑ We count on you to promote our new products.

More is coming from Meggitt in terms of innovation and marketing material.

- ❑ In all likelihood, we will be part of Parker Hannafin in a few months time.

We believe it is an opportunity for Meggitt and for our partners.

- ❑ Sales Partners continue to be a key part of our strategy to serve end users globally.

# QUESTIONS?

Ask your questions on [menti.com](https://menti.com),  
use the code: 4252 1034



# MENTIMETER TIME

Ask your questions on [menti.com](https://menti.com),  
use the code: 4252 1034