EU Distribution Update Webinar

November 2015

Introduction

Objective: Provide update on different topics of importance to EU Distributors

Duration: 45 min Presentation & 15 min Q & A

**West
Participants:**   Guil Silva (VP/GM)

Ian Collins (Product & Marketing Manager)

Jerome Rizzo (EU Sales Director)

Stephan Sommer (R&D Director)

Carsten Bunk (Product Manager)

Steve Allen (Operations Director)

Gregor Mathers (Finance Director)

Angie McKenna (HR Manager)

Philippe Dubois (Sales Manager)

John Tyrrell (Sales Manager)

Bryony Hamm (Digital Marketing Assistant)

Timothy Cox (Digital Marketing Exécutive)

Agenda

- West Control Solutions' Results
  - 2015 & 2016 performance highlights and targets

- Recent and Upcoming Investments

- Strategic Plan Highlights & Product Roadmap

- Future Distribution Communication

- Q & A

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Key 2015 Investments in West Control Solutions

- ## Production investments
  - New production cells to support quality and OTD
  - New SMT line with upgraded software and BGA inspection microscope
  - New ESD interlocking floor
  - Full site electrical upgrade and fire detection system
  - New wave solder dispensing system, Tester PSU and solder rework station

- ## R&D investments
  - New environmental chamber
  - Additional lab equipment upgrades (e.g. new surge and burst generator, high spec oscilloscope)
  - Compliance with UL Data Acceptance Program (up-to-date measurement equipment and lab facilities, knowledge of standards and procedures, calibration requirements)
  - Additional engineers (Mechanical Engineer, HW Engineer, FW Engineer, FT Project Manager)

Future Investments in 2016
- Further increase in R&D spend YOY
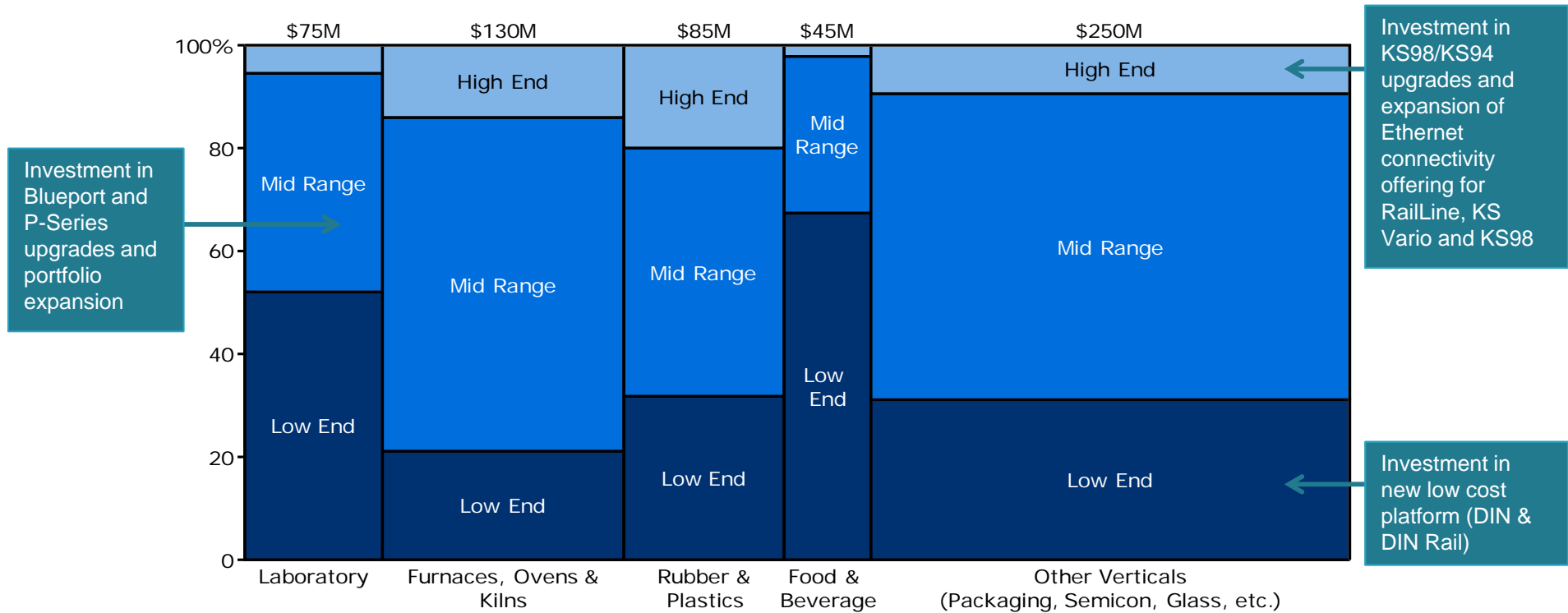- Production and R&D related capital investments

New Team Members in 2015

- Chris Cremer (NA Sales Director)
- Carsten Hildebrandt (Northern Germany Sales Manager)
- John Tyrrell (UK / Scandinavia Sales Manager)
- John Thoma (US-Midwest Sales Manager)
- Zhiying Guo (DACH Inside Sales)
- Oscar Ledezma (Materials Controller)
- Jon Kentish (Supply Chain)
- Siegfried Windels (Despatch)
- Teresa Zardoya Royo (Mechanical Engineer)
- Daniel Pradales (Electronic Engineer)
- Markus Krug (SW/FW Engineer Germany)
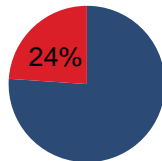- Marie-Jean Feza-Misano (French Customer Service)

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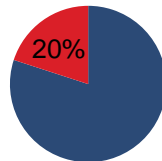- Future Distribution Communication
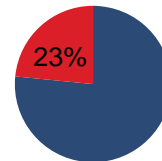
- Q & A
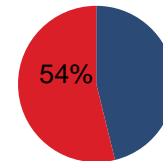
Global Temperature Controller Market Map

Global Temperature Controller Market Map

Market segment bar chart:

- Laboratory — $75M: Low End, Mid Range
- Furnaces, Ovens & Kilns — $130M: Low End, Mid Range, High End
- Rubber & Plastics — $85M: Low End, Mid Range, High End
- Food & Beverage — $45M: Low End, Mid Range
- Other Verticals (Packaging, Semicon, Glass, etc.) — $250M: Low End, Mid Range, High End

Annotations:
- Investment in Blueport and P-Series upgrades and portfolio expansion
- Investment in KS98/KS94 upgrades and expansion of Ethernet connectivity offering for RailLine, KS Vario and KS98
- Investment in new low cost platform (DIN & DIN Rail)

Pie charts:
- Total Mkt - $585M: EU 24%, ROW
- Low End - $200M: EU 20%, ROW
- Mid Range - $320M: EU 23%, ROW
- High End - $65M: EU 54%, ROW

Legend: EU (red), ROW (dark blue)
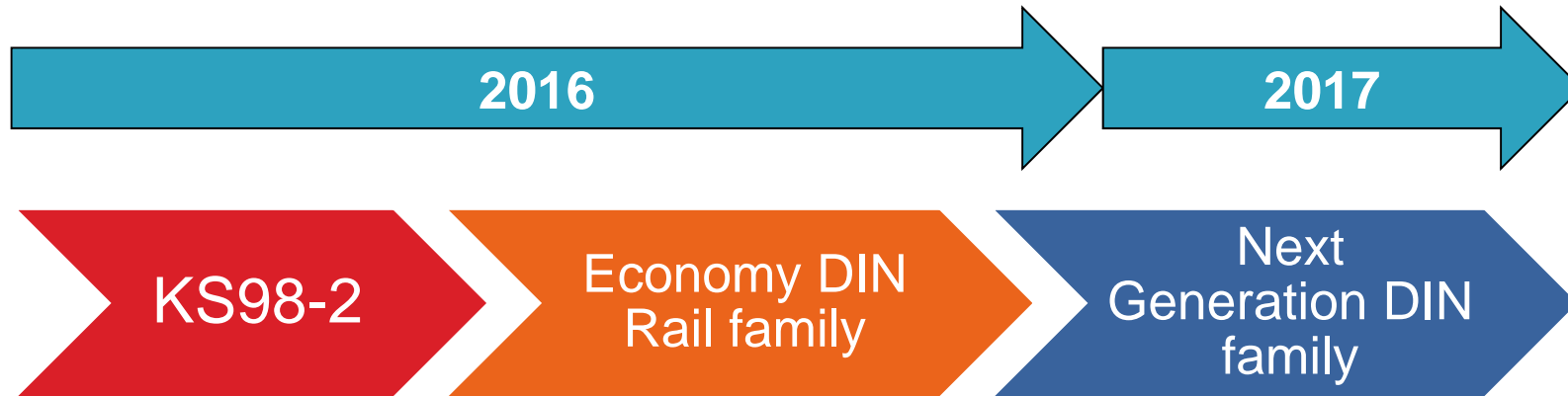
Roadmap and outlook

Launched in Q2 2015

MAXVU low end controller
- 1/16 and 1/8 DIN
- Universal input, up to 3 outputs
- 67mm depth

Fast & Simple to Configure
- Short menu, can configure in 60s
- New easy software tool with wizards

High visibility display
- Large clear digits
- Wide viewing angle

MAXVU.. now installed and used by many customers

Ethernet communication roadmap

Profinet
- KSvario   available
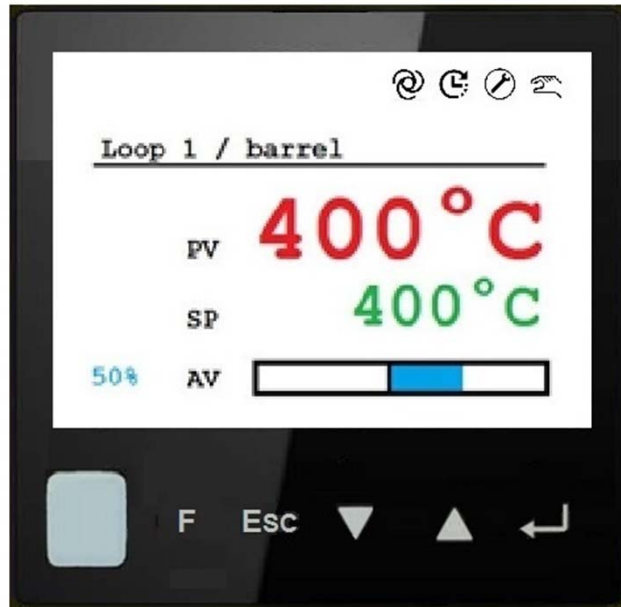- RailLine   Q1 2016
- KS94/98   Q4 2016

Ethernet IP
- KSvario   available

Modbus TCP
- KSvario   available
- RailLine   available
- MLC9000   available
- ProEC44   available
- KS94/98   Q3 2016

KS98-2 programmable multi function unit

A full automation system in a DIN box
- Sophisticated Process control
- Logic and sequence control
- Datalogging

Up to date HW design
- Color screen
- Ethernet communication
- USB front interface
- Unprecedented I/O modularity

Backward compatible to KS98/KS98-1
- Almost identical field connections
- Enhanced version of existing engineering utility

Available in Q3 2016

Economy DINrail family
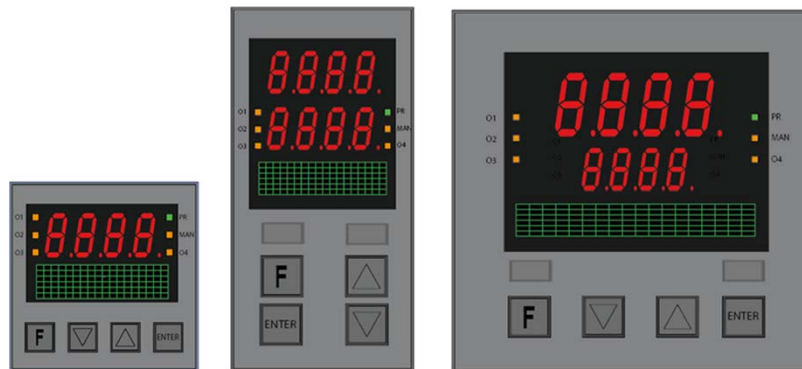
Standalone DINrail controller
- DINrail snap-on
- Simple user interface
- Universal input
- Digital input
- Option for RS485 Modbus communication
- Up to 3 SSR/Relay outputs
- Option for linear output

Standalone DINrail limiter
- DINrail snap-on
- Simple user interface
- Universal input
- Digital input and optional RS485
- FM and EN14597 (TB) approvals

Available in Q3 2016

Next Generation DIN family

Successor product lines to West P-series and PMA Blue Port

Backward compatible
Same wiring and menu structure, an easy drop-in replacement to the existing controller.

HMI Improvements
Simplified operation with basic text display and more flexible operation from front panel.

Performance enhancements
New features and capability to expand opportunities

Improved connectivity
Uses the latest technologies for local and remote networks.

Improved Aesthetics
Fits with changing customer needs

Available in Q2 2017

Product Roadmap Summary

- Low cost MAXVU launched in early 2015

- Expansion of connectivity offering for RailLine in Q1 2016 and for KS 94/98 in second half 2016

- KS98-2 upgrade and competitive DINrail controller and limiter planned targeted for Q3 2016

- Mid range upgrades for P-Series and Blueport range planned for early 2017

- Engage with distributors on VOC to finalize product specs

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Future Distribution Communication

- Next EU Distributor Conference in Brighton planned for w/c 19th September 2016

- Annual end-of-year webinar meeting to communicate key updates and address key concerns

- Regular communications through emails and e-Newsletters

- Targeted communications related to NPD (e.g. Webinars)

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THANK YOU