This presentation and the associated discussion contain forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are not guarantees of future performance and actual outcomes and results may differ materially. Such forward-looking statements speak only as of the date on which this presentation is made and the Company does not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of this presentation. Please refer to our most recently filed 10-K for a description of factors that could cause actual outcomes or results to differ materially.
2007 Revenue: $755M - $770M
• U.S. Government: 39%
• International: 39%
• Commercial: 51%
2007 EPS: $1.73 - $1.78

5-year Growth Rate:
• Revenue: 24%
• EPS: 27%

WORLD’S LARGEST COMMERCIAL INFRARED COMPANY
WORLD’S LARGEST COMMERCIAL INFRARED COMPANY

- Market Leader in Large, Growing Markets
- Commercial Model for High-Growth Military Markets
- Performance Track Record
- Low Cost
- Distribution
- Product Line Breadth
- Brand
SUPERIOR TECHNOLOGY

• Utilizes the Infrared Portion of the Electromagnetic Spectrum
• “Sees” Heat
• Completely Passive
• “Cooled” and “Uncooled” Technologies
SAVES LIVES

- Search and Rescue
- Accident Avoidance
- Force Protection
- Law Enforcement

- Security
- Fire
- Reconnaissance
- Medical
SAVES $$

- Building / Home Inspection
- Preventative Maintenance
- Reduces Energy Consumption
- Improves Manufacturing Efficiency
- Security
SAFEGUARD THE ENVIRONMENT

- Reduces Greenhouse Gases
- “See” Gas Leaks
- Reduces Wasted Energy
- Helps Find Pollution
FLIR ADDRESSED MARKET

TODAY: $4.2 Billion

Source: Maxtech International and FLIR estimates
MASS MARKET POTENTIAL (U.S. Only)

- Critical Infrastructure (DHS): 77,000
- Mass Transit Vehicles: 82,000
- Building Inspectors: 100,000
- General Aviation Aircraft: 240,000
- Fire Fighters: 300,000
- Military Vehicles: 400,000
- Electricians: 650,000
- Law Enforcement Officers: 840,000
- Active Military: 1,500,000
- Recreational boats > 26 feet: 1,600,000
- "Luxury" auto sales (Annually): 1,700,000
- Total Auto Sales (Annually): 16,000,000

Source: U.S. Dept. of Transportation; U.S. Dept. of Labor; Int'l Institute for Strategic Studies; Autodata; CSM Worldwide; General Aviation Manufacturers Association; FLIR Estimates
Organized for Growth

Organized Around Key Markets

Unique between Divisions:
- Markets
- Distribution
- Customers

Same between Divisions:
- Technology
- Brand
- Strategy

Graph showing distribution of unique and same aspects between divisions.

- Government Systems: 49%
- Commercial Vision Systems: 34%
- Thermography: 17%
TEMPERATURE MEASUREMENT

Performance:
Revenue: $233M
5-Year Growth: 22% / yr
ASP’s: $5K - $100K
HIGH PERFORMANCE IMAGING

Performance:
Revenue: $314M
2-Year Growth: 25% / yr
ASP’s: $10K - $1,000K
INFRARED FOR EVERYONE

Performance:
Revenue: $117M
2-Year Growth: 27% / yr
ASP’s: $3K - $300K
VIRTUOUS CYCLE EXPANDS MARKET PENETRATION

- Thermography units up 100% since 2005
- Detector units up 250% since 2005
VIRTUOUS CYCLE EXPANDS MARKET PENETRATION

R&D = 10% of revenue
Detector cost down ~75% over past 3 years
VIRTUOUS CYCLE EXPANDS MARKET PENETRATION

Lower Prices in Price Elastic Markets
COMMERCIAL MODEL FOR THE FUTURE OF GOVERNMENT PROCUREMENT

- More accountability
- More efficiency

- Best Solution
- Lowest Price
- Fast Delivery
- Service

- Self-funded R&D
- Roadmap: one product for many customers
### LONG TERM CONTRACT VEHICLES

**IMPROVE VISIBILITY**

<table>
<thead>
<tr>
<th>Program</th>
<th>Customer</th>
<th>Contract $M</th>
</tr>
</thead>
<tbody>
<tr>
<td>LEADIR</td>
<td>Army</td>
<td>$41</td>
</tr>
<tr>
<td>RAID</td>
<td>Army</td>
<td>$121</td>
</tr>
<tr>
<td>HPMF</td>
<td>Army / Navy</td>
<td>$50</td>
</tr>
<tr>
<td>SPS EOS</td>
<td>Navy</td>
<td>$34</td>
</tr>
<tr>
<td>NSWC - SeeSpot III</td>
<td>Navy</td>
<td>$35</td>
</tr>
<tr>
<td>NSWC - RECON III</td>
<td>Navy</td>
<td>$12</td>
</tr>
<tr>
<td>NSWC - MicroStar</td>
<td>Navy</td>
<td>$5</td>
</tr>
<tr>
<td>MARFLIR</td>
<td>Navy / USCG</td>
<td>$5</td>
</tr>
<tr>
<td>CCFLIR</td>
<td>SOCOM</td>
<td>$75</td>
</tr>
<tr>
<td>SOCOM - RECON III</td>
<td>SOCOM</td>
<td>$48</td>
</tr>
<tr>
<td>SIRVSS</td>
<td>USCG</td>
<td>$50</td>
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<tr>
<td>KAX - 1A</td>
<td>SOCOM</td>
<td>$9</td>
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<tr>
<td>USCG ESS</td>
<td>USCG</td>
<td>$37</td>
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<tr>
<td>HISS</td>
<td>DoD</td>
<td>$27</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td><strong>$550</strong></td>
</tr>
<tr>
<td><strong>Remaining Balance (not yet ordered)</strong></td>
<td></td>
<td><strong>$351</strong></td>
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</tbody>
</table>

Note: Does not include contracts where FLIR is a subcontractor
OWNERSHIP OF CRITICAL TECHNOLOGIES

Detectors

Stabilization

Lenses

Lasers

Software

Electronics
OWNERSHIP OF CRITICAL TECHNOLOGIES

• Enables best-in-class products, fast design cycles, low-cost designs
• Unique in the industry
STRONG TRACK RECORD

Financial Performance

- $1.73
- $1.78

2002: $261
2003: $312
2004: $483
2005: $509
2006: $575
2007 F: $755

$0
$200
$400
$600
$800

Revenue
EPS

$0.00
$0.40
$0.80
$1.20
$1.75

-770
### OUTSTANDING BUSINESS MODEL

<table>
<thead>
<tr>
<th></th>
<th>Actual Performance (ttm)</th>
<th>Total FLIR</th>
<th>Long-Term Model</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>GS</td>
<td>Therm</td>
<td>CVS</td>
</tr>
<tr>
<td>Revenue Growth</td>
<td>43%</td>
<td>19%</td>
<td>36%</td>
</tr>
<tr>
<td>% of FLIR Revenue</td>
<td>49%</td>
<td>34%</td>
<td>17%</td>
</tr>
<tr>
<td>R&amp;D Investment</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Op Margins</td>
<td>34%</td>
<td>31%</td>
<td>20%</td>
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<tr>
<td>EPS Growth</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
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<tr>
<td>Backlog (9/30/07)</td>
<td>$316M</td>
<td>$18M</td>
<td>$59M</td>
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</tbody>
</table>

* Includes corporate expenses
## FINANCIAL FLEXIBILITY

<table>
<thead>
<tr>
<th></th>
<th>Sep-07</th>
<th>Dec-06</th>
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</thead>
<tbody>
<tr>
<td>Cash &amp; Investments</td>
<td>$170</td>
<td>$139</td>
</tr>
<tr>
<td>Working Capital</td>
<td>$464</td>
<td>$316</td>
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<tr>
<td>Property, Plant &amp; Equipment</td>
<td>$114</td>
<td>$92</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$932</td>
<td>$798</td>
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<tr>
<td>L/T Debt *</td>
<td>$208</td>
<td>$207</td>
</tr>
<tr>
<td>Total Equity</td>
<td>$556</td>
<td>$399</td>
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<tr>
<td>Day's Sales Outstanding</td>
<td>84.9</td>
<td>86.9</td>
</tr>
<tr>
<td>Inventory Turns</td>
<td>1.9</td>
<td>1.9</td>
</tr>
<tr>
<td>Return on Equity</td>
<td>28%</td>
<td>29%</td>
</tr>
</tbody>
</table>

* Represents in-the-money convertible at 3%
INVESTMENT MERITS

- Growth Company
- Vast Markets
- Driving Industry Growth
- New Products
- Expanding Distribution
- Organized for Success
- Performance Track Record