

CohuHD Business Overview

June 6, 2014



COHU | HD

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www.CohuHD.com

CohuHD

60 years young...

The leader for outdoor,
extreme environments

Who uses CohuHD cameras:

- Highways in 27+ States
- Nuclear reactors, utilities, mines, oil/gas
- U.S. Navy shipboard applications
- Military base security
- Missile guidance systems
- Border Patrol
- Cape Canaveral and SpaceX launches

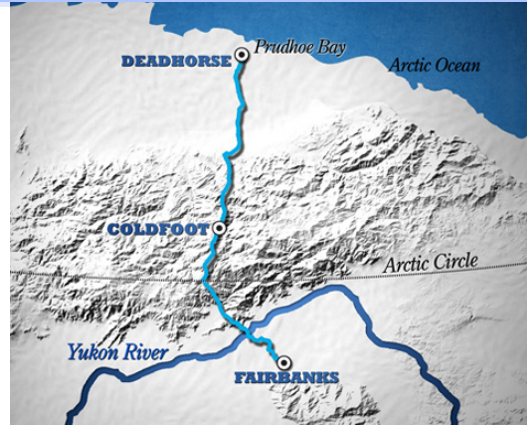


Corporate HQ, Poway, CA



Marquee Customer Base!





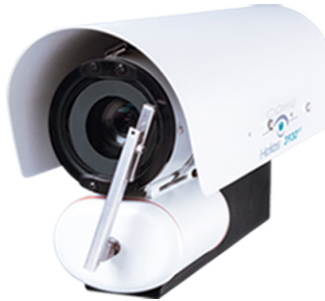
- Ames Wind Tunnel
- Alaskan Ice Road
- USS San Diego many other Ships
- Protecting Greek Aegean coast
- Princes' Palaces
- California Freeways
- Nuclear Power Plants
- Celebrity Yachts



- Freeways of Rio
- Golden Gate Bridge
- Skyway Bridge Tampa, FL
- Saudi Oil Fields
- International Space Station
- German Train Stations
- Kennedy Space Center
- Stryker Armored Vehicles
- Protecting Borders Around the World

The Value of CohuHD

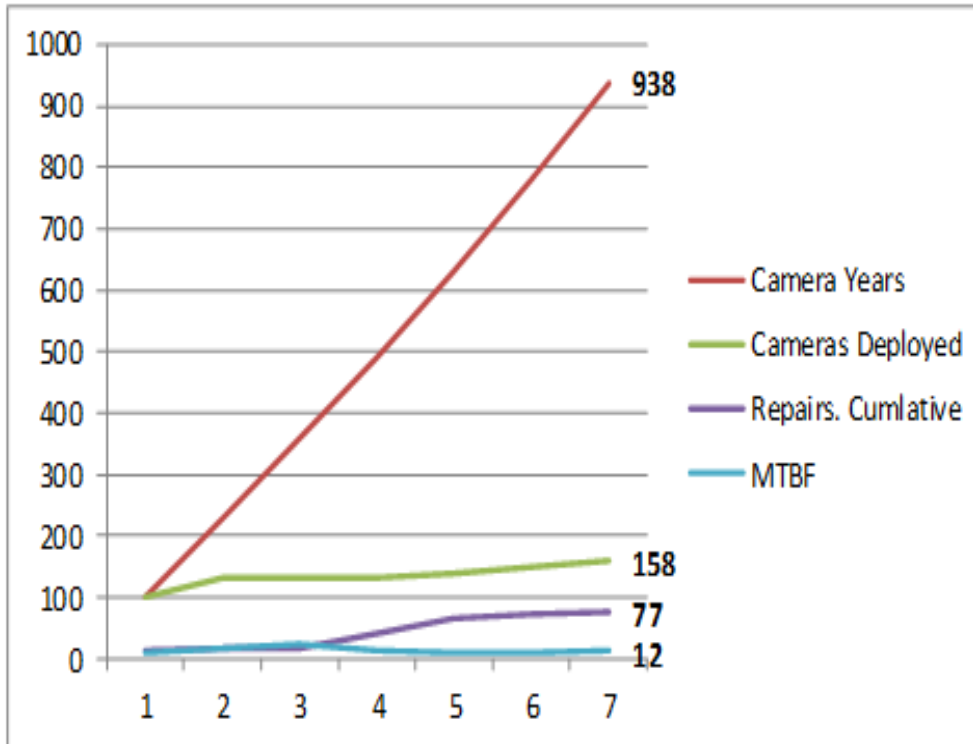
- Quality
- Service
- Innovation
- Product Overview
- Why Buy CohuHD?



Quality

- ISO 9001 certified
- High quality materials (Made in the USA)
- Sealed and pressurized enclosures, IP67
- Highest environmental, shock/vibe temperature specs in the market
- Reliability in most demanding critical infrastructure environments:
 - Remote/Difficult to Access Locations
 - Poor Electrical/Mechanical/Network Environments
 - Extreme Environment Conditions (Hot, Cold, Vibration, Moisture)
 - Mission Critical Requirements
 - Long Range Surveillance

Case Study on Long Term Reliability of CohuHD Cameras...



The Low TCO of CohuHD Cameras:

158 CohuHD cameras deployed over 7 years

Used **24/7** for a total of **938** camera years, or **8.2 million hours of operation**

12 year MTBF (Mean Time Between Failures) – the average number of camera years between failures

\$23 - Repair cost per year per camera

The region where these Cohu cameras were installed has a diverse climate with heavy snowfalls, hurricanes, tropical storms, humidity, thunderstorms, and temperatures ranging between -30° F and +110° F.

Service

- IP Service Support to assist in the configuration and set-up of IP based products
- Offer on-site field technicians to assist in training and troubleshooting
- Utility software for designing and operating cameras available on CohuHD website
- Extended warranty contracts are available
- Lifetime warranty on re-pressurization of housings
- Experts on-call to assist you!

Innovation Today...

- Growing Line of HD Products
 - HDTV – High Definition Cameras
 - Bandwidth Efficient H.264 Encoding
 - CohuHD is the “Standard” for Rugged, Outdoor PTZ
 - First HD Ultra Long Range Camera to Market
 - IP67, Pressurized, Highest Temperature Specs in Industry
 - Ability to bring high value, customized solutions to customers
 - Hybrid solutions, Analog/Digital
 - Open standards support



Helios Family – PTZ and Fixed

■ HDTV Video Performance

- 720p30 x30
- 1080p30 x20
- EIS, Defog image processing
- .005 lux sensitivity

■ Video Encoding/Streaming

- H.264/MJPEG Encoding Standards
- RTSP/HTTP/MP2TS Streaming Standards
- Analog Out

■ Environmental Operation

- IP67 Protection, TS2 Shock/Vibe
- -40° to +74° C Operating Temp

■ Communications

- ONVIF / NTCIPoIP Compliance

■ PTZ

- 360 degree continuous pan, +/-90° tilt
- Variable Speed Positioning

■ Leading family for the Traffic Market!



Helios Thermal Positioner - 5970^{SD}

■ Video Imaging

- Latest in LWIR, Uncooled, 17um Technologies
- FPA choice of 320x240 or 640x480 (30fps or 9fps/exportable)
- Lens choices up to 100mm with remote manual focus control

■ Video Encoding/Streaming

- H.264/MJPEG Encoding Standards
- RTSP/HTTP/MP2TS Streaming Standards
- Hybrid IP/Analog Operation

■ Environmental

- -40° to +74° C Operating Temp
- TS2 Shock/Vibration

■ Communications

- ONVIF/NTCIPoIP Compliance

■ PTZ

- 360 degree continuous pan, +/-90° tilt
- Variable Speed Positioning



Long Range - CohuHD 8800 Family

■ HD Resolution Imaging

- Day/Night Operation, Hi Sensitivity
- World's first HD 1080p ultra long range camera

■ Long Range HD Optics

- 137x zoom
- Human Detection to 30 miles (*Johnson Criteria Calculation*)
- Lens Options to suit application

■ Optional Variable Speed Positioning System

- Variable Speed 0.056 and 45 deg/sec
 - Required for Tracking Distant Slow Objects to Close Fast Objects

■ Ruggedized Environmental

- IP67/IP66, -40° to +60° C Operation

■ Communications

- IP Ethernet, Multi-Manufactures protocol support

■ Customizable Configurations

- Paint, Faceplate Wiper, Arctic Heater

■ COTS Accessories Ready

- Tracking, Stabilization, Image Enhancements



808nm Laser Illumination at 2Km



Why Buy CohuHD?

- Proudly Made in the USA for more than 60 years!
- Decade's long leadership in the Traffic market
- The experts in Rugged PTZ cameras, ideally suited for the most difficult operating environments
- Highest shock, vibe and operating temperature standards in the industry
- IP67 Sealed and Pressurized product line
- Ability to build customized solutions to the most exacting standards
- Market's first Ultra Long Range HD system
- Offer technology migration path with Hybrid Analog/IP output



New Orleans PD



Nevada DOT



Nansen-class Frigate

Strategic Benefits of Costar Acquisition of CohuHD *Much Broader Product Line...*

CohuHD Strengths

Outdoor IP 67
"Flagship"
3900 Series



Thermal
5900 Series



Long Range
8800 Series



CohuHD's strength is on rugged, IP 67 product primarily for Transportation applications; Resource constraints have impeded us from expanding beyond this niche

Costar Strengths

Outdoor IP 66
Indoor
MMP



VMS Software



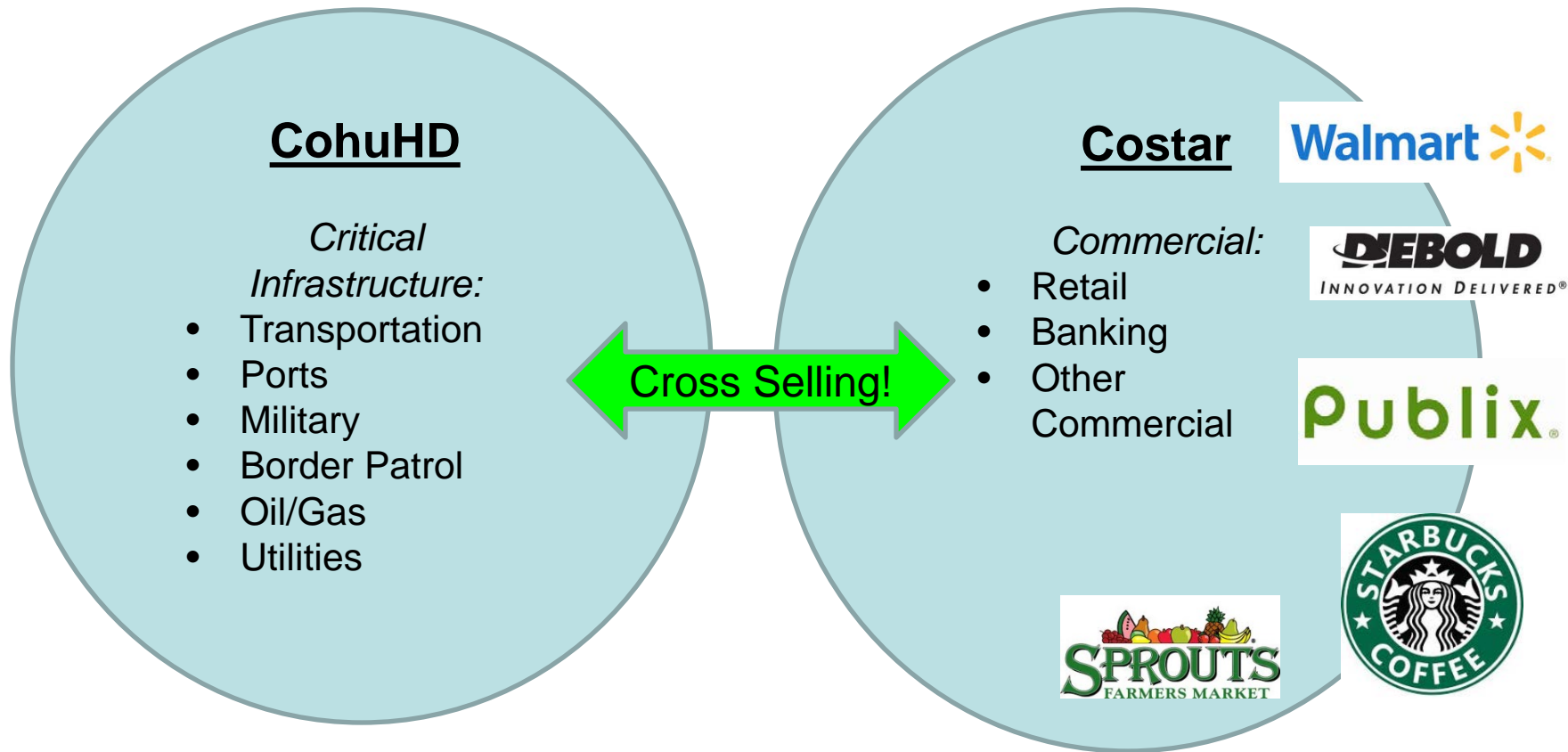
Digital
Recorders



Costar has a broad range of products including Outdoor IP 66, Indoor, MMP, NVRs and Software. The combined company has an end-to-end product solution, with highly differentiated products and high-value U.S. based manufacturing capabilities

Strategic Benefits of Transaction

New Market Opportunities...



Summary

- Quality
- Service
- Innovation
- Product Line
- Your Partner for Video Solutions!



Staples Center, LA



Equate Petro, Kuwait



Brooklyn, NY



USS Ponce

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