

# VibroSystem Inc.

Leader in integrated monitoring solutions  
for large rotating machines



# Company profile

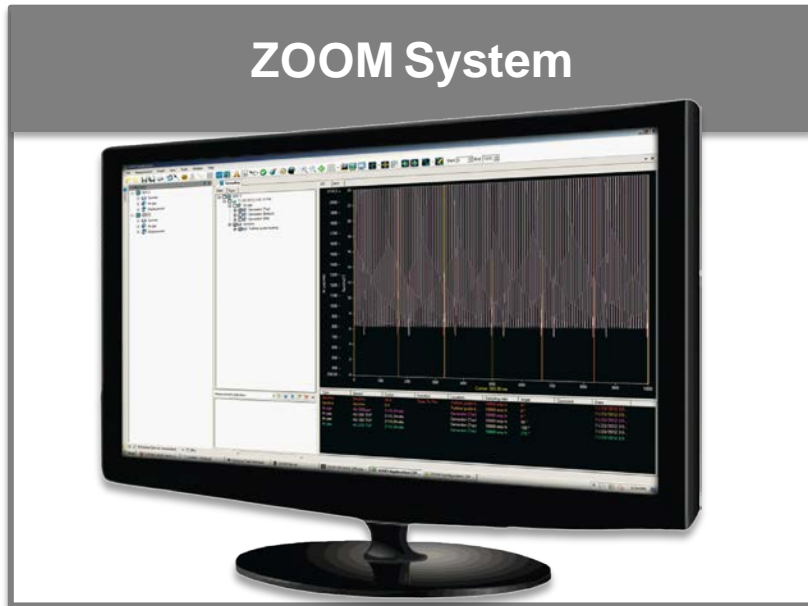
---

- Design and manufacture of on-line monitoring systems for large rotating machines and associated services
- Markets: hydropower, thermal power, mining
- Patented technologies
- Year in business: 30 years / since 1986
- Renowned expertise solicited by various international organizations that aim to set worldwide standards in the industry, like IEEE<sup>®</sup>, CIGRÉ and EPRI<sup>®</sup> organizations

# VibroSystem or Third-Party Sensors



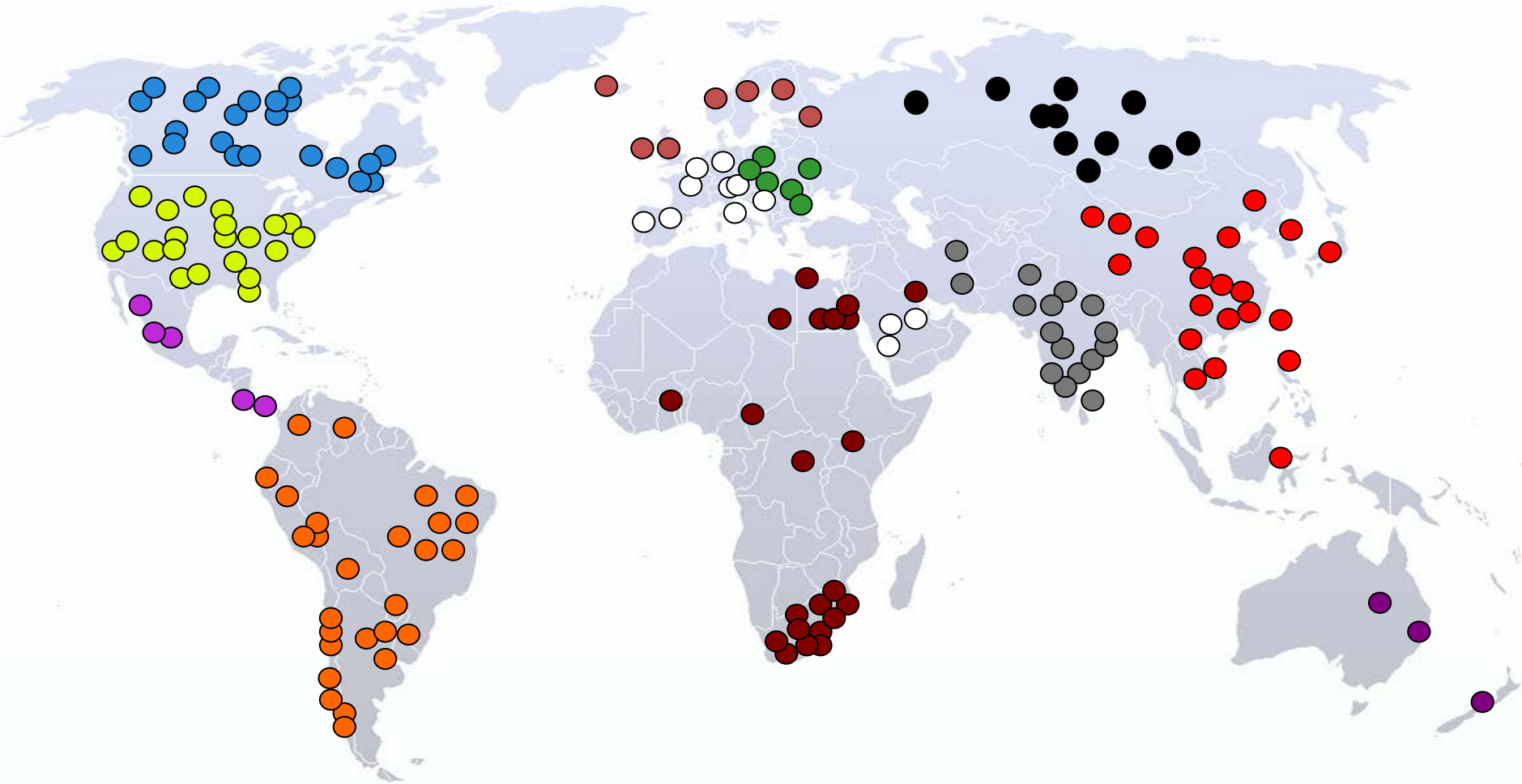
# Optional Acquisition/ Communication Services



# SCADA Interconnectivity



# Customers worldwide



## Why Indian Market ?

---

- Fifth largest electricity producer and installed capacity
- Second-most populous country with over 1.2 billion people
- 35.5% of the population still live without access to electricity
- Economic growth : 7 to 10 %
- Capacity addition target in the 12th Five Year Plan (2012 – 2017) : 90 000MW including about 50000MW for thermal projects
- Renovation&Modernization / Life Extension programs : 21 503MW target in the 12th Five Year Plan



# Doing business in India

## Our experience

---

- Business in India since 1999
- Challenges
  - Introduction of new technologies
  - Finding the right partner(s)
  - Culture difference
  - Network building
  - Negotiation practices
- Obstacles
  - Government companies process
  - Import taxes
  - Equipment under warranty
- Recommendations
- Current business status