

Innovative and advantageous gas analytic solutions for the energy sector

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EEVF, Zurich
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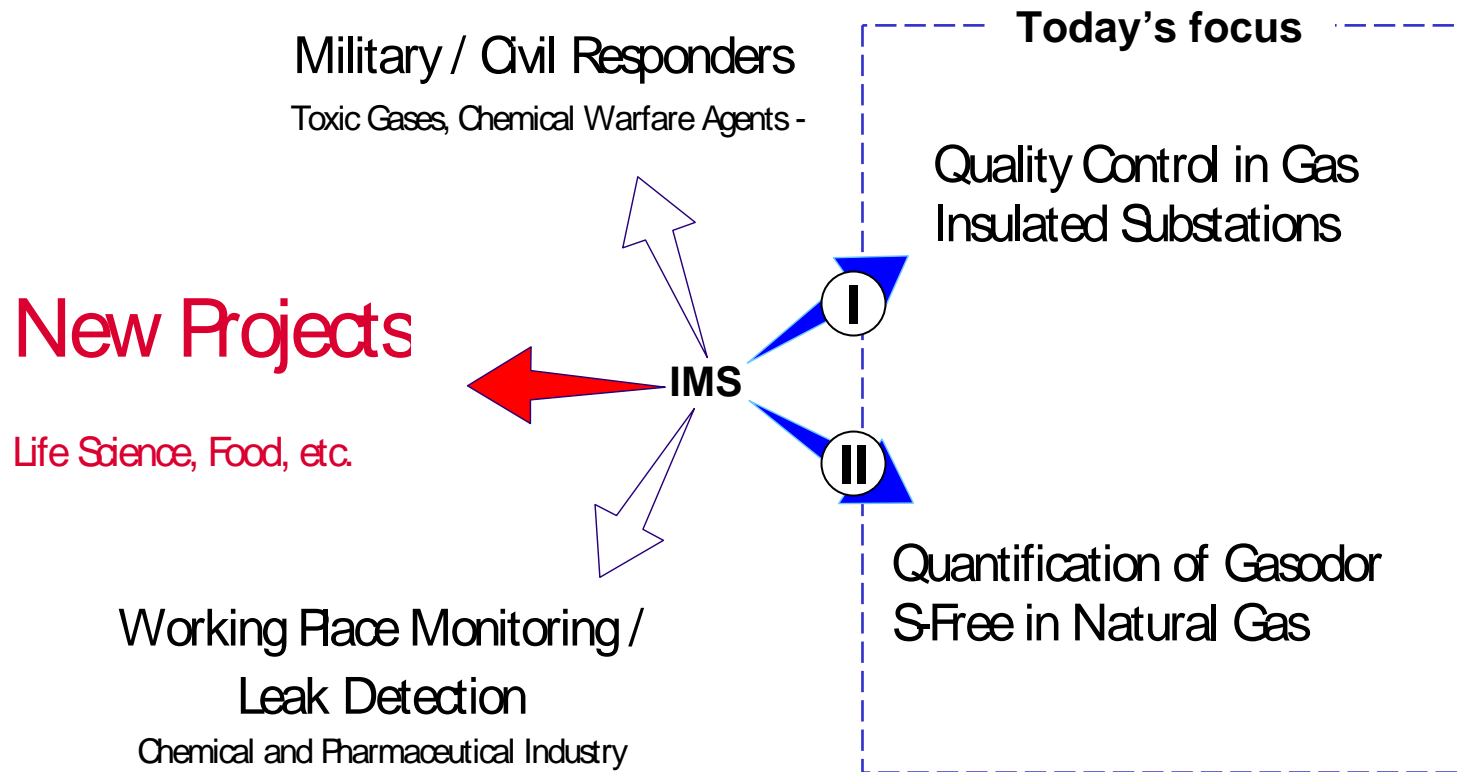
History: 9 Years of Experience

- 1997 „Spin-off“ of the Institute for Analytical Sciences in Dortmund
- 1998 Product launch: Ion mobility spectrometry (IMS) for gas insulated substation (GIS)
- 2000 Winner of the Future Contest of the Ruhr Area 2000
- 2001 Taking up venture capital (S-Venture Capital, KfW)
- 2002 Development of a global sales network in 30 countries
- 2003 Development of μ IMS[®]-ODOR and SF₆-Analyser
- 2005 Capital increase by StoneFund, B
- 2006 Launch of further complementary products

▶ **Currently 16 employees (physicists, chemists, electrical engineers, computer scientists)**



Markets: Today's Focus is on two major Sectors



Market I: GIS Manufactures and Electric Utilities

- GIS are globally introduced since the mid 60s
- GIS technology is and will be state-of-the-art for the coming decades
- GIS show different advantages e. g. reduced space, technical features, etc.
- Increasing electricity consumption leads to extension of life time (30-40 years)

... but

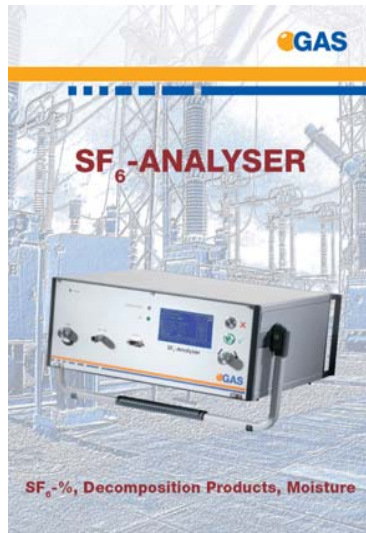


little experience when end of life time of GIS is reached !



Product Range GIS Manufactures & Utilities: Overview

SF₆-Analyser

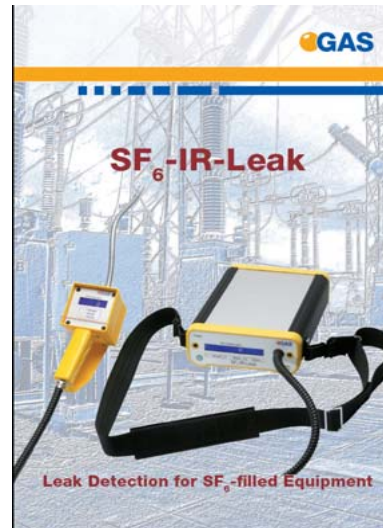


First and only multi-functional SF₆ on-site inspection device

Data acquisition and interpretation acc. to international standards

Provides a condition based maintenance, supports a comprehensive asset management

SF₆-IR-Leak

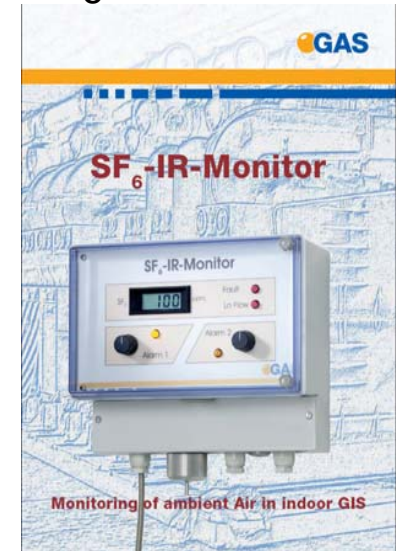


Detects SF₆-leakages (Substation manufacturing testing, maintenance, etc.)

Stand-alone technical features

Prevent SF₆-emission as Kyoto gas (23,900 x CO₂)

SF₆-IR-Monitor



Monitors the MAC of SF₆ in indoor GIS

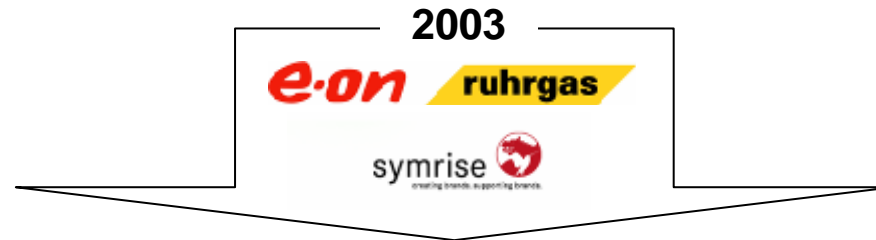
Growing attention to safety aspects

Prevent SF₆-emission as Kyoto gas (23,900 x CO₂)



Market II: Natural Gas Industry

- 600 t (Germany, p. a.) of SO₂-emissions due to odourisation
- Sulphur reduced heating fuel and Diesel causes severe competition and image loss to the Natural Gas Industry



Launch of sulphur free Gasodor™ S-Free™



Global market leader ARKEMA launches Spotleak Z



Product Range Natural Gas: Overview

μ IMS[®]-ODOR



First and only portable analytical device to measure odorants Gasodor S-Free and Spotleak

Easy in use, fast results, precise

Patented application

IMS-ODOR



Fully automatic on-line Monitor

Remote control and data transfer

Maintenance "free"

Availability of reliable instrumentation is key for market acceptance of new odorants



Market Environment pulls G.A.S. future success

Substations' age and importance requires Condition Monitoring

1

No portable analytical device to quantify new odorants in gas

2

Increasing importance of digitally **based data acquisition** & TQM

3

Global Markets with scaling potentials & increasing competition

4

Changing jurisdiction („cost-by-cause principle“)

5

Environmental requirements (Kyoto Protocol, EC legislation, etc.)

6

Global technological, ecological and political trends are in-line with the G.A.S. product developments!



Financial Situation and Capital Required

	2005	2006	2007	2008	2009	2010
Turnover	750	900	2,300	3,600	5,100	6,800
Costs	1,091	1,300	1,850	2,300	2,750	3,300
EBIT	- 848	- 400	450	1,300	2,350	3,500



Numbers shown are without additional capital !



Capital increase of 2 Mio. € would allow company adaptation according to total market potential and a consecutive sustainable expansion

Business plan / investors note on request available

