



GRANDPERSPECTIVE

INVESTOR PRESENTATION

Building on 10x revenue growth in 2024
to close €12M Series B in Q1-2025 and
exit at €250m+ in 2028

March 2024

Founded by engineers in 2018 to become the Go To emission monitoring solution for industry

-
- Now **42 people** with production in Brandenburg and offices in Berlin
 - **Patented solution** operating with 23 multinationals on 5 continents
 - **€6.5m sales** in 2024

Current investors



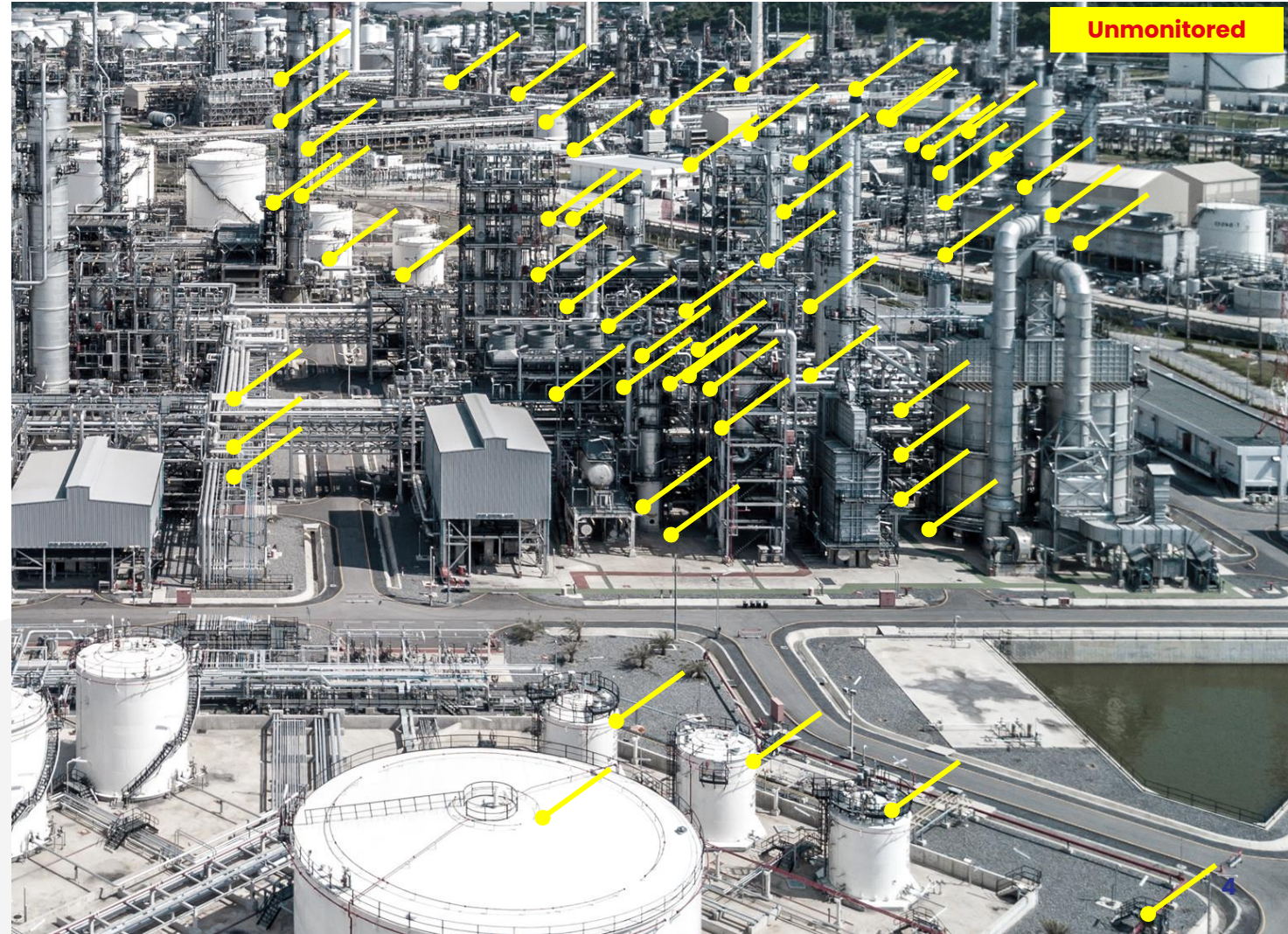
Industrial emitters are in a race to net zero by 2030, yet 69% of their emissions are unmonitored ^{*1}.



^{*1} Health and Safety Executive (HSE) Offshore Hydrocarbons Release database

Fragmented technology leaves major monitoring gaps

- Typical plant has **>110,000^{*1}** potential emission spots
- Standard approach requires annual **manual inspection**
- Multiple suppliers & technologies create **monitoring gaps**
- Emitters **can only interpolate** most emissions for reporting
- **24/7 full-coverage monitoring is non-existent**



*1: Concawe Report 23/10 "Results of a comparative pilot field test study of a first gen. Quantative Optical Gas Imaging (QOGI) system", Brussels 2022

scanfeld® emission monitoring defines new international standards

- ✓ **Single solution** covering all emissions
- ✓ Monitors industrial **areas up to 10 km²**
- ✓ 24/7 **automated** monitoring
- ✓ High security **proprietary software**
- ✓ Unprecedented and growing **world-wide database** of industrial emissions

Best-in-class sensors

Intuitive software



Use case: 8 ha refinery

Regulatory & ESG pressure to improve emission detection



CUSTOMER CHALLENGES

- ❑ Risk to license to operate
- ❑ Undetected emissions
- ❑ Non-compliance blind spots

SCANFELD® SOLUTION

- ✓ Secures license to operate
- ✓ Identifies all emissions
- ✓ Entire site covered



The single solution we waited for.

Eric v. d. S., Digitalization Team



3 flammable chemicals

7 Cancer-causing Chemicals

5 Environmentally harmful chemicals

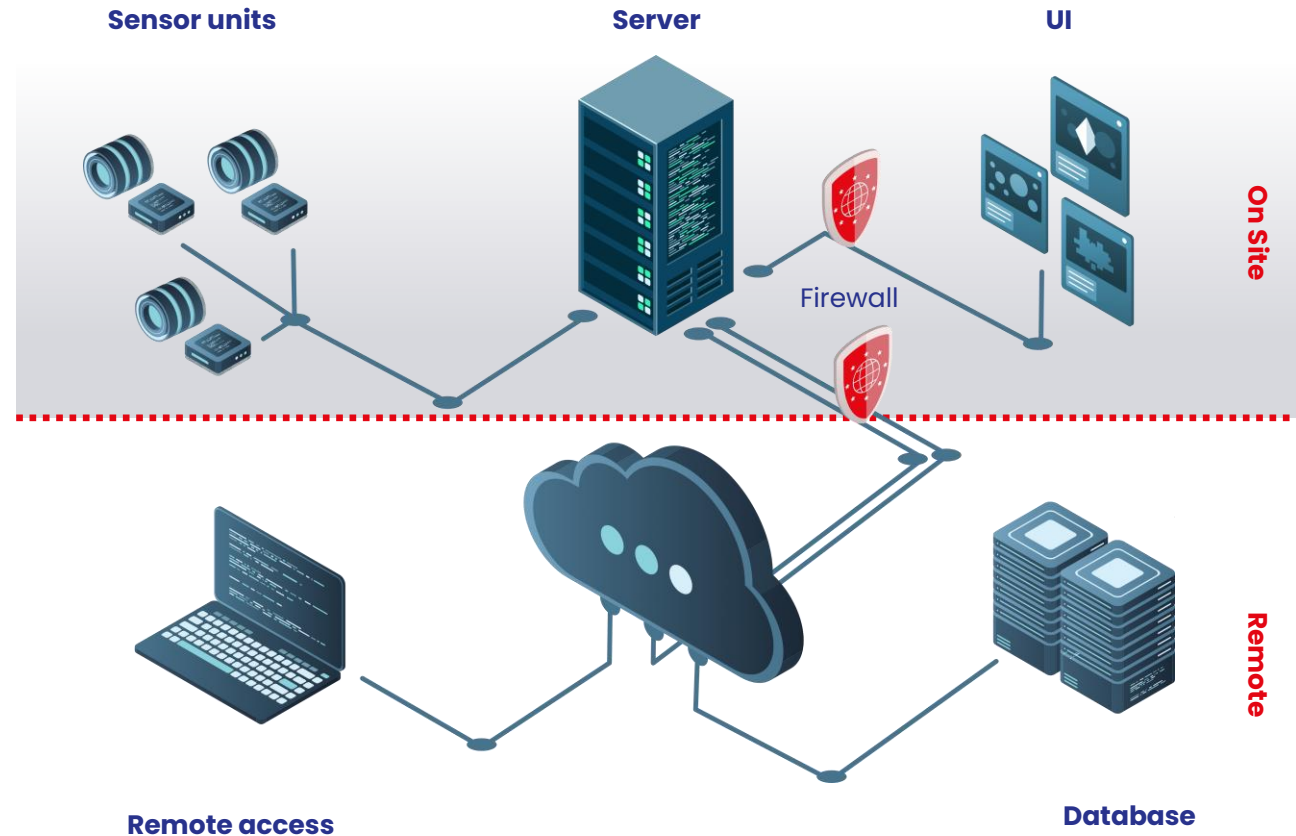


Principle presentation for confidentiality reasons

scanfeld® finds, maps, records & reports all emissions in real-time

GAME-CHANGING PLATFORM

- ✓ Patented solution *1
- ✓ Identifies 400 various chemicals
- ✓ Aramco first ever EPD-approved methane area monitoring solution
- ✓ Externally validated technological excellency *2




*1 Patent WO 002021048122A1 „System and method for monitoring an air space for an extensive site“, published 03/21

*2: Assessment of the Detection Capabilities of the Passive Infrared System scanfeld®, DVGW 2024

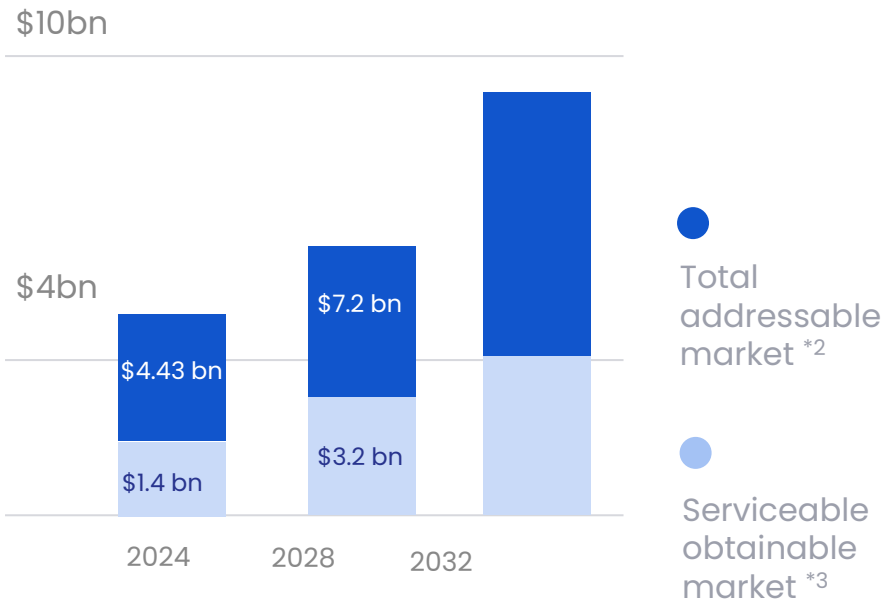
New standards of unprecedented accuracy and coverage

- A** Lowest false positive rate enables autonomous solution
- B** Low detection limits are vital for Net Zero
- C** Future proof: today's installation can be instantly adapted for tomorrow

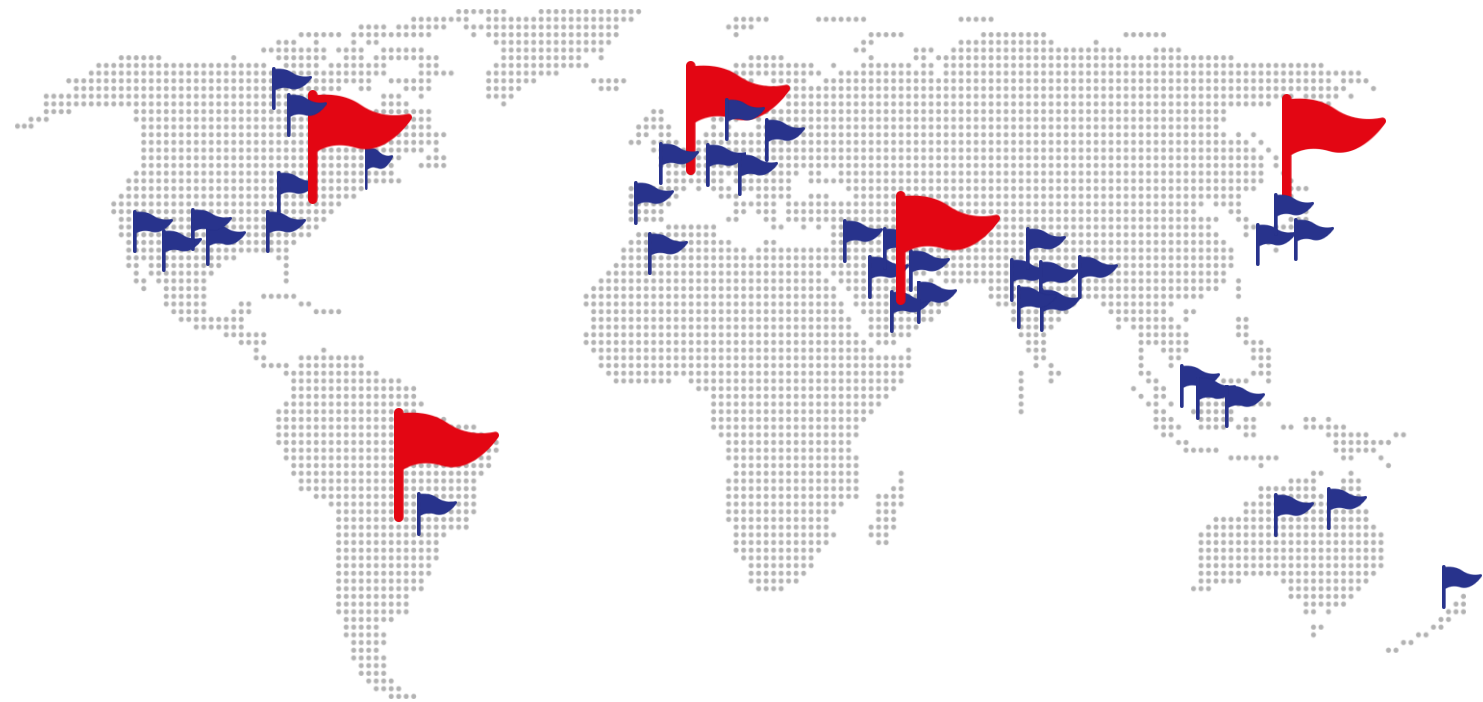
	Dräger & other point sensors	Honeywell & other ind. sensors	GHG Sat & other satellites	FLIR & other OGI	
Emissions Database	✗	✗	✗	✗	C ✓
Area monitoring	✗	800 m	✗	✗	C 2,000m
Automation	✗	✓	✗	✗	✓
False alarm rate	n/a	A 10%	> 6%	4.1%	< 0.001%
24/7 monitoring	✓	✗	✗	✗	✓
Methane detection / h @ 100 m distance	✗	4 kg	B 10 kg	✗	0.03 kg
Quantification of total emissions	✗	✗	✗	✗	✓
Number of chemicals	1-4	20	1	1	C 400
Actionable alarms	✗	✗	✗	✗	✓

Tackling a Multi-billion market with major customers in every key region

Huge and growing market *1



From 20 customers today to 83 in 2028



1: Precedence Research: Emission Monitoring System Market September 2023
2: Market size of \$4.43 bn TAM growing to \$7.2 bn TAM by 2028 (CAGR: 8.6%)
3: 2024 market focus SOM: \$1.4 bn growing to \$3.2 bn by 2028

From 2024 – 2028, we will grow installed base from 40 to 361



Today:

21.000.000

data arrays per day into a constantly growing, multi-compound emissions database

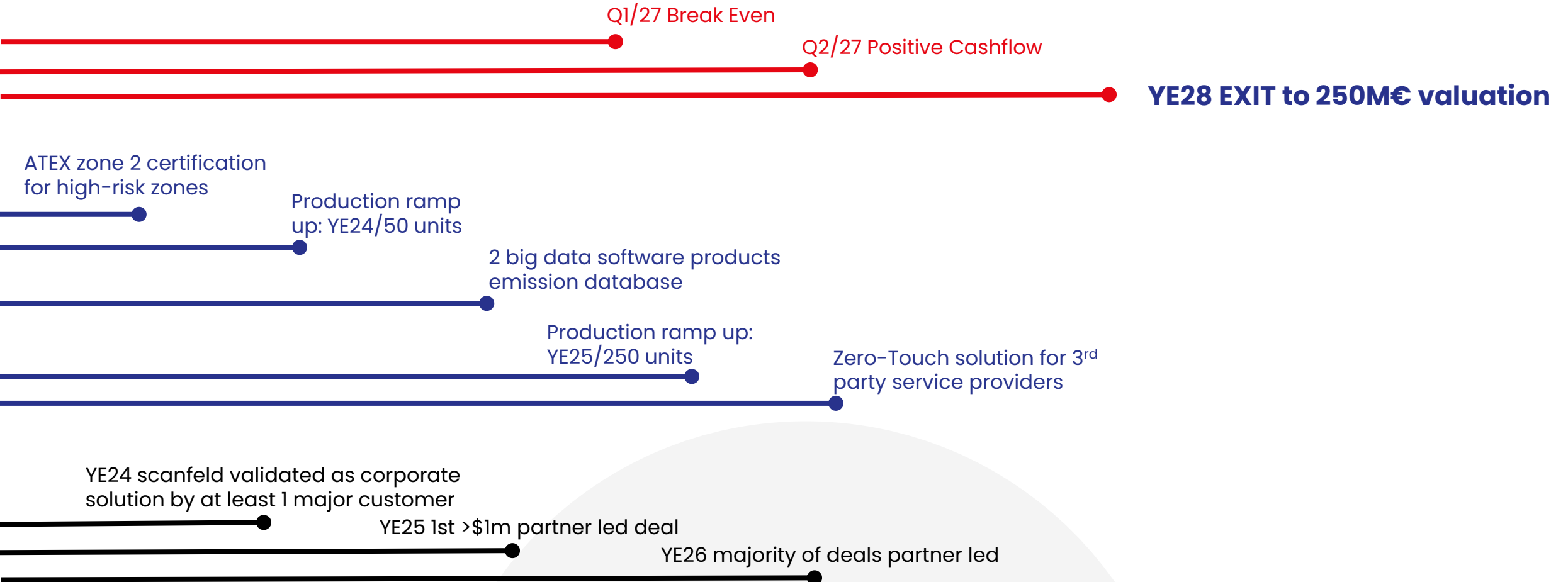


Nouryon



petrochemicals | special chemicals | pharma | agro-chemical | energy

By 2028, we intend to become the industry benchmark solution



Leadership combines industrial tech expertise & growth experience



Beate Degen

Chair Advisory Board

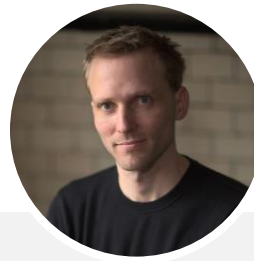
- Experienced board chair
- 25+ years professional expertise in chemicals, oil & gas, renewables
- International climate change and emissions expert



René Braun

Chief Executive Officer
(Founder)

- 20+ years as Remote Sensing specialist & researcher
- Formerly lead engineer Bruker Optics
- Member of EU commission working party for best practice in the chemical industry



Peter Maas

Chief Technology Officer
(Founder)

- 15+ years expertise in FTIR hyperspectral imaging
- Engineering and technology leadership
- Formerly Global Application Manager for Remote Sensing with Bruker Optics



Helmut Gertz

Chief Financial Officer

- 25+ years as Chief Financial Officer / Head of IT & Digital
- Finance, Analytics/Insights, US blue chips, Medium sized companies, Private Equity



Simon Bunegar





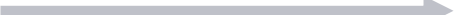
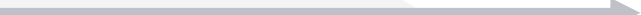
Chief Product Officer

- 25+ years as CMO / Head of Sales & Marketing
- Extensive B2B technology leadership experience
- Fellow of the Chartered Institute of Marketing



42 people with production in Brandenburg and offices in Berlin

We forecast 8x sales growth & strong profitability within 3 years

	YE24	YE28
NetSales:	6.5 M€ 	51.5 M€
#Customers	20 	83
#Units sold:.	40 	361
Funnel Value:	26 M€ 	250 M€
EBITDA:	-4.8 M€ 	18.3 M€
FTE:	34 	117

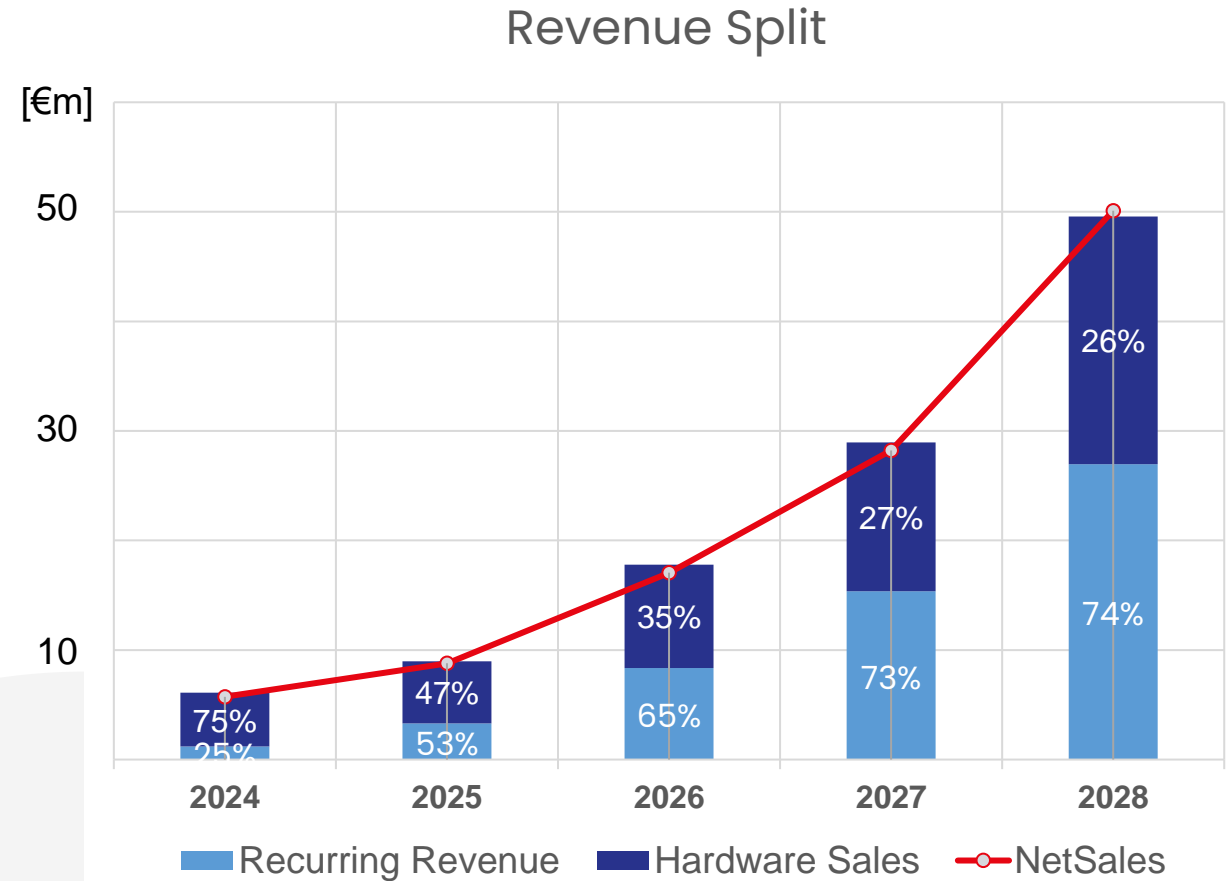
2025 investment will support our growth plan to 2028

Value [m€ / #]	2024	2025	2026	2027	2028
Units					
Units Installed (cumulative)	40	89	158	248	361
Profit & Loss					
Net Sales	6.5	12.5	18.7	29.4	51.5
COGS	-5.9	-7.3	-7.5	-11.3	-13.5
Gross Margin	0.6	5.2	11.2	18.0	38.0
OPEX	-5.4	-8.8	-11.4	-15.6	-19.7
EBITDA	-4.8	-3.6	-0.2	2.4	18.3
Non-Opex	-0.5	-0.8	-1.1	-0.8	-2.2
Profit / Loss	-5.3	-4.4	-1.4	1.6	16.1
Cashflow					
Opening Balance	2.3	0.8	8.0	2.8	2.1
Operating CashFlow	-1.4	0.6	3.4	9.8	27.4
Unit CashFlow	-1.6	-6.7	-8.4	-10.4	-5.9
Financing CashFlow	2.5	12.3	-0.2	-0.2	-0.2
Closing Balance	1.8	8.0	2.8	2.1	23.4

Exit post 2028 via
**acquisition at
€250+ m valuation**

Majority of funds will be used to expand recurring revenue business

- ✓ 4 M€ for organizational ramp-up:
 - Sales Team
 - Professional Services Team
 - Software Development
- ✓ 8 M€ to build up fleet of sensor units to address OPEX market sector for additional recurring revenues





**STOP GUESSING.
START KNOWING.**

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INVESTOR PRESENTATION 2024

INCREASING REGULATIONS PUSH CORPORATES TO ACT

- UN sustainability targets for climate, safety & societal value ^{*3} demand responsibility for all emissions
- Emission regulations increase by 1800% ^{*1}
- ESG performance has increasing importance in the stock market
- At the center of every net-zero transformation is complete emissions monitoring
- Production sites need to see all emission sources
- Corporates need visibility on all emissions for governance
- **CORPORATE SPENDINGS ON EMISSION MONITORING INCREASE BY 3.14 BN\$ ^{*2}**



^{*1} "Reduction in greenhouse gas emissions from national climate legislation", Eskander, Fankhauser, Nature, 2020

^{*2} Precedence Research: Emission Monitoring System Market, 2022-2032

^{*3} Saudi Aramco sustainability report 2022 adapts the EU sustainability framework

Strategic Offer



Reduce Emissions & Minimize Risks for the Business, the People, the Environment

- Safe and early detection of all gas releases
- Automatic quantification
- Real-time warning,
- 24/7 operation
- > 400 compounds
- Interface to control system
- Cover entire industrial sites with a handful of sensor units
- Automated reporting to measure / improve KPIs
- Rich datapool for AI application



Scope 1 & 2 Emission Reduction

- Full coverage GHG Monitoring
- Detect all leakages automatically
- Reduce time to fix all gas leakages
- Quantify and Report



Process safety & asset integrity

- Early warning
- Risk Reduction
- Incident Mitigation
- Lost time incident rate reduction
- Process observation and optimization
- Turn Around Monitoring
- LDAR: Go and Fix
- Insurance risk benefit

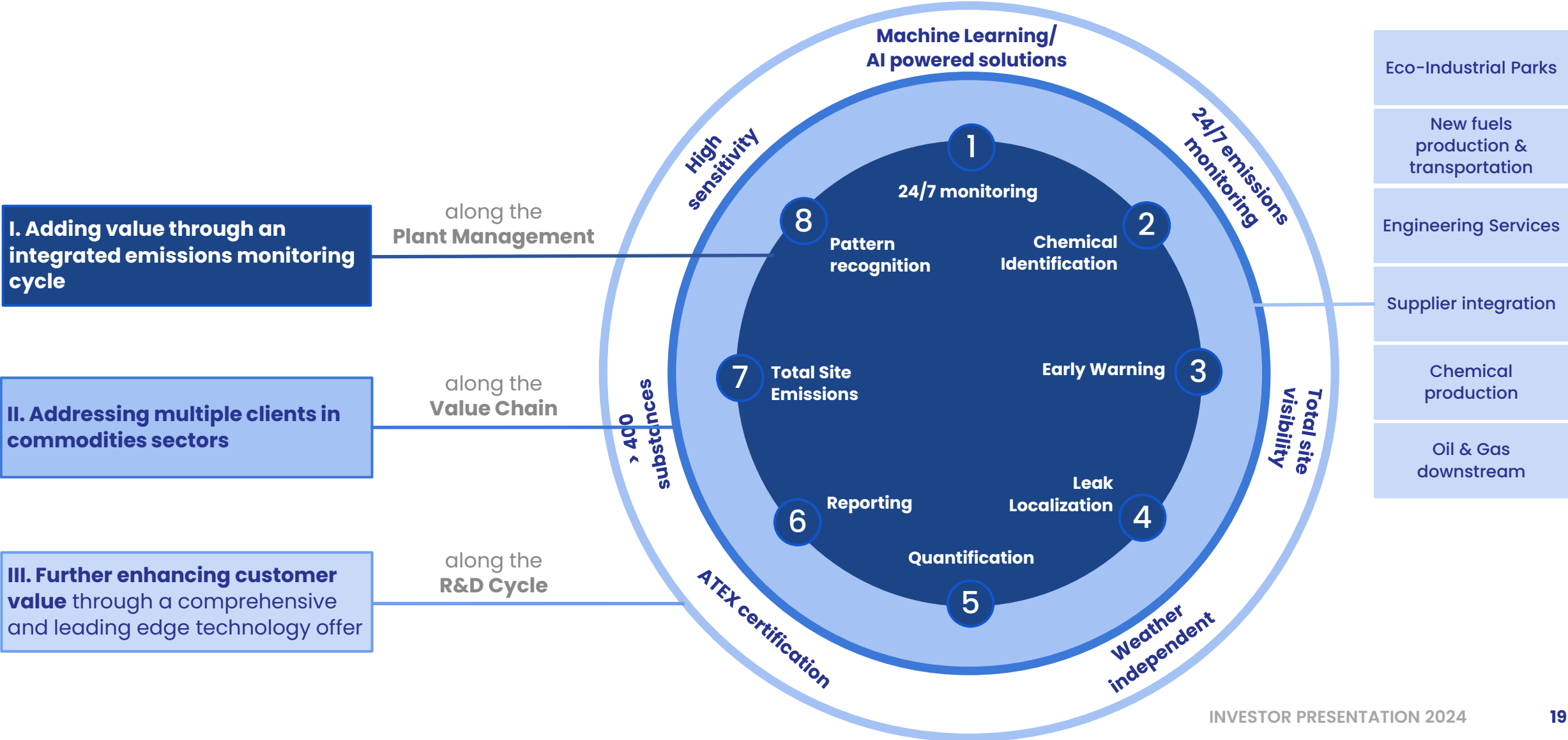
Digital Transformation in Safety



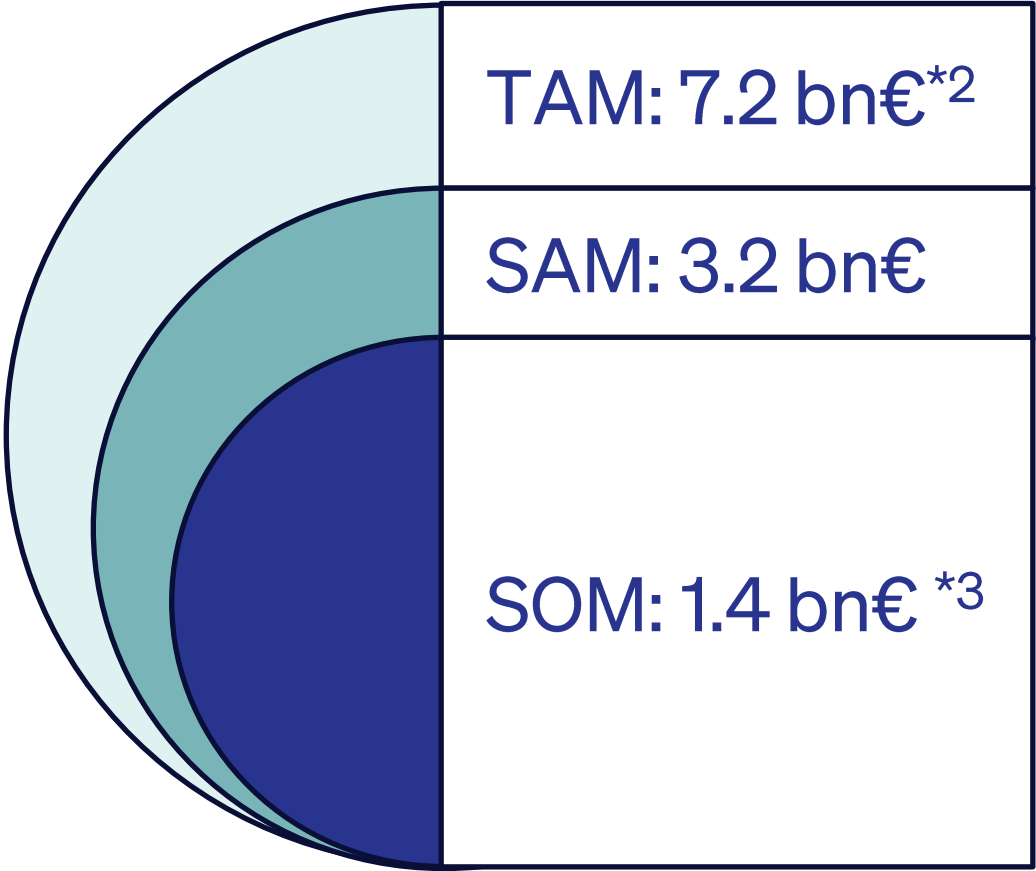
Local Environmental Impact

- Measure & Reduce Emissions crossing the plant border
- Facilitate regulatory compliance
- Increase public acceptance

Leading Edge Technology

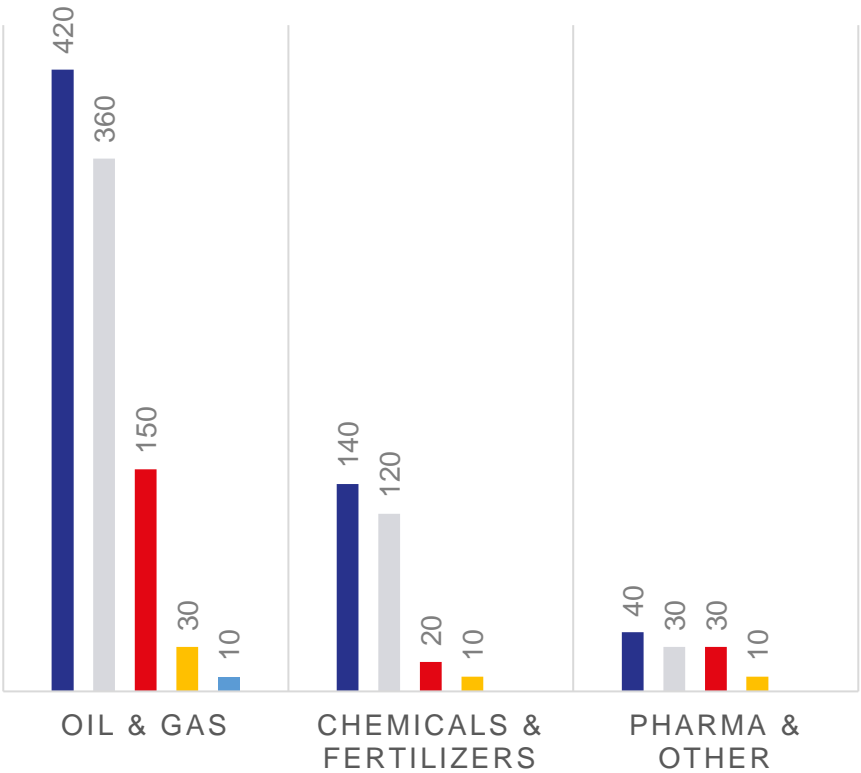


Market Split



SOM SECTOR & REGION SPLIT

■ North America ■ EU ■ MEA ■ APAC ■ LATAM



TAM: Total Adressable Market; SAM:Serviceable Addressable Market; SOM: Serviceable Obtainable Market

2: Precedence Market Research 2023

3: Serviceable Obtainable Market 2024/25