

# Active ThermoDAPP SYSTEM

Temperature monitoring system for **ACTIVE**  
**fire protection & predictive maintenance**

dedicated to industrial applications  
by DAPP Technologies

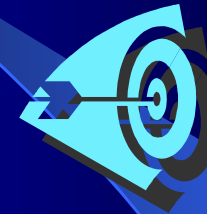
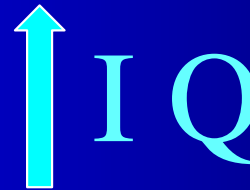
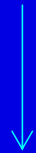
# Short history of our start up

- Creation date: 5<sup>th</sup> January 2009
- First investor: Business Angel – 400 kPLN
- Genesis: 2 years of R&D
- Core Team: 3+1 {Leaders/proprietors }
- Technical team: 4 {new generation electronic engineers}
- Searching for second round of financing: ~1000 kPLN

# Advanced technologies are our main stream – the way we progress

- **Market driven** development
- 1 technology  $\Leftrightarrow$  2 niche markets
  - monitoring of 'big buildings' roof construction – direct deflection measurement
  - **Fire protection & predictive maintenance - Active ThermoDAPP**
- **Technological invention** by using advanced, most modern trialed and tested electronic & communication solutions
- Our own developed software and measurement algorithms

# Active ThermoDAPP SYSTEM's 5 key success factors



Wireless,  
battery  
powered  
Communication  
for  
measurement  
device

Measurement  
device live time  
~20 years  
„**ETERNITY**“  
-----  
**NO SERVICE**  
**no battery**  
**replacement**

Smart sensors  
-  
intelligent  
sensors

Direct  
measureme  
nt  
-  
Fast  
&  
Accurate

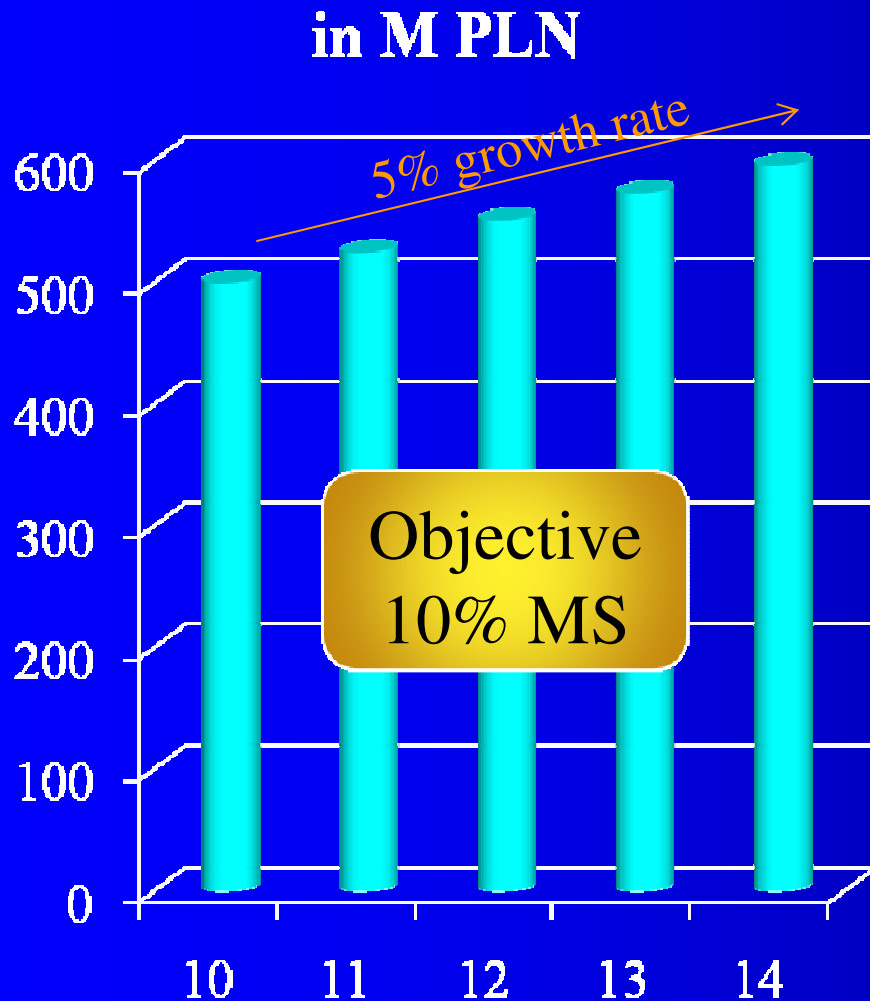
Highest  
Quality/Price  
ratio

# Active ThermoDAPP SYSTEM's 7 key benefits

- Multitask, real time security system
- Untethered solution ⇔ wireless monitoring network
  - easy to install, to modify, to develop...
- Fast & accurate measurement
- „Service free” concept
- Highest performance /price ration ⇔ entry barrier
- Dedicated to industrial application
- On-line service & information

# Polish market & opportunity

just for the warm up



## Major market opportunity

- Fast development of bio-fuel
- Fast growth of investment linked to biomasses
- Lower prices of electronic components
- Absence of dedicated protection systems

# Our distinctive competences

- Multitask, real time security system
- Battery powered, wireless, live time monitoring network – „Service free” concept
- Full on–line service & communication
- Original software and measurement algorithms
- TEAM competences, passion & value system
- Dedicated solutions
- Patenting strategy
- Disencouraging price level
  - We divide by 5 actually reachable pricing

# Competitors are using techniques designated for buildings & spaces

- Classic fire detection
  - Objective is to evacuate PEOPLE
  - What about machines?
- Linear temperature monitoring systems
  - Metrology
  - Tunnels
  - Machines protection - 'by adaptation'
- Optical measurement
  - Very difficult to be used in dirty industrial environment
- Others...

Those techniques are well suited for designated application



# The team translates our technology to business success

	R&D Technical team	Management & commercial	Production	Administration
Leader	<b>PhD. Zbigniew Pióro</b> PhD. Ludomir Duda	<b>Edward Antoszkiewicz</b>	Future	Edward Antoszkiewicz
Specialists	2	vacat	Future	Outsourced
Working hands	2	vacat	Future	Outsourced

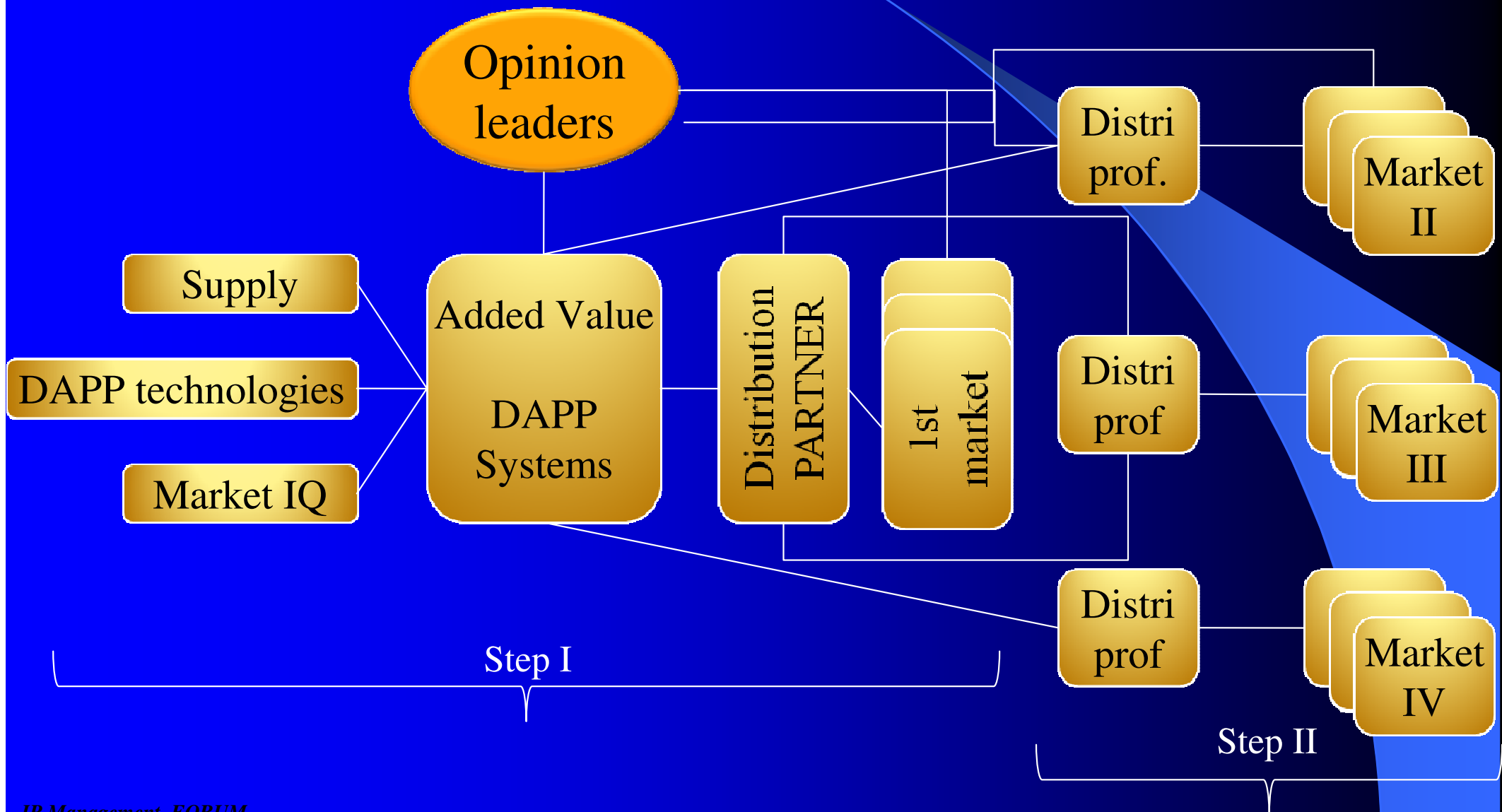
**PhD. Z . Pióro:** 40 years track on Warsaw University of Ttechnology; 40 years experiences in electronic and measurement devices construction ; Author of many professional publication and several patents; The brain of our development

**Edward Antoszkiewicz:** 15 years professional track at top managerial level, leading international company in Poland; Several start-up projects, fusions and company rebuilding; Since 2006 devoted to the development of Polish new technologies; The CEO of DAPP Co

# The key market players for Active ThermoDAPP

- Target group (heavy duty environment)
  - **Energy producers – the first „natural” step**
  - Chemical and petrol industries
  - Heavy industries
  - ...
- Distribution lines
  - Security system providers ⇔ specialized installation Co [push]
  - Investment design & project Co [push]
  - Engineers base sales force [pull]
- Opinion leaders
  - Risk experts
  - Insurance Co

# Simple value chain reflect an „natural” progress



# Our need is „money on time”

- There is an articulated demand for prevention systems
  - We have already „sold” the system concept, but still we haven't got the hardware for sale
- We have first distribution Partner
  - With access to substantial market shares
  - Licensed supplier – non legal risk
- We need financing to supply the market

# Polish market is reflecting the real business potential *still the warm up*

<i>In kPLN</i>	2010	2011	2012	2013	2014
Capital /Investement requirement	<b>~1 000</b> (financing need)		<b>~1 000</b> (working capital)		
Turnover	<b>3 000</b>	<b>10 000</b>	<b>20 000</b>	<b>35 000</b>	<b>50 000</b>
Marginal contribution	70%	70%	75%	75%	75%
Pretax profit	<b>1 500</b>	<b>5 000</b>	<b>12 000</b>	<b>20 000</b>	<b>30 000</b>
Pretax profit %	<b>50%</b>	<b>50%</b>	<b>60%</b>	<b>60%</b>	<b>60%</b>

# Active ThermoDAPP

## Executive summary

- Multitask monitoring system
  - Temperature
  - Predictive maintenance
- Untethered system – relieves the space
- Advanced technologies {microelectronics & communication} in use with „service free” concept
- Market potential –revenues with substantial margins
  - Low cost linked to „ETERNITY” concept – „Service free”
- Market driven invention
- Patenting strategy

# **Thank You for the time, You have dedicated to DAPP Technologies**

I am 25 hours a day  
at your disposal  
to continue our first meeting