

PROPOSAL

Start-up a NEWCO

**To introduce innovative products
In the field of security & food control**

TARGET MARKETS

INSPECTIONS

in

SECURITY

FOOD

PHARMA

AIRPORT
RAILWAY,UG
EVENTS
BUILDINGS

CONTAMINATION
FRAUDS

INNOVATION

**ENHANCED ELEMENT
IDENTIFICATION**

**HIGH
TROUGHPUT**

TECHNOLOGY

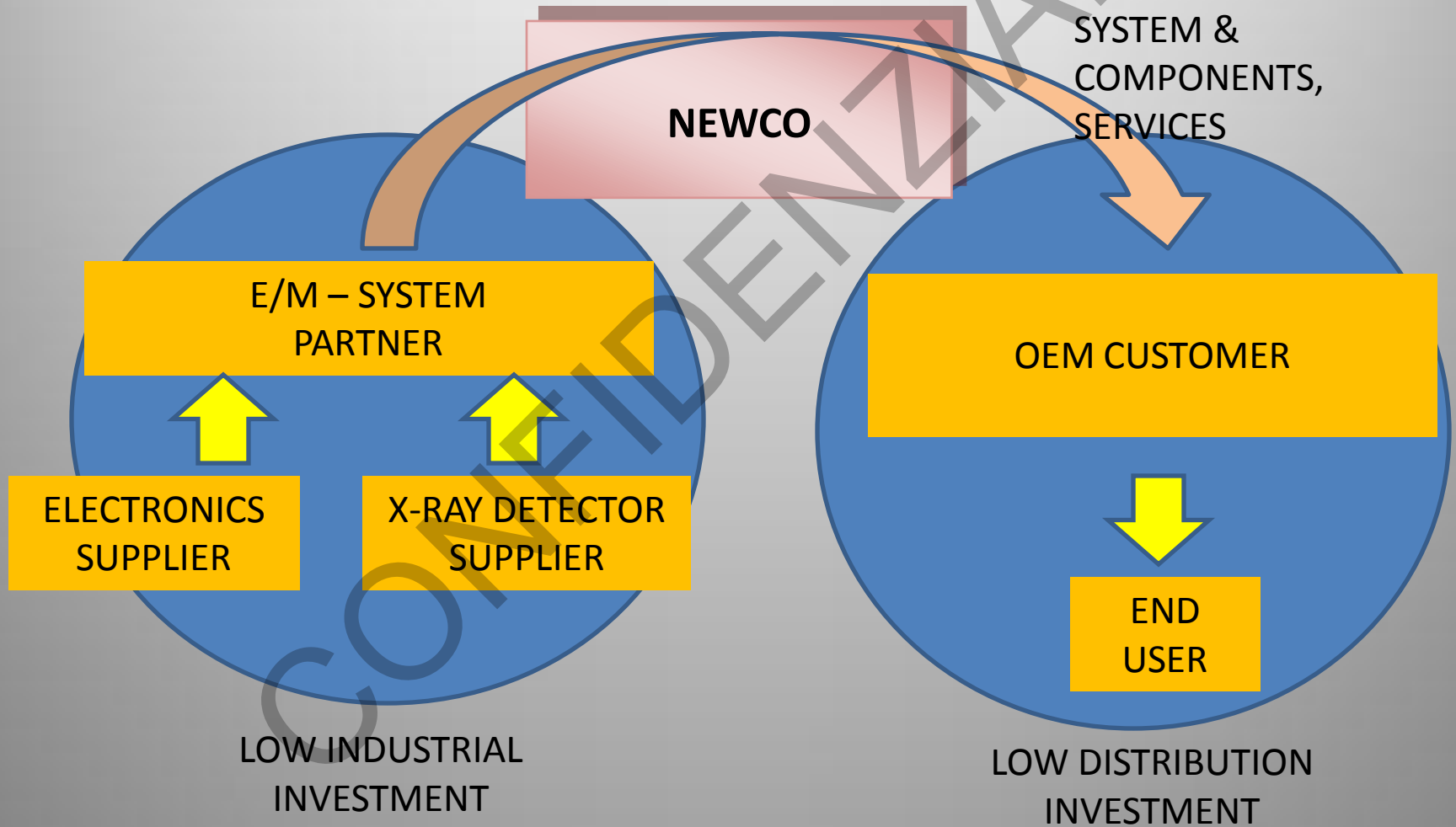
**NEW X-RAY DETECTORS
(space tech transfer)**

**MATERIAL IDENTIFICATION
ALGORITHM**

WW MARKET SIZE

	SECURITY	FOOD PHARMA
SALES (€) YEARS	250 M → 500 M (2008) (2014)	200 M → 400 M (2008) (2014)
CAGR % (6YR)	13 %	12 %
MARGIN	28%	35%
TARGET SHARE % 2015	9 %	3 %

ROUTE TO MARKET



RISKS

TECHNOLOGY

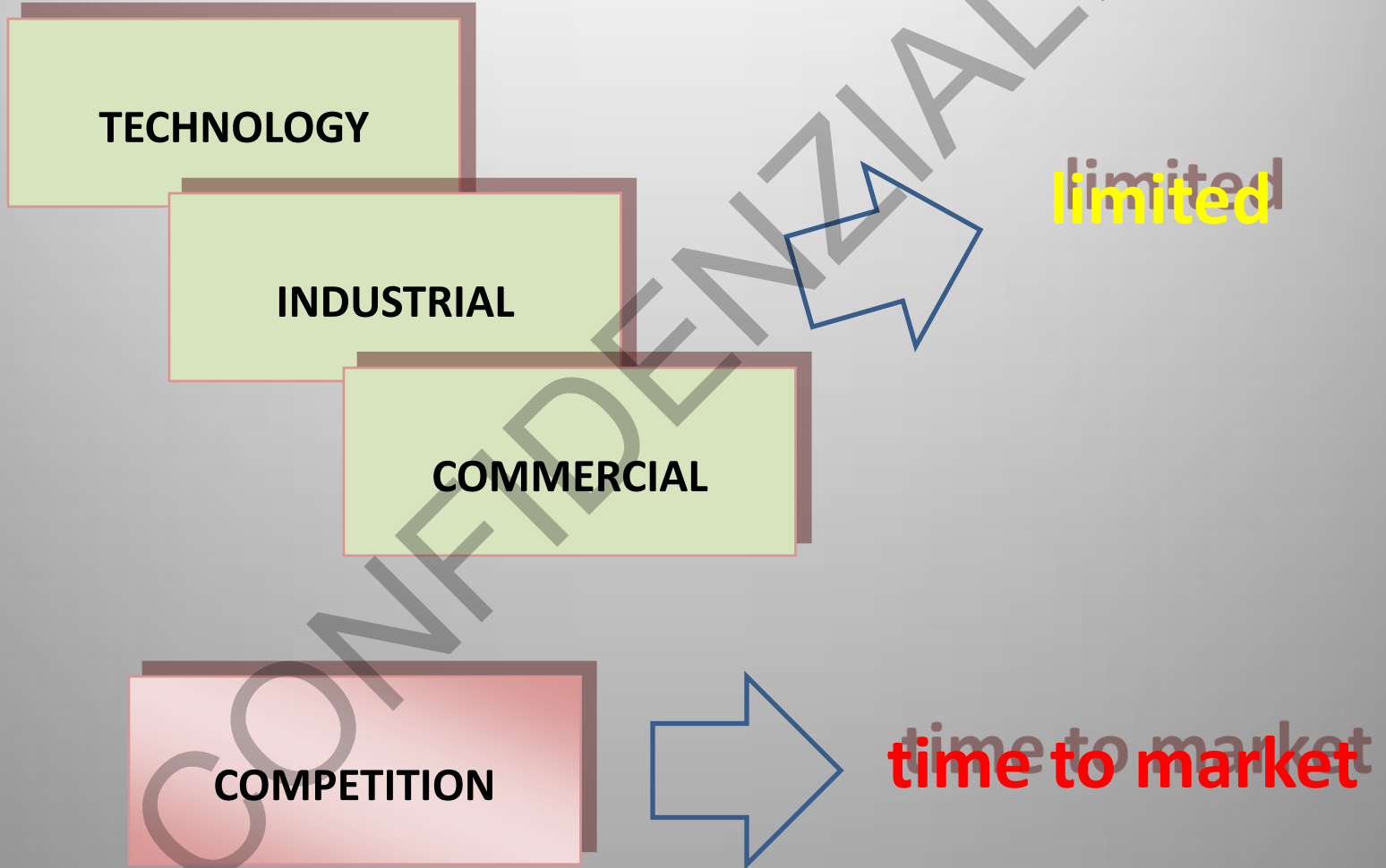
INDUSTRIAL

COMMERCIAL

COMPETITION

limited

time to market



COMPETITION

why we are better

STATUS

< 10 BIG PLAYERS

HOLDING 80% OF MARKET

SLOW REACTION TO NEW TECH
RESISTANCE TO CHANGES OF STATUS QUO

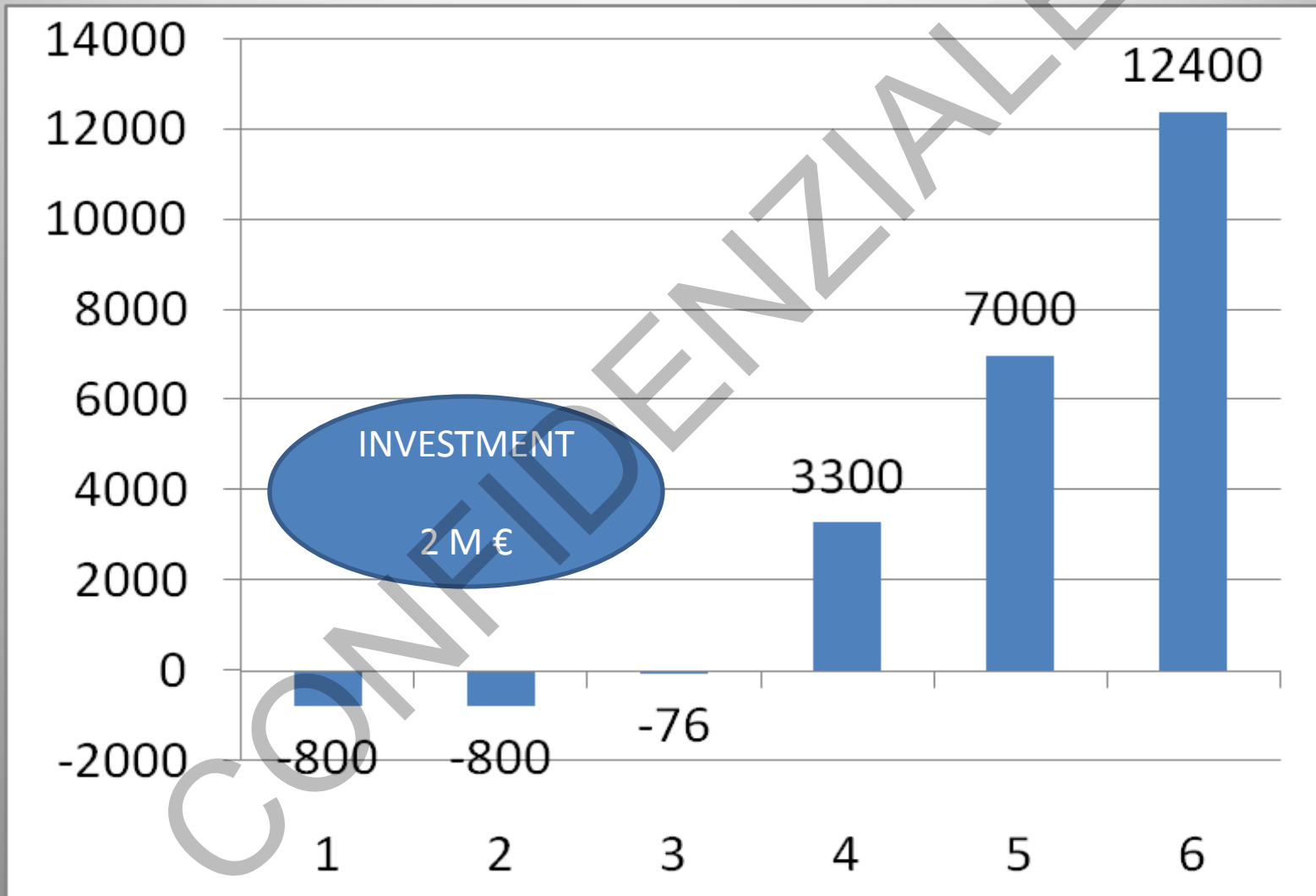
OPPORTUNITY

FAST RESPONSE
TO MARKET NEEDS
by

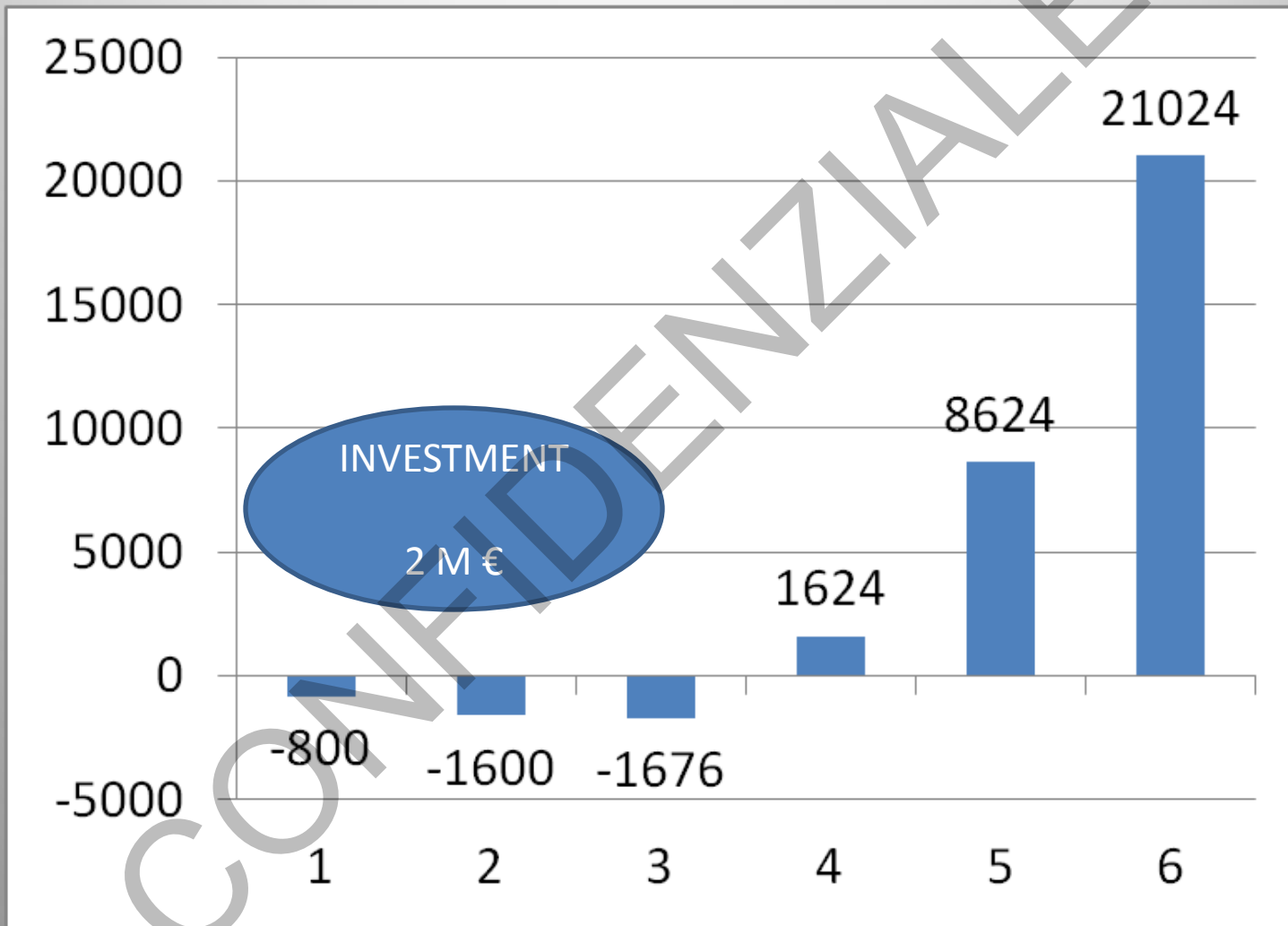
EFFICIENT & RESPONSIVE
ROUTE TO MARKET

ACCELERATED DEVELOPMENT
OF SYSTEM & SCALABLE COMPONENTS
BY USING NEW TECHNOLOGY

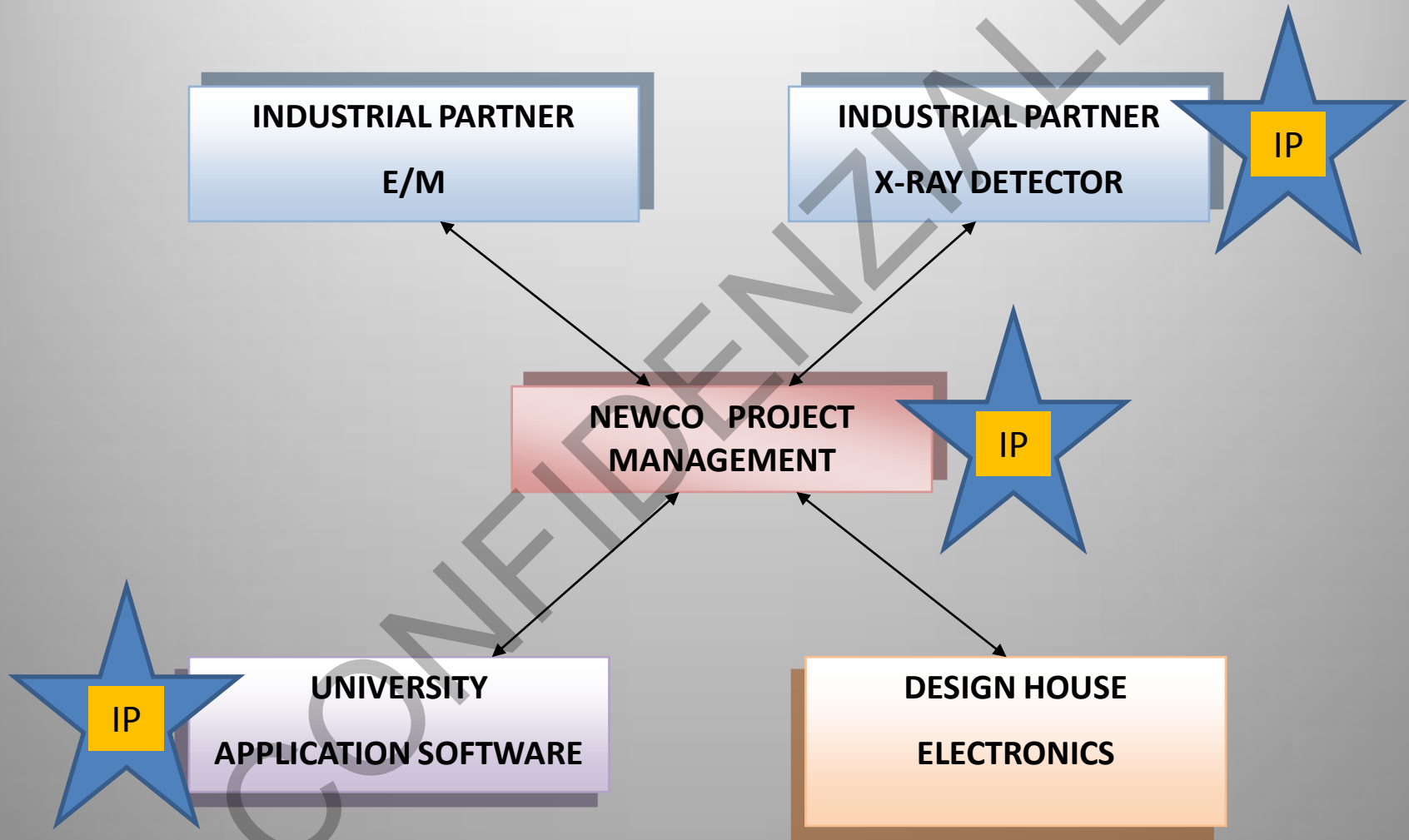
CASH FLOW



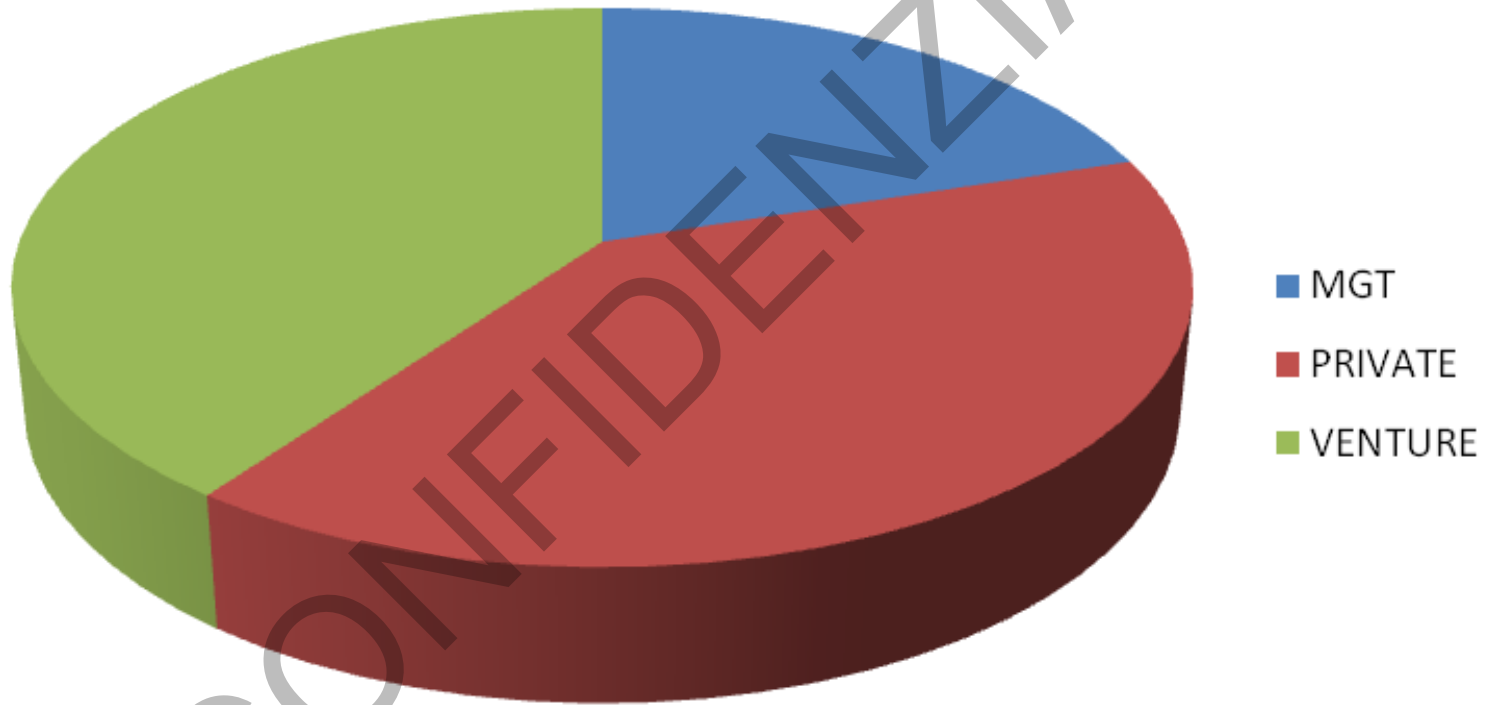
CASH FLOW CUMULATED



DEVELOPMENT CONSORTIUM



EQUITY / EXIT



NEWCO MANAGEMENT

