



**The best worldwide B2B
SaaS solution for managing
biogas businesses and
certifying green products**

Investor presentation



Investment highlights

1. **Biomethane is the new natural gas EU strategy**
2. Market today **193 TWh** ; **2050 7x growth**
3. Biogas production technologies are developed, the product is needed to help manage the process, optimize production and certify the product
4. bioGASMAS: +4% ; easier business/data management, The tool to certify green gas
5. bioGASMAS: MVP 2024 I q
6. 1.5 M Eur investment needed
7. Goal 29M Eur income per year, 2k B2B clients, 18% of EU biogas producers



The case



Biogas production is the key player for replacing full EU natural gas demand

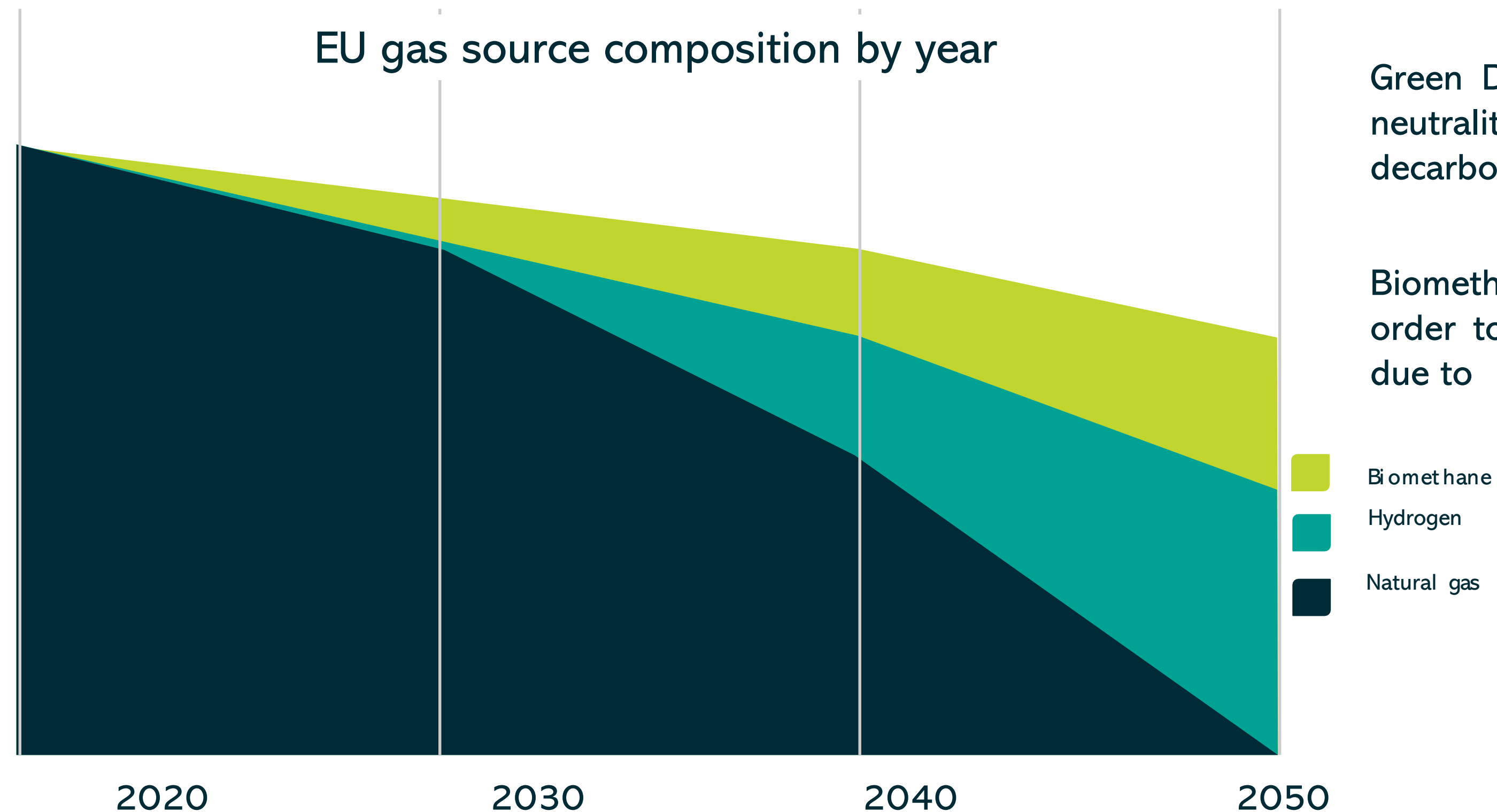
EU goal is to replace natural gas by hydrogen and biomethane by 2050

Green Deal puts the EU on a path to climate neutrality by 2050 through deep decarbonisation of all sectors of the economy

Biomethane market development is crucial in order to replace gas and also a priority choice due to its cost (OPEX).

**170 billion Eur
business market**

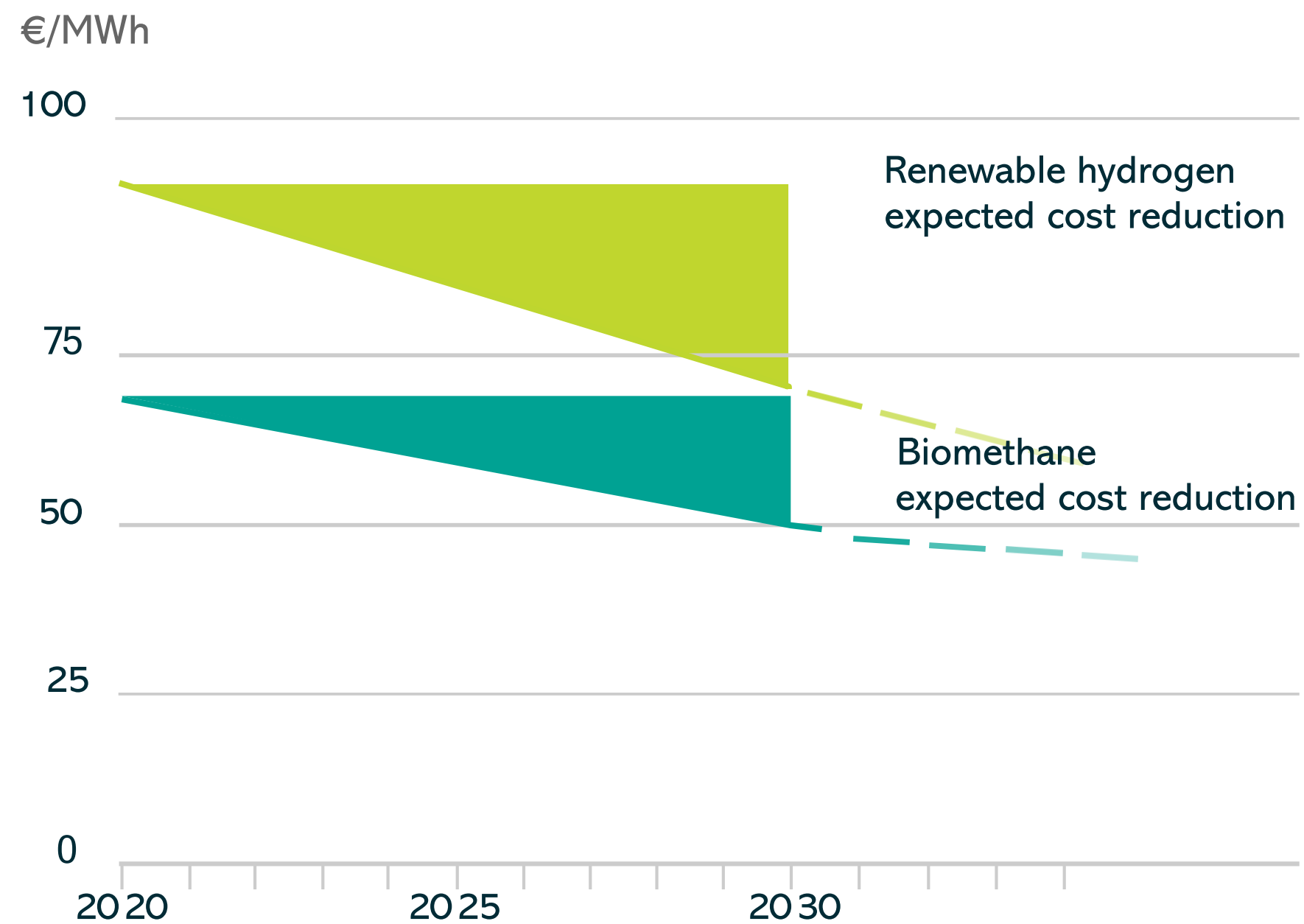
EU gas source composition by year





Biogas as the most efficient energy source

Biomethane produced from biowaste is the cheapest alternative



Source: 2020 Gas Decarbonisation Pathways study, A Gas for Climate policy paper, European commission COM (2020) 299 final



Market reaction

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Business

Shell Buys Nature Energy in \$2 Billion Push Into Biogas

- Shell buys Danish producer Nature Energy in green push
- Oil majors are looking to low-carbon gases to cut emissions

LONDON, Jan 12 (Reuters) - Fuel trader and refiner Varo Energy, owned by Carlyle (CGO) and energy trader Vitol (VITOLV.UL), told Reuters on Thursday it had bought an 80% stake in Dutch biogas maker Bio Energy Coevorden BV (BEC) with a view to doubling its capacity by 2026.

The deal follows advances by other oil firms into biogas, captured from organic waste in landfills or farms, including multibillion dollar acquisitions by BP (BP.L) and Chevron (CVX.N) as the sector hunts for non-fossil fuel feedstocks for fuel production, power generation or heating.



PRESS RELEASE

Poland: TotalEnergies Invests in Renewable Energies with Biogas and Solar Projects

Paris, March 6, 2023 – TotalEnergies is developing its renewable activities in Poland by acquiring the country's main biogas producer, Polska Grupa Biogazowa (PGB), and a 200-megawatt (MW) development pipeline of solar projects.

Poland, Europe’s Fourth-Largest Biogas Potential

With 130 employees in nine Polish regions, PGB is mainly involved in generating renewable heat and power from biogas sourced from organic waste. It owns and operates 17 facilities in production and one under construction, for a total power generation capacity of 166 GWh per year¹. PGB's portfolio also includes a development pipeline of 23 projects.

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Deals

Varo Energy buys 80% of Dutch biogas firm; aims to double capacity by 2026

Reuters

January 12, 2023 8:55 AM GMT+2 · Updated 10 months ago

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JPT

JOURNAL OF PETROLEUM TECHNOLOGY

Top

EMISSION MANAGEMENT

Biogas Picks Up Steam as Major Oil and Gas Companies Invest More Than \$4 Billion Combined in Pair of Projects

A duo of deals sees BP snapping up a US biogas producer, while TC Energy invests in producing biogas from Jack Daniel's byproducts.

October 18, 2022 By Jennifer Presley

HSE Now

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Deals

BP to buy U.S. biogas producer Archaea for \$4.1 bln

By Ron Bousso and Ruhi Soni

October 17, 2022 6:42 PM GMT+3 · Updated a year ago

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The opportunity



bioGASMAS software increases biogas business profitability



	Typical process *		bioGASMAS	
	hours/y	% total hours	hours/y	% total hours
Biotechnological process disturbances	244	2.8%	122	1.4%
Feedstock shortage	72	0.8%	36	0.4%
Technical maintenance	150	1.7%	50	0.6%
Low on biogas	72	0.8%	7	0.1%
Other	72	0.8%	11	0.1%
Total downtime	610	7.0%	226	2.6%
Total full load hours	8150	93.0%	8534	97.4%

+4% full load hours
Secure benchmark results
Increase competencies
Minimized risks

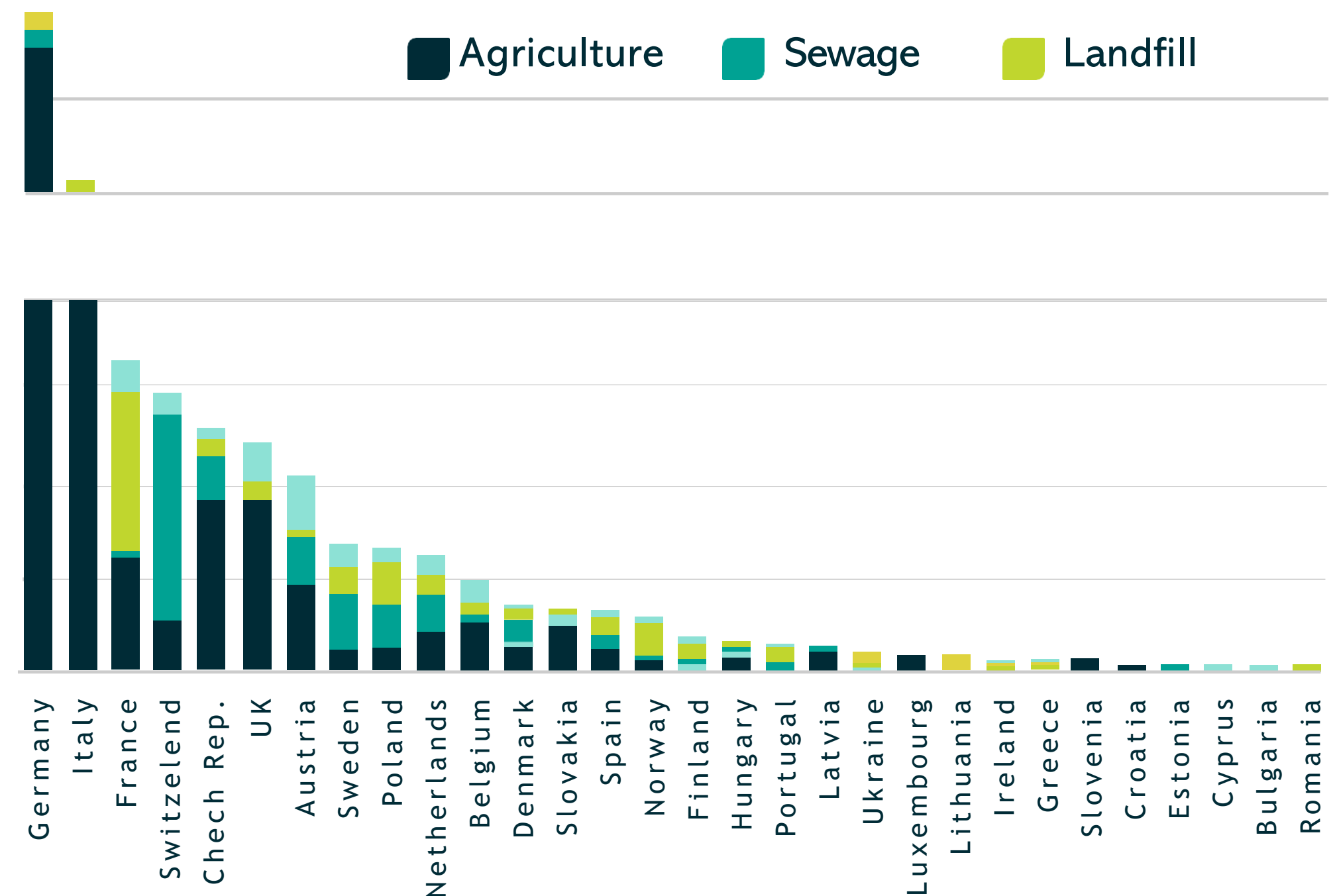
* Based on historical 2 years performance data of 10 biogas plants



We aim at **18%** of the market potential

Germany is the leader in EU biogas market, huge potential in other countries

Market	Total biogas units	Agricultural	Potential bioGASMAS clients
Baltic states (LTU, LV, EE)	118	60%	71
Poland	308	40%	123
Sweden	198	30%	59
Finland	96	20%	19
Norway	138	10%	14
Denmark	144	50%	72
Germany	10,900	80%	8,720
Italy	1,650	85%	1,403
France	742	40%	297
UK	613	30%	184
Czech Rep.	574	60%	344
Slovakia	26	80%	21
Autria	423	45%	190
	15,930		11,517





We aim 29M Eur revenues per year

Software as a Service

1200 EUR/month/client

2000 clients x 1200 x 12 = 29M Eur

The best worldwide solution for managing biogas businesses and certifying green products



bioGASMAS tomorrow

WINDOWS for biogas world

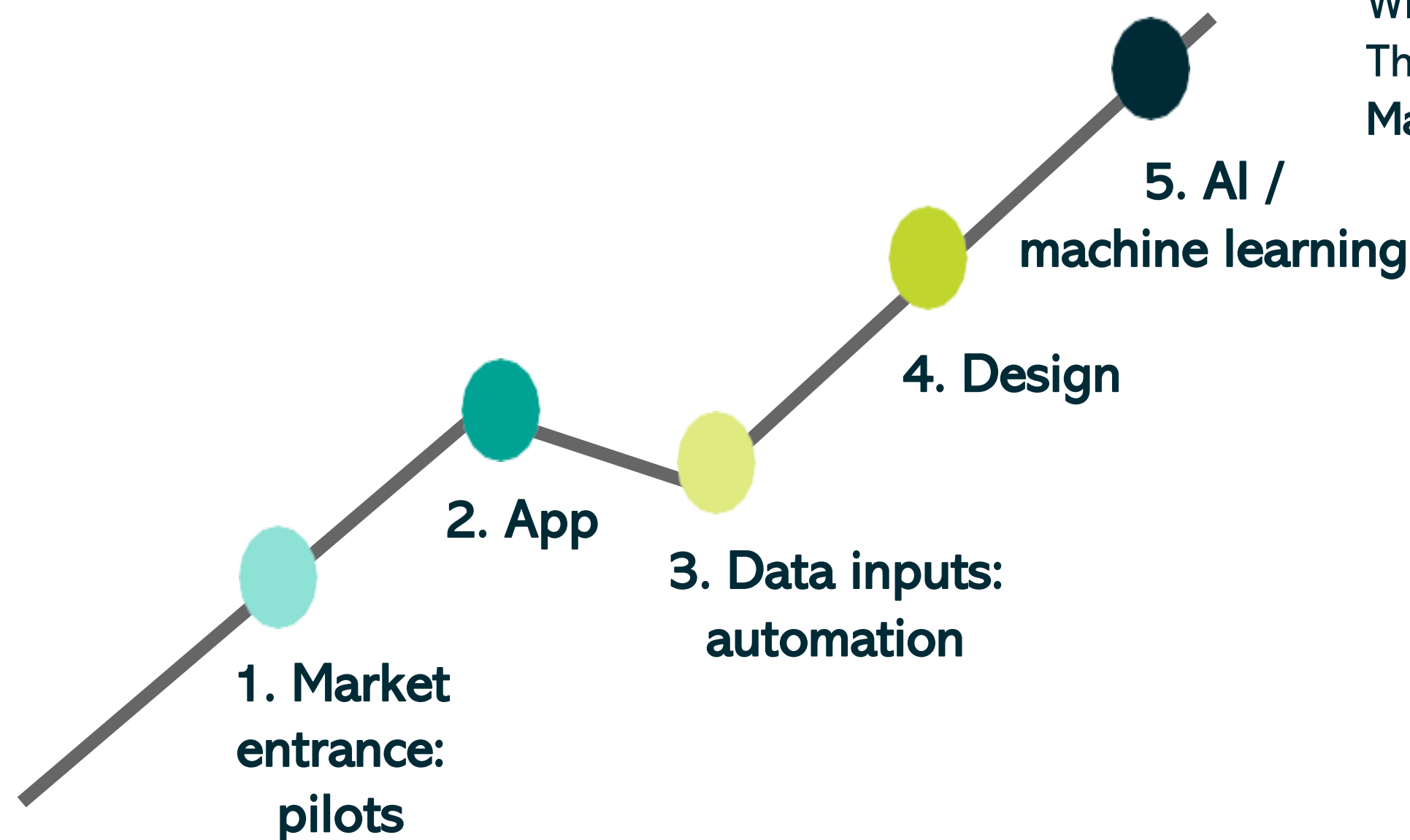
The key SaaS for biogas business management

Major tool to certify and produce biomethane worldwide



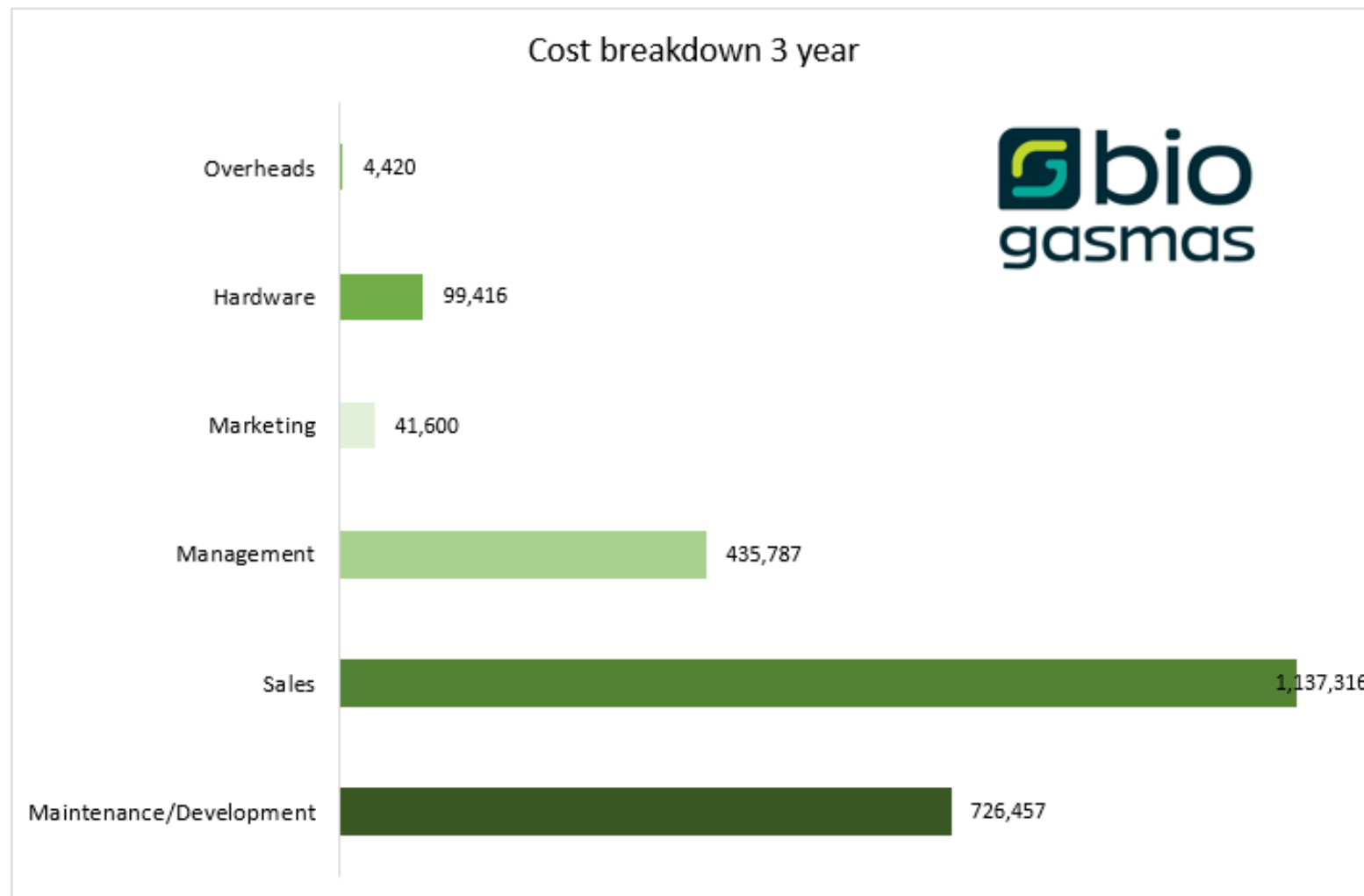
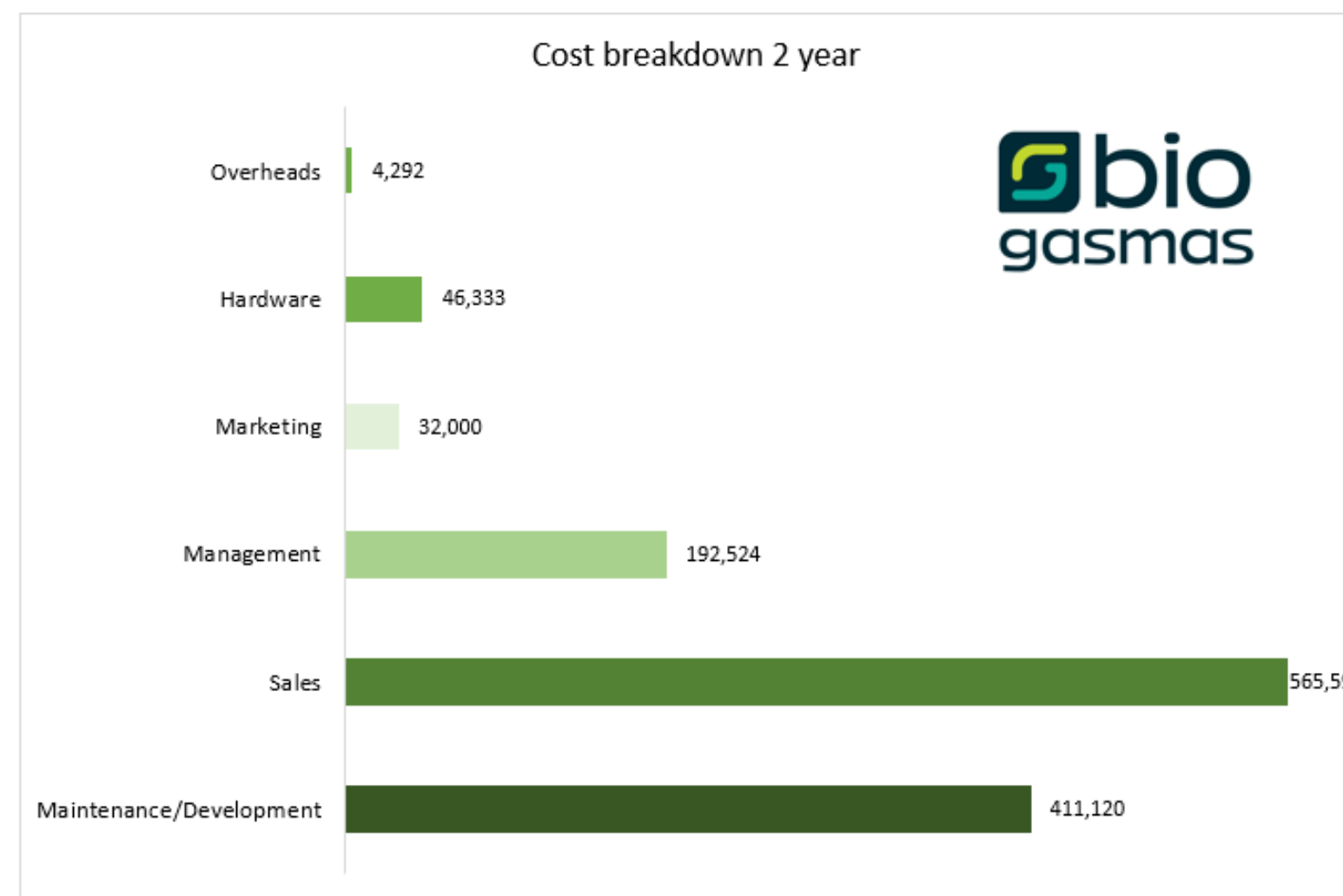
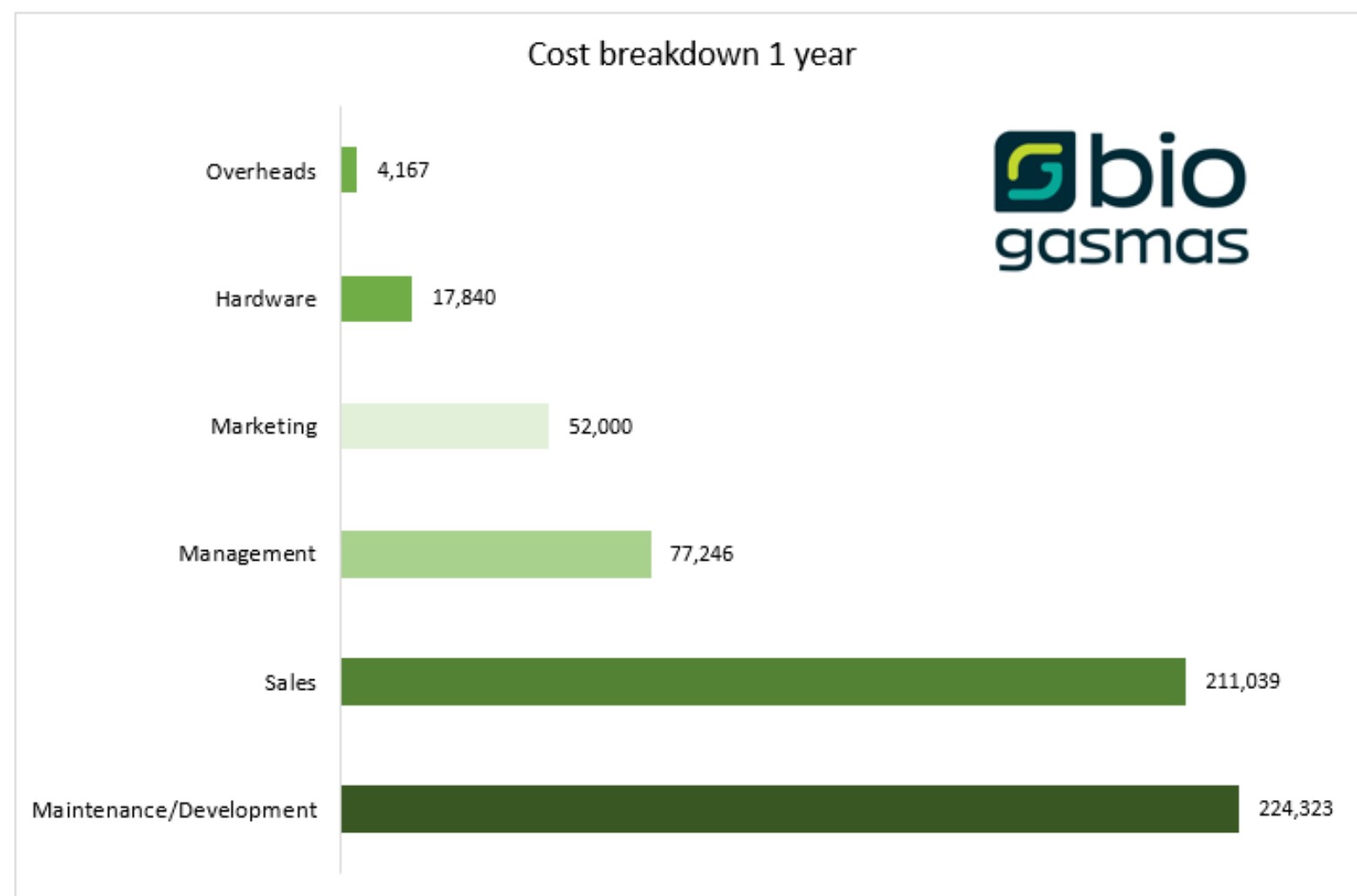
bioGASMAS today

MVP ready in 2024 1q





The investment



Investment
1.5M Eur

0.6M Eur round1
0.6M Eur round2
0.3M Eur round3

IRR 56%



Your digital biogas business twin

+370 62187244

hello@biogasmass.com

www.biogasmass.com

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Earn more:

+44k

Eur / year / customer



Pollute less:

55t

CO₂ savings / year / customer



**Upgrade team
competencies:**

AI assisted competencies



Time savings

Precisely controlled, quick and data
driven business decisions

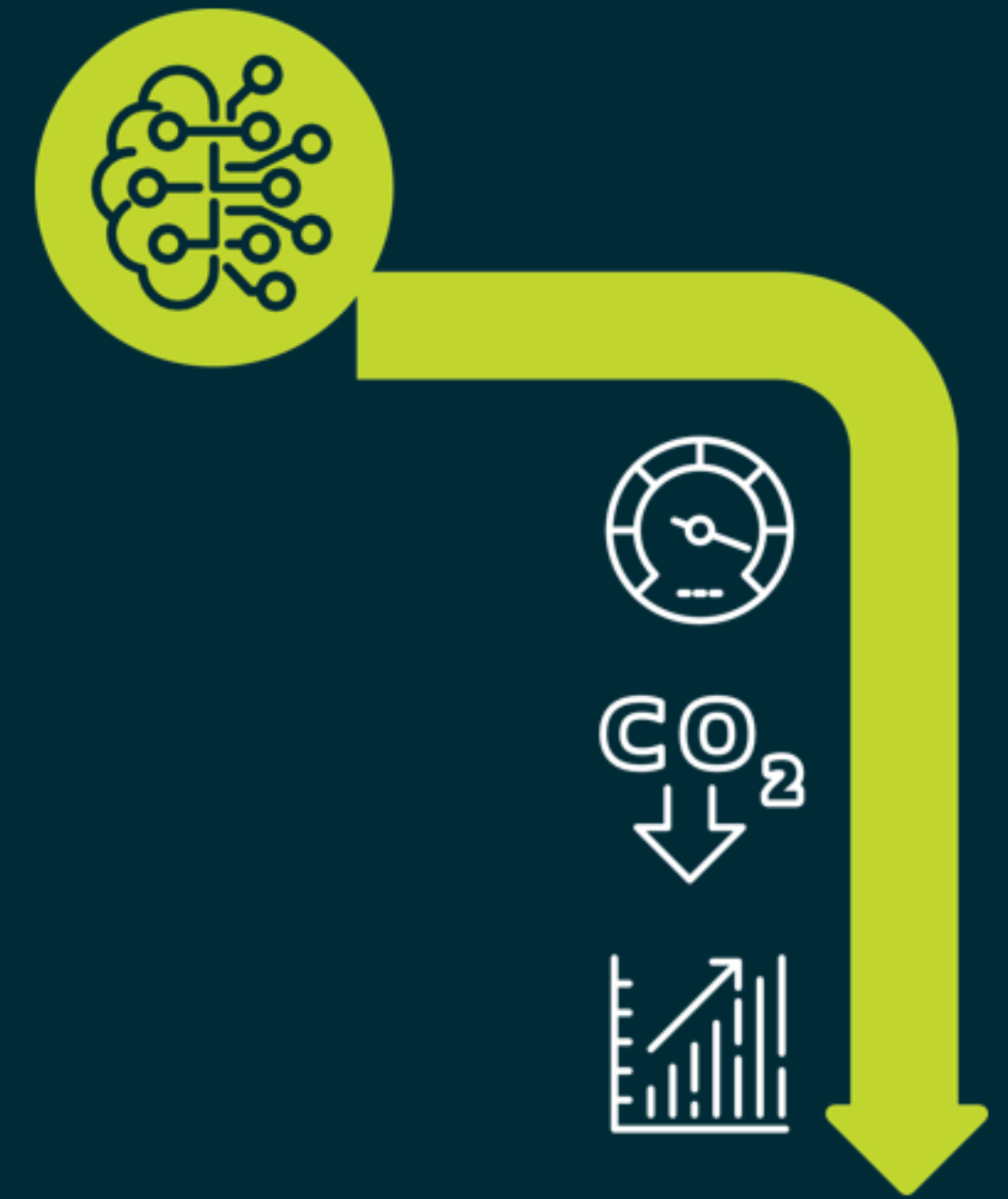
bioGASMAS software increases biogas
business profitability

bioGASMAS

> 100

complexed process and business data interactions
while tracking and leading the performance on data of:

- ✓ Economics
- ✓ Technological process
- ✓ Feedstock
- ✓ CO₂ footprint
- ✓ Team management
- ✓ Plan & Fact





Discussing pilot cases 2 agricultural biogas plants in Latvia (1MW;1.5 MW)



Discussing pilot cases with GASUM, Finland



Discussing pilot cases with SNAM, Italy



**Looking for strategical partner to become biogas
SaaS leader worldwide**

Ambitious startup looking for strategic
partners

bioGASMAS team growth

7

1 Management
3 IT
3 Sales

13

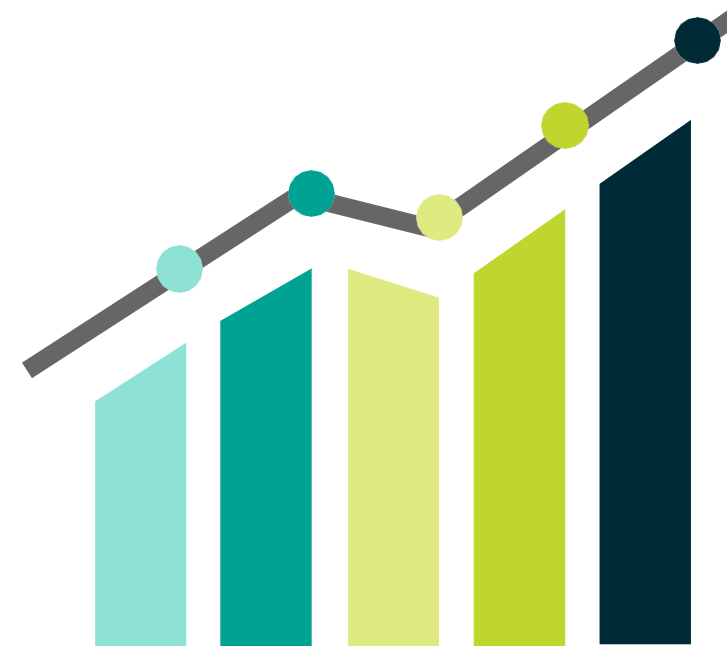
2 Management
4 IT
7 Sales

29

5 Management
6 IT
13 Sales
5 R&D

39

7 Management
12 IT
15 Sales
5 R&D



39

skilled team
players once the
startup is full
scaled

+4%

full load hours



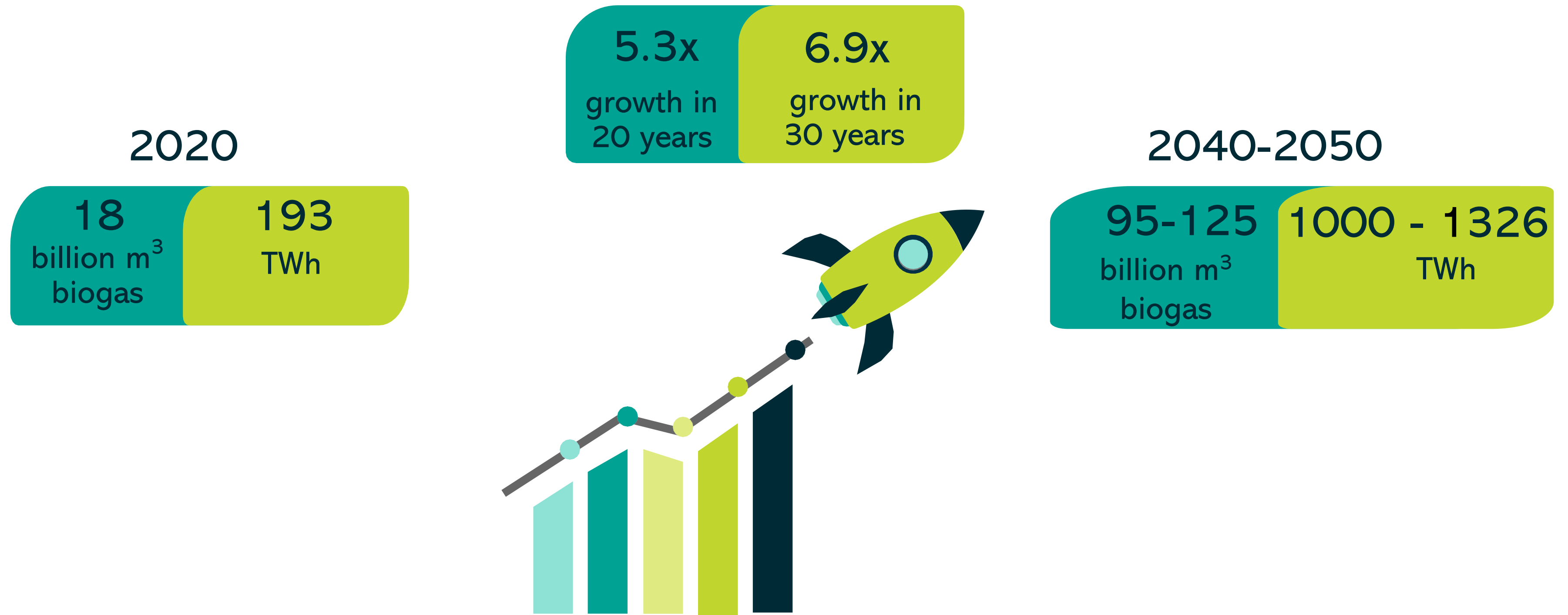
Typical process



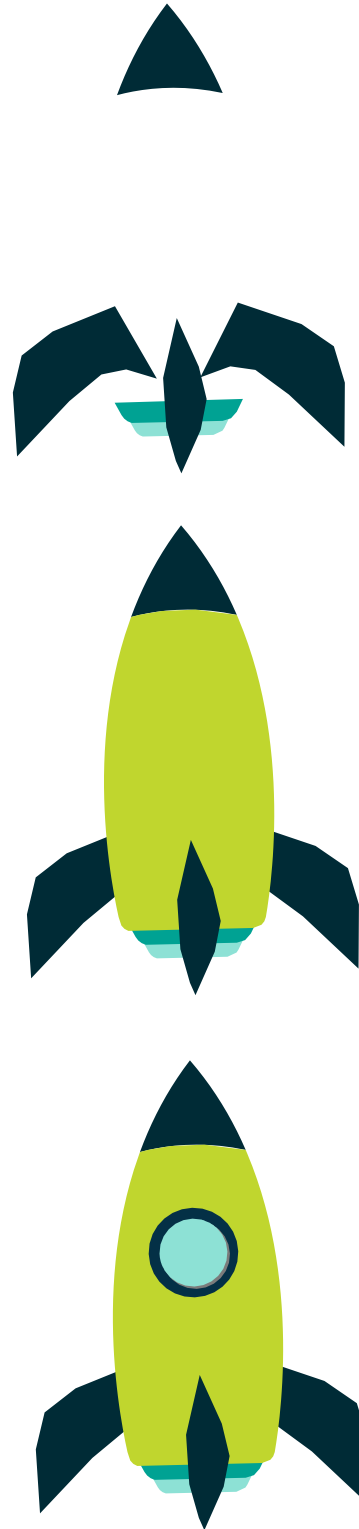
bioGASMAS

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business profitability



European biogas market is set up for a 7x growth in the next 30 years



Biogas is the renewable energy source

that can be directly injected into existing infrastructure.

Biogas production is the mature technology to utilize organic waste

in terms of added value and the ESG.

Biogas is produced from organic matter

Plastic is replaced by organic matter.

More organics in the waste stream = more feedstock = more biogas.

Main drivers for the market growth is the Green Deal, EU policy for the waste management

bioGASMAS SaaS startup highlights

■ **Business model ready:**
1.5 M EUR investment in
three rounds

■ **Startup looks for
financial resource:**
finish the product
and launch to the
market

■ **Cash positive in three
years**

■ **AMBITIOUS STARTUP**

The company is **looking for
strategic partners** to
launch our product and
generate the positive impact
for our clients.

**Business model available
upon request**



Your digital biogas business twin

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