

SERVING THE GAS INDUSTRY WORLDWIDE



9. September 2008

Commercial Meeting with Yamatake Europe NV

Philipp Gläser 09th Sept. 2008

Actual delivery / stock situation

- Since end of 2006 26 units delivered
- Actual 23 units unopened on stock
- 3 units build up for testing and projects

Several technical problems are discovered by our technical dept.

⇔ no possibility for installation and no possibility to sell

Direct damages

- Loss of interest because of prefinancing 1¹/₂ years = 12.090 €
- Loss of amount of coverage and profit
- Additional costs so far 8 working weeks = 28.800 €
- For solving open technical issues approx. 4 working weeks = 14.400 €

Indirect damages

- Advised product start delayed for more than one year
- Promised delivery dates already shifted
- Possibility for markets and customers lost or at risk

Next steps

- Remarketing starts end 2008 beginning 2009 by RMG
- New sales not expected before end of Q1 2009
- Proposal: Yamatake to take back 20 units by 1th October 2008
- Rescheduling new call of orders from March 2009
- Coverage of direct damages by Yamatake
- Renegotiation of pricing with deliveries starting March 2009
- Target: minus 10% of one unit price for Indonesian customer
- Outlook 2009: 10-15 units ; 2010: 20-25 ; 2011: 30-40