



taka solutions

FINANCE-as-a-SERVICE

The spark to ignite scalable transition to a clean energy future

EU-GCC: Energy Efficiency- A Key Driver for Clean Energy Transition

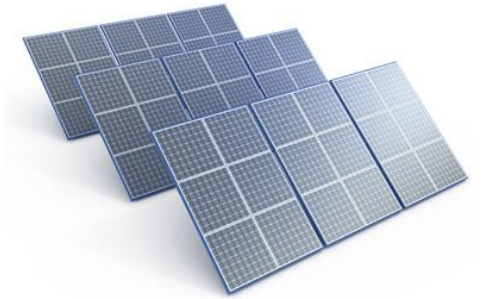
28th October 2018

THE MARKET (and world) STILL THINKS FINANCE IS THE PROBLEM

IT IS NOT

BUSINESS MODEL INNOVATION

as-a-service



ENERGY EFFICIENCY FINANCE
AS-A-SERVICE

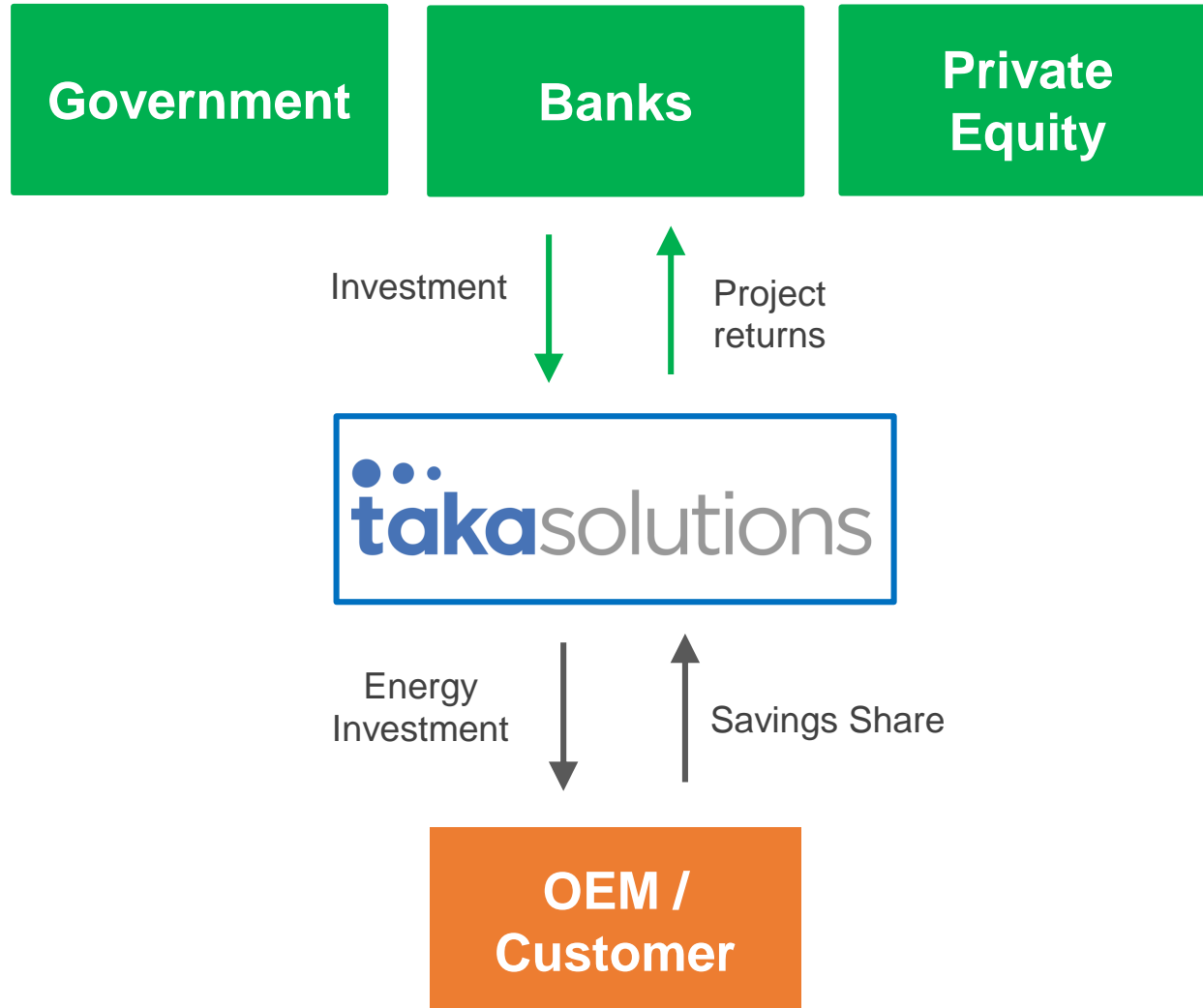


FOCUS ON YOUR CORE BUSINESS

Don't let the **finance** distract you

FINANCIAL AGGREGATION

A service that allows others to offer fully financed turn-key solution paid-from-savings model



ESCO / OEM

- Scale offering & growth business
- Reduce risk and be paid upfront
- Expanded offering to customers
- Focus on core business, not finance
- Competitive advantage

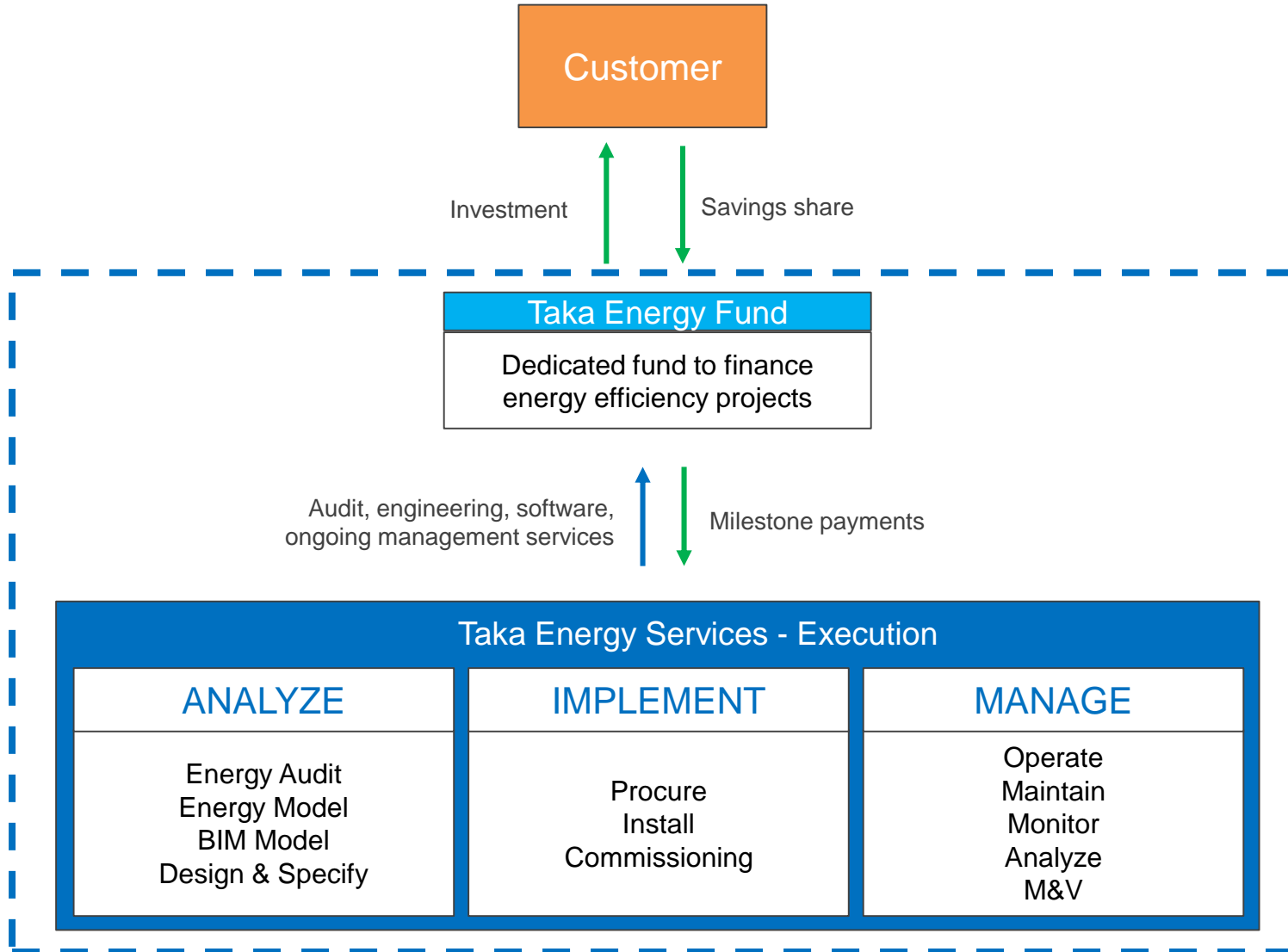
THE PERFECT SOLUTION

Customer

- No investment from client
- Pays only from performance
- Bigger impact

PROJECT FINANCE STRUCTURE: Taka Integrated Delivery

Aligned interests and shared revenues for parties based on their roles

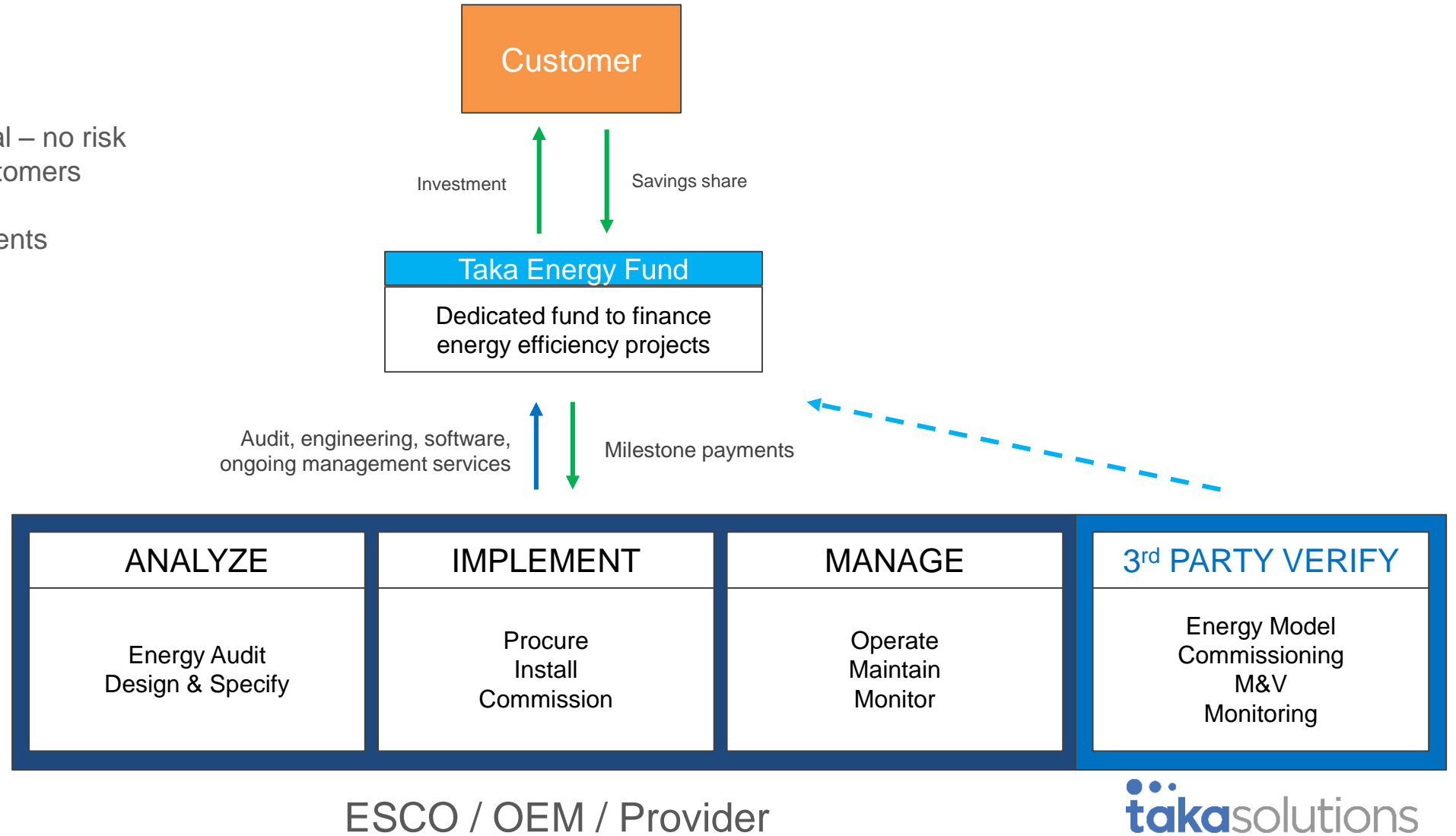


PROJECT FINANCE STRUCTURE: OEM Delivery

Aligned interests and shared revenues for parties based on their roles

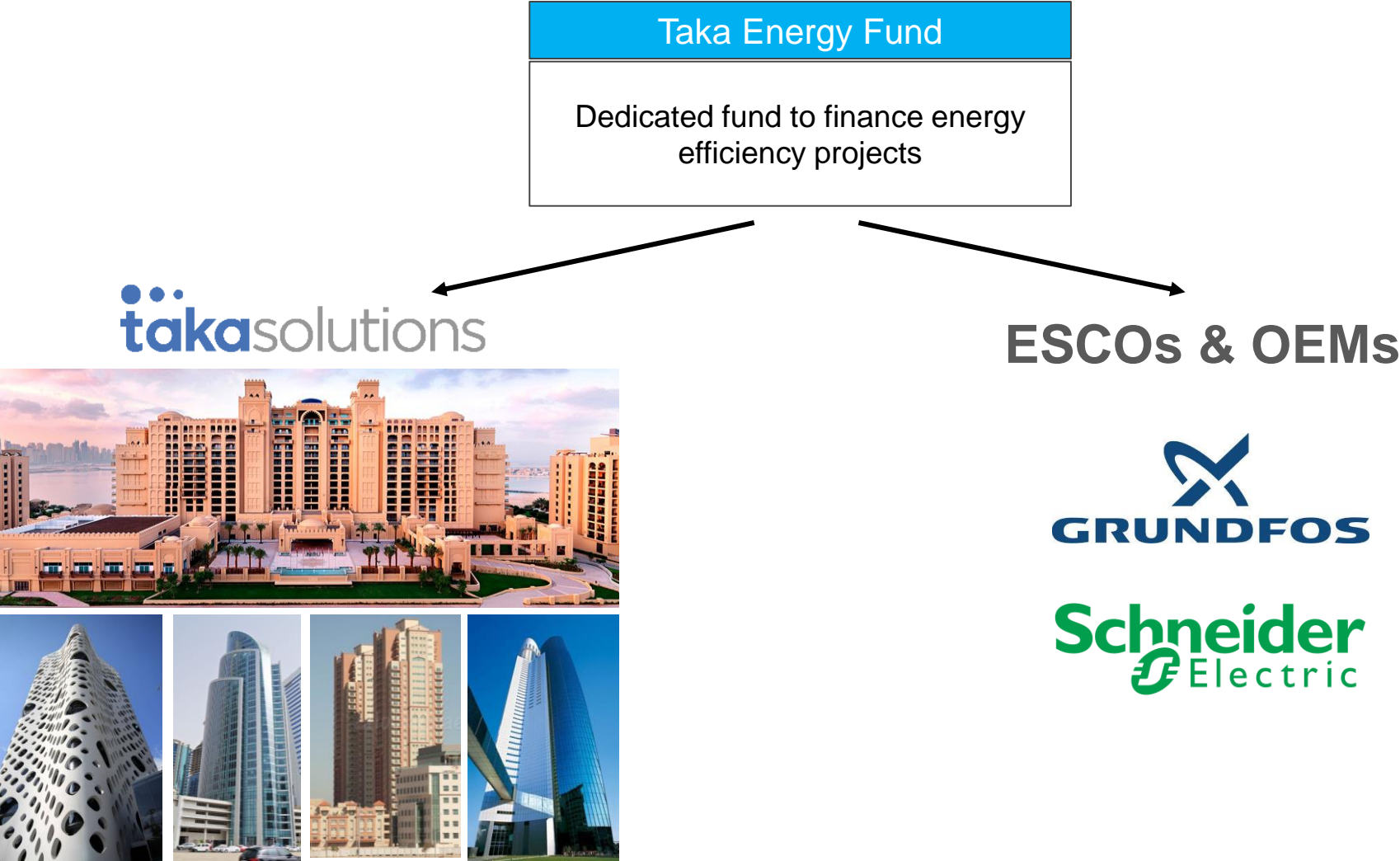
OEM Benefits

- Paid for services as usual – no risk
- Value-added offer to customers
- Maintain customer
- Long-term O&M agreements
- Grow sales and reach
- Larger project sizes
- New service offerings



SCALABLE FINANCING INFRASTRUCTURE

Truly integrated technical and financial delivery





Oman Buildings Need to Be Transformed

How will you make it happen?



takasolutions.com/finance