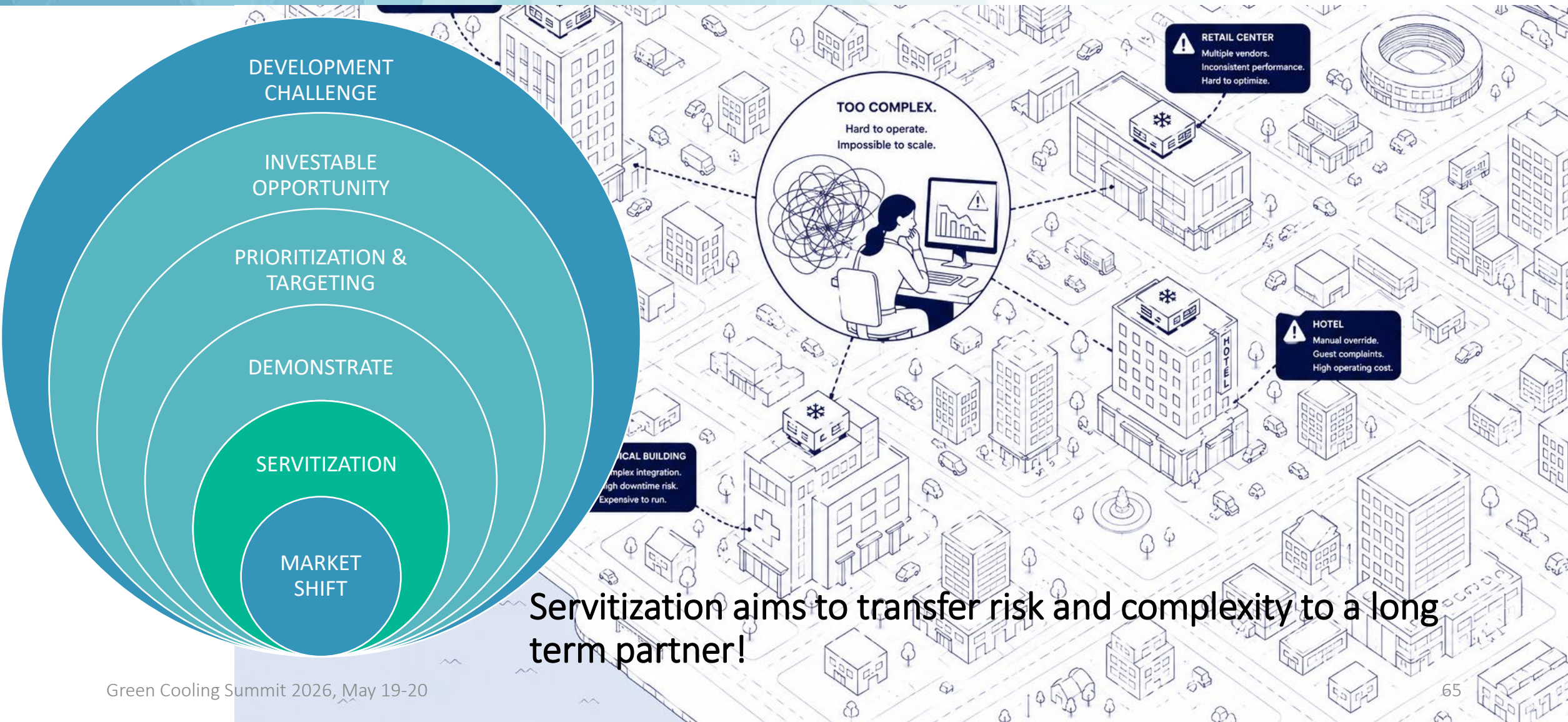


# Servitization an instrument for scale

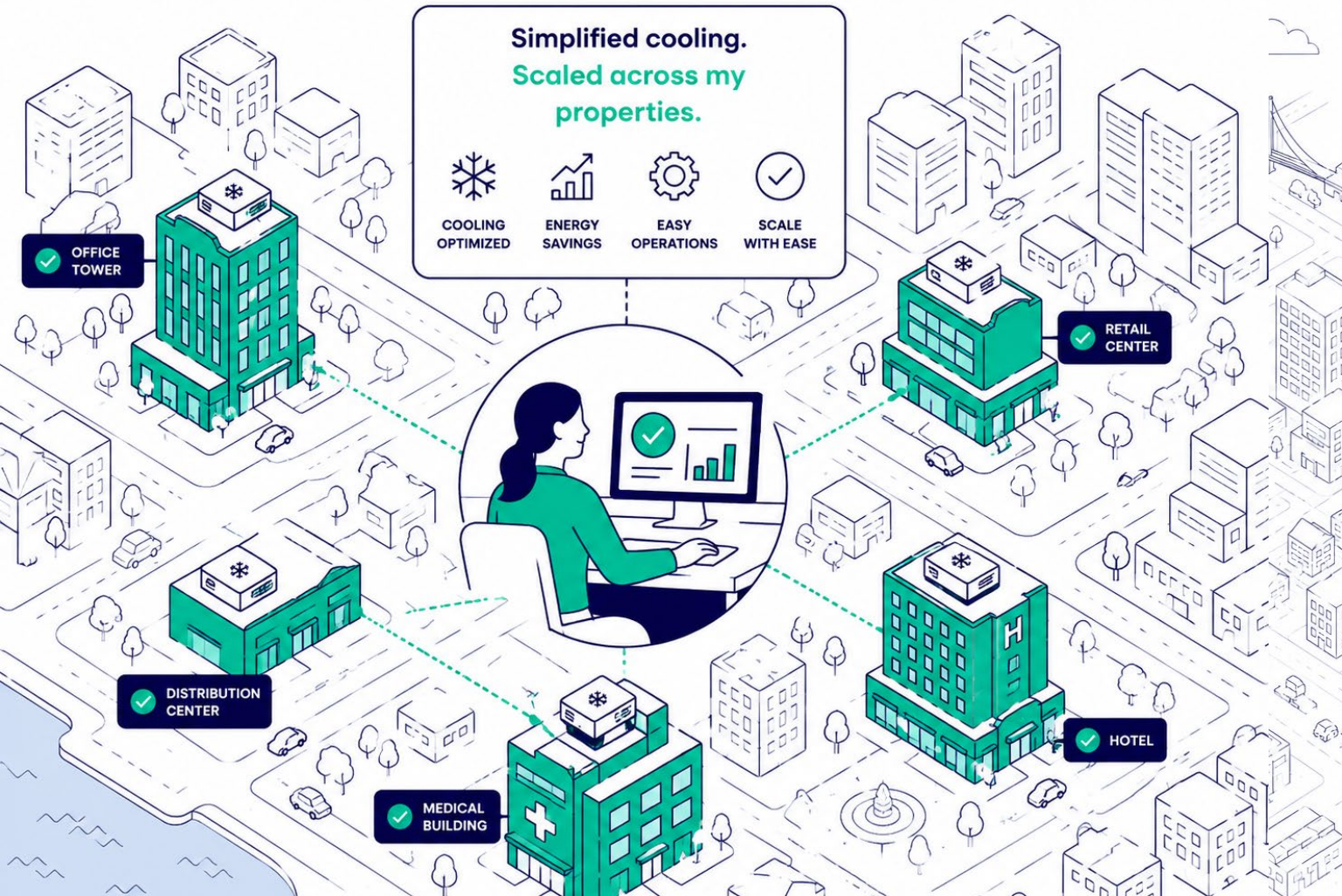
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Development Finance aims to facilitate market transformation.



Servitization aims to transfer risk and complexity to a long term partner!

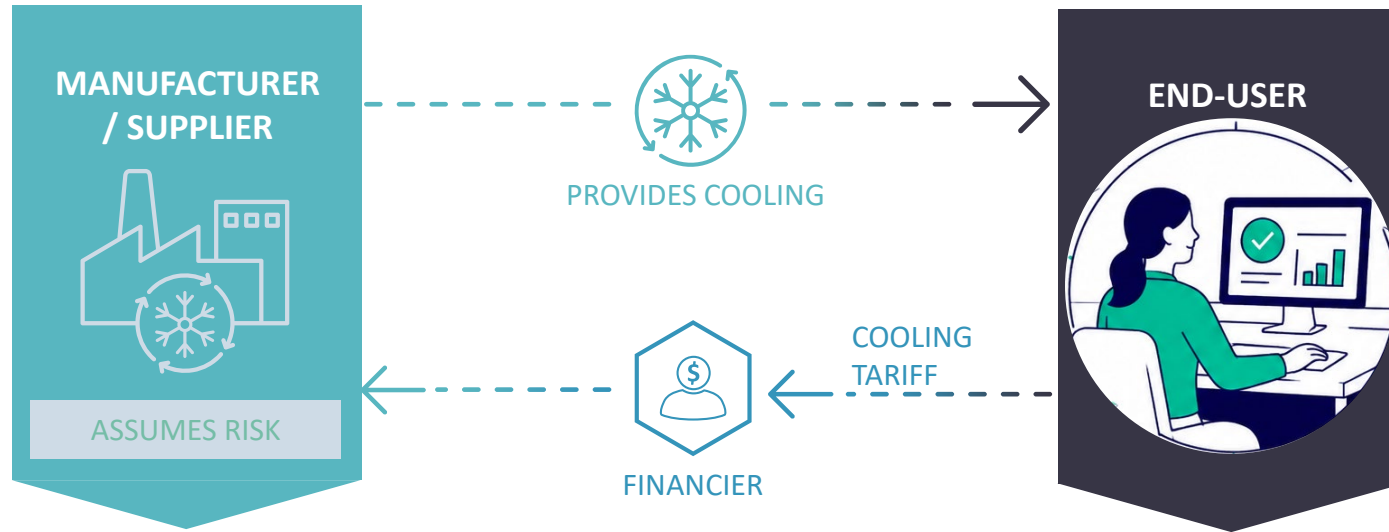
# Servitization as an instrument for scale.



-  High upfront capital costs
-  Operational and technological complexity
-  Long term performance risk
-  Internal resource constraints – can't focus on core business

Servitization (Cooling-as-a-Service), a video summary.





**Highly efficient systems**  
 = less energy usage,  
 lower operational costs,  
 less maintenance,  
 longer lifespan  
 = **Higher profitability**

**Long-term contract**

**Recurring model**

**Business relationship**  
 secures future work

**Uptime Efficiency**

**RISK**

**PROFIT**

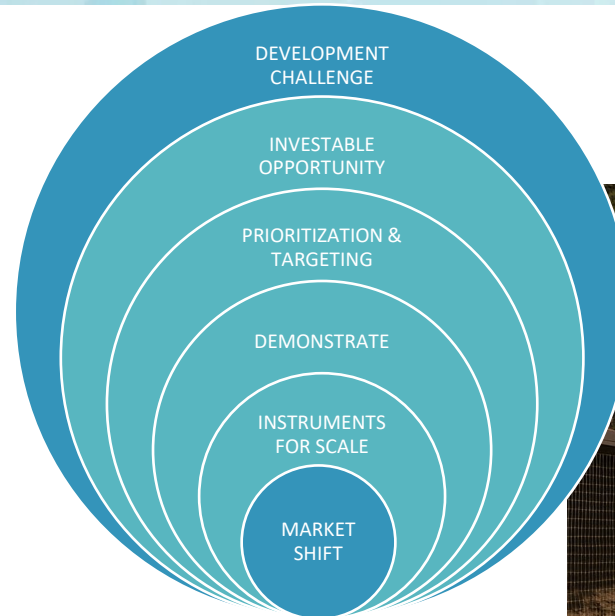
**Environmental:**  
 reduced emissions  
 via natural refrigerants and improved  
 energy efficiency

**Increased operational focus** and  
 associated productivity

**Reduced LCC of cooling** and  
 predictability

**Zero capital outlay / investment** in  
 system / equipment

# First propane chillers for a public hospital in Johannesburg, South Africa.



2x 90kW<sub>r</sub> Air cooled Propane (R290) chillers are being installed for a public hospital in Johannesburg, South Africa.

Replacing a 180kW<sub>r</sub> legacy R22 YCLA chiller.

Although these chillers are installed as a demonstration project, we have invested in the digital infrastructure to introduce the Hospital to Servitization when the remaining legacy chillers needs to be phased out.



**Servitized instruments are engineered to make solutions viable over the long term by removing risk and complexity. This can enable scale!**

# Contact



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