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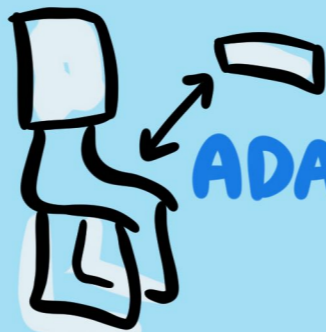
financing
PAAS models

LONG LIFE PRODUCTS


DIFFICULT to make PROFITABLE



ASSET

1  ADAPTIVE

2  LEASE BACK

3  BUILD AN AFTERMARKET

4  CONTRACT financing

5  LEASE on LEASE

6  STEP for STEP LOANS

BUSINESS

7  INCLUDE RISK OF LINEAR BM'S in ANALYSIS

8  STABLE REVENUE FLOW

9  REDUCED RISK CONTROLLED GROWTH

10  POSITIVE life time value /CAC ratio

11  customer financing

RELATIONSHIP

12  LONG TERM RELATIONSHIP niched actors

13  TEAM UP specific key partners