

**ISON** Business Development ltd.

Company Profile

# Executive Summary

Throughout years of accumulative market experience with operations spreading across the Middle East, North Africa, and Europe, ISON has been effectually formed in 2017 to offer high-value products, investments consultancy and business development services.

Deep market knowledge and long-term relationships with public and private customers enable ISON to formulate concrete partnerships among territories it operates to help the improvement and growth of its partners' businesses to reach together to the aimed sustainable development targets.

ISON commits to the win-to-win business model adheres to the legal requirements with its partners and clients to create mutual advantages and real values in all its relationships wherever it operates.

While the successful records witnessing on the spirit of ISON, we keep the development efforts strictly committed to various initiatives related to the reduction of greenhouse gas emission releases with the finality to significantly reduce them (the current target considers a 30% reduction within the Year 2030).

ISON also is specialized in trading, marketing and distribution of fertilizers raw materials, food ingredients and chemicals raw materials, we serve our clients in deferent market segments, i.e detergents manufacturing, oil & gas drilling materials, water treatment chemicals and etc.



# Vision



Providing an exceptional business development services for renewable energy sector in the region



Leading distributor of high-value products



Partners' 1<sup>st</sup> choice for equity financing needs

# Core Values

- We are dedicated to creating mutual and fair benefits and opportunities for all through our “win-to-win business model”.
- We are committed to complying with the highest ethical standards and legal requirements wherever we operate.
- We measure success not only through results, but also through the way success is achieved and impact.
- We are fully committed to the development of our employees regardless of their background, social-status, gender, nationality or religion through continued learning and field experience
- We strongly believe in the benefits of diversity.
- We adhere with all legal requirements and abide by the laws, rules and regulations related to our business activities wherever we operate.
- We refuse all forms of bribery and corruption.
- We are committed to transparency and to keeping our promises.
- We pursue excellence in everything we do, safely with integrity.
- We seek to protect and build our reputation and the morale of our employees by engaging in no conduct that might undermine respect and by taking whatever actions are necessary to correct or prevent inappropriate conduct of others.



# Businesses Approach

Upon partnering with ISON, partners expect an exceptional level of professionalism and commitment toward building long-term partnerships.

The partnering process with ISON starts with a systematic framing of opportunities against threats; ISON combines careful analytical thinking of strengths and weaknesses to formulate road maps coupled with implementation guidelines and insights that deliver the ultimate yield of cooperation.



# ISON House of Activities

- ✓ Project Development
- ✓ Financing
- ✓ Trade House
- ✓ Thermal Energy Storage

# Project Development

Finding a lead and managing opportunities to build concrete investment structures to gain projects' rights in renewable energy field either direct to our investors or together with local partners.

Here are general duties that the investors can expect from ISON to perform:

- High caliber of local partners' selection.
- Presenting project outlines to the investor.
- Drafting project plans and outcomes for success.
- Drafting project's SPV agreements between the investors and the local partner.
- SPV Registration and Legal Documentation follow ups.
- Follow up gaining the essential agreements with off-taker, work permits, approvals and other requirements together with local partner and investors.
- Addressing and resolving issues that may arise during the project development process.
- Shortlist candidate contractors and subcontractors for project's execution.



# Project Development References

## Completed projects:

- Jordan: 28.25 MW solar plants on the ground, BOT 10 year's basis for Jordan Armed Forces.
- Jordan: 4.9 MW solar plants on the ground, BOT 10 year's basis for Jordan Police Dep.

## Developed projects:

- Libya: 500 MW solar plants on the ground, PPA 25 year's basis for GECOL.
- Sudan: 210 MW solar plants on the ground, BOT 15 year's basis for ZADNA Int'l Company for Investment.

## On-going projects:

- Egypt: Hydrogen Valley (20 MW green hydrogen plant Plus 100 MW solar plants)
- Egypt: 500 smc/h Biomethane plant linked to hydrogen service station for the transport
- Oman: WtE plant of 4500 Tons/day municipality wastes.
- Oman: Hydrogen Valley (20 MW green hydrogen plant Plus 100 MW solar and wind plants)
- Oman: 500 smc/h Biomethane plant linked to hydrogen service station for the transport.
- Libya: Hydrogen Valley (100 MW green hydrogen plant Plus 500 MW solar plants)
- Jordan: WtE plant of 4500 Tons/day municipality wastes.
- Jordan: Hydrogen plant integrated to green mobility.





# Financing

We have been arranging financing for your equity needs through either finding a direct investor or equity fund or we can to arrange financing for your debt financing, also helping you to identify strategic buyer depending on the agreed strategy with our partners.

# Trade House

We have been specialized in trading, marketing and distribution of drilling materials, chemical raw materials and food ingredients.

We operate our trade in:

- ✓ Oil & Gas drilling materials.
- ✓ Chemical Raw Materials for several Industries.
- ✓ Water Treatment Chemicals.
- ✓ Food Ingredients.



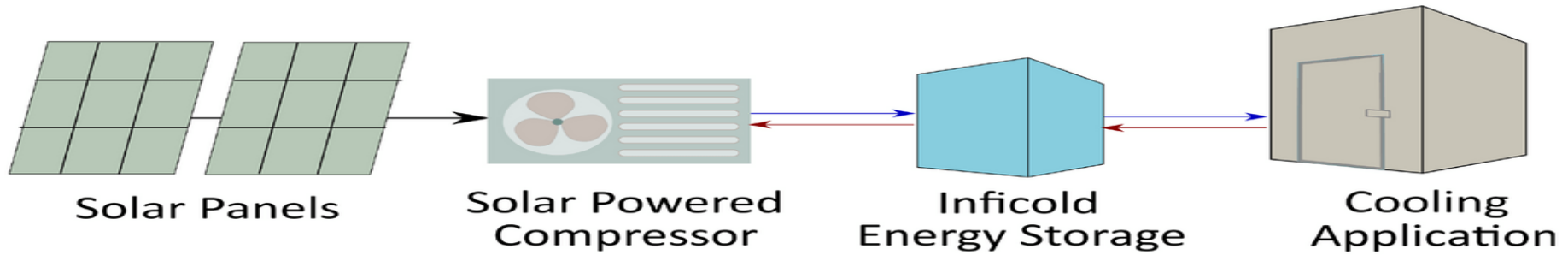
# Thermal Energy Storage

Throughout MENA region, ISON and Inficold operate engineering, procurements, installation and commissioning of solar based thermal energy storage solutions for refrigeration applications (Cold Storage Room, Milk Coolers and Air Conditioners).

Thermal energy storage stores cooling in the form of ice as an energy storage medium for later usage. It needs 6 – 8 hours of grid/solar electricity to provide 24 x 7 cooling without the need of diesel generator or electric battery. Solar photovoltaic are integrated for captive consumption of solar energy without the need of net metering (which requires DISCOM approval) or electric batteries (which requires frequent replacement), and thereby allowing quick installation and short payback period. For more details plz visit [www.inficold.com](http://www.inficold.com).



# Thermal Energy Storage



# Thank You!

## CONTACTS

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