

Joint Forces for Solar
Global

IBESA
International Alliance

BATTERY &
ENERGY
STORAGE

SOLAR&STORAGE
DIGICON

INTERNATIONAL HYBRID BUSINESS DEVELOPMENT PLATFORM

TAILOR-MADE SOLUTIONS FOR SOLAR & STORAGE COMPANIES

Installer/EPC Campaigning – Business Matchmaking – Product Showcase – Speaking Slots – PR Outreach

THE CONCEPT

The International Hybrid Business Development Platform is driven by the three leading programs Joint Forces for Solar, International Battery & Energy Storage Alliance and Solar & Storage DigiCon. The novel concepts is shaped towards the needs of solar and energy storage companies and combines 'the best' from the digital and physical worlds based on 20+ years of brand promotion experience.

- Focused approach: Tailor-made package solutions for companies operating on local, international and global level.
- Constant marketing and brand promotion towards specific target audiences with over 5.5 million impressions annually.
- Content-driven brand and product showcase through multiple speaking opportunities on topics and country markets of your choice (digital & in-person).
- Become a market expert through our comprehensive provision of relevant research data and monitor target markets to detect new business opportunities for your business.
- Business matchmaking excellence among high-quality stakeholders: Deal-oriented platform for installers, developers, EPCs, investors and suppliers.

INTERNATIONAL HYBRID BUSINESS DEVELOPMENT PROGRAM

Speaking Opportunities & Event Tickets

Share your insights at trade fairs, workshops or our digital event formats with 3 speaking opportunities in the region of your choice. There are more than **50 events** to choose from annually! Receive free tickets to all our events for your sales team.

Exclusive Events & Webinars

Organize your event with us and benefit from more than 20+ years of industry specific event management experience – **every format available: physical, digital or hybrid**. From location, to technical setup and installer marketing – we support you in every step along the way to deliver a successful event.

Market Research Data

Access presentation material and recordings from all international events. Benefit from complementary country-level **access to the GET-Matrix**, a data center for the global solar industry. Combined with quarterly regional reports on main industry topics from first-hand data, you have multi-layer access to relevant market information.

Business Matchmaking Service

Benefit from the largest global network and close relationships with the industry. We connect you via email with relevant contacts, **pre-arrange meetings** at trade fairs and support you with finding business partners in key regions.

Exec. Advisory Board Membership

Become an Executive Advisory Board Member for a country of your choice. The EABMs are local experts participating in regular surveys on industry development. For their effort EABMs receive access to the local GET-Matrix, preferred speaking slots in regional events, additional marketing support to **underscore their importance on a company and personal level** (personal branding).

Downstream Brand Promotion

of more than **115,000 qualified contacts**. We support you with multi-channel campaigns and proactive communication, both offline and online. Benefit from a large journalist network, ties to media partners in every region and our in-house design team. Share relevant company news with our network

Recruiting & Employee Referrals

People make business. We refer qualified and relevant candidates for Sales, Marketing and Business Development to your open positions – complementary as part of the annual partnership. Profit from **free-of-charge online job postings** on our highly frequented SSDC website.



BENEFITS:

Full-year Digital Installer Campaigning

Global Lead Generation

Extensive Brand Presence

Multiple Presentation Slots

Business Matchmaking

115,000 qualified contacts

65% downstream contacts (installers, EPCs) in 119 countries

20+ years market research expertise

350+ conferences & webinars

40,000 hrs of monthly screen time

12 newsletters & 200+ social media posts with 2.3 million views

4,000 slides of valuable market data

GLOBAL PLAYER PACKAGE

REGIONAL PLAYER PACKAGE

LOCAL PLAYER PACKAGE

Speaking Opportunities & Event Tickets

At digital conferences / webinars

4

2

1

At in-person events

2

1

—

Market Research Data

Access to presentation material

✓

✓

✓

Country access in GET-Matrix

5

3

2

Business Matchmaking Service

Arrangement of in-person meetings

12

6

2

Lead packages (Qualified contacts)

100

50

15

Exec. Advisory Board Membership

Number of countries / positions

2

1

—

Exclusive Events & Webinars

SSDC screen time (hours)

8

Guest lectures by EUPD Research

2

1

—

Event streaming of your events

2

1

—

Downstream Brand Promotion

Social media posts

10

5

2

Re-distribution of press releases

6

3

2

Logo placement

Tier 1 Level

Tier 2 Level

Tier 3 Level

Banner placement at JF4S/IBESA websites

3

2

1

Recruiting & Employee Referrals

Number of job postings

5

3

1

Active headhunting support

✓

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JF4S, IBESA & SSDC – UNITING THE INTERNATIONAL VALUE CHAINS

Our Partners (Excerpt)

LONGI

SUNGROW

JASOLAR

JinKo^{Solar}
We Build Your Trust in Sun

Ingeteam

SUNTECH

SHARP

TOTAL
SOLAR DISTRIBUTED GENERATION

GOODWE
YOUR SOLAR ENGINE

ibvogt

SOLAX
POWER

SOFAR
SOLAR

STÄUBLI

IDEEMATEC

AEG

SCHLETTER
The Solar Mounting Group

S:FLEX

alfanar

BayWa r.e.

REC
SOLAR'S MOST TRUSTED

APsystems
ALTERNATIVE ENERGY POWER

hellmann
WORLDWIDE LOGISTICS

ASTRONERGY

Trinasolar

SIEMENS

CanadianSolar

Q CELLS

E3 DC
ENERGY STORAGE

EAT•N

SENEC

sonnen

IBC
SOLAR

LG

NEXTracker

Arctech Solar