

## Our Offer for Your Regional Partnership Middle East and Africa with Joint Forces for Solar

---

We are Joint Forces for Solar (JF4S) – committed to a sustainable future for our planet and all generations to come! Economic development and GHG-emissions are growing simultaneously. But there are better solutions to fossil fuels that will accelerate growth more sustainably: renewable energy. Solar energy has the biggest potential to drive the global energy transition and is already the leading renewable energy source.

With a track record of more than 200 events, 20+ years of research expertise covering 73 countries and an industry network of more than 70,000 solar stakeholders, JF4S is the leading business and knowledge platform that enables partners to drive the future of solar energy and increase their visibility on all scales.

As partners, we support you with first-hand market intelligence, a comprehensive digital marketing and communication portfolio, business matchmaking services and events. We activate our network to further accelerate solar energy projects in Middle East, Africa and around the world, **connecting and exposing you to project developers, installers, distributors, investors** and other service providers and manufacturers.



### Marketing & Communication ●

Exposure to a broad while relevant audience is a key element to brand visibility. JF4S has the largest global network of solar stakeholders across the entire value chain. Industry decision-makers spend more than 35,000 hours per month on our digital platforms. Showcase your company as a solar champion to the solar community in Middle East and Africa. JF4S supports you with:

- Sharing of press releases on the JF4S website, LinkedIn channel and monthly newsletter
- Exposure to the extensive JF4S network through LinkedIn introduction posts
- Publishing of interviews conducted by JF4S with company representatives
- Feature of sales contacts or management in the spotlight of the monthly newsletter
- Hyperlinked listing of company logo on JF4S website and newsletter
- JF4S partner seal for online and offline media
- Significant discounts and rights of first refusal for exclusive JF4S digital campaigning offerings including webinars, digital conferences and roadshows



### Networking & Local Presence ●

JF4S organizes several events, conferences and business forums each year in Middle East and Africa, alongside the largest solar trade fairs with more events added each year. Regional partners can attend these events for free as well as present their company and products / services with speaking opportunities to relevant stakeholders groups. Additionally, you will benefit from discounts to partner events.

- Two free event tickets per JF4S event
- Two speaking opportunities in 12 months
- Discounts for partner events
- Feature of event participation through JF4S LinkedIn channel
- Speaking opportunities in JF4S digital conferences and panels upon availability

### Market Intelligence

---

What are current topics of regional champions, global players and other stakeholders? Where is their focus and where do they see the biggest development potential? As a regional partner, you will have access to the latest intelligence and can tap into the knowledge of our experts. With your company login, all of your colleagues can access the material.

- Access to presentation material (2,000 slides) from all JF4S- and partner events from the past three years
- Complimentary access to the monthly report (aggregated data set) of the Solar Business Index compiled of industry expert input from your market segment and region
- Receive 5% discount on the Global Energy Transition Matrix and stay up to date on latest market developments

Find more information about the Global Energy Transition Matrix and Solar Business Index on the JF4S website.

### Business Matchmaking

---

Our mission is to accelerate solar energy and with a large network of like-minded individuals from the industry, JF4S connects you with partners in Middle East and Africa at events or digitally.

- Personal mail introduction to potential business partners upon request
- Arrangement of meetings at events and personal introduction through JF4S
- Share your event participation and call for business meetings with and through JF4S

For a period of 12 months you can expand your reach, exposure and network with the JF4S engagement packages. Be part of Joint Forces for Solar and our mission to make solar energy the spearhead of the transition to a cleaner, greener, and brighter future!

Regional Partnership for Suppliers and Manufacturers

3,900 EUR per year

Email to Mr. Daniel Fuchs (fuchs@jointforces4solar.com)

Name: _____	Telephone: _____
Company: _____	E-mail: _____
Position/Dept.: _____	Sales tax ID: _____
Street/Postcode: _____	<input type="checkbox"/> General terms and conditions of business noted and accepted.
City/Country: _____	Date, Signature: _____

**General Terms and Conditions of business as of May 2018**

1. Scope of Application All contracts between Joint Forces for Solar – as an initiative of Hoehner Research and Consulting Group GmbH (here- after JF4S) – and the customer shall be subject exclusively to the following terms and conditions. The customer’s terms of business and purchase shall not be applicable and shall put JF4S under obligation to comply only in the event that JF4S should expressly agree to them.
2. Offer and Order 2.1 The presentation of the products together with the order form do not constitute a legally binding offer. The offers are without engagement and only for internal use of the customer. 2.2 After purchase details have been entered and the general terms and conditions of business as well as the transmission of the order form have been accepted, the customer enters into a binding contract to purchase the selected products. This will be confirmed immediately by email or fax to the address given by the customer. The purchase contract between the purchaser and JF4S is created when the order is confirmed. If the situation should arise that JF4S does not confirm or ship the order within 10 days, the purchaser is no longer bound to the contract.
3. Scope of Services, Salary and Prices 3.1 The scope of due payment and salary devoted exclusively to the order based on the offer. Any addition and/ or aberration requires the written confirmation of JF4S for their effectiveness and inclusion. 3.2 In the case that circumstance occur for which JF4S is not responsible and which cause temporary hindrances for the provision of services, agreed services and delivery appointments will extend. Customers will be informed about any hindrances occurring and the related time lags immediately. 3.3 The prices are net prices in Euros and US Dollars not including sales tax or delivery costs. Sales tax will be added to the net costs according to the legally defined percentage. The prices valid at the time of ordering are binding. 3.4 Contract to be terminated three months before it ends other- wise automatically renewed. Taking the extension of JF4S activities into account, prices are fixed for one year only and subject to change on renewal.
4. Terms of Payment, Charging 4.1 Payment to be made in advance. 4.2 JF4S retains ownership of all goods and all rights pertaining to usage of data files as well as intellectual property until payment of invoice is received in full. Intellectual property rights are lawfully retained by the author. The customer is able to offset claims if claims legally binding are detected, uncontested or accepted in writing by JF4S. Customers are able to claim liens if counterclaims based on the same contractual relationship. The transfer of customer claims toward JF4S is barred.
5. Contract Period and Termination The contract is entered into upon signature and has a oneyear validity. At the end of the initial term, this agreement shall automatically renew for successive one-year periods unless terminated by the client with three months prior notice.
6. Copyright and Rights of Use The products and the intellectual property embodied in them are protected by copyright. Every possible use of the work not explicitly permitted by copyright law is not allowed without the prior written consent of JF4S as the licensor and/or the written consent of the author. This includes but is not limited to copying, distributing, publishing, translating, saving, processing and reproducing the work in databases. Noncompliance will be prosecuted.
7. Place of Jurisdiction All agreements and business relationships shall be governed under German law; the courts of Bonn shall have exclusive jurisdiction.
8. Severability Clause Should an appointment or a part of an appointment of these general terms and conditions of business completely or partly be invalid or include a gap, it does not affect the validation of the rest of the appointments or terms. In that case, the legal requirements come into effect.