

Industrial Solar expands its sales network through cooperation with strategic partners

Strong cooperation with partners in target markets and sectors are a core element of the sales strategy of Industrial Solar. Recently, the company has signed new agreements which strengthen its position in the market.

The core markets of Industrial Solar, a turnkey provider for solar thermal energy systems, are the Middle East, North Africa, Latin America, Sub-Saharan Africa and Asia. In these locations, the direct solar irradiation is optimal for concentrating as well as for non-concentrating solar technologies to provide process heating. As maximum solar radiation usually occurs when cooling is needed most, process heat can also be used to operate absorption chillers which can shave peak cooling loads. This is an important additional benefit for industrial customers in those regions.

The sectors that have a huge thermal energy demand and are therefore the most promising customers of Industrial Solar are Chemicals & Refining, Pulp & Paper as well as Food & Beverage. In order to accelerate the project development with potential clients, the company reinforces its presence through strategic partnerships, enhancing its presence in the target regions.

During the last weeks, several further cooperation agreements have been signed, for example with:

- Solar Oilfield Solutions, a company specifically addressing solar energy in the oil and gas industry
- Netito Trading, a company based in Ethiopia, addressing the East-African market
- H1 Technology, a company based in Brazil

The selection of cooperation partners goes beyond pure sales activities and specifically considers the ability of participation in project implementation which increases the competitiveness of the company's solutions and reinforces its capability to create local value.

Further cooperation agreements are under negotiation and first results are already expected within this year.

Industrial Solar Holding Europe AB

Fiskaregatan 11
SE-87133 Hämösand / Sweden

E-Mail: info@industrial-solar.se
Internet: www.industrial-solar.se
T + 46 611 81 06 10

Industrial Solar Holding Europe AB holds 100% of Industrial Solar GmbH in Freiburg/Germany.

Industrial Solar GmbH is an international leading technology and solution provider, which develops projects mainly based on its innovative Fresnel collector technology suitable for fulfilling an expected growing market of solar process heat. As a one-stop-shop Industrial Solar offers turnkey solutions for customers in several industries.

Find out more about Industrial Solar GmbH at the following address:

<https://www.industrial-solar.de/>