EXHIBITOR INFORMATION 2016

HEAR IT HERE FIRST – INTERSOLAR NORTH AMERICA 2016

The Most Attended Solar Event! For the ninth year in a row Intersolar North America invites solar professionals and enthusiasts to get together in the heart of the U.S. solar market. In 2015, we welcomed 18,000 visitors to the exhibition halls of the Moscone Center in San Francisco for 3 days of intense networking and world-class insights into the latest trends of the solar industry. From installers, integrators, project developers and EPC contractors to manufacturers, suppliers, distributors, service providers and partners of the solar industry, the visitor profile spells huge opportunity for your company. Exhibitors appreciate Intersolar being a genuine partner and professional event organizer for nearly 25 years. Tap into the soaring U.S. market at Intersolar North America!

ees™ North America – Energy Storage meets Solar!
The U.S. storage market will grow to $246 million in 2015 and by 2020 will be a $3.1 billion industry. With the synergies of the solar and energy storage markets growing rapidly, San Francisco is the ideal venue to fully view world’s next giant step in safe, clean energy for our planet. After an overwhelming success in 2015, “ees North America 2016” will be fully co-located within Intersolar North America at Moscone’s West Hall. Whether it’s solar or pure energy storage, we hope you will join us for this perfect match of technology and markets.

→ www.ees-northamerica.com

LEADING IN GLOBAL SOLAR BUSINESS

Trusted Partner! With events spanning four continents, Intersolar is the world’s leading exhibition series for the solar industry and its partners. Intersolar is a grassroots supporter and advocate of growth in solar markets worldwide for nearly 25 years! It unites people from around the world with the aim of increasing the share of solar power in our energy supply. Since the beginning, Intersolar has gone above and beyond to support the industry and been instrumental in policy development, market creation, and public awareness – especially by working closely with CALSEIA for creating change in the California and U.S. solar markets. With events positioned in the world’s key markets, Intersolar provides a gateway to potential customers and business opportunities. As an exhibitor, you gain access to the pooled resources and concentrated industry know-how of the Intersolar community, including easy planning with a reliable exhibition organizer, discounts through the Intersolar Membership Program, and a variety of global events.

EXHIBITION QUICK FACTS

- Dates: July 12–14, 2016
- Location: Moscone Center, San Francisco
- Venue: West Hall, Level 1–3
- Co-located with: ees™ North America: West Hall Level 2 SEMICON West: South & North Halls
- Areas of Focus: Photovoltaics, Energy Storage, Solar Heating & Cooling Technologies
- Space Pricing: $44.00/sq. ft. (regular) $32.50/sq. ft. (members)
- Application: → www.intersolar.us → For Exhibitors → Applications
- Booth Selector: → www.intersolar.us → For Exhibitors → Booth Selection
WHY EXHIBIT?

"Intersolar North America 2015 proved to be a productive trade show for NEXTracker, enabling us to reach our customers, partners and prospects in an energizing and electric atmosphere. Showcasing our advanced tracker on the ISNA exhibit floor helped facilitate customer engagement. With the accelerated demand for our state-of-the-art trackers for distributed and utility scale projects, we found Intersolar to be a worthwhile venue that delivered solid return on investment. " Dan Shugar, CEO of NEXTracker

"At Locus Energy, we find that Intersolar is an excellent opportunity to interact with potential partners and other experts in the industry. It gives us an incredible platform to connect face-to-face and address how our solar monitoring and data analytics products help solar fleet managers increase efficiency and reduce costs. For us, Intersolar is an opportunity to engage with customers that we never want to miss! "
Adrian De Luca, Vice President, Sales & Marketing of Locus Energy

"Intersolar was the perfect launchpad for Tabuchi Electric’s solar-plus-storage solution in North America. Our booth was front and center on the expo floor and drove thousands of introductions to potential customers, partners and media contacts. Coming to Intersolar is an essential move for companies like us. Truth be told, we’re already on the list for next year! "
Harumi McClure, Managing Director/General Manager of Tabuchi Electric Company of America

BENEFITS & EXCLUSIVE SERVICES

Your Intersolar participation includes more than just your exhibit. As an Intersolar exhibitor you get lots of free services and marketing opportunities to help you connect with your prospects, promote your presence on the show floor and grow your business.

Free! for Exhibitors

■ Expo Passes: Invite your customers to your booth
■ Public Relations: Distribute your press release via PR Newswire
■ Solar Summerfest Party: Attend this official networking event
■ VIP Program: Extra-special treatment for your top customers
■ Intersolar Membership: Get special member benefits & discounts
■ Exhibitor Newsfeed: Be highlighted on www.intersolar.us
■ AWARD: Participate and win the coveted Intersolar & ees AWARD

Included in your booth is the company listing in Intersolar’s Event Directory, press kit distribution at Intersolar’s press center (more than 150 journalists in 2015!), special hotel and flight rates and other services available on our website or in the exhibitor center “Exhibitor Cockpit”. → www.intersolar.us → For Exhibitors

Some of the 521 Exhibitors in 2015

SAN FRANCISCO – THE HEART OF THE U.S. SOLAR INDUSTRY

InterContinental Hotel (Conference)
Moscone – West Hall (Exhibition)

Level 3
Level 1
Level 2

PV Cells, Modules & Systems
PV Manufacturing Equipment, Materials & Components

Level 2
Balance of Systems

Level 3
Components, Mounting & Tracking Systems
Solar Heating & Cooling Technologies

Level 2
Batteries, Energy Storage Systems, Charging Technologies

EXHIBIT PRICING & PLANNING

Booth Space Pricing (Raw Space)
Booth space is available in in-line, corner, peninsula, and island configurations. Raw space fees cover floor rental only and do not include utilities, furnishings, or other on-site services.
Non-Member Price $44.00/square foot
Member Price $32.50/square foot (~25% discount)
→ www.intersolar.us → For Exhibitors → Participation

Who qualifies for the member rate?
Participants of the Intersolar Membership Program who exhibited in at least one additional Intersolar event (Europe, South America, India, China) within the past 12 months, as well as SEMI and CALSEIA members, qualify for the member rate (~25% discount). → www.intersolarglobal.com → Membership

Cost Effective Exhibit Solutions
Complete turnkey package solutions, for every need and budget, are available:
- Pipe-and-Drape Package: from $37/sq.ft (incl. booth space)
- Inline Hardwall: from $57/sq.ft (incl. booth space)

EXHIBITOR PLANNING TIMELINE

September 2015
- Available: Online Booth Selector
- Available: Post Show Report 2015
- Available: Sponsorship & Marketing Opportunities

November–December 2015
- Open: Exhibitor Housing
- Open: Conference Call for Papers

January–February 2016
- Start: Invoicing
- Open: Exhibitor Cockpit & AWARD Portal
- Open: VIP Registration for Customers
- Available: Online Exhibitor List

March–April 2016
- Open: Registration
- Open: FREE Press Release & Customer Invite Services
- Deadline: AWARD applications

May 2016
- Deadline: Event Directory entries & Ad materials
- Deadline: Innovation & Application presentations
Reach your Target Groups
Solar professionals continue to flock to Intersolar in San Francisco each July, making the event the most well-attended solar event in North America. And in 2016, “ees North America” will be co-located with Intersolar, so hopes are already rising for an even greater event in 2016. Registration analysis shows Intersolar’s B2B event attracts both downstream and upstream solar professionals from every segment of the industry.

Influential Buyers at Intersolar North America
What’s more, a clear majority of attendees at the exhibition have buying power which makes Intersolar a place for dealmaking and valuable business connections. Satisfaction with the exhibition experience and quality of networking opportunities – 70% of attendees are in management positions – prompts solar professionals return to San Francisco year after year. Join us in 2016 and meet the current and future leaders of the solar industry!

Internationality of Visitors
U.S. attendees represented 85% solar professionals visiting Intersolar North America 2015. The top states, in terms of attendance, were California, Texas, Massachusetts, Arizona, New York and Colorado. 15% came from abroad, with the highest representation from South Korea, Japan, Germany, China and Canada.
Discover the world of Intersolar North America

Most Attended U.S. Solar Event.
18,000 attendees, 521 solar and energy storage exhibitors met at the 2015 event.

Hear It Here First!
Be at the center of it all. Be at Intersolar North America, the first major U.S. solar industry event of the year.

Innovative Exhibition.
Learn the latest in the fields of PV, energy storage and solar heating/cooling.

Storage and Solar – the Perfect Match.
After an overwhelming success in 2015, ees North America 2016 will be fully co-located within Intersolar North America at Moscone’s West Hall.

Extraordinary Exhibitor Benefits.
Free distribution of press releases, free expo passes for your customers, VIP program, participation for the Intersolar AWARD, access to the Intersolar Membership Program, and more.

Insightful Conference.
Hear expert insights at the top-notch programs in 80 sessions & workshops.

See, Sail and Network.
Visit breathtaking San Francisco, network with peers, engage with business prospects, attend a number of special events, receptions and local solar bus and sailing tours.

Trusted Partner.
Intersolar is the world’s leading exhibition series for the solar industry. It has been a grassroots supporter of solar market growth for nearly 25 years.

Storage and Solar – the Perfect Match.
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DISCOVER THE WORLD OF INTERSOLAR

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INTERSOLAR NORTH AMERICA
San Francisco, USA
www.intersolar.us

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Munich, Germany
www.intersolar.de

INTERSOLAR SOUTH AMERICA
Sao Paulo, Brazil
www.intersolar.net.br

INTERSOLAR INDIA
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