

INVESTOR DOCUMENT

Manufacturer Partnership Directory

Comprehensive Guide to PES Global Group's Supplier Ecosystem

22990%85%

Tier 1 Partnerships Solar Panel Market Inverter Market

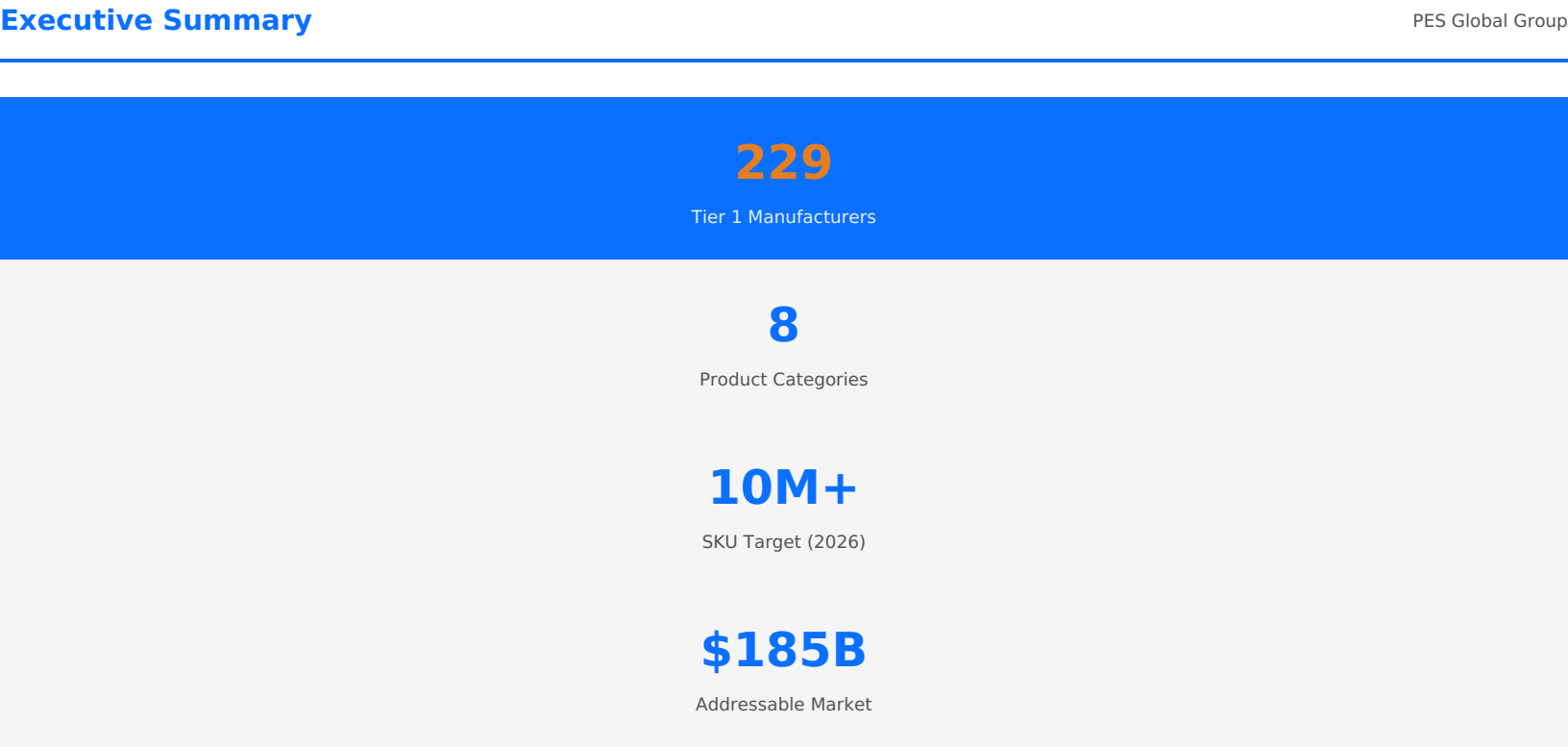
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About This Directory

This directory represents PES Global Group's established manufacturer relationships as of December 2025. All partnerships are active and verified. Our relationship-based model means we source directly from manufacturers, ensuring competitive pricing and authentic products for our contractor and distributor partners.



Partnership Philosophy

PES Global Group has built a unique position in the electrical distribution market through strategic manufacturer relationships. Unlike traditional distributors that carry inventory, our asset-light model leverages direct partnerships to source products on-demand, reducing capital requirements while maximizing product breadth.

Partnership Advantages

Direct manufacturer relationships
No intermediary markup
Priority allocation during shortages
Technical support access
Early access to new products
Volume-based pricing tiers

Market Position



Category Coverage Overview

Category	Partners	Market Coverage	SKU Count	Growth Rate
Solar Panels	45+	90%	2,450	+20% YoY
Inverters	30+	85%	890	+18% YoY
Battery Storage	25+	70%	445	+35% YoY
EV Charging	20+	55%	320	+45% YoY
Mounting Systems	35+	75%	1,230	+15% YoY
Electrical Components	40+	60%	3,780	+12% YoY
Generators	15+	40%	280	+25% YoY
HVAC	19+	35%	420	+15% YoY
TOTAL	229+	--	9,815	--

10 Million SKU Initiative

PES Global Group is targeting 10 million SKUs by December 2026. This expansion transforms our position from regional distributor to platform play, commanding 7-10x EBITDA multiples versus 3-5x for traditional distribution.

Manufacturer Origin Distribution

Region	Partners	% of Total
United States	68	30%
China	52	23%
Germany	28	12%
Japan	22	10%
South Korea	18	8%
Canada	15	7%
Other	26	10%

Key Relationship Highlights

Our partnership strategy prioritizes manufacturers with strong North American presence, ensuring reliable supply chains and local technical support.

Domestic Preference: 30% of partners are US-based, with additional 7% Canadian partners providing USMCA-compliant sourcing.

Global Reach: Asian and European partners provide access to cutting-edge technology and competitive pricing.

Partnership Tier Structure

<div><div>Tier 1: Strategic</div><div>Premium Partners</div><div>Direct accounts, dedicated support, priority allocation, volume rebates</div><div><div>85 Partners</div><div>\$25M+ Volume</div></div></div>
<div><div>Tier 2: Preferred</div><div>Key Partners</div><div>Distributor pricing, technical support access, standard allocation</div><div><div>92 Partners</div><div>\$5-25M Volume</div></div></div>
<div><div>Tier 3: Authorized</div><div>Standard Partners</div><div>Authorized reseller, standard pricing, order-based sourcing</div><div><div>52 Partners</div><div><\$5M Volume</div></div></div>

Solar Panels - 90% Market Coverage

45+ manufacturer partnerships spanning residential, commercial, and utility-scale applications

Tier 1 Strategic Partners

Canadian Solar

Canada / China

- Tier 1
- Mono/Bifacial
- Utility

JA Solar

China

- Tier 1
- High Efficiency
- Bifacial

Trina Solar

China

- Tier 1
- Vertex Series
- TOPCon

Jinko Solar

China

- Tier 1
- Tiger Series
- N-Type

LONGi Green Energy

China

- Tier 1
- Hi-MO Series
- PERC

LG Electronics

South Korea

- Premium
- NeON Series
- Residential

Panasonic

Japan

- Premium
- HIT Technology
- EverVolt

Q CELLS (Hanwha)

South Korea / Germany

- Tier 1
- Q.PEAK DUO
- US Made

REC Group

Norway

- Premium
- Alpha Series
- HJT

Tier 1 Strategic Partners (Continued)

<div><div>SunPower / Maxeon</div><div>United States</div><div>PremiumMaxeon 6IBC</div></div>
<div><div>First Solar</div><div>United States</div><div>UtilityThin FilmUS Made</div></div>
<div><div>Risen Energy</div><div>China</div><div>Tier 1HJTValue</div></div>
<div><div>Astronergy (CHINT)</div><div>China</div><div>Tier 1TOPConCommercial</div></div>
<div><div>Seraphim</div><div>China</div><div>Tier 1EclipseBifacial</div></div>
<div><div>ZNShine Solar</div><div>China</div><div>ValueGrapheneCommercial</div></div>

Tier 2 Preferred Partners

<div><div>Silfab Solar</div><div>Canada / USA</div><div>US MadeResidential</div></div>
<div><div>Aptos Solar</div><div>United States</div><div>US MadeDNA Series</div></div>
<div><div>Mission Solar</div><div>United States</div><div>US MadeTexas</div></div>
<div><div>Phono Solar</div><div>China</div><div>ValueTwin Plus</div></div>
<div><div>Hanover Solar</div><div>Germany</div><div>EuropeanQuality</div></div>
<div><div>Boviet Solar</div><div>Vietnam</div><div>ValueNon China</div></div>

Tier 2 Preferred Partners (Continued)

<div><div>Axitec Energy</div><div>Germany</div><div>EuropeanPremium</div></div>
<div><div>Meyer Burger</div><div>Switzerland</div><div>HJTPremium</div></div>
<div><div>Amerisolar</div><div>China / USA</div><div>ValueCommercial</div></div>
<div><div>Suntech Power</div><div>China</div><div>LegacyEstablished</div></div>
<div><div>Yingli Solar</div><div>China</div><div>ValuePANDA</div></div>
<div><div>Talesun</div><div>China</div><div>BistarCommercial</div></div>

Tier 3 Authorized Partners

Heliene (Canada)
Solaria (USA)
Vikram Solar (India)
Waaree (India)
Adani Solar (India)
BYD Solar (China)
DAS Solar (China)
GCL-SI (China)
Jolywood (China)
Ulica Solar (China)
Almaden (USA)
Qcells DIY (Korea)

US-Made Panel Availability

With increasing demand for domestically manufactured panels due to IRA incentives, PES maintains relationships with key US manufacturers including First Solar, SunPower, Silfab, Aptos, and Mission Solar.

Technology Distribution

Technology	Partners	Market Share	Efficiency Range	Trend
Monocrystalline PERC	38	55%	19-21%	Stable
TOPCon (N-Type)	22	25%	21-23%	Growing
Heterojunction (HJT)	12	10%	22-24%	Emerging
Thin Film (CdTe)	4	5%	17-19%	Utility Focus
IBC (Interdigitated)	3	5%	22-25%	Premium

Application Segments

Segment	Partners
Residential (under 10kW)	42
Commercial (10-500kW)	38
Utility-Scale (500kW+)	28
Off-Grid / Specialty	15

2025 Focus Areas

N-Type Transition: Supporting contractor transition from PERC to TOPCon/HJT technologies

US Manufacturing: Expanding domestic panel sourcing for IRA-eligible projects

Bifacial Growth: Meeting demand for dual-sided panels in commercial applications

Inverters - 85% Market Coverage

30+ manufacturer partnerships covering microinverters, string inverters, and hybrid systems

Tier 1 Strategic Partners

Enphase Energy

United States

- Tier 1
- IQ8 Series
- Microinverters

SolarEdge

Israel / USA

- Tier 1
- HD-Wave
- Optimizers

GoodWe

China

- Tier 1
- ES/ET Series
- Hybrid

SMA Solar

Germany

- Premium
- Sunny Boy
- Commercial

Fronius

Austria

- Premium
- Primo/Symo
- European

Huawei

China

- Tier 1
- SUN2000
- Commercial

Sungrow

China

- Tier 1
- SG Series
- Utility

Generac

United States

- Tier 1
- PWRcell
- Backup

Sol-Ark

United States

- Premium
- Hybrid
- Off-Grid

<div> <div>Growatt</div> <div>China</div> <div>ValueMIN Series</div> </div>	
<div> <div>Hoymiles</div> <div>China</div> <div>MicroinvertersValue</div> </div>	
<div> <div>APsystems</div> <div>China / USA</div> <div>MicroinvertersYC Series</div> </div>	
<div> <div>Solis</div> <div>China</div> <div>ValueCommercial</div> </div>	
<div> <div>KACO New Energy</div> <div>Germany</div> <div>CommercialEuropean</div> </div>	
<div> <div>Schneider Electric</div> <div>France</div> <div>ConextOff-Grid</div> </div>	
<div> <div>OutBack Power</div> <div>United States</div> <div>Off-GridBattery</div> </div>	
<div> <div>Victron Energy</div> <div>Netherlands</div> <div>MarineOff-Grid</div> </div>	
<div> <div>Deye</div> <div>China</div> <div>HybridValue</div> </div>	

Delta Electronics (Taiwan)
ABB / FIMER (Switzerland)
Chint Power (China)
Ginlong (China)
TBEA (China)
Power Electronics (Spain)
Yaskawa Solectria (USA)
CPS America (China/USA)
Chint ASTEC (China)

Product Category Distribution

Category	Partners	SKUs	Key Players	Growth
Microinverters	6	180	Enphase, Hoymiles, APsystems	+25%
String Inverters	15	320	SolarEdge, SMA, Fronius	+12%
Hybrid Inverters	12	240	GoodWe, Sol-Ark, Generac	+35%
Central Inverters	8	90	Sungrow, Huawei, SMA	+15%
Off-Grid / Battery	6	60	OutBack, Victron, Schneider	+20%

GoodWe Strategic Partnership

PES Global maintains an enhanced partnership with GoodWe, including dedicated account support, priority allocation, and credit facilities. GoodWe's hybrid inverter lineup is particularly strong for residential battery-backup applications.

Market Trends & Positioning

Residential Trends

Microinverter adoption continues to grow, led by Enphase. Hybrid inverters gaining share as battery attach rates increase. Module-level power electronics (MLPE) now standard for safety compliance.

Commercial/Utility Trends

String inverters dominate commercial rooftop. Central inverters for utility-scale. Three-phase string inverters gaining share in commercial segment. Sungrow and Huawei leading on price-performance.

Battery Storage - 70% Market Coverage

25+ manufacturer partnerships - fastest growing category at 35%+ annual growth

Tier 1 Strategic Partners

Tesla Energy

United States

- Premium
- Powerwall 3
- Residential

Enphase Energy

United States

- Tier 1
- IQ Battery 5P
- Modular

Generac

United States

- Tier 1
- PWRcell
- Backup

Panasonic

Japan

- Premium
- EverVolt
- 17.1 kWh

LG Energy Solution

South Korea

- Premium
- RESU
- Residential

sonnen

Germany / USA

- Premium
- ecoLinX
- Smart Home

BYD

China

- Tier 1
- Battery-Box
- LFP

Franklin Home Power

United States

- Tier 1
- aPower
- Whole Home

EG4 Electronics

United States

- Value
- LifePower4
- DIY

Tier 2 Preferred Partners

<div><div>SimpliPhi Power</div><div>United States</div><div>LFPOff-Grid</div></div>
<div><div>Fortress Power</div><div>United States</div><div>LFPeVault</div></div>
<div><div>HomeGrid</div><div>United States</div><div>Stack'dModular</div></div>
<div><div>Pytes (V5 Alpha)</div><div>China</div><div>Server RackValue</div></div>
<div><div>Discover Battery</div><div>Canada</div><div>AESCommercial</div></div>
<div><div>Blue Planet Energy</div><div>United States</div><div>Blue IonHawaii</div></div>

Battery Chemistry Distribution

Chemistry	Partners	Use Case	Cycle Life	Trend
Lithium Iron Phosphate (LFP)	18	Residential, Commercial	6,000+	Dominant
Nickel Manganese Cobalt (NMC)	8	Residential	4,000	Declining
Sodium-Ion	3	Utility, Grid	5,000+	Emerging

5x Market Growth by 2030

Battery storage represents PES Global's fastest-growing category. Residential battery attach rates are increasing from ~15% to projected 50%+ by 2028, driven by grid instability, time-of-use rates, and whole-home backup demand.

EV Charging - 55% Market Coverage

20+ manufacturer partnerships - emerging category with 45%+ annual growth

Tier 1 Strategic Partners

ChargePoint

United States

Tier 1 Network Commercial

Tesla

United States

Premium Wall Connector NACS

Wallbox

Spain / USA

Tier 1 Pulsar Plus Bidirectional

Emporia Energy

United States

Value Level 2 Smart

Enphase

United States

Tier 1 IQ EV Charger Solar

Enel X / JuiceBox

Italy / USA

Tier 1 Smart Grid V2G

Tier 2 Preferred Partners

Grizzl-E

Canada

Value Durable

Lectron

United States

Value Portable

ABB E-Mobility

Switzerland

DC Fast Commercial

Siemens eMobility

Germany

VersiCharge Commercial

Blink Charging

United States

EVBox (Engie)

Netherlands

European Fleet

Charging Level Distribution

Level	Power Range	Partners	SKUs	Application
Level 1 (120V)	1.4-1.9 kW	8	45	Portable, Emergency
Level 2 (240V)	3.3-19.2 kW	18	185	Residential, Workplace
DC Fast (Level 3)	50-350 kW	6	65	Commercial, Highway
Bidirectional (V2G)	7.6-11.5 kW	4	25	Backup, Grid Services

\$7.5B Federal Investment

The NEVI program is deploying 500,000+ public chargers by 2030. PES Global is positioned to supply Level 2 and DC fast charging equipment for commercial and fleet applications, with solar+storage+EV bundles for comprehensive energy solutions.

Connector Standard Support

Standard	Partners
J1772 (Level 2)	18
NACS (Tesla)	12
CCS Combo	8
CHAdeMO	4

NACS Transition

With major automakers adopting NACS (Tesla's connector), PES is expanding partnerships with NACS-compatible equipment manufacturers. All new Tier 1 partners offer dual-port or NACS-native solutions.

Mounting Systems - 75% Market Coverage

35+ manufacturer partnerships covering roof, ground, and specialty applications

Tier 1 Strategic Partners

IronRidge

United States

Tier 1XR RailResidential

Unirac

United States

Tier 1SolarMountCommercial

SnapNrack

United States

Tier 1Series 100Rail-Less

Quick Mount PV

United States

Tier 1QBaseFlashing

K2 Systems

Germany

PremiumSpeedRailFlat Roof

Array Technologies

United States

Tier 1TrackerUtility

Schletter

Germany / USA

Tier 1GroundCarport

GameChange Solar

United States

Tier 1GroundTracker

NEXTracker

United States

PremiumTrackerUtility

Tier 2 Preferred Partners

<div><div>Roof Tech</div><div>United States</div><div>RT-MiniRail-Less</div></div>
<div><div>S-5!</div><div>United States</div><div>Metal RoofClamps</div></div>
<div><div>Everest Solar</div><div>China / USA</div><div>ValueFull Line</div></div>
<div><div>ProSolar</div><div>United States</div><div>GroundCanopy</div></div>
<div><div>EcoFasten</div><div>United States</div><div>FlashingWaterproof</div></div>
<div><div>PanelClaw</div><div>United States</div><div>Flat RoofBallasted</div></div>

Application Breakdown

Application	Partners	SKUs	Key Products
Pitched Roof - Rail	12	380	IronRidge XR, Unirac SM
Pitched Roof - Rail-Less	6	120	SnapNrack, Roof Tech
Flat Roof - Ballasted	8	180	K2 Systems, PanelClaw
Ground Mount - Fixed	10	220	GameChange, Schletter
Ground Mount - Tracker	5	85	NEXTracker, Array Tech
Specialty (Metal, Carport)	8	245	S-5!, ProSolar

BOS & Infrastructure - 60% Market Coverage

40+ manufacturer partnerships - essential balance-of-system components

Circuit Protection & Disconnects

Eaton

United States

Tier 1 Breakers Panels

Schneider Electric

France / USA

Tier 1 Square D Full Line

Siemens

Germany / USA

Tier 1 Industrial Panels

ABB

Switzerland

Tier 1 Disconnects Industrial

Leviton

United States

Tier 1 Load Centers Devices

Midnite Solar

United States

Solar Combiners Disconnects

Wire & Cable

Southwire

United States

Tier 1 PV Wire Full Line

General Cable (Prysmian)

United States

Tier 1 USE-2 THWN-2

IEWC

United States

Distribution Multi-Brand

Connectors & Hardware

<div><div>Multi-Contact (Staubli)</div><div>Switzerland</div><div><div>Tier 1</div><div>MC4</div><div>OEM</div></div></div>
<div><div>Amphenol</div><div>United States</div><div><div>Tier 1</div><div>H4</div><div>Industrial</div></div></div>
<div><div>TE Connectivity</div><div>Switzerland / USA</div><div><div>Solarlok</div><div>Full Line</div></div></div>
<div><div>Phoenix Contact</div><div>Germany</div><div><div>Sunclix</div><div>Terminal</div></div></div>

Monitoring & Smart Devices

<div><div>Sense</div><div>United States</div><div><div>Monitoring</div><div>Smart Home</div></div></div>
<div><div>Emporia Energy</div><div>United States</div><div><div>Monitoring</div><div>Vue</div></div></div>
<div><div>Span</div><div>United States</div><div><div>Smart Panel</div><div>Premium</div></div></div>
<div><div>Lumin</div><div>United States</div><div><div>Load Control</div><div>Smart</div></div></div>

Component Category Summary

Category	Partners	SKUs
Circuit Breakers & Panels	8	850
Disconnects & Combiners	6	320
Wire & Cable	5	480
Connectors	8	560
Conduit & Fittings	6	720
Monitoring	4	85
Surge Protection	3	65

Total	40	3,080
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Generators, HVAC & Wind - Growth Categories

30+ manufacturer partnerships in expanding product lines (launching Q1 2025)

Generators - Launching February 2025

Cummins

United States

- Tier 1
- Diesel
- Commercial

Generac

United States

- Tier 1
- Standby
- Residential

Kohler

United States

- Tier 1
- Premium
- Full Line

Briggs & Stratton

United States

- Portable
- Value

Champion

United States

- Dual Fuel
- Portable

Honda

Japan

- Inverter
- Portable

Generator Category Launch

PES Global is launching generator distribution in February 2025, starting with Cummins partnership. This expansion supports our whole-home energy resilience offering: Solar + Storage + Generator backup systems.

HVAC - 15%+ Annual Growth

<div><div><div>Daikin</div><div>Japan / USA</div><div><div>Tier 1</div><div>Heat Pumps</div><div>Mini-Split</div></div></div></div>
<div><div><div>Mitsubishi Electric</div><div>Japan</div><div><div>Premium</div><div>Mini-Split</div><div>H2i</div></div></div></div>
<div><div><div>Carrier</div><div>United States</div><div><div>Tier 1</div><div>Full Line</div><div>Commercial</div></div></div></div>
<div><div><div>LG HVAC</div><div>South Korea</div><div><div>VRF</div><div>Commercial</div></div></div></div>
<div><div><div>Fujitsu</div><div>Japan</div><div><div>Mini-Split</div><div>Halcyon</div></div></div></div>
<div><div><div>GREE</div><div>China</div><div><div>Value</div><div>Mini-Split</div></div></div></div>

Small Wind - Emerging

<div><div><div>Bergey Windpower</div><div>United States</div><div><div>Small Wind</div><div>Rural</div></div></div></div>
<div><div><div>Primus Wind Power</div><div>United States</div><div><div>AIR Series</div><div>Off-Grid</div></div></div></div>
<div><div><div>Automaxx</div><div>Taiwan</div><div><div>Residential</div><div>Value</div></div></div></div>

Manufacturer Relationship Structure

Tier	Partners	Volume	Benefits	Terms
Tier 1: Strategic	85	\$25M+/year	Priority allocation, dedicated support, volume rebates, early access	Net 45-60
Tier 2: Preferred	92	\$5-25M/year	Standard distributor pricing, technical support, standard allocation	Net 30-45
Tier 3: Authorized	52	<\$5M/year	Authorized reseller status, standard pricing, order-based sourcing	Net 30 / COD

Credit Facilities & Terms

Active Credit Lines

GoodWe	\$500K
Canadian Solar	\$250K
JA Solar	\$200K
Enphase	\$150K
IronRidge	\$100K

Partnership Benefits

Direct Sourcing: No intermediary markup - direct manufacturer relationships

Priority Allocation: Guaranteed access during supply constraints

Technical Support: Direct access to manufacturer engineering teams

Training Programs: Certification and product training for partners

Relationship-Based Model

PES Global's asset-light distribution model leverages manufacturer relationships rather than carrying inventory. This reduces capital requirements while maximizing product breadth - enabling access to 229+ manufacturers with minimal working capital.

Working with PES Global

For Contractors & Installers

Access our full manufacturer network through a single account. Project-based sourcing, competitive pricing, and logistics coordination.

Contact: sales@pes.supply

For Distributors

Partnership and acquisition opportunities. Access to our supplier network, technology platform, and operational infrastructure.

Contact: partnerships@pesglobalgroup.com

Investor Relations

PES Global Group

Louisville, Kentucky

investors@pesglobalgroup.com

www.pesglobalgroup.com/investors

229

Tier 1 Partners

8

Categories

10M+

SKU Target

\$185B

Market

PES Global Group