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SUPPLY PARTNERS

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Hyundai Heavy Industries Green Energy Re-enters Australian Solar Market in Landmark \$70 Million Deal with Supply Partners

BRISBANE, Australia., May 28, 2018 - <http://www.hhigreen.com/>

Hyundai Heavy Industries (HI) Green Energy a market-leading manufacturer of high-efficiency solar cells and modules, today announced it will re-enter the Australian solar market. The company will employ an aggressive growth strategy, this week signing an exclusive distribution agreement with solar distribution company, Supply Partners, valued at A\$70M in the initial term.

Launching with the renowned Hyundai Heavy Duty range, including a 300-watt monocrystalline panel for the residential market and 360-watt panel for the commercial market, the unique partnership between the companies is poised to position Hyundai HI Green Energy as a volume premium panel offering in the Australian market, giving consumers more premium panel options whilst increasing competition and ultimately placing more downward pressure on solar pricing. The company had installed approximately 10 megawatts of solar modules when it exited the Australian market in 2011.

Larry Kim, head of global sales at Hyundai HI Green Energy said, “We see a significant pipeline of opportunities in the Australian market. We are excited to introduce our highly appropriate Hyundai Heavy Duty range here and there is no better distributor than Supply Partners to deliver our channel strategy.”

Supply Partners will act as the main driver of Hyundai HI Green Energy’s solar proposition, recruiting, training and supporting Hyundai installers, with expressions of interest to join the Hyundai solar network of installers in Australia encouraged now via www.hyundaisolar.com.au. Hyundai solar panels will be available in Australia by the end of June.

Hyundai HI Green Energy Australia sales and marketing manager, Rick Lee, who worked closely with Supply Partners to put the deal together said, “Initially we will be focused on establishing the brand in the residential and commercial market, but we also look forward to exploring opportunities in large commercial, industrial and engineering, procurement and construction in the short to medium term. Together with Supply Partners, we are setting aggressive volume targets in the Australian market and we look forward to offering Australians what we consider to be the best quality solar panels on the international market”.

Continued >



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LARRY KIM

Head of global sales
Hyundai HI Green Energy



About Supply Partners

Supply Partners, an Australian technical distributor of solar and energy storage solutions comprises a staff of 25 servicing 700 purchasing customers in the Australian market. The Company represents 7 Global Fortune 500 suppliers and are fiercely protective of the end Australian customer in terms of acquiring quality product, with real warranty installed by appropriately qualified customers. Supply Partners are the 2018 EUPD Australian top PV Wholesaler and currently run the distribution channel, brand positioning and technical engineering support for two respected manufacturers.

For more information visit www.supplypartners.com.au, or follow us on [facebook](#).

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Supply Partners,
we are setting
aggressive volume
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RICK LEE

Sales and marketing manager,
Hyundai HI Green Energy Australia

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Since entering the solar energy business in 2004, Hyundai HI Green Energy has established itself as global leader, supplying its technologies beyond Korea and into Europe, the Americas and Japan.

Supply Partners director, John Degotardi said, “Supply Partners are experienced when it comes to delivering branded channel strategies for our manufacturer partners, and there is no bigger brand in solar than Hyundai HI Green Energy Co. Our technical team at Supply Partners never stops talking about the small differences in Hyundai panel construction quality, and this is why we stand proudly behind Hyundai. We look forward to delivering big results for the company in Australia.”

ABOUT HYUNDAI HEAVY INDUSTRIES GREEN ENERGY

Hyundai Heavy Industries Green Energy, a member of Hyundai Heavy Industries Group, world’s largest shipbuilding conglomerate from South Korea, offers best quality and high endurance photovoltaic modules since 2004. The company ensures best quality modules to customers worldwide by manufacturing advanced-technology cells and modules in global accredited R&D lab and factory in South Korea. Hyundai Heavy Industries Green Energy has deployed modules to more than 50 countries and completed various utility/commercial projects worldwide. Today, the company is expanding its global presence, leaving eco-friendly footprints to promise future sustainability for next generations.

For more information, please visit www.hhigreen.com

#ENDS#



Supply Partners Directors John Degotardi, Peter Britten, Liam Ricketts and Patrick Morrissey sign an exclusive agreement with Rick Lee, Sales and Marketing Manager, Hyundai HI Green Energy Australia



Supply Partners Directors and sales team with Rick Lee, Sales and Marketing Manager, Hyundai HI Green Energy Australia.



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