

Benelux Program: Battery System Promotion



- **Propose:** Focus on promote Battery System in Benelux for new installation and replacement of other vender.
- **Program Period:** 2024.10.01-2024.12.31
- **Incentive Products:** LUNA2000-5/10/15-S0 battery system (DCDC+Pack)
- **Incentive Object:** Registered installers in PV community
- **How to Claim:** The installer submits the SN of the DCDC and FusionSolar account through PV community.
- **Incentive Scheme:**
 - ①Install a new S0 battery system during the program period: 2024.10.01-2024.12.31;
 - ②The S0 battery is connected to the FusionSolar management system;
 - ③After the installation, the installers can get free inverter/DCDC based on different scenarios.
 - (The free DCDC claimed from this incentive can still participate this program.)
- **How to Delivery:** Huawei will arrange Partner to delivery the physical goods to installers after claim on PV community.

| Scenarios | Free Products | QTY |
|---------------------------|---------------------------------|------------------------|
| Install S0 System - 5KWh | SUN2000-4.6KTL-L1 | 1 pcs |
| Install S0 System - 10KWh | SUN2000-4.6KTL-L1 & DCDC | 1 pcs for each product |
| Install S0 System - 15KWh | SUN2000 M1 series & DCDC & EMMA | 1 pcs for each product |

Existing Inverter Install ESS Incentives(Prolong to 31st December, 2024)



2024.03.07

2024.12.31

2025.1.31

**Program Start
Claim Start**

Program End

Claim End

- **Purpose:** There are more than 1 million existing Huawei residential inverter without battery. In order to develop this market, Huawei offers free DC-DC after installed new battery in existing Huawei residential inverter.
- **Incentive inverter:** SUN2000-2-6KTL-L1, SUN2000-3-10KTL-M1 which is installed and connected to FusionSolar management system before 1st Jan 2024
- **Incentive object:** Registered installers in PV community
- **Incentive period:** 7th March, 2024 to 31st Dec, 2024
- **How to Claim:** The installer submits the SN of the DCDC and FusionSolar account through PV community.
- **Claim time:** 7th March, 2024 to 31st January, 2025
- **Incentive scheme:**
 - ① Install a new S0 battery system during the program period for the existing inverter which was installed before 1st Jan 2024;
 - ② The S0 battery is connected to the FusionSolar management system;After the installation, the installers can get 1 free DCDC for each existing inverter.
(The free DCDC claimed from this incentive can still participate this program.)

SolarToday

更多光的力量，让家始终明亮

1in1 Optimizer Full-Configured Incentive (Prolong to 31st December, 2024)



- **Purpose:** This optimizer program focuses on educating installers' optimizer habits. Develop a batch of installers who use full-configured optimizers solution in the market.
- **Incentive products:** SUN2000-450W-P2 and SUN2000-600W-P with residential inverter(2-6K L1, 8-10k LC0, 3-10K M1, 12-25K M5 and 12-25K MB0)
- **Incentive object:** Registered installers in PV community
- **Incentive period:** 7th March, 2024 to 31st Dec, 2024
- **How to Claim:** The installer submits the SN of the optimizers/inverter through PV community.
- **Claim time:** 1st May, 2024 to 31st January, 2025
- **Incentive scheme:**
 - ① New installation with full-configured optimizer solution
 - ② The solar system is connected to the FusionSolar management systemAfter the installation, The installers can get the same number of optimizers for free.
(The optimizers claimed from this incentive can not participate this program again.)

1in1 Optimizer Full-configured Quantity



| Model | Full-Configuration Optimizer Quantity (Pieces) |
|--------------------|--|
| SUN2000-2KTL-L1 | ≥4 |
| SUN2000-3KTL-L1 | ≥6 |
| SUN2000-3.68KTL-L1 | ≥7 |
| SUN2000-4KTL-L1 | ≥8 |
| SUN2000-4.6KTL-L1 | ≥9 |
| SUN2000-5KTL-L1 | ≥10 |
| SUN2000-6KTL-L1 | ≥12 |
| SUN2000-8K-LC0 | ≥16 |
| SUN2000-10K-LC0 | ≥20 |
| SUN2000-3KTL-M1 | ≥6 |
| SUN2000-4KTL-M1 | ≥8 |
| SUN2000-5KTL-M1 | ≥10 |
| SUN2000-6KTL-M1 | ≥12 |
| SUN2000-8KTL-M1 | ≥16 |
| SUN2000-10KTL-M1 | ≥20 |
| SUN2000-10KTL-BEM1 | ≥20 |
| SUN2000-12KTL-M5 | ≥24 |
| SUN2000-15KTL-M5 | ≥30 |
| SUN2000-17KTL-M5 | ≥34 |
| SUN2000-20KTL-M5 | ≥40 |
| SUN2000-25KTL-M5 | ≥50 |
| SUN2000-12K-MB0 | ≥24 |
| SUN2000-15K-MB0 | ≥30 |
| SUN2000-17K-MB0 | ≥34 |
| SUN2000-20K-MB0 | ≥40 |
| SUN2000-25K-MB0 | ≥50 |

L1 Golden/Sliver 150EUR SO Unit Incentive

- **Incentive period:** 2024.05.15 - 2024.12.31
- **Incentive products:** SUN2000-2/3/3.68/4/4.6/5/6KTL-L1
- **Incentive objects:** Golden+, Golden, Silver Partners
- **Incentive scheme:** For each L1 sold by Golden+/Golden/Silver partners to the installers, the corresponding amount of Channel Quota(CQ) will be issued through tier-1 partners.
- **Acceptance conditions:**
 1. **Sales report:** including the product model, delivery date, quantity, and serial number (Will provide template)
 2. **Activity proofs:** including but not limited to screenshots of activities on the official website, activity leaflets/posters, and social media posts within the promotion period.
 3. **SO evidence:** invoices or delivery note.
- **Incentive settlement:**
 1. **For Golden+/Golden/Silver Partners:** Corresponding amount of CQ will be issued through Tier-1 Partners.
 2. **The scope of products that can be redeemed for CQ is not limited.**
- **Settlement period:** Every 1-3 month(Depends on the settlement ability of each rep)
- **Incentive amount: 150 Euros per L1**

M5 Golden/Sliver 500EUR SO Unit Incentive

- **Incentive period:** 2024.05.15 - 2024.12.31
- **Incentive products:** SUN2000-12/15/17/20/25KTL-M5
- **Incentive objects:** Golden+, Golden, Silver Partners
- **Incentive scheme:** For each M5 sold by Golden+/Golden/Silver partners to the installers, the corresponding amount of Channel Quota(CQ) will be issued through tier-1 partners.
- **Acceptance conditions:**
 1. **Sales report:** including the product model, delivery date, quantity, and serial number (Will provide template)
 2. **Activity proofs:** including but not limited to screenshots of activities on the official website, activity leaflets/posters, and social media posts within the promotion period.
 3. **SO evidence:** invoices or delivery note.
- **Incentive settlement:**
 1. Corresponding amount of CQ will be issued through Tier-1 Partners.
 2. The scope of products that can be redeemed for CQ is not limited.
- **Settlement period:** Every 1-3 month(Depends on the settlement ability of each rep)
- **Incentive amount:** **500 Euros per M5**

115KTL-M2 Golden/Sliver 300EUR SO Unit Incentive

- **Incentive period:** 2024.05.15 - 2024.12.31
- **Incentive products:** SUN2000-115KTL-M2
- **Incentive objects:** Golden+, Golden, Silver Partners
- **Incentive scheme:** For each 115KTL-M2 sold by Golden+/Golden/Silver partners to the installers, the corresponding amount of Channel Quota(CQ) will be issued through tier-1 partners.
- **Acceptance conditions:**
 1. **Sales report:** including the product model, delivery date, quantity, and serial number (Will provide template)
 2. **Activity proofs:** including but not limited to screenshots of activities on the official website, activity leaflets/posters, and social media posts within the promotion period.
 3. **SO evidence:** invoices or delivery note.
- **Incentive settlement:**
 1. Corresponding amount of CQ will be issued through Tier-1 Partners.
 2. The scope of products that can be redeemed for CQ is not limited.
- **Settlement period:** Every 1-3 month(Depends on the settlement ability of each rep)
- **Incentive amount:** **300 Euros per 115KTL-M2**



Huawei Europe Digital Power

3-10KTL M1 Sell-Out Incentive Program

With this notification, we describe and convey the incentive program (hereinafter, the "Program") to Huawei Partners in detail:

1. PROGRAM INFORMATION

| Program ID | P31240814 | | | | | | | | | | | | | | | | | |
|--------------------------------------|---|--|-------|------------------------------|-----------------|-----|-----------------|-----|-----------------|-----|-----------------|-----|-----------------|-----|------------------|-----|--------------------|-----|
| Product Scope | SUN2000-3/4/5/6/8/10KTL-M1、 SUN2000-10KTL-BEM1 | | | | | | | | | | | | | | | | | |
| Unit Incentive | <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>Model</th> <th>SO Unit Incentive Amount/EUR</th> </tr> </thead> <tbody> <tr> <td>SUN2000-3KTL-M1</td> <td>150</td> </tr> <tr> <td>SUN2000-4KTL-M1</td> <td>150</td> </tr> <tr> <td>SUN2000-5KTL-M1</td> <td>200</td> </tr> <tr> <td>SUN2000-6KTL-M1</td> <td>200</td> </tr> <tr> <td>SUN2000-8KTL-M1</td> <td>400</td> </tr> <tr> <td>SUN2000-10KTL-M1</td> <td>400</td> </tr> <tr> <td>SUN2000-10KTL-BEM1</td> <td>400</td> </tr> </tbody> </table> | | Model | SO Unit Incentive Amount/EUR | SUN2000-3KTL-M1 | 150 | SUN2000-4KTL-M1 | 150 | SUN2000-5KTL-M1 | 200 | SUN2000-6KTL-M1 | 200 | SUN2000-8KTL-M1 | 400 | SUN2000-10KTL-M1 | 400 | SUN2000-10KTL-BEM1 | 400 |
| Model | SO Unit Incentive Amount/EUR | | | | | | | | | | | | | | | | | |
| SUN2000-3KTL-M1 | 150 | | | | | | | | | | | | | | | | | |
| SUN2000-4KTL-M1 | 150 | | | | | | | | | | | | | | | | | |
| SUN2000-5KTL-M1 | 200 | | | | | | | | | | | | | | | | | |
| SUN2000-6KTL-M1 | 200 | | | | | | | | | | | | | | | | | |
| SUN2000-8KTL-M1 | 400 | | | | | | | | | | | | | | | | | |
| SUN2000-10KTL-M1 | 400 | | | | | | | | | | | | | | | | | |
| SUN2000-10KTL-BEM1 | 400 | | | | | | | | | | | | | | | | | |
| Incentive Period | 1 st September, 2024 – 31 st December, 2024 | | | | | | | | | | | | | | | | | |
| Acceptance Period | 1 st October, 2024 – 31 st January, 2025 | | | | | | | | | | | | | | | | | |
| Eligible Partner | Golden+, Golden and Silver Tier-2 Partners and Tier-1 Partners (only for Whitelist KA) | | | | | | | | | | | | | | | | | |
| Program Territory | EEA and Switzerland (The specific territory will be adapted and applied by each rep office) | | | | | | | | | | | | | | | | | |
| Incentive Amount | Incentive Amount = Unit incentive * SO quantity | | | | | | | | | | | | | | | | | |
| Definition and Interpretation | <p>Sell-Out (SO) refers to the process of selling products from Tier-2 partners to their customers or the process of selling products from Tier-1 partners to whitelist KA installers.</p> <p>Channel Quota (CQ): Partners conduct business in accordance with Huawei's partner policies. After the conditions of the Program are met, Partners will be given incentives based on their performance or capabilities. Incentives will be distributed in the form of channel quota.</p> <p>Sales Report: Provided by Tier-1 or Tier-2 Partners, the template to be used for the Sales Report is attached below as Annex A (key information such as product model, delivery date, quantity, and serial number must be reported).</p> <p>Activity Proofs: The proof of partner promotes the program, including but not limited to screenshots of activities on the official website, activity leaflets/posters, and social media posts within the promotion period.</p> | | | | | | | | | | | | | | | | | |