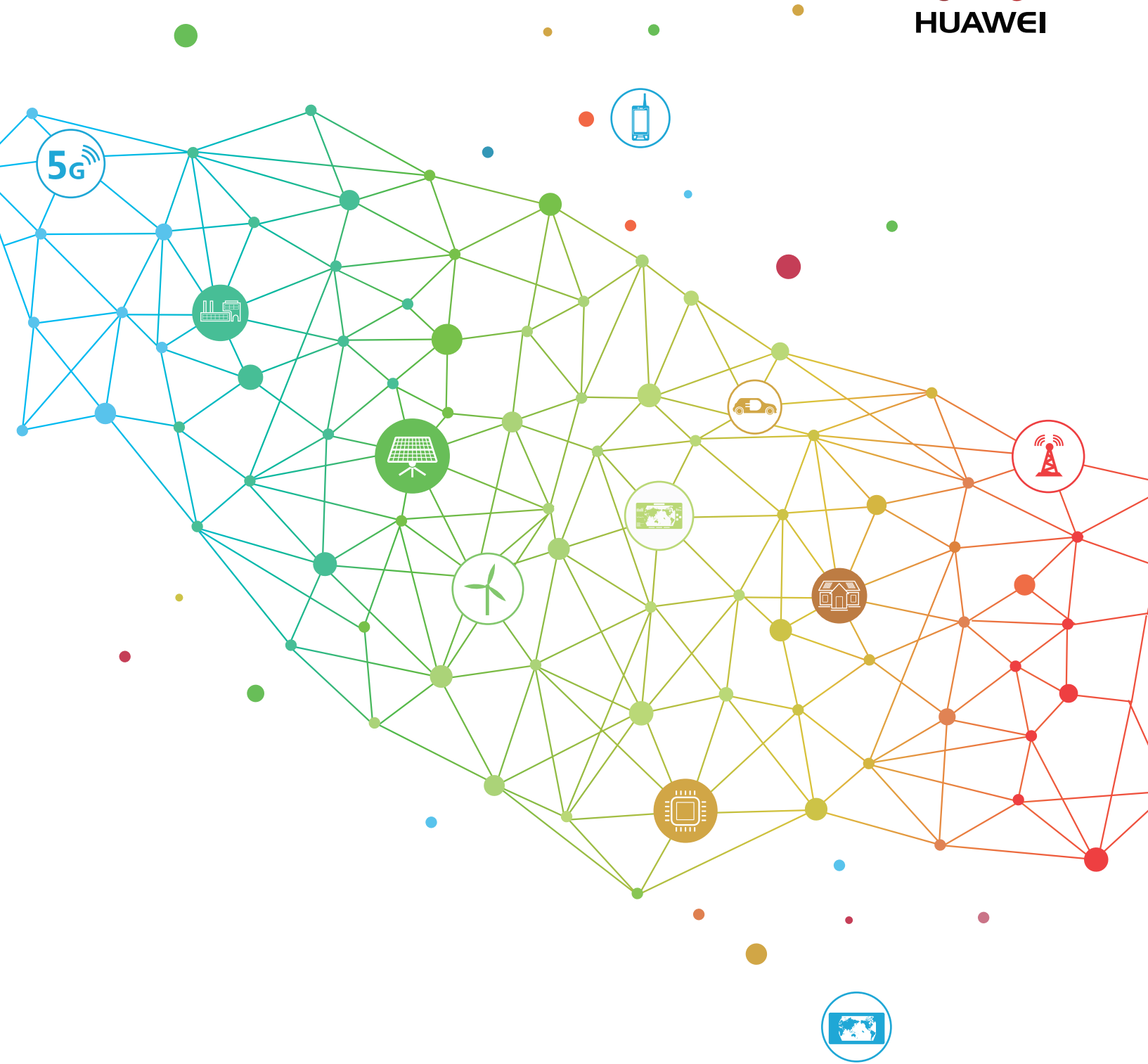


Smarter Energy for a Better Life



Huawei FusionHome Smart Energy Solution



For Installers

Company Introduction



No.72
Interbrand's Top 100
Best Global Brands

180,000
Employees

15
R&D institute and
centers

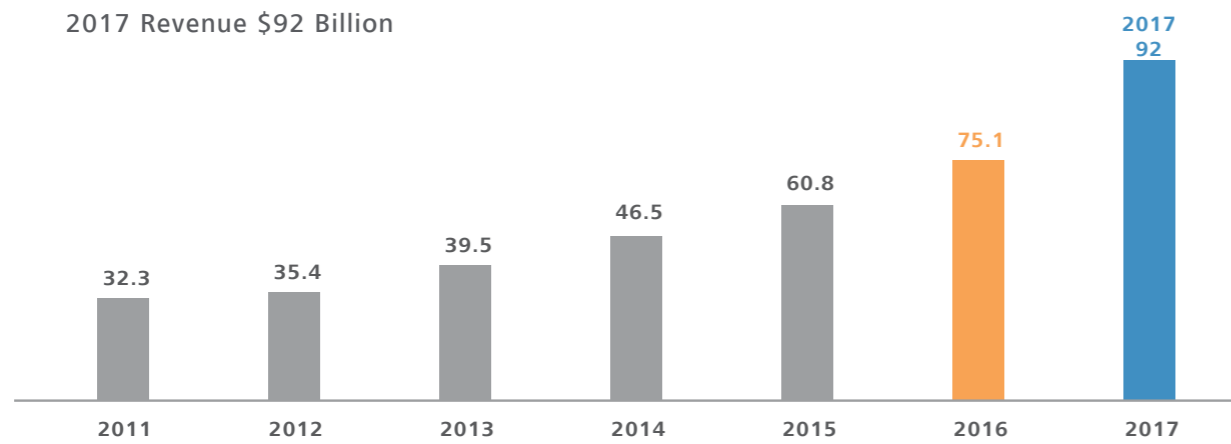
No.83
Fortune Global 500

170+
Countries

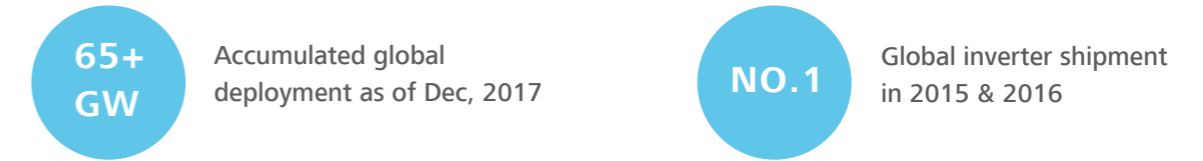
80,000
R&D employees

📈 Sustainable, Robust Growth

2017 Revenue \$92 Billion



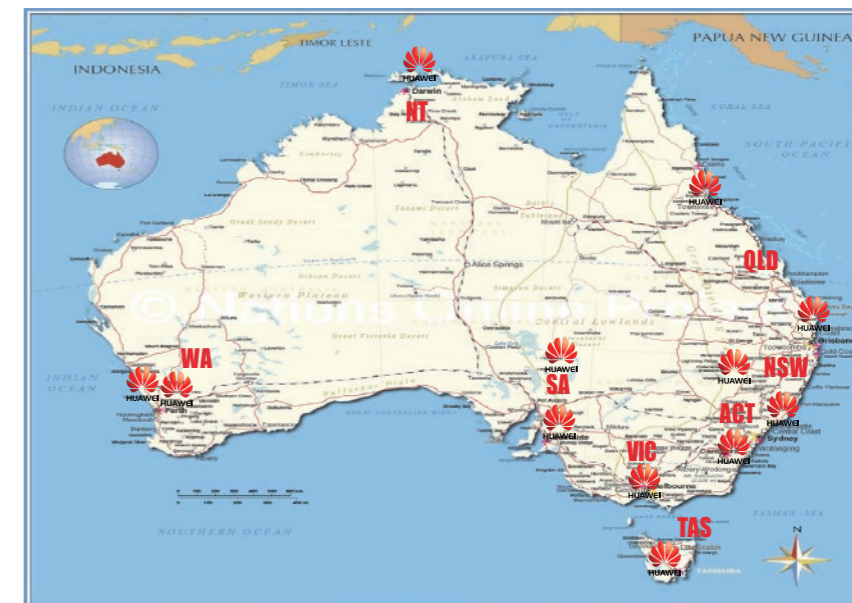
⚙️ Smart PV Solution Achievements



⚙️ Innovative technologies



🔄 Full lifecycle service guarantee



📊 Continuous Strong Investment in Innovation



👤 Winning Consumer Loyalty and Building Brand Influence



FusionHome Smart Energy Solution Overview

Huawei integrates the latest digital and internet technology with residential solar technology, bringing you optimized PV power generation, built-in plug & play battery interface and smart home energy management, achieving customer value of "higher revenue", "simple & easy", "safe & reliable" and "smart management", delivering a better life experience.



Smart PV Optimiser

- Max. efficiency 99.5%
- Maximize energy yields of each module
- Module-level monitoring & management



Smart Energy Center

- Max. efficiency 98.6%
- 2 MPPTs, one string per MPPT
- Ultra compact, 10.6KG
- Built-in DC coupling battery interface



FusionHome-NetEco1000s Management System

- Querying PV system information anytime, anywhere over the APP
- Visualized remote real-time management, improving O&M efficiency



Smart PV Safety Box

- Enables power line communication with optimisers
- DC disconnection & module-level voltage rapid shutdown



Energy Storage Interface

- Integrates energy storage interface for easier future expansion and higher self-consumption rate



A Trustworthy Brand



Higher Revenue



Safe & Reliable

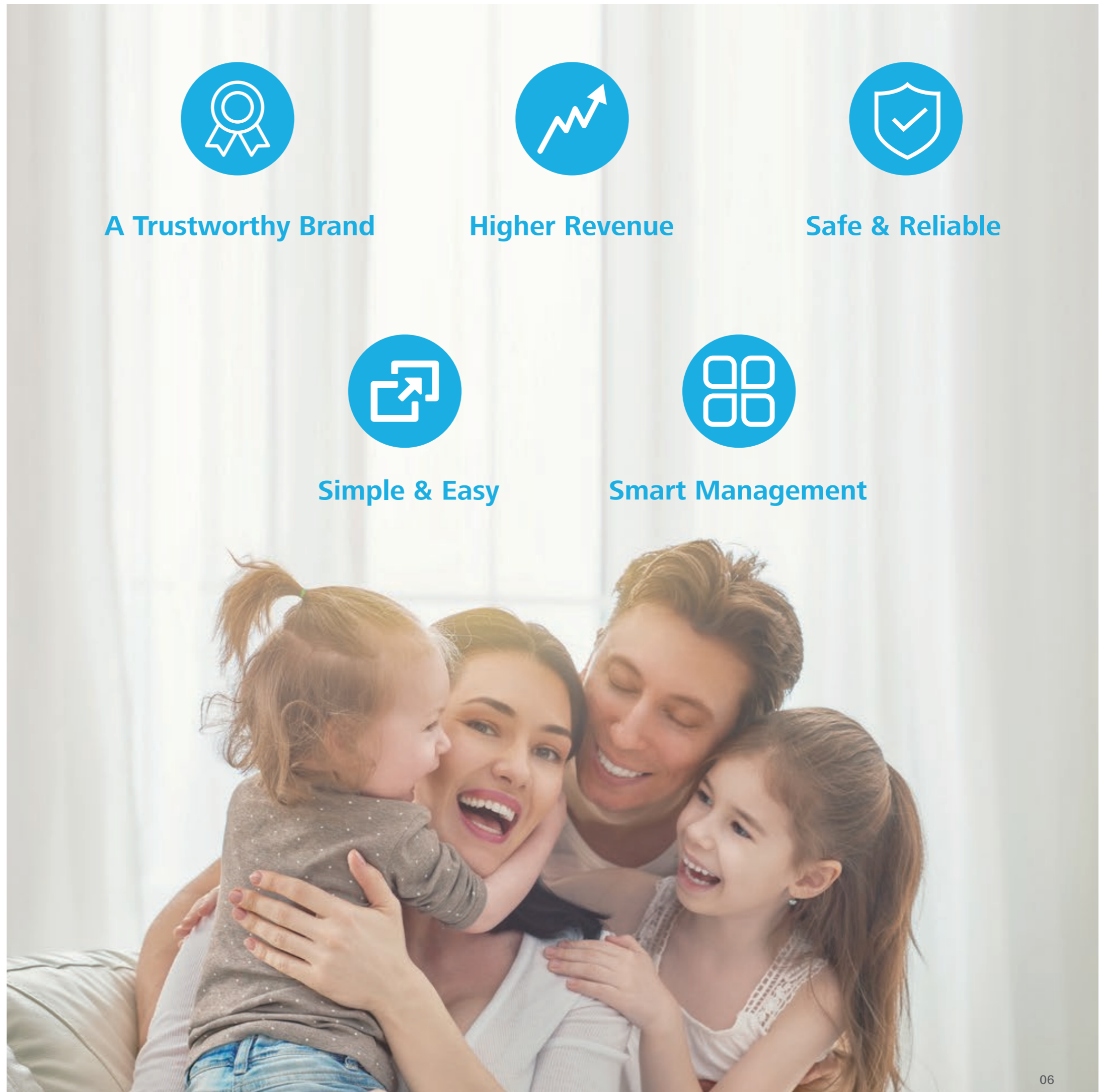


Simple & Easy



Smart Management

Values for End Users



A Trustworthy Brand



No.1

Global PV Inverter Shipment

No.83

Fortune Global 500



No.70, 2017 Top 100 Best Global Brands (by Interbrand)



No.49, 2017 BrandZ Top 100 Most Valuable Global Brands



No.10 on the 50 Smartest Companies 2016 ranking of MIT Technology Review

Higher Revenue



Smart Energy Center, ultimate efficiency for higher yields

• Huawei 5-level inverter topology leads to outstanding efficiency & power quality.



Max. efficiency **98.6%**
Euro. Efficiency **98.0%**

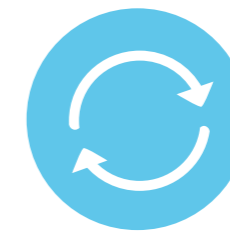


Higher revenue in 25 years



Higher Yields

Higher efficiency, increasing power generation by over 1%.



25 Years' Reliability

High product reliability, less maintenance cost



Higher Revenue

Higher power generation leads to higher revenue in 25 years.

Higher Revenue



Conventional Solution



Conventional solutions are unable to fully utilize the rooftops to maximize yields

Achieve higher yields by installing more panels in the shadow



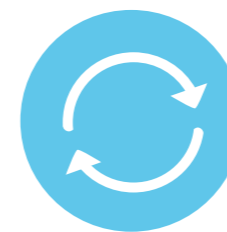
Install More, Achieve More

Able to fully use rooftop to maximize yields by Huawei partial optimiser solution

FusionHome Solution



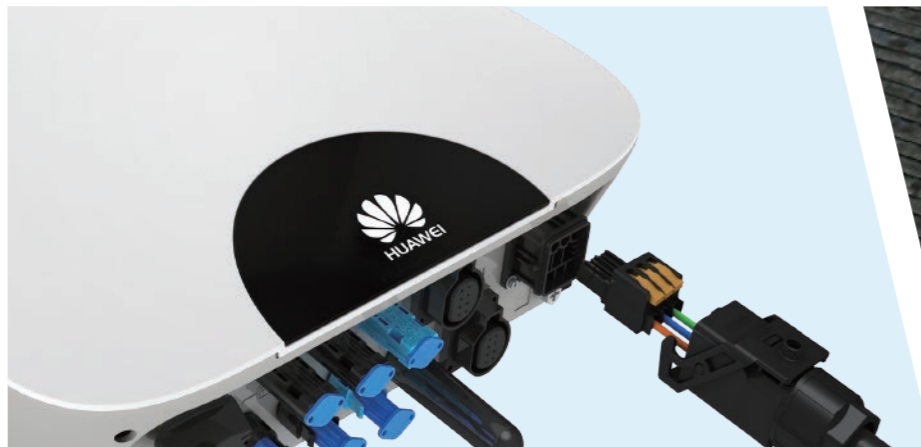
A flexible system design with optimisers, allowing more panels to be installed



25 Years' Reliability

Huawei SUN2000L residential inverters have industrial design standard

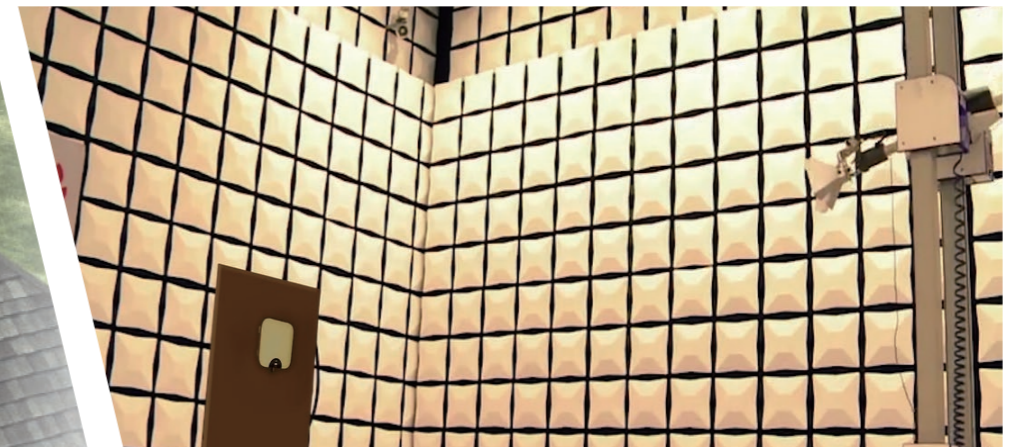
Outstanding safety features & rigorous industry standard testing to secure human & assets safety



Customized AC connector for higher wiring reliability



*Supports quick shutdown of rooftop DC voltage to ensure personnel safety



Meeting requirements with electromagnetic compatibility (EMC) in Huawei Global Compliance Testing Center



Anti-explosion testing for higher safety



Lightning testing for higher reliability

* This function requires full optimiser solution & Smart PV Safety Box

Simple & Easy



Querying PV system information anytime, anywhere over the APP

Visualize the management of each PV module. Precise faults locating and easy one-click feedback



* This function requires full optimiser solution & Smart PV Safety Box

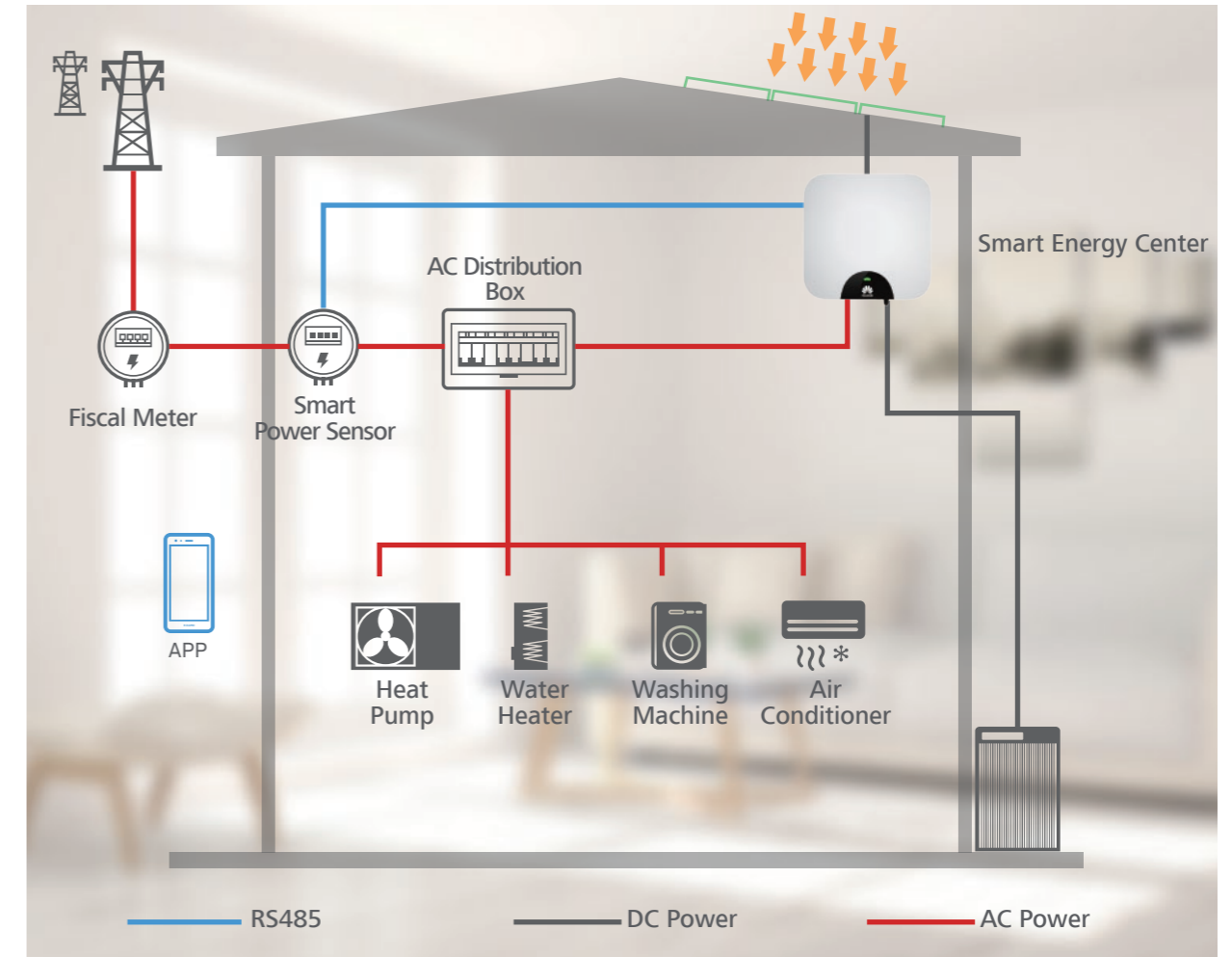
Smart Management



Built-in simple "Plug & Play" energy storage interface, higher solar energy self-consumption rate and battery charging efficiency



Integrate Smart PV and Smart Home to realize the integrated management of energy generation, storage and consumption, increasing solar self-consumption to 80~85%





One-fits-all Solution



**Flexible Design &
Easy Installation**



**One Click Startup &
Better WLAN Connection**



Smart Management



**Full Lifecycle Service
Guarantee**

Values for Installers



One-fits-all Solution



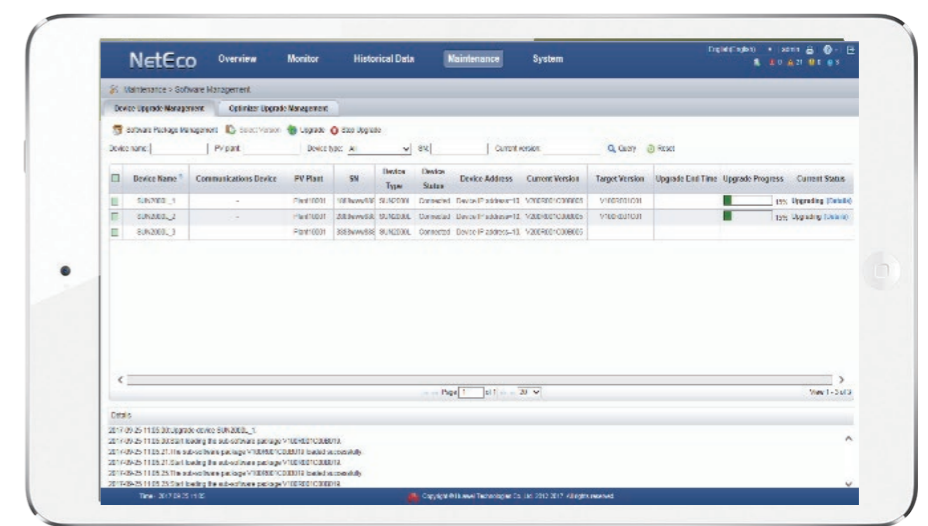
Flat rooftop that only requires a basic system



Complex rooftop with partial shading



Require higher safety & module management



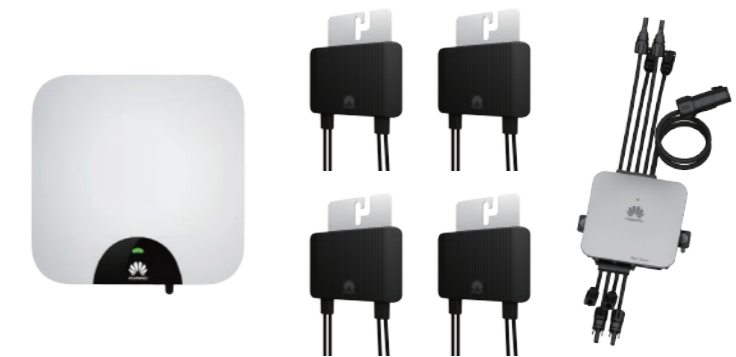
Basic Solution



Partial Optimiser Solution



Full Optimiser Solution



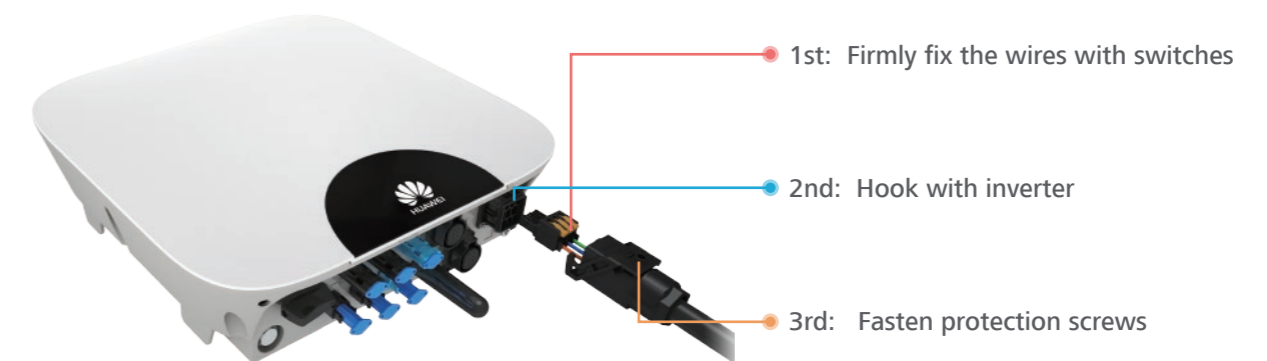
Flexible Design & Easy Installation



Flexible design allowing larger systems to be installed

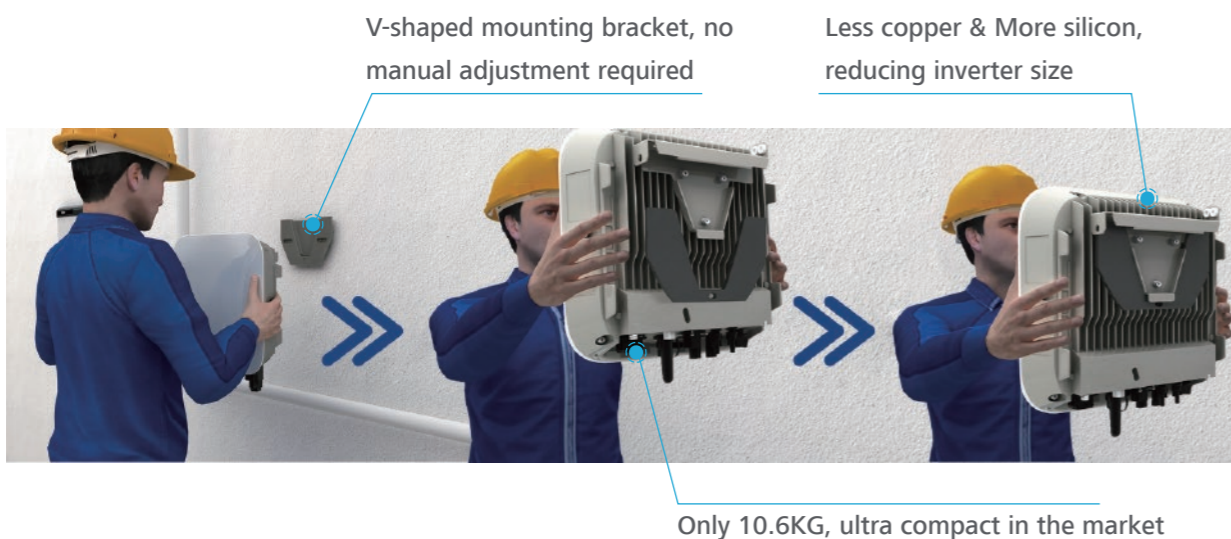


30 seconds quick wiring with customized AC connector



- Standardized connector installation, to ensure long-term reliability

Smaller size enables one person easy installation

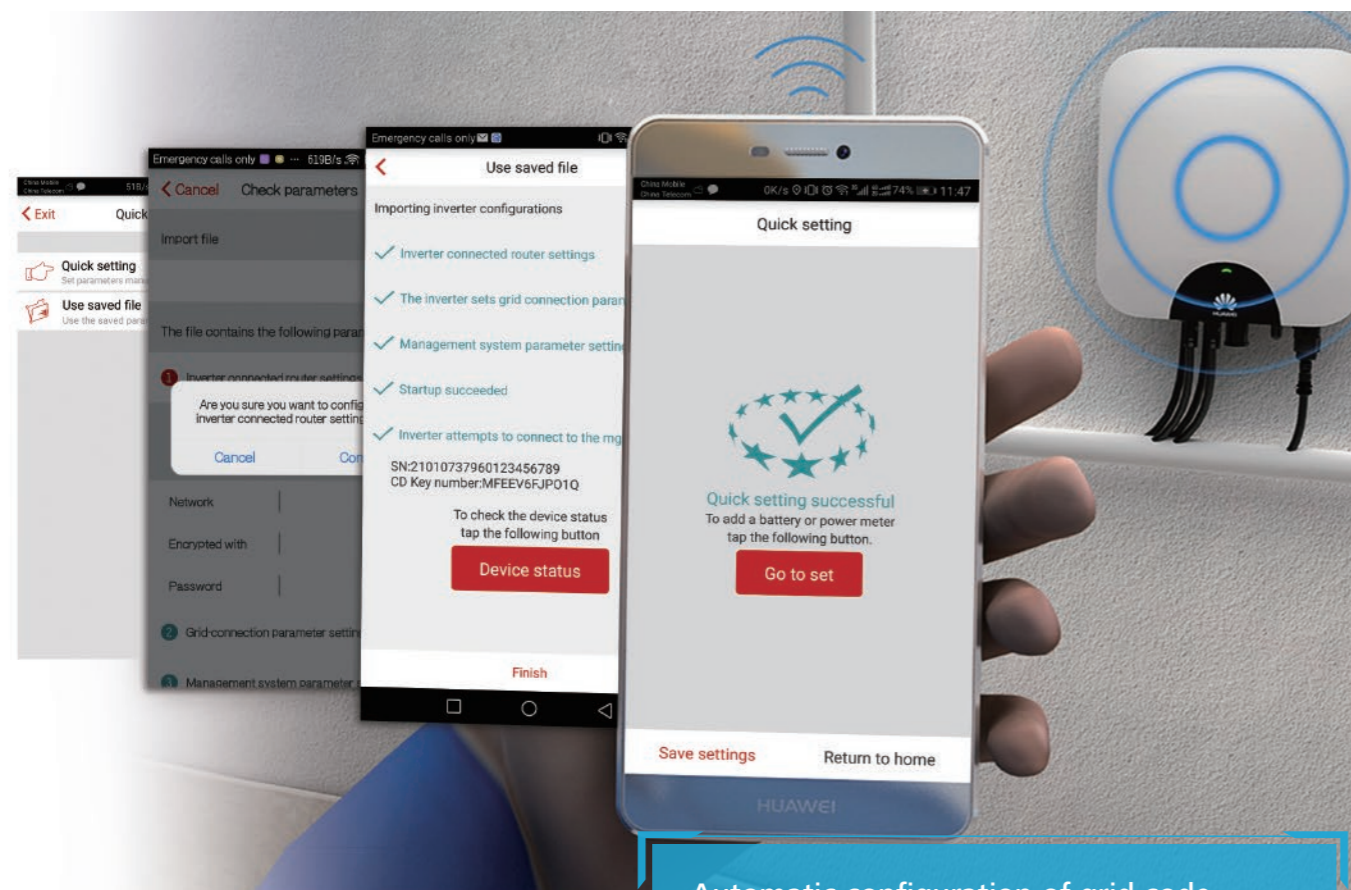


20 seconds optimiser module frame mounting



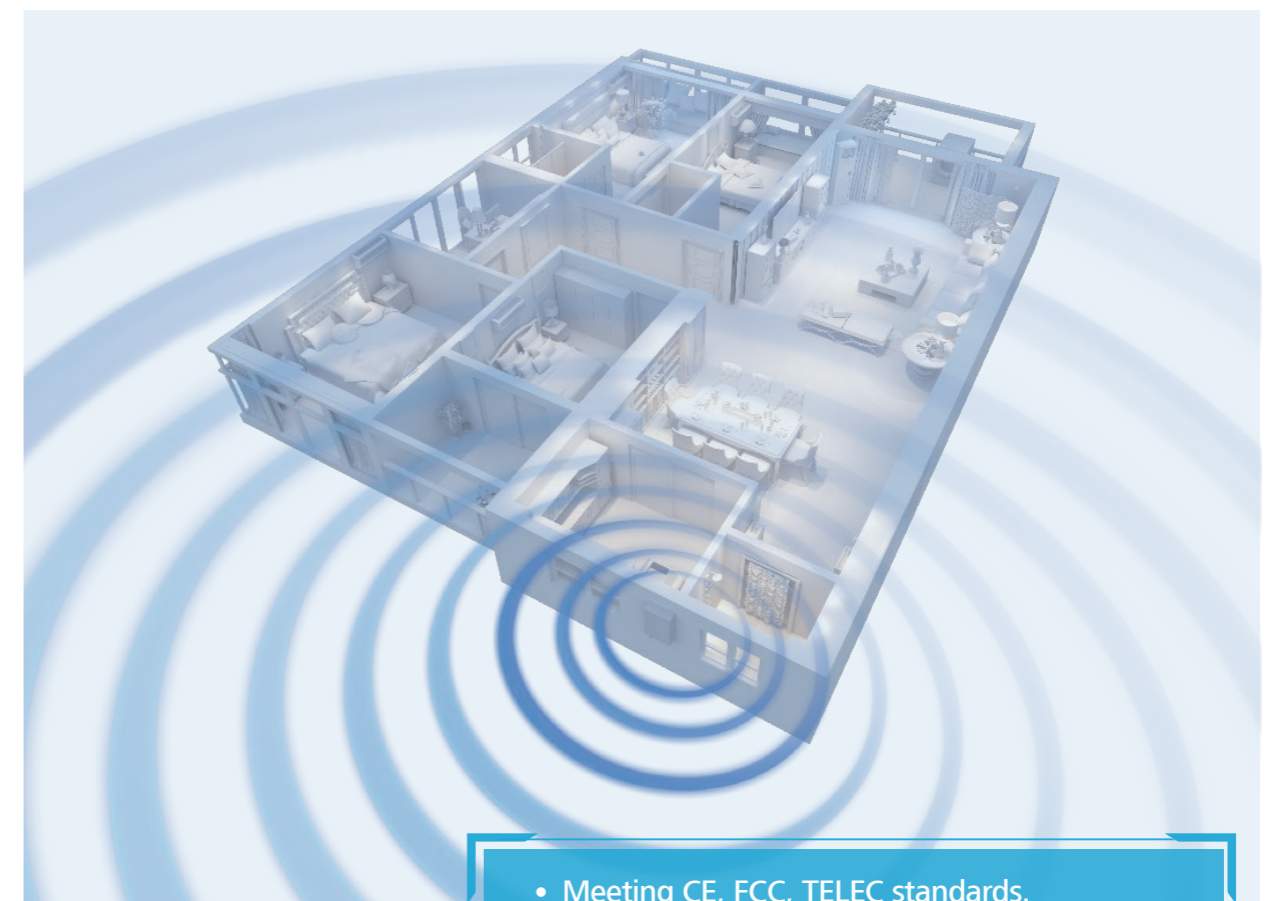
One Click Startup & Better WLAN Connection

One click startup with no complications



Automatic configuration of grid code, time & date, IP address with just one click.

Dual antenna design for a quick, simple and better WLAN connection



- Meeting CE, FCC, TELEC standards.
- Transmission distance up to 200m(in open area), meeting the requirement of home usage.

Smart Management

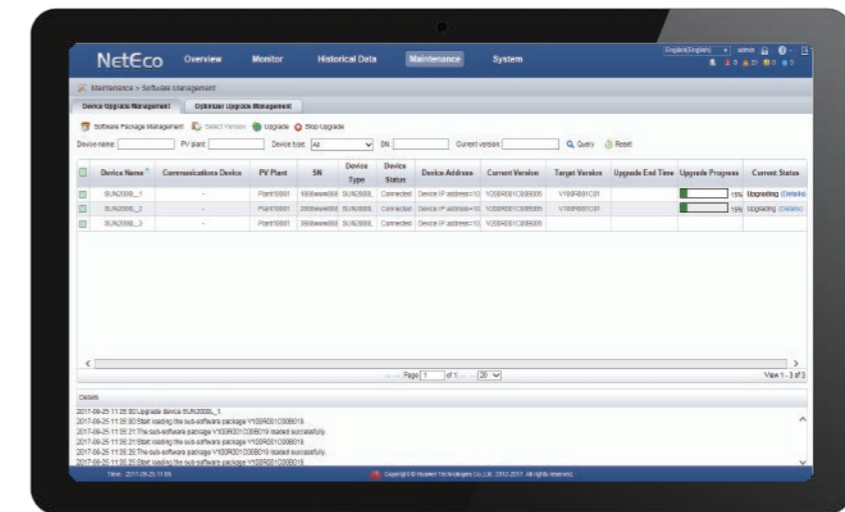


Conventional Upgrade Solution

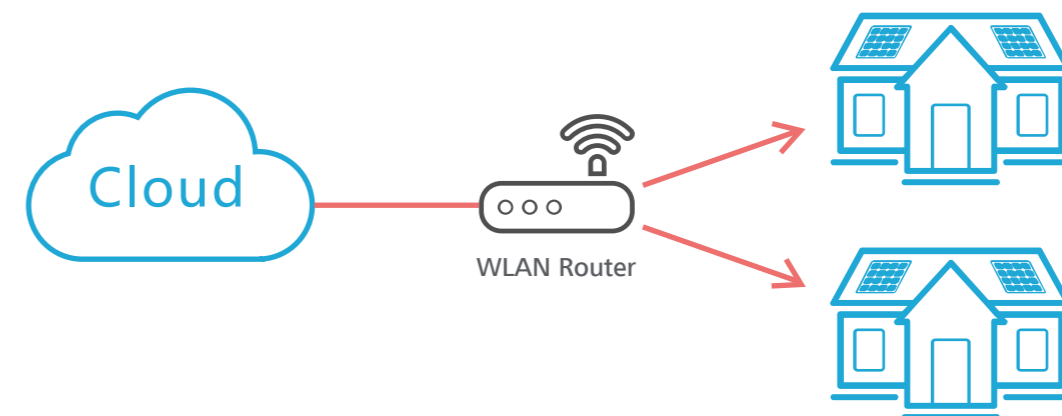


• Distributed residential PV system cause high cost for manual upgrade onsite.

Huawei one-click upgrade solution



FusionHome-NetEco1000s
Remote One-click upgrade



Full Lifecycle Service Guarantee

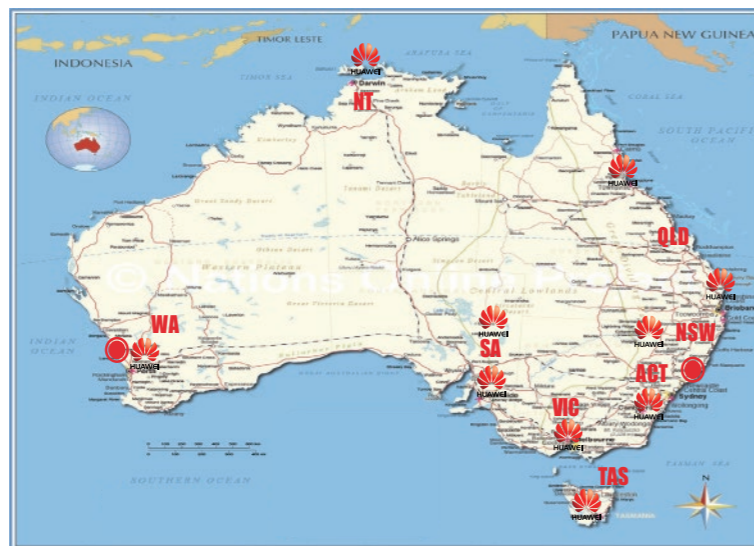


Huawei's service infrastructure in Australia

Huawei Australia Service Centres

Huawei Australia Smart Solar Service Centres

STATE	SITE	ADDRESS
NSW	HOMEBUSH (CSL)	Unit E2, 350 Parramatta Rd, Homebush NSW 2140
NSW	KOTARA	14 Bradford Close, Kotara NSW 2287
QLD	BRISBANE AIRPORT	52-54 Qantas Drive, Brisbane Airport QLD 4007
QLD	BOHLE (TOWNSVILLE)	85 Webb Drive, Bohle QLD 4816
VIC	PORT MELBOURNE	18-22 Salmon St, Port Melbourne VIC 3207
SA	POORAKA	21-39 Produce Lane, Pooraka SA 5095
ACT	FYSHWICK	Unit 6A, 3 Barrier St, Fyshwick ACT 2609
WA	WELSHPOOL	282 Rutland Ave, Welshpool WA 6106
NT	DARWIN (WINELLIE)	8 Cathertun St, Winellie NT 0821
TAS	HOBART (MOONAH)	119-121 Albert Road Moonah, Tasmania 7009



2004
Established with 20 Staff

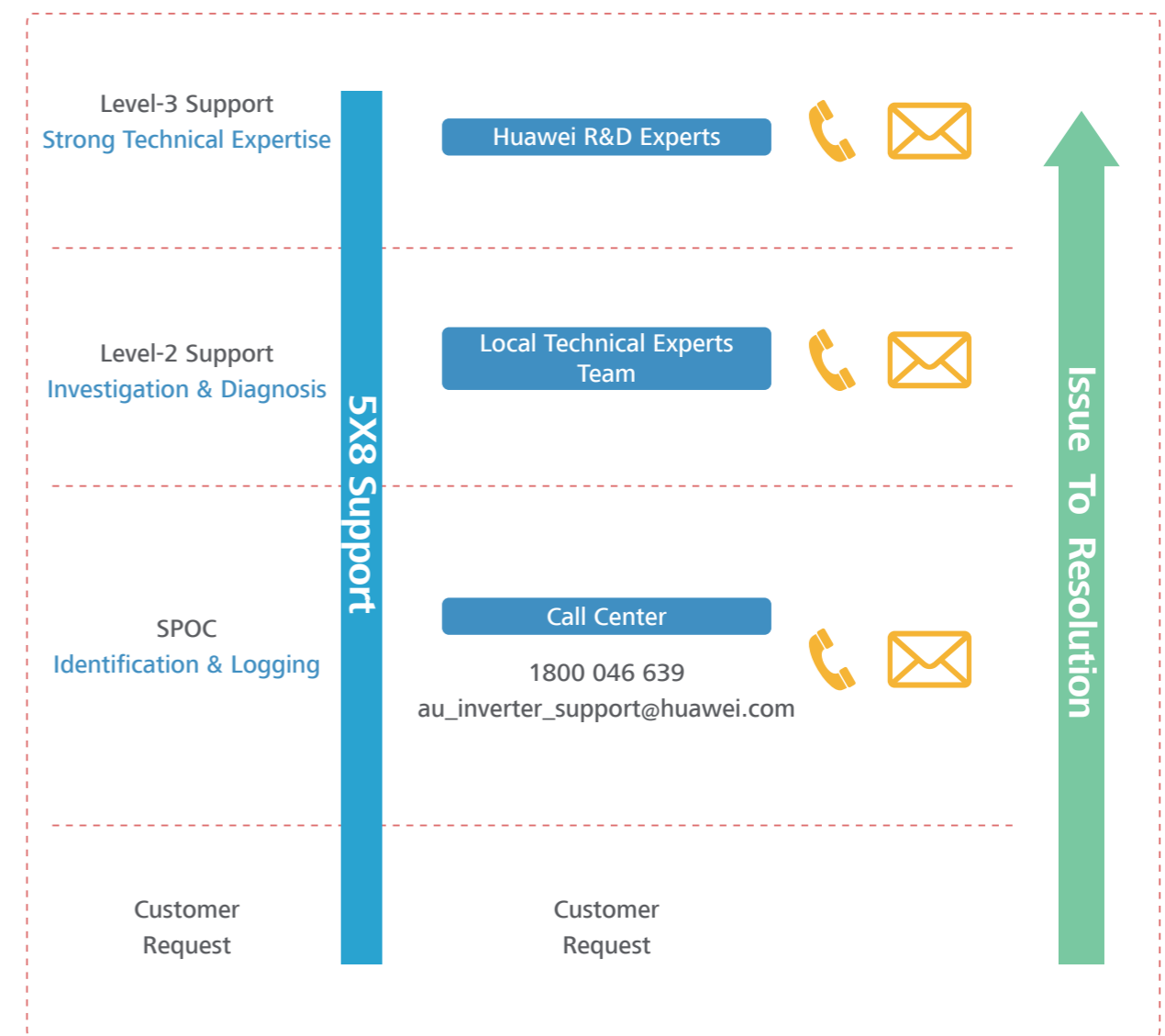
50%+
Australians use Huawei product for telecommunications needs

800+
Employees

10
Authorised Service Centers

 100% LTE & Networking	 50% LTE & Networking	 No.1 Access Network
-------------------------------------	------------------------------------	-----------------------------------

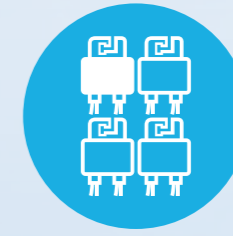
Local Service Support with a Robust Issue-to-Resolution Process



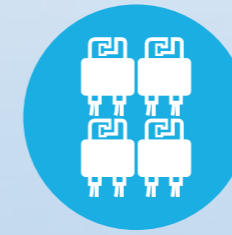
Remote Technical Support: 5X9h
Hardware Delivery after Confirmation: 2BD



Basic Solution



Partial Optimiser Solution



Full Optimiser Solution

**Recommended
Solution**

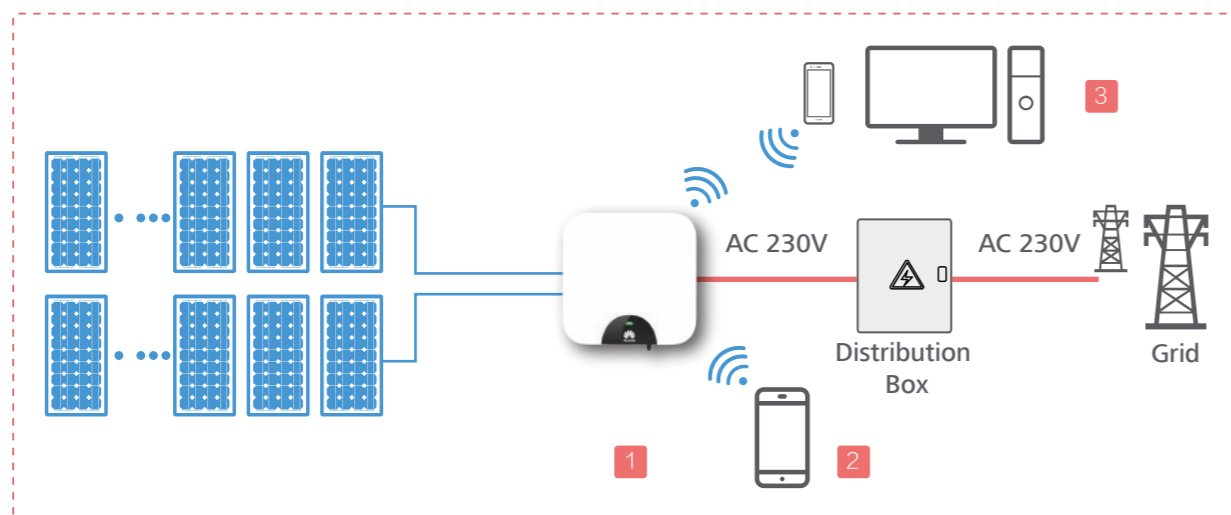


Basic Solution

Applicable Scenario



Basic Solution Overview



Recommended System Configuration

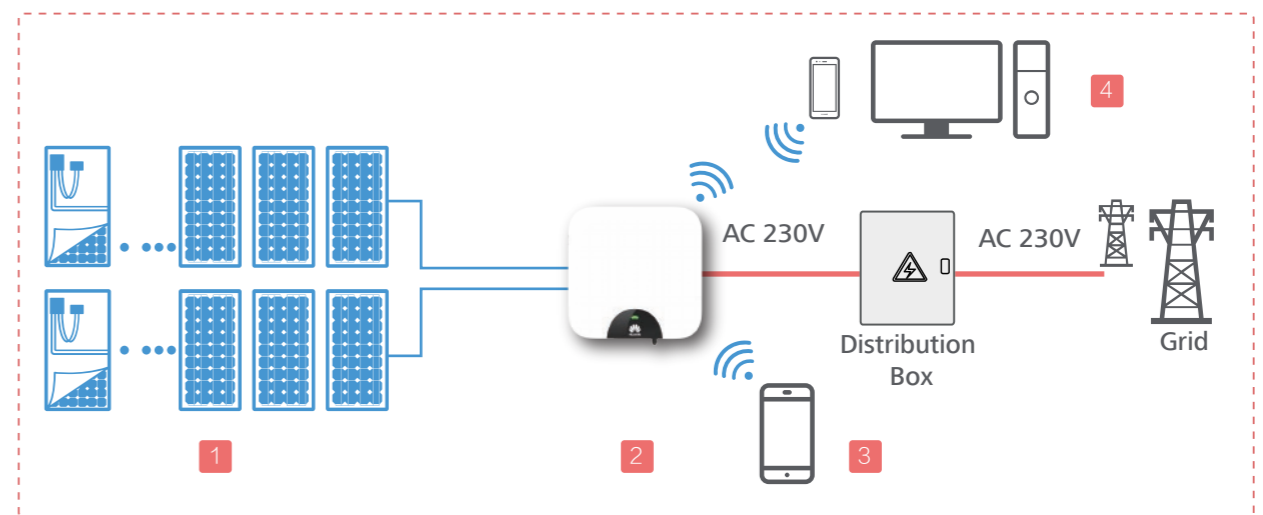
	Device	Model	Qty	Remarks
1	Smart Energy Center	SUN2000L-2/3/3.68/4/4.6/5KTL	1	Offered by Huawei
2	FusionHome APP	Android/iOS	1	Offered by Huawei
3	FusionHome-NetEco1000s Management System & APP	APP: Android/iOS	1	Offered by Huawei
4	Cable	DC Cable: PV1- F 1*4mm ²	/	Purchased by Customer
		AC Cable: ZR- YJV 3*6mm ²	/	Purchased by Customer
		Grounding Cable: 1*10mm ²	/	Purchased by Customer
		Communication Cable: 2*0.5mm ²	/	Purchased by Customer
5	Energy meter	CHINT - DDSU666	1	Purchased by Customer
6	Energy storage system	LG Chem - RESU7H_R/10H_R	1	Purchased by Customer

Partial Optimiser Solution

Applicable Scenario



Partial Optimiser Solution Overview



Recommended System Configuration

	Device	Model	Qty	Remarks
1	Smart PV Optimiser	SUN2000P-375W	n	Offered by Huawei
2	Smart Energy Center	SUN2000L-2/3/3.68/4/4.6/5KTL	1	Offered by Huawei
3	FusionHome APP	Android/iOS	1	Offered by Huawei
4	FusionHome-NetEco1000s Management System & APP	APP: Android/iOS	1	Offered by Huawei
5	Cable	DC Cable: PV1- F 1*4mm ²	/	Purchased by Customer
		AC Cable: ZR- YJV 3*6mm ²	/	Purchased by Customer
		Grounding Cable: 1*10mm ²	/	Purchased by Customer
		Communication Cable: 2*0.5mm ²	/	Purchased by Customer
6	Energy meter	CHINT - DDSU666	1	Purchased by Customer
7	Energy storage system	LG Chem - RESU7H_R/10H_R	1	Purchased by Customer

Full Optimiser Solution

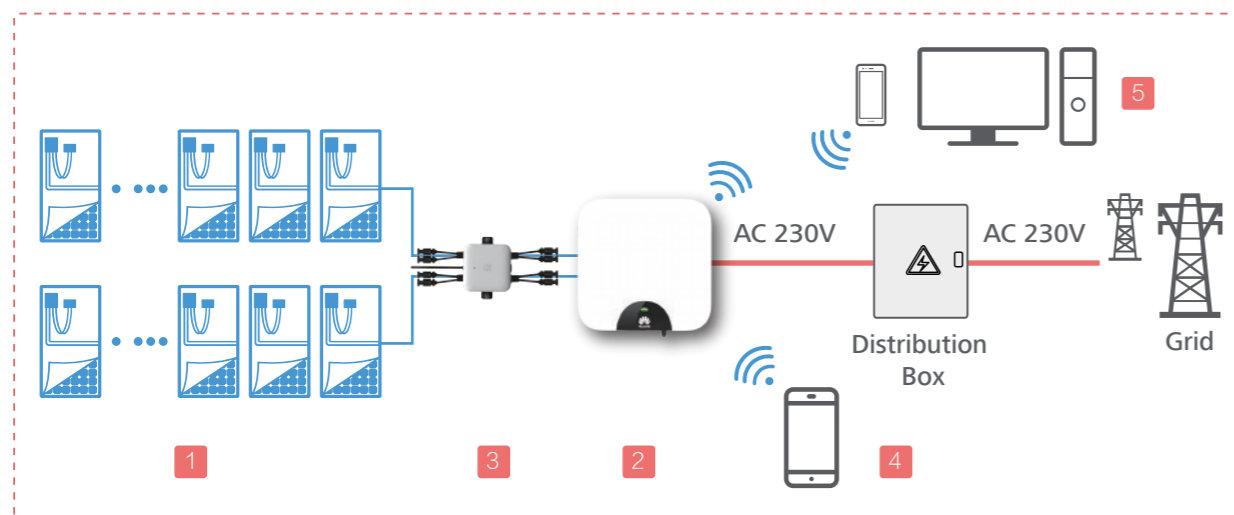
Applicable Scenario



Quick shutdown of DC voltage for higher safety

Module-level monitoring for quick troubleshooting

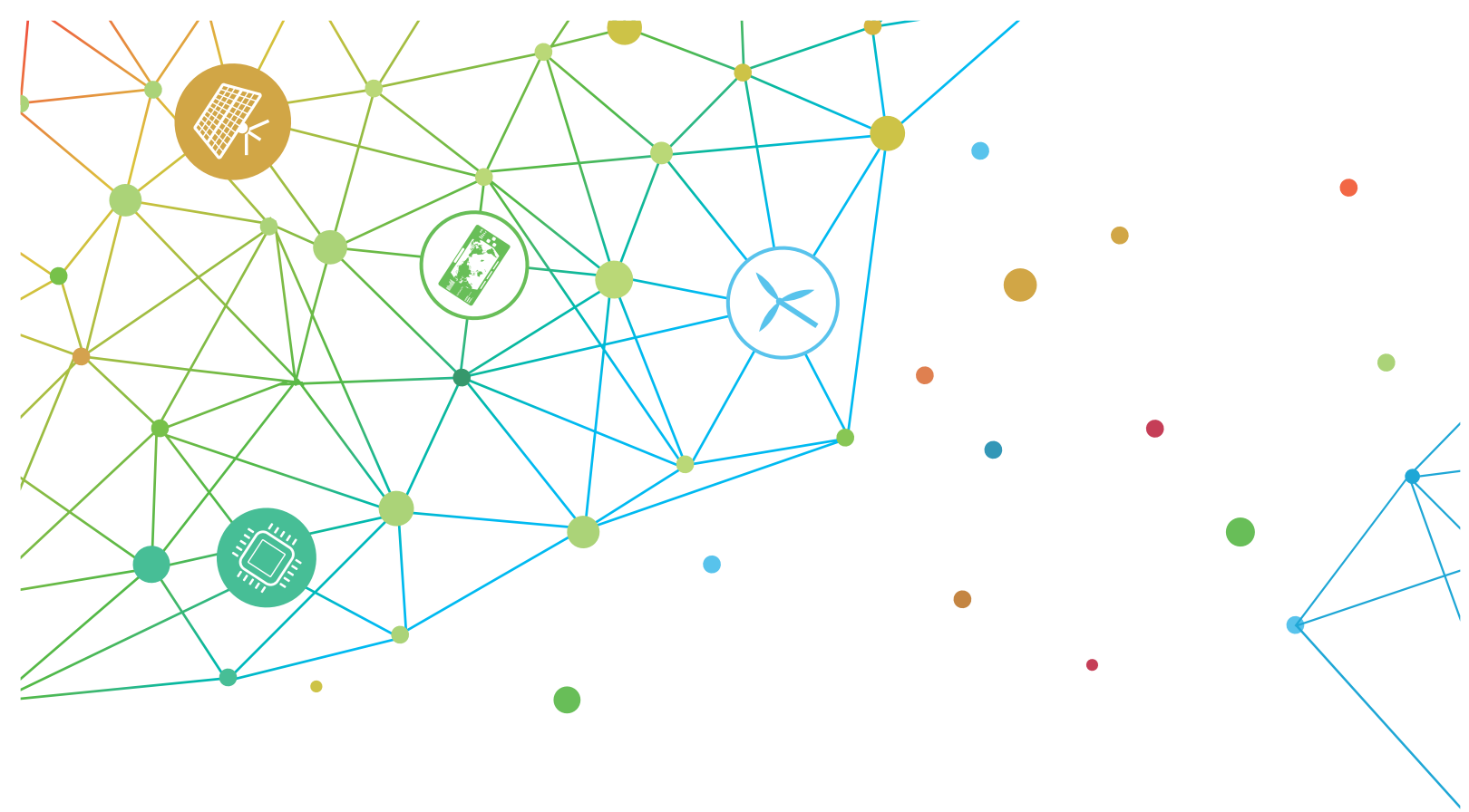
Full Optimiser Solution Overview



Recommended System Configuration

	Device	Model	Qty	Remarks
1	Smart PV Optimiser	SUN2000P-375W	n	Offered by Huawei
2	Smart Energy Center	SUN2000L-2/3/3.68/4/4.6/5KTL	1	Offered by Huawei
3	Smart PV Safety Box	SmartPSB2000L	1	Offered by Huawei
4	FusionHome APP	Android/iOS	1	Offered by Huawei
5	FusionHome-NetEco1000s Management System & APP	APP: Android/iOS	1	Offered by Huawei
6	Cable	DC Cable: PV1- F 1*4mm ²	/	Purchased by Customer
		AC Cable: ZR- YJV 3*6mm ²	/	Purchased by Customer
		Grounding Cable: 1*10mm ²	/	Purchased by Customer
		Communication Cable: 2*0.5mm ²	/	Purchased by Customer
7	Energy meter	CHINT - DDSU666	1	Purchased by Customer
8	Energy storage system	LG Chem - RESU7H_R/10H_R	1	Purchased by Customer







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