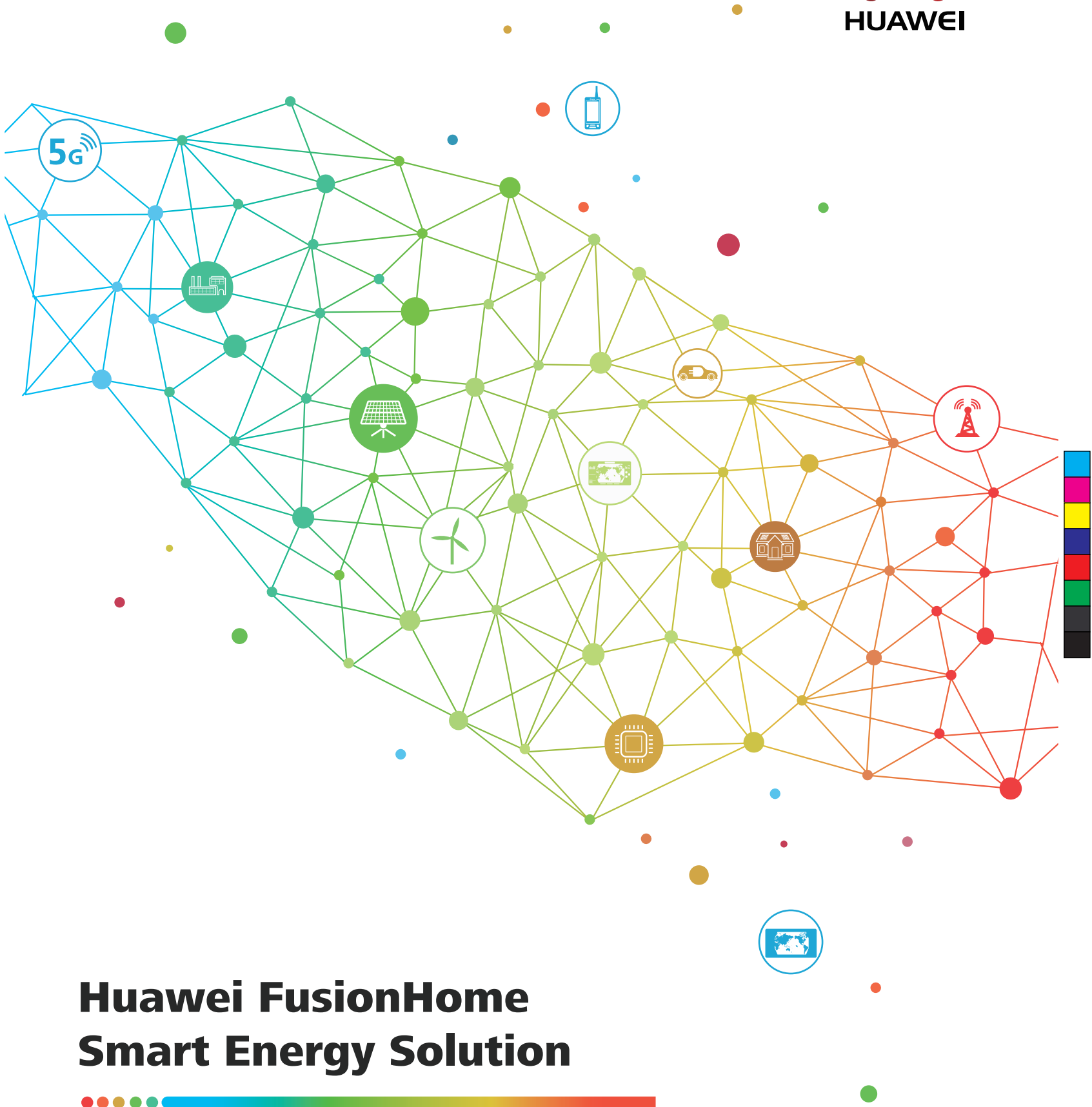


# Smarter Energy for a Better Life



## Huawei FusionHome Smart Energy Solution



For End Users



# 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 Optimizer

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

## FusionHome-NetEco1000s Management System

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



## \*Smart Home Hub

- FusionHome combines smart PV solution with smart home management
- Achieves a smart remote control of household appliance

\* Provided by 3rd party partners



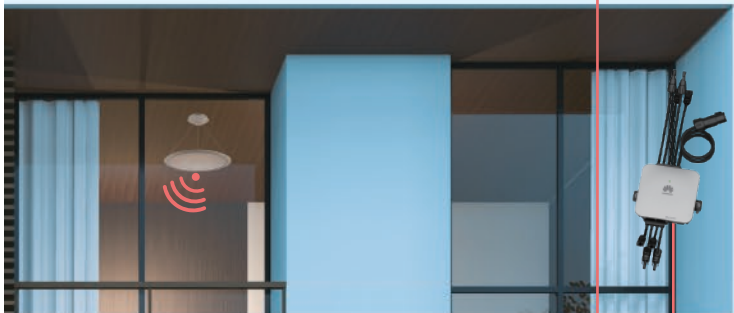


## Smart Energy Center

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



reddot award 2016  
winner



## Smart PV Safety Box

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

\* Available in Q1, 2018



## Energy Storage Interface

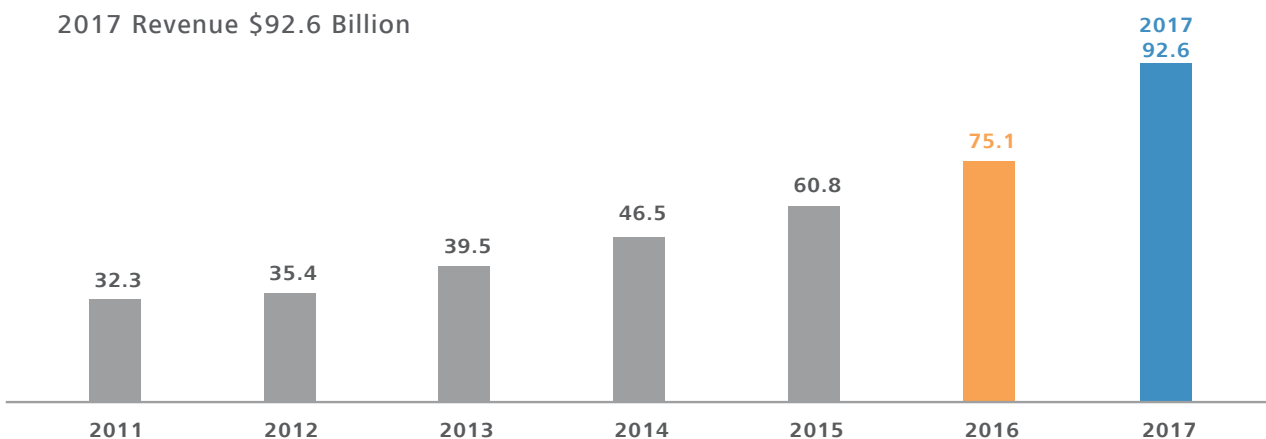
- Integrates energy storage interface for easier future expansion and higher self-consumption rate



# A Trustworthy Brand

## Sustainable, Robust Growth

2017 Revenue \$92.6 Billion



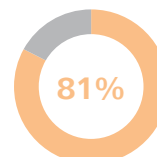
## Winning Consumer Loyalty and Building Brand Influence



Serving Over 1/3 of the World's Population



Fortune Global 500



Increasing Global Brand Awareness



Global PV Inverter Shipment



Global Smartphone Retail Market Share



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.

## Conventional Solution



## Achieve higher yields by installing more panels in the shadow



Install More, Achieve More

Generating 22,400~33,600 kWh additional yields in 25 years.  
 $280/1000 \text{ kWp} * 4 \text{ modules} * (1000 \sim 1500) \text{ h} * 25 \text{ years} * 0.8$

\* 0.8 is the shadow factor



25 Years' Reliability

High product reliability, less maintenance cost

## FusionHome Solution



1,480~6,224 Euros Net Income

Achieving additional revenue 1,480~6,224 Euros.  
 $(22,400 \sim 33,600) \text{ kWh} * (0.1 \sim 0.2) \text{ Euros/kWh} - 4 \text{ modules} * 280 \text{ Wp} * (0.3 \sim 0.5) \text{ Euros/Wp} - 4 \text{ optimizers} * (40 \sim 50) \text{ Euros}$

\* For reference only, the calculation is based on specific model, electricity price and incentive policy.



# Safe & Reliable

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



Customized AC connector for higher wiring reliability



Anti-explosion testing for higher safety



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



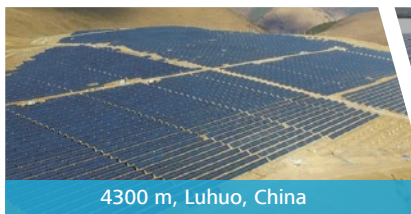
Lightning testing for higher reliability



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

\* This function requires full optimizer solution & Smart PV Safety Box, available in Q1,2018

## Stable performance under various challenging environment



4300 m, Luhuo, China



Salt Mist, Okinawa-Jima, Japan



Hot & Sandy, Golmud, China



Extreme Cold, Tongliao, China



Humid, Huzhou, China



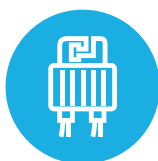
High Temperature, Dongguan, China

## Full Lifecycle Service Guarantee



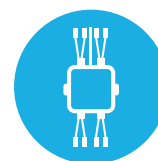
Smart Energy Center

10 years standard warranty  
Extendable up to 25 years



Smart PV Optimizer

25 years standard warranty



Smart PV Safety Box

10 years standard warranty



# 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

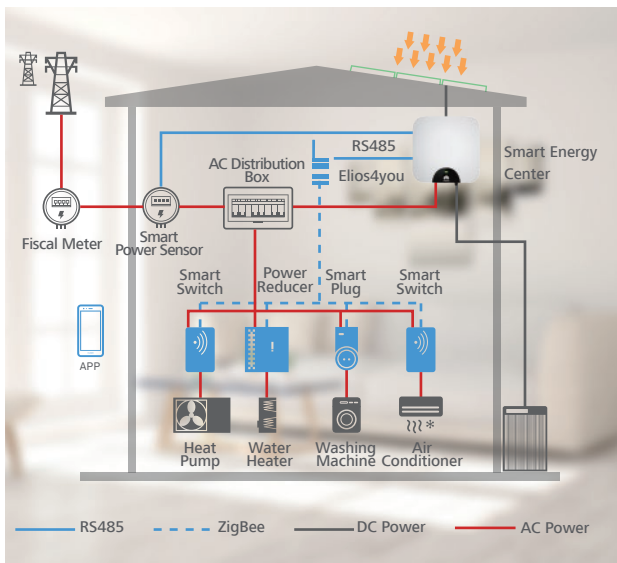


\* This function requires full optimizer solution & Smart PV Safety Box, available in Q1,2018

# 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%



\* Devices marked in blue are provided by 3rd party partners





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**HUAWEI TECHNOLOGIES Duesseldorf GmbH**

Südwestpark 60 4.0G,90449 Nürnberg, Germany  
 Tel:49 911 255 22 3053  
 Fax:49 911 255 22 3090  
[info.energyeu@huawei.com](mailto:info.energyeu@huawei.com)

**HUAWEI TECHNOLOGIES CO.,LTD**

Huawei Industrial Base  
 Bantian, Longgang  
 Shenzhen 518129,P.R.China  
 Tel.:400-822-9999  
 Version No.:20160818  
<http://solar.huawei.com>

