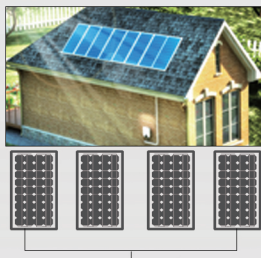


Huawei FusionHome Smart Energy Solution

More Sales, Easier Business

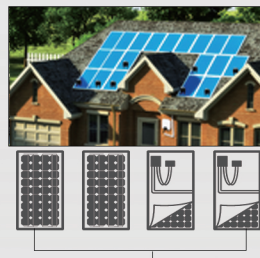
Huawei One-fits-all flexible solution brings more sales opportunities to retailers by covering various customer demands. Moreover, you only need to deal with one supplier to meet all these different demands, making your business easier than ever before.

Simple Rooftop



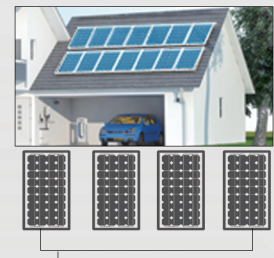
Basic

Partial Shading



Partial Optimiser (0-100%)

Battery Needed



Battery Ready

Easier warehouse management with one supplier ◆

Easier service with one supplier ◆



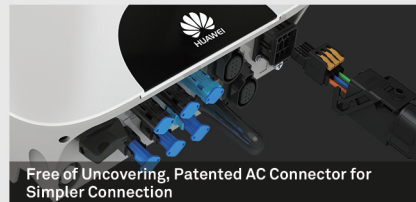
◆ Less internal training cost with only one solution

◆ More focused joint marketing with Huawei

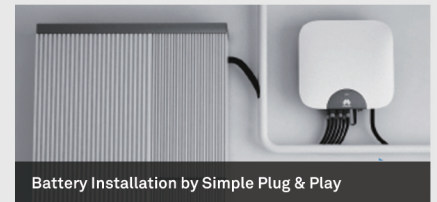
Faster Installation



10.6kg, Allows One Person Simple Installation



Free of Uncovering, Patented AC Connector for Simpler Connection



Battery Installation by Simple Plug & Play

Install & Forget



Proven Product Quality with 90GW Accumulated Global Deployment



Rigorous Industry Standard Testing for Better Reliability



SUN2000L Inverter



Smart PV Optimiser



Smart PV Safety Box



Smart Power Sensor



@ Huawei FusionSolar



HUAWEI solar.huawei.com

PROFESSIONAL & DEDICATED MARKETING SUPPORT



From September 2018, the Huawei Smart PV Academy will be held monthly in the Huawei Sydney office. In addition, we look forward to collaborating with our distributors in the 30+ roadshows covering major cities nationally: Sydney, Melbourne, Adelaide, Brisbane and Perth etc. Each roadshow will provide practical solutions to key strategies such as:

- ▶ How to generate more sales opportunities?
- ▶ How to make your business easier?
- ▶ How to design a system more efficiently?
- ▶ How to install and commission faster?

45 CPD points for joining our courses, visit <http://solar.huawei.com/au/> or contact Huawei Authorized Distributor for more details.

How Can Huawei Help me to Better Sell to Homeowners?

Via Phone:

Homeowner benefits , FAQ

Via Visit:

Benefits flyer , dummy inverter

Via Email/Ads/Website:

Homeowner benefits, Reference cases, Posters, Videos



What marketing promotions will Huawei have in Australia? Huawei is planning to run multiple marketing campaigns in Australia to raise Huawei's brand awareness, including:

- ▶ Content Marketing: Up-to-date posters, testimonial case studies, Videos, EDMs etc.
- ▶ Media Partners: CEC, SEC, Ecogeneration, Solar & Storage, PV Magazine, PV Tech
- ▶ Social Media: Huawei FusionSolar FB/TW/Linkedin with 60,000 followers

We Need Your Contribution to Joint-marketing Success!

- ▶ Case sharing (photo/video/interesting story)
- ▶ Press release
- ▶ Social media interaction



Share your case photo, video and story with us by sending email to au.fusionsolar@huawei.com. If posted by Huawei social media, you will have a chance to win a gift.

