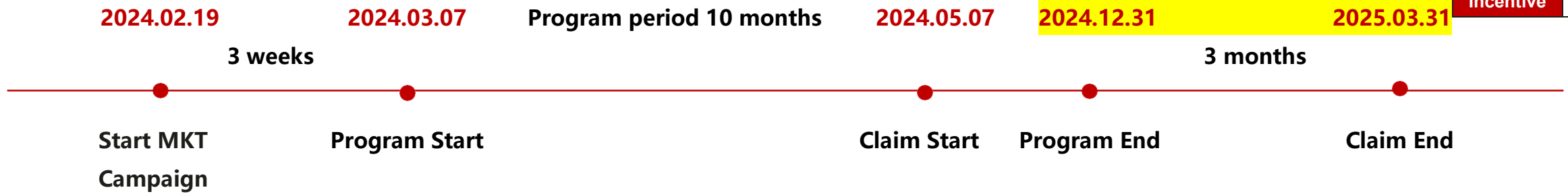


2in1 Optimizer Promotion Program (Extended to 31st December, 2024)

C&I	
SO Incentive	KA Program



- **Purpose:** This optimizer program focuses on educating installers' optimizer habits. Develop a batch of installers who use C&I optimizers solution in the market
- **Incentive Objects:** 1、 Golden+, Golden, Silver tier-2 partners to installers; 2、 Tier-1 Partners to whitelist KA installers
- **Incentive Scheme:** Get 2 in 1 Optimizer for Free by Buying M3 Inverters
 - Purchase 2pcs SUN2000-30KTL and get 30PCS MERC-1100W optimizers or 26 MERC-1300 W optimizers for free
 - Purchase 2pcs SUN2000-36KTL and get 36PCS MERC-1100W optimizers or 31 MERC-1300 W optimizers for free
 - Purchase 2pcs SUN2000-40KTL and get 40PCS MERC-1100W optimizers or 34 MERC-1300W optimizers for free
 - Purchase 2pcs SUN2000-50KTL and get 50PCS MERC-1100W optimizers or 43 MERC-1300W optimizers for free
 - Purchase 2pcs SUN5000-150KTL and get 150PCS MERC-1100W optimizers or 127 MERC-1300W optimizers for free
 - That is, buy two inverters, one of which can be fully configured with optimizers.
 - Optimizers for free: 1100 W, 1300 W, for both short input or long input cable optimizer
 - Optimizer exchange upper limit: 200,000 pcs



Price and Program Policy Notification Letter

Dear partners,

We sincerely appreciate your long-standing support and trust in Huawei products. This letter serves to inform you about the planned price policy and programs effective by March 31, 2025.

To further assist Huawei partners in better adapting to market changes and meeting customer demands, as well as to provide ongoing support and assurance for the development of our mutual business, we are notifying you of the following price policy and programs plan by March 31, 2025:

1. The sales programs for L1, M1, M5, 115KTL-M2, and MERC-1100W/1300W-P will be extended to March 31, 2025.
2. The price of Huawei solar products to partner will remain unchanged during this period.

We hope this decision will bring greater convenience and stability to your business operations.

If you have any questions or require further information regarding our products, pricing policies, or other business matters, please feel free to contact us. Our team is fully committed to providing you with comprehensive support and services.

Once again, thank you for your continued support and cooperation. We look forward to maintaining a strong partnership with your company in the future.

Sincerely,

Huawei European Digital Power Business Dept

October 15th, 2024