

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>																	



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