



Huawei Europe Digital Power Residential Batteries 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	IP20260303100018
Product Scope	LUNA2000-5-E1、LUNA2000-7-E1
Unit Incentive	520 EUR/per LUNA2000-5-E1 or LUNA2000-7-E1 activation
Incentive Period	15 th Feb, 2026 – 30 th June, 2026
Acceptance Period	15 th March, 2026 – 31 st August, 2026
Eligible Partner	Golden+, Golden, Silver Tier-2 Partners and VAP who certified in Austria.
Program Territory	Austria
Incentive Amount	Incentive Amount = Unit incentive * Local activation quantity
Definition and Interpretation	<p>Local Activation refers to the process of installation and connection to FusionSolar of Huawei FusionSolar products in Austria.</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. In this program, the Channel Quota will be issued to Austria VAP and the incentives will be distributed to its downstream distributors by VAP.</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>



2. Execution of Program

- 2.1 Golden+, Golden, Silver Tier-2 Partners shall provide the written confirmation to VAP for signing up in the program. After confirmation from VAP to Huawei, the partners could be considered as participating in the program.
- 2.2 Huawei will consider the number of Local Activation units of LUNA2000-5-E1、LUNA2000-7-E1 products during the Incentive Period based on FusionSolar Database **in a monthly basis**. The activity proofs (hereinafter, the **"Activity Proofs"**) are mandatory to provide to calculate the total CQ based on the unit incentive amount and local activation quantity.
- 2.3 **Huawei shall provide the monthly local activation report to eligible partners and inform the eligible partners for the redeemable channel quotas.** Partners shall provide the **Activity Proofs** and confirmation of the redeemable channel quotas in writing by email to its respective Channel Manager every month. Otherwise, it is deemed that the Partner renounced the Program and will receive no Incentives.
- 2.4 Partner warrants that the information provided to Huawei, such as but not limited to the information requested by Huawei for the calculation of any Incentive, is accurate and true. If the information is checked by Huawei to be inaccurate, Partner acknowledges and agrees that Huawei at any time and its sole discretion may terminate the Program and shall recall any Incentive due or previously granted.

3. Disclaimer

- 3.1 If a partner engages in behavior that violates the partner order, **Huawei reserves the right to terminate the partner's participation in the promotion at any time.**
- 3.2 Huawei reserves the right to terminate this promotion at any time and is obligated to inform partners **one month before** the promotion is terminated.

4. INCENTIVE DISTRIBUTION AND USAGE

- 3.1 After the submission of the acceptance materials, the applicable Incentives will be accrued in the form of CQ by Huawei, within 1 (one) month after Huawei receive all the acceptance materials.
- 3.2 The CQ can be used exclusively by the Partner who received it, to offset any Huawei receivables. The CQ cannot be assigned or transferred without previous approval in writing from Huawei.
- 3.3 The Partners must be aware that all the CQ accrued under this Program and not used will expire in one year after the applicable CQ has been distributed and they will be canceled by the E-partner system.

5. MISCELLANEOUS

- 4.1 All Partners participating in this Program shall act in compliance with all applicable laws and regulations. Huawei reserves the right to cancel the Program and the CQ in the event of any non-compliance.
- 4.2 In case a dispute arises between Huawei and Partner with regards to this Program, the Parties will try to resolve in an amicable manner all disagreements and misunderstandings connected with their respective rights and obligations under this Program. If still not resolve, any dispute arising out of or relating to this Agreement shall be submitted to the competent and applicable court of the country where the channel quota is used. This Program shall be governed by the laws of the country where the channel quota (CQ) is used.
- 4.3 Partner shall have the obligation to pay to Huawei the following: any Incentive already credited; errors in the CQ calculations; adjustments for returned Products and the like; any and all losses or damages, including but not limited to loss of bonds or guarantees, which Huawei may suffer as a result of the involvement of Partner in any particular sale or transaction; any Incentive already credited if it is determined, in the sole judgment of



Huawei, that Partner was not entitled to such CQ under the terms of this notification.

4.4 In case of any doubts, Huawei reserves the right to the final interpretation of this

Program.

For any enquiry or clarification, please contact your Channel Manager.

Huawei Digital Power

15/5/2026