



Huawei FusionSolar Selling Points

1. Fortune 500 company ranked at number 49, with 194,000 employees and over 96,000 R&D staff
2. A leading global provider of (ICT) infrastructure and smart devices with over 30 years proven telecommunication network reliability
3. No.1 global inverter manufacturer in terms of shipments for 5 consecutive years. Shipments totaling 118GW
4. No.1 market share in Europe (31% compared to 2nd placed 16%)
5. Local Australian offices opened in 2004, 2020 is the sixteenth year in business
6. String inverter solution for all scenarios: utility scale solar farms, C&I, and residential
7. All Inverters have a 10 year full comprehensive manufacturer warranty extendable to 15 and 20 years
8. Global R&D investment and 30 years' telecommunication experience resulting in a inverter failure rate of <0.4%
9. Australian local engineering and technical support team, with a dedicated 24x7, 1800 service hotline connected to our experienced service engineers to serve our customers
10. Solution designed for highest availability by eliminating wearable parts like fuses, screens and fans
11. Only inverter manufacturer that has supplied fan-less inverters for many years. Showing the expertise of our R&D engineers in heat dissipation techniques
12. With ~88,000 innovation patents, Huawei has infused AI in the PV solution as well. Some examples are our AI boosted AFCI (Arc fault circuit interrupter) for safe roofs and IV curve diagnosis for maintenance and diagnosis of PV module faults

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