



Huawei One-Fits-All Solution

Making an Easy Journey for Residential and C&I Business

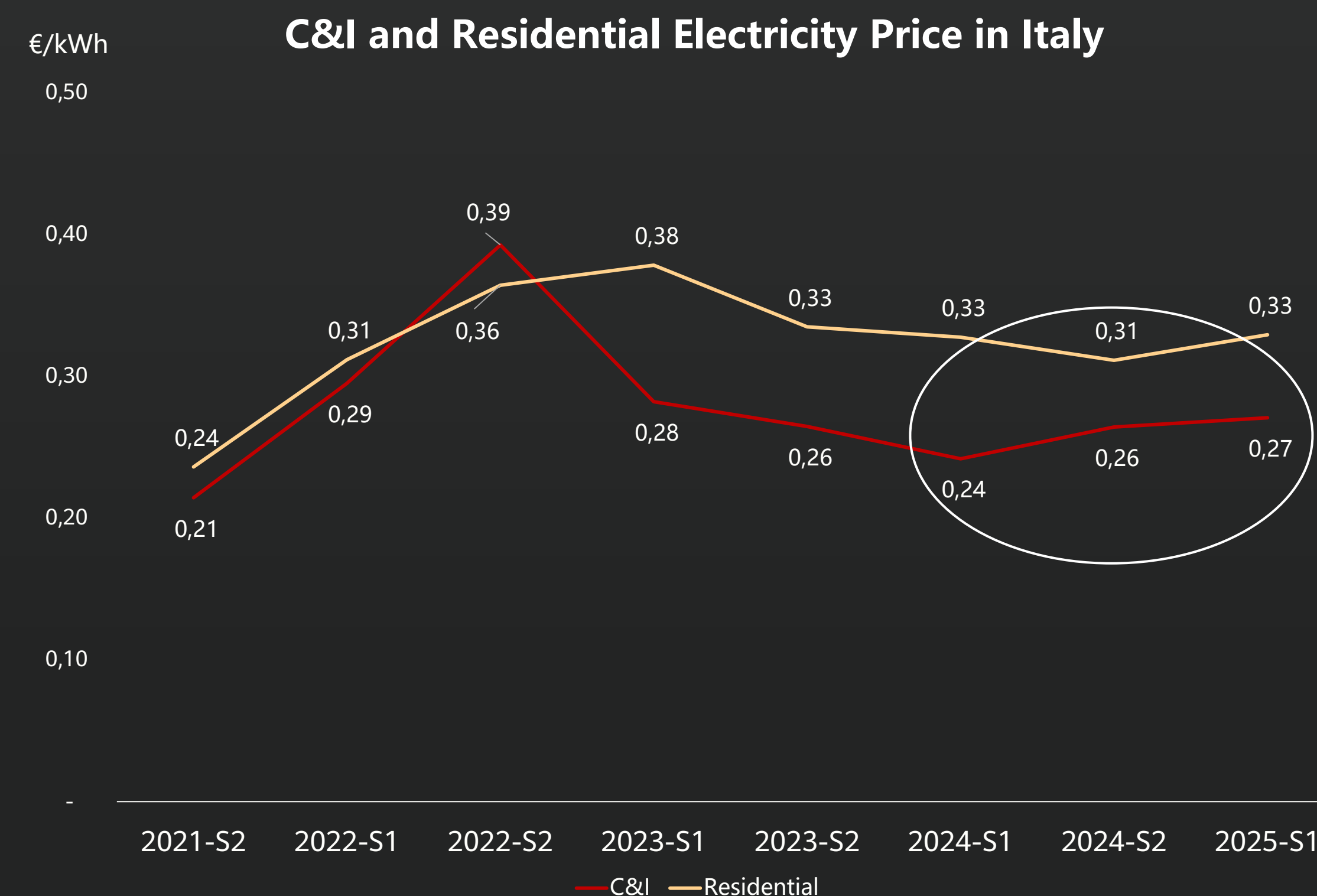
Francesco De Santis

Huawei Italy Digital Power Solution Manager

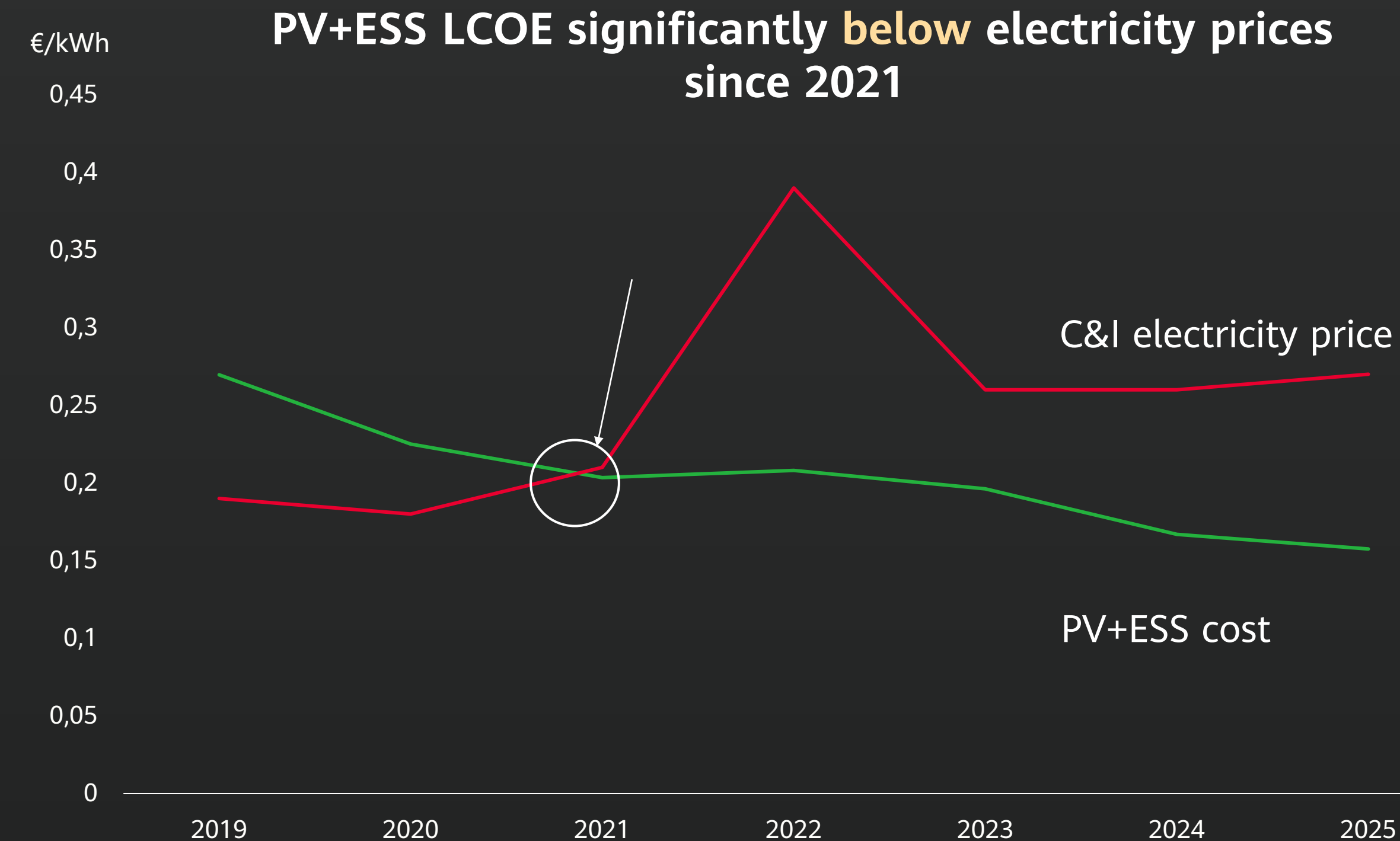


3 Key Drivings for Fueling the Rise of PV+ESS+EVC Power Solution in Italy

Electricity cost raise Drives PV+ESS self-consumption



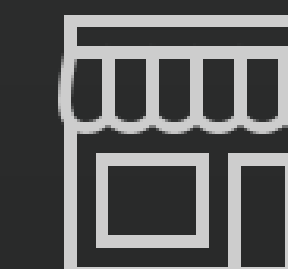
Falling PV+ESS costs vs. rising electricity prices Drives Business Close-loop



Italian policy and subsidies Encourages PV+ESS+EVC



PNIEC
37GW @2024->79GW @2030



PMI @ 320 M€
30% for PV and Storage



Energy Release 2.0
+200kW/plant, +5GW in total



Ecobonus
11k-20k €/car



Huawei One-Fits-All Solution, From Residential to Large-scale C&I Scenarios

Residential

Residential

New, Retrofit, On/Off-grid

C&I Lite

$\leq 168\text{kWh}$ @Low Voltage

C&I Pro

100kWh-4MWh @Low Voltage

C&I

C&I Max

$\geq 2.5\text{MWh}$ @Medium Voltage

Proactive Safety

Premium Quality

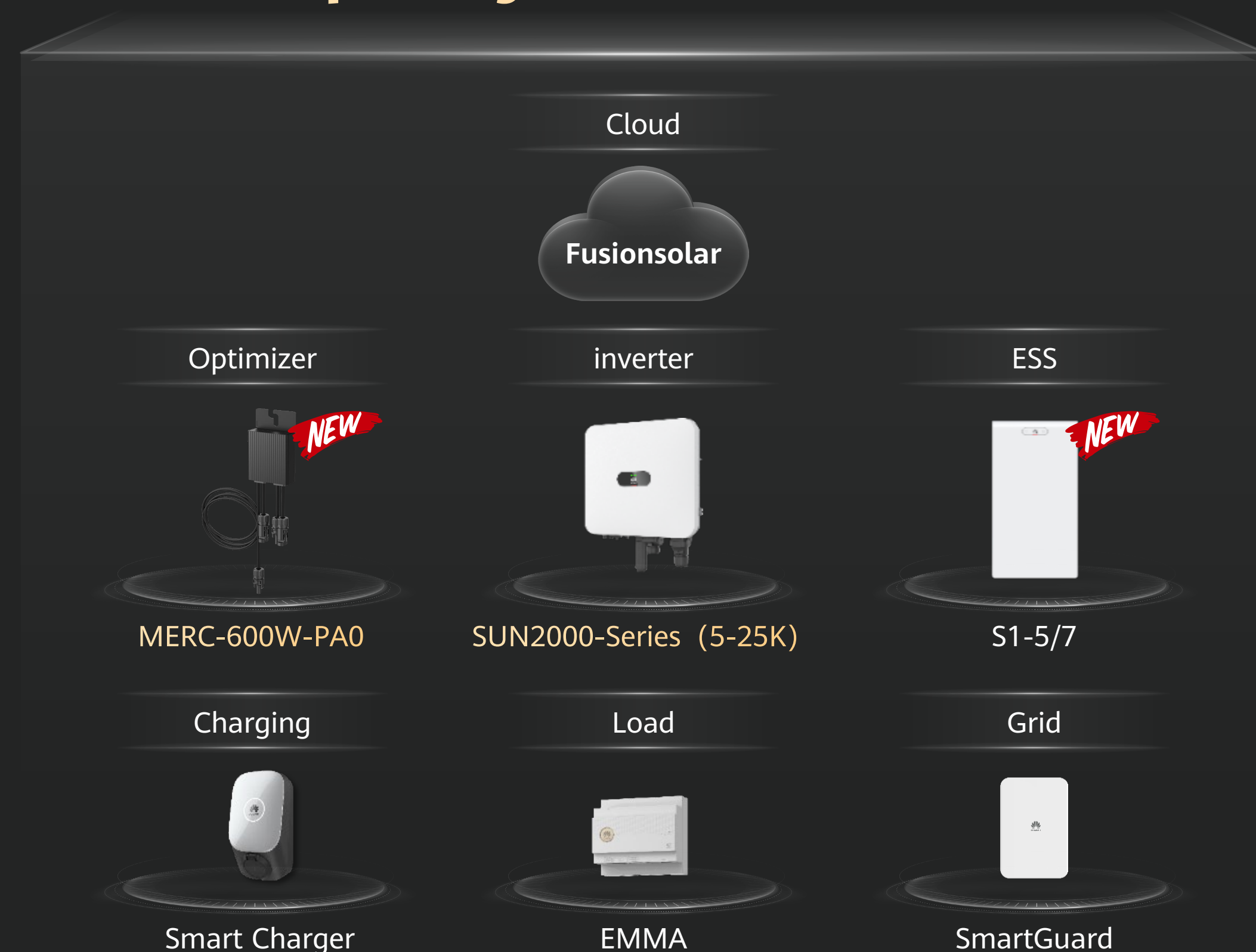
Higher Profitability

One-Fits-All

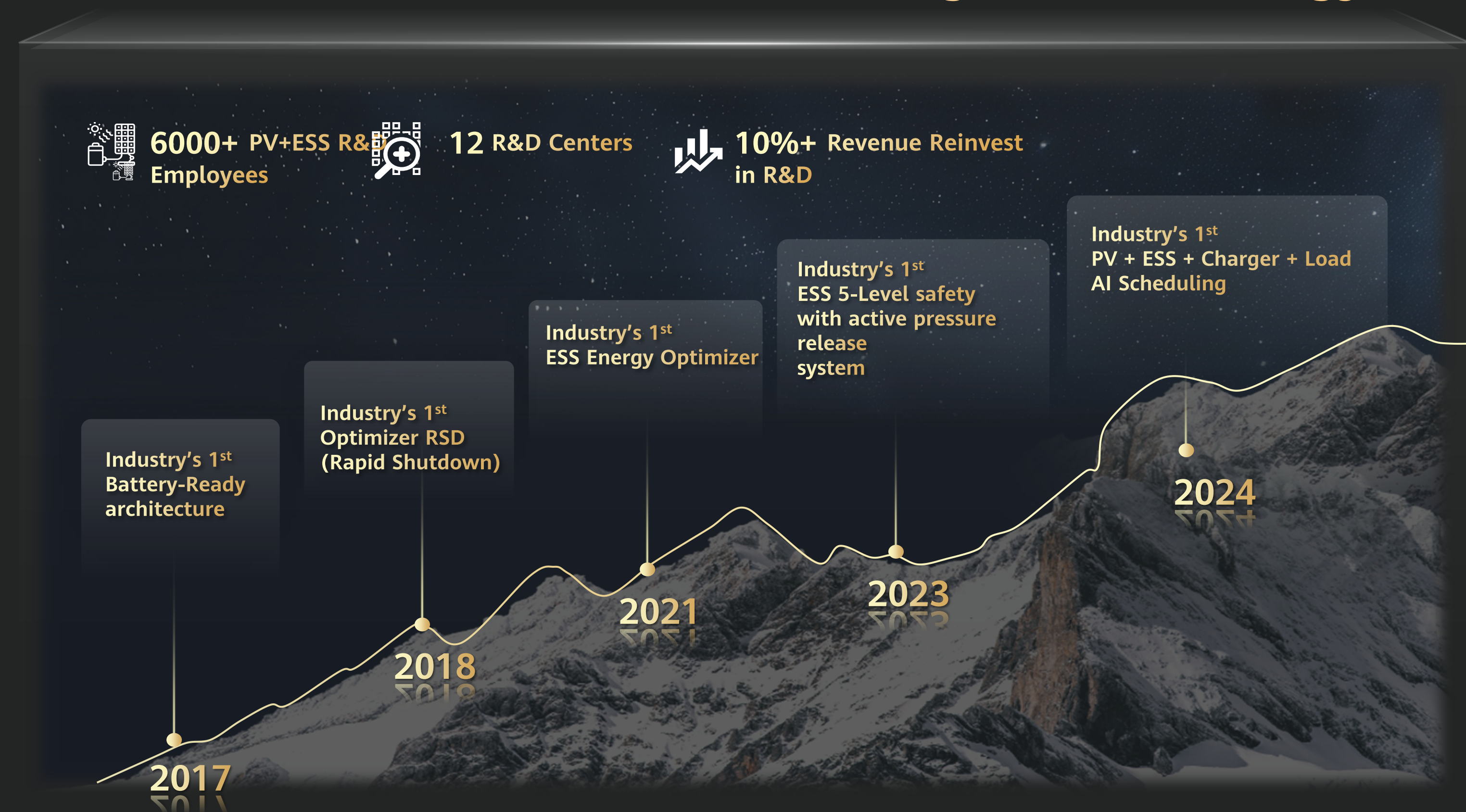
Huawei One-Fits-All Solution - Residential

From 5 Years of Modular Leadership to a Future of Dual-Path Innovation

Split System Solution



Devoted in Innovation, Leading in Technology



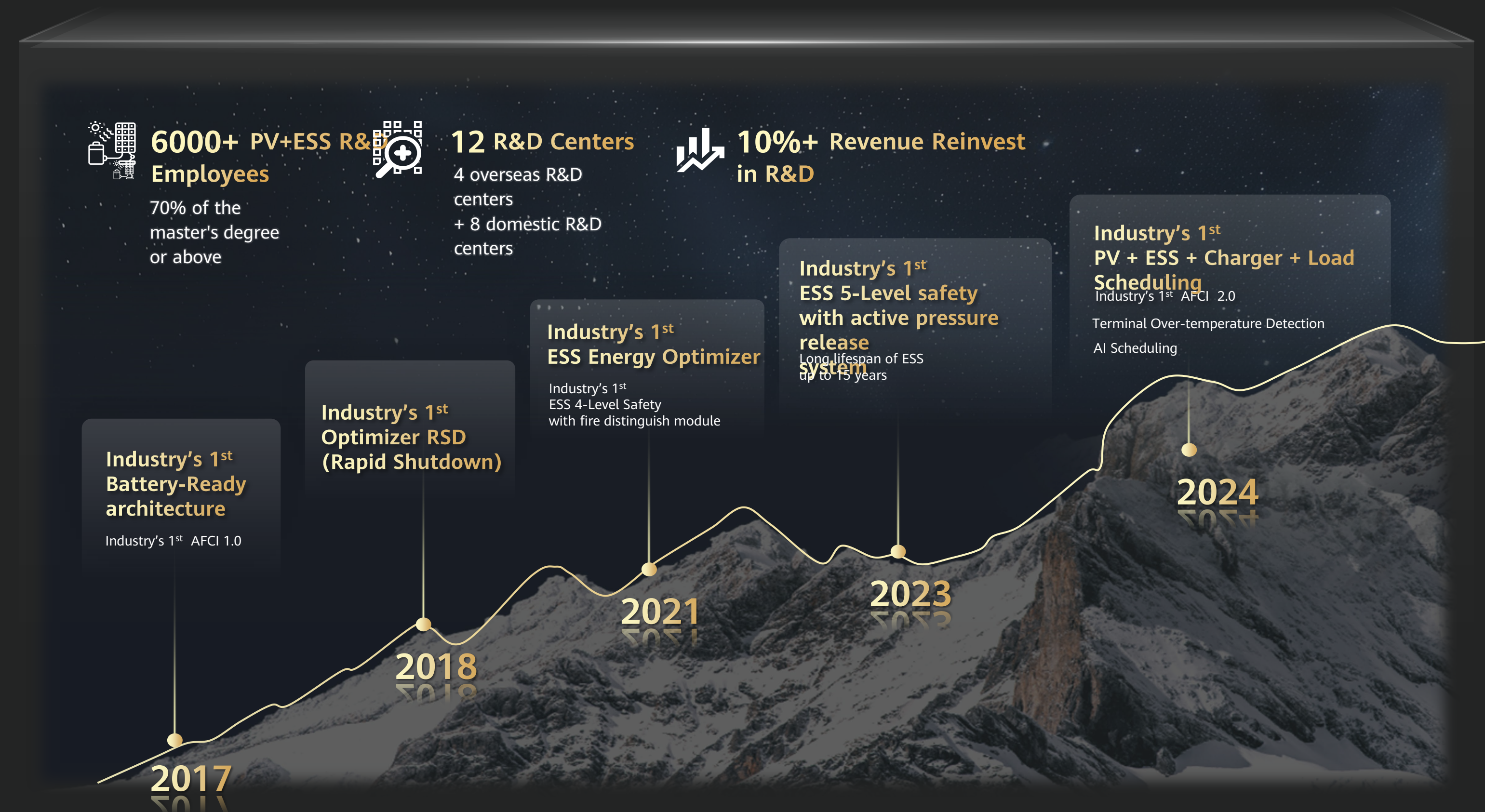
Huawei One-Fits-All Solution - Residential

From 5 Years of Modular Leadership to a Future of Dual-Path Innovation

Split System Solution



Devoted in Innovation, Leading in Technology



Integrated System Solution



LUNA2000-5/10/15-S1, One Platform, Same Safety, More Flexibility

- 5/7 flexible combine
- More possibilities:
12/17/19 kWh



Flexibility

- 40% more usable energy over lifecycle
- 10.5 kW max power



Power

- 5-layer safety protection: cell, electrical, structural, emergency and active



Safety



LUNA2000-5/10/15-S1

- Up to 15-year warranty
- Exclusive A+ cells (industry's only)



Quality

- No pre-charging
- Easy installation



Simplicity

- Unparalleled silence (<29 dB)
- All-temp. Ready
- (-20 °C ~+55 °C)



Experience

>230,000 Packs

Available in Dec. 2025

** Since April 2024, the S1 residential storage series has been shipped worldwide.*

Sustaining Leadership in Ecosystem Integration to Maximize Owner Values

Enriching the appliance ecosystem

- **30,000+** families globally enabled AI-scheduling
- **8** brands of home appliance integrated



Heat Pump

EEBUS/ SG-Ready



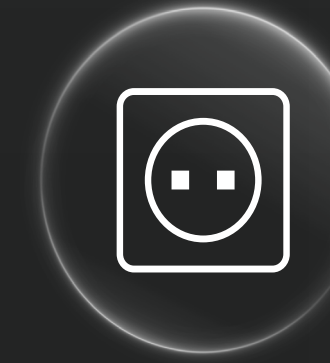
Heating Rod

Modbus TCP



Charger

Modbus TCP



Smart Socket



AI Scheduling + Home Charger

Detect high-power device consumption behavior precisely

Huawei AI Enabled

VS
Industry Without AI

Provide optimal battery discharge strategy in real time

Electricity price Battery charging EV charging Battery discharging Power from grid

350

Days with
AI Scheduling

@Munich, Germany
12kW PV, 21kWh ESS
With SmartGuard

€ 200

Annual savings for the
family



Huawei One-Fits-All Solution – C&I Lite

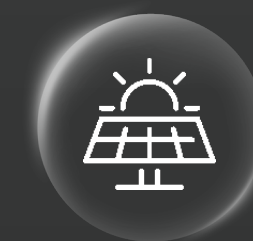
Flexible Adaptation, Easier Installation and Extra Gains



Flexible configuration



Easy Commissioning



Smart Energy Controller



**Residential ESS
S0 + S1**



**Smart
PVMS**

2 + 1

Up to 3 Inverters

SmartLogger

Up to 8 BMS

**AI Scheduling
SmartDesign**



MB0-25K



MC0-50K



M2-115K



MG0-150K



SmartLogger3000



S1-21kWh



S0-15kWh

**C&I Lite Solution in
Italy @2024**



30M USD

Revenues in one year



300 MWp + 200 MWh

Total inverter & ESS shipment



Easy Installation



Safe and Reliable



Huawei One-Fits-All Solution – C&I Pro

Proactive Safety, Unlocking More Profitability Values

 **Proactive Safety**

 **Premium Quality**

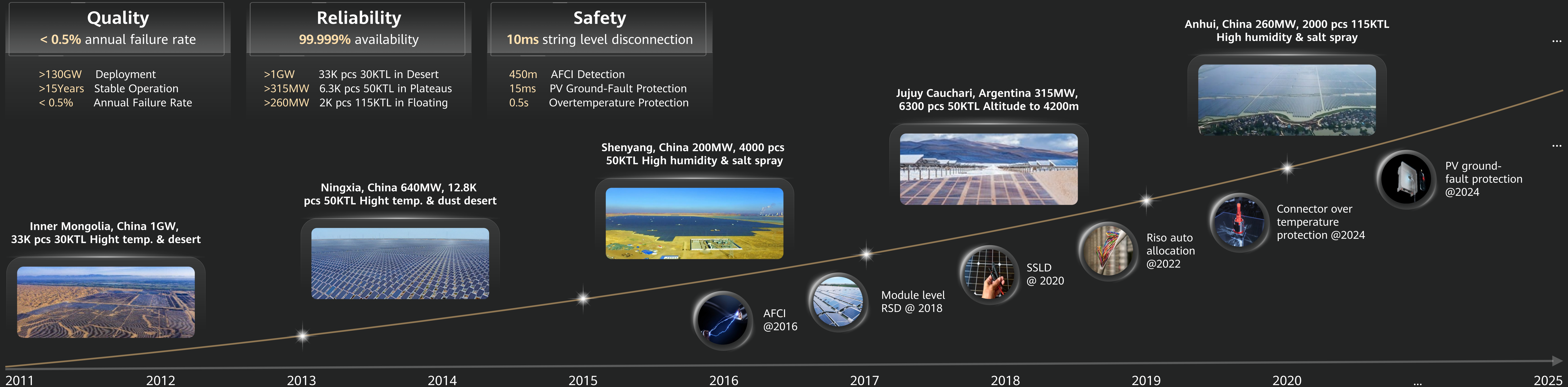


 **Higher Profitability**

 **One-Fits-All**



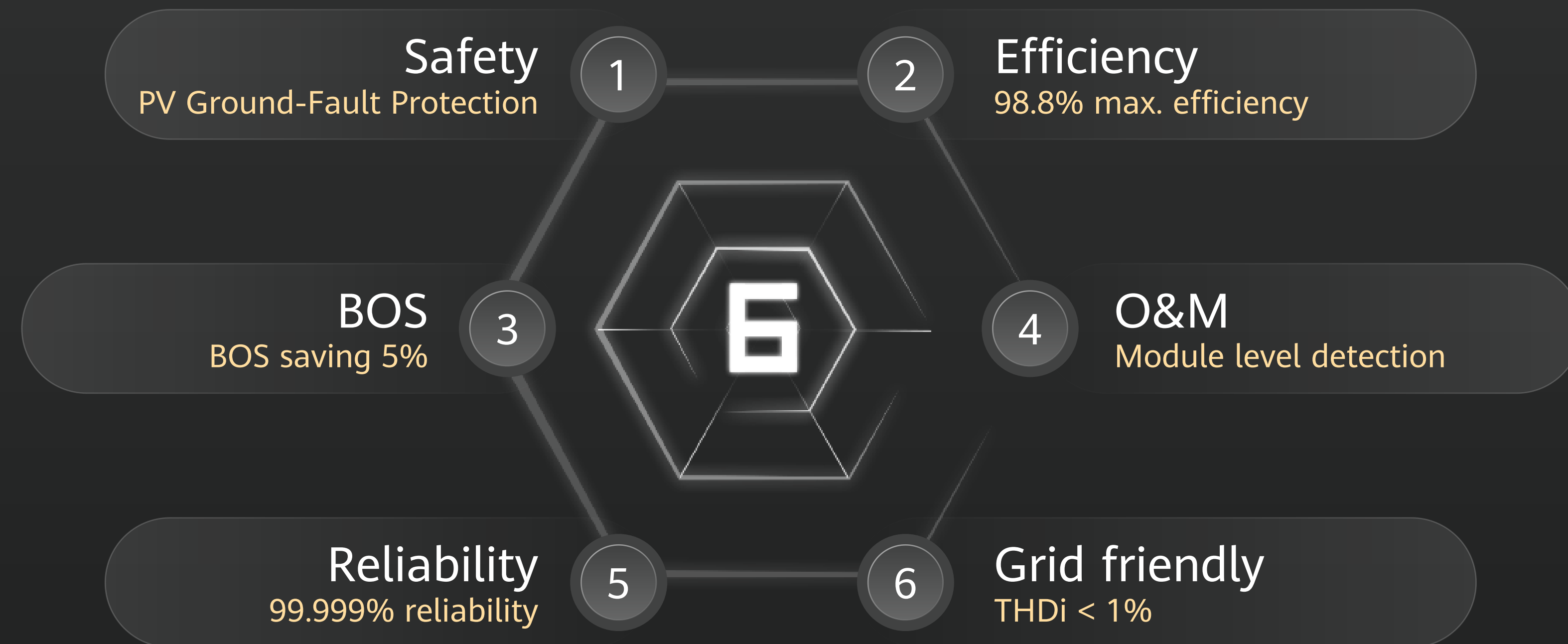
A Legacy of Reliability: 15+ Years of Innovation and Large-Scale Project Excellence



The 150K Inverter: Leading Innovation in Large-Scale Rooftop Solutions

300MW Shipments @ 2025 in Italy

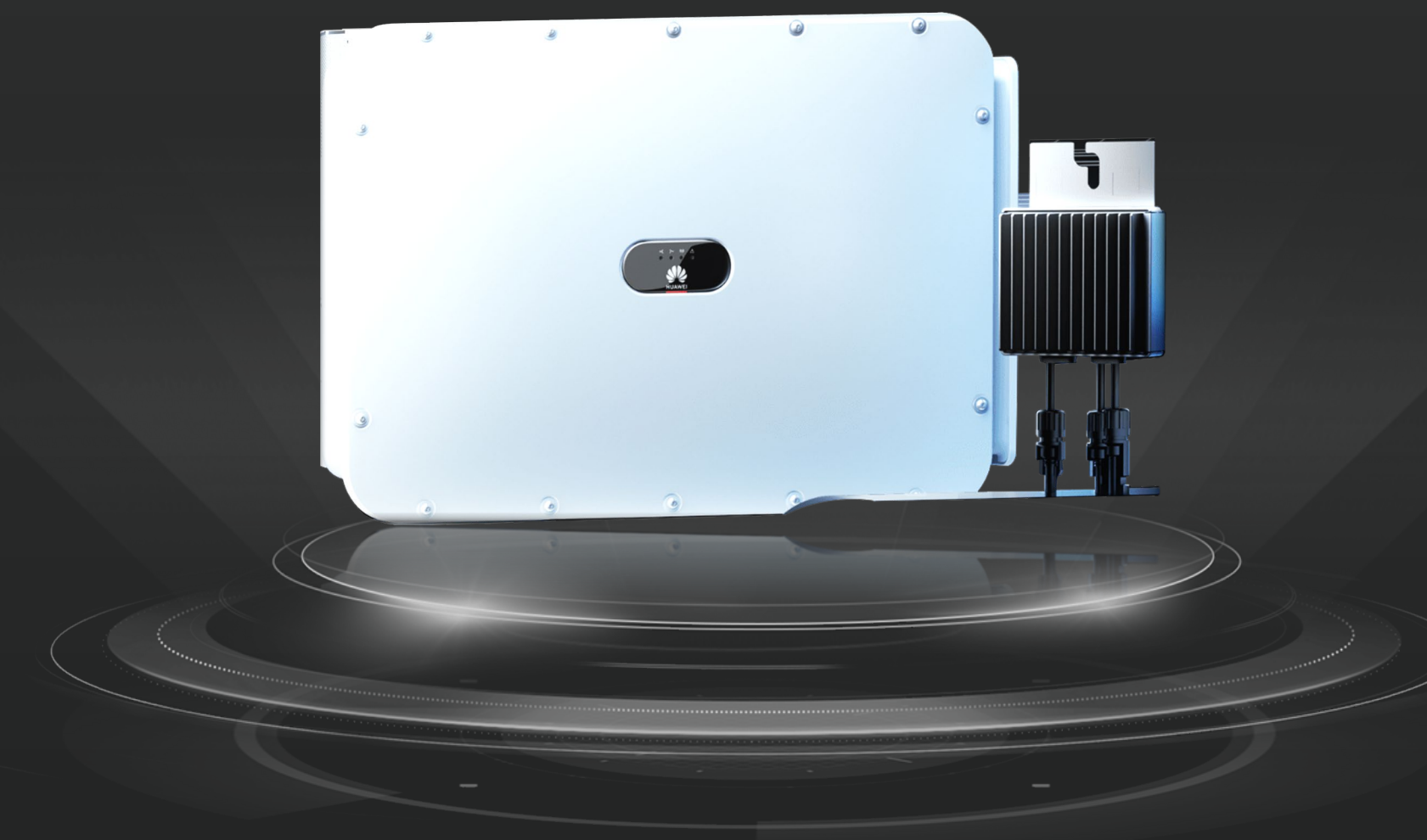
How to choose inverters



World's Largest 150KW All-rounder Inverter in C&I

SUN2000-150K-MG0

SUN5000-150K-MG0



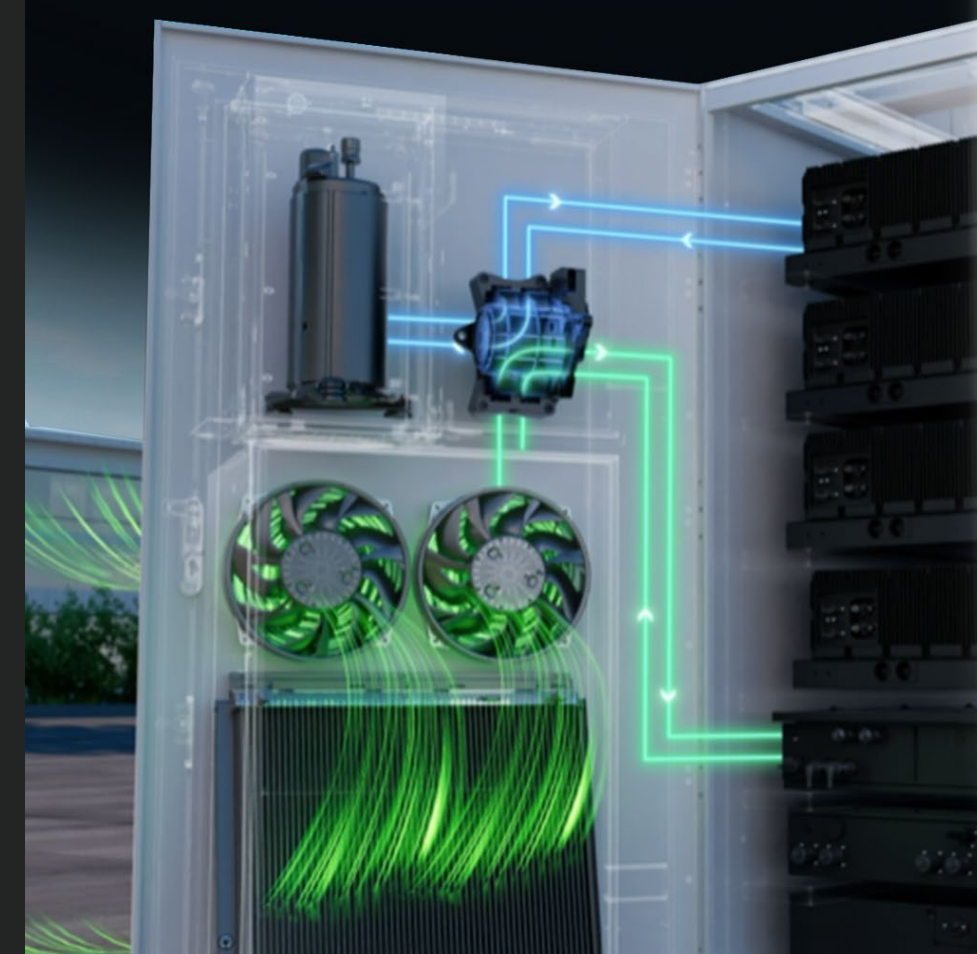


World's 1st C&I Hybrid Cooling Grid Forming ESS Solution

500+ Sets Ordered @2025, Italy

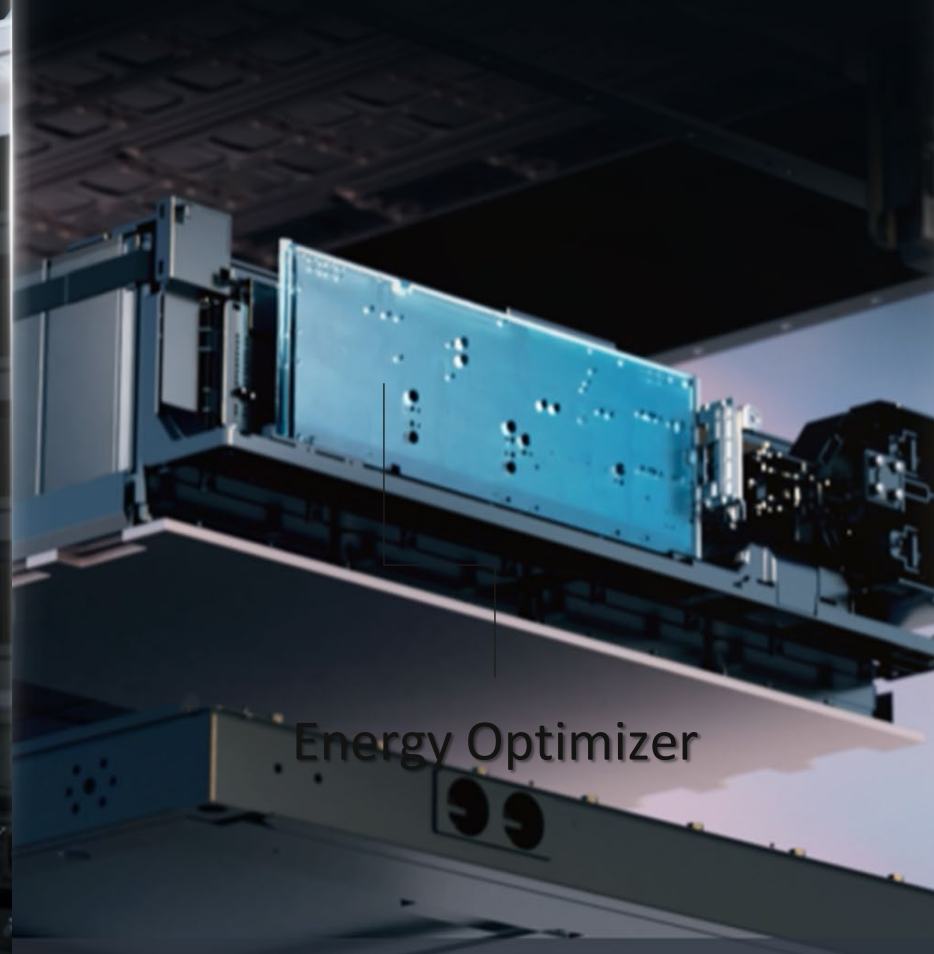
Efficiency

Unique Hybrid
Cooling, 91.3% RTE



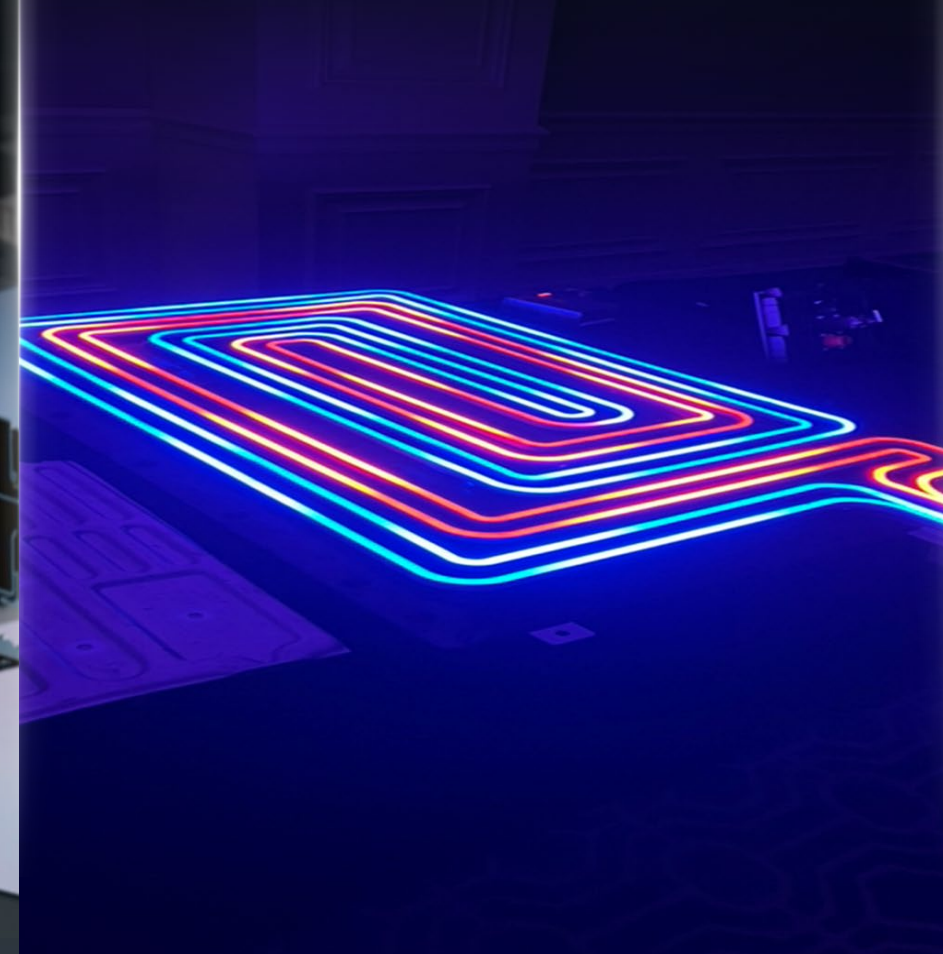
Utilization

Unique Pack Optimizer,
100% DOD



Cycle Performance

Unique Heat Dissipation,
2% Higher SOH



LUNA2000-215 Series

Generations Ahead



New

LUNA2000-241kWh
26 Q1. with 314 Ah cell

Proactive Safety

C2C Dual-link
Safety Architecture



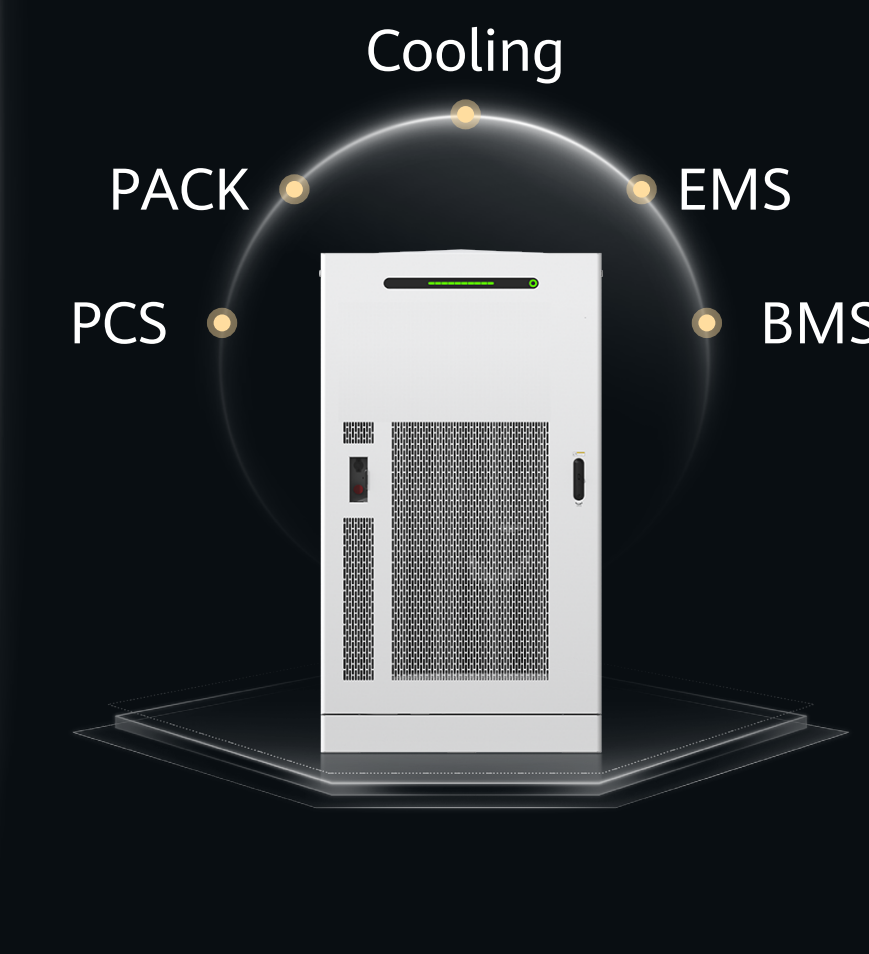
Intelligence

AI scheduling,
10% Higher Profitability



One-Fits-All

Applicable to Every
Scenario



Future-Proof PV+BESS+EV Charger Solution, for Low grid capacity sites

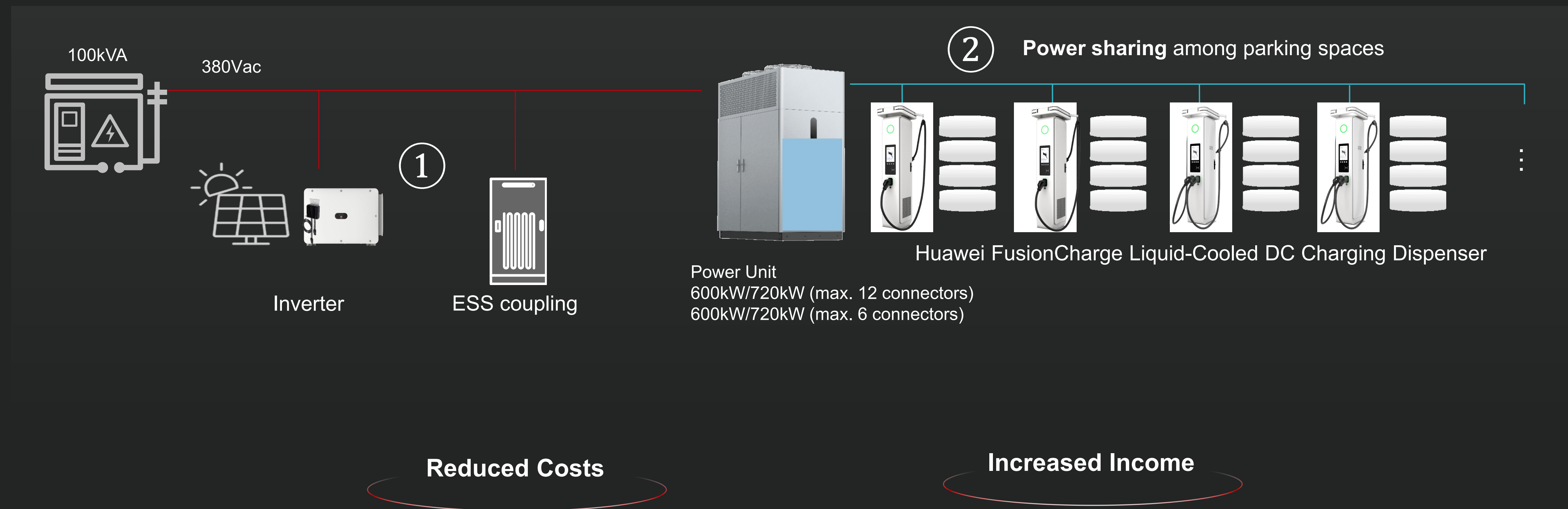
40+ Sets Ordered @2025, Italy



Highway



City Public-
Gas station



Shopping Mall



Logistics Park



Huawei One-Fits-All solution – **C&I Max**

Help Low-carbon Transition for Large-scale C&I Scenario

Proactive Safety

- 6-levels **cell to grid** safety design
- DNV-certified large-scale combustion test

Higher Profitability

- 0-100% constant power range
- Pack-level Optimization 2.0, higher discharge efficiency
- 91.5%, higher RTE



Smart O&M

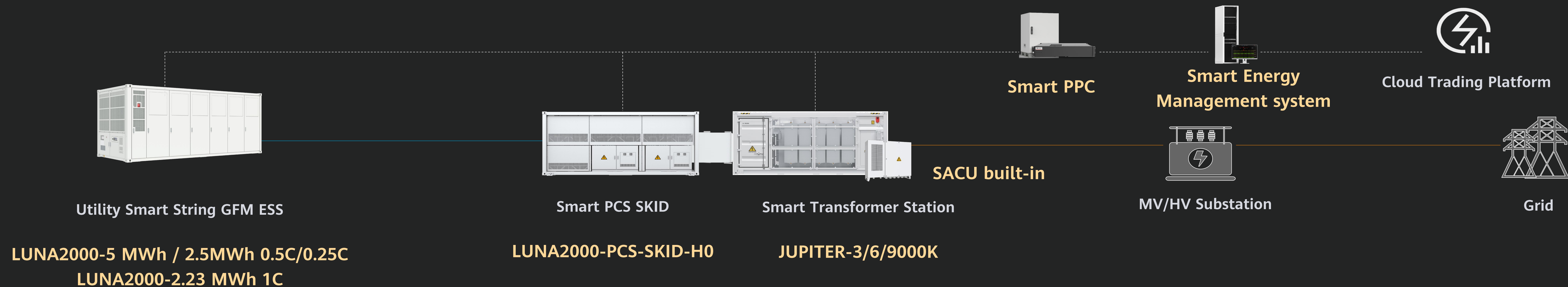
- Automatic SOC calibration
- Smart BESS Health Diagnosis, 1-7 days of Pre-warning

One-Fits-All

- Faster delivery
- Faster commissioning



Smart String Grid Forming ESS System for large C&I and Utility-scale



Full-lifecycle Optimal Investment

Full-link Digitalization

Cell to Grid Safety

Huawei FusionSolar Practices in all over Italy

- Utility PV, @Belpasso
- 245 MWp



- Manufacturing, @Trento
- C&I PV + ESS 9MWh



- Logistics, @Puglia
- C&I 4.5MWh ESS



- Hospital, @Cremona
- C&I 950kW PV+ 2.58MWh ESS
- Campus, @ Rome
- C&I 215kWh ESS+ 600kW EVC



- Manufacturing, @Padova
- C&I 1.5MW PV + 2MWh ESS



- Logistics, @Caserta
- C&I 934kW PV+ 2MWh ESS



Grazie!

Bring digital to every person, home and organization for a fully connected, intelligent world.

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