



PHOTOMATE

Huawei FusionSolar partner for CEE, Scandinavia, Baltics and Eurasia

COMPANY REVIEW

www.photomate.eu

► FOREIGN OFFICES

Kyiv, Lviv | **Ukraine**

Warsaw | **Poland**

Prague | **Czech Republic**

České Budějovice | **Czech Republic**

Bratislava | **Slovakia**

Budapest | **Hungary**

Sønderborg | **Denmark**

Stockholm | **Sweden**

Tallinn | **Estonia**

Vilnius | **Lativa**

Bucharest | **Romania**

Plovdiv | **Bulgaria**

Tbilisi | **Georgia**



HUAWEI

▶ COOPERATION WITH HUAWEI



- Support for 8 regional Huawei branches
- Cooperation with Huawei team of 70 people in the areas of technical support, sales, logistics and marketing



Certified
Service Partner



Value Added
Partner

▶ **BASIC FACTS**



Inverter
business
since 2008

Active
in 25 countries

11 Foreign
Offices



5.750+ MW
Huawei inverters
since 2016

63 MWh
BESS



86
Employeess

23
Technical
Support



200+
Trainings

4000+
Trained
Installers

► TECHNICAL SUPPORT

PRESALES SUPPORT

- STRING DESING
- COOPERATION ON DESIGN PREPARATION
- PV SYST SIMULATION
- TRAININGS

AFTERSALES SUPPORT

- COMMISSIONING SUPPORT
- TRAININGS
- SERVICE

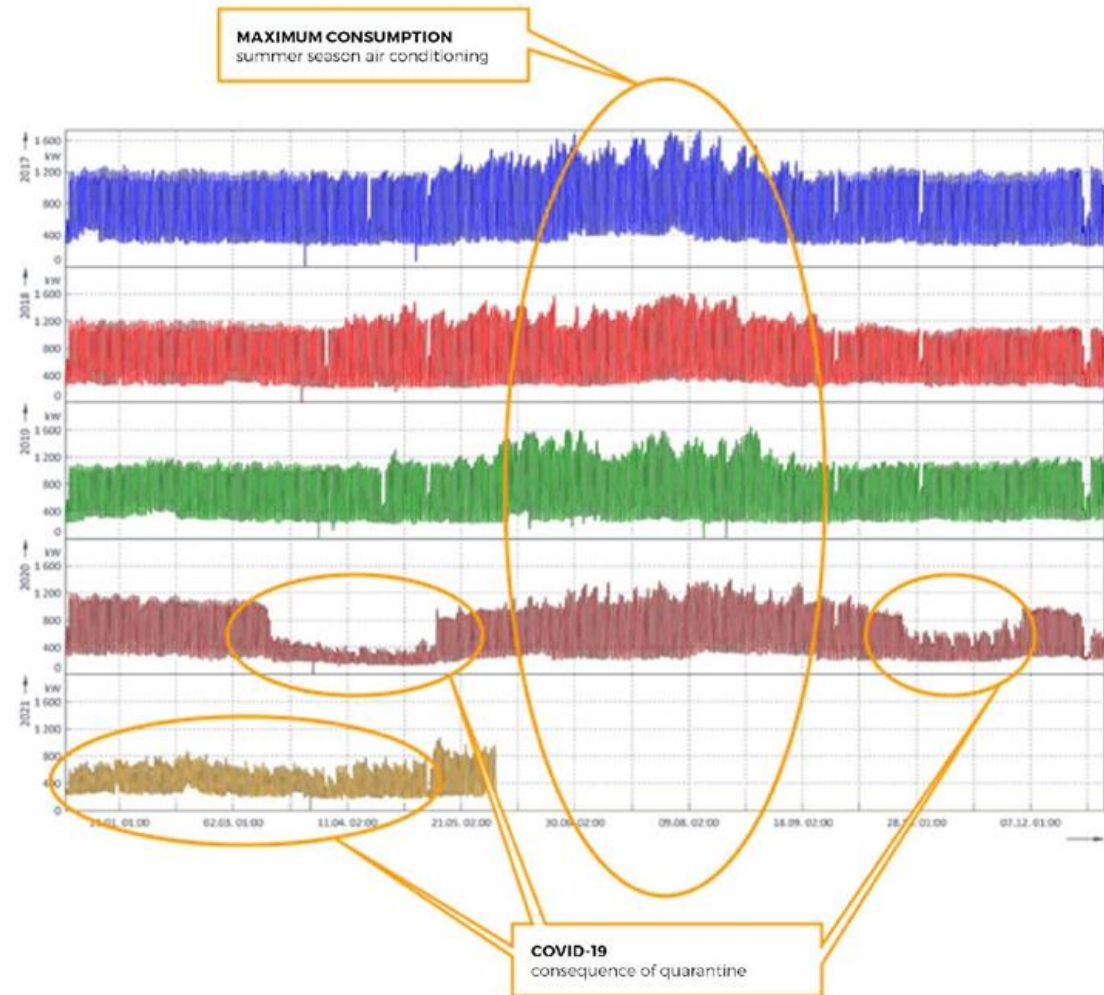
BESS

- DESIGN OF OPTIMAL PERFORMANCE AND CAPACITY
- DATA MEASUREMENT AND ANALYSIS
- SOLUTION TEAM 10 PERSONS
- EVALUATION OF RETURN ON

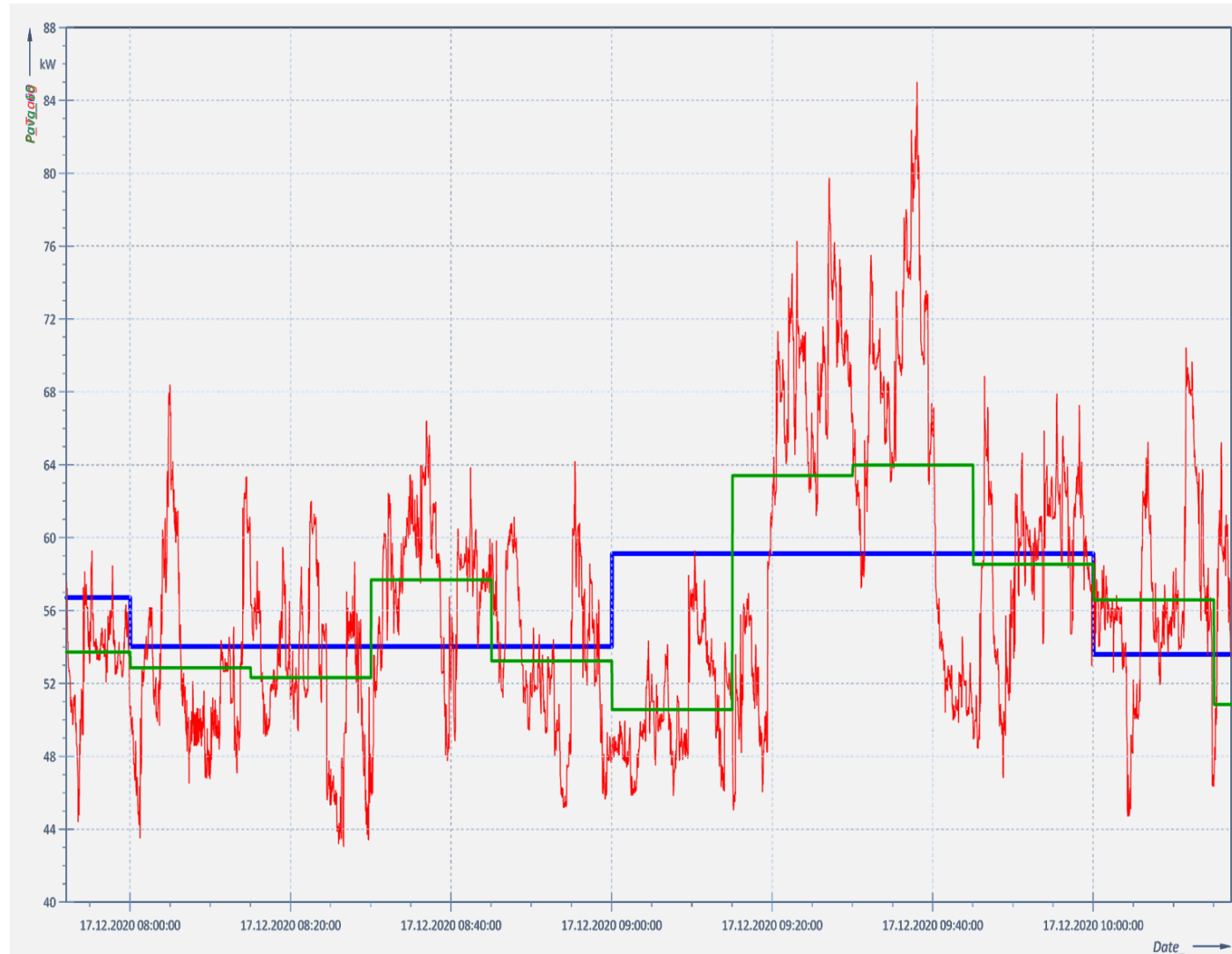


▶ EXAMPLE OF MEASUREMENT CONSUMPTION FOR GRID ANALYSIS

	Grid capacity based payments	Payments not based on grid capacity
The price of power electricity	✓	
Price for reserved capacity		✓
Distribution fees	✓	✓
Payments for supported energy sources	✓	
Price for system services	✓	
Additional payments		✓



▶ EXAMPLE OF MEASUREMENT CONSUMPTION FOR GRID ANALYSIS



60-minute averages

15-minute averages

2-second averages

▶ COOPERATION WITH THE POLISH ACADEMY OF SCIENCES



At the KEZO technical center, PHOTOMATE and HUAWEI have a test site and service laboratory where we train and test all functions of the entire Huawei inverter portfolio, including day-to-day operation, monitoring and the inverter's impact on the low voltage network.



▶ LOGISTICS

CENTRALIZED WAREHOUSE

- DĚČÍN
- COMPATIBLE ERP SYSTEM
- 10 000+ PALLET, EASY
EXTENSIBLE CAPACITY
- INVENTORY IN CZ

+750 MW

TRANSPORT

- 3000+ ROAD TRANSPORT IN 2021
- GROUP AND FTL TRANSPORT
- SEA AND RAIL TRANSPORT
FROM CHINA
- INTERNATIONAL CUSTOMS

BROKERS



▶ HUAWEI PV PRODUCTS AND SOLUTIONS



RESIDENTIAL



COMMERCIAL
AND INDUSTRIAL



UTILITY



Smart Battery
5-15 KWH



Smart Energy
Controller
2-10 kW



Smart PV
Optimizer
450W



Smart PV
Management
System



Smart PV
Inverter
12-100 kW



Smart PV
Management
System



Smart Data
Logger



Smart
Transformer
Station
3000/6000 kW

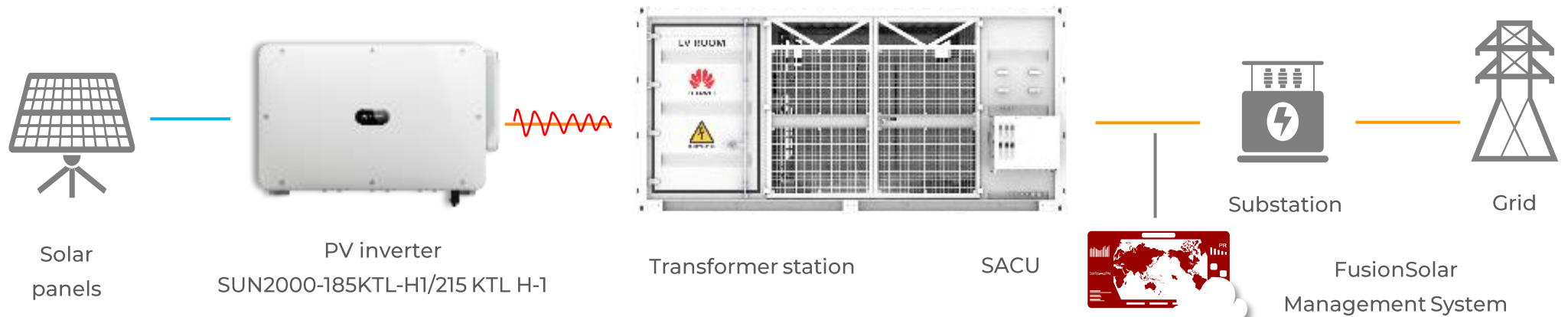


Smart PV
Inverter
185/215 KW



Smart PV
Management
System

▶ HUAWEI COMPREHENSIVE PV SOLUTIONS



SIMPLE DELIVERY

- SIMPLIFIED INTERCONNECTION
- STANDARDIZED DESIGN
- QUICK & EASY INSTALLATION

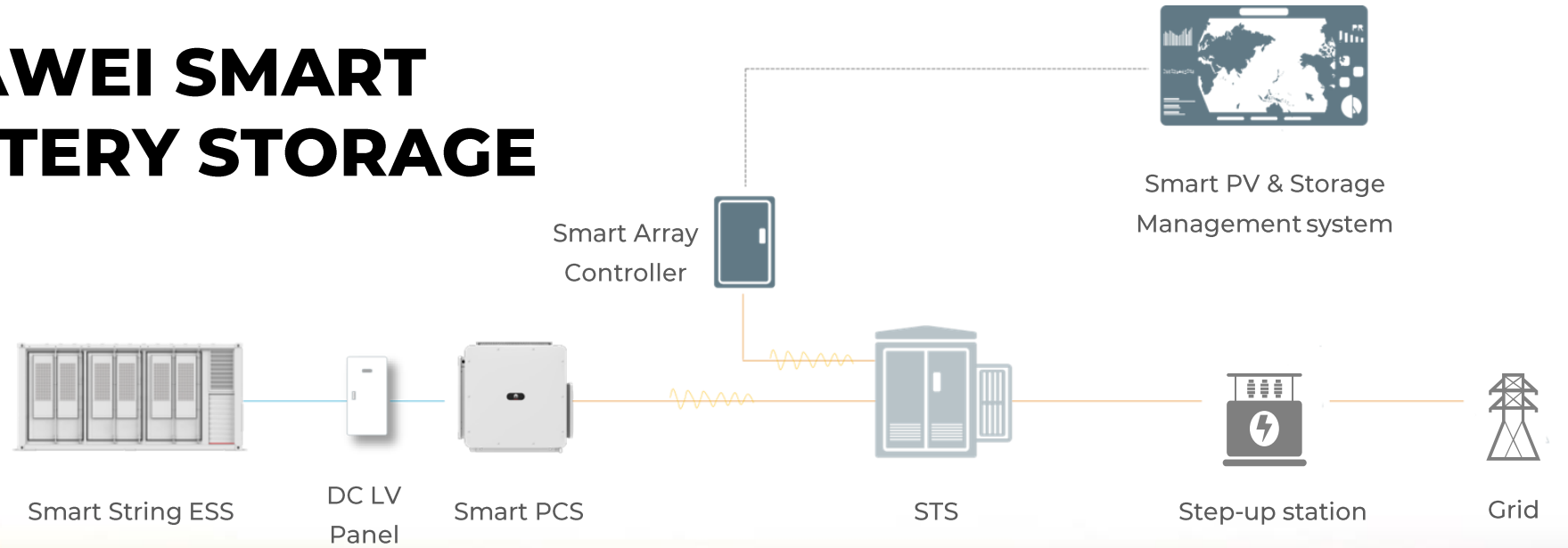
SIMPLE SERVICE

- UNIFIED SERVICE CONNECTION
- GLOBALIZED SERVICE PLATFORM
- FAST & PROFESSIONAL RESPONSE

SIMPLE MANAGEMENT

- ALL EQUIPMENT, ALL PROJECTS, THE WHOLE O&M TEAM
- SIMPLE OVERVIEW ON ONE SCREEN
- UNIFORM MANAGEMENT

▶ HUAWEI SMART BATTERY STORAGE



▶ HUAWEI SMART BATTERY STORAGE: OPTIMAL LCOS, ACTIVE SAFETY



SMART PCS	
Rated output power	200 kW
Max. Efficiency	99 %
Max. input voltage	1500 V
Rated output voltage	800 Vac

PRE-FABRICATED SMART ESS	
Rated capacity	2064 MWh
Cell Type	LFP Cells
Container	20 feet
Protection level	IP55

BATTERY ARCHITECTURE

Optimal configuration

LCOS battery reduction **over 15%** compared to the standard solution

Extended service life

Temperature rise $<5^{\circ}$
@ 1C Enhances **battery life**

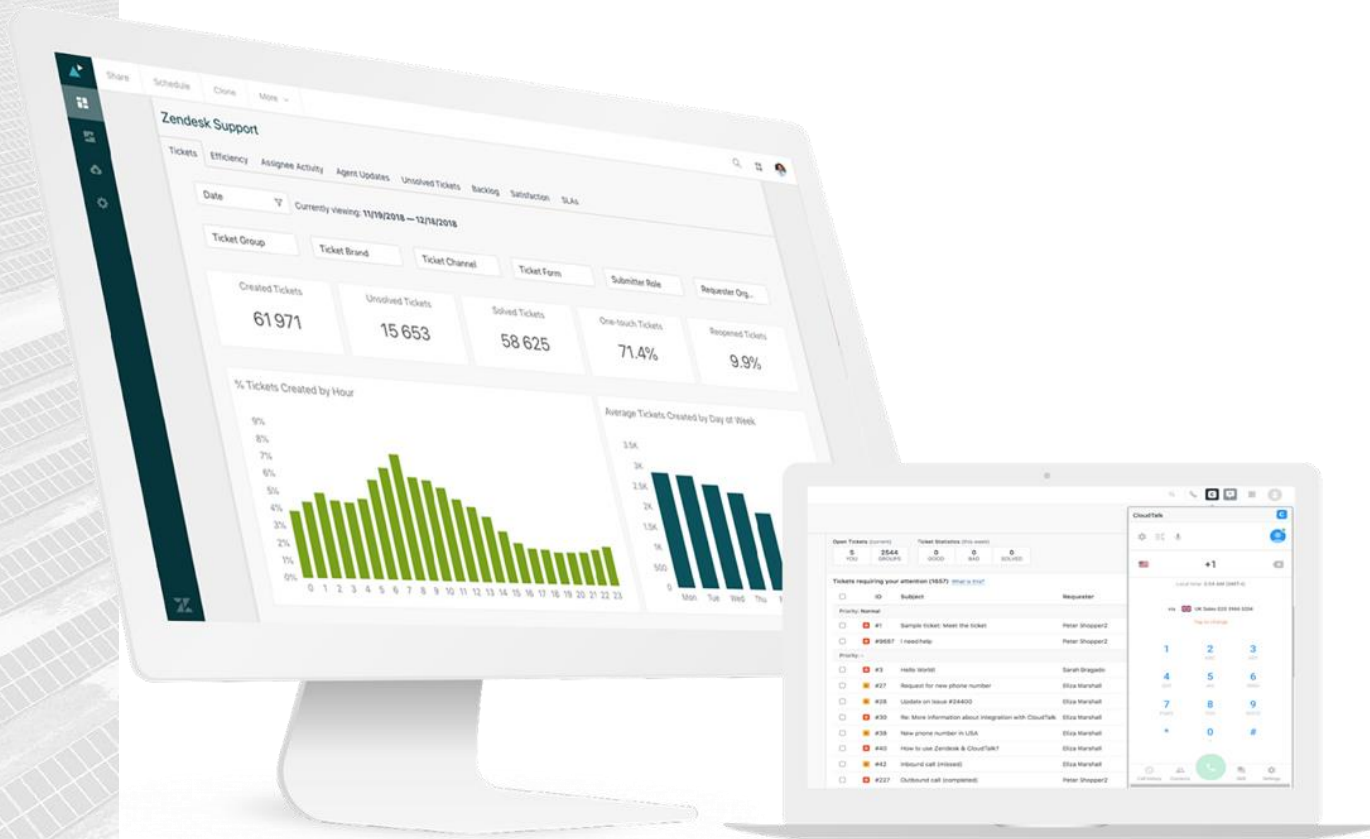
Easy maintenance

OPEX annual savings
~€ 725 / MWh

Security & Reliability

Reliability - **99.9%**
Fire hazard prediction

▶ PROFESSIONAL SYSTEM FOR REGISTRATION AND SOLUTION OF CUSTOMER REQUIREMENTS



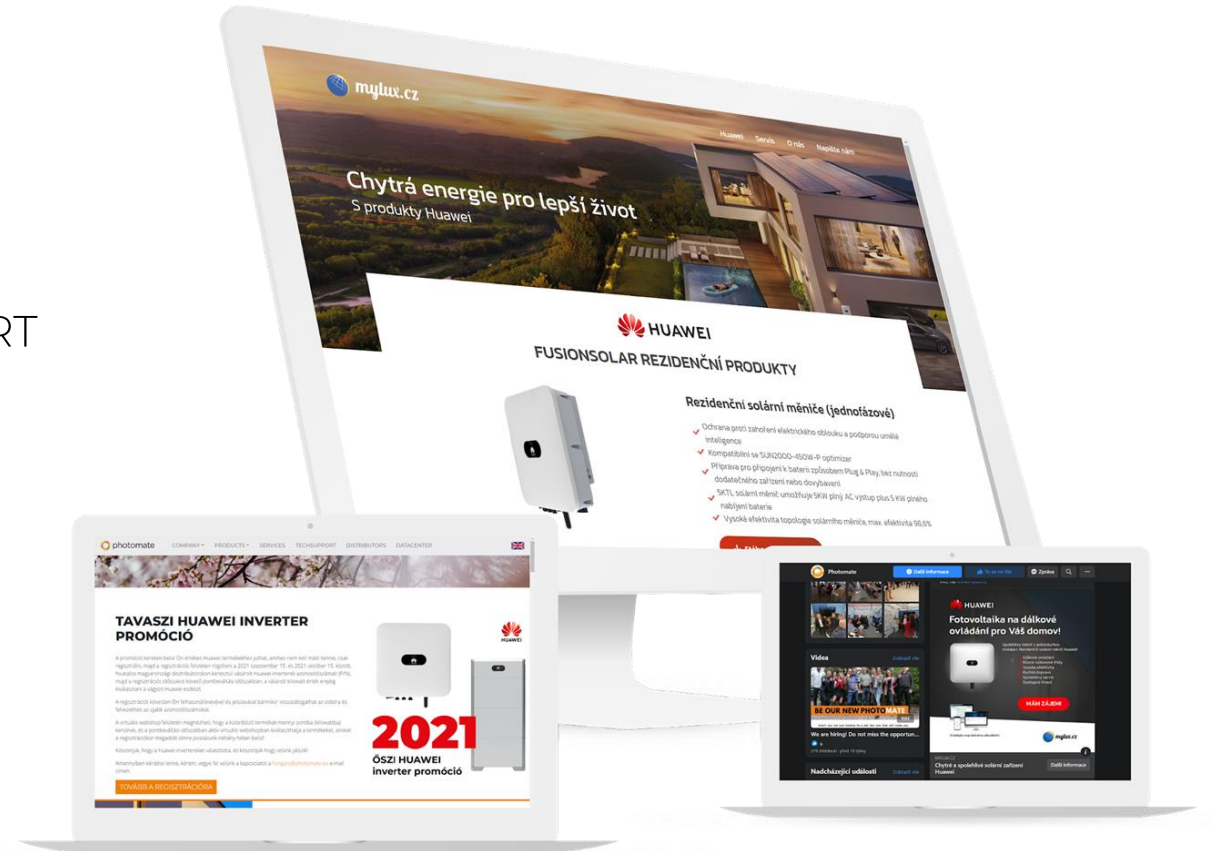
- Effective integration of the system of requirements and channels
- Efficiency monitoring and satisfaction recording
- A center for easy solution sharing
- Support 24/7
- 23 technical and service support engineers

▶ **MARKETING**

PARTNERSHIPS AND COOPERATION IN PROFESSIONAL ASSOCIATIONS



- DISTRIBUTOR SUPPORT
- CAMPAIGNS
- TRAININGS
- CUSTOMER LOYALTY SUPPORT



▶ GO SOLAR ROADSHOWS

- OVER 30 EU DESTINATIONS IN 2021
- 3 ROADSHOW TRUCKS IN 2022
- ALL DAY PROGRAM AND TRAININGS

GO SOLAR





**THANK YOU
FOR ATTENTION**