



2026 Fronius Country Cross-Over Competition – Terms & Conditions

Competition Period:

Start Date: **1 January 2026**

End Date: **30 April 2026**

1. Overview

The **Fronius Country Cross-Over Competition** is designed to recognise and reward outstanding installer performance, sales growth, advocacy, and brand loyalty across Australia and New Zealand.

Winners will receive an **exclusive all-expenses-paid 4-day / 3-night Country Cross-Over Retreat** in Queenstown, New Zealand, hosted by **Fronius Australia** in 2026.

2. Competition Regions

The competition is open across the following seven regions:

1. Western Australia (WA)
2. South Australia / Tasmania (SA/TAS)
3. South-East Queensland (SEQ)
4. Queensland / Northern Territory (QLD/NT)
5. New South Wales (NSW)
6. Victoria (VIC)
7. New Zealand (NZ)

Each region will have **four award categories**, resulting in one winner per category (unless otherwise stated).

3. Award Categories and Criteria

a. Highest Reserva Sales

- Fronius Reserva sales are derived from **Fronius POS data** through Fronius Authorised Sales and Special Partners.
- Each Reserva **module** sold equals **5 points** on the competition scoreboard.
- The winner will be the installer, EPC, or retailer with the **highest total**

Reserva module points within their region during the competition period.

b. Highest Growth

- Based on total **Fronius revenue growth** from **September–December 2025** compared to **January–April 2026** (determined by Fronius data).
- Growth calculations will be derived from **Fronius POS data** through Fronius Authorised Sales and Special Partners for any Fronius products.
- The installer or retailer demonstrating the **highest percentage increase** will be declared the winner.

c. Captain's Call

- Each **State Manager** will nominate one business within their region that demonstrates:
 - Exceptional loyalty to the Fronius brand.
 - Consistent public and professional advocacy.
 - Outstanding installation quality and customer service.
 - Contribution to positive brand reputation in the market.

d. Fronius Advocate (National Award)

- Four (4) winners will be selected **across Australia and New Zealand** (not per region).
- Chosen for exceptional contributions in:
 - Supporting and promoting the competition.
 - Offering peer or installer support.
 - Driving public awareness and positive sentiment.
 - Creating social media engagement and advocacy for the Fronius brand.

This competition is a game of skill; chance plays no part in determining the winners.

4. Eligibility

Who Can Compete

- Open to all **installers, EPCs, and retailers** who purchase Fronius products through **Fronius Authorised Sales or Special Partners** during the competition period.

- Winners may nominate a **Salesperson, Sales Manager, General Manager, or Director** from their business to attend the retreat on their behalf.
- If a winner or their nominated attendee is unable to travel or attend the retreat due to unforeseen circumstances, Fronius Australia reserves the right to allocate the prize to another eligible entrant.

Who Cannot Compete

- Employees, representatives, or Business Development Managers (BDMs) of **Authorised Sales and Special Partners** are **not eligible** to participate or attend the retreat.
- Fronius Australia employees, contractors, and immediate family members are excluded.

5. Partner Attendance

- Each winning business may bring **one partner** to the retreat.
- Details regarding the partner package, including the participation fee, will be confirmed and communicated once all associated costs are finalised. The partner package includes accommodation, meals, and all official Fronius activities listed in the retreat itinerary.

Please note that children are not permitted to attend. Any cancellations made after payment has been received may incur fees to cover costs already committed by Fronius Australia.

6. Notification & Unclaimed Prizes

- Winners will be contacted directly by their **regional Fronius State Manager** via email and/or phone using the contact details provided to Fronius Australia.

In addition, winner announcements will appear in the official Fronius Australia newsletter and on the competition leaderboard dashboard.

- If a winner cannot be contacted within **ten (10) business days** of the announcement or declines the invitation to attend the event, the responsible State Manager for that region will allocate the prize to the next-highest-ranking installer based on the same winning criteria.

Fronius Australia reserves the right to verify eligibility before confirming the substitute winner.

7. Flights and Travel Arrangements

- Fronius Australia will provide **return economy flights** for all winners from each regional capital.
- Flights will be booked **in bulk by region** and are **non-transferable and non-flexible**.
- Participants wishing to **extend their stay or alter flights** must do so **at their own expense**.
- Travel insurance, passports, and other entry requirements are the responsibility of the participant.

8. Competition Conduct and Disqualification

Fronius Australia reserves the right to:

- Remove any participant or company that engages in conduct deemed unethical, misleading, or damaging to the Fronius brand.
- Verify eligibility and data authenticity at any time.
- Amend or cancel the competition in the event of unforeseen circumstances or insufficient participation.

Participants must conduct themselves in alignment with Fronius' values of **integrity, and partnership**.

9. Prize Details

Each winner will receive:

- Return flights from their region to Queenstown, NZ.
- 3 nights' accommodation (shared twin or single as arranged).
- All meals and beverages as per the retreat itinerary.
- Access to workshops, networking sessions, and exclusive Fronius experiences. The total retreat value is estimated at **AUD \$3,700 per person** (for partner reference). Prizes are **non-transferable and non-exchangeable** for cash or other benefits.

10. Competition Administration

- **Fronius Australia Pty Ltd** is the promoter and administrator.
- All competition data, results, and decisions are final and at Fronius Australia's discretion.
- Winners will be announced by **15 May 2026** via official Fronius

communication channels.

11. Legal and Privacy Provisions

a. Privacy and Data Protection

All personal information collected during the competition will be managed in accordance with the *Privacy Act 1988 (Cth)* (Australia) and the *Privacy Act 2020* (New Zealand).

Information may be used by Fronius Australia for the purpose of administering this competition, communicating with entrants, and promoting Fronius products and events. By entering, participants consent to their information being used in this way unless they choose to opt out.

For further details on how personal data is handled, please refer to the Fronius Privacy Policy.

b. Marketing and Communications Consent

By entering the competition, participants agree to receive promotional communications from Fronius Australia relating to products, services, and future competitions. Entrants may unsubscribe at any time by using the 'unsubscribe' link provided or by contacting Fronius Australia directly.

c. Publicity and Use of Entrant Information

By entering, participants consent to Fronius Australia using their name, image, and business details (including company name and logo) for promotional purposes in any media, without additional compensation. This may include publication on Fronius websites, social media channels, and other marketing materials.

d. Consumer Law and Limitation of Liability

Nothing in these Terms and Conditions limits, excludes, or modifies any rights or remedies that cannot be excluded under the *Australian Consumer Law* or the *Consumer Guarantees Act 1993 (NZ)*. Except for liability that cannot be excluded by law, Fronius Australia Pty Ltd and its related entities will not be liable for any loss, damage, or injury (including indirect or consequential loss) suffered as a result of participating in the competition or accepting the prize.

e. Force Majeure

If the competition or the associated retreat is affected by circumstances beyond Fronius Australia's reasonable control including but not limited to natural disasters, pandemics, travel restrictions, or industrial action Fronius Australia reserves the right to cancel, postpone, or amend the competition or prize details without liability.

f. Governing Law and Dispute Resolution

These Terms and Conditions are governed by the laws of Victoria, Australia. Any

disputes arising in connection with the competition will be subject to the exclusive jurisdiction of the courts of Victoria.

12. Acceptance of Terms

By participating in the 2026 Country Cross-Over Competition, each entrant acknowledges and agrees to these **Terms & Conditions** and to Fronius Australia's decision-making as **final and binding**.

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