

## **Huawei Corporate Presentation**

**Enriching Life Through Communication** 



## Huawei at a glance

### Who is Huawei

- A leading global ICT solutions provider
- A **private** company established in 1987
- A Fortune Global 500 company



## **Employees**

- 150,000+ employees worldwide
- . 70,000+ engaged in R&D



## **Market Progress**

- \$32.4 B revenue in 2011, \$16.2B in 2012 H1
- Serving 45 of the world's top 50 operators
- Serving 1/3 of the world's population



## **Business Areas**

- Carrier network
- Enterprise business
- Consumer devices



## **Customer-centric innovation**

### **R&D Investment**

12% of revenues allocated to R&D

\$3.8Bn in R&D investments in 2011

**\$15BN** R&D investment (2000 – 2011)

70,000+ employees engaged in R&D

15 R&D centers worldwide

25 joint innovation centers with leading operators

**R&D Centers** 

#### **Patents**

11,314 PCT patent applications

3,958 patent applications in Europe, 5,051 patent

applications in USA, 39,209 patent applications in China

26,539 granted applications, 90% are invention

Customer-driven R&D system

- IPD process
- Large-scale platform sharing
- CMM5 Quality control systems

150+ standards organizations

30,000+ standards proposals submitted

**Standards** 



## Huawei in Europe: Quick Facts

7,000+ employees, + 6000 indirect employees (service engineers) as well as other indirect employees from suppliers, partners and manufacturing centers;

**37** subsidiaries for proximity to customers;

2.8 billion EUR Revenue in 2011, 26% YOY growth; 12% of global revenue;

**10** R&D Centers in Europe;

466 million Euros of taxes paid in the past three years;

Average of **500** million Euros spent each year in European operations;

Purchases from 9,856 suppliers in 23 countries across Europe; Overall corporate purchases in EU totaled 3.8 billion USD in 2011

Huawei Sweden



Huawei Poland



Huawei Italy





Huawei Romania Huawei Germany



Huawei France



Huawei UK



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# Thank you

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