



Huawei Corporate Presentation

Enriching Life Through Communication

HUAWEI TECHNOLOGIES CO., LTD.



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



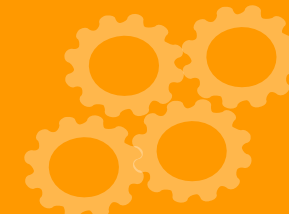
Market Progress

- **\$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

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 patents

Customer-driven R&D system

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

15 R&D centers worldwide

25 joint innovation centers with leading operators

R&D Centers

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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As of March, 2012

Thank you

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