



“The experience of Huawei in Spain”

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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 (73% overseas)
- **~70,000** engaged in R&D (45%)



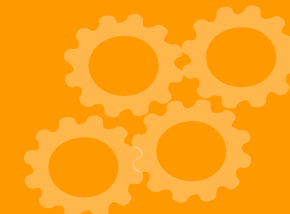
Market progress

- **\$35.4 B** revenue in 2012
- Serving **45** of the world's top 50 operators
- Serving **1/3** of the world's population



3 Business areas

- Carrier network
- Enterprise business
- Consumer devices



Global Footprints

140+
Countries



16
R&D Centers

28
Joint Innovation Centers

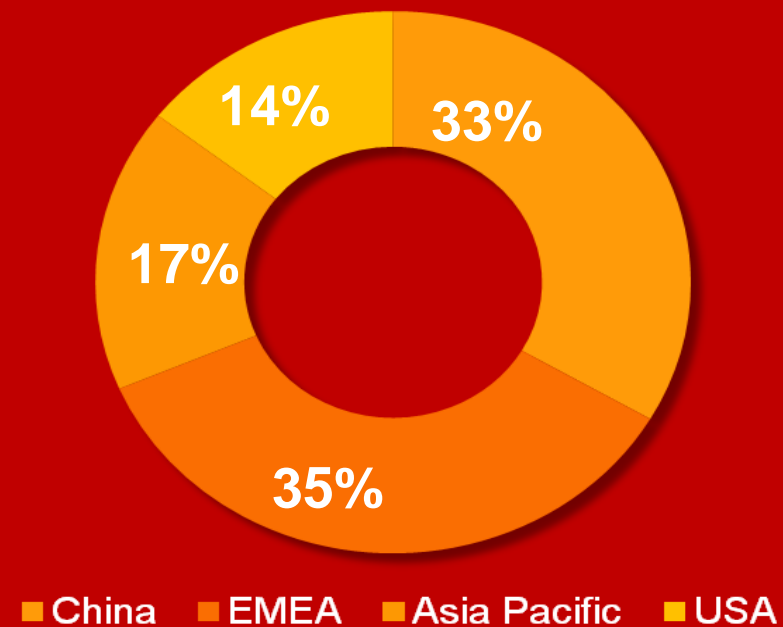
14
Regional HQs



45
Training Centers

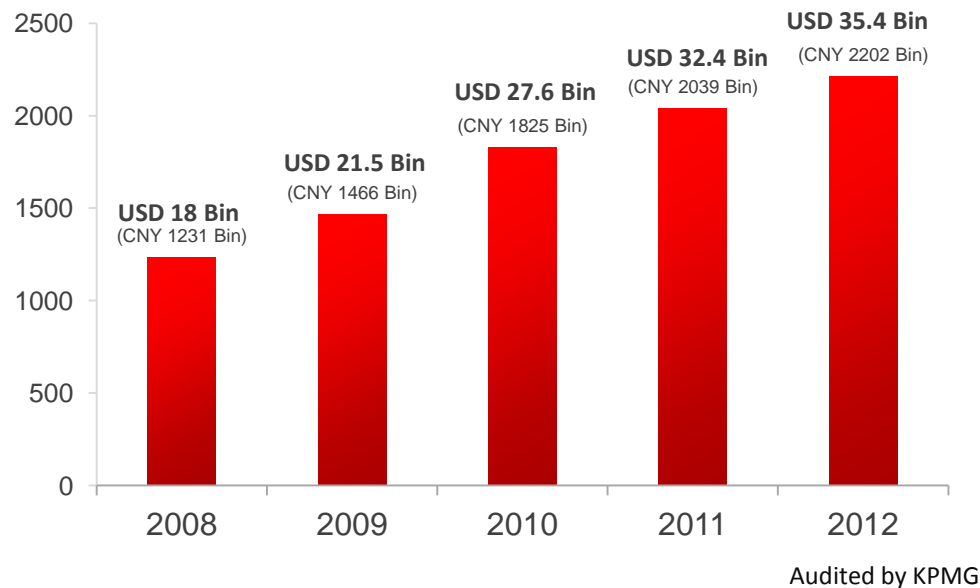
150,000
Employees
Worldwide

Revenue by Geography in 2012

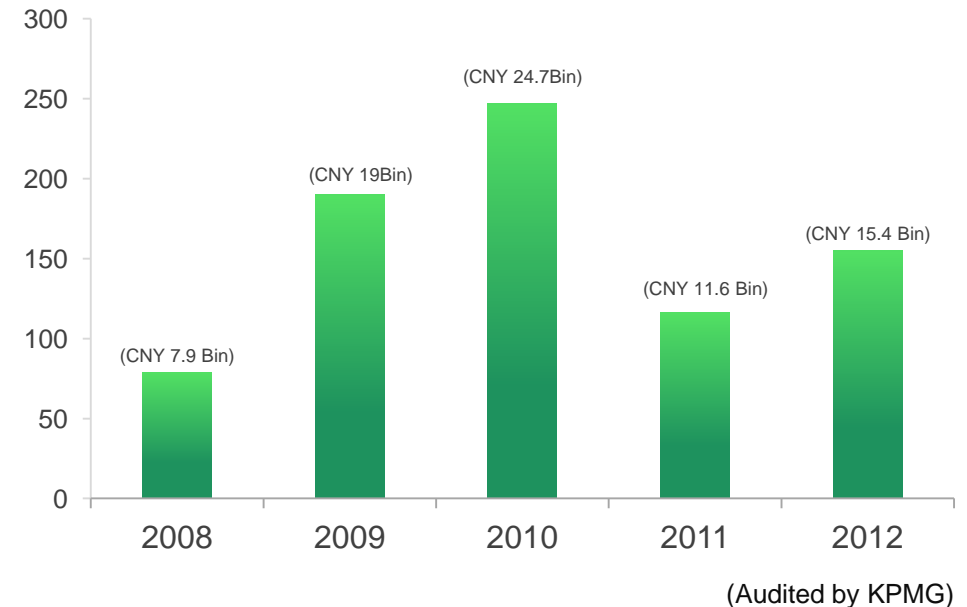


Effective Growth in 2012

Revenue

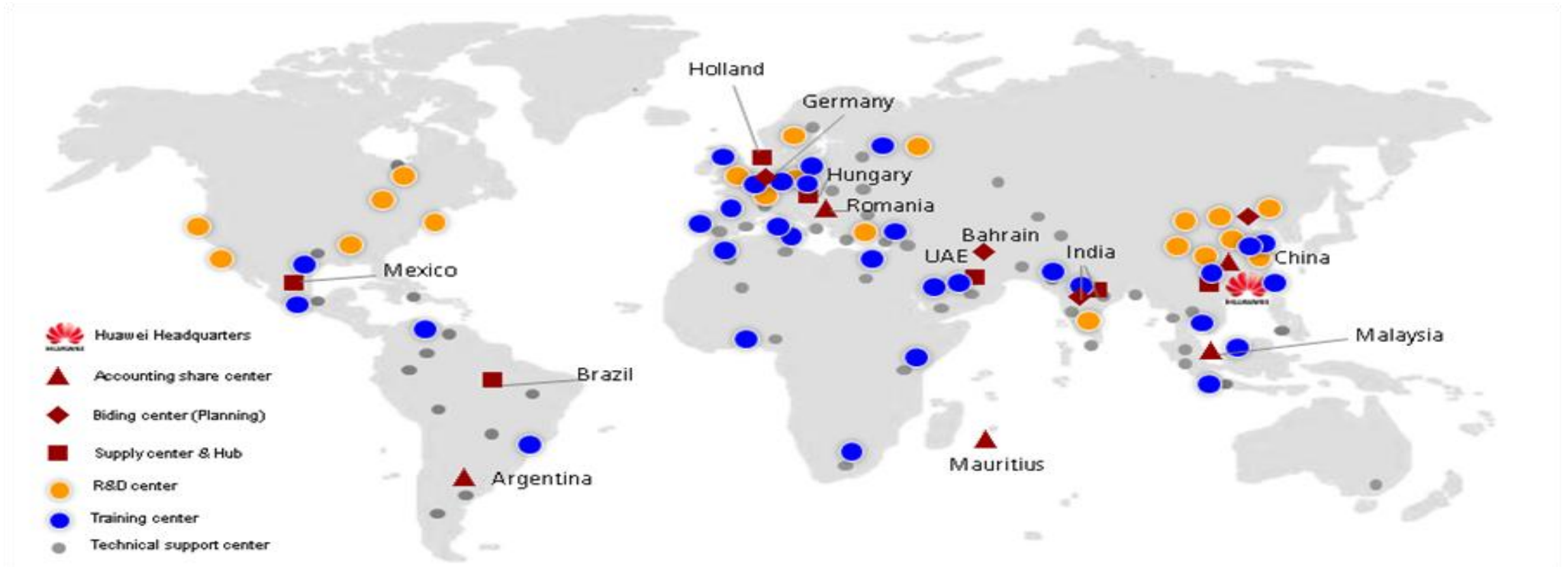


Net Profit



- Improved performance results through customer centricity, employee dedication and operational excellence (supply chain management, cash flow management and cost control)
- A solid foundation for sustainable growth in the future

Localized Operations Powered by Global Resources



14 Regional Headquarters, operations in 140+ countries
150,000 + employees with 150+ nationalities worldwide, 73% recruited locally

Serve 45 of the World's Top 50 Telecoms Operators



80%+ of the total revenue in the telecoms service sector comes from 50 operators

Huawei R+D Engine

R&D investment

13% of revenues allocated to R&D
4.8 B in R&D investments in 2012
70,000+ employees engaged in R&D

Patents

12,453 PCT patent applications
41,948 patent applications in China, and **14,494** patent applications outside of China
30,240 granted applications, **90%** are invention patents

Customer-driven R&D system

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

16 R+D Centers

28 Joint Innovation Centers with leading operators

45 Training Centers

R&D centers

150+ standards organizations

5,000+ standards proposals submitted in 2011

Standards

Business Units/ Customer Centric Innovation

Carrier Business Group



- Fixed Network
- Wireless Network
- Telecom Software and Core Network
- Service

Enterprise Business Group



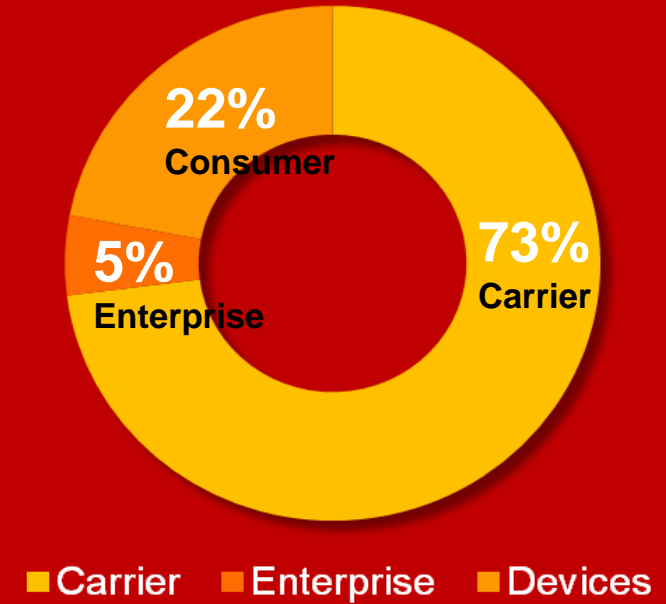
- Enterprise
- Networking
- UC&C
- IT
- SecoSpace
- service

Consumer Business Group



- Devices Business
 - Handset
 - Home Device
- Devices Chipset
- Devices Cloud

Revenue by three BG in 2012



ICT Product and Solution Portfolio



	<p>Bring Your Own Device</p>		<p>Software Defined Network</p>		<p>Cloud Data Center</p>
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Unified Management

UC&C

<p>Telepresence</p>	<p>UC</p>	<p>VC/TP</p>	<p>IVS</p>	<p>Contact Center</p>

Enterprise Network & Enterprise Wireless

<p>DC Network</p>	<p>IP Network</p>	<p>GSM-R/LTE</p>	<p>OTN/MSTP/Microwave</p>

Security

Data Center Infrastructure

<p>Server</p>	<p>Storage</p>	<p>VDI</p>	<p>DC & Networking Power</p>



Huawei in Spain: Quick Facts



1,000 employees, **1,600** indirect employees (service engineers) as well as other indirect employees from suppliers, partners and manufacturing centers;

More than **30 millions** of subscribers in Spain;

6 offices for proximity to customers;

Joint Laboratory with **Telefonica**

4 Innovation Centers with **Vodafone** on mobile, net work, application, and OSS Innovation center:

- AIC: Application Innovation Center
- MIC: Mobile Innovation Center
- NIC: Network Innovation Center
- OIC: OSS Innovation center

Global TAC (Technical Assistance Center) in Malaga for local service supports & Spanish countries in the world.

2011 set **NOC** (Network Operation Center) offers services to Jazztel & ONO.

Serving to all major operators in Spain: **Telefónica, Vodafone, Orange, Jazztel, ONO...**

2012, local purchase amount are **120** Millions Euros.

106 Millions Euros of taxes paid in the past 3 years.



Huawei Milestones in Spain



- 2013 ● Renewal + 5 years MS Jazztel
Managed Services Fix & Mobile VDF
CSR: Smartbus & Student Training Program
- 2012 ● Huawei 10 Years in EU Celebration
- 2011 ● Open NOC Center
Launch Enterprise Business Unit
- 2010 ● Win Orange 2G/3G Project
ONO Core Network and managed Service
First Smartphone own brand launched
- 2009 ● First Managed Service with Jazztel
- 2008 ● Launch AIC with Vodafone
Open TAC in Malaga
Agreement Joint Innovation with Telefonica
- 2006 ● World's 1st commercial UMTS contract from VDF Spain
Significant breakthrough in TLF FTTx
Establish MIC with Vodafone
- 2005 ● First Cooperation with Jazztel in FBB
- 2004 ● Create Huawei España
- 2000 ● Start developing Market in España

AIC Application Innovation center
MIC Mobile Innovation center
TAC Technical Assistance Center
NOC Network Operation Center



Long Term Contribution in Spanish Market

Huawei has already set up strategy cooperation with Spain
Major Local Telecommunication operators



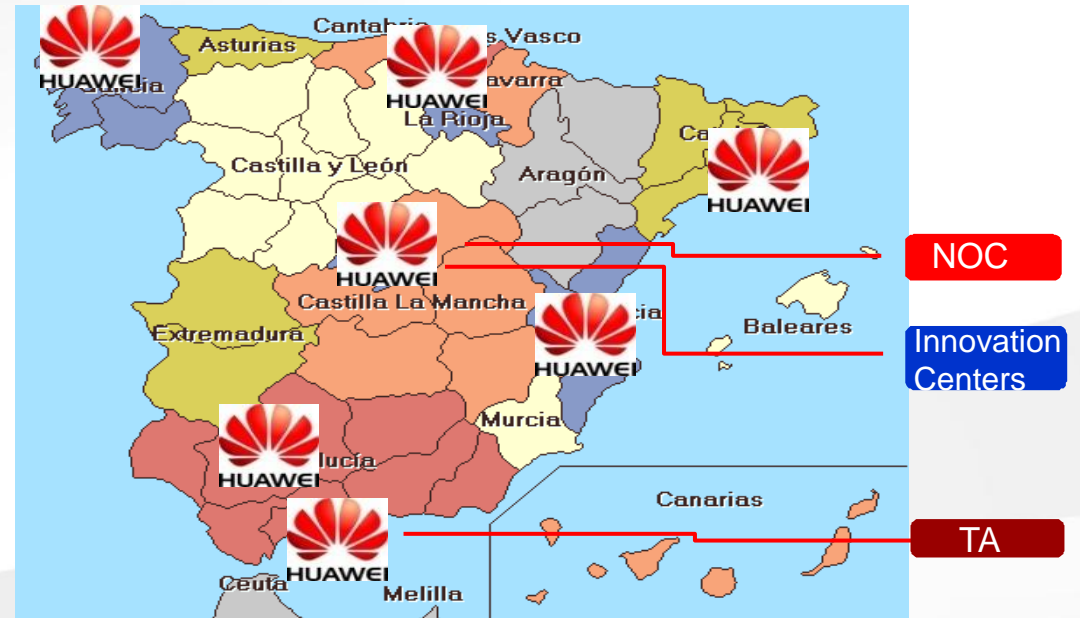
Huawei will continue to supply excellent Solution and Best Service for other Local Small operators



In Enterprise Market, Huawei has established a strong cooperation with a local private & public companies



- 400+ experienced local engineers
- 100+ certified local Telco partners



- 6 offices
- 5 Joint Innovation Centers (VDF & TFN)
- NOC (Madrid) & TAC (Málaga)

Creating Value through Joint Innovation Centers

JOINT INNOVATION CENTER VODAFONE



Innovation Project

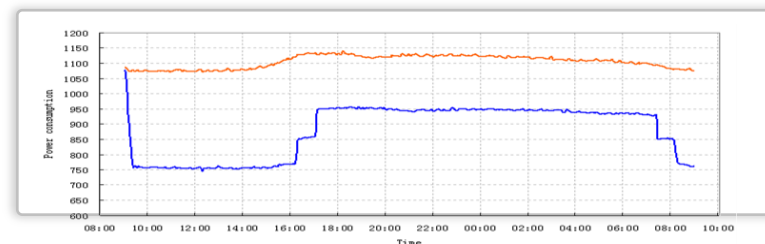


Instant Network: VDF Emergency Solution for disaster areas
100 kg, 3 boxes, 40' to build up

JOINT LABORATORY TELEFONICA



Innovation Project





Telefónica energy Consumption reduction
20.45% energy saving

Consistency in the Local Investment

NOC (NETWORK OPERATION CENTER) Madrid



- Managed Services in  
- 2011 set NOC Center, serving local customers
- Front office: 265 m² and 40 seats
- Backoffice: 400 m² and 75 seats
- Leased lines to ONO and Jazztel with backup
- 250 m² of laboratories for testing and backoffice troubleshooting

TAC (TECHNICAL ASSISTANCE CENTER) Málaga



- Based in PTA (Parque Tecnológico Andalucía) Málaga
- Local service supports & Spanish countries in the world.
- 24x7 available / All product lines supported
- Dedicated resource platform of around 20 people
- More than 30 dedicated incoming lines for Call Center

Corporate Social Responsibility in Spain

Bridging the Digital Divide



+3 months “Huawei Smartbus” campaign which taught young students how to use new technologies in a safely & responsibly way.

Social Contribution



In order to maintain our social contribution, Huawei donated several smartphones for a raffle from Save the Children, whose aim was raise funds to help needy new generations.

Creating Opportunities Through education



July 2013, Spanish Student Training Program: Offer training opportunities of the most advanced telecommunication technologies to 10 Spanish students. Aim: to help them become more competitive.

Huawei Smartbus, Join to the Future Generation

With the objective of bridging the digital divide & promoting harmonious & sustainable development of the economy and society , Huawei Spain announced the CSR project “Smartbus, Join to the Future Generation”. This local initiative, fully supported by Red.es (Ministry Industry, Energy & Tourism), aims to promote a safe and responsible use of new technologies by young children.

- Duration: 105 days, + 3 months (Dec 21 2012– April 4 2013)
- Places: 18 cities, 5 regions--Madrid, Sevilla, Segovia, Valencia, Zaragoza
- Footmark:100 schools in 18 cities, covered 5,000 km
- Target Audience: (13,000 students: 6,000 fathers, mothers, teachers;1,000 Old & disabled people)
- Media Broadcast : 100+ broadcast;16 interviews;15 press conferences



Student Training Program “The Future of ICT”



In July 2013, **10 Spanish students** had the unique opportunity of attending a three-week formative program at **Huawei’s headquarters in Shenzhen & Beijing, China.**

This program is the result of a **MoU** signed last September by **Huawei Spain** and the **Ministry of Industry, Energy and Tourism (MINETUR)** and it is **entirely financed by Huawei**, with the collaboration of the **School of Industrial Organization (EOI)**. The students dealt with ICT from different perspectives and experience innovation at Huawei’s R&D labs and production plant.

The Minister of Education, Culture & Sports attended the launch ceremony at Madrid and highlight the importance of this training program.



Thank you

HUAWEI TECHNOLOGIES CO., LTD.

