

## Who is Huawei?

Huawei is a leading global information and communications technology (ICT) solutions provider. Driven by responsible operations, ongoing innovation, and open collaboration, we have established a competitive ICT portfolio of end-to-end solutions in telecom and enterprise networks, devices, and cloud computing. Our ICT solutions, products, and services are used in more than 170 countries and regions, serving over one-third of the world's population. With more than 170,000 employees, Huawei is committed to enabling the future information society, and building a Better Connected World.

## What do we offer the world?

**We create value for our customers.** Together with telecom carriers, Huawei has built over 1,500 networks, helping over one-third of the world's population connect to the Internet. Together with our enterprise customers, we employ agile enterprise networks, including open cloud networks, to drive efficient operations and agile innovation across domains like Safe City, finance, transportation, and energy. With our smart devices and smartphones, we are improving people's digital experience in work, life, and entertainment.

**We promote industry development.** Huawei advocates openness, collaboration, and shared success. Through joint innovation with our partners and peers we are expanding the value of information and communication technology to establish a robust and symbiotic industry ecosystem. Huawei actively participates in over 300 standards organizations, industry associations, and open source communities, having submitted over 43,000 proposals to drive standardization and pave the way for more effective collaboration. We have joined forces with industry partners to innovate in emerging domains like cloud computing, software-defined networking (SDN), network functions virtualization (NFV), and 5G. Together, we are promoting ongoing, collaborative industry development.

**We boost economic growth.** Huawei generates tax revenues, boosts employment, and stimulates the development of the ICT value chain in the countries where we operate. Perhaps more

importantly, we deliver innovative ICT solutions that drive the digital transformation of all industries, thereby fostering economic growth and greatly improving the quality of people's lives.

**We drive sustainable development.** As a responsible corporate citizen, Huawei has made a significant contribution to bridging the digital divide. We are keenly aware of the importance of telecommunications in emergency response situations: Facing Ebola-affected areas in West Africa, nuclear contamination after the Japanese tsunami, and the massive earthquake that struck Sichuan, China, we hold fast in disaster zones to help restore communications networks and ensure the reliable operation of critical telecom equipment. To further promote sustainability, we develop the next generation of ICT talent with our global Seeds for the Future program, in which we give university students the opportunity to visit China, receive training, and gain first-hand experience in the ICT industry.

**We provide dedicated employees with a strong growth platform.** Inspiring dedication is one of Huawei's core values, and it manifests itself in many ways. We assess employees and select managers based on their results, as well as the extent of their responsibilities. We provide our teams with a global development platform, giving young team members the opportunity to shoulder greater responsibilities and accelerate their careers. In this way, we have enabled more than 170,000 employees to yield ample returns for their individual efforts, and gain memorable life experience.

## What do we stand for?

For the past 28 years, hundreds of thousands of Huawei people have maintained an unwavering focus on our core business, refusing to cut corners or pursue other forms of short-sighted opportunism. With a solid, practical approach to everything we do, we have invested patiently, amassing the long-term, focused effort that leads to great moments of technological breakthrough. Our ability to maintain this strategic focus boils down to our core values of staying customer-centric, inspiring dedication, persevering, and growing by self-reflection.

## Remarkable results in 2015

In 2015, Huawei's revenue reached CNY395 billion (US\$60.8 billion based on the year-end exchange rate), an increase of 37% year-on-year.

In our carrier business, our 4G equipment was widely deployed around the world and is now being used in the capital cities of over 140 countries. We recently launched our 4.5G solution to meet consumer demand for a better experience while protecting carrier investment in 4G. We have built over 280 commercial networks with our 400G core routers.

In our enterprise business, we applied our guiding principle of Business-Driven ICT Infrastructure (BDII) to lead the transformation of enterprise IT towards cloud architecture, and the transformation of enterprise networks towards SDN. Many Fortune Global 500 companies, such as the Industrial and Commercial Bank of China, the China Construction Bank, Deutsche Bahn, Mercedes-Benz, and Volkswagen, have selected Huawei as their partners. We have participated in the construction of over 660 data centers, including 255 cloud data centers.

In our consumer business, annual revenue grew by over 70%, securing a position for Huawei among the top three global device companies in terms of market share. This revenue growth is attributable to the robust growth of our mid-range and high-end products. Our smart watches and fitness bands have hit the fashion world like a storm. In the Internet of Vehicles (IoV), we have partnered with leading global automotive brands. We have made rapid progress in software UX and cloud services, and have effectively satisfied user experience needs across all usage scenarios.