



Huawei 10 Years of Operating in Czech

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This is Huawei...

- A leading global information and communications technology solutions provider
- A proven reliable partner around the world
- A customer-centric innovator

Huawei at a glance

\$ 35 B

Revenues of
\$35.4 B,
in 2012

No. 2

Global
No. 2
ICT
solutions
provider

45/50

Serve
45 of
the
world's
top 50
operators

150,000+

150,000+
employees,
44% of
whom are
engaged in
R&D, **70%**
of R&D
staff hold
Masters or
Doctorate
degrees

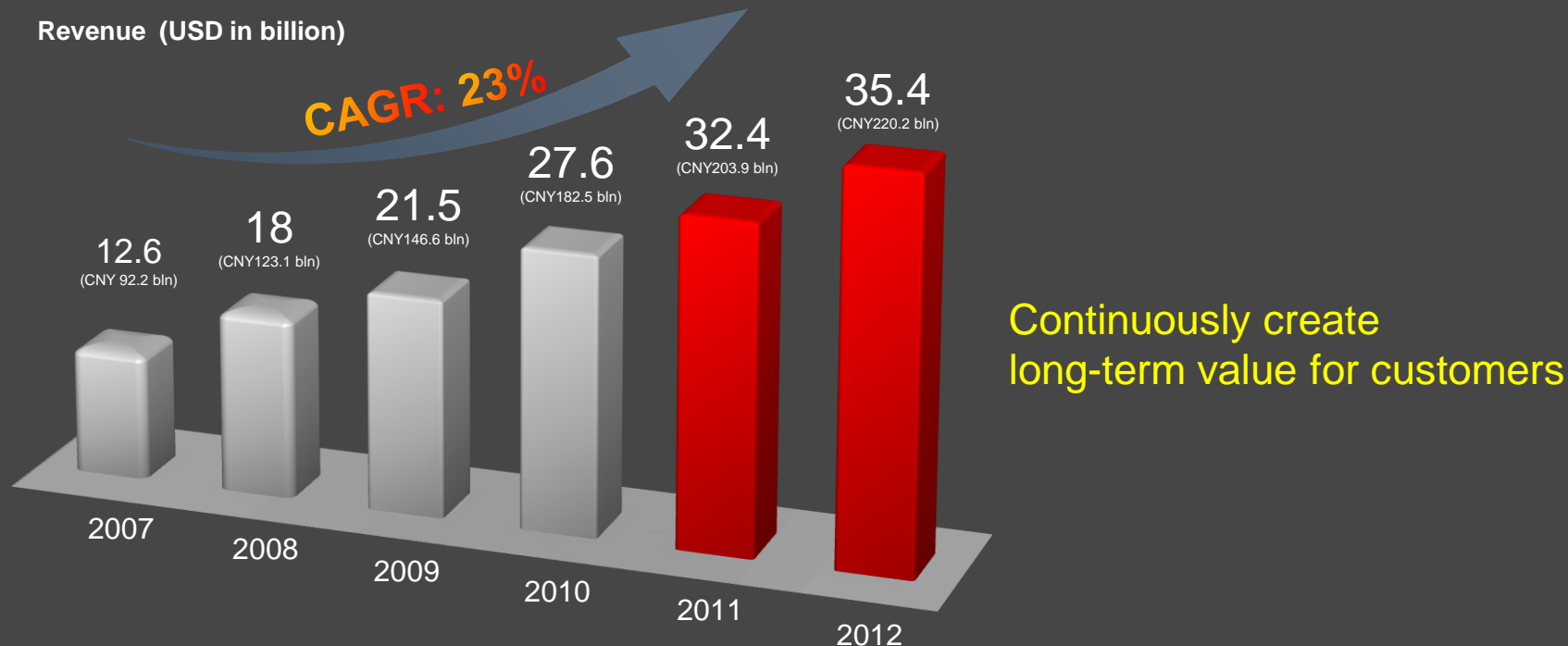
1987

Established
in **1987**
and
headquarter
ed in
Shenzhen,
China

3

3
**Business
Groups**
■ Operator
■ Enterprise
■ Consumer

Continued steady and profitable growth



Huawei releases its Annual Report with consolidated financial statements audited by KPMG

Huawei in the Czech Republic

- First contract signed in **December 2003**
- Largest Chinese company in CR (**400** employees), **95%** of local employees
- Total **40** offices in Czech (1 HQ+ 39 regional), more than **6000 m²**
- Regional training center
- Main customers: Telefonica, T-Mobile, Vodafone



Project	Solution
Mobile wireless networks	2G, 3G, 4G
Fixed broadband networks	Copper, Optics, IN
Broadband terminals / handsets	Modems, Smartphones
Network Maintenance	Outsourcing

Huawei as a Glocal Company

- Strong global foundation
- Localization and adjustment to local environment
- Taking advantage of partnering with local companies
- With respect to business development, new partnerships are expected
- Huge potential for Chinese companies
- Brand development required for enterprise and mass markets



Partners in the Czech Republic

- 30+ qualified local ICT partners
- ICT Association
- American Chamber of Commerce in the Czech Republic
- Czech Universities and high-schools
- Rytíři Kladno



Partnership with Rytiri Kladno

- Multi-year contract signed in October, Huawei support the event;
- Visibility / Branding for Huawei brand awareness promotion;



Cooperation and support for local education

R&D Cooperation

- Lab equipped for IT lectures, e.g. switch and router from Huawei;
- Certified trainers for our clients' trainings
- VaVaI - TIME-SPATIAL MOBILE DATA R&D project cooperation
- Cyber security issue – independent tests by FEL

Huawei Scholarship

- Huawei award the university student by scholarship in Czech;
- 40 students for 4 years, total 80,000 USD;
- 10 students each year, 2,000 USD for each;

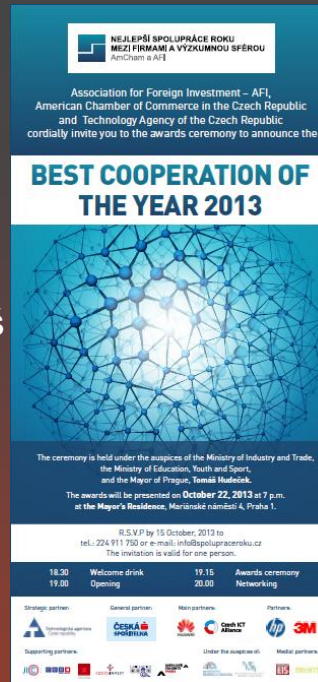
InnoApps Challenge Competition

- Cooperation between Huawei, Microsoft and EYIF;
- Cooperation with schools, ICT Association;
- Contribute by fostering 'e-skills', increasing 'e-participation' and promoting entrepreneurship among young people;
- Promoting Windows Mobile system and entrepreneurship;



Support the social activity and award

- Association for Foreign Investment (AFI), American Chamber of Commerce and Technology Agency of CR
- The ceremony held under the auspices of the Ministry of Industry and Trade, the Ministry of Education, Youth and Sport, and the Mayor of Prague, Tomáš Hudeček
- Huawei as the Main partner; in line with Innovation focus



- Huawei got the innovation award in 2011;



Enriching life through communication

Enriching life through communication

