

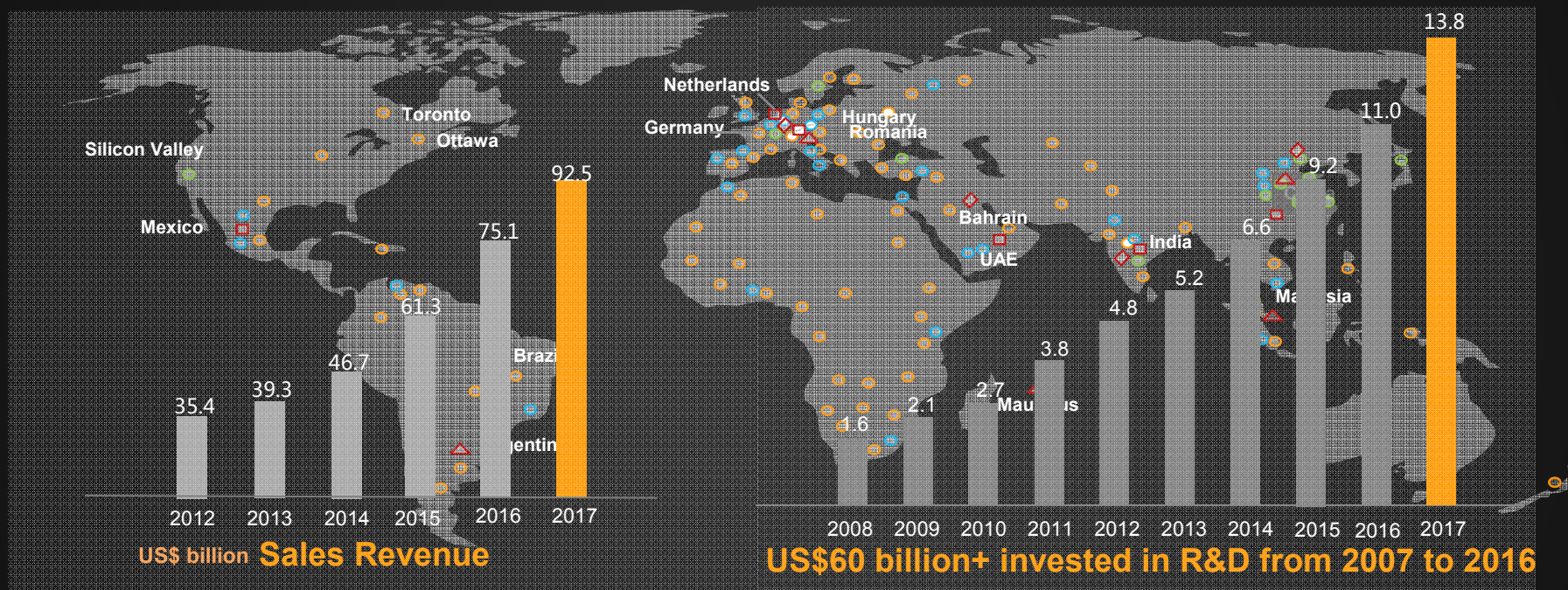


Better Governance, Better Livelihood & Better Industry

New ICT, Creating a Smart City Nervous System

LEADING NEW ICT

Huawei at a glance



180,000
Employees

80,000
R&D employees

170+
Countries

15
Research Centers

72nd
In the Interbrand's Best Global Brands Report

83rd
in Fortune Global 500

Huawei in Europe & Germany

- 10 Billion USD Revenue in Europe
- 9,900+ Employees, 850+ of them in R&D
- 41 legal entities for proximity to customers
- 14 R&D branch offices in Europe
- 2 Regional headquarters: Warsaw & Dusseldorf
- 2 Regional Technical Assistance Centers (24x7)

- 46 Country-level Spare-Parts Centers

- 10 Training Centers
- 6 Centers of Expertise (COE) in 5 Cities:
- 5 Local Network Operation Centers
- 2 Logistic Centers
- 2 Outsourcing Factories



Huawei Sweden



Huawei Poland



Huawei Italy



Huawei Romania



Huawei Germany



Huawei France



Huawei UK



Huawei Business Overview



Consumers — A beloved brand



Enterprise customers — An enabler of digital transformation



Carriers — A preferred strategic partner

Bring digital to every person, family, and organization for a fully connected, intelligent world.

Huawei has won wide recognition across vertical industries.



Global Standard to Smart City 3.0

1.0

“e-Government”

“Handle related
Business on web”

2.0

“Mobile Internet”

“Mobile Phone APPs
For related affairs and
Social Activities”

3.0

“IoT”

“Core foundation
Smart City to truly integrate
technology and Urban governamnce
“

We are entering an Intelligent World



All Things Sensing

Sensing the physical world,
mapping it to digital signals



All Things Connected

Data goes online to power
machine intelligence



All Things Intelligent

Big data and AI
power new applications

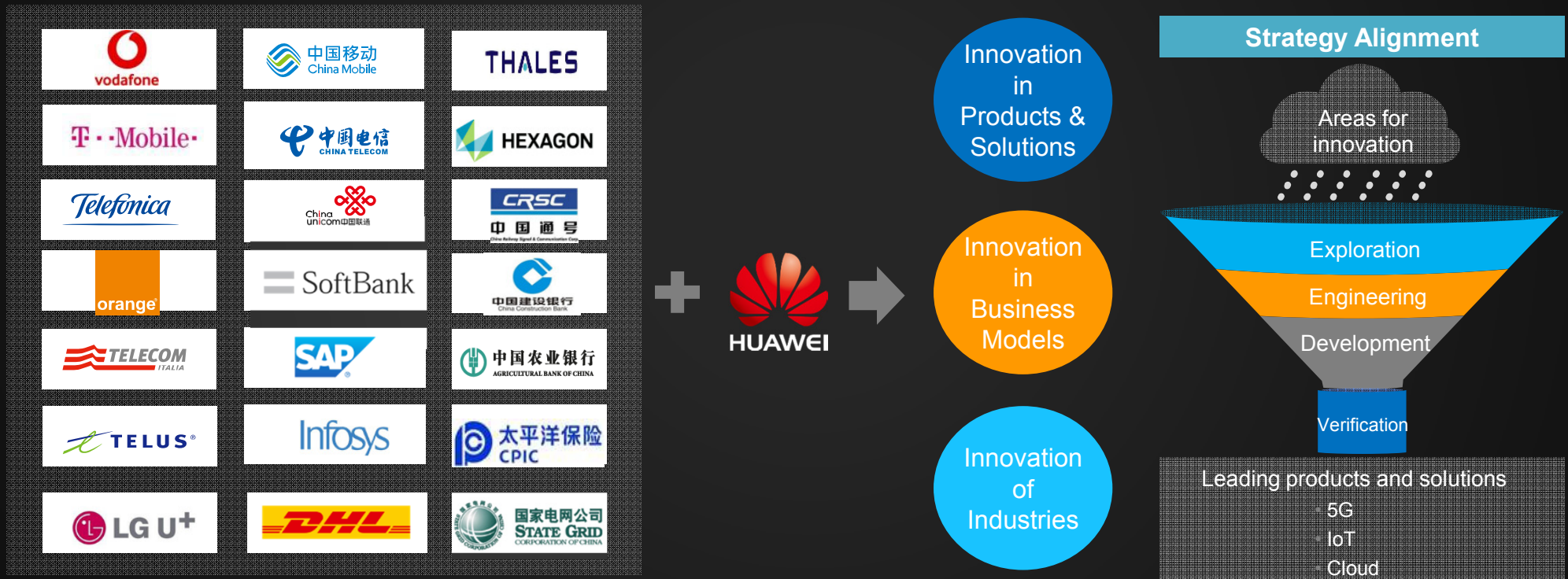
ICT infrastructure will be the foundation of the intelligent world

Way to Intelligent World: City Nervous Systems



Open Ecosystem Strategy

- Joint innovation shapes the industry with new products, solutions, and business models
- Strategy alignment, shared investment, shared success with customers



Huawei Actively Contributes to Global Smart City Construction and Sets Footprint in 120+ Cities in 40+ Countries.



Feasibility analysis

Conceptual design

High-level design

Bidding and procurement

Low-level design

Construction and operations

Huawei Has Helped Seven Cities Win International Smart City Awards in Recent Two Years.

Smart City Expo World Congress
2016 and 2017

Yanbu, Shenzhen, Weifang, Dunhuang, Cameroon, First Affiliated Hospital of Zhengzhou University, and Kenya



Smart City: Transforming Yanbu (Saudi Arabia) into a City of Smart Industry



Solutions: Cloud data center, IoT, big data platform

Features

- City infrastructure: Broadband, cloud computing
- Municipal applications: Public safety, smart public services, environmental protection
- City management platforms

Strengths

- Capacity to deliver whole-system architecture: 4-step service development plan
- Huawei + partners: ICT infrastructure + application ecosystem

Customer Value

Business investment

16% ↑

Road maintenance costs

20% ↓

Municipal lighting costs

30% ↓

Key Success Factors for Smart City Construction

Top-leadership projects



Breaking data silos and restructuring processes

Strong execution teams



High-level planning, coordinated construction, and iterative evolution

Industry-leading digital partners



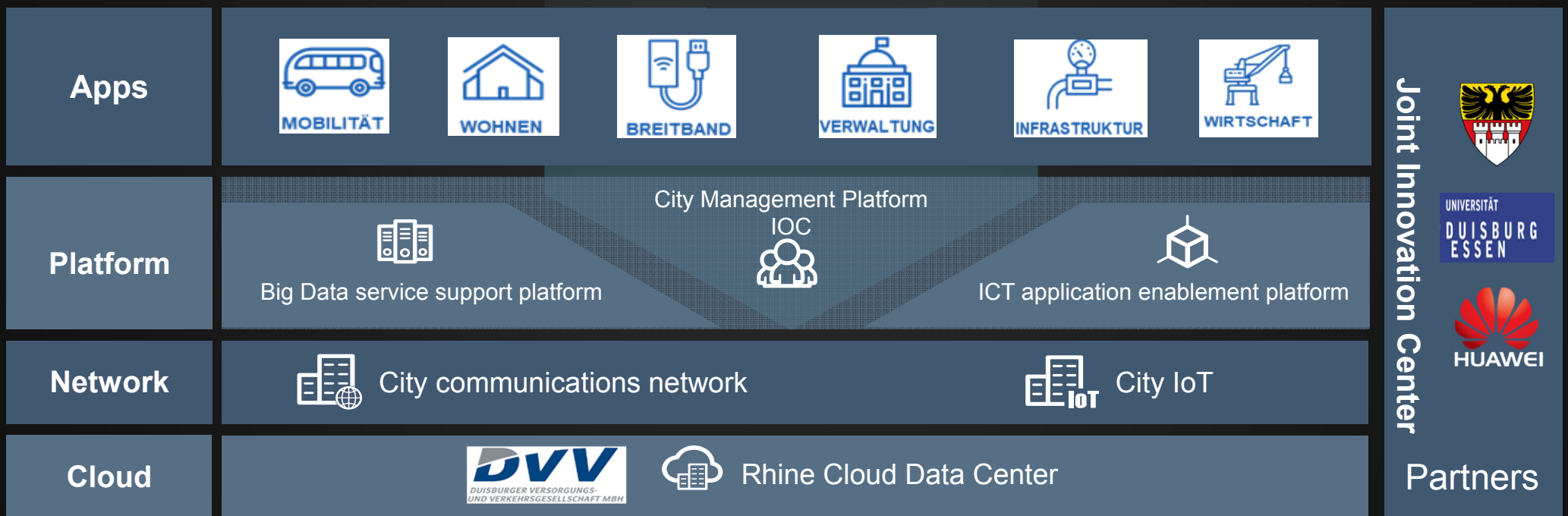
Technology, platform, ecosystem, and experience

Solid investments



Sufficient investments with reasonable ROI

Suggested High Level Design for Duisburg Smart City



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THANK YOU

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