

HUAWEI

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Huawei at a glance

1. Huawei was founded in Shenzhen (China) in 1988
2. Huawei has three core businesses:
 - + Solutions for TELCOs
 - + Solutions for Enterprises
 - + Devices
3. Huawei key figures in 2010:
 1. Sales 28md\$
 2. 1/3 in China y2y growth 9%
 3. 2/3 outside China y2y growth 35%
 4. 110 000 employees world-wide
4. Huawei is investing heavily in R&D:
 1. 10% of the sales in R&D, 55000 employees are working on R&D
 2. Huawei is focusing on differentiation by the innovation and quality
5. Huawei in Europe: sales 2.7 Md\$ and 5400 employees



Technology transfers

1. Huawei buys from US and European companies key components and technologies integrated into the products
2. Huawei has established with 20 key customers « Innovation Centers » to share
3. Technologies and market vision to elaborate innovative products early
4. Huawei has established 6 R&D centers in Europe and plans to develop them
5. Huawei pays each year 220 m\$ in royalty fees to technology providers
6. Huawei files around 1700 patents a year and makes more and more to protect its own IPRs



Key criteria for investment in Europe

1. Be closer to customers to integrate the « local touch » which makes the difference
2. Leverage the excellent ec-systems in Europe in ICT to improve innovation
3. Take the opportunity of highly skilled engineers and research establishments
4. Adapt to the EU member States specific regulations
5. Improve the global organization of the supply chain resilience and effectiveness by providing diversity of sourcing



Conclusions

1. Huawei is an international player transforming itself into a global player
2. Technology transfers are at the heart of a global company's strategy
3. Huawei is the first of a new breed of companies from chinese origin transforming itself into a global company

